

COMUNICACIÓN DE INFORMACIÓN RELEVANTE

MEDCOM TECH, S.A.

Barcelona, 28 de mayo de 2014

Estimados Señores,

De conformidad con lo previsto en la circular 9/2010 del Mercado Alternativo Bursátil (el “Mercado”), por medio de la presente se pone a disposición del Mercado la siguiente información relativa a **Medcom Tech, S.A.** (la “Sociedad”):

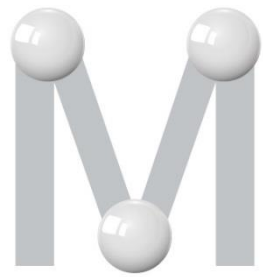
La sociedad está participando durante el día de hoy en el 10º Foro MEDCAP para empresas de mediana capitalización organizado por Bolsas y Mercados Españoles. Durante dicha jornada se ha realizado la presentación corporativa que adjuntamos a continuación.

Se comunica que se ha publicado dicha información en www.medcomtech.es en la sección de noticias.

Quedamos a su disposición para cuantas aclaraciones estimen oportunas.

Atentamente,

D. Juan Sagalés Mañas



medcomtech

Innovation.Technology.Service

- Since march 25,2010
MedcomTech is listed in the stock market MAB (Mercado Alternativo Bursátil)
- In 2011, the Company
launched MedcomTech Italy
and MCTPor, Lda (Portugal).
- Jan 2013 launched
Medcomflow. (Anesthesia
Products)
- June 2013 launched
MedcomAdvance. (On line
detection infections system)
- July 2013 launched MCT Rep
Dominicana S.R.L.

Medcomtech has as its aim to seek advice, to distribute, to manufacture and to trade wholesale and retail medical and surgical products.

Medcomtech is one of the leading independent distributors of orthopedic surgery in Spain; distributing different types of orthopedic material for surgical osteoarticular implants (bone and joint) and medical supplies for trauma and neurosurgery.



Previously

Juan Sagalés was a professional handball player for Barcelona FC during 14 years, member of the Spanish Olympic team in 1988 and achieved more than 40 titles during his career.

Alejandro Roca de Viñals was a professional sailor and founder of the Wind Cat House (boat company trader).

Juan and Alex had worked in the medical device field for more than ten years.

Medcom Tech

In 2002 Juan Sagalés and Alejandro Roca decided to kick off a company with their previous experience.

Nowadays is one of the leading independent distributor of surgical devices for the orthopedic, trauma and spine sectors.

Near Future

Medcomtech has made a strategic change, making products with their own patents to obtain technologically advanced solutions in other niche markets through strategic partnerships.



The Spanish population is ageing rapidly. The 1970's baby boom will affect the demographic medium and long-term ageing of the Spanish population.

Population average age will grow steadily:

Average age in 2008: 30 – 34 years

Average age in 2015: 35 – 39 years

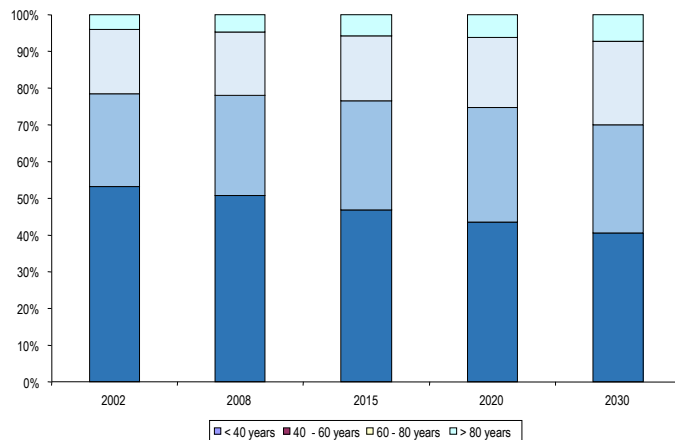
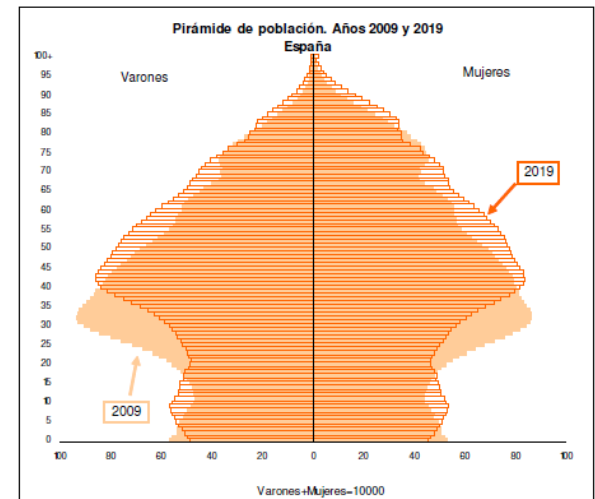
Average age in 2020: 40 – 44 years

Average age in 2030: 50 – 54 years

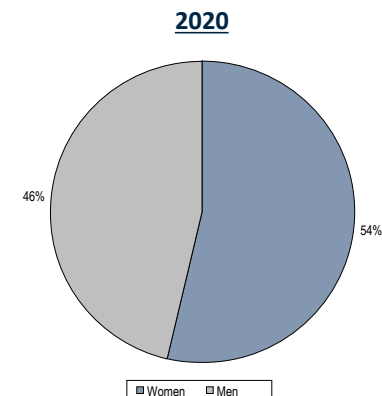
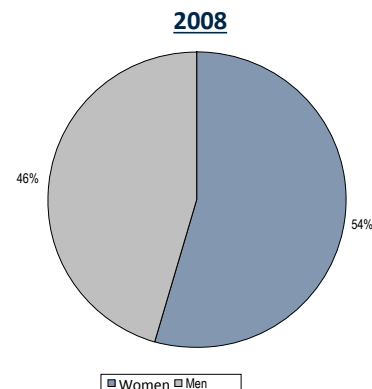
In 2001, 22% of the Spanish population was over 65. By 2025 this demographic group will reach 30% of the population.

