

**Inomed Technology Group (Switzerland) achieves its first external growth
by integrating the company NTOC (Netherlands)**

Inomed Technology, based in Courtelary (Switzerland), is a major player in Europe in designing and manufacturing sterilisation trays for the orthopaedic, trauma and spinal surgery. The company is a preferred supplier to major OEMs (Original Equipment Manufacturers) in the medical technology sector. Inomed Technology currently generates more than 75% of its turnover from exports and has a strong presence in Switzerland, Germany, France, UK and Italy.

In December 2021, Inomed Technology Group acquired the company NTOC in Oss (Netherlands). As a legal manufacturer for OEMs, NTOC produces cleaning and sterilisation baskets under its own brand name and with its own CE marking. This external growth operation allows the Group to extend its geographical coverage and product range with devices used in the Benelux and Northern European countries.

The Group is thus taking a new step in its development by bringing together two companies with highly complementary products within a single entity in Europe. Inomed Technology Group is now able to address all market needs with products for transport, washing and sterilisation of surgical instruments, either as a legal manufacturer or contract manufacturer. The combined entity, which currently employs more than 80 people, has a turnover of around 15 million Swiss francs, making it the European leader in this market segment.

This operation required a reinvestment by the historical shareholders of Inomed Technology Group, namely Initiative & Finance (lead) and Pierre-Louis Beaud accompanied by Capital Transmission. On this occasion, the Van Delzen family (founding family of NTOC) reinvested in a minority shareholding in Inomed Technology Group.

"We are extremely proud and happy to welcome NTOC to Inomed Technology Group. This strategic acquisition allows us to expand the range of products and services offered to our customers", comments Pierre-Louis Beaud, President of Inomed Technology Group. "With this move into Europe, we are continuing our geographic expansion to become the partner of choice for European majors and challengers, offering them the state-of-the-art technology in transport, washing and sterilisation trays through two manufacturing platforms. NTOC regulatory excellence as a legal manufacturer will enable our customers to accelerate the time to market for all new ancillaries."

Peter Van Delzen, CEO of NTOC, adds : *"NTOC was founded in 1995 by my parents Aad and Liesbeth van Delzen. In the 27 years of our existence, we grew up with and in the company. In the last 5 years, NTOC has seen tremendous development thanks to investment in people and machines. However, the biggest force behind this growth has been the investment in the quality and regulatory system. We, as a family, are extremely proud to be able to take this next step. This will benefit the course of the company now and in the future. I am very much looking forward to the new developments that we will make together to make the FIT of our products even more PERFECT for the instruments of our customers."*

Inomed Technology Group announces that the Group will carry on the development of its high value-added services portfolio through other acquisitions and strategic partnerships.

Managers :

Inomed Technology : Pierre-Louis Beaud

NTOC : Peter Van Delzen, Colette Van Delzen

Investors :

Initiative & Finance : Thierry Giron, Jérôme Mathieu

Capital Transmission : Frédéric Tixier, Jonathan Farrugia

Sellers advisors :

M&A : Vondel Finance (Daan Haeck)

Legal : Lexence (Kevin Beukeveld)

Buyer advisors :

Legal & social : Lamartine Conseils (Fabien Mauvaix, Clara Tournès), JS Legal (Philippe Jacquemoud, Alexandre Estier) and Barentskrans (Thomas van Hövell tot Westervliet)

Fiscal : PWC (Petra van Zuijlen, Alex Haenen, Koen Meurs)

Senior debt :

Crédit Suisse (Marco Baldoni, Cédric Muller, Marc Schneider)

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About Initiative & Finance :

With more than 325 transactions completed since 1984, when it was founded, Initiative & Finance is one of France's leading players in the support and transfer of SMEs in all forms (management buy-out, owner buy-out, management buy-in, build-up, etc.), and currently has c. 35 investments in its portfolio. With its latest fund Initiative & Finance FPCI III, raised in December 2019 for an amount of €206m, Initiative & Finance manages more than €400m of capital in the small cap segment, not including its MidCap Tomorrow fund.

<https://www.initiative-finance.com>