



## Short profile of Deutsche Radiologienetz AG/Curagita, a buy & build in German outpatient radiology

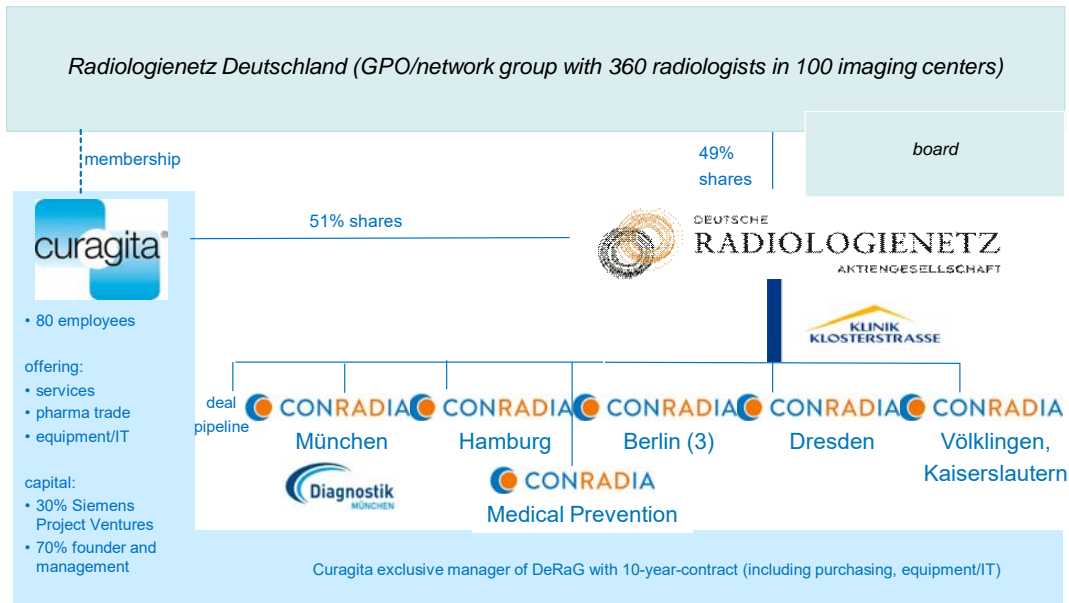
*by Dr. Johannes Schmidt-Tophoff, founder, majority owner and CEO of Curagita Holding GmbH, Deutsche Radiologienetz AG, Ringstr. 19b, D-69115 Heidelberg (Germany), Tel: +49-6221-5025-100, Fax: -200, [jst@curagita.com](mailto:jst@curagita.com), 01.09.2020*

Founded in 1999, **Curagita Holding GmbH** ([curagita.com](http://curagita.com)) has developed to a **market leading radiology services and group purchasing company** in Germany with 80 employees and revenues of 34 Mio. €. 70% of the shares are owned by the founder and employees and 30% by Siemens Project Ventures GmbH. Working closely with private radiologists („cura et agita“), Curagita provides all kind of services to imaging centers including the management of Germany’s leading network of 360 independent private radiologists in 100 centers and 70 outsourced hospital departments ([radiologienetz.de](http://radiologienetz.de); 15% market share). Curagita’s services include the trading or group purchasing of contrast media, consumables, equipment (MRI, CT) and IT as well as consulting relating to inpatient radiology.

Curagita’s main activity is the management of its 51%-owned imaging company Deutsche Radiologienetz AG (DeRaG; [der.ag](http://der.ag)) under an all-inclusive, long term and exclusive contract. Under the brand name „Conradia“, **DeRaG operates 30 outpatient imaging centers across Germany** (i.e. Hamburg, München, Berlin) with 400 employees (including 70 doctors) and 50 MRI/CT caring for more than 500.000 patients per year and generating revenues of 45 Mio. €. 49% of DeRaG’s equity is owned by 141 private as well as DeRaG-employed radiologists, 51% by Curagita. DeRaG started 2014 by taking over two large centers in Hamburg and Munich, that have been restructured and enlarged by newly acquired centers and by the medical prevention business ([mpch.de](http://mpch.de)) since then. In conformity with the German law for private medicine (MVZ § 95 SGB V), all outpatient centers are owned by our regulatory vehicle, a wholly-owned small hospital with 10 gynaecology beds ([klinik-klosterstrasse.de](http://klinik-klosterstrasse.de)).