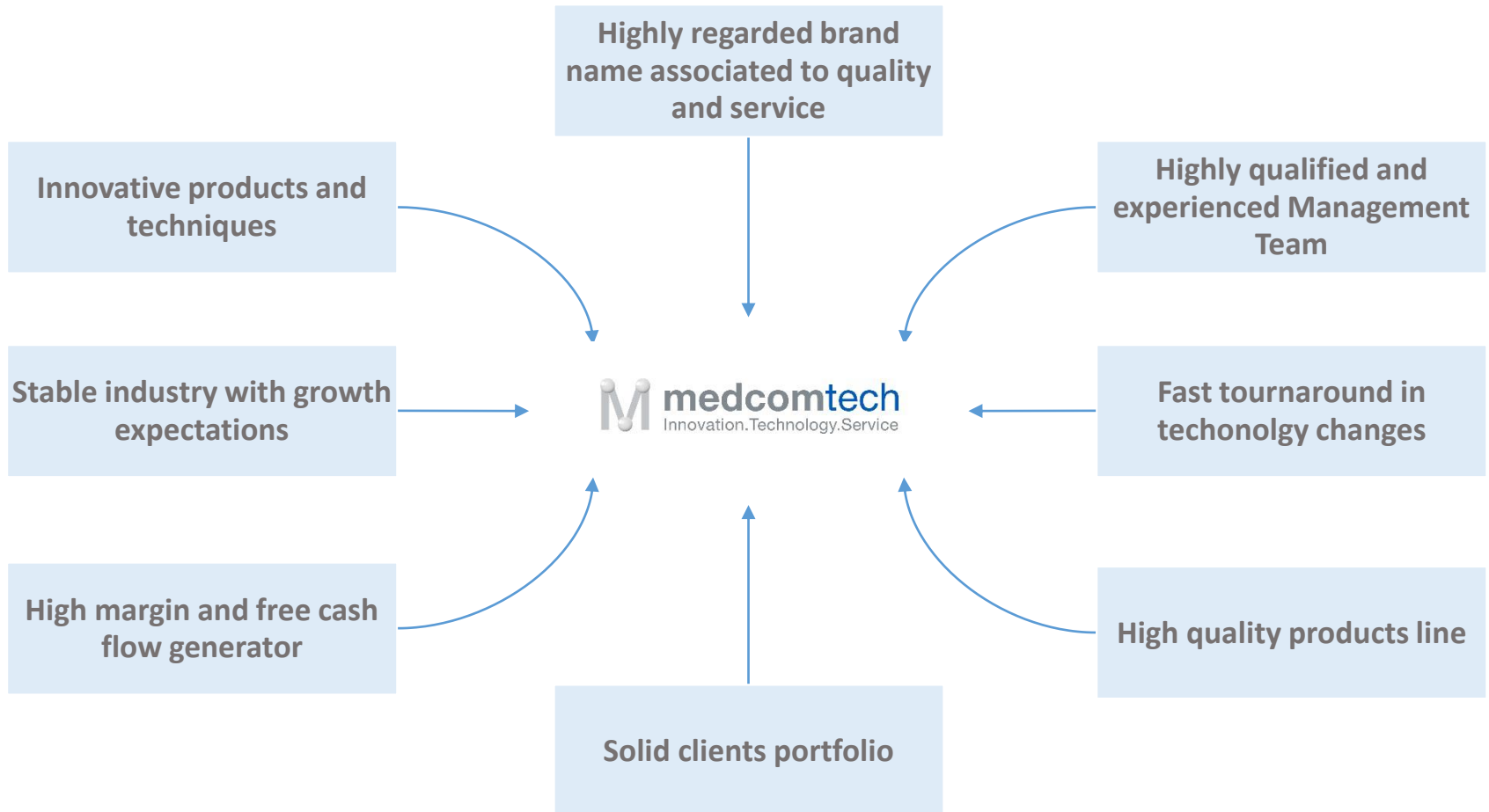
The ageing of the population in Spain will constitute a solid economic opportunity for the healthcare sector, given that the elderly will need care and advanced medical and surgical solutions going forward.

