

Medcomtech Group

in 1 minute



- Medcom Tech was **founded in 2001** by Juan Sagalés and Alejandro Roca de Viñals with the aim of commercializing technically advanced products in orthopedic surgery, traumatology and neurosurgery.
- The company is consolidated in the areas of traumatology and orthopedic surgery, and it is progressing towards new challenges in R+D thanks to the development of patents and the commercialization of its own products, becoming **a leading company in the field of biotechnology**.
- In 2013, the company starts an **international expansion strategy** by creating two new societies within the Medcomtech Group and it is currently present, besides Spain, in Italy, Portugal, Serbia and the Dominican Republic.
- Medcom Tech is **listed on the MAB** (Ticker: MED) since March 2010.
- Medcomtech Group was expanded in 2013 with two new subsidiaries: Medcom Flow S.A and Medcom Advance S.A.: **Medcom Flow S.A y Medcom Advance S.A.**
- **Over 140 professionals** work for Medcomtech Group.

Medcomtech Group structure



Distributes high-technology products for orthopedic surgery, anesthesia, urology and gynecology.



Develops innovative products for the field of anesthesia.



Focuses on building bridges, carrying basic science to the development of products having medical applications.

Medcomtech Group companies



- Created in 2001, Medcom Tech was founded with **two core objectives**:
 - To offer the **best technology in the world** to the different markets where the company works.
 - To work **directly and without intermediaries**.
- It commercializes **leading products** for sectors such as orthopedic surgery, anesthesia, urology and gynecology.
- **It owns subsidiaries** in Italy, Portugal, Serbia and the Dominican Republic.
- It owns an **ISO 9001:2008 certification for importation and distribution of medical devices**.



- Founded earlier in 2013, it develops and manufactures its own patented innovative products for the field of anesthesia, **specializing in difficult airway management.**
- The company **has developed the patented-worldwide Total Track VLM, the first laryngeal video-mask** which enables patient ventilation and intubation using a direct and continuous vision during the whole process.
- It offers **less invasive solutions for the patient and it increases responsiveness** in intubations and ventilations during dangerous situations.



Medcomtech Group companies



- Founded in 2013, it is a science-based company dedicated to **investigation and the creation of its own products, using biotechnology and nanotechnology.**
- The technology developed is halfway between science and industry and its **application is possible at a feasible cost in several renowned markets** such as health, agro-food, petrochemical or security.
- Medcom Advance **has developed various patents**, including nanomods and a test for the detection of DNA genetic mutations.
- The company was created as a result of the **collaboration between Medcom Tech** and the Rovira i Virgili University (URV), the Chemistry Technological Centre of Catalonia (CTQC), and the Catalan Institution for Research and Advanced Studies (ICREA).

A commitment for innovation



- **R+D+i** applied to healthcare.
- **A medical and scientific team led by Dr. Ramón Álvarez Puebla**, internationally renowned for his work in the field of nanotechnology; Dr. Carlos Villanueva, specialized in surgery on the spine; and Dr. Pedro Acha, inventor of the Total Track VLM laryngeal video mask.
- **Own labs** for the study, analysis and **development of the required technologies** in their scientific and business projects.
- Medcom Tech worked in 2014 with over **5,000 hospitals** and supplied medical devices for more than **800 surgical procedures a month**, around **10,000 over a year**.

Medcomtech Group management team



Juan Sagalés

President and General Manager

- Medcom Tech founder partner.
- 20 years of experience in the health industry.
- Professional handball player in FC Barcelona for 14 years.
- Member of the Olympic Spanish Team in Seoul Games 1988.



Alejandro Roca de Viñals

Senior Vice-President Senior and Sales Manager

- Medcom Tech founder partner.
- 14 years of experience in the health industry.
- Specialized in the management of national and international sale networks.

Medcomtech Group

scientific managers



Dr. Carlos Villanueva

Medcom Tech Health Manager

- He joined Medcom Tech in January 2012.
- Manager of the Spine Unit in the Vall d'Hebron Hospital for 20 years.
- Cum Laude PhD from the University of Barcelona (Spain).
- Member of the Scoliosis Research Society & Eurospine.



Dr. Pedro Acha

Medcom Flow Health Manager

- Bachelor in Medicine and Surgery, Medicine Department, University of the Basque Country, Biscay.
- He joined Medcom Flow in 2013.
- Inventor and designer of the TotalTrack VLM laryngeal video mask.



Dr. Ramón Álvarez-Puebla

Medcom Advance Scientific Manager

- Research Professor at ICREA in Rovira i Virgili University's Chemistry Physics and Inorganic Department and the Chemistry Technological Centre of Catalonia.
- PhD in Chemistry/Physics, Public University of Navarra (2003).
- In charge of research at NINT_NRC (National Institute for Nanotechnology-NRC Canada) – (2005-2007).

