

PRESS RELEASE

Successful Fiscal Year in 2007

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Weinmann: Growth through international expansion and innovation

Hamburg – With revenue of 65.5 million Euros, net output of 69 million Euros and revenue growth of approximately 10% in 2007, the Hamburg-based medical technology company Weinmann is looking ahead with confidence. The export business also grew from almost 30% in 2006 to more than 32% in 2007. "Last year we put everything into our international expansion and the launch of several innovative products," said Marc Griefahn, managing partner and management spokesman at Weinmann. "This strategy has begun to bear fruit."

Weinmann opened a subsidiary in Hamburg's partner city of Shanghai in 2007 and escalated activities in Russia and other GUS countries. St. Petersburg is the site of the newly founded subsidiary that supplements and expands the work formerly handled by the representative office in Moscow.

Many new products from successful innovation management

With a series of market launches of innovative products, Weinmann once again positioned itself in 2007 as a provider of high-quality devices and system solutions in the areas of homecare, emergency and diagnostics. Among other things, the company launched new devices for home mechanical ventilation, sleep therapy and sleep diagnostics in sleep labs. "That so many new products were ready for the market in 2007 is to the credit of the strategic new product initiative that we started in 2006," said Griefahn. "We set up an environment to promote creativity and equipped our Research & Development accordingly." These days nearly 20% of Weinmann employees around the world work in Research & Development.

Prize winner in "Land of Ideas" and "Industrial Excellence Award"

Weinmann was honored last year for its great innovation potential and its growth initiative known as "InnoChamp" as a Landmark 2007 in Land of Ideas. In his speech at the award presentation in December 2007, Hamburg Senator of Science Jörg Dräger emphasized that Weinmann, thanks to its prize-winning innovation management, had been able to drive forward its product development and process optimization within a very short time. In the Industrial Excellence Award competition, which has taken place 12 times in Germany, Weinmann shared second place with a Siemens factory, right behind BMW. The company was commended for its innovation model and its strategy.

Strong international presence

Weinmann is now represented in 55 countries worldwide, with subsidiaries in Australia, New Zealand, Thailand, China, Russia, France and Switzerland and in cooperative efforts with partner companies in other countries.

Steady growth of workforce

Not only revenue and export numbers developed positively in 2007, but the number of employees, both at home and abroad, also climbed. Eighty new staff members joined Weinmann in 2007, bringing the total to approximately 500. Roughly 100 employees work in Weinmann's Research & Development at Hamburg headquarters and in the subsidiaries MCC in Karlsruhe and Corscience in Erlangen. At the foreign subsidiaries the workforce numbers 100. Weinmann is pursuing ambitious goals. Revenue should exceed 75 million Euros in 2008 and exports should increase to 40%.

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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 homecare, diagnostics and emergency medicine in Germany. Sales in 2007 were 65.5 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 and New Zealand.

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