



## Ambu acquires UK based manufacturer of hydrogel to further strengthen the electrode business

Ambu has on May 8 2013 acquired all shares in First Water Heathcote Ltd., a UK-based manufacturer of hydrogel. Seller is First Water Ltd. based in Ramsbury, UK.

The Heathcote hydrogel plant manufactures a range of conductive adhesive gels for use in the production of skin-contacting biomedical electrodes, such as Ambu's ECG electrodes, Electro surgery, and Defibrillation. First Water Heathcote Ltd. has been a supplier to Ambu for several years and sold approximately 60% of its existing volume to Ambu.

*"High quality gel is a key ingredient in our ECG electrodes, and with the acquisition of First Water Heathcote Ltd. we strengthen our business by having in-house hydrogel competencies. With our leading market position in the ECG electrode market the acquisition of the Heathcote facility supports our desire to control the entire value chain from the very important high quality gel component to low cost high quality manufacturing and last but not least sold and supported by our Ambu focused direct sales team," says Ambu CEO, Lars Marcher.*

The acquisition includes a production facility including 12 employees with significant experience in the manufacturing of hydrogel. The acquisition price is agreed to £1.2 million initial consideration, with up to a further £600,000 potential earn-out payment over the next 3.5 years.

### Unchanged earnings guidance for 2012/13

The acquisition will have a marginal positive impact on turnover and EBIT for Ambu's current fiscal year 2012/13 and the earnings guidance as published on 2 May 2013 will therefore remain unchanged.

### Contact

Lars Marcher, President & CEO, tel. +45 5136 2490, e-mail: [lm@ambu.com](mailto:lm@ambu.com)

Ambu A/S  
Baltorpbakken 13  
2750 Ballerup  
Tel. +45 7225 2000  
CVR-nr.: 63 64 49 19  
[www.ambu.com](http://www.ambu.com)

### About Ambu

Since 1937, breakthrough ideas have fuelled our work on bringing efficient healthcare solutions to life. This is what we create within our fields of excellence – Anaesthesia, Patient Monitoring & Diagnostics, and Emergency Care. Millions of patients and healthcare professionals worldwide depend on the functionality and performance of our products. We are dedicated to improve patient safety and determined to advance single-use devices. The manifestations of our efforts range from early inventions like the Ambu bag and the legendary Blue Sensor® electrodes to our newest landmark solutions like the aScope™ – the world's first single-use flexible videoscope. Our commitment to bring new ideas and superior service to our customers has made Ambu one of the most recognized medical companies in the world. Headquartered near Copenhagen in Denmark, Ambu employs approximately 2.300 people in Europe, North America and the Asia Pacific. For more information, please visit [www.ambu.com](http://www.ambu.com).