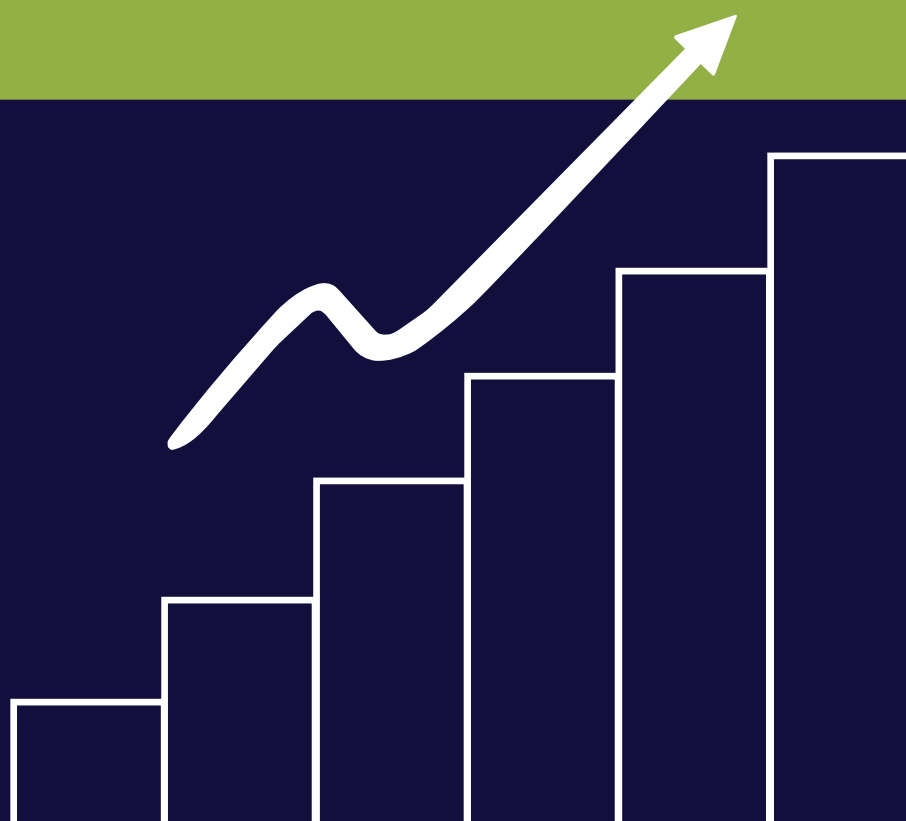


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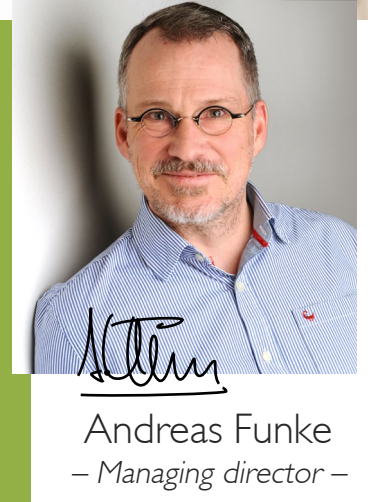
Fit for the future



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Dear reader,

How important the stability of complex systems is, becomes obvious whenever they lose their balance. The consequences may sometimes have effects on each one of us – and there are numerous examples of this, especially at a global level – noticeable climate change, floods that devastate entire cities, communities and infrastructure in a matter of seconds, financial crises or the worldwide trade in goods that has been so stagnant for several months that the economy has faltered seriously. As a company, we operate within complex structures overall. At the same time, we are part of the most varied systems.

It is exactly from this position that our corporate responsibility is derived – internally and externally, locally and globally.

We focus our responsibility on the internal procedures in order to make our business activities as robust as possible in the face of disruptive external influences. In this issue of Funke Medical Magazine, we report on how we succeed in doing this based on our raw material and supplier strategy, our locally focussed production and the central bundling of all our capabilities at a single location.