Spanish population 2009-2019

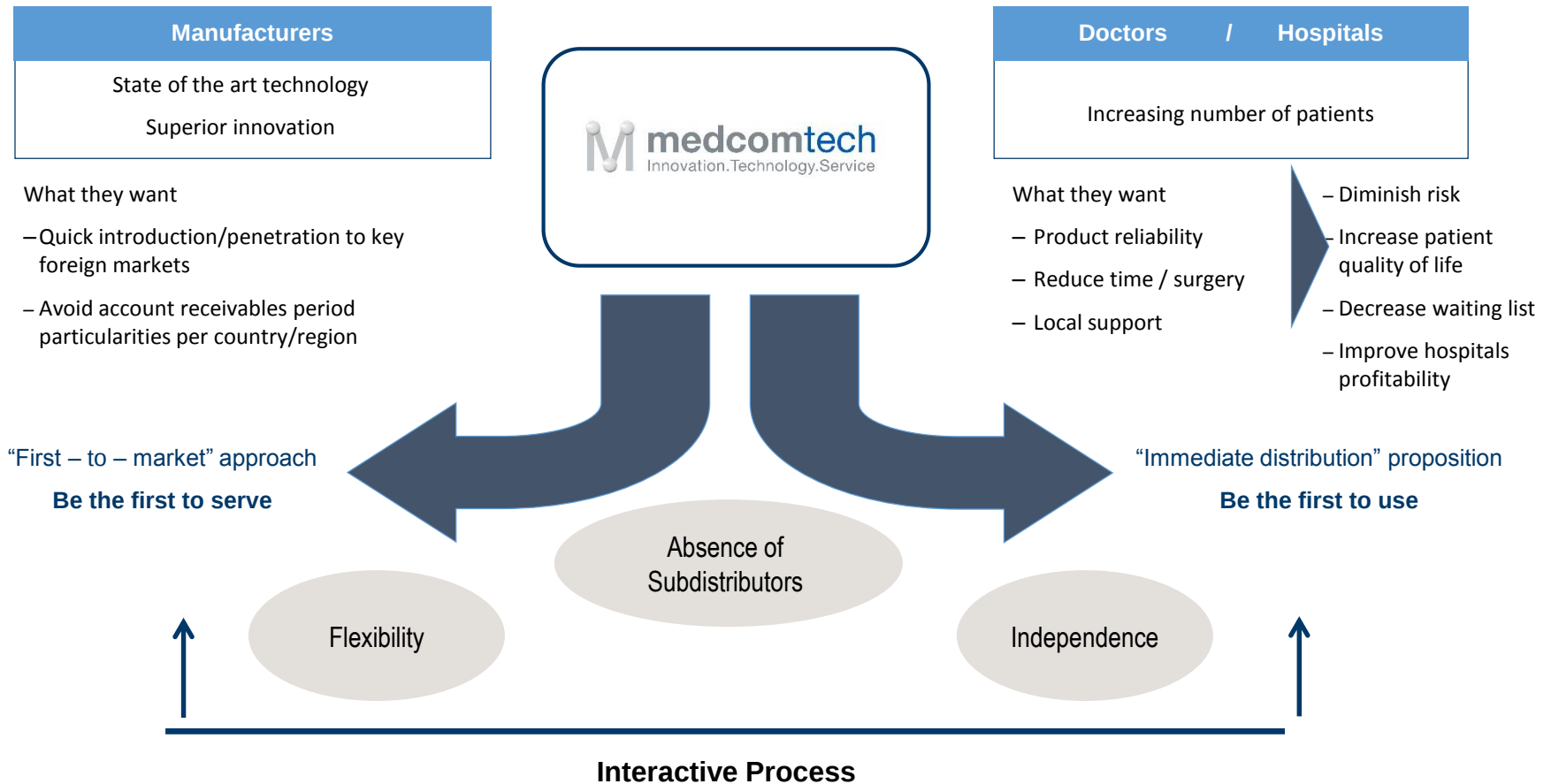


Spanish Population Growth (age)





Best practices across the whole distribution chain



SPINE

- Products for the spine disorders, mainly K2M products for spine, cervical and lumbar treatment.
- K2M, Inc. is a medical device company that designs and develop innovative complex spine and minimally invasive spine technologies and techniques.



A Low-Profile Cervical Plate System with a 1.5 mm leading edge incorporating the revolutionary tifix® locking technology ...



**The PYRENEES Dynamic and Hybrid Cervical Plates are not yet available for sale or distribution in the United States.*



The ALEUTIAN™ Family are anatomically designed, PEEK-OPTIMA® Products to include sizes for Posterior - Lumbar ...



Breakthrough, Revolutionary, Top-loading, and Low-Profile Spinal System featuring Zero-Torque™ Technology ...



Top-Loading System with Low-Volume and Uniquely Shaped Implant featuring ...



A fusion of the DENALI™ and MESA™ product lines, offering a complete array of unique screws, rod connectors ...



Revolutionary and simplified approach to Minimally Invasive Surgery. Provides greater visualization and access ...



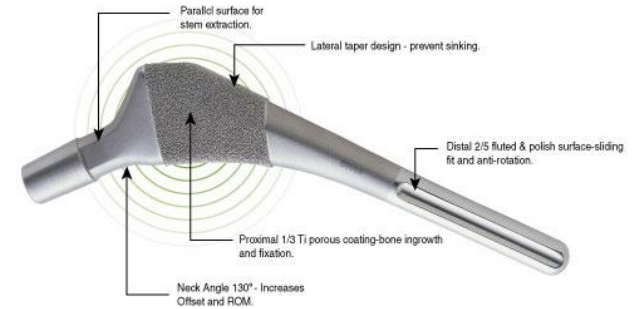
KNEE & HIP

- Reconstructive knee and hip products, mainly United Orthopedic Corporation implants

U2 Knee System



U2 Hip System



TRAUMA

- Reconstructive and fixation products, which include implants and plaques used for upper and lower extremities (hand, elbow, wrist, shoulder, foot and ankle).



Sbi
SMALL BONE INNOVATIONS, INC.

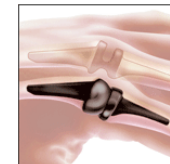


NEWCLIP
TECHNICS



BIOMATERIALES

- Bone substitutive used in transplants as an alternative to human bone.



Ascension Orthopedics

Pricing

Competitive prices and strong loyalty of the clients

Business model orientation

Lack of sub distributors make the bulk of operating margins in the value chain retained and take advantage of turnaround with technological changes.

Gross margins

Offers the highest quality with high margins

Human Resources

Fully committed employees.
Led by a highly-reputed Management Team

**THIS IS
MEDCOM TECH**



Juan Sagalés Mañas: CEO

- Founding partner of Medcomtech
- 19 years of industry experience
- Professional handball player for Barcelona FC for 14 years
- More than 40 professional titles achieved at the European and Spanish level
- Member of the Spanish Olympic team at the 1988 Olympic games in Seoul



**Alejandro Roca de Viñals:
Vice President Sales & Marketing**

- Founding partner of Medcomtech
- 13 years of sector experience
- Previously was Chief Sales Officer at a Medical Device Company responsible for the Girona region (in 5 years increased sales 20%)



Antonio Torrente: Corporate Director

- More than 12 years of industry experience
- Previously Regional CFO EMEA for Biomet.
- Experience as Finance Manager in food industry companies for Nabisco / Kraft in the EMEA Region.
- Experience in industrial companies such as ITW and Akzo Nobel as well as Senior Manager in Deloitte



**Dr. Carlos Vilanueva, M.D. PhD:
Medical Director**

- Joined Medcomtech in January 2012
- 20 years as a Director of Spine Division in Hospital Valle Hebrón.
- PhD cum laude from the University of Barcelona (Spain).
- Member of the Scoliosis Research Society, Eurospine.

