

BEDIR GROUP COMPANIES





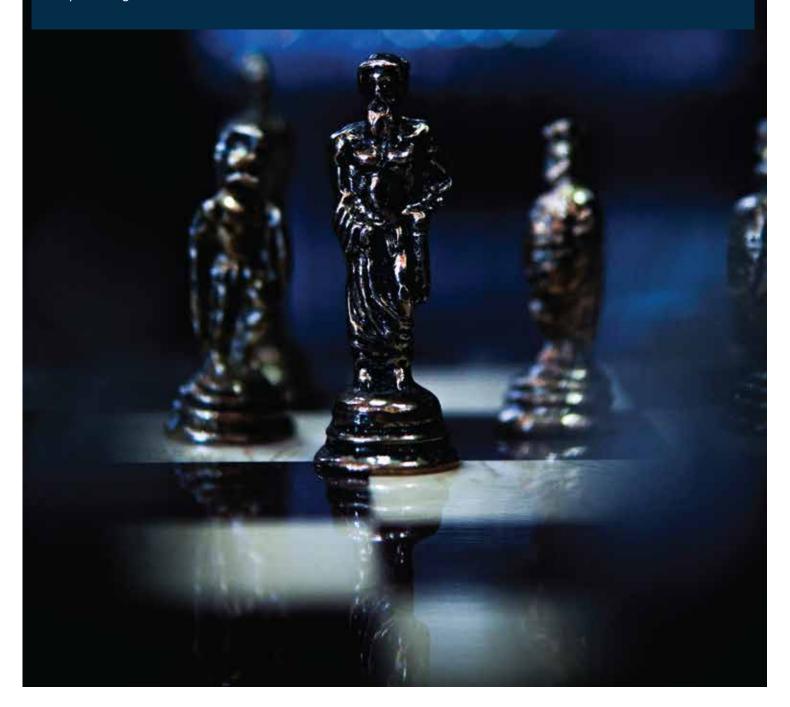
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An Established, Reliable, and Regulation-Focused Strategic Partner

VARKOM HEALTHCARE is a next-generation medical distribution company built upon the 51 years of commercial field experience of Bedir Group Companies. It operates with full regulatory compliance and is designed to eliminate the technical, legal, and operational barriers faced by international manufacturers entering the Turkiye market. The company is fully integrated with regulatory processes such as CE, UDI (Product Tracking System), and ISO, and is equipped with complete legal representation authority, digital infrastructure, and logistics organization.

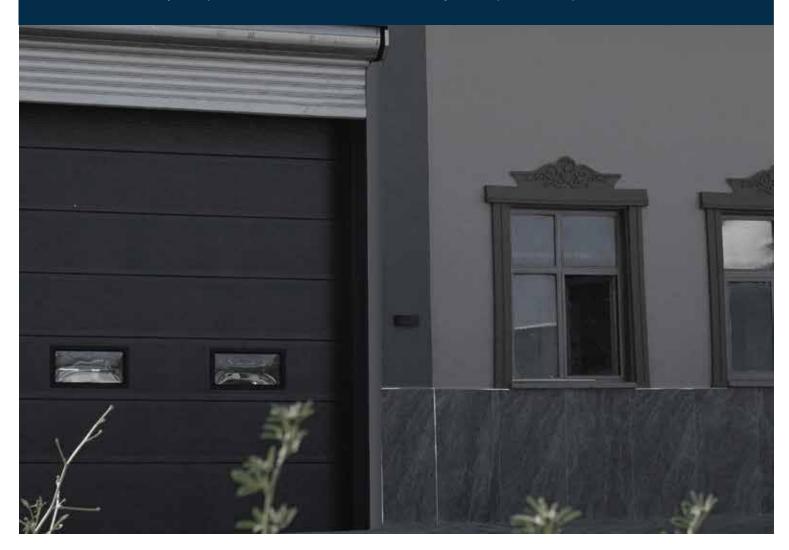
Distribution discussions with global manufacturers for the initial product portfolio have commenced; responsible manager appointments, system definitions, and operational planning have been finalized.





