

# pfm medical – more quality of life and benefit for the patient

## From single-use medical products to a diversified medical technology enterprise

Making work in the operating theatre safer and easier with high-quality, single-use medical products made of plastic - this was one of the ideas of Jürgen Wolter and Peter Dahlhausen when they founded the "pfm Plastik für die Medizin GmbH" in Cologne in 1971. With the industrially manufactured Redon bottle made of plastic, pfm medical was the first company to launch a product onto the market which was superior to the traditional glass bottle in more than just one way: The single-use product was easy to handle, break-proof and ensured a high level of safety in terms of sterility. With this product, more than 40 years ago pfm medical laid the foundations for the success of a company which today continues to develop high-quality and innovative products with a benefit for doctors and patients in close cooperation with the users.

To the day meeting the highest quality standards and responsible conduct remain the guiding principles of pfm medical. This also includes longstanding, trusting business relationships fostered and expanded over many years until today. The exclusive distribution agreements with the Japanese manufacturer of scalpel and microtome blades FEATHER® since 1973 and with the previously Danish manufacturer of suction catheters and urine measuring devices UnoPlast (today: Unomedical/Convatec) since 1971 are only two examples. The cooperation with NuMed - the leading manufacturer of balloon catheters and stents for interventional paediatric cardiology - has been existent for more than 20 years.

To be able to respond even better to its clients' requirements and wishes, pfm medical began its own development and production in the late 1970s. Today, pfm medical develops and produces many standardized but also specialized products at sites in Germany, Switzerland and in the USA.

The strategic decision to expand the product portfolio has been reflected in the change of name of the company: In 1992, "pfm Plastik für die Medizin" was renamed "pfm Produkte für die Medizin", and in 2009 "pfm medical", the current global brand and corporate name.

## Extensive portfolio of products and services

In the last decades, pfm medical continuously expanded its existing portfolio by additional products and medical indications, including:

	Example product	Medical application
1980	<b>Port catheters</b> (implantable catheters for regional chemotherapy, parenteral nutrition or long-term dosing of medication)	<b>Infusion</b> in oncology
1993	<b>Occluders</b> (spiral-shaped occlusion implants for congenital heart defects, so-called "holes in the heart")	<b>Cardiovascular technologies</b> for interventional cardiology
1996	<b>Microtomes</b> (in-house developed devices for the preparation of thin tissue sections for analyses on optical microscopes)	<b>Histotechnology</b> for routine applications in the histological laboratory
2010	<b>Titanium-coated mesh implants</b> (surface modification by nanotechnology creates particularly biocompatible mesh implants)	<b>Surgery</b> with a focus on hernias, pelvic floor reconstruction, senology and endoscopy

With each expansion, pfm medical pursued just one goal: Understanding the customers' problems and offering solutions, meeting the highest quality requirements, improving the patients' quality of life and thus offering a high benefit for patients and users. In doing so, the company follows the principles of evidence-based medical technology, for which the benefit of the products is confirmed by clinical trials, if possible.

At pfm medical, improving quality of life plays a key role not only with regard to its products, but also to its services, for example in palliative care: With the foundation of Applicia GmbH (today: pfm medical tpm gmbh) pfm medical has been offering services since 2001, e.g. for complex therapies in outpatient care, and thus also follows the principle of the German health policy "outpatient before inpatient". These services call for extensive know-how and are put into practice with qualified partners in the healthcare sector. This means that the patient can be taken care of in his/her own surroundings and has to spend less time in hospital.

## Rooted in Germany, at home all over the world

Together with the product portfolio of pfm medical, the company has also continued to grow over the past 45 years: Today, pfm medical has more than 570 employees at 12 locations all over the world. Early on, the company placed the emphasis on achieving

growth outside of Germany also. Today, pfm medical offers products and services in more than 100 countries.

In spite of its international activities, pfm medical has remained firmly rooted in Germany. To ensure the high quality and safety standards along the value chain, until today, production and development of pfm medical take place mainly in Germany. International production sites were opened in 1980 in Switzerland and in 2001 in the USA.

**pfm medical - a family-owned medium-sized company**

At pfm medical, growth and strategic reorientation are intertwined with the constant compliance with its company values. As a family-owned medium-sized company, pfm medical continues to stand for the highest level of quality of products and services and for a corporate culture that appreciates its employees. To continue to live up to these values and still respond rapidly to customers' wishes and the demands of the market in the future, pfm medical strives to remain an independent, family-owned business in its further course.

In 2003 Aurel Schoeller took over the position of CEO within the group and, in doing so, became his father-in-law's successor. Since then he has continued the company's success story. In 2010 he united all companies of the existing "pfm Produkte für die Medizin AG" under one roof, the "pfm medical ag".

**Selected milestones in the history of pfm medical**

<b>1971</b>	Foundation of "pfm Plastik für die Medizin GmbH" by Jürgen Wolter and Peter Dahlhausen in Cologne; exclusive distributor for Unomedical
<b>1973</b>	Exclusive distributor in Europe for FEATHER® blades
<b>1978</b>	Entry into the production sector through foundation of "Medizinische Produktionsgesellschaft Brachmann mbH" (today: pfm medical mepro gmbh) in Nonnweiler-Otzenhausen
<b>1980</b>	Start of the port production with the foundation of cpp s.a. (today: pfm medical cpp)
<b>1992</b>	Change of name from "pfm Plastik für die Medizin GmbH" to "pfm Produkte für die Medizin GmbH"
<b>1993</b>	Development of spiral-shaped occluders by "pfm Produkte für die Medizin GmbH"
<b>1997</b>	Conversion of the limited liability company to a public limited company: "pfm Produkte für die Medizin AG"
<b>2001</b>	Entry into the services sector for outpatient and inpatient care: Foundation of "Applica GmbH" (today: pfm medical tpm gmbh)
<b>2001</b>	Foundation of pfm medical, inc. as US subsidiary for development, production, distribution and marketing
<b>2005</b>	Foundation of "msg medical sterilisation GmbH" (today: pfm medical msg gmbh) as a service provider in the field of sterilisation technology
<b>2009</b>	Change of name from "pfm Produkte für die Medizin AG" to "pfm medical ag"
<b>2010</b>	Uniting of all subsidiaries under one brand "pfm medical"
<b>2010</b>	Production of titanium-coated mesh implants by "pfm medical titanium gmbh" in Nuremberg
<b>2015</b>	Foundation of "pfm medical tec gmbh" for the production of microtomes and laboratory equipment (its own development since 1996)
<b>2018</b>	Inauguration of the new central warehouse in Wesseling (near Cologne)

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