We see economic responsibility as something we are committed to with the aim of giving our company and our employees a long-term perspective based on sustainable and ethical corporate management and to continue safeguarding jobs in our business location of Germany.

Now that we as a family-run enterprise can look back at more than 30 successful years in business, we shall guide our company into the next growth phase that will achieve a new level of quality together with a strong partner, Harald Quandt Industriebeteiligungen GmbH. Which strategic directions we will take and the potential we see for this in the healthcare sector, are tantalising questions, which we will respond to in an **interview** as a management team of four.



For sustainable ecological activity that goes far beyond short-term activism and greenwashing, our company needs incisive problem-solving skills, and a focus on values and the market. It is precisely at these points that our activities for environmental and climate protection apply, which we are consistently developing across departments throughout the company – in the product section especially with our climate friendly mattresses in the **GREENLINE**® series. What additional benefits this product line has and how it can contribute to sustainable hospital and health management in the context of the green supply chain discussion, is another interesting issue in this magazine.

„Fit for the future“ – we chose this magazine title for good reasons. Because the strategic alignment and special focus on climate-friendly products makes Funke Medical GmbH predestined to continue on its successful course. We would like to continue to master all our upcoming business and ecological challenges for and with our customers.

I look forward to continuing to work with you – sustainably, cooperatively and reliably.

Sincerely,
Andreas Funke

In global demand – locally produced

In global logistics, one bottleneck follows the next, the smooth circulation of containers gets out of sync, and transport prices soar. It's a test of patience for industry, trades and construction when it comes to obtaining important raw materials and primary products on time. Experts expect that global supply problems will persist until mid-2022. Their causes are as varied as the industries affected. However, the close international linking of production chains that has grown over decades has largely reached its limits due to Covid. Another reason could be China's hunger for energy that means the country can only produce with the handbrake on in some cases due to a shortage of coal. The Chinese-American trade conflict, which is being waged with special tariffs against the world's second largest economy, is also having an effect on global goods production.

German industry is feeling the effects of disrupted supply chains across industries, especially in a production process that depends on global supplies. Something that worked well for years is now showing cracks with serious consequences for many businesses.

Funke Medical defies logistical bottlenecks

The corporate philosophy of Funke Medical GmbH to source raw materials and accessories from German and European producers is therefore particularly worthwhile in the current economic situation. Because thanks to this strategy, constant production is safeguarded and the customers of the medical device manufacturer can rely on dependable deliveries. The short delivery routes for primary products also not only protect the environment and climate but they reduce transport costs, which are ultimately reflected in attractive prices for customers around the world.

„Made in Germany“

Funke Medical has always stood for high-quality products that are made in Germany. From product development to production all the way to shipping, all processes take place exclusively at our three locations in Raesfeld, Westphalia. From here, the much-in-demand provider of decubitus therapy systems delivers to over 30 countries – it now sells its products on every continent.

Concentrated capabilities ensure our quality and work

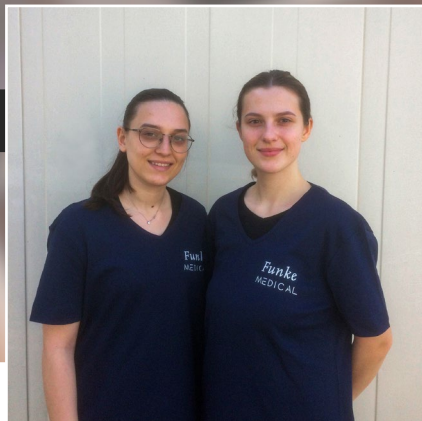
“We don't even consider production in other countries. The key to our success is first of all our company management, which focuses on business and engineering in equal measure. Secondly, we insist on production with a high degree of automation. This is why we can produce a range in Germany better and at comparable prices that the international market can afford”, says Andreas Funke, managing director of Funke Medical GmbH.