Our Strategic Adventages

- Experienced regulatory infrastructure fully integrated with critical processes like CE, UDI, and ISO 13485
- Digital warehousing and distribution system supported by ERP, CRM, barcode, and automation technologies
- · Scalable field planning centered in Istanbul, Ankara, and Erzurum
- · Established with 100% domestic capital, debt-free, and a sustainable investment model
- · Backed by 51 years of commercial field experience of Bedir Group Companies
- · Producer-loyal representation model based on long-term partnership





Group History 1974 - 2024

Bedir Group Companies - Corporate Foundations

Founded in 1974 as a trade initiative based in Erzurum, the group began its activities in construction and building materials under the brand Er-Yap Building Materials. During this period, it solidified its commercial identity through reliable supply capacity, particularly in regional infrastructure projects.

The group entered the healthcare sector in 1994 with the establishment of Kar-Ok Medical Gases, becoming a regular supplier of medical and industrial gases to numerous institutions, primarily in Eastern Anatolia. Distribution activities began with one of the leading firms of the period, Karbogaz, followed by the regional distributorship of the global giant Linde Gas.

For the past seven years, the group has successfully managed the Eastern Anatolia distributorship of HABAS, one of Turkiye's largest industrial gas producers. Since 1994, all these activities have been unified under Bedir Group Companies, which institutionalized and transitioned into a multi-sector commercial organization. This extensive distributorship experience encompasses not only product supply but also multidimensional responsibilities including contractual obligations, logistics planning, after-sales support, and corporate representation. Bedir Group Companies upholds the principle of representing each brand flawlessly not only in the field but also in terms of compliance, quality, distribution, and operational loyalty.

As a natural extension of this multifaceted legacy, VARKOM HEALTHCARE has emerged as a fully authorized, regulation-focused medical distribution brand today.t



1974

Er-Yap Building Materials

Started activities based in Erzurum with construction and building materials trade; established regional supply infrastructure for the construction sector.

1994

Kar-Ok Medical Gases

Entered healthcare sector; created a corporate service network for medical and industrial gas filling and distribution primarily in Eastern Anatolia.

1994

Bedir Group Companies Establishment

Unified all activities under a corporate umbrella following the foundation of Kar-Ok Medical Gases; established group identity.

2007

Strategic Infrastructure Investment

Invested in new warehouse and operation areas; increased logistics efficiency and expanded production and stock infrastructure.

2014

Capacity Expansion

Expanded product and service capacity with over 30 pure gases, hundreds of mixtures, cryogenic forms, tanks, and vehicles.

2016

Institutionalization and Digitization

Implemented ERP, CRM, barcode tracking, digital archiving, and centralized HR systems; restructured corporate communication and operations.

2024

Establishment of VARKOM HEALTHCARE

Founded as a next-generation healthcare brand focused on distributorship, carrying the group's regulatory, operational, and representation experience.









Group Structural Background and Corporate Approach

Management and Organization The management structure of VARKOM HEALTHCARE combines the group's longstanding commercial discipline with a next-generation medical vision, led by three experienced and complementary founding leaders. All decision-making processes are structured within the framework of field experience, financial sustainability, and regulatory compliance.

Bülent Bedir

Founder of the original commercial enterprise established in 1974, currently serving as Honorary Chairman representing the group's corporate memory and providing strategic growth guidance.

Bahadır Bedir

Second-generation representative responsible for operational management, financial stability, logistics infrastructure, and internal corporate transformation.

Taha Bedir

Leader in regulatory compliance, international manufacturer relations, and digitalization vision; representing the company'sOur corporate approach emphasizes establishing long-term, trust-based partnerships with manufacturers, representing the brands not only in the market but also flawlessly in regulatory, quality, distribution, and operational loyalty. Our approach is based on establishing long-term, trust-based partnerships with manufacturers and representing the brands we serve not only in the market but also flawlessly in regulatory and operational matters.





Advisory and Support Team VARKOM HEALTHCARE operates with a structured advisory network of experts in regulation, finance, law, foreign trade, and public procurement. Each member possesses specialized expertise and the capacity to work directly with manufacturers and official institutions, ensuring professional management of operational and legal responsibilities.

BÜLENT SARGIN – Corporate Compliance and Public Procurement Director Responsible for medical device regulatory processes and coordinates all planning and execution of EKAP, Ministry of Health tenders, and public procurement activities.

UĞUR ALKUŞ (Alkus Law) – Legal Advisor Provides consultancy on domestic legal processes, commercial law, trademark protection, legal representation, and contract obligations.

