



## Company Profile

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

### **Your preferred solution provider and reliable partner in the fields of medicine, hygiene and care**

Lohmann & Rauscher (L&R) is a leading international company specialising in medical devices and hygiene products of the highest quality. As a solution provider for complex requirements in the care and treatment of patients, the company develops, produces and sells products, concepts and services for wound management, supports and orthoses, OR drapes and OR set-systems as well as therapy units for negative pressure wound therapy (CNP) and hygiene products.

With more than 5,000 employees around the world, 49 subsidiaries and shareholdings in 27 countries, 15 production sites and more than 130 selected partners, L&R is represented in all important markets around the world and achieved a sales of 604,2 million euros in 2017.

The corporate claim People.Health.Care. strengthens L&R's entrepreneurial spirit reflected in three focus areas: By focusing the human, and understanding health as L&R's field of expertise and the foundation of the company's vision and values, L&R is a reliable partner and solution provider.

Formed in 1998 by the merger of the German company Lohmann (founded in 1851) with the Austrian company Rauscher (founded in 1899), L&R's headquarters are located in Rengsdorf (Germany) and Vienna (Austria). L&R follows an ambitious expansion strategy with the aim of partaking in the continuous growth of the global medical device market. The founding of subsidiaries in Australia and New Zealand, additional branches in Europe, North Africa and the Middle East, the acquisition of the US-American company Solaris Inc. in 2014, the Dutch producer of compression products Varitex in 2016 and of the Swiss company Swisslastic AG St. Gallen in 2018 prove the company's growth rate in diversified markets.

In its four in-house research and development departments, L&R develops, realises and optimises innovative products and solutions for users and patients in cooperation with a variety of different research institutions and in intensive exchange with

doctors and nursing staff. These solutions are characterised by a high level of quality and functionality as well as an outstanding therapeutic efficacy.

The company is regularly awarded by a range of specialist institutions for its innovative products, e.g. the British health authority NICE promoted the use of L&R's debridement pad Debrisoft® in its guideline and just recently the Austrian Economic Chambers (WKO) and the state of Lower Austria awarded Suprasorb® CNP EasyDress with the Lower Austria Innovation Prize 2016 in the 'Innovations for Industry' category.

L&R's portfolio includes 16,000 products, amongst which the company focuses not only Debrisoft®, the innovative monofilament fibre pad and Lolly, for quick, effective and virtually painless mechanical debridement, but also wound dressings of the Suprasorb® product range for moist wound management, L&R's system for negative pressure wound therapy (Suprasorb® CNP), compression products of the brands Rosidal® and Actico® as well as product solutions in the field of surface and hand disinfection.

L&R was also one of the first providers in Europe to develop ready-assembled "Kit-pack®" set-systems for hospitals. Compiled according to customer specifications or per indication, they contain all the single-use medical devices required for surgery. Packaged sterile and ready for immediate use, the sets simplify the processes for surgeons and nursing staff, thus contributing to increased efficiency and safety in the OR.

The portfolio of different product and service solutions available from L&R is complemented by a wide range of training courses (L&R Academy), eLearning platforms and digital information and service offers (apps, order portals).

L&R's customers comprise doctors and nurses in hospitals and practices, pharmacists, medical supplies retailers and wholesalers. L&R's extensive range of service offers allows customers quick access to practice-relevant information.

"Our corporate strategy is aimed at being the preferred solution provider in the fields of medicine, patient care and hygiene. We develop, produce and sell an outstanding portfolio with 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 Group's Executive Board.



Lohmann & Rauscher

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