# **COMPANY INFO**



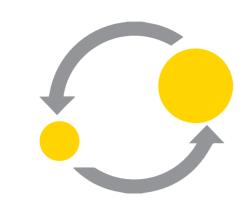
#### FINANCIAL FORECASTING OVERVIEW

#### Total Sales/EBITDA margin € 120 70% € 100 106 60% Millions € 80 50% € 60 72 40% 35 € 40 30% € 20 20% 1 0 10% € 0 2016 2018 2017 2019 2020 2021 2022

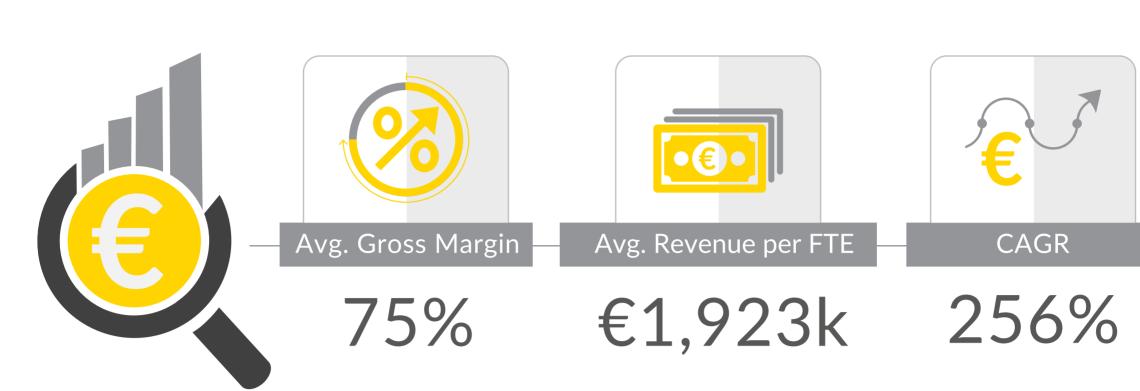
**EBITDA Margin** 

Company has sold 2 prototypes of ProbeFix Version 1 for the price of €300 & €500 and are expecting to close FY16 with a total of €14,7k in revenues (from 15 units).