Medcomtech is led by a highly-reputed Management Team

Trauma



Biomaterials



Knee



Hip



Spine



Acuña Fombona



Acuña Fombona



Strengths

- Stable sector, anticycle with constant growths
- Strong product positioning strategy recognized by the market
- Highly qualified representatives with long professional experience
- Portfolio of products of high quality
- Cross selling of the portfolio of products
- Technical assistance highly valued by the doctors and hospitals
- Strong relations with customers and suppliers
- Managing decisions under high experience and qualified professionals

Opportunities

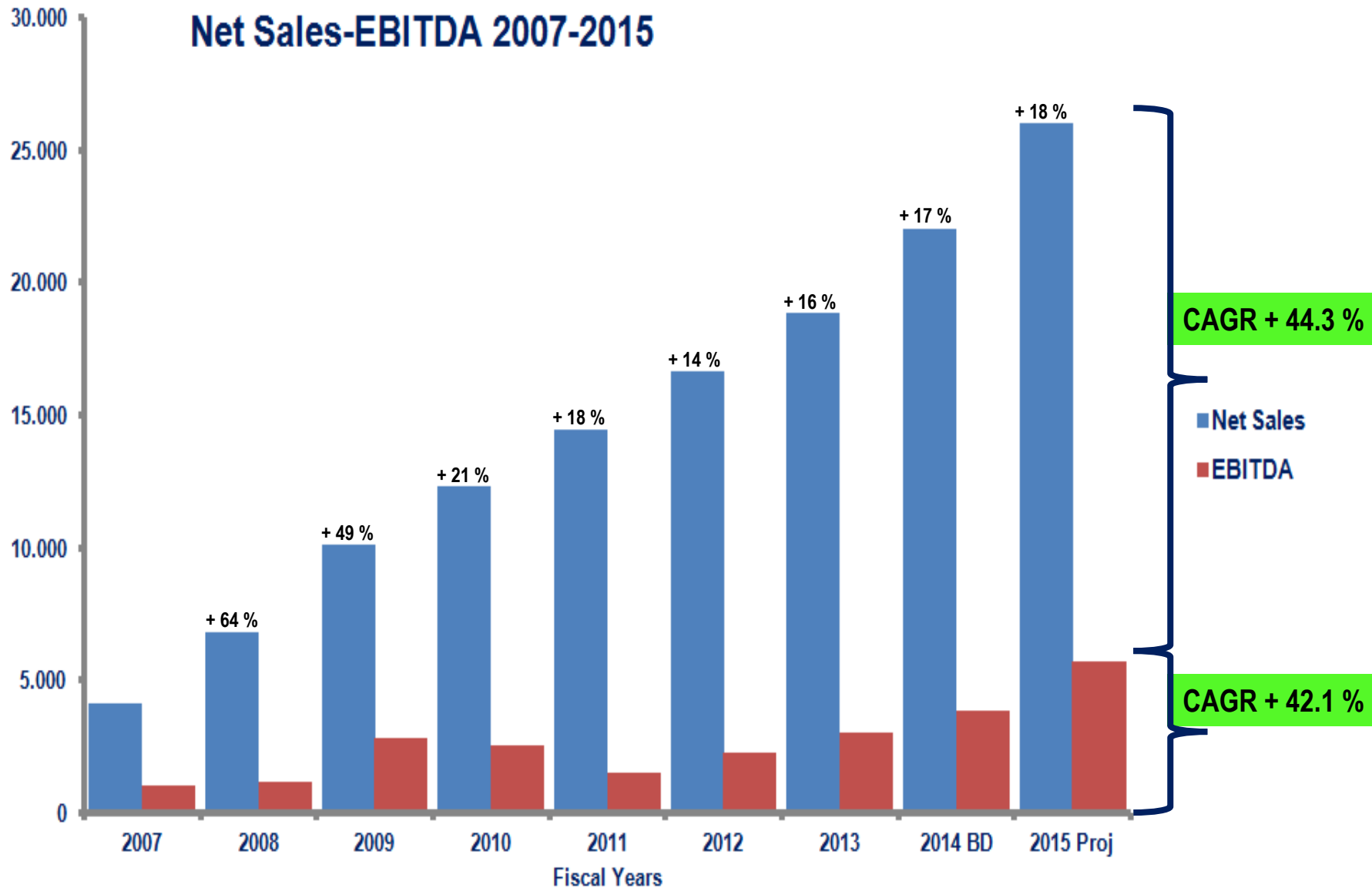
- The population is getting older and there is an increasing demand on surgical surgeries
- Specific growth of market niches: new lines and new technologies
- Growth in sales focused on insurance companies and private hospitals.
- Start-up and growth of new business lines

