

ALLIED MEDICAL: ROBUST RESEARCH AND DEVELOPMENT DIVISION

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Can you briefly introduce yourself, what you do, and your organization?

I hold the position of CFO and Director-Sales at AML, a reputable company engaged in the manufacturing, trading, and exporting of hospital equipment. Our product range conforms to international quality standards, and we have consistently been recognized for our prompt customer service and support. AML takes pride in its cutting-edge self-reliant infrastructure spanning over 200,000 square feet, encompassing in-house units dedicated to machining, fabrication, assembly, and testing. At AML, our robust research and development division, combined with state-of-the-art training facilities, serves as the foundation for our expansion and success. We have a team of highly qualified and trained professionals who perform various roles across all departments. Through our focus on R&D and a commitment to innovation, we aim to collectively lead the medical equipment industry and establish ourselves as global leaders.

What inspired the creation of Allied Medical by founders and how has the company evolved over time to meet the changing needs of healthcare?

AML was established with an aim to deliver advanced yet cost effective medical solutions

Allied Medical was founded with a strong inspiration driven by the vision and expertise of its founder, Dr. Vinod Kohli, a renowned anesthetist. Because of his firsthand experience and understanding of the healthcare industry, Dr. Kohli recognized the importance of reliable and high-quality medical equipment to improve patient care and outcomes. Under the guidance of Dr. Vinod Kohli, AML has evolved over time to meet the changing needs of healthcare. The company has embraced innovation and advancements in medical technology to develop a comprehensive range



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of products that cater to the diverse requirements of healthcare providers and patients. As the company transitioned to the leadership of the next generation, Me, and my brother Mr. Akhil Kohli, took over the reins of AML. Building upon the strong foundation laid by our father, we both continued to drive the company forward, infusing it with fresh ideas and a commitment to excellence. AML has further expanded its product portfolio and embraced cutting-edge technologies to address the evolving needs of the healthcare industry. The company has invested in research and development to create innovative solutions that improve patient care, enhance clinical outcomes, and streamline healthcare processes. Moreover, Allied Medical has focused on building strong relationships with healthcare professionals, actively seeking their feedback and insights to ensure that the company's products meet the highest standards of quality and performance. This customer-centric approach has enabled AML to tailor its offerings to the specific needs of healthcare providers, fostering long-term partnerships and trust within the industry.

How does Allied Medical stay on top of the latest trends and innovations in medical technology, and what strategies does the company use to ensure that its customers are informed of the most up-to-date & developments?

Allied Medical Limited (AML) is committed to staying on top of the latest trends and innovations in medical technology to provide its customers with cutting-edge solutions. The company employs several strategies to ensure that it remains informed and at the forefront of developments in the industry while keeping its customers well-informed. These strategies include R&D, Collaboration and Partnership, attendance at Industry conferences and Trade shows, continuous training and Education, customer feedback and engagements. Through these strategies, AML maintains a strong pulse on the latest trends and innovations in medical technology. By staying informed and keeping its customers well-informed, the company can provide innovative solutions that meet the changing needs of the healthcare industry and deliver optimal value to its customers.

Can you discuss some of the most exciting new medical technologies that have emerged in recent years, and how they are being implemented in healthcare settings? (Especially in Your line of Business)

Certainly! Here are some of the most exciting new medical technologies that have emerged in recent years in critical care and operating theatres, along with their implementations in healthcare settings:

Advanced Patient Monitoring Systems: Technological advancements have led to the development of advanced patient

monitoring systems that provide real-time data on vital signs, cardiac functions, respiratory parameters, and neurological status.

Minimally Invasive Surgical Techniques: Minimally invasive surgical techniques, such as laparoscopy and robotic surgery, have transformed operating theatres.

Anesthesia Delivery Systems: Anesthesia delivery systems have become more advanced, offering improved precision, safety, and patient comfort. Integrated systems can deliver precise concentrations of anesthetic gases and monitor vital signs, ensuring optimal anesthesia management.

How does Allied Medical support the professional development of doctors, healthcare professionals, and other stakeholders in the industry, and what resources are available to help them stay informed and connected?

Allied Medical recognizes the importance of supporting the professional development of doctors, healthcare professionals, and other stakeholders in the industry. The company offers various resources and initiatives to help them stay informed, connected, and continuously grow in their respective fields. Some of the ways in which AML supports professional development include Continuing Medical Education (CME) Programs, Training and Workshops, Collaboration with Key Opinion Leaders,

Engagement and Networking Opportunities and Customer Support and Service. Through these initiatives and resources, AML aims to support the professional development of doctors, healthcare professionals, and other stakeholders in the industry. By staying informed, connected, and continuously developing their skills and knowledge, healthcare professionals can deliver high-quality care and contribute to advancements in healthcare.

What is your views on New Medical device policy 2023?

The New Medical Device Policy 2023 (also known as the Medical Devices Rules 2023) is a policy, framework implemented by the Indian government to regulate the manufacturing, import, distribution, and sale of medical devices in India. The policy aims to streamline the regulatory process, enhance patient safety, encourage domestic manufacturing, and promote access to quality medical devices in the country. All these factors are advantageous for an Indian manufacturing company like ours. With the launch of policy government has undertaken a vision to grow the Indian medical device industry by 4x within the next 5 years which itself speaks about the large scale changes expected to bring about this growth.