



Business Profile 2009
HARTMANN GROUP



Our Mission

We help people to manage health more easily and effectively. Professionally and privately. Through passion, partnership, and professionalism.

Our Product Ranges



Wound Management

Wound treatment
Compression therapy
First Aid (medical)
Functional therapy/
Immobilization
Diagnostics



Incontinence Management

Incontinence hygiene
Patient care
Medical skin care

Our Products and Services

The HARTMANN GROUP is a company with international operations in the field of medical and healthcare products.

Our success rests on our longstanding medical expertise and the ongoing dialog with our customers. The well established HARTMANN brand forms the core of our product portfolio, which consists of professional system solutions for wound management, incontinence management and infection management. Our medical and healthcare lines are rounded out by supplementary products and supporting services.



Infection Management

- Custom procedure trays
- Surgical draping systems
- Surgical clothing
- Surgical absorbents
- Suction and wound drainage products
- Disinfectants for skin, instruments and surfaces

Other Group Activities

- Feminine hygiene
- Cosmetic cotton wool products
- First Aid (consumer)
- Kneipp product lines
- Retail business
- Non-medical services

HARTMANN GROUP Key Figures

in EUR million	2008	2007
Earnings		
Sales revenues ¹⁾	1,377.0	1,281.4
Of which outside Germany in %	66.1	65.4
Consolidated net income	25.7	35.8
Consolidated operating profit	42.0	38.8
Net return on sales in % ²⁾	3.0	3.0
Cost of materials	638.9	592.4
Personnel expense	332.7	315.1
EBIT DA	103.0	106.0
Operating EBIT DA	114.1	109.2
Return on EBIT DA in % ²⁾	8.3	8.5
Depreciation on fixed assets	51.5	46.8
EBIT	51.6	65.8
Operating EBIT	70.2	64.1
Return on EBIT in % ²⁾	5.1	5.0
Cash flow	96.4	87.0
Free-Cash-Flow ³⁾	-61.7	38.4
Balance Sheet		
Balance sheet total	1,042.6	885.2
Non-current assets	444.4	376.4
Investments in assets	83.6	34.4
Current assets	555.9	506.9
Equity capital and reserves	458.1	445.0
Equity/asset ratio in %	43.9	50.3
Return on equity in % ²⁾	9.2	8.7
Non-current liabilities	317.8	213.6
Current liabilities	258.9	226.6
Employees as at Dec. 31⁴⁾	9,582	8,935

1) Currency translation was effected at the average exchange rate for the year

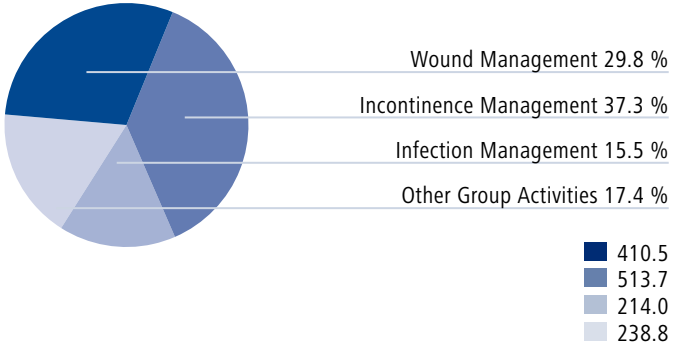
2) Return based on earnings excl. extraordinary factors

3) Figures for prior year adjusted

4) Excl. staffers on parental leave and PAUL HARTMANN AG Management Board members