The fact that Funke Medical GmbH has developed into the global embodiment of top quality, unique product attributes and supplementary services in the healthcare sector is based on its excellent combination of innovativeness, many years of experience and a self-sufficiently focused corporate policy. For this mid-sized company, not outsourcing any services externally means providing all the expertise in an ideally set up and networked organisation. All our departments are united under one roof and mesh together like gears. The great complexity of our capabilities – both scientific and technical as well as commercial – plus the technical expertise of our specialists are the trailblazers for our attractive portfolio. Together with our motivated sales and marketing team, we have been able to expand our market share at home and abroad in recent years”, says Andreas Funke.

Social commitment

Funke Medical helps Portuguese hospitals

In early 2021, Portugal was struggling with very high new Covid infection rates. Hospitals on the Iberian peninsula were therefore struggling at their limits. In such emergency situations, not only are additional helping hands urgently required but also more medical supplies. In a concerted campaign, Funke Medical GmbH and its Portuguese distributor GeriMais supported two hospitals in Lisbon with a donation of five intensive care bed mattresses for each one. Bed-ridden patients benefit especially from their specific product attributes, such as ventilated Covid-19 patients.



Funke Medical employs Ukrainian refugees

On 29.03.2022 the first refugees from the embattled Ukraine started working at Funke Medical GmbH. They are two young women, both aged 22, who fled from the city of Luzk. Their escape route went via Poland and from there to Raesfeld, where the mother of one of the women lives, who is also employed by Funke Medical GmbH.



Help for refugees Ukrainians with disabilities

He came to pick up medical mattresses and to say thank you: Samuel Koch visited Funke Medical GmbH in Raesfeld, one of the leading manufacturers of decubitus therapy systems in Germany.

The non-profit association Samuel Koch und Freunde e.V. has been assisting physically disabled people, especially children and young people as well as caring relatives, for many years. Since the outbreak of the war in Ukraine, the association has been involved in the evacuation, accommodation and care of people with disabilities from Ukraine. Patricia and Andreas Funke, managing directors of the Raesfeld company, had agreed to support this aid project.

Further digital education

A safety bonus

Millions of people have to deal with medical devices every day – which means consistently high safety and quality standards are all the more important. This is why the European Union has drafted a new regulation with the aim of standardising the criteria for production, application and internal European sales of medical devices at EU level and thus replacing the previous national and European guidelines. The range of products is considerable, and includes medical storage systems such as decubitus therapy mattresses.

The new Medical Device Regulation (MDR 2017/745) applies both to producers as well as retailers and users since 26 May 2021.

Find out more about the MDR in the Funke Medical Academy learning module – complete your digital training and certification now.



Benefit from the expert

As the market leader in the field of decubitus prophylaxis and therapy in home care, Funke Medical has demonstrated its expertise in terms of MDR twice over. The medical device producer's entire portfolio has adhered to the new regulations since 2017 – a purchasing advantage for retailers and customers of Funke Medical GmbH. When preparing for the new medical device regulation, customers benefited from the company's expertise in a free-of-charge online seminar.

The complete learning module of the new medical device regulation including the final certificate can still be accessed via the Funke Medical Academy digital learning platform – a real bonus especially for the medical supplies business. After the free training, specialist terms such as backtracking, UDI code, post-market surveillance or EU declaration of conformity are no longer foreign words. In addition, a practical check-list makes it easier to implement the new regulations in your daily work routine.



The items for review that the MDR requires from retailers include the following:

- Does the product bear a CE-mark?
- Has a declaration of conformity been issued for the product?
- Has the importer stated his name and address on the product, the packaging or a document?
- Has the importer not covered the manufacturer's markings with his additional(!) markings?
- Has the manufacturer assigned the UDI?
- Does the product seem to be in compliance with the statutory requirements?

...

