

MedTech Company Specializing in Cardio-Vascular Testing (C131)

Cardiovascular disease (CVD) is globally the single most prominent cause of disability and death, accounting for more than 30% of all global deaths. Four out of five CVD deaths are caused by heart attack or cerebral stroke. Main triggers are inactive life style, unhealthy diet, obesity, raised blood pressure or elevated blood glucose levels. Diagnostic screening and simple testing modalities are key in early detection and treatment of CVD.

Founded in 2003, the company ("Company") is specialized in international sales of cardio- and neurovascular testing devices for practitioners, hospitals and research. It has exclusive distribution contracts from six medical device manufacturers. Export sales are conducted via a long-established distributor network. Services offered include installation, training, and support of studies.

A special relationship exists with the manufacturer ("Manufacturer") of the company's core product ("Product"). This is a diagnostic device platform covering the complete range from peripheral- to cardio-vascular testing. The Manufacturer is a medically certified company with 14 years of experience in R&D, design and manufacturing.



Incorporation	2003
Legal form	GmbH & Co. KG
Sales (2018)	700k EUR
EBIT (2018)	<0 EUR
Employees	7
Locations	1

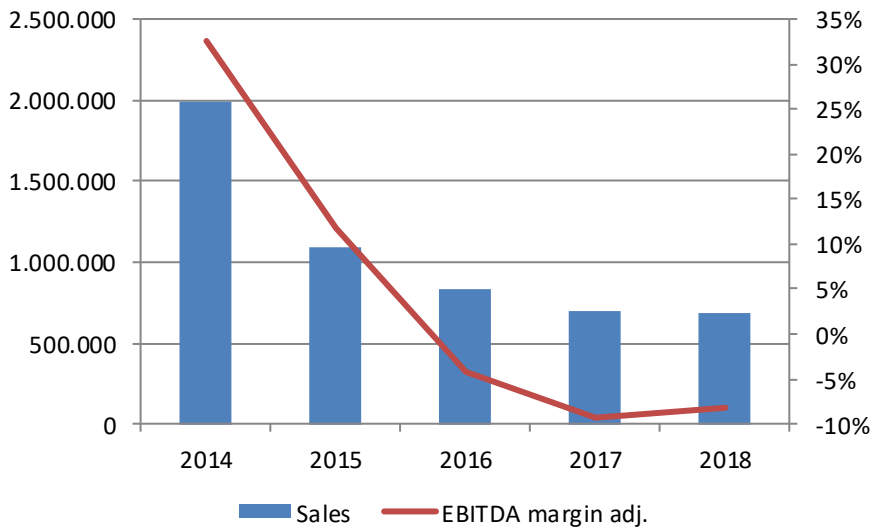
Strengths:

- Differentiated product portfolio for practitioners, clinics, hospitals, research facilities, public health programs etc.
- Experience in worldwide sales support with extensive know-how in the medical export business
- Knowledge of regulatory requirements and certifications
- Expertise in special diagnostic applications with a focus on cardiovascular testing

Opportunities:

- Global need for early detection and screening of CVD related health problems
- Medical device certifications in all major markets
- More than 800 Products sold (MSP ca. 12k EUR)
- Creation of an integrated MedTech company with high growth potential
- Synergy and expansion potential
- New products and applications already developed

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Financial Development and Business Plan:

- Sales peaked in 2014 with 2m EUR and an EBITDA of 650k EUR
- Due to the loss of a Chinese distributor and no active sales activities in the US, sales and profitability are currently below potential
- Measures have been initiated for bringing the company back onto a profitable growth path

Further Information:

Due to succession planning of both founders of the Company and the Manufacturer, a unique opportunity exists in forming an integrated MedTech company for cardiovascular testing and related modalities. The combination of the two companies will create sales and marketing synergies with ready-to-market products as well as know-how transfer to newly developed applications and products.

The Product has all relevant medical approvals including med CE for Europe, FDA for the US and CFDA for China. Approvals for Taiwan and Japan are expected to be granted later this or next year respectively. The Manufacturer is medically ISO certified.

The transaction is intended as a capital increase at the Company. The proceeds will be used to

1. Acquire the Manufacturer
2. Partially or completely buy-out existing shareholders
3. Finance the expansion strategy (new applications and products and as well as expansion of the sales network)

Current management is committed to remain with the companies. Both founders will be available for supporting the growth plans of the integrated MedTech company.

Contacts:

A detailed company presentation is available after executing a NDA and providing information regarding the investor.

Please contact us for further information.

Your contacts for this opportunity:



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