

## INFORMATION

FROM

KEN HYGIENE SYSTEMS A/S & ANTONIO MATACHANA SA

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### **New Alliance in the Global Healthcare Infection Prevention Industry.**

ANTONIO MATACHANA SA based in Barcelona Spain, renowned as a global supplier of total solutions for Healthcare and Life Science has joined forces with, KEN HYGIENE SYSTEMS A/S, headquarters in Broby, Central Denmark, a strong international manufacturer of washing and disinfection solutions to the healthcare, laboratory and industrial markets.

Demands within the healthcare industry for innovative and competitive solutions for infection prevention are constantly rising. In response to these ever-increasing demands, KEN HYGIENE SYSTEMS and MATACHANA have formed a strategic alliance, strengthening the market positions of both companies whilst continuing to provide a superior range of innovative products and services to customers in the global healthcare market.

The alliance is formed on a sound base of several years of previous cooperation, focussed primarily in the areas of product development and manufacturing.

Both parties are now keen to build on the success and experience gained through the previous cooperation by extending the level of collaboration to include the sharing of resources and technological know-how. This has already led to the development of new, outstanding and market responsive products such as the IQ and MAT LD series of instrument washer disinfectors, and with several new products already in the pipeline, we expect to continue meeting the industry's demand for many years to come.

From a manufacturing standpoint, MATACHANA and KEN plan to synchronize production competencies with the four MATACHANA production sites in Spain and Italy combining with KEN's production facilities in Denmark and Slovakia, thereby creating a unique opportunity for high quality and cost effective manufacturing of the full product range for global RUMED (Reprocessing Units of MEDical Devices) solutions.

The commercial and marketing responsibilities will also be mutually coordinated considering the strongest positions each company holds in various geographical market segments, which once combined and streamlined will enable us to establish an alliance with a truly, global presence in the healthcare industry.

The alliance, over time will refine commercial operations in order to further optimize market position and may consider establishing a network of joint sales companies.

Both parties are extremely pleased with the alliance and are looking forward to implementing the agreement bringing additional benefits to our customers.

### **KEN HYGIENE SYSTEMS A/S**

Per Juul Nielsen  
Chief Executive Officer

### **ANTONIO MATACHANA SA**

Juan Antonio Matachana  
Chief Executive Officer

*For further questions, contact your local KEN or MATACHANA contact person.*