If any of these conditions has not been met, the retailer may not put the product on sale and must inform the manufacturer, the importer and the EU representative as required.

Caution: Retailers can no longer blindly rely on manufacturers and importers. They should check carefully whether the manufacturers can present valid certificates, especially during the transitional period.

Funke Medical Academy

– specialist knowledge as free added value

Get ahead with advanced training. It is even **legally mandatory** for all professional groups in the healthcare sector – nationally and internationally. With so many benefits, the Funke Medical Academy is now among the top places to go for digital training programmes in the medical sector.

Awarded the **Health:Angel** for digital advanced training in the healthcare sector, a highly regarded communication prize, this medical technology company's free online academy offers various training courses at a superior educational level. Their content is state-of-the-art and is constantly updated. This makes it ideal for the annual re-certification of courses that have already been passed.

An update for more expertise

The convenient transfer of knowledge underlines the aspiration of Funke Medical GmbH for superior patient safety:

”

*“Whether it's nurses, doctors, orderlies or those in the medical supply business – anyone who works with our products must know and use them properly. Since we as manufacturers take responsibility for dealing with our medical devices properly and wish to rule out any user errors, we invest a lot of our energy and expertise in our E-Academy, which offers basic medical knowledge in addition to our product training courses. This is why we updated all our learning modules again in January. Because, as in every year, it is important to **refresh and expand our knowledge** and to renew the certificates“, says Andreas Funke.*

“

Both participants as well as employers appreciate the service of the E-Academy. Being able to learn anytime, anywhere and without a moderator, saves not only time and travel expenses. Advanced digital training is also proving to be an additional benefit in the ongoing pandemic. A characteristic feature of all the modules is the multimedia and systematically prepared learning material, which leads the participants to the certificate step by step.

“The particular advantage of the E-Academy is that everyone can determine their own learning pace themselves and thanks to the certificate, everyone is at the same level after that. This creates an ideal basis for a common understanding of work, which is very important in the often hectic routine on the nursing wards.”

Simone B.,
head of a
care facility
in Hamburg

Michael O.,
medical supplies
retailer in Ulm

“Due to the many legal regulations for medical devices, there are a whole number of things we have to consider. As such, the Academy provides great support because the knowledge has been prepared in an interactive, clear and understandable way. But also because the training content is always focused on the latest things happening in the healthcare sector. We only recently benefited from it because my team and I were able to take an online course to prepare for the changes due to the MDR in good time.”

“The E-Academy delivers impressive added value in the business to business package from Funke Medical GmbH. My customers not only receive high-quality products at a good price but also an attractive additional benefit that epitomises the company’s specialist knowledge and its particular idea of service.”

Agnes M.,
retailer for medical
care supplies
in Cologne

Film and video as visual quantum leaps

The Frenchman Louis Le Prince developed a film camera, with which he shot the first moving pictures in 1888, which deserve to be designated as film from today's perspective. This was the dawn of an era with some fascinating journeys into the world of film. Today, the type of media and their content are powerful forces that have an impact on communication, society, the economy and values. In the meantime, video has become the most popular medium for users. The rapid success of well-known video portals such as YouTube or TikTok is proof of this and sometimes even the starting point and inspiration for new digital developments that are still in their infancy.

Funke Medical has long relied on the variety of options in film and video and thus strikes a digital chord with its customers in the process. Because a product video is a valuable source of impetus both in sales and marketing as well as on social media channels. This is why Funke Medical GmbH will continue to develop its media skills more intensively in the future. Two new team members in the marketing department support the medical technology company's media arrangements as experts in image and sound – an ideal staff requirement in order to update existing films and to further expand this popular service with many new films.



Funke Medical
on YouTube



And ... action!

