

# ESAOTE NEWSLETTER

Esaote  
partners with  
leading Chinese  
medical technology  
& healthcare  
companies

## A Turning Point for Esaote

Esaote partners with leading Companies to enhance its plans for growth

**KEY BENEFITS** of the partnership:

- Improving Esaote's competitive positioning and accelerating technology development.
- Strengthening the market position by expanding the product portfolio, taking advantage of the local presence and network of the Chinese partners.
- Accelerating growth in both the equipment and medical software sectors in the dynamic market.
- Making Esaote a key player in China in the healthcare industry, while expanding and growing Esaote's international business.
- Building a strong alliance among major companies of the medical and healthcare technology sectors, each of them working in a synergic way, to strengthen its own role and to support the growth of the others

Karl-Heinz Lumpi, Esaote CEO: "Our new shareholders are highly committed to the healthcare industry and we are confident that our respective strengths and innovation track record combined with the experience in the core markets will lead us to great achievements".

### Partner Companies

- **Yuyue **  
the holding company of Yuwell, the largest homecare medical equipment manufacturer in China
- **Wandong  万东**  
China's largest listed medical imaging equipment manufacturer and one of the largest providers of diagnostic services (first X-Ray and cardiovascular systems in China).
- **Kangda**  
the largest supplier of general radiation service equipment and MRI equipment and the second largest supplier of ultrasound equipment in China
- **Health100 **  
The largest listed healthcare services company in China. The Company manages 600 diagnostic and healthcare centers in China
- **YF Capital **  
a leading private equity fund in China
- **Tianyi **  
a leading investment group focused on the healthcare sector
- **Shanghai FTZ Fund **  
China's first Free Trade Zone fund

## Other benefits deriving from the partnership

The partnership will create a world class medical technology Company

- **Complementary distribution network** in international markets and in China
- **Complementary product lines**
- **Synergy of expertise and experience** in diagnostic imaging, medical device and service sectors
- Esaote will continue to operate as an **independent global medical equipment company**
- Esaote will be stronger thanks to the **commitment of the new industrial partners to the healthcare industry** and to the **support of the financial investors** who can boast a significant experience in the healthcare sector

### Esaote structure and organization

Esaote will keep the **current operational set up**. The excellence of the Esaote's centres and know-how together with its facilities and employees are a key asset. Therefore, the existing R&D and manufacturing operations will remain, taking advantage from the expanded capabilities that the associated product offering and market expansion will bring. Esaote **sales, service & marketing organization** will continue to support and serve customers worldwide.

### Esaote facilities and R&D centers

Esaote will continue to operate from its **headquarters in Italy**, together with its **research and production centres and manufacturing in Italy (Genoa and Florence) and in the Netherlands (Maastricht)**.

The international footprint of Esaote is a great value for the companies of the association and their product portfolio.

**Technology, innovation & engineering** is crucial for the Healthcare Industry. The new Group will continue investing in R&D to build up valuable intellectual property assets and preserve Esaote's competitive advantage for the benefit of the partnership.

**A TRULY GLOBAL ENTERPRISE. The new Partnership will lead to a unique, strong and synergic group**



### Products, technologies and geographical presence

The partnership between Esaote and the new investors will lead to having a common strategy: investing and developing healthcare in China and worldwide, bringing together all necessary technologies.

The companies of this partnership are full complementary in terms of geography and product range: no area of overlapping.

**Esaote:** ultrasound, dedicated MRI and medical IT.

**Wandong:** full body MRI and equipment such as X-ray and CT.

**Yuwell:** Homecare, monitoring and other medical devices.

Thanks to the **widespread distribution network** in China of Wandong, Yuwell and Health100, Esaote will increase its penetration in the large and rapidly growing Chinese market. Here Esaote will strengthen its presence and explore new channels in product development and applications.

Gradually the products of the partner companies will be distributed by Esaote to its existing international markets.

### Quality and Brand

Esaote recognizes **Quality as a key driver** for customer satisfaction. Its strong reputation for quality and innovation is another reason why the new partners decided to invest in Esaote. This approach will be at the basis of all our technologies.

The **Esaote's brand** will remain and continue to be used worldwide.