

Medical Equipment Group (MEG) continues to expand under new management

Raesfeld, 1st December 2024 - The [Medical Equipment Group](#) (MEG), an innovative European specialist in pressure ulcer prophylaxis and therapy technology, has a new leadership as of December 1st, 2024. Dr. Ramona König assumes the role of CEO and Managing Director. She is joined by another new Managing Director, Fernando Manuel Varela-Castano, who has been CFO of MEG since July 2024. Their aim is to continue and expand the successful organic and inorganic growth of the previous managing directors, Andreas and Patricia Funke. The new leadership is supported by Helmut Wessels, Managing Director Sales, and Christian Maruhn, Managing Director Operations, at the Funke Medical subsidiary, as well as Wilfried and Simone Grimberg, jointly responsible for the operational business at the DERON subsidiary.

In 2005, Andreas Funke took over [Funke Medical](#), which is MEG's anchor investment, from his father. In the years that followed, he succeeded in developing and expanding the company into a production operation with full vertical integration - supported by Helmut Wessels since 2010 and his wife Patricia Funke since 2012. Funke Medical specializes in high-quality medical reclining, sitting, and positioning systems for hospitals, care facilities and home care. With its products, the company became the market leader for home care in German-speaking countries and expanded into other European and non-European countries. Following the acquisition of the majority shareholding in Funke Medical (indirectly via MEG) by Harald Quandt Industriebeteiligungen (HQIB), Mr. and Mrs. Funke also took over the management of MEG with the clear joint idea of successively initiating the operational succession. This handover has now been successfully completed.

The new CEO, Dr. König, studied physics and holds a doctorate in physical chemistry. She began her career at Fresenius Medical Care as an Engineering Project Manager. This was followed by positions of increasing responsibility in management roles at the B Braun Group, Rottendorf Pharma and Advanced Medical Balloons, where she was most recently COO. In leading roles, she participated in numerous healthcare product developments, from pharmaceuticals and medical devices to medical software. She is therefore ideally qualified for her role as the new CEO of MEG.

So is Mr. Varela-Castano, who holds a degree in business informatics with a focus on business consulting. He worked for Ernst & Young, DMS Dynamic Microsystems Semiconductor Equipment GmbH, Brooks CCS, WAGO and EOL End of Line Packaging Experts during his career, rising from commercial manager to Group Director Finance/CFO. Since this summer, he has been CFO and authorized signatory of Funke Medical and MEG. With his proven expertise in the financial management of international companies and his many years of experience in successfully working at PE backed companies, he is a valuable asset to MEG.

As part of their succession, the two have now taken over the management of the company. They intend to continue the successful expansion strategy that Mr. and Mrs. Funke have initiated together with the entire management team in recent years. In 2023, MEG and HQIB succeeded in acquiring all shares in [DERON](#), the Dutch market leader for pressure ulcer prophylaxis and therapy technology in the care sector. The founders of DERON, Simone and Wilfried Grimberg, acquired a stake in MEG as part of this transaction. The takeover resulted in numerous lucrative synergies – in terms of market access, technological exchange, and production processes. The acquisition also expanded the product portfolio to include care beds, circular products, software-based solutions, and ‘smart’ mattresses. Dr König and HQIB agree that MEG's inorganic expansion course should continue in the future.

A decision that Mr. Funke fully agrees with: *‘For nineteen years, I built and expanded the Funke Medical company at the Raesfeld site. With the support of my wife and the rest of the management team, we have become one of the leading companies in our segment in German-speaking countries. I still see a lot of growth potential - in the DACH region, in Europe and beyond. I am therefore certain that our success of recent years will continue with Dr. König and Mr. Varela-Castano.’*

A key objective of the new management team will be to ensure that Funke Medical and DERON continue to grow together. Organic growth is another key objective. For example, by adding new OEM partners and expanding sales both within and outside Europe. Dr. König expects a lot of growth potential from the US market, among others. Also, the company's own product range is to be further strengthened through technological innovations – digitalization and recycling are just two of the keywords here – in order to continuously improve the quality of care for patients, while at the same time relieving the burden on nursing staff and making a sustainable ecological contribution.

Dr. König is certain: 'From my many years of work experience, I know one thing for sure: care is exhausting, commercial nursing staff are stretched to the limit and private nursing staff are often overstretched. What is needed are high-quality products that not only improve the everyday lives of those in need of care but can also relieve the burden on caregivers. And this is exactly where we become relevant. It is our clear goal to further expand MEG's innovative strength. We already have highly innovative digital care products in our program, such as our sensor-equipped mattresses, which, in conjunction with our software solution, significantly reduce the amount of care required per patient. Mr. Varela-Castano and I will do our utmost to continue the successful trajectory – together with Simone and Wilfried Grimberg as well as Helmut Wessels and Christian Maruhn – and further expand MEG's technological leadership.'