YUSUF AKTAŞ Certified Public Accountant Supervises tax declarations, financial reporting, social security, and accounting processes, ensuring the company's legal and financial compliance.

Assoc. Prof. Dr. ENSAR AĞIRMAN Financial Consultant Provides independent strategic consultancy on budgeting, investment decisions, and long-term financial projections.

SERKAN SEVUK Foreign Trade Specialist Manages import-export operations, customs procedures, and coordinates logistics and documentation for supply chain management.

This structure is supported by the appointment of an authorized responsible manager, officially defined import/export/storage authorities, and a fully automated ERP and CRM infrastructure. Decision-making processes are based on a lean and agile governance model, with all operations conducted under the principle of digital traceability.

BÜLENT BEDİR Bahadır Bedir Founding Partner HONORARY CHAIRMAN BÜLENT BEDİR Taha Bedir Founding Partner









Corporate Structure and Legal Compliance

VARKOM HEALTHCARE is a medical device investment initiative established with 100 percent domestic capital, built upon the healthcare experience of Bedir Group Companies. The establishment is not merely a registered commercial entity but a structure actively integrated into regulatory systems and capable of taking full responsibility.

Below are the key corporate details of the company.

Company Name : VARKOM HEALTHCARE

Year Established : 2025

Group Affiliation : Bedir Group Companies

Company Type : 100 percent domestically owned limited company

NACE Code : 46.46.01 - Wholesale of medical products and devices

(updateable)

Official Registration : Trade Registry, Tax Certificate, Central Registration System

for Healthcare Institutions - Turkiye (CKYS), and Product

Tracking System (UDI) registrations completed

Regulatory Responsibility : Responsible Manager approved by the Ministry of Health

and registered in the system

Financial Structure and Operational Capability

VARKOM HEALTHCARE offers a risk-minimizing, sustainable distributorship structure to manufacturers through a strong capital base, transparent financial management, and a planned investment model.

Capital and Investment Model The founding capital has been fully paid in accordance with all legal obligations. All financing is provided by the direct support of Bedir Group Companies and a budget specifically allocated for this project.

Investment model:

- · 70 percent equity capital
- · 30 percent strategic growth fund

Capital Allocation Plan

· Product investment: 40 percent

· Logistics and storage: 20 percent

· Regulation and consultancy: 15 percent

• Training and promotion: 15 percent

· Reserve fund and cash liquidity: 10 percent

Investment size is structured flexibly depending on the product portfolio and partnership scope.





Operational Infrastructure

All operational processes are conducted through integrated ERP, CRM, and barcode systems, with logistics and inventory management monitored in real time via digital platforms. Customized sales and distribution strategies are available for each manufacturer.

Financial Management and Operational Preparedness VARKOM HEALTHCARE manages all financial processes with transparency, under independent audits, using digital and integrated systems. Accounting, tax, and reporting activities comply fully with regulations. Key priorities include budget discipline, sustainable profitability, and full legal compliance.

Operational Capability Areas:

- Regulatory management: CE, UDI, ISO 13485 certifications, technical dossier preparation, responsible manager processes, label and IFU compliance
- Public and private sales: EKAP platform, Ministry of Health channels, private hospital and clinic procurement procedures
- · Clinical education and promotion: physician training, launch planning, seminars, and field information activities
- · Logistics and distribution: barcode inventory system, traceable shipments, warehouse and fleet management
- · Import and customs operations: HTS classification, certificates of origin, declarations, and entry procedures

The strategic infrastructure has been fully established since foundation; human resources, software systems, and operational components are actively structured. All processes are traceable, integrated, and capable of being managed internally.





Distribution Readiness Statement

VARKOM HEALTHCARE is fully prepared legally, financially, and operationally to initiate distribution relationships. Its corporate structure, investment planning, and technical infrastructure position it as a strong and professional partner ensuring manufacturers face no post-sale risks or regulatory burdens and are reliably represented in the market.

Areas of Activity and Expertise

VARKOM HEALTHCARE is not merely a product supplier; it is a comprehensive healthcare solution partner managing all manufacturer processes end-to-end in the Turkiye market. It operates with an integrated infrastructure covering regulation, supply, training, sales, and after-sales support.