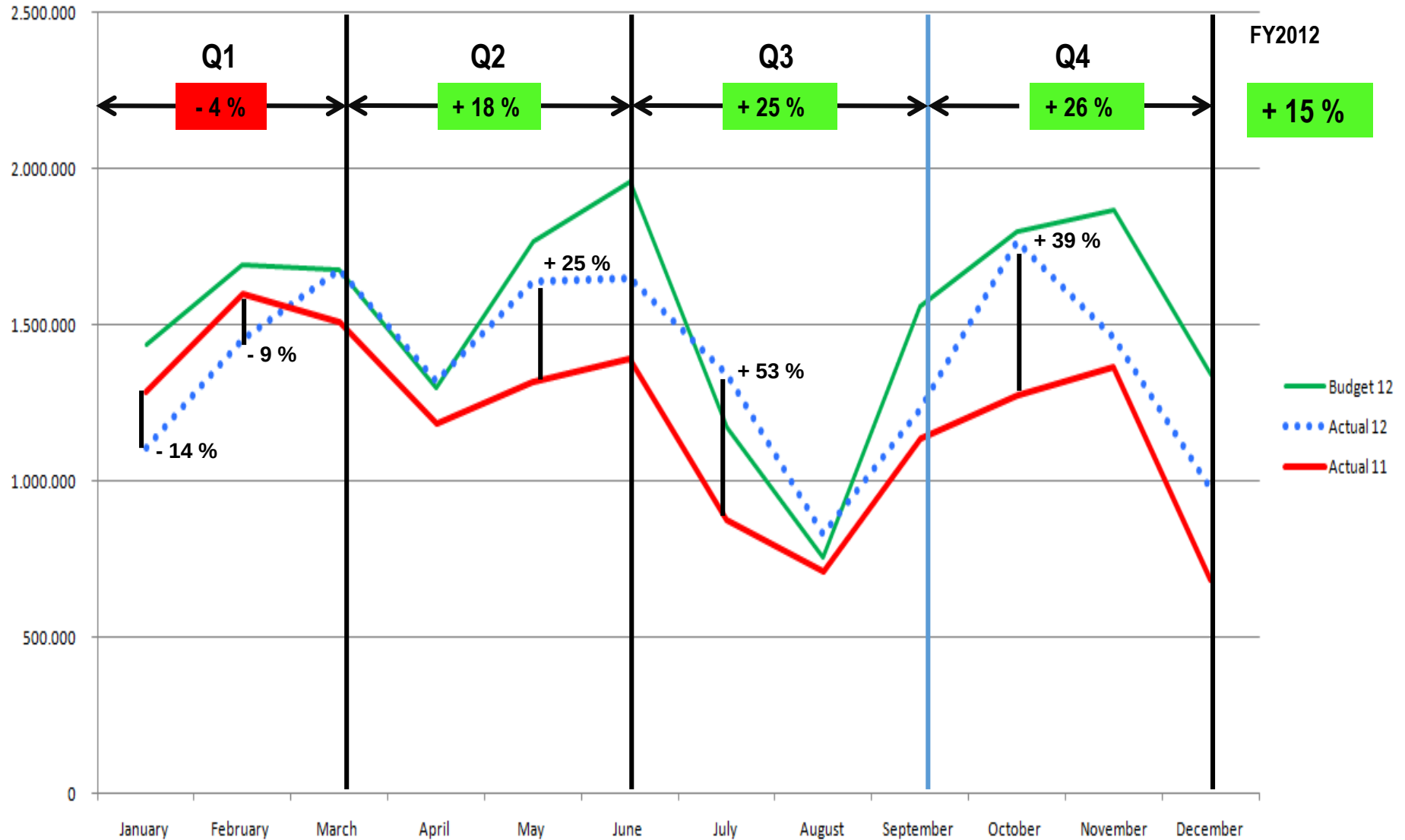
Weaknesses

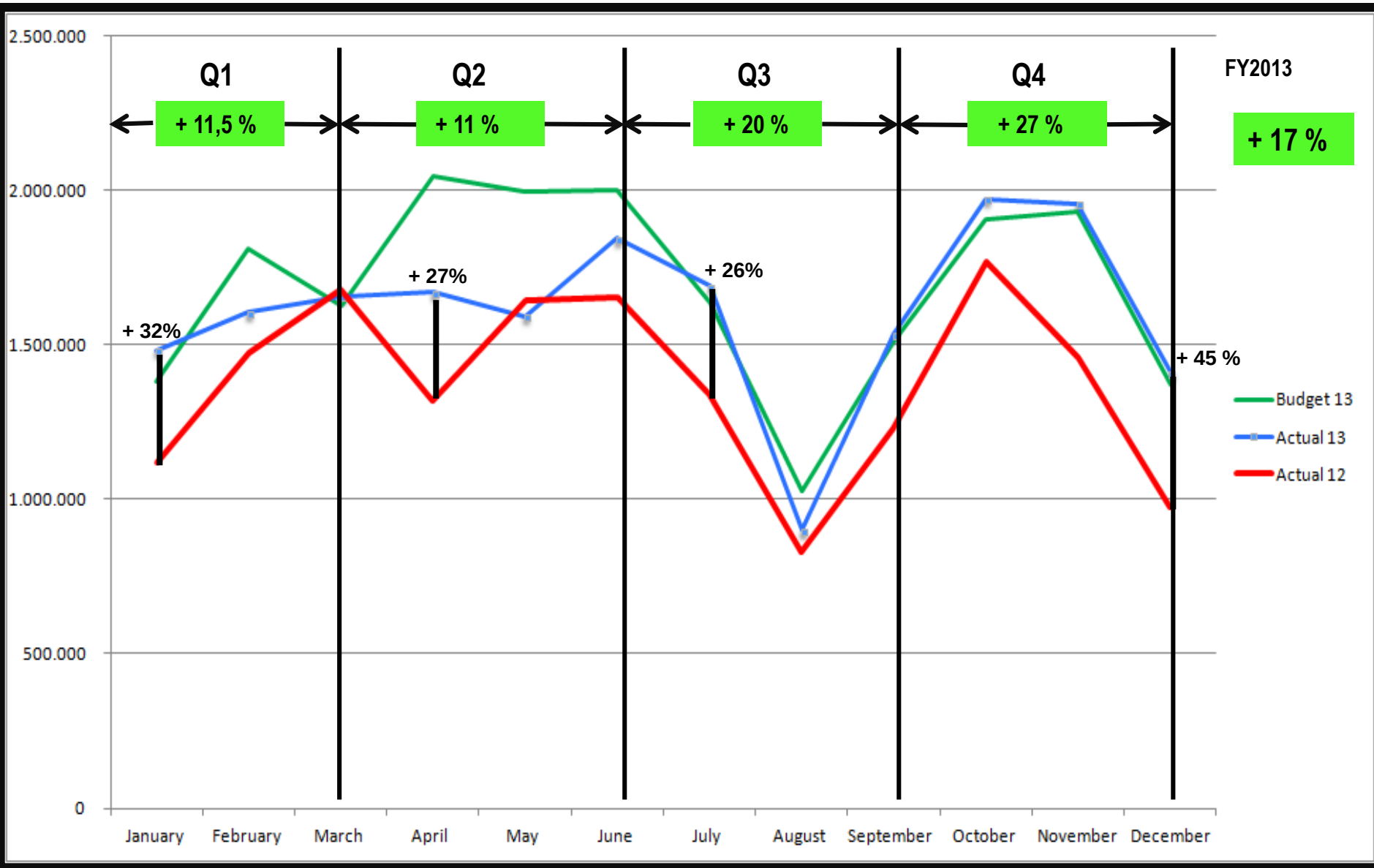
- Working capital: the average collection days is much higher than the payments terms with suppliers
- The surgeries require further capex investments in instruments.
- Low investment in publicity and promotion