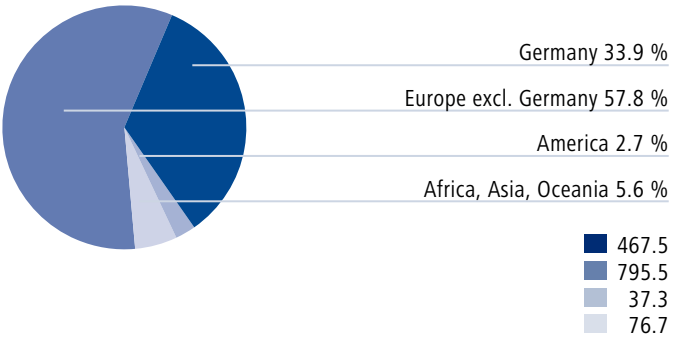
Share of total sales by business segment

in EUR million and percent



Share of total sales by region

in EUR million and percent



Supervisory Board, Management Board, Group Management Team, Advisory Council

Honorary Chairman of HARTMANN

Dr. Friedrich-Wilhelm
v. Seydlitz-Kurzbach
Ulm

Supervisory Board

Fritz-Jürgen Heckmann
Chairman of the
Supervisory Board

Andreas Strobel*
Deputy Chairman of
the Supervisory Board

Helmut Althammer

Dr. Werner Casper*

Peter Donath*

Ulrich Gärtner

Christine Geppert*

Gerhard Hirth

Roland Lanzinger*

Joachim E. Schielke

Eduard Schleicher

Wolfgang Schwarz*

Board of Management

Dr. Rinaldo Riguzzi
CEO

Dr. Felix Fremerey
Product Supply
Management

Michel Kuehn
Operations

Dr. Wolfgang
Neumann
Solution
Management

Group Management Team

Dr. Michael Banz

Werner Benz

Dieter Buschmann

Dr. Werner Casper

Dr. Ralf Fenske

Andreas Gisler

Peter Halbauer

Krzysztof-Daniel Malowaniec

Jörg Müller

Lubomír Páleník

Jürgen Rauter

Wolfgang Röhl

Dr. Hendrik Rosenboom

Dr. Klaus Ruhnau

Christian Stenske

Advisory Council

Fritz-Jürgen Heckmann
Chairman of the
Advisory Council

Dr. Heinz Ahrens

Wolfgang Feil

Hans Kahlich

Max Maier



In addition to customer-specific surgical draping sets HARTMANN provides logistics services that help optimize processes, thereby increasing efficiency in everyday surgical work. Disinfectant products by Bode Chemie, which HARTMANN acquired at the end of 2008, complement the HARTMANN portfolio perfectly and open up an additional growth field.

Our Goal

We wish to be the preferred solution partner for our customers in the worlds of medicine and healthcare. We offer innovative all-in solutions made up of user-friendly products and fit-to-purpose services – helping in this way to make everyday work to enhance patients' well-being that bit more efficient and cost-effective.

- Our solutions are based on in-depth medical knowledge, longstanding practical experience and a profound understanding of our customers' workflow.
- As a reliable partner we forge enduring customer relationships.
- With our core assortments, we intend to achieve a leading position in our core European markets.
- The driving force behind our success at all our facilities are highly motivated and qualified staff with a clear customer focus.

Wound Management

The Wound Management segment covers the extensive HARTMANN range for wound treatment, together with products for compression and support therapy, not to mention our over-the-counter lines for pharmacies.

Double-digit growth with wound dressings

Business 2008 demonstrated that with its wide range of products, which can be combined in a multitude of ways, HARTMANN has a strong market position as regards wound treatment and that despite the unrelenting high pressure on prices profitable growth can still be achieved. With a market share of 14.5 % in Europe, HARTMANN managed to improve its leading position for wound dressings. We succeeded in scoring double-digit growth with the entire range of products for wound treatment, comprising traditional and hydroactive wound dressings, dressing retention products, post-operative dressings, and ready-to-use procedure trays. At over 20 %, growth in sales of hydroactive wound dressings was particularly vibrant. Furthermore, HARTMANN began through its attractive "Classics" campaign to place increased emphasis on tried-and-true traditional wound treatment products that are indispensable in everyday medical practice routine. Whereas the market for gauze and non-woven fabric swabs, and sponges is actually stagnating it helped us secure further growth here. Saphenamed ucv, the dual-layer therapeutically efficient stocking system for treating patients with ulceration of the lower leg (Ulcus cruris venosum) is being increasingly well received by customers in more and more markets.