Medcom Tech

in figures

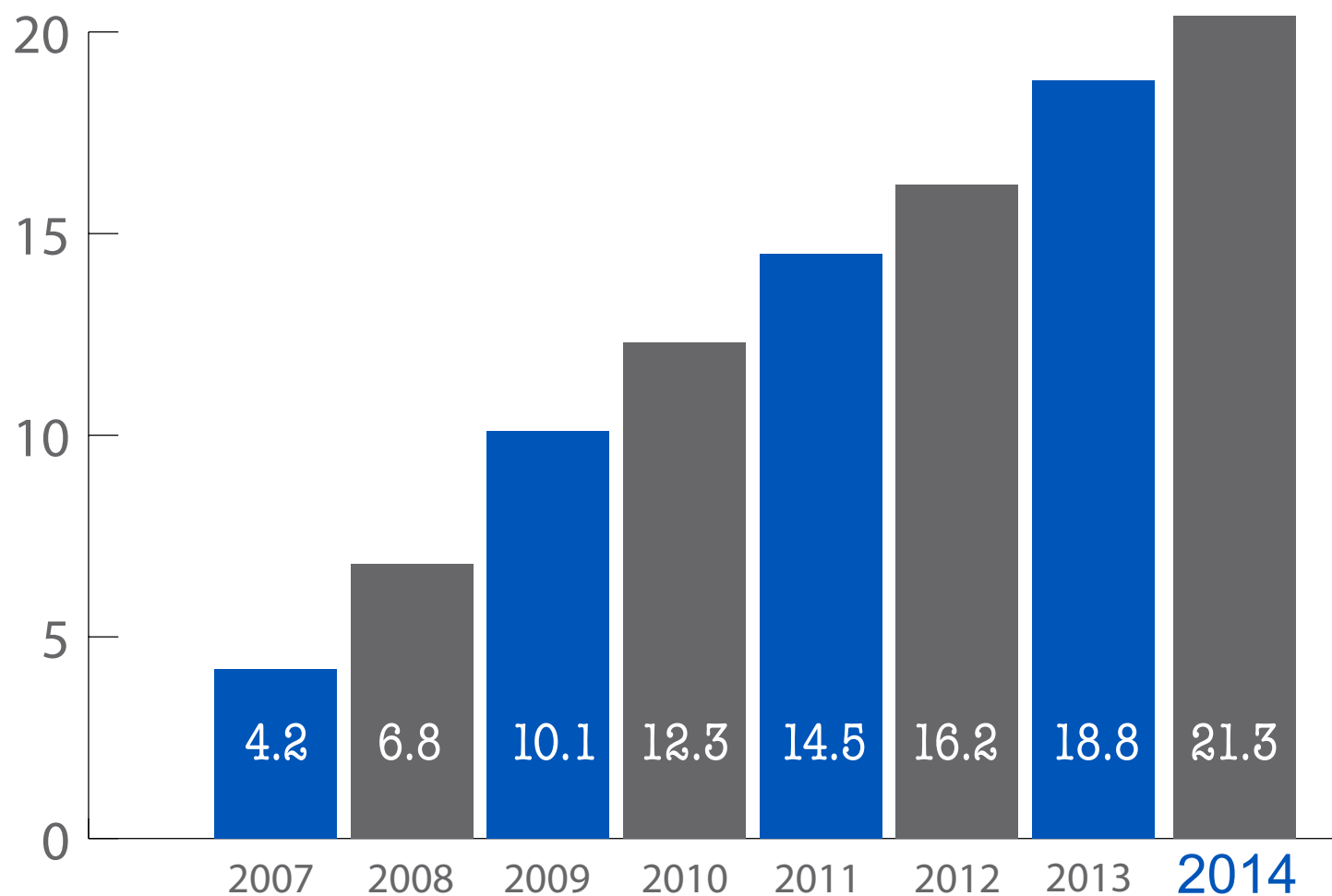


1. Medcom Tech (Spain and Portugal) consolidates its business model having a **€21.3 million turnover in 2014, 13% more than the previous year.**

2. **The EBITDA reaches €3.4 million at the end of 2014,** which represents **an increase by 14%** compared to 2013.

3. Medcom Tech's business is structured around **three major areas:** 50.4% is the result of the sale of spine products, 30.4% comes from solutions for extremities and biological ones, and 19.2% results from devices for joints and arthroscopy.

Medcom Tech turnover's evolution



(** In million euros)



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