

PRESS RELEASE

Weinmann wins award in "The Best Factory" competition

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Second Place for Innovation Model and Strategy at Medical Technology Company in Hamburg

Hamburg – The Hamburg medical technology company Weinmann has been awarded one of the top spots in this year's industrial excellence award "The Best Factory". Just behind first place automobile manufacturer BMW, Weinmann shared second place honors with a Siemens production facility. This competition, which has been held 12 times in Germany, takes into consideration all the categories that make a factory good. A jury of business experts examines the company's business model, strategic implementation, mastery of the value chain and customer involvement.

"Our strategic orientation and our Continuous Process Improvement in particular were highly evaluated," said Gunnar Schmidt, manager of Supply Chain Management at Weinmann. "Our 'InnoChamp' model, which we developed a few years ago in order to remain competitive in international markets, is based on the commitment and involvement of all employees in updating and streamlining processes throughout our factory." The jurors gave high marks for the apparent success of this approach. Weinmann received an outstanding appraisal for its business model and its implementation in corporate strategy, the value chain, product and process development, service and customer interaction plus continuous improvement and employee involvement.

On the right path into the future

"We're very proud of this award," said Schmidt. "It's a special form of recognition for all our employees and it shows that we're headed in the right direction. We see it as an incentive to continue working toward improvement in the coming years and to secure Weinmann's future in the international market." Prizes were awarded by the management school Insead in Fontainebleau and WHU Otto Beisheim School of Management in Vallendar together with *Wirtschaftswoche* and the French trade journal *L'Usine Nouvelle*.

(1922 characters)

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 Russia.

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