Medical Bandages production network at KOB

In 2008, HARTMANN's Karl Otto Braun (KOB) subsidiary worked intensively on implementing its new strategy alignment. As the manufacturer of products supplied under customers' own brand names, KOB has for the most part completed the setting up of an international production network for medical bandages with operations in Germany, India and China. In this context, last year KOB took over management of operations in Qingdao, China from HARTMANN.

Innovations for over-the-counter products in pharmacies

The success story of the innovative Tensoval duo control blood pressure monitor, which combines two measuring technologies, continued unabated in 2008. In the European pharmacy market, HARTMANN's share of blood pressure measuring devices is around 20 %.



HARTMANN provides a wide range of wound dressings for the phase-specific treatment of chronic and acute wounds. Hydrofilm roll is a new waterproof film for transparently securing wound dressings. It can be easily unrolled with the application foil and cut precisely.

HARTMANN was also able to increase sales of clinical thermometers. In January 2008, we extended our range to include Thermoval rapid flex which features a flexible measuring tip, enabling temperature to be taken simply, swiftly and accurately. In September 2008, in Germany the HARTMANN Thermoval rapid clinical thermometer emerged as the winner in a test conducted by the consumer watchdog Stiftung Warentest. With its First Aid adhesive plasters HARTMANN scored points with pharmacies for its innovations. Our wide range was extended to include a spray-on plaster and blister plaster that can be individually cut to size. These are sold internationally under the brand names DermaPlast, Tiritas, and Cosmos.

Product overview

Wound treatment

- Gauze and non-woven swabs
- Tulle dressings
- Hydroactive wound dressings
- Sponges and tamponades
- Gauze, cotton wool, cellulose wadding
- Conforming bandages
- Wound closure strips

Therapeutic bandages

- Compression bandages
- Zinc paste bandages

- Synthetic casting bandages and accessories

- Plaster of Paris bandages and accessories
- Tubular bandages
- Strapping and sports bandages
- Compression stockings

First Aid

- Adhesive wound dressings and surgical tapes

Diagnostics

- Clinical thermometers
- Blood pressure monitors

Incontinence Management

Absorbent incontinence products hold the dominant share of sales in the Incontinence Management segment. These product lines are rounded out by patient care and personal hygiene products as well as medical skincare products.

In 2008, segment sales topped the EUR 500 million mark

In 2008, HARTMANN successfully expanded business in the Incontinence Management segment despite the fact that the market saw strong competition and a squeeze on prices. Sales reached EUR 513.7 million. This performance enabled us to improve our position as no. 2 in the pan-European market for absorbent incontinence products by half a percentage point to 23.5 % market share. We see this as further confirmation of the fact that our positioning as an expert medical and nursing care partner is well received in the market.

Growth in body-worn product systems for incontinence care

In last business year, two trends were to be observed: institutional nursing facilities are increasingly concentrating on a single product system with a view to the economic care of their residents; in the growing home care market, however, there is a growing demand for incontinence pants that are similar to underwear, are reliable and meet the need for discretion. In line with these market trends, all one-piece and two-piece product systems supplied by HARTMANN performed well in 2008. As a result of continued double-digit growth with MoliCare Mobile, business with incontinence pants in particular was gratifying. MoliCare all-in-one incontinence briefs benefited from the differentiation between the three product versions Premium, Comfort and Classic, which was well received in the market. We are also satisfied with the trend in sales of MoliForm anatomically shaped incontinence pads.

Expansion of business in North America through acquisition of Whitestone

With the takeover of Whitestone Acquisition Corp. in Bloomington, USA, in business 2008, we laid the foundations for the expansion of business with absorbent incontinence products in North America. In the United States, Whitestone is an established company with its own production facilities. The focus of its sales activities is on hospitals, homes for the elderly, and outpatient care.



