

MEDICA SPA APPOINTS FABIO GRANDI AS GLOBAL SALES DIRECTOR

Fabio Grandi has 25 years of experience in important medical companies such as Hospal-Gambro (now Baxter), Bellco (now Medtronic), Fresenius Medical Care and BBraun Avitum Italy, at national and international level.

Medolla (MO), 19 January 2023 – Medica S.p.A., an integrated Italian biomedical and medtech group with a strong international footprint, announces that Fabio Grandi will assume the role of Global Sales Director starting from March 2023, to make stronger the actual commercial office.

Fabio Grandi has 25 years of experience in important medical companies, as Marketing and Commercial Director.

During his career he managed chronic renal failure, acute renal failure and therapeutic apheresis at EMEA level.

The appointment of Fabio Grandi is a milestone of the growth path undertaken by Medica Group, both in the Italian and foreign markets, with the recent acquisitions and incorporation of companies.

The Chairman Luciano Fecondini commented: "*We warmly welcome Fabio, a manager of great stature, who thanks to his undisputed skills will contribute significantly to the growth of the Group in a complex and challenging macroeconomic scenario*"

Fabio Grandi commented: "*I am thrilled to join Medica, a dynamic group with ambitious prospects. The blood purification treatment sector has experienced incredible dynamism in the recent past. It is a sector characterized by great vitality and which offers significant opportunities for expansion. It is important to know how to quickly grasp and deal with the needs and challenges of the sector. Medica has all the skills to face these challenges by expanding its presence on the market. I am happy to give my contribution, putting my experience at the company service to successfully face these challenges*".

Medica Profile

Medica Group is operating since 1985 in the biomedical district of Mirandola (Italy). Development of innovative products for blood purification has always been company's core business. Thanks to the activity of two extremely dynamic R&D groups (medical equipment, membranes and disposable), the Group competes successfully in several markets, namely:

- **Medical** (dialysis, CRRT, ECCO2, Apheresis, DFPP, CHF, HIPEC, pre-transplant organ perfusion, bioregenerative medicine, gastroenterology, urodynamics, oxygen humidification).
- **Microbiological purification of water**
- **Industrial automation** for the biomedical sector.



MEDICA S.p.A.
Via Degli Artigiani, 7
41036 MEDOLLA
MODENA - ITALY

Tel. 0535 51159
Fax 0535 52605
e-mail: info@medica.it
home page: www.medica.it

International:
Tel. +39 0535 51159
Fax +39 0535 52605

R&D focus has been integrated over the years with a highly automated production systems in five different facilities, four in Italy and one in Tunisia, and two commercial entities (in US and in China).

The key success factors of the Group are:

- **extrusion of hollow fiber membranes** for hemofiltration, plasmapheresis, cascade filtration, oxygen humidification, ultrafiltration and microfiltration of water
- **vertical integration**, proved by the ability to manage not only the design and development of medical disposables and equipment, and the development of the automation technologies required for their production as well.
- **International recognition with significant share of export**, with sales in over 60 countries.

The Medica group closed its consolidated financial statements for 2021 with revenues of 43.8 million euros (44.1 million euros in 2020), EBITDA of 9.9 million euros (9.5 million euros in 2020), EBIT of € 5.8 million (€ 5.6 million in 2020) and net profit of € 5.0 million (€ 3.8 million in 2020).

For information:

Investor Relations Medica

Giovanni Plasmati

(+39) 0535 51159

giovanni.plasmati@medica.it

Euronext Growth Advisor

CFO SIM S.p.A.

(+39) 02 303431

ecm@cfosim.com

UNI CEI EN ISO 9001:2015
UNI CEI EN ISO 13485:2016

Capitale sociale € 4.223.250,00 i.v. – Registro Ditte/REA n° 229672 – Registro Imprese di Modena n° 01604300366
Iscrizione Registro Nazionale Produttori A.E.E. n. IT08020000003645
Partita IVA e Codice Fiscale 01604300366 – Identification Number IT 01604300366