## Cooperative company structure



## Example: Imaging network Hamburg

**HH-Bergedorf Holstenstraße**  
(center, headquarter)

**Center Weidenbaumsweg**

**ipio hospital Dannenberg**

**Johanniter hospital Geesthacht**

**Tabea-KH Blankenese**

**Health Center Harburg**

**CONRADIA**

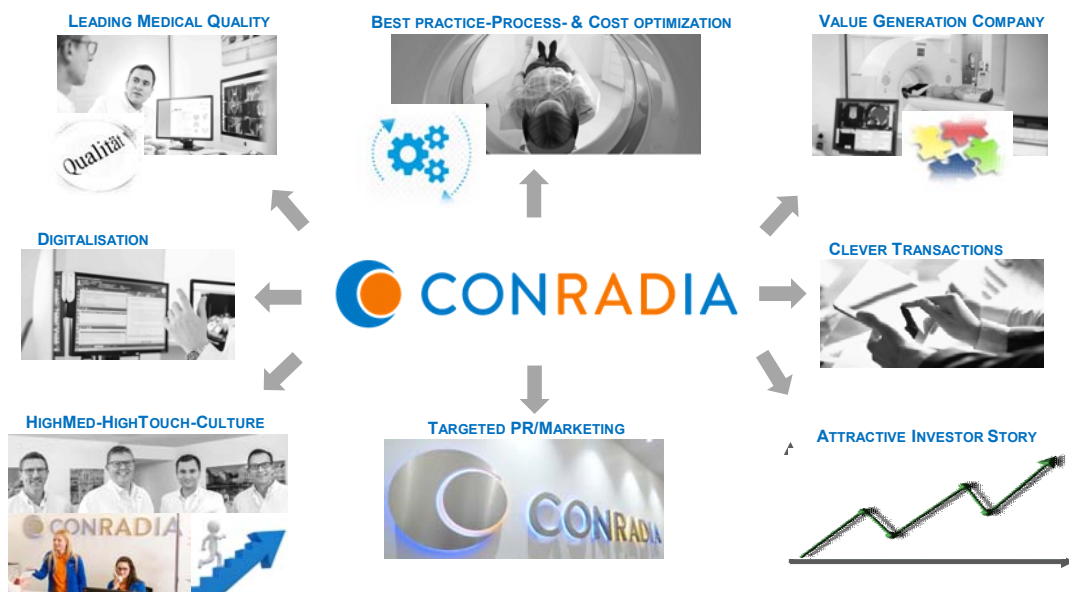
Chief doctors: Prof. Marc Kalinowski, Dr. Jens Knüppelholz, Prof. Matthias Röthke | Prof. Bamberger

<b>Licenses</b>	17,5
Radiology	12,5
Nuclear Medicine	5
<b>Employees</b>	137
Physicians	20+5 MPCH
Staff	112
<b>Medical Equipment</b>	
MRI	10x incl 3T, Vida
CT	8x incl. 128 slice
X-ray	9x
Mammography	5x
Fluoroscopy	3x
Gamma camera	3x
Sonography	6x

The **German outpatient radiology market** represents half of the total radiology budget and has a volume of 3 billion €, spread over 750 centers that are at the same time serving half of the 800 German

radiology departments under various outsourcing agreements. Half of the 8.000 German radiologists work in the private sector in 1.000 centers with one half being independant owners and the other half employed. **DeRaG has been growing to # 3 in the German market and is well positioned to become market leader** with its potent deal pipeline. DeRaG is a scalable platform with a sustainable structure that operates across the country under a top quality brand name with a doctor-minded concept and synergistic shared services. To turn growth into value, management is leveraging all aspects of best-practice radiology management in close cooperation with high-calibre radiologists:

## Foster center, shared service, company



Curagita is managed by an internationally **experienced and entrepreneurial team** with Dr. Michael Kreft, Mr. Andreas Weissenberg, VP International, and Dr. Johannes Schmidt-Tophoff, who holds degrees in business administration in Germany and France and worked 5 years as a consultant with Arthur D. Little in Germany and Moscow and 3 years as EMEA director of M&A/BD with GE Medical.

Our unique experience could be used in other countries offering 5 strengths:

- Internationally experienced management with proven references in workflow optimization and privatization...together with leading German radiologists, twinned with local partners
- Profound radiology services experience in all aspects of financially successful in- and outpatient radiology as radiologists, consultants, managers or investors ...service-minded regarding referring doctors, patients, employees, motivating for highmed and hightouch quality culture
- Doctor-minded, cooperative approach that enables trustworthy partnerships drawing on 360 radiologists (300 MRI/CT) of our network...teleradiology, CME
- Integrated solutions involving medicine, admin, personnel, equipment, IT, consumables and capital resources...independant but industry partnerships
- Substantial experience in managing teleradiology networks for emergency, expert consulting and workload optimization (EU project, Germany)