HARTMANN's incontinence products are designed to achieve maximum absorbency while keeping the skin as dry as possible. The products are kind to the skin and this is now communicated clearly on the packages. In institutional care, HARTMANN offers a logistics service with its rolling shelf system and delivers incontinence products directly to the wards as needed.

In conjunction with the HARTMANN GROUP know-how and the activities of our US subsidiary HARTMANN, Inc., the acquisition of Whitestone creates important synergy effects for the expansion of business in the North American market.

Studies prove HARTMANN products are kind to the skin

In institutional care, skin health and patient well-being are becoming ever more important. The development and implementation of care standards for the provision of incontinence products in order to support this goal is playing an ever greater role. Several studies prove that HARTMANN incontinence products are kind to the skin and exert a positive influence on its physiology. The fact that our products are kind to the skin is now the focus of a major international communications campaign.

Product overview

Incontinence hygiene

- Incontinence pads
- Elasticated net pants
- All-in-one incontinence briefs and pants
- Incontinence underpads

Patient care

- Disposable products for personal hygiene
- Patient care products

Medical skin care

- Skin care series for irritated skin

Infection Management

The Infection Management segment includes all product ranges which serve to protect patients and nursing staff against infection.

HARTMANN continues to participate in the trend to disposable products

In 2008, the gradual switchover in hospitals in an increasing number of countries to disposable products for surgery led to double-digit growth in products for infection management. This once again meant that this segment ranked first in the Group in terms of growth. HARTMANN's market share in this segment stood at 16 %.

Dual product range approach successfully established in market

In business 2008, HARTMANN succeeded in growing in all product groups for OT risk protection. This was mainly due to our new ability to provide suitable products, which in each case minimize the particular infection risk, and thus cover all market and customer requirements. In the case of minor operations, for example, instead of a triple-layer material a more cost-effective, two-layer material can be used that still prevents germs from being transferred. Examples of this are our Comfort and Protect lines in Foliodrape surgical drapes and Foliodress surgical clothing. This enables us to optimize both our product mix and as such costs for individual customers and also generally catering to the different needs of inpatient and outpatient surgery.

New surgical gown for urological procedures

In 2008, the HARTMANN surgical clothing range was extended to include a gown for urological procedures: Foliodress gown urology. The pleats on the front enable maximum leg movement, even during operations performed sitting down. Beneath the chest yoke the gown is made of liquid-proof material, so that even during operations involving large amounts of liquid the surgeon does not come into contact with infectious material.

Foliodrape CombiSets once again the growth engine

In business 2008, HARTMANN continued its double-digit growth in sales of individually designed custom procedure trays marketed under the brand name Foliodrape CombiSet – the latter contains all the disposable products needed for a procedure. On the back of the trend to procedure-specific trays for individual customers, we were able to extend our range of consulting services beyond pure product solutions to include the optimization of logistics processes and put the HARTMANN surgical delivery service on a more international footing.



In 2008, HARTMANN launched an operating theater gown especially for fluid-intensive operations. The sleeves have an extra protection against fluids while the generous cut and pleats at the front guarantee maximum freedom of movement when the operation is conducted from a seated position. Products by Bode Chemie such as the hand disinfectant Sterillium go “hand in hand” as it were with the HARTMANN range in the prevention of infection in the operating theater.

Acquisition of hygiene specialist Bode creates a holistic infection prevention line

At year-end 2008, we acquired from Beiersdorf AG the company Bode Chemie GmbH & Co. KG, which is now a wholly-owned subsidiary. Bode Chemie was established in 1924 and is one of the leading specialists for disinfection, hygiene and skin protection in Europe. The company is market leader in Europe with Sterillium, the first marketable alcoholic hand disinfectant. Considerable synergies will be achieved as regards integral infection prevention in the operating theater: HARTMANN disposable products and Bode disinfectants for skin, instruments and surfaces complement each other excellently to provide seamless asepsis and anti-sepsis. Moreover, HARTMANN’s strong international sales networks in pharmacies, private practices and care institutions generate additional growth potential for disinfection products.

