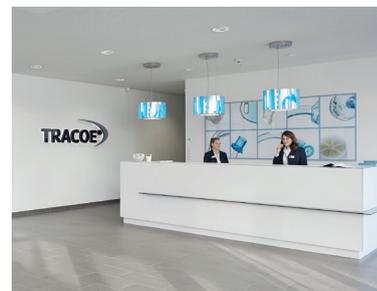

Revenue growth, expansion, awards: TRACOE medical records positive results for the 2016 financial year

- » Total revenues for the group increased to EUR 26.8 million.
 - » Expansion into the United Kingdom is now complete
 - » Important steps setting the course for the future
-

Nieder-Olm, 14th March 2017 – TRACOE medical GmbH, with headquarters in Nieder-Olm (Rhineland-Palatinate) and a leading developer and manufacturer of medical devices in the fields of tracheostomy and laryngectomy, recorded positive results for the 2016 financial year. This enabled this family-run business, which specializes in tracheostomy tubes and devices for the ventilation of patients with tracheotomies and those who have had larynx surgery, to significantly increase its revenue and take important strategic steps for its further corporate development. With the acquisition of the British company KAPITEX Healthcare Ltd. by TRACOE medical's parent company XTR Group GmbH, the company was able to once more significantly increase its access to the important laryngectomy market and further accelerate its growth. The turnover of the XTR Group, to which, besides TRACOE medical and KAPITEX, the further subsidiary MC Europe B.V. also belongs, totalled around EUR 26.8 million in 2016, of which TRACOE medical alone generated EUR 20.5 million. Receiving the seal of approval as a winner of the 'TOP 100' award, which honours the top 100 innovative businesses in Germany, and our operational measures in the areas development, production and distribution, rounded off the successful financial year.

Stephan Köhler, managing director of TRACOE medical GmbH, which currently has a workforce of around 200 employees: „2016 was an extremely challenging, but also a very successful year, during which we took some important strategic steps for the further development of the company. Especially the takeover of KAPITEX and its integration into the holding company was a milestone and will significantly further strengthen our market position as a premium supplier”.



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The company from Wetherby in the north of England and its staff of 30 is, like TRACOE medical, committed to supplying uncompromising quality and is also an innovation and quality leader in the tracheostomy and laryngectomy sector. The takeover was the next logical step on our course towards strong international growth, which the company had already begun several years ago with the takeover of MC Europe B.V. in the Netherlands.

Outstanding innovative prowess

Today, this family business, which manufactures its products in Germany, safeguards patient care both in hospital and in the home care sector and exports to 86 countries, is one of the most innovative companies in the market. In the last ten years alone, it has obtained 19 patents for its products - an achievement that, in 2016, was acknowledged for the third time with the TOP 100 award for the 100 most innovative medium-sized German enterprises. Furthermore, the company has, over the past year, optimized its structures and processes in the strategically important areas R&D, production and distribution and is thus also well equipped for the future.

2017: Plans for the future

For 2017, TRACOE medical, which, with its 20 per cent hospital market share, is one of the three biggest tracheostomy suppliers to hospitals overall, intends, among other things, to further standardize the processes within the new structure with KAPITEX and to work on important parameters such as logistics, inventory and digital solutions. TRACOE will also inaugurate an extended production centre at the Nieder-Olm site in the new year. In addition to the maintenance and optimization of the models of existing portfolios, the team is also working on the development of further innovative products to bring a new dimension to the market in the next product cycles. Strategic cooperation, e.g. in distribution, and a moderate increase in personnel complete the plans for the current year. Managing director Dr Thomas Jurisch: „We have great ambitions to consistently continue our sustained, sound growth, thereby always maintaining our objective of being one of the first movers and making the best products available on the market - totally in keeping with our guiding principle: ‚Quality, made by people for people‘.“

More information on the entire TRACOE brand portfolio is available on our website www.tracoe.com or on [Facebook](#).

About TRACOE medical GmbH:

TRACOE medical GmbH, headquartered in Nieder-Olm (Rheinland-Pfalz), is one of the leading manufacturers and developers of medical devices and aids for patients with tracheotomies and larynx operations. Their premium product portfolio focusses on tracheostomy tubes for patient care in both hospital settings as well as at home. TRACOE medical GmbH has approximately 178 employees, incl. 17 sales representatives, exporting its products to 86 countries. In the past ten years alone, TRACOE medical has been granted 19 patents. The company can look back on a 55-year company history; it has been selected three times as one of the TOP 100 companies among German small- to medium-sized businesses and is already being led by the family's third generation. The Managing Directors are Stephan Köhler and Dr. Thomas Jurisch.



Other information

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