

## Company profile

### Lohmann & Rauscher (L&R) – People.Health.Care.

## **Your preferred solution provider and reliable partner for medical, patient care and hygiene products and services**

Lohmann & Rauscher (L&R) looks back on more than 160 years of experience manufacturing top-quality dressing materials and medical devices. In its core business areas of wound care, bandages and dressings and OR set systems and hygiene, the company develops, produces and distributes products and services worldwide to provide healthcare professionals at hospitals, private medical practices and nursing facilities with the best tools possible – for the benefit of patients.

At L&R, people and their healthcare have always been the main focus. The claim People.Health.Care. brings attention to three independent areas that together reflect the company's vision and values: People are the top priority and therefore at the heart of everything the company does. Health is both L&R's area of expertise and focus. Care embodies the brand values of trust, customer and service focus as well as the idea of L&R as a reliable partner and supplier of solutions.

With 4,600 employees, 44 corporate subsidiaries and holdings in 24 countries and more than 130 selected partners, L&R is active over five continents and in all of the world's key markets. In 2016, the group reported a sales volume of 589.7 million euros. L&R is pursuing an ambitious expansion strategy: The establishment of subsidiaries in Australia and New Zealand, additional branches in Europe, North Africa and in China, as well as the acquisition of the Dutch compression product manufacturer Varitex in 2016 are a testament to the company's growth strategy.

Despite its international strategy, L&R still has the values of a family-run company. Formed from a merger between the German company Lohmann (founded in 1851) and the Austrian company Rauscher (founded in 1899) in 1998, the origins of the company are still reflected today, with its headquarters in both Rengsdorf and Vienna.

The company's vision for the future has grown out of its traditions: Through innovation and working with customers, partners and various research institutes, L&R develops practical product ideas in four research and development departments.

These solutions are characterised by a high level of quality and functionality, as well as outstanding therapeutic efficacy.

Just one of the signs of the success of the products developed in-house is the number of different prizes awarded to these products: For example, the Chamber of Commerce of Austria [Wirtschaftskammer Österreich (WKO)] and the state of Lower Austria awarded the Suprasorb CNP EasyDress the “2016 Lower Austria Innovation Prize” in the “Innovations for Industry” category. This secondary dressing was developed at the R&D site in Schönau an der Triesting, Lower Austria. Its 3D shape and special flexible material facilitates the particularly rapid occlusion of hard-to-treat wound locations on the extremities in preparation for negative pressure therapy, while protecting healthy skin.

L&R’s portfolio currently comprises more than 16,000 products. The company’s product highlights includes, alongside Suprasorb CNP, L&R’s proprietary system for negative pressure therapy, not only Debrisoft, the innovative monofilament fibre pad for fast, effective and low-pain mechanical debridement, but also wound dressings from the Suprasorb range for moist wound management.

As one of the first companies in Europe to do so, L&R has been developing, manufacturing and distributing L&R Kitpack, its OR custom procedure trays, for 30 years and counting. They are available in standard designs, but can also be customised upon request, with the customer having a choice of 8,000 individual components. This makes prepping for procedures safer and faster, simpler and more economical. Not only does using Kitpacks make things easier for employees and optimise stock-keeping, it also greatly reduces packaging waste. L&R’s strict safety and quality standards have made the OR set system one of L&R’s most successful products: Our goods distribution centres ship more than 10,000 Kitpacks every day.

L&R’s customers include doctors, nurses, pharmacists, medical supplies retailers, wholesalers and hospitals. L&R’s extensive range of services offers customers quick access to practice-relevant information, and it is complemented by product and user training at our in-house L&R Academy.

“Our corporate strategy is aimed at being the preferred supplier of solutions in the fields of medicine, patient care and hygiene. We develop, produce and distribute an outstanding portfolio of first-rate products and services for our customers and

patients – this is our ongoing contribution to the optimal and safe treatment of patients,” stated Wolfgang Süßle, chairman of the L&R’s executive board.

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