

Article in English  
By Britt Nielsen

## **Successful company ready for expansion**

Osted: President for ConvaTec Infusion Care, John Lindskog points through the window to a site where cars are parked.

Here, we are to build a 3000 square meters building. We just got the permission, he says.

ConvaTec Infusion Care makes Infusion Sets. It is a thin tube connected to an insulin pump helping the diabetes patient to control how much insulin he or she gets.

The insulin pump treatment provides a more stable and correct dosage of medicine for patients with type 1 diabetes. This contributes to less fluctuations in the blood sugar level for the diabetics and is in advantage for the general health of the patient.

The tube is connected for three days before it is changed. This means that every patient receiving this treatment uses more than 120 sets annually. Worldwide, this counts for 800.000 users and that is noticeable in the turnover.

I took over the management of the company in 1999. Back then our turnover was 100 million Danish Kroner, last year our turnover was 2.5 Billion Danish Kroner, says John Lindskog and explains that the turnover comes from Osted and two factories in Mexico producing the same products as in Osted.

ConvaTec Infusion Care is the absolute leader within its field and the insulin pump treatment has long been growing as a treatment option for type 1 diabetics.

With our newest infusion set, we have focused on making a very intuitive handling, which especially in these times supports the need for simple solutions when the communication with customers and users are limited to being online, says John Lindskog. Furthermore, these innovative solutions support our main vision "to improve the lives of the lives we touch".

## **Large market share**

It is a coincidence that there is a billion-dollar company in Osted.

The reason we are here is that Mærsk bought a company on this location says John Lindskog and explains that Mærsk Medical was established in Osted in the 1970s. In 2002, the company was renamed Unomedical, and in 2008 they become a part of the ConvaTec group.

As regards taxes, the company is still named Unomedical A/S and is among the 50 highest taxpayers in Denmark.

In our first quarter this year, we grew 13% compared to the same quarter last year, John Lindskog says.

It is due to the large demand that the company has to expand again. The last time this happened was 20 years ago.

There are not many in Denmark doing what we do. We are close to being the only ones and we have 70% of the market share worldwide, John Lindskog elaborates.

The new building will help ConvaTec in building another large facility along with more storage capacity. Then they have four production lines of which two are very large facilities.

We are doubling the production capacity of our newest product. This product is the one growing the most says John Lindskog, and states that product development also takes place in Osted.

### **Many new employees**

The tubes that are produced in Osted are transported to a company in the Netherlands where they go through a sterilisation process.

Hereafter, the infusion sets are distributed to European and American customers. The majority are distributed to the USA, John Lindskog says.

For ConvaTec, Osted is an excellent location and that also counts in terms of hiring new employees.

During the past year, the number of employees has increased from 250 to 380. In the production, they work in three shifts.

John Lindskog states that there are other Med Tech companies in Copenhagen, and that has helped the recruiting.

Some of the new employees are now getting training to be prepared when the new building and the new facility arrive. Therefore, no further employees will be hired until then.

### **Facts:**

ConvaTec is a global manufacturer of medico-technical products with leading market shares within ostomy care, advanced wound care, continence and critical care, intensive care, and subcutaneous infusion therapy.

In Denmark, ConvaTec is represented with the globally oriented business of ConvaTec Infusion Care which consists of the companies: ConvaTec Infusion Care (Unomedical A/S), ConvaTec Denmark Sales Organisation (ConvaTec Danmark A/S) , and ConvaTec in Herlev (Papyro-Tex A/S).

ConvaTec's international office is located just outside of London.