



## **Vygon Group buys Medwin**

**The acquisition provides French group Vygon, a world leader in single-use medical devices, with an expanded range of enteral nutrition products for hospital and home use**

**Ecouen, France, September 2, 2014** – Vygon, the specialist single-use medical devices group, today announces its acquisition of Medwin, a company based in southern France, and specialized in enteral nutrition (feeding pumps) and related accessories. The financial terms of the agreement were not disclosed.

The aim of the operation is to consolidate Vygon's nutritional medical device portfolio, particularly its series of feeding pumps for use in both hospital settings and in home-based care. Medwin has a 15 year history of producing feeding pumps. Its products include a range of compact, silent, easy-to-activate enteral feeding pumps for ambulatory use with the EasyMoov pump, or for use in stationary mode (with a drip chamber) with the EasyLit pump.

Based near Montpellier, Medwin generated a turnover of EUR 2.6 million (USD 3.5 million) in 2013. The company was founded in 1999 and employs 20 members of staff, who will be transferred to the Vygon Group. Eric Longer has been appointed as General Manager of Medwin. He also retains his role as Vygon's International Homecare Director.

"We are delighted with this acquisition, which is a perfect fit with our Group's commitment to external growth," explained Stéphane Regnault, Chairman of Vygon's board of management. "Health care professionals recognize the quality of Medwin's products and manufacturing processes. This tie-in means that we can provide our clients with an enhanced enteral nutrition offering and consolidate our position in international markets."

Medwin's enteral nutrition products display the CE label. They are manufactured in France in a facility that has achieved ISO 9001 quality management certification and EN 13485 certification for medical device quality management. The company has filed ten patents since it was founded. Ownership of these patents now transfers to Vygon.

## **Enteral nutrition: a global market worth several billion dollars**

Enteral nutrition is an artificial feeding technique that replaces standard meals with liquid food for individuals who can no longer feed themselves by mouth, but whose digestive system continues to function. It is administered via a gastric feeding tube.

The technique is used in some cancers and for coma patients. It is also indicated in case of difficulty swallowing as a result of stroke or muscle disease, as well as in the elderly.

Worldwide sales of oral and enteral nutrition products totaled nearly USD 9 billion (EUR 6.6 billion) in 2011<sup>1</sup>.

<sup>1</sup> Source: Global Industry Analysts, 2011

### **Advisers to the transaction:**

Legal counsel: Gatiene & Brault (Paris, France)

### **About Vygon**

Vygon designs, manufactures and markets high-tech single-use medical devices for health care professionals in hospital and for private and independent practitioners.

Vygon is a world leader in this industry, offering a wide range of products in a number of clinical specialties: neonatology, adult and pediatric critical care, anesthesia, oncology, emergency, surgery and home care.

With expertise right along the value chain, from product design to the delivery of training for medical personnel, Vygon provides health care professionals with effective and innovative products tailored to their needs and those of their patients, for optimum use and safety.

The company distributes over 200 million products a year in more than 100 countries through its network of 25 subsidiaries and 79 distributors. Vygon products display the CE and/or FDA mark and are manufactured in the Group's eight factories in Europe, the USA and Colombia.

A family company founded in 1962, Vygon is based in Ecouen, in France's Greater Paris region. It is a mid-sized business employing 1,800 staff worldwide. The turnover in 2013 was EUR 250 million (USD 335 million), with 81% of this derived from Vygon's international business.

Find out more: <http://www.vygon.com>

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