For many more product videos

For Patricia Funke, head of marketing and member of the executive board, films and videos have long been an integral part of a successful communications strategy:

”

“Our product videos have become indispensable these days, as they have established themselves as a valuable support in customer advice and sales. Above all the animation possibilities and three-dimensional presentation help to make our technical products that require some explanation with their material complexity and function easier to understand and to get our customers more familiar with them more quickly in this way – an exciting and creative task for our media designers, whose fantastic film projects can be viewed on our website.”

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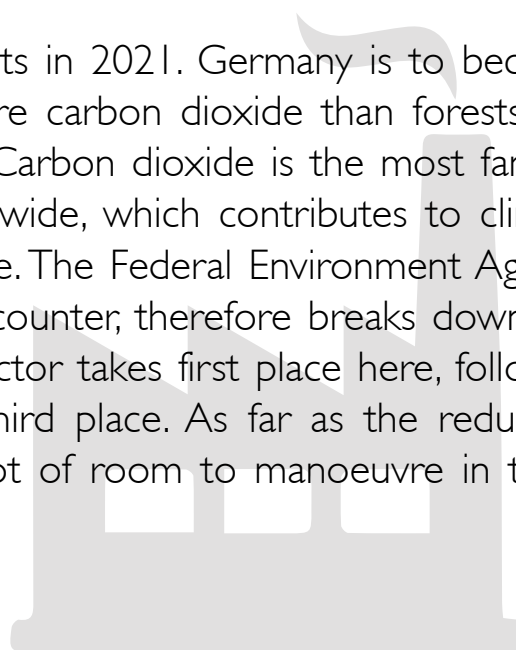
— GREENLINE® —

RESPONSIBLE CARE

The brand and mission in one

The federal government revised its climate targets in 2021. Germany is to become climate-neutral by 2045, i.e. by not emitting more carbon dioxide than forests can absorb or offsetting it against emissions trading. Carbon dioxide is the most familiar greenhouse gas that is released the most worldwide, which contributes to climate change – the savings potential is accordingly huge. The Federal Environment Agency (Umweltbundesamt), Germany's top greenhouse gas counter, therefore breaks down the CO₂ emissions in detail by sector. The energy sector takes first place here, followed by industry in second place and transport in third place. As far as the reduction in carbon dioxide is concerned, there is still a lot of room to manoeuvre in these sectors especially.

Source: Sources of emissions | Federal Environment Agency



As an industrial company producing exclusively in Germany, Funke Medical GmbH already makes an effective contribution to climate protection. Because it has long since focused on sustainable processes and products, especially with its mattresses in the GREENLINE® series.

GREENLINE® mattresses are made out of **ECOLAST®** foam. Despite its improved features, it emits about 22 per cent less CO₂ in production than conventional foam material.

Make your contribution
to CLIMATE PROTECTION!



Green across the board

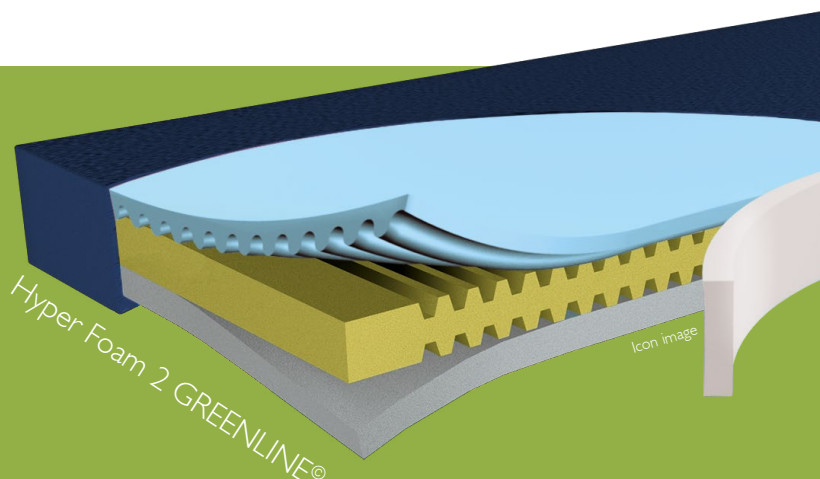
For even greater commitment to climate protection, the entire mattress range will be switched to GREENLINE® and therefore to ECOLAST® foams over the next two years. This environmentally friendly portfolio will therefore also meet the strongly growing interest of customers and consumers in sustainable products.

