



## **PRESS RELEASE**

### **Kulzer sells cara central production**

#### **Customers are accompanied during the transition**

**Hanau/02.09.2019. Despite its market leadership in Germany, Kulzer decided to withdraw from the milling service business by the end of 2019. Kulzer will sell the production center in Hanau as of January 1, 2020 to the newly founded company i-ProDens. Customers of the cara central production in Northern Europe will be served by Forstec in Sweden.**

In 2008 Kulzer opened the cara production centre in Hanau and since, has continuously expanded the portfolio of materials and indications. Since 2014, Kulzer's central production facility has been the number one milling service in Germany. Although Kulzer maintains its leading position to this day, the company is strategically responding to the market trend, which is moving away from large industrial milling service facilities to small flexible milling service providers or directly to laboratory production. "On the one hand, our decision acknowledges that as an industrial company we cannot offer the proximity of smaller suppliers. On the other hand, lower cost structures of smaller milling centers form the basis for profitable growth that a company the size of Kulzer cannot reasonably keep up with," explains Marc Berendes, CEO Kulzer.

#### **Strong partners to take over the central production segment**

From a management buy-out founded company i-ProDens will take over the central production in Germany with all employees of the production center on January 1, 2020. i-ProDens will continue to offer Zirconia, CoCr- SLM, Milled CoCr and the I-products with the I-Bridge, I-BridgeX, I-Bar and I-Butment. In addition, dental technicians will in future be able to order digitally designed Co-Cr partial dentures, occlusal splints and removable dentures in secondary technology from i-ProDens. In addition, i-ProDens will assume existing warranties and guarantee cases. "Customers of the production center can count on the same manufacturing spectrum, at the same location with the same quality", says Yohannes Woldegergis, Managing Director of i-ProDens.



Forstec will be the strong partner in the Nordic Region to take over the central production business. Located in Malmö, Sweden, with inhouse Open Mill milling center Forstec provides milling and laser sinter service focused on crown & bridge. “The Kulzer central milling products fit well with Forstec portfolio”, explains Magnus Martinsson, CEO of Forstec. “Especially the Kulzer I-products are of very high interest for us and will complement our offerings. We will acquire the knowledge, software and machines to make sure that we will deliver the same high quality to our customers.”

In addition to their own portfolio, Forstec will strengthen their implant portfolio with the implant prosthetics products I-Bridge, I-BridgeX in both versions with angulated screw channels and regular and I-Butment.

“Striving to find the best solution for our customers, we are very pleased to have found this solution for our strong customer base in Europe. Both companies will be able to provide the quality standards our customers are expecting”, states Kulzer-CEO Marc Berendes.

Both companies will provide warranty obligations for the different geographies: Forstec will assume existing warranties and guarantee cases from Kulzer GmbH for Norway, Sweden, Denmark, Finland, Lithuania, Latvia and Estonia. i-ProDens will assume existing cases in the remaining countries.

### **Kulzer remains partner of laboratory and practice**

Customers of the central production service have already been informed about the changes. The company advises and accompanies its customers during the transition. Marc Berendes, emphasizes: "We remain partners of laboratories and dental practices; analogue and digital. As the market leader in dental technology, dental laboratories can rely on our classic analogue prosthetic solutions as well as on our digital solutions specifically designed for laboratories and dental practices.



## **Kulzer GmbH**

As one of the world's leading dental companies, Kulzer has been a reliable partner for all dental professionals for more than 80 years. Whether aesthetic or digital dentistry, tooth preservation, prosthetics or periodontology, Kulzer stands for trusted and innovative dental products. With optimal solutions and services, Kulzer aims to support its customers in restoring their patients' oral health in a safe, simple and efficient way. For this purpose, 1500 employees work in 26 locations in the fields of research, manufacturing and marketing.

Kulzer is part of the Mitsui Chemicals Group. The Japanese Mitsui Chemicals Inc. (MCI) based in Tokyo owns 131 affiliates with more than 17,200 employees in 27 countries. Its innovative and functional chemical products are as much in demand in the automotive, electronics and packaging industries as in environmental protection and healthcare.

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