Threats

- Pressure to decrease prices from the public sector
- Big companies competing in the market
- Technical obsolescence of the products promotes a continuous update of the products portfolio

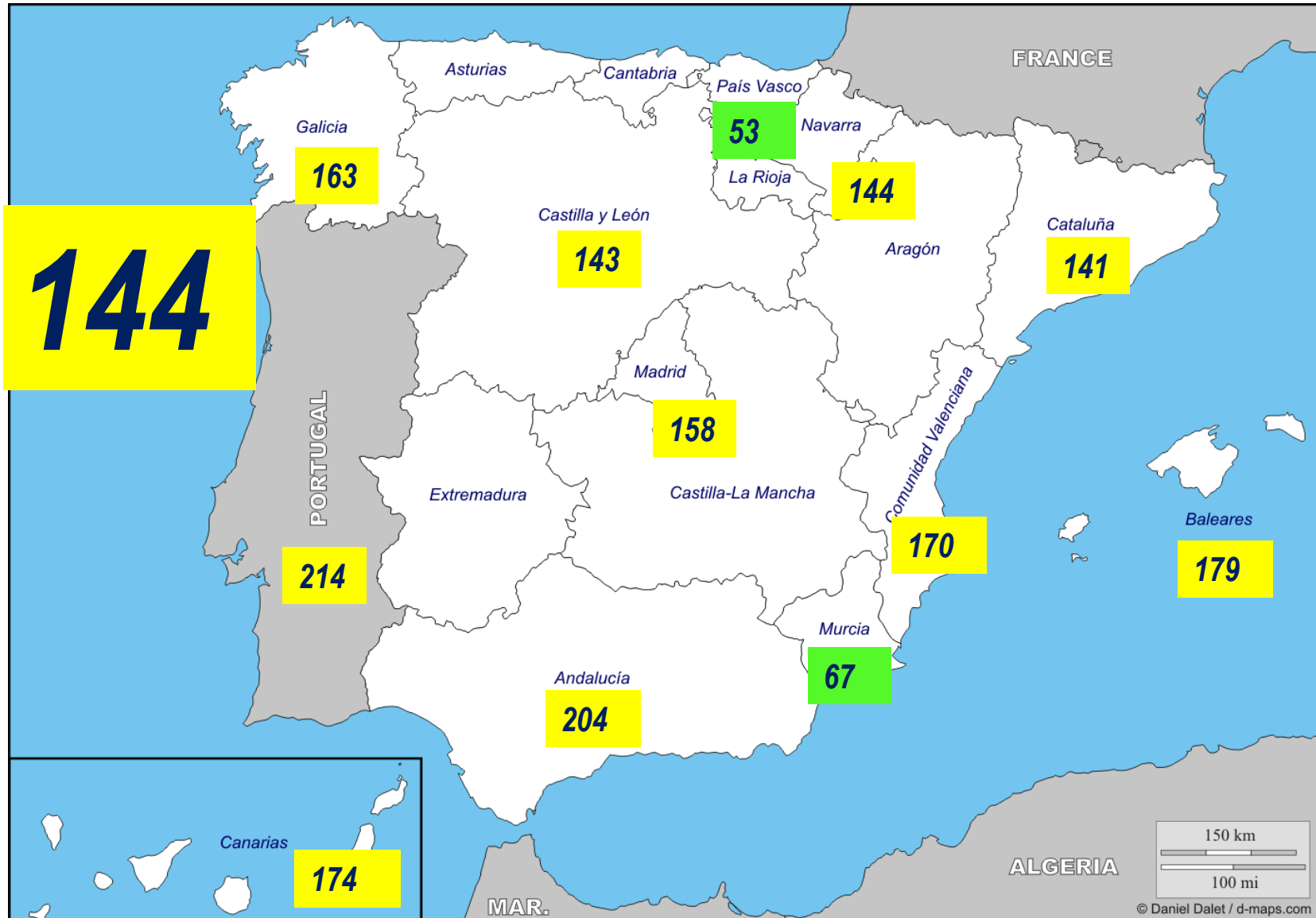






	<u>FY 2013</u>	<u>FY 2012</u>	<u>FY2011</u>
DRIVER	DSO	DSO	DSO
<i>Public Hospital</i>	145	206	367
<i>Private Hospital</i>	187	213	239
<i>Distributors</i>	47	19	10
<i>Private Insurance Companies</i>	120	162	158
<i>Direct Patients</i>	65	121	102
TOTAL	144	190	275

Planes de acción concretos para reducir los DSO junto con el plan “Montoro” de las CCAA nos han llevado a situar a MEDCOMTECH en zona amarilla de 144 DSO. Las Mutuas (+ 24 % de la vta) van reduciendo los días desde los 250 DSO que teníamos en Agosto 2011 cuando empezamos los planes de acción, hasta los 120 actuales.