Core activity areas include:

- Regulation and certification: CE technical dossier preparation, UDI registration, ISO 13485 integration, label and IFU compliance, CKYS (Central Registration System for Healthcare Institutions Turkiye) management
- Distribution and brand representation: market strategy development, brand positioning, and loyalty-based representation
- Public sales and tenders: EKAP system, Ministry of Health and university hospital procurement, technical specification analysis, and proposal preparation
- Clinical education and promotion: product usage training, launch events, seminars, and congress participation
- · Import and customs management: HTS classification, certificates of origin, declarations, and official entry tracking
- · Logistics and distribution infrastructure: barcode tracking, regional warehouse and fleet management for timely and traceable deliveries





Operational Expertise:

- End-to-end product lifecycle regulatory management capability
- Direct experience with high-risk certificates like CE and UDI
- Technical compliance and competitive proposal preparation for public tenders
- · Active after-sales support, training, and clinical field assistance
- · Barcode and software-based logistics processes with traceability
- Digital infrastructure enabling full supply chain monitoring

VARKOM HEALTHCARE offers manufacturers entering the Turkiye market a professional operational force that reduces regulatory burden, secures distribution, and ensures uninterrupted after-sales services.





Regulatory Compliance and Process Management

VARKOM HEALTHCARE is a health investment fully compliant with all medical device regulations applicable in Turkiye. The company is registered and authorized, possessing the capacity to manage regulatory processes manufacturers face when entering the Turkiye market through its internal structure in a compliant and timely manner.

Legal Compliance Status:

- CKYS (Central Registration System for Healthcare Institutions Turkiye) and UDI registrations are fully completed
- · Responsible Manager appointed and registered in the system
- CE certification, label/IFU control, UDI applications, and related procedures are managed internally
- Integration with ISO 13485 and similar quality systems is planned

Core Process Areas:

- · Post-import document verification and regulatory compliance
- · System definitions of technical files and product information
- · UDI registration and related ministry applications
- · Label, IFU, and packaging compliance checks
- · Legal representation and required notifications

VARKOM HEALTHCARE offers an organization that minimizes external outsourcing, managing regulatory processes on behalf of manufacturers in a centralized and integrated manner. This structure provides manufacturers with rapid market access, time savings, and reduced regulatory risks.



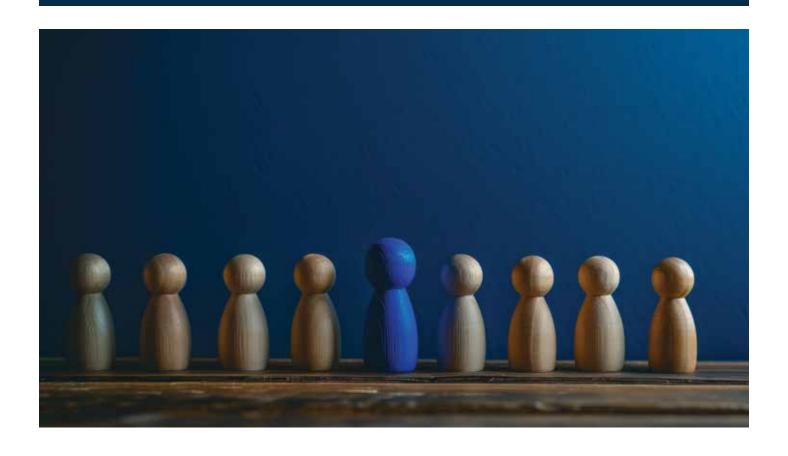
Representation Responsibility and Structural Differentiators

VARKOM HEALTHCARE not only monitors regulatory processes but actively manages them. All documents, applications, and technical details are handled internally. Thus, manufacturers can focus on their products without regulatory burdens during market entry.

Our key differentiators include:

- Direct involvement in regulatory processes without third-party intermediaries
- · Capacity to assume system-based definitions, tracking, and responsibilities on behalf of manufacturers
- · An integrated structure that fully assumes legal representation duties
- · Traceability of documents, records, and applications within a unified system

As a corporate approach, VARKOM HEALTHCARE embraces distributorship not only as a commercial activity but also as regulatory representation responsibility, fully prepared to manage manufacturers' compliance, document control, and legal designation processes.





Logistics and Distribution Infrastructure

With its developed logistics infrastructure ensuring safe, traceable, and timely delivery, VARKOM HEALTHCARE stands not only as a distributor but also as a reputable field representative of manufacturing brands.

