Press release

**L&R enhances its position in the Swiss healthcare market**

**Merger of the medical device sales operations of FLAWA AG and Lohmann & Rauscher AG in Switzerland**

**Rengsdorf/Vienna/Flawil, September 2016** *- From 1 January 2017, the two companies Lohmann und Rauscher AG, St. Gallen, and FLAWA AG, Flawil, will be merging their marketing and sales divisions for medical devices under the L&R name. L&R’s marketing and sales organisation, which will be expanded by the FLAWA marketing and sales staff, will continue to operate from its current location at Lohmann & Rauscher AG in St. Gallen. As of the above date, all customers from all sales channels will be managed centrally from this location.*

The two family businesses FLAWA and L&R, who are shareholders in each other’s companies, have now been collaborating for many decades and continuously invest in intensive and constructive exchange.

“This merger will make it possible for us to more efficiently make inroads in the Swiss healthcare market. This integration will generate valuable synergies, combine traditionally strong brands in the medical device sector and create significant competitive advantages.

But what is even more important is that it offers Swiss customers, namely wholesalers, hospitals, physicians, pharmacists and drug stores, a more efficient ordering and delivery procedure, a wider range of branded products, as well as customer-oriented support and innovative service – in short, comprehensive service from a single source,” according to Wolfgang Süssle, CEO of the international Lohmann & Rauscher Group.

As of 1 January 2017, six FLAWA members of staff from the corresponding divisions are to be integrated in Lohmann & Rauscher AG in St. Gallen.

As part of an expanded sales and marketing team, they will undertake the important task of bringing their experience in the sales and marketing of FLAWA medical devices to bear as and when needed and they will continue to maintain the successful sales of these traditional brands.

Both companies expect improved market opportunities for their premium products, a more sustainable growth strategy and more efficient use of resources to result from this merger. This integration makes it possible for the companies to combine forces with the focus on the core competences of each company, to optimise costs and to develop new and innovative sales opportunities.

Nicolas Härtsch, CEO and principle shareholder of FLAWA, will join the Lohmann & Rauscher AG board of directors in St. Gallen from 1 January 2017 onwards to take an active part in guiding the merger process. Nicolas Härtsch added that he was happy to be taking this decisive step towards reinforcing the long-term collaboration with Lohmann & Rauscher: “Selling both FLAWA and Lohmann & Rauscher products from a single source creates all-round benefits. I am really pleased about this promising collaboration.”

The boards and management of both companies are confident that this integration will be a successful step towards customer-oriented development of the sales and distribution channels in the Swiss healthcare market. The two well-established companies complement each other perfectly for this purpose.

**FLAWA AG, Flawil SG / Switzerland**

FLAWA is a dynamic Swiss family business with a 100-year tradition, strong local connections and a growing international focus.

FLAWA meets the long-term needs of its discerning consumers by developing, manufacturing and marketing hygiene and care products and medical devices mostly made from natural, textile raw materials.

For private-label customers and original equipment manufacturers (OEM) both nationally and internationally, FLAWA is also known for a joint product development process, close collaboration and genuine partnership.

www.flawa.ch

**Lohmann & Rauscher**

Lohmann & Rauscher (L&R) is a leading international supplier of high-quality premium medical devices and hygiene products ranging from conventional dressing material to modern treatment and nursing systems. Created in 1998 through the merger of Lohmann (founded in 1851) and Rauscher (founded in 1899), L&R has more than 160 years’ expertise as a reliable solution supplier for its customers. With approx. 4,400 employees, 43 corporate subsidiaries and holdings and more than 130 selected partners, the company is active in all of the world’s key markets. It generated sales volumes of €557 million in 2015. The L&R headquarters are located at the Rengsdorf (Germany) and Vienna (Austria) sites.

Further information on Lohmann & Rauscher (L&R) can be found at:

[www.lohmann-rauscher.com](http://www.lohmann-rauscher.com)

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