
A year characterised by the planning of the new construction: TRACOE medical records positive results for 2019

- » Revenues for the group increased by 7% to around EUR 35.5 million
 - » The company celebrates its 60th anniversary and 20 years' loyalty to the location
 - » Syndicated financing arrangement for EUR 17.5 million secures new construction project
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(Nieder-Olm, March 2020) – TRACOE medical GmbH, with headquarters in Nieder-Olm (Rhineland-Palatinate), records positive results for the 2019 financial year. The XTR Group, whose members include not only TRACOE medical Germany, but also the UK subsidiary KAPITEX Healthcare Ltd, the Dutch company MC Europe B. V. and the Austrian TRACOE medical, significantly increased its total revenues by 7.3% to reach around EUR 35.5 million. Of this, TRACOE medical alone posted revenues of around EUR 25.5 million, 6% up on the previous year. In 2019, besides commemorating the company's 60th anniversary, the manufacturer and distributor of medical devices for tracheostomy and laryngectomy patients and for ventilated patients (respiratory care) also celebrated 20 years' loyalty to the location in Nieder-Olm. But the rigorous growth course of this family business, which exports its products to around 90 countries worldwide, is pushing it to the limits of its capacity at its current corporate headquarters: "Last year, we succeeded in continuing our expansion course. Important strategic steps, such as the decision and planning for the construction of a new site and the financing of the group required for this were successfully realised", said Stephan Köhler, who now runs TRACOE medical in its third generation. The medical technology manufacturer therefore laid down a decisive course for the future in 2019.

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Stephan Köhler, Managing Director of TRACOE medical GmbH



„In 2019, TRACOE medical celebrated its 60-year company anniversary and 20 years' loyalty to the production site.“

Last year the focus was predominantly on the planning of the new construction and its financing: “Our consistent growth requires more space and we have reached the limits of capacity - not only in terms of office workplaces”, Dr Thomas Jurisch, TRACOE medical’s Managing Director, explains. Last year, the holding company successfully concluded a syndicated financing arrangement with Commerzbank AG for EUR 17.5 million with a maturity period of up to 10 years, in order to realise the project.

Staying loyal to Nieder-Olm

With the acquisition of a neighbouring property in Reichelsheimer Straße, the company is thus staying true to its roots. “Initial measures had already been instituted two years ago with the opening of a new logistics centre and an additional 3,300 sq.m. of storage space. However, it already became evident, at the very latest since the 13% increase in revenues in the 2018 financial year, that TRACOE medical needed a new and larger building, if it was to continue to guarantee space for development, innovation and new ideas. We were able to begin the planning for this major project in 2019”, Köhler said. But it was not only the new construction that gave TRACOE medical cause for celebration in the last financial year.

Big Anniversary Year

The medical technology manufacturer celebrated not only 20 years of loyalty to the location in Nieder-Olm, but also the 60th anniversary of its founding. Therefore, in a large anniversary celebration, we not only commemorated the eventful history of TRACOE medical, which had begun at the end of the 1950s with the invention the first flexible PVC tracheostomy tubes, but also looked ahead to the future of the family-run business, which has operated from the outset under the maxim “Quality by People for People” and meanwhile has a workforce in excess of 220 employees. Stephan Köhler: “When we look back on the development of TRACOE, it is a source of great pride for us that despite encountering a challenge here and there, we have succeeded here in becoming a leading premium supplier at international level and have improved the lives of thousands of patients all over the world. We want to pursue this path - in Nieder-Olm and with increased capacity for further growth”.

Expansion of the commercial product portfolio

This also applies to the product portfolio, which, until now, was primarily made up of tracheostomy and laryngectomy products as the core business of TRACOE medical. On top of this, the medical technology manufacturer expanded its 2019 product portfolio with related products from the “respiratory care” field, which included ET tubes, laryngeal and CPAP masks. At the end of the last financial year, TRACOE medical then also acquired the distribution rights of the American family business Hans Rudolph, Inc. (HRI) for the DACH region. The NIV oro-nasal masks from HRI are a logical addition and will serve to establish TRACOE medical more firmly than ever before as a provider of integrated respiratory care solutions.



Dr Thomas Jurisch, Managing Director of TRACOE medical GmbH



V2™ masks to meet patients' needs in hospital, during transportation, in emergency procedures or at home.

Prospects in a new decade

“2020 will be largely dominated by the new construction”, Dr Thomas Jurisch stated. But the expansion of the site on the acquired property in the immediate vicinity will not be the only measure that we undertake, in order to continue on our rigorous course of growth. The Managing Director continued: “At the beginning of 2018, we introduced silcosoft, the new TRACOE product line, and with it simultaneously increased our range for neonates and children. For this, we developed our own silicone production facility, in which the silicone components required for the assembly of the end product are produced. However, the market success in the highly specialised segment meant that we also have to increase capacity significantly and for this we have leased a new building and will relocate there with silicone production next year. “TRACOE medical is also continuing to prepare for the implementation of the Medical Device Regulation (MDR), which will definitively enter into force in May 2020. Stephan Köhler: “Even though we have a great deal in the pipeline for 2020, we are well prepared and look forward to another exciting year together with our partners, customers and employees.

More information on the entire TRACOE brand portfolio is available on our website www.tracoe.com or on [Facebook](#).

About TRACOE medical GmbH:

TRACOE medical GmbH, headquartered in Nieder-Olm (Rheinland-Pfalz), is one of the leading manufacturers and developers of medical devices and aids for patients with tracheotomies and larynx operations. Their premium product portfolio focusses on tracheostomy tubes for patient care in both hospital settings as well as at home. TRACOE medical GmbH has approximately 220 employees, incl. 17 sales representatives, exporting its products to 86 countries. In the past ten years alone, TRACOE medical has been granted 19 patents. The company can look back on a 60-year company history; it has been selected three times as one of the TOP 100 companies among German small- to medium-sized businesses and is already being led by the family's third generation. The Managing Directors are Stephan Köhler and Dr. Thomas Jurisch.



Other information

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