Operational Infrastructure

All storage, shipment, and field distribution are managed through a centralized logistics system. Physical warehouse facilities include temperature-controlled preservation and barcode-based inventory tracking, supporting a wide operational network. The vehicle fleet is integrated for both urban and intercity deliveries. Transportation processes are organized prioritizing product safety and timely delivery.

Software-Supported Tracking

Warehouse, shipment, and order processes are supported by ERP and CRM systems. Product movements are tracked via barcode; deliveries are digitally recorded and can be retrospectively reported. Inventory levels and delivery accuracy are monitored through a centralized system.

Value Provided to Manufacturers:

- Organized shipments ensuring timely and complete delivery
- Expert teams and systems for cold chain and sensitive product transport
- · Complete traceability, auditability, and product safety on behalf of manufacturers
- Reportable delivery data, warehouse movements, and field logistics information when required

Corporate Approach

VARKOM HEALTHCARE guarantees not only product arrival but also delivery at the right time, under correct conditions, and with full documentation. Logistics directly reflects the manufacturer's brand value in the field.



Market Analysis and Turkiye Healthcare Market

Turkiye offers a high-potential healthcare market for medical device manufacturers and distributors due to its market size and strategic location. Public and private sector investments, increasing healthcare expenditures, and import-dependent structure present significant market entry opportunities.

As of 2023, the Turkiye medical device market is approximately 5.4 billion USD. It is expected to maintain this size until 2025 and then grow at a high single-digit annual rate. According to Fitch Solutions, the market segments are distributed as follows: other devices 29%, consumables 26%, diagnostic imaging systems 18%, patient aids 10%, orthotics and prosthetics 9%, and dental equipment 8%.

Specifically, the cardiology devices market size is projected to reach 889 million USD in 2025 and grow to 6.6 billion USD by 2029 with a compound annual growth rate (CAGR) of 5.1%.

Health expenditures in Turkiye increased from 354 billion TRY in 2021 to 606 billion TRY in 2022, marking a 71.5% growth. This growth reflects the expansion of public and city hospitals and the rising demand for medical equipment. Healthcare services are primarily provided through the Ministry of Health, university hospitals, and private healthcare institutions. Public procurement is conducted through the EKAP (Electronic Public Procurement Platform) using open tenders, direct procurement, and framework agreements.

In 2023, Turkiye imported medical devices worth 584 million USD. The main import sources are the United States (148 million USD), China (118 million USD), Germany (99 million USD), France (40 million USD), and Japan (27 million USD). During the same period, exports reached approximately 1.25 billion USD, making Turkiye a net exporter. However, due to high domestic demand, import dependence remains around 80%. Imported products mostly consist of advanced technologies, placing significant responsibilities on local distributors for CE certification and technical dossier management.

Turkiye's geographic location provides strategic advantages for distributorship. Logistic access to the Middle East, North Africa, Turkic Republics, and Eastern Europe positions Turkiye as a regional distribution hub. The 2024 announced Turkiye Health Valley project aims to strengthen biotechnology and medical device production infrastructure, enhancing the cinvestment environment.



General Assessment

The Turkiye medical device market possesses high potential in terms of size, segment diversity, and technology gaps. Public procurement is conducted transparently, and working with distributors fully compliant with regulations has become mandatory. For manufacturers, distributorship has evolved into a strategic partnership covering sales, regulatory compliance, document management, customs, and field representation. VARKOM HEALTHCARE is a reliable distributor partner with strong legal, operational, and technical infrastructure meeting these requirements.





Distribution Business Model and Partnership Policy

VARKOM HEALTHCARE positions distributorship not merely as a commercial buy-andsell relationship but as an integrated representation model that assumes technical, regulatory,

and operational responsibilities. The company acts as a solution partner enabling manufacturers' fast and secure market access, risk reduction, and sustainable growth.

Our Role as Distributor.

- · Taking over legal representation and regulatory processes
- · Managing import operations and document preparation
- Completing product registrations in UDI and CKYS (Central Registration System for Healthcare Institutions Turkiye)
- · Controlling technical files, labels, and IFU documentation
- · Coordinating post-sales technical support and training
- · Managing logistics, warehousing, and field distribution operations

These processes are directly managed within the company, allowing manufacturers to track all operations through a single channel without third-party intermediaries.