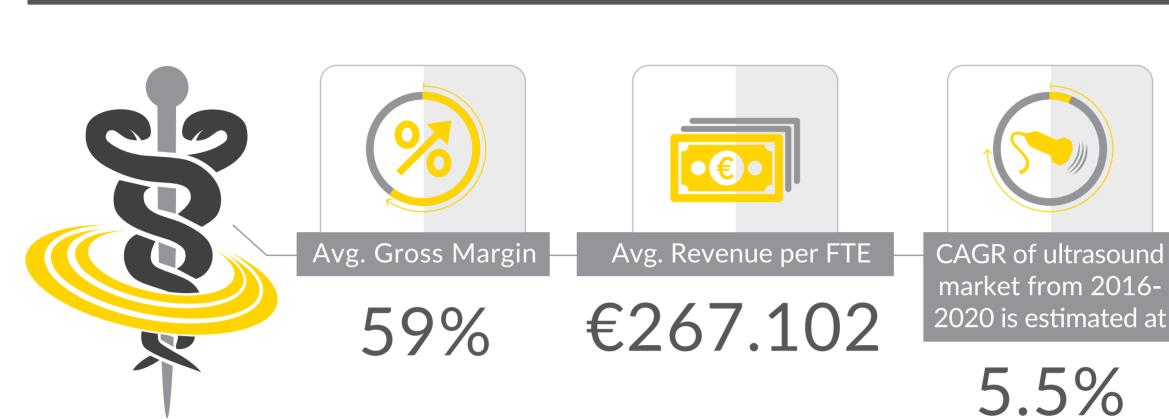
Sales



## FINANCIAL KPIS



#### MEDICAL EQUIPMENT & SUPPLIES INDUSTRY MARKET DATA



## **HEALTH KPIS**

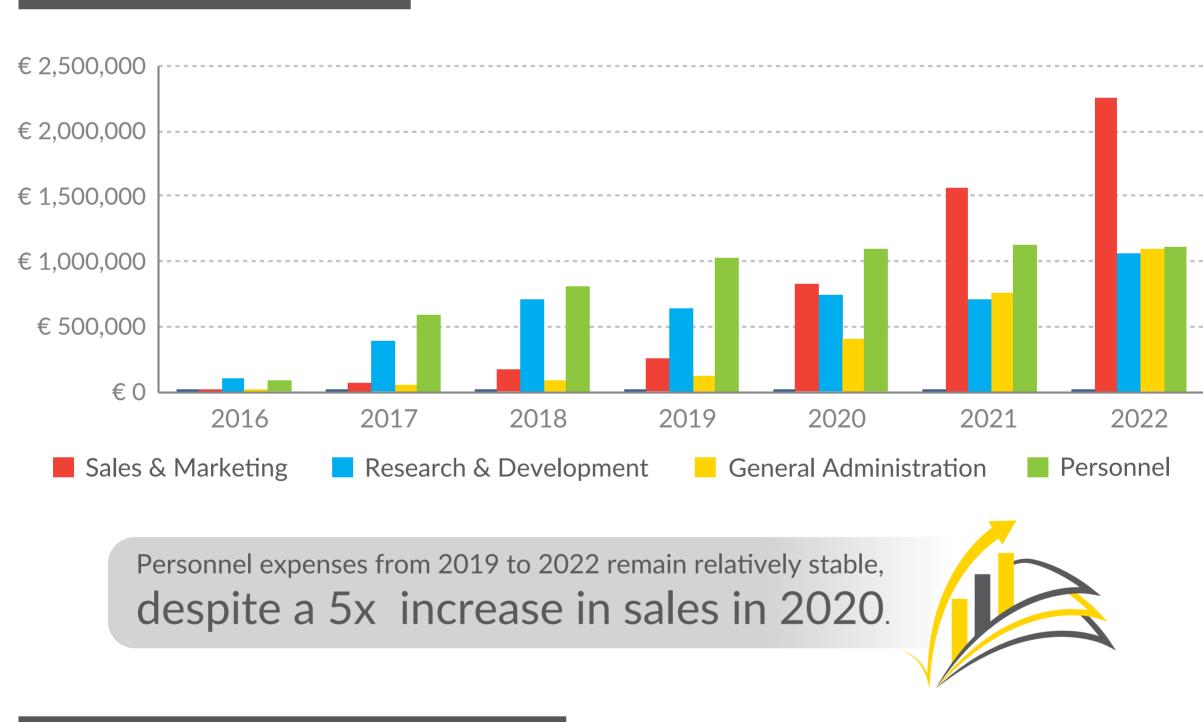
COGS

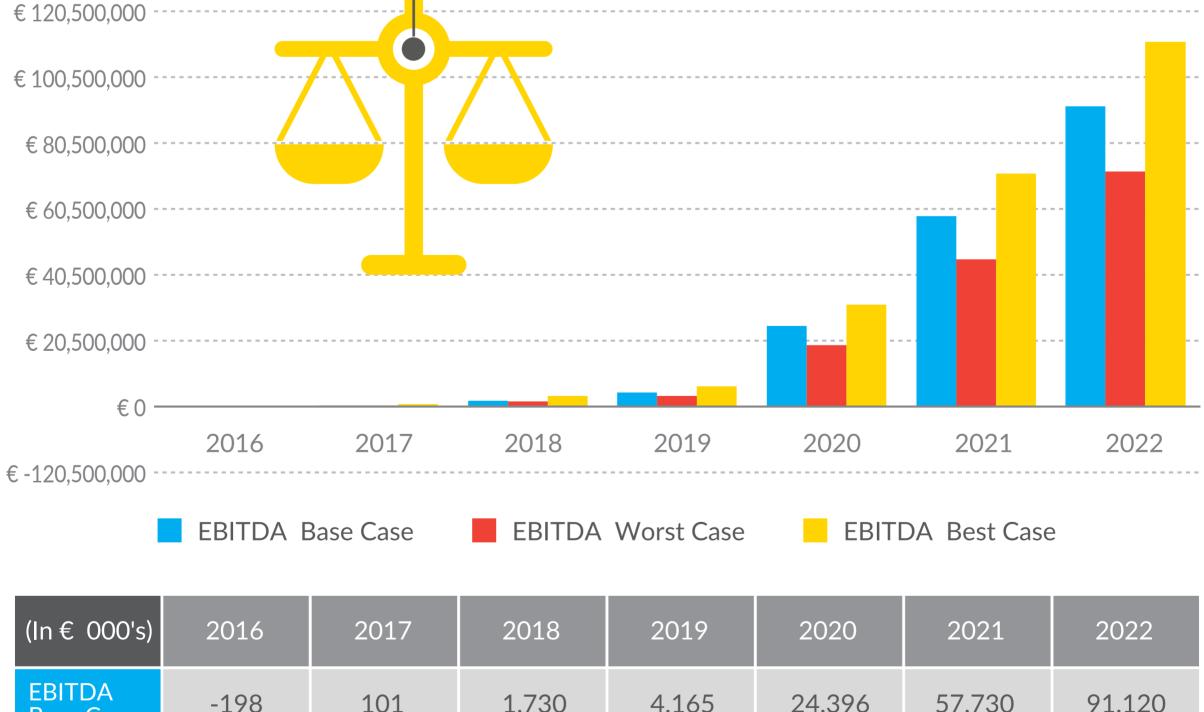
SCENARIO COMPARISON



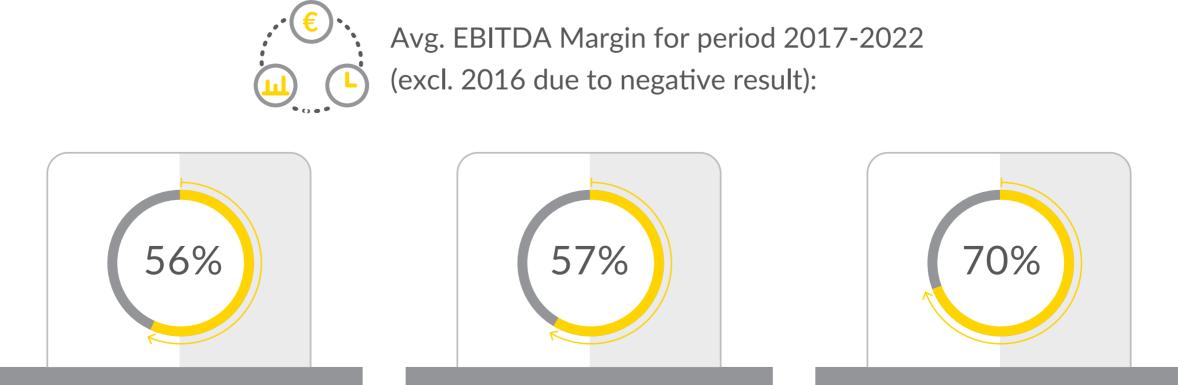
Healthcare Products WACC 7,45%







Base Case	170	101	1.700	1.103	21.070	37.700	71.120
EBITDA Worst Case	-221	156	1.534	3.286	18.564	44.639	71.356
EBITDA Best Case	-176	775	3.262	6.168	30.981	70.727	110.794
Avg. EBITDA Margin for period 2017-2022 (excl. 2016 due to negative result):							



**REMARK:** Avg. EBITDA Margin in the Worst Case is slightly higher compared to Base Case.

Avg. EBITDA Margin

Base Case



### **Best Case MARKET DATA:** Avg. Medical Equipment &

Avg. EBITDA Margin

20,5%.



Supplies Industry EBITDA Margin



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