

Press release

## **Medartis acquires its long-term sales partner in Brazil**

**Basel, 14.08.2017 – Medartis, headquartered in Basel, a leading manufacturer and provider of medical devices for surgical fixation of bone fractures and osteotomies for the craniofacial region as well as for upper and lower extremities, today announced that it has acquired 100% ownership of the Brazilian distributor Extera as of 14.08.2017. As a result of this acquisition, Medartis strengthens its market position in Brazil with an own subsidiary.**

Brazil is among the world's largest economies and one of the top three Medartis distributor markets. Extera operates an extensive sales network in the healthcare/medical sector throughout Brazil, by direct sales or through distribution partners. The company is headquartered in São Paulo and currently employs around 70 staff. The parties have agreed not to disclose the financial terms of the transaction.

Willi Miesch, CEO of Medartis: «In the last 10 years, Extera has successfully built up our APTUS® product line (implants for extremities) in the Brazilian market, in close collaboration with the Medartis team. Our cooperation will be further intensified and strengthened through this acquisition, which will help to expand our market presence. With our new direct sales business, it is our goal to significantly further increase our market share in Brazil.»

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### **About Medartis**

Founded in 1997 and headquartered in Basel, Medartis AG is one of the world's leading manufacturers and providers of medical devices for surgical fixation of bone fractures and osteotomies for the craniofacial region as well as for upper and lower extremities. In 2016, Medartis employed over 360 people worldwide and achieved a turnover of almost CHF 100 Mio. Medartis is represented worldwide in eleven markets with its own sales force and in over 35 countries through a broad distributor network. For patients' welfare, Medartis is committed to providing surgeons and operating theatre personnel with most innovative titanium implants and instruments as well as best in class services that represent advances in osteosynthesis. [www.medartis.com](http://www.medartis.com)