Product overview

Operating theater products

- Surgical draping systems
- CombiSet custom procedure trays
- Operating theater clothing
- Surgical gloves
- Surgical absorbents
- Suction and wound drainage products

Patient care

- Examination gloves

Disinfectants

- for skin
- for instruments
- for surfaces



Outstanding staff performance and commitment form the basis for providing solutions customized to all customers' needs.

Employees

The HARTMANN GROUP business model is geared towards forging longstanding solution partnerships with our customers in the field of medicine and healthcare. Our staff work intensively to implement this objective. To ensure the success of this implementation, Corporate Human Resources Management supports everyone involved by offering individually tailored initial training and advanced training programs.

Performance-oriented HR systems within the Group

In the form of the Performance Management System (PMS) the HARTMANN GROUP now has an established tool in the HR Management which enables us to efficiently gear resources to realizing our corporate strategy. Constituting elements of PMS are mutually agreed targets along with the corresponding variable remuneration systems for middle and top management staff together with a company-wide competence management. PMS is an indispensable tool in realizing a future-oriented personnel policy with the main focus on implementing evaluation systems and taking targeted measures to improve staff competence.

HARTMANN Global and HARTMANN Move

At HARTMANN too, we seek to advance careers through specific placements abroad. In December 2008, the Board of Management approved "HARTMANN Global" and "HARTMANN Move" to create a new framework for employees' short and long-term deployment outside Germany. After all, if a company is to enjoy successful international expansion, its staff must increasingly demonstrate flexibility, mobility and intercultural skills. Moreover, deployed staff frequently act as intermediaries between cultures. And they help to realize HARTMANN corporate culture and values and make them understandable in other nations and continents.

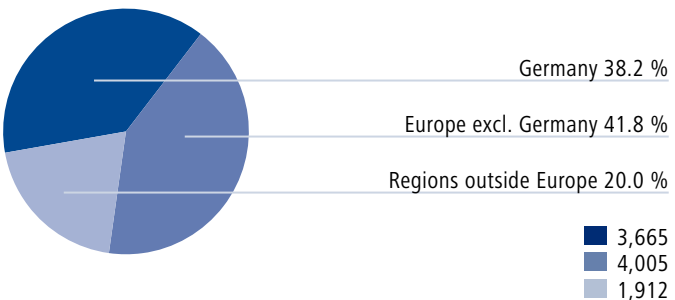
High priority attached to supporting young talent

Not least of all, owing to demographic shifts in the population, it is vital that we provide professional training for and attract junior academic staff, if our company is to remain fit for the future. HARTMANN has always given young people the opportunity to complete a sound commercial or technical training in our company. In business 2008, 189 people took advantage of this offer, 162 of them in Germany.

As regards undergraduate opportunities, 297 students seized the chance to get to know the HARTMANN GROUP through internships and dissertation projects. We have an international trainee program for highly qualified university and college students. Working in various areas, the trainees have an opportunity to equip themselves for future specialist and executive roles.

HARTMANN GROUP payroll

as at December 31, 2008



Process and Quality Management

Process Management is an integral component of the corporate policy and is indispensable for the success of the HARTMANN GROUP. Process optimization is supported by Quality Management, which averts business risks and thus assures long-term corporate aims. Quality Management is based on both products and business processes.

Fulfilling guidelines for medical products and international quality standards

Quality Management supervises the implementation of international guidelines and quality standards through internal auditing. In addition, it guarantees external certification. All production locations are certified according to the industrial norms ISO 9001 and ISO 13485. The HARTMANN GROUP also fulfills the requirements for CE conformity for medical products. Moreover, it adheres to local and national laws and regulations for product registration.