With the Hyper Foam 2 GREENLINE®, Hyper Foam PLUS GREENLINE®, MAXX 250 GREENLINE® and the Hyper AIR® hybrid models, decubitus therapy mattresses from our sustainable product line have been available in medical supply stores for the first time since 2021. Regardless of the model, customers of the CLINIC CARE and HOMECARE sectors will likewise benefit in future from the climate-friendly GREENLINE® series for the treatment and prevention of pressure sores.

Product benefits:

2 in 1 – economical & ecological

- In the usual top quality
- 7 years guarantee
- 7,2kg less CO₂ emissions per mattress
- Longer durability



In 2022, the plan is for at least **50,000 GREENLINE® mattresses** to roll off the production line in Raesfeld – which will save **350 tonnes of CO₂**.

corresponds to

More than 1,5 million km
in a mid-range vehicle

A daily trip from Hamburg to
Munich for more than seven years



GREENLINE® challenge

– an added contribution to climate protection

Giving something back to nature together – this is the promise behind the current GREENLINE® challenge of Funke Medical GmbH. The campaign kicked off in November 2021 with starter kits sent to customers in Germany and staff that contain seeds to plant and grow a spruce tree. The principle of the challenge is quite simple, but altogether very effective and it shows once again

that the medical device producer's wish for sustainability goes beyond the company's borders.

Together we can change the world

Together we can achieve a great deal – this should be enough of an incentive to create something really huge from many tiny seeds. The sustainability potential of this campaign is considerable. The more spruces that are planted, the more CO₂ can be tied up in the long term. To define it more precisely, the opportunity here is to plant about 1,600 young spruce trees – this corresponds to a forested area of four hectares. During their lifetime, the spruce trees together can tie up more than 4,000 tonnes of CO₂ – as much as a mid-range car emits if it goes around the earth almost 700 times.

It will be fascinating to follow the growth of these little plants under the hashtag **#greenlinechallenge** on



Join in!



To the video

#greenlinechallenge

Facebook, Instagram or LinkedIn. Which spruce grows faster and how many of the spruces can be replanted in natural settings after being successfully reared?

A good combination - health and climate protection

Hospitals are resource-intensive large-scale consumers. We support our customers on their way to sustainable hospital management. Every customer who acquires GREENLINE® products receives a certificate at the end of the year showing the amount of CO₂ saved that their purchase has resulted in.

Interview with the
managing directors

SUSTAINABILITY

— A MULTIDIMENSIONAL PERSPECTIVE



The issue of sustainability is booming. But where does a company's sustainability actually begin and where does it end?

In this interview, the managing directors of Funke Medical GmbH report on how they are effectively harmonising their business and climate-friendly objectives, why green solutions are important for the future and what preservation through change means for the company.

The interpretation of the term sustainability is becoming increasingly multifaceted. What does sustainability mean for Funke Medical GmbH?

Andreas Funke

For us, sustainability is more than just a trend that is aimed at supposedly changing consumer behaviour or as an image strategy. Since our company was established, we have done business sustainably in terms of taking long-term economic and social responsibility. As we pursue our climate goals, sustainability today is also an ongoing improvement process that is of

major importance both in as well as for our company and its individual departments. Because we are of the opinion that ecological restructuring only works as a global project that everyone takes part in. We are already making a valuable contribution to climate and environmental protection, which is relevant in securing our future business sustainability. Because sustainability criteria are becoming ever more important for our target group and thus more of a decisive factor for our business.



You're referring to the Green Hospital issue.

