

PRESS RELEASE

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LINET Group merges subsidiaries in Spain, plans to reach €7 million turnover this year

As of 1 April 2015, the start of the new business year, LINET Group has been operating in Spain under the name of its new subsidiary LINET Iberia, which was created by merging Desan LINET and wissner-bosserhoff Espana. Thus, the Group has completed a more than year-long process of consolidating its business operations in the Spanish market.

The primary goal of the move is the centralization and optimization of sales and marketing activities. *"Previously in Spain, we had been working in the key segments of social and hospital care separately, which was neither efficient nor entirely convenient for our customers and sales partners. This has now changed. With the merger, we've created ideal conditions for further growth in a market in which we are already the leader,"* says Pavel Chýňava, LINET Group's Vice President of Controlling/Treasury and Member of the Board of LINET Iberia.

In the 2014/2015 fiscal year, both companies achieved combined revenues of 5.2 million euros. LINET Iberia now employs a total of 17 people. The goal for the consolidated Spanish subsidiary in the 2015/2016 business year is to sell 3,000 beds with a total value of 7 million euros.

LINET began optimizing its Spanish sales network last year. In March of 2014, the company took complete control of the former subsidiary Desan LINET by buying the 75% of shares that, until then, had been held by mattress manufacturer Flex, one of the most important industrial enterprises in Spain. The partnership between the two companies was what allowed LINET to enter the Spanish market in 2004.

LINET Iberia is based in Madrid and headed by Rafael Rodríguez.

LINET Group

LINET Group is Europe's largest producer of innovative, high-quality healthcare beds, antidecubitus mattresses, furniture, and comprehensive solutions for hospitals and nursing care facilities. The holding, with headquarters in the Dutch city of Dordrecht, employs approximately 1 000 people. It manufactures its products in two locations – Wickede, Germany, and Slaný, Czech Republic – and exports them to more than 100 countries around the world. The company maintains stable, organic growth thanks to its ability to meet customer needs with innovative new products, the competitive advantage of which lies within a proven pairing of technological and design know-how with streamlined production processes. To date, hundreds of prestigious university hospitals and nursing care facilities have opted for the sophisticated and high-quality solutions of the LINET brand. LINET Group is active in the global market through subsidiaries in Europe, the USA, and Latin America. The company also has an expansive network of distribution partners. More at www.linnet.com.