Effective Process Management within the HARTMANN GROUP

The HARTMANN GROUP has defined measures for guaranteeing the quality of internal business processes and implements these throughout the Group. Procedure descriptions for the HARTMANN GROUP and the individual production locations are recorded in handbooks. Moreover, Quality Management works closely with the HARTMANN GROUP's management system in the fields of environment and safety.





In manufacturing absorbent cores for incontinence products HARTMANN relies on super-absorbers – environmentally neutral synthetic granules which can absorb and retain fluids many times their own weight. This enables the amount of cellulose used in the manufacture to be reduced considerably. A smaller amount of the synthetic material can absorb the same amount of fluid as a considerably larger amount of cellulose.

Environmental Protection

In our company it is not just economic success and high-quality products that play a major role. Equally important is our contribution to protecting the environment. Our environmental efforts thus contribute to maintaining and improving the company value.

Sustainable economic activities

The efficient use of resources such as raw materials and energy has high standing in the HARTMANN GROUP. The proportion of renewable raw materials used in the manufacture of our products is approximately 90 %, with some 70 % derived from cellulose and 20 % from cotton. HARTMANN mainly procures its cellulose from sustainably managed forests, in which rapidly growing timber is cultivated. Just 10 % of the raw materials, such as plastic, are derived from non-renewable sources. Our energy saving program also contributes significantly to protecting environmental resources. Our environmental achievements are certified by third parties in accordance with international industrial requirements for environmental management systems based on industrial norm ISO 14001.

Systematically anchoring environmental management in the company

We guarantee efficient and economic production processes by also avoiding and constantly reducing negative effects on the environment, our staff and our surroundings. To this end we evaluate, improve and monitor the environmental aspects and effects of our activities. Our production and delivery capabilities are achieved by an efficient, legally compliant environmental organization and environmental management system. Qualified professional environmental protection staff support those responsible in national and international locations and in addition to their advisory role take on coordination and supervision duties.

Innovative purchasing, recycling and disposal concepts

HARTMANN assumes product responsibility from the purchase of a product through to the disposal of the used product – throughout all manufacturing and logistics processes. Consequently, at our plants we place great emphasis on avoiding waste, and recycling in production, packaging, and distribution. Our secondary raw materials are either reintroduced internally into the production cycle or externally recycled by specialized companies. As a manufacturer of absorbent hygiene products HARTMANN also supports its customers in disposing of used products in an environmentally sound way. The controlling software HILMAS, for example, helps care facilities to plan the use of incontinence products in a customer friendly way such that through appropriate product selection waste and negative environmental impacts can be avoided from the outset.



In 2000, HARTMANN set up a separation plant for production wastage in the manufacture of incontinence products at its facilities in Herbrechtingen, Germany.



Aid in the event of disasters:
This is what HARTMANN means by swift,
direct, personal aid.

Social Commitment

Classic sponsoring of sporting, cultural and social affairs, as well as the support of selected social projects taking into account the slogan “HARTMANN helps healing” characterizes our commitment.

Sponsoring shores up the brand

In addition to sponsoring cultural and social projects, sponsoring sporting activities has for years helped strengthen the HARTMANN brand and communicate it internationally. The athletes we support participate in national and international competitions, thereby raising awareness of the company. By way of example HARTMANN is the main sponsor of the 1. FC Heidenheim soccer club. In this way HARTMANN also expresses its commitment to Heidenheim, where its Group headquarters is located.

Aid for victims of natural disasters

HARTMANN feels particularly committed to helping in the event of natural disasters. In case of disaster staff directly or indirectly coordinate the supply and delivery of urgently needed aid supplies. In so doing HARTMANN makes use of an efficient network of well-known aid organizations. For example, in May 2008, as soon as news broke of the earthquake in the Chinese province of Sichuan our subsidiary company there launched a large-scale relief operation which produced, organized and delivered dressing materials. The staff also collected donations.

HARTMANN supports social projects

HARTMANN supports numerous social projects in the medical and