

RESPECTA



Helsinki  
May 3rd, 2010

**Dear clients and partners,**

**Respecta has acquired Inva-apuväline Ltd. (Invita) business and its shares on April 28<sup>th</sup>, 2010. By merging the two companies, we are able to offer our clients an even more versatile assistive device product and service line. This will open up new opportunities also for Invita's suppliers through Respecta's sales networks that cover the whole of Finland.**

Respecta's and Invita's shared goal in the health and well being sector makes the merger natural. We wish to offer our clients the best possible product and service selection and develop the whole assistive device sector as a part of the Finnish healthcare system.

Invita's founder and previous owner Invalidiliitto's mission is to maintain and offer services that would not be offered otherwise to physically disabled. Respecta's knowhow, service line and network cover Invalidiliitto's members' needs as well as Invita's customers' needs. Interesting opportunities also lay ahead for Invita's partners. Respecta is a forerunner in the field and the most significant operator with 37 percent market share in assistive devices for medical rehabilitation. Invita is also one of the biggest operators in Finland.

The trade will not affect Invita's supply or customer contracts. After the trade Invita will continue as Respecta's subsidiary. **Tapani Vuorinen** has been appointed Invita's new Managing Director. Vuorinen is in charge of Respecta's product management and will also continue in that role. **Juha Kotikangas**, who has been Invita's Managing Director, will continue in Invita's board. Respecta's Customer Director **Sasu Leskelä** and Managing Director **Veli-Pekka Cajan** have also been invited to the board.

Our goal is to further deepen and develop our client and partner relations. It is important that there is a strong assistive device operator in Finland that knows healthcare and understands customers' needs. With this knowhow, broad network and service line we have the best ability to meet the future's extending challenges.

**Best Regards,**

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*Respecta produces individual, studied services that are based on assistive devices. The services' goal is to improve person's independence, quality of life and living environment. Respecta's assistive device clinics serve in eight locations in Finland. Respecta has 200 employees and its turnover in 2009 was 26 million euros. Respecta is owned by Invalidisäätiö (70%) and Terveysrahasto (30%). [www.respecta.fi](http://www.respecta.fi)*

*Inva-apuväline is an assistive device company founded by Invalidiliitto. The company is known by the name Invita. The company sells and imports assistive devices to aid moving, living and every day life. Invita's turnover in 2009 was 3,5 million euros and the company has 15 employees. [www.invita.fi](http://www.invita.fi)*