

# PRESS RELEASE

## Personnel Announcement

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### Marco Longo takes over management of Weinmann's subsidiary and holding company in Switzerland

**Hamburg** – Since 1 March the business school graduate Marco Longo, 42, has been leading the businesses of G. Weinmann AG and Weinmann medical technology GmbH in Neuenhof near Zurich for the Hamburg-based Weinmann medical technology group. "In Mr. Longo we have gained an experienced expert in corporate planning and steering for our international expansion strategy," said Marc Griefahn, owner and management spokesman at Weinmann. "We hope this addition will inject considerable stimulus into our businesses in the markets that are so important to us in Switzerland and beyond."

#### Experience in Business Consulting and Management

Mr. Longo began his career at Mercedes-Benz AG, where he was a member of the future managers group. As a corporate officer at Arthur Andersen in Service Lines Assurance, Transaction Support and Business Consulting, he managed projects at Siemens TS and Airbus in Toulouse and at several other medium-sized companies. In addition, he was the managing director of the B.O.C. big box and mail order company for several years, during which time the number of branch offices grew from 10 to 21. A native of Berlin, Mr. Longo studied business administration at the University of Würzburg and was a member of the national fencing team.

#### New Strategy for Switzerland

He has big plans for his work at Weinmann. "The high quality of our system solutions is the foundation for our continued growth in Switzerland," said Mr. Longo. "The 134-year-old brand Weinmann offers unique selling propositions, whose opportunities we want to exploit for the benefit of our customers. We also see great potential for extraordinary synergy in the combination of outstanding long-term Swiss competence in pulmonary health care and Weinmann's strengths in innovation."

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## Background: Weinmann

Weinmann Geräte für Medizin GmbH + Co. KG concentrates on its product lines Homecare, Emergency and Diagnostics. In these areas the Hamburg-based family business offers diagnostic, therapeutic and also life-saving devices and system solutions of the highest quality. Today it is in the hands of the Griefahn and Feldhahn families and its headquarters have been located in Hamburg-Stellingen since 1977.

Today the company has about 500 employees. With more than 100 patent families and 90 trademarks, Weinmann is among the leading providers of medical devices for home care, diagnostics and emergency medicine in Germany. Sales in 2006 were 63.2 million Euros. Weinmann's Production, Logistics and Service Center was established in Henstedt-Ulzburg close to Hamburg in 2006. Weinmann does business in more than 50 countries and operates branch offices in France, Switzerland, Thailand, China, Australia, New Zealand and Venezuela.

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