

LINET Group SE



  **wissner-**
  **bosserhoff**
Functional elegance in nursing care



VISION

„LINET is the leader in innovative solutions for better life“



LINET spol. s r.o.,
Slany, Czech Republic



wissner-bosserhoff GmbH,
Wickede (Ruhr), Germany



LINET Group SE



- 2 production sites
- 11 subsidiaries
- export to more than **100** countries worldwide
- sold **66.000** beds
- Turnover **126.6** mil. EUR
- **814** employees

Range



- **Healthcare Programme:** hospital beds, intensive care beds, special beds, bedside cabinets
- **Nursing-care Programme:** nursing beds, cabinets, furniture and chairs
- **Other accessories:** furniture, cabinets, servers, mattresses and anti-decubitus systems

How do we achieve the progress?



Stones of Linet's success story:

- making solution in close partnership with end users
- be different
- original solutions and innovations

Linet focuses in co-operation with customers in following topics

- patient and nurse safety
- patient's mobilization
- effective infection control
- pressure sores prevention
- efficiency of healthcare procedures
- reducing costs for care
- giving more independence

Middle East and Africa - 10 years

LINET Group SE



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■ ■ bosserhoff



LINET

Middle East and Africa

- More than 26 partners
- Turnover 8 mil Euro with stable growth
- Sales in Africa: Morocco, Tunis, Egypt, Libya, Ghana, Kenya, Sudan, Tanzania, South Africa, Namibia, Rwanda, Uganda, Nigeria

LINET - Strategy in AFRICA

- bring standards and quality
- close cooperation with the customers
- to explain differences
- to find solution – correct product according to the needs
- New markets – standard procedures
- Exhibitions
 - Medic West Africa – Nigeria 16.-18. October 2013
 - Medic East Africa – Kenya – 6.-8. November 2013
 - Africa Health – South Africa – May 2014

Succes Story 2013 – TUNISIA

- Partner had to fulfill standard criteria – sales and service training..
- Customers visits of the factory and showroom
- Full solution

More about LINET

LINET Awards



- 2011 - LINET received the Fair Sourcing Award
- 2010 - Zbyněk Frolík collected a prominent accolade by placing among the top ten candidates for the International Entrepreneur of the Year Award as part of the European Business Awards 2010.

2011 - LINET has once again advanced to the semi-final round of the pan-European corporate assessment competition European Business Awards

- 2011 - LINET awarded for competition New European Champion

Corporate social responsibility

Memberships



- Member of the Presidium of Research and Development Council of the Government of the Czech Republic
- Member of the Academy of World Entrepreneurs (Ernst & Young, USA)
- Member of the Council of Export and Investment of the Czech Republic
- Member of the Presidium of Federation of Industry and Transportation of the Czech republic
- Member of CzechMED and Asociation of suppliers and producers of medical devices

Corporate social responsibility

Charity



- Donation for immobile people in home care
- Donation for health and nursing care establishments
- Teaching at technical universities
- Sponsor of regional development
- Sponsor of regional sport activities
- Protection of environment (sewerage plant for Zelevcice, ...)

Corporate social responsibility

Company nursery school



- The all-day facility
- Situated directly on the company site
- Able to cater for up to **42 children**



Education

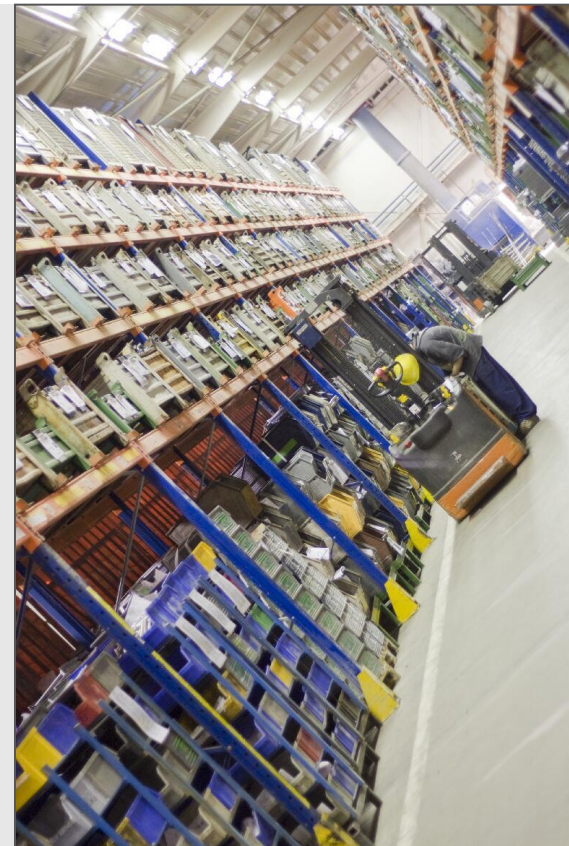


Quality Certification



- ISO: 9001 (management system)
- ISO: 13485 (management system for medical devices)
- ISO: 14001 (the environment)

Production



Production - modern technology



Thank you for your attention