	<u>FY 2013</u>	<u>FY 2012</u>	<u>FY 2011</u>
DRIVER	% Total Sales	% Total Sales	% Total Sales
<i>Public Hospital</i>	 50%	57%	57%
<i>Private Hospital</i>	21%	18%	12%
<i>Distributors</i>	1%	3%	6%
<i>Private Insurance Companies</i>	 24%	19%	21%
<i>Direct Patients</i>	4%	4%	5%
TOTAL	100%	100%	100%

En FY2009 las ventas a los hospitales públicos estaban en el rango del 73 % mientras que en Diciembre 2012 lo bajamos al 57 % cerrando 2013 al 50 %. Asimismo las ventas en Mutuas siguen potenciándose tal y como trazamos en nuestra estrategia comercial de mix de ventas objetivo.

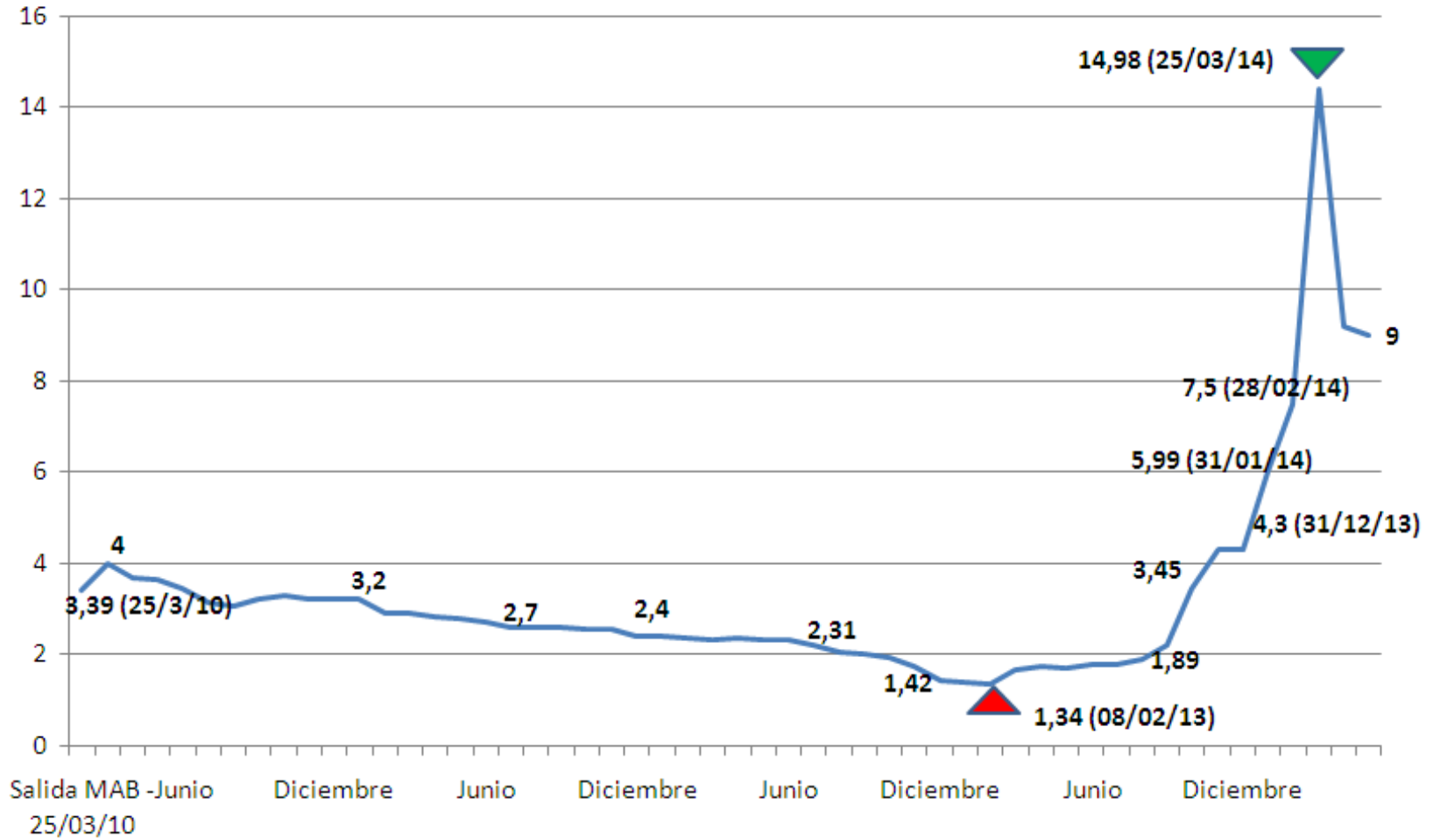
	<u>FY 2013</u>	<u>FY 2012</u>	<u>FY2011</u>
DRIVER	% Total AR	% Total AR	% Total AR
<i>Public Hospital</i>	50% 	61%	76%
<i>Private Hospital</i>	 28%	20%	10%
<i>Distributors</i>	0%	0%	0%
<i>Private Insurance Companies</i>	 20%	17%	12%
<i>Direct Patients</i>	2%	2%	2%
TOTAL	100%	100%	100%

Nuestra exposición al sector público en términos de cta a cobrar va reduciéndose gradualmente por la mejora de días y por el enfoque de potenciar el crecimiento en mutuas y privados.