Helmut Wessels

Exactly.

The healthcare sector in Germany contributes about five per cent to our total emissions. Hospitals as such are among the resource-intensive large-scale consumers. A hospital bed, for example, is comparable to the energy requirements of a semi-detached house – including its production, usage and the ongoing running of the hospital.

Which is why the whole Green Hospital issue is of major importance for hospitals. For the purchasing and focus on an emissions-optimised supply chain, whether a medical device has been produced in a climate-friendly manner plays a major role.

With the decubitus therapy mattresses in our GREENLINE® series, we are very clearly servicing the strong growth in activity and demand for sustainable medical devices in the B2B business. Of course, this also applies to the home care sector. With the conversion of our entire mattress range to GREENLINE®, we are pushing ahead with our objective to support our customers on their way to improving their climate balance.

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“A hospital bed, for example, is comparable to the energy requirements of a semi-detached house [...]“



What is the technical secret of the climate-friendly GREENLINE® series?

Christian Maruhn

When developing the GREENLINE® series, we started with the foam raw material and the life cycle of the mattress. By using ECOLAST® foam, a special hybrid foam material, we save almost a quarter of the CO₂ in production compared with conventional foam materials – and we do so with improved durability and longer service life of the mattress, which also contributes to protecting the environment.

But when it comes to the climate and environmental protection, it is not just about how we produce our own products but also the packaging before and after production, the supply of raw materials and our general use of energy to save resources. In this value chain, we adopt a holistic approach.



How would you define that?

Andreas Funke

Sustainability is an integral part of our corporate DNA. In everything we do, we ask ourselves what contribution we can make as a company to operating more sustainably.

The initial starting point for this is a realistic analysis of our procedures in order to develop binding projects and individual measures from them, which we can then concentrate on. When it comes to improving our resource efficiency, not only will our portfolio become gradually more sustainable by using climate-friendly raw materials.

Our packaging management system is also very environmentally friendly. Because the sales packaging of our wheelchair cushions is made of recycled material. In addition, it has a positive effect on our CO₂ balance because we do not use emission-intensive polychrome offset printing.

We have also greatly optimised our use of foils, which means an ecological saving of six tonnes of foil material. This amount is the same size as nine football pitches. When it comes to reducing fossil fuels, we have covered 65% of our electricity needs with our own photovoltaic systems for the last ten years. This saves about 130 tonnes of CO₂ every year.

Finally, our production is set up very efficiently, as we are closely networked here in Raesfeld and produce at three locations close by, so the internal logistics are basically emission-free.

All these effective measures improve the ecological footprint of our business.



Many companies wish to become climate-neutral. But they often ignore the supply chains, even though the CO₂ emissions are not generated initially in the factory. You have adopted a holistic focus – in what way?

Christian Maruhn

We are continuing with our approach of consistently pursuing the issue of sustainability and integrating it wherever possible in our supply chain. Which is why, for example, we order raw materials exclusively from producers in Germany and Europe – short distances simply ensure lower emissions. And when working with our partners, we insist on fully loaded lorries and minimised protective packaging with our deliveries.

Beyond the essential ecological aspects, as sustainability is understood today, it also includes an economic and social component.

Patricia Funke

For us, sustainable action and business success not only belong together but are mutually dependent. We have therefore created a win-win situation, especially with our portfolio, which helps others and ourselves to make a contribution to climate protection. This also constitutes our pioneering role in the field of sustainably produced resources for decubitus patients, which we enhance with our authentic communication and supplementary services. These also include, for example, the recently launched GREENLINE® challenge as a reforestation project or our free online academy. An additional advantage of this digital advanced training programme for healthcare employees is that it saves both costs as well as CO₂ emissions by obviating the need to travel to a seminar.

