



Ambu acquires product from Israeli manufacturer

Ambu acquires all rights from an Israeli manufacturer to a number of unique solutions within single-use pain pumps for the growing American hospital market.

Ambu has signed an agreement with Medical Flow Systems Ltd. (MFS) in Israel about the acquisition of the patents and manufacturing rights behind the design of the pain pump technology of which Ambu has been a distributor in the US since 2010. The agreement implies that Ambu takes over the ownership of patents and manufacturing know-how. MFS will continue with the manufacturing process aiming at a future integration with Ambu's global manufacturing setup.

For quite many years, MFS has been the developer and manufacturer of a number of mechanical pain pumps for the medication of patients who are discharged from hospital. The characteristics of the pumps are their well-functioning and technical design, approved by FDA. In parallel with the negotiations with MFS, Ambu has over the last few months signed contracts with two major American GPOs in order to have the pain pump included in the contracts. These two GPO contracts will be the gateway to a potential sale of pain pumps in the US at an amount of approx. USD 80m per year, and the acquisition of the above-mentioned patents will add yet another growth potential product to Ambu's range of products. The target group is the hospital as for Ambu's existing product programme.

"Ambu has been working with MFS since 2010 for which reason this agreement is an obvious consequence of the co-operation, and therefore we are convinced that the technology behind the pain pump is ground-breaking. The product will strengthen Ambu's entire product portfolio within Anaesthesia and make Ambu an even more attractive partner for the major purchasing organisations and hospitals in the US. The acquisition of the patents means that Ambu will get access to a high growth product technology and a product which is ready to be sold and which will strengthen Ambu's position in the American market for single-use products for the hospitals", says President and CEO, Lars Marcher.

The agreement with MFS entails that Ambu will pay USD 2m when signing the agreement and subsequently USD 8m in royalties and milestone payments for a period of up to seven years.

The acquisition will have no appreciable effect on revenue and EBIT for the financial year 2013/14 and therefore the outlook announced in the announcement on 4 February 2014 remains unchanged.



Contact

Lars Marcher, President & CEO, tel. +45 5136 2490, email: lm@ambu.com

Ambu A/S
Baltorpbakken 13
DK-2750 Ballerup
Tel. +45 7225 2000
CVR no.: 63 64 49 19
www.ambu.com

Om Ambu

Siden 1937 har Ambus ideer skabt effektive løsninger til sundhedssektoren inden for vores ekspertiseområder: Anaesthesia, Patient Monitoring & Diagnostics og Emergency Care. Millioner af patienter og ansatte i sundhedssektoren verden over sætter deres lid til vores produkters funktionalitet og ydeevne. Vi arbejder kontinuerligt på at forbedre patientsikkerheden og med målrettet at raffinere engangsprodukter. Vores udstyr spænder over opfindelsen af den første ventilationspose og de legendariske Blue Sensor® elektroder til en af vores sidste innovationer – aScope™ – verdens første videokop til engangsbrug. Vores idéer er målrettet vores kunder, og vi yder vores kunder den bedst mulige service, hvilket har gjort Ambu til et af verdens mest anerkendte medico-selskaber. Vores hovedkontor ligger i Ballerup. Ambu har godt 2.200 ansatte i Europa, Nordamerika, Asien og i Stillehavsområdet. Du kan finde mere information om Ambu på vores hjemmeside: www.ambu.com.