ACCOUNT CATEGORY	31-12-2012	% of Sales	31-12-2013	% of Sales	Key Comments
Net sales to third parties (Domestic)	14.787.907		17.094.207		Medcomtech ha cerrado 2013 con un crecimiento de doble dígito (+ 16 %) a nivel acumulado, siendo los principales motores del crecimiento Catalunya (32 % del Total venta) y creciendo + 21 % , Portugal (10 % del Total venta) y creciendo al + 20 % y Madrid (19 % del Total venta) y creciendo al +20 % , compensando la caída de Andalucía del - 34 % vs 2012.
Net sales to third parties (Export)	1.424.095		1.818.107		
Net sales to affiliates	628.691		0		
Sales discount	-163.574		-47.014		
Net sales revenue	16.677.119	100%	18.865.300	100%	
Purchase amount of merchandise	-6.385.421		-8.670.324		MB impactado por haber registrado una provision de 144 k € por lenta rotación así como descuentos en ASISA (+ 51 % margen anual), S. Joan de Deu (vía producto) y abono / devolución Eurotrauma. Asimismo hay un impacto clave, provocado por las bajas de stock caducado (97 k €) así como el efecto neto de las regularizaciones de stock en Almacén Central y Depósitos por importe de (281 k €).
Finished goods and merchandise at beginning of this	-7.613.955		-7.911.044		
Finished goods and merchandise at end of this period	7.911.044		9.573.194		
Total cost of sales	-6.088.332		-7.008.174		
Gross Profit of Materials	10.588.787		11.857.126		
% vs Net Sales	63%		63%		
Variable Selling Cost (Sales Comissions)	-450.534	3%	-418.984	2%	Coste de transporte de compra(importación) gtos de aduana y venta a terceros.
Freight Selling Cost	-448.314	3%	-580.666	3%	
Total variable cost of sales	-898.847		-999.650		
Gross Profit(2nd Level)	9.689.940		10.857.476		
% vs Net Sales	58%		58%		
Salaries Fixed	-2.660.984		-2.693.352		Coste Fijo (Sueldo & Ssocial) del personal de ventas Coste de viajes, hoteles , congresos y todos los gastos variables asociados a la venta. Coste de Indemnizaciones y Provisión Para Insolvencias
Selling Oper Expenses	-1.882.413		-2.359.678		
Other Selling Expenses	-109.991		-179.161		
Total Selling & Marketing	-4.653.389	28%	-5.232.191	28%	
Salaries Fixed & Bonus	-1.612.376		-1.563.217		Coste Fijo (Sueldo & Ssocial) de Personal Dirección y Administración. Coste Fijo de estructura compuesto por telefono, electricidad, arrendamientos, seguros etc.
Fixed Structure Expenses	-1.165.744		-1.537.249		
Other G&A expenses	-83.153		-11.856		
Total G&A, L&Op expenses	-2.861.274	18%	-3.112.322	16%	
Total Operating expenses	7.514.662		8.344.513		
% vs Net Sales	45%		44%		

ACCOUNT CATEGORY	31-12-2012	% of Sales	31-12-2013	% of Sales	Key Comments
Other Income (Expenses)	91.759		-1.685		
Amortization and Depreciation expenses	-605.232		-654.836		
Operating Income	1.661.805		1.856.442		
Amortization and Depreciation expenses	605.232		654.836		
Provision for doubtful accounts (Bad Debts)			172.461		Provision por clientes de dudoso cobro
Provision slow moving and obsolescence (COGS)			305.831		Provision por lenta rotación y obsolescencia inventarios
Loss (Gain) on Fixed Assets			-4.913		
Extraordinary Loss/(Gain)			31.921		
EBITDA	2.267.036		3.016.578		El EBITDA 2013 incrementa un +33 % respecto a 2012
% vs Net Sales	14%		16%		
Interest Income(Expense)	-920.149	6%	-689.624	4%	Importe Neto de Gastos / Ingresos Financieros
Foreign exchange gain/(loss)	-229.664	1%	49.654	0%	Importe Neto de Gastos / Ingresos por diferencias de cambio €/\$.
Income Taxes (Loss)	-159.419		-344.948		
Total Net income	352.572		871.525		El Beneficio Neto aumenta mas del doble (2,5 veces) respecto a 2012.
% vs Net Sales	2%		5%		
TOTAL S/CONTABILIDAD	352.572		871.525		

IBERIA (ALL AMOUNTS IN €)	FY11 (AUDITED)	%	FY12 (AUDITED)		FY13 (REAL)	%	FY14 BUDGET	%	FY15 PROJECTION
Net Sales	14.234.527	14%	16.230.708	16%	18.865.300	17%	22.000.000	18%	26.000.000
Cost of Goods Sold	-4.202.167		-5.630.193		-7.008.174		-8.360.000		-9.880.000
GROSS MARGIN	10.032.360		10.600.515		11.857.126		13.640.000		16.120.000
% of Sales	70%		65%		63%		62%		62%
Personnel Expenses (Payroll, Bonus, Sse)	-4.142.713		-4.826.875		-4.675.553		-5.034.828		-5.184.828
Depreciation	-607.918		-605.232		-654.836		-904.583		-1.085.499
Other Operating Expenses	-4.375.172		-3.506.603		-4.164.995		-4.952.612		-5.200.243
Provisions (Bad Debts and others)					-505.299		-212.000		-150.000
OPERATING INCOME	906.557		1.661.805		1.856.442		2.535.978		4.499.430
% of Sales	6%		10%		10%		12%		17%
Financial Expenses	-742.202		-920.225		-689.624		-626.565		-1.309.126
Exchange Rate (Realized/Unrealized) & O	91.695		-229.664		49.654		-45.535		-80.000
INCOME BEFORE TAXES	256.049		511.916		1.216.472		1.863.877		3.110.304
% of Sales	2%		3%		6%		8%		12%
Tax Income (30 %)	-77.886		-159.419		-344.948		-532.664		-933.091
NET INCOME	178.163		352.496		871.525		1.331.213		2.177.213
% of Sales	1%		2%		5%		6%		8%
EBITDA	1.514.475	50%	2.267.037	33%	3.016.578	28%	3.852.560	49%	5.734.930
% of Sales	11%		14%		16%		18%		22%



Medcomtech is one of the leading independent distributors of orthopedic surgery in Spain; distributing different types of orthopedic material for surgical osteoarticular implants (bone and joint) and medical supplies for trauma and neurosurgery.

In the last 4 years, the company has grown at an average turnover of 38% and is projected to grow by 27% over the next 5 years.

At present the company is carrying out different projects of internationalization and expansion through foreign subsidiaries; a change of strategic direction in which the company will produce a new products in the healthcare market with a range of 80 countries worldwide.

VILADECANS BUSINESS PARK

Edificio Brasil

C/ Catalunya, 83-85

08840 Viladecans – Barcelona

