



medilas Partner Information

Geroldswil 20/9/2016

Dear Partner,

medilas ag seals a partnership agreement with the Vision Ophthalmology Group

medilas ag is to become the Swiss partner of the pan-European ophthalmology group "Vision Ophthalmology Group" ("VOG") and is entering into a strategic partnership with it.

VOG is Europe's largest independent full-range supplier of ophthalmic products for surgery and diagnostics.

The current co-owner and managing director of medilas ag, Markus Gössi, and the medilas management team (Martin Haller and Markus Kleger) are members of VOG. Together with the expanded medilas management team (Men Bazzell and Ayhan Güzelgün), the Swiss company will be driven forward strategically and operatively. This will ensure continuity in the cooperation between staff, customers and suppliers.

A "win-win situation" for our customers, suppliers and medilas ag

- As our valued customer, we want you to continue getting the most from our full customer support, service offerings, expertise and optimisation potentials.
- In this globalised world with its many challenges in supplier management and regulatory affairs, medilas ag will rely on a strong partner to ensure it can provide you with optimum conditions and services.
- We place a lot of value on our long-standing and excellent supplier relationships in Switzerland, which we will continue to nurture and expand.
- The national organisations enhance each other well with additional products and services. Together, we can intensify our sales activity with our suppliers and create exciting opportunities for our business partners.
- Through us, you will gain access to global manufacturers and suppliers in Europe, the USA and Asia.
- This strategic partnership will open the door to "Best practice sharing and implementing" in the areas of organisation, processes and infrastructure, and therefore make us a more attractive employer for our staff.
- Together with VOG, we can create new growth potentials and develop our business model further in a sustainable and successful manner.

Strengthened we head into the future.

"It makes me very proud that medilas ag can take this forward-looking step. I thank everyone who has helped over the years to make medilas ag what it is today." Joe Gössi (company founder)

"I am delighted and also relieved that the future, with all its challenges, is now certain with a strong partner. Now we can focus on our strengths, as the succession of our SME is assured. We will stay the way we are and look forward to the future and our joint success." Markus Gössi (managing director of medilas ag)

"This partnership enables us to secure jobs in the long-term. Despite the increased cost pressures through parallel imports and cost-saving measures in the healthcare sector, we will remain marketable. This way we are fit for the future: for you our customers and for our suppliers." Martin Haller

Our "we care for you" motto also applies to our medilas partners. This partnership won't change anything for the individual stakeholder. We will remain an independently run company with a new roof over its head. We can only benefit from these international contacts and they will make us ready for embracing new challenges." Markus Kleger

medilas ag - Your **competent partner for complete solutions** of the highest level of professionalism. That will also apply in future and we are counting on you.



Markus Gössi



Markus Kleger



Martin Haller

About medilas ag

medilas ag is a service provider partner for ophthalmology and it supplies ophthalmologists with a comprehensive range of products for use in surgery and diagnostics. In addition to state-of-the-art implants, the product range also includes medical devices for the operating theatre, medical practices and clinics. Founded in 1982, medilas ag is now the leading independent service provider for the ophthalmology market in Switzerland. Central to its success are the comprehensive range of high quality, innovative products and the ongoing close communication, specialist expertise and high level of service quality offered to ophthalmologists and users. For more information, visit medilas.ch