

PRESS RELEASE

Innovative Medical Technology

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Weinmann home care technology customizes an extensive range of therapeutic devices

Hamburg – Sleep apnea, Chronic Obstructive Pulmonary Disease (COPD), certain nerve and muscular ailments, pulmonary emphysema, thoracic deformities and pulmonary fibrosis can be accompanied by severe respiratory disorders. These problems are often treated with special therapeutic devices like those developed and marketed by the Hamburg-based medical technology firm Weinmann.

It is estimated that up to four million people in Germany alone suffer from Sleep-Related Breathing Disorders (SRBD) such as obstructive sleep apnea, three to five million have COPD and thousands more are affected by illnesses such as cystic fibrosis, pulmonary emphysema or thoracic deformities. In many cases the trend is increasing. According to estimates of the World Health Organization, COPD could be the third leading cause of death worldwide by the year 2020.

Serious diseases – high-quality therapeutic solutions

"The figures show that these diseases are to be taken seriously," said Marc Griefahn, Weinmann owner and management spokesman. "Our company has been committed for decades to the development of special devices for the treatment of these ailments. "It was back in 1950 that Weinmann first introduced an oxygen inhalation device to the market. With the establishment of the "Homecare" unit in 1980, the areas of sleep medicine and home ventilation gained more significance at Weinmann. Today Weinmann offers an extensive product portfolio featuring high-quality devices for sleep diagnostics in a sleep lab, sleep therapy, home ventilation and oxygen medicine. Thus Weinmann provides complete respiratory care for the patient and therapeutic solutions for a variety of illnesses.

In-house Research & Development guarantee innovation

In its own Research & Development department, which employs some 20% of the total staff of 500 worldwide, the company develops top-quality diagnostic and therapeutic devices for Sleep-Related Breathing Disorders such as obstructive and central sleep apnea. In sleep diagnostics, for example, devices can be used at home or in a sleep lab, like the polysomnographic device SOMNOcheck 2 R&K and the sleep lab software ARTISANA. In sleep therapy Weinmann offers devices such as SOMNObalance, an auto-CPAP device which uses Weinmann-developed OPP (Obstructive Pressure Peak) technology to reliably distinguish be-

tween obstructive and central sleep apnea. With the innovative SOMNOvent CR, launched by Weinmann in summer 2007, it is now possible to provide customized and effective therapy to patients who suffer from heart failure and consequently from Cheyne-Stokes breathing, which may be accompanied by obstructive sleep apnea.

Intelligent solutions for home mechanical ventilation

In home mechanical ventilation support is provided to patients with respiratory insufficiency caused, for example, by an overloading of the respiratory muscles. Significant unloading of the respiratory function is effected by therapy and patients experience improvement in both quality of life and life expectancy. In this area Weinmann offers VENTI*logic*, the first "intelligent" home ventilator that adjusts to the patient's anticipated breathing pattern and thus increases therapy compliance. Many patients, both users and non-users of home ventilation, need additional oxygen, which must be administered for at least 16 hours per day. For this purpose the Weinmann product line includes oxygen concentrators like OXYMAT 3, which filters oxygen from the ambient air and delivers highly-concentrated oxygen to the patient. The medical technology company also develops oxygen conserving systems (OXYTRON 4), which allow ambulatory patients to leave home with a small oxygen cylinder that ensures an uninterrupted adequate supply of oxygen.

Innovative ventilation masks improve compliance

A crucial criterion for patient compliance is the so-called "patient interface", the ventilation mask, which joins the patient to the therapy device. Poorly fitting or leaky masks are the leading causes for discontinuing therapy. That's why Weinmann has developed its JOYCE mask family, an entire series of comfortable and easy-to-use masks, which also have an exceptional fit due to special processing. A completely new addition is the JOYCE Gel mask, available as a nasal or full-face model. Wearing comfort is unmatched. The gel cushion ensures that the mask fits every face.

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