Value Added to Manufacturers:

- · Local expertise eliminating regulatory burdens
- · Ready-to-operate infrastructure shortening market entry time
- Ethical and professional brand representation preserving brand value
- · Comprehensive management of technical, digital, and field support
- · Traceability, accountability, and quality assurance





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Long-Term Partnership Model:

VARKOM HEALTHCARE builds long-term, loyalty-based partnerships with manufacturers, including:

- Exclusive territory and single-brand management
- · Strategic investment and launch support
- · Market feedback and field data sharing
- Joint growth planning

Operational Representation and Assurance:

The company is not only a representative but an active partner responsible for documentation and process completion on behalf of manufacturers. All necessary documents, procedures, and controls are managed through a central system, enabling manufacturers to focus on products while ensuring fully compliant and risk-free operations.

VARKOM HEALTHCARE is not just a distributor but the regulatory and operational arm of the manufacturers in the market.





Product Portfolio and Representation Priorities

VARKOM HEALTHCARE evaluates its represented products not only by technical specifications but also by clinical application value, innovative contribution, and real market relevance. The goal is to establish strong and sustainable representation models in areas of unmet needs within the Turkiye healthcare sector.

The current product portfolio consists of advanced technology products with quality certificates and global clinical usage.

Core Specialties and Target Product Groups:

- 1. Intensive Care and Respiratory Systems High-flow nasal oxygen systems, single-use respiratory sets and accessories
- 2. Neonatology Respiratory support consumables, sampling and specimen transport systems
- 3. Obstetrics and Gynecology Clinical diagnostic and genetic analysis products, specimen storage and transfer solutions
- 4. Anesthesia Airway accessories, bedside diagnostic and support systems
- 5. Laboratory, Molecular Biology, and Genetics DNA/RNA isolation and analysis tubes, sampling and transfer kits, microbiological transport media
- 6. Rapid Diagnostic and Infection Tests Multiparametric combined test kits, viral and bacterial panel solutions
- 7. Medical Devices and Clinical Support Units Clinical sampling, storage and analysis devices, portable diagnostic systems



Flexible and Scalable Representation Vision

The representation structure of VARKOM HEALTHCARE is modular and adapts according to needs. The aim is not only to focus on existing product groups but also to develop a market entry strategy compatible with all areas in which the manufacturer specializes. Our portfolio has the flexibility to expand into different specialties supporting the technical expertise of the manufacturing brand.

Promotion and Launch Process Management

VARKOM HEALTHCARE applies an end-to-end launch strategy that goes beyond product registration and import, encompassing clinical promotion, training, and field positioning. This process is designed to increase the visibility of the manufacturing brand and ensure the product is properly positioned before decision-making physicians.

Our launch approach includes preparing clinical specialty-specific modules, strategically selecting target institutions and regions, completing internal training, and assigning field representatives. Promotion is conducted through direct clinical interaction and hands-on field support.

Our field organization leverages the long-standing healthcare experience of Bedir Group Companies. We maintain strong corporate relationships with university hospitals, city hospitals, and specialized clinics. With past field experience and a coordination model capable of rapid response, promotions are effectively implemented at the clinical level.

Manufacturer launch support includes jointly shaping promotional strategies, preparing clinicspecific content, educational videos, and digital materials. Field feedback from the sales team is regularly reported, and demo product installations and initial field use are supported.

All promotional activities are recorded through traceable systems. Clinical visits, training sessions, and launch contacts are documented with measurable data and reported periodically to the manufacturer.

VARKOM HEALTHCARE, with sectoral experience and corporate field access, possesses the capacity to ensure products gain not only legal approval but also effective field acceptance.



References and Project Achievements

VARKOM HEALTHCARE is a next-generation brand that combines the nearly 51 years of sectoral experience of Bedir Group Companies with a modern healthcare vision. Our group companies have successfully completed many infrastructure, logistics, and healthcare supply projects in both public and private sectors, forming the trust foundation for VARKOM HEALTHCARE before market entry.