We believe doing business in a sustainable and responsible manner also means positioning our company securely in the market, remaining competitive in the future and continuing to live up to our social role as a reliable and attractive employer. In addition to focusing further on the environment, two aspects are crucial here. First of all, the preservation of our corporate culture, which is based on mutual respect, fair working conditions and wages as well as binding ethical principles, and secondly our

entrepreneurial far-sightedness. What we mean here is the strategic development from the perspective of preserving our company as well as safeguarding jobs in Germany.

You recently laid some important foundations here.

Andreas Funke

We did. Getting a financially strong partner such as Harald Quandt Industriebeteiligungen on board was an important step for us as a family-owned company.

*Because our future strategy will be supported by a long-term partnership and a global industrial and corporate network in the background. We aim to grow disproportionately in the coming years. The detailed measures of this ambitious course of development mean first of all significantly increasing our market share in the hospital sector and expanding further internationally. Secondly, by purchasing manufacturers of complementary products such as nursing care beds or patient lifters, we are planning to combine these companies as well as Funke Medical GmbH in a holding company, the **Medical Equipment Group**, and therefore serve customers with all these products from one source. I am looking forward to this exciting task with the aim of continuing our success story – not only in ecological terms.*

The healthcare sector offers enormous potential for this. Medical needs will increase due to demographic change alone. Plus, the lack of skilled workers in nursing care requires innovative solutions to provide patients with optimum care. In addition, what we refer to as sustainable criteria such as sustainable procurement and responsible supply chains will become increasingly important for hospitals as the legislator has already given greater emphasis to this issue. Our portfolio is already very well set up for this and is impressing our customers in several ways – in terms of price, function, quality and sustainability.

Sales volume increased
tenfold
in 16 years



From one location we now have
three locations



From 13 employees to almost
100 employees



From national to
global distribution
in 34 countries



Medical top quality for maximum patient comfort



Everyone knows: Restful sleep is essential for the body and soul. What is true for healthy people is even more important for the sick or elderly. This is where special medical mattresses help to protect bed-ridden patients from pressure sores, to accelerate recovery processes and increase their quality of life.

For years, Funke Medical GmbH has been proving its superior medical tech expertise in the field of decubitus therapy and prophylaxis – both in the CLINIC CARE as well as HOMECARE business sectors. Today, our mid-sized company based in Raesfeld is one of the most sought-after providers of medical bedding, seating and storage systems and is the market leader with its range in various countries.



Experts in efficient and sustainable hospital equipment

Funke Medical is the industry representative of top quality, innovative products and fair prices. The company relies on its own product development and manufacturing with highly qualified staff, the very latest machinery and materials. Proprietary developed foam formulations and technologies form the basis for an extensive portfolio that is tailored to a very wide variety of patient needs and disorders.



Green solutions for hospital purchasing

CLINIC REFERENCES

Klinikum Westmünsterland

St. Antonius-Hospital
Gronau GmbH

KKRN Katholisches Klinikum
Ruhrgebiet Nord GmbH

Anyone who also focuses especially on sustainable purchasing can definitely improve the ecological balance of their health facility with the **GREENLINE®** product series:

All the mattresses are available in climate-friendly versions.



Go to klinikmatratze.de where buyers can refer to a detailed overview of the product range and the company's special benefits:

Funke Medical is also distinguished by its special **services** and added value for its business partners:

- **Lots of experience** in the nursing home and hospital market
- **High-quality decubitus therapy mattresses** at reasonable prices and leasing offers
- **1,300 satisfied customers** in Germany and represented in 34 countries **worldwide**
- Decubitus therapy mattresses with **evacuation function**
- **Secure and fast delivery** due to production in Germany
- **System supplier** to well-known hospital buying syndicates
- **MDR-compliant products** guarantee legal certainty and traceability
- **Intelligent products** help you save costs
- Capable medical and technical **advice** from qualified employees
- **Free training opportunities**



Previous Magazines:



2020



2019



2018

The publisher and body responsible for the content is the managing board of Funke Medical GmbH.