

## Press release

### Sales increase despite pandemic

Medical technology manufacturer ulrich medical holds its own again thanks to export strength and committed employees

**(Ulm, February 2021) ulrich medical achieved a six percent increase in sales for 2020 compared to the previous year and generated over 110 million euros together with its two subsidiaries. For the current year, investments of 10 million euros are planned at the Ulm site. More than 450 employees work for the family-owned company ulrich medical at its headquarters in Ulm, and the trend is rising. Even under pandemic conditions, the medical technology manufacturer offers secure jobs in the long term and was able to honor several employees for up to 40 years of service at the end of last year.**

### Significantly stronger than the industry average

"Although we are a medical technology manufacturer, we are not necessarily benefiting from the pandemic. Many operations were cancelled, and some markets internationally were also affected by the pandemic. In addition to the enormous efforts of our employees at the headquarters and in the subsidiaries, our export strength and the many different sales markets have also made sales of 110 million euros possible. That is an increase of six percent on 2019," confirms Chief Executive Officer Klaus Kiesel. By way of comparison, in the fall survey conducted by the German Medical Technology Association (BVMed), its members indicated an expected decline in sales of 4.9 percent on average for 2020.

### **Sustainable investment of 10 million euros in the Ulm site**

"According to the preliminary business figures, we closed 2020 with a profit. We want to use this to shape the future of the company and our further growth," explains Chief Executive Officer Klaus Kiesel. Irrespective of the pandemic, ulrich medical is therefore planning to invest 10 million euros in the current year.

Among other things, expenditures are planned for product development, the automation and digitalization of processes and IT structures, and the conversion and expansion of another production facility at the headquarters in Ulm.

### **Long-serving employees honored for many years of service to the company**

Offering reliability even in uncertain times is currently particularly important for the management of the family-owned company. The fact that this has already been working well for many years is shown by the 17 long-serving employees with a total of 370 years of service, who were duly honored at the end of 2020. "It fills us with pride to have so many longstanding and committed employees at ulrich medical. Some colleagues spend their entire working lives with us. This is a special feature that we appreciate. We would like to take this opportunity to once again express our gratitude to all those celebrating their jubilee for their loyalty," says Christoph Ulrich, Managing Partner.

Despite the current challenges, the medical technology manufacturer ulrich medical sees itself well positioned for the future and proves to be a reliable and long-term employer as well as a dependable partner for the medical sector.

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## **About ulrich medical**

ulrich medical develops, produces and distributes pioneering medical technology that makes a significant contribution to health and quality of life. Since the founding of the Ulm-based family business in 1912, medical professionals and users worldwide trust on the expertise of the independent company. The renowned specialist for spinal systems and contrast media injectors relies on quality "Made in Germany" and is thus one of the few companies in the industry that consistently develops and manufactures its products in Germany. The spinal systems, which are mainly made of titanium, are used for injuries and diseases of the entire spine and are internationally established. In the field of contrast media injectors for CT and MRI, ulrich medical offers specially developed user solutions that support radiologists in modern imaging diagnostics. The user-friendly handling, excellent quality and proven hygienic safety of the contrast media injectors make them indispensable in everyday practice and were decisive for the coveted approval in the world's largest medical technology market, the USA. ulrich medical is one of the first medical technology manufacturers in Germany to have already been successfully MDR-audited. In addition, the F.A.Z. Institute honored ulrich medical as one of the "Innovation Leaders of Germany 2020".

**Image: ulrich medical**

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Proud of the sales growth achieved despite the pandemic of six percent: Klaus Kiesel, Managing Director, and Christoph Ulrich, Managing Partner (from left to right).

**Company data:**

Name:	ulrich GmbH & Co. KG
Trademark:	ulrich medical
Type of company:	GmbH & Co. KG; independent family business since 1912
Industry:	Medical Technology
Product range:	Contrast injectors, spinal systems, tourniquets.



Foundation: 1912 by Heinrich C. Ulrich  
Managing Partner: Christoph Ulrich  
Managing Director: Klaus Kiesel  
Employees: approx. 450  
distribution: worldwide

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