1. ER-YAP Building Materials (1974 - Present)

Region: Eastern and Central Anatolia

Expertise: Supply of industrial building materials, warehouse system setup, field infrastructure projects

Project Contributions:

- · Various construction and infrastructure tenders in public and private sectors
- Installation of VARKOM HEALTHCARE's warehouse and shelving systems infrastructure, with technology-compatible data tracking and product management systems by ER-YAP

2. Kar-Ok Medical Gases (1994 - Present)

Region: Eastern Anatolia

Expertise: Medical and industrial gas filling, distribution, and contracted delivery to public hospitals

Reference Healthcare Institutions:

- · Provincial Health Directorates of Erzurum, Kars, Agri, Igdir, Erzincan
- · Ataturk University Research Hospital
- All public hospitals and health centers in Eastern Anatolia Project Achievements:
- · 31 years of uninterrupted medical gas supply service
- · Fully equipped filling plant, delivery fleet, and regional service network
- · Management of all operational processes related to the production, distribution, and use of medical gases



3. VARKOM HEALTHCARE – Preparation and Rehearsal Capacity Operational Infrastructure:

- Modern shelving systems, digital stock control mechanisms, and barcode-supported warehouse structure
- · Transparent, traceable, and integration-ready internal audit infrastructure

Logistics Preparation:

- Distribution organized with light and heavy commercial vehicles for urban and interurban areas
- · Routed delivery plans and flexible shipment models based on demand

Market Entry Preparation:

- Regulatory compliance, registration processes, and quality management framework structured by relevant experts
- · Product registration, labeling, and internal operation simulations successfully completed; ready for market entry

Conclusion:

VARKOM HEALTHCARE is not a newly established healthcare brand but a current corporate vision reflecting decades of operational experience, completed infrastructures, and trust relationships built with public and private sectors.





Growth and Future Projections

VARKOM HEALTHCARE's vision is to transform the preparation phase initiated at the local level into controlled operational activities nationwide and to develop a competitive distributorship structure regionally and internationally. This process advances gradually with regulatory compliance, field planning, and strategic manufacturer partnerships.

Strategic Development Roadmap (2024-2029):

- 2024: Infrastructure preparation for company establishment, legal permits, registration systems, and operational plans structured; warehouse infrastructure and product management systems established.
- 2025: Official establishment completed; central offices opened in Istanbul and Ankara; first strategic distributorship agreements signed; promotion and sales operations launched.
- 2026: Sales team and field organization expanded; clinical access strengthened; digital systems fully integrated.
- 2027: Distributorship agreements made with over ten manufacturers; clinical feedback systems implemented; first export operations initiated.
- 2028: Nationwide distribution network completed; portfolio tripled; promotion materials, training, and field reporting systems expanded.
- 2029: Regional field partnerships deepened in Turkic Republics, Gulf, and North Africa; international representation structures concretized; active participation in global healthcare fairs.

Growth Model and Principles:

Phased expansion based on realistic timelines, financial sustainability, regulatory compliance, trust-building in clinical fields, manufacturer-focused and loyalty-based representation.

Primary Goals:

Initiate first manufacturer agreements and field operations in 2025; establish active sales and delivery capacity nationwide by 2026; supply at least 100 healthcare institutions regularly by the end of 2027; broaden digitally integrated product portfolio by 2028; commence exports and regional representations by 2029.

Conclusion:

Following the preparation started in 2024, VARKOM HEALTHCARE is ready for official operation by 2025. It is structured for rapid market entry in the short term, national expansion in the medium term, and international representation in the long term.



Contact and Corporate Access

Operating under Bedir Group Companies, VARKOM HEALTHCARE adopts a transparent and direct communication approach for distributorship, product supply, and international partnerships.

Headquarters Address:

Organize Sanayi Bölgesi, Yönetim Cad. No: 5 Aziziye / ERZURUM – TURKİYE

Planned Representative Offices:

European Side of Istanbul (2025) Ankara Central (2025)

Contact Information:

Phone: +90 (538) 616 80 96

Email (TR): bilgi@varkomhealthcare.com Email (EN): info@varkomhealthcare.com

www.varkomhealthcare.com

Instagram: www.instagram.com/varkomhealthcare

LinkedIn: www.linkedin.com/company/varkomhealthcare

Authorized Contacts:

Taha Bedir - Founding Partner & Managing Director

taha.bedir@varkomhealthcare.com

Bahadir Bedir - Founding Partner

bahadir.bedir@varkomhealthcare.com

Quick Request and Partnership Form:

For distributorship applications, product requests, or corporate partnership proposals, please use:

www.varkomhealthcare.com/iletisim

VARKQM HEALTHCARE is ready to build not only today's but the future's healthcare solutions together. Feel free to contact us directly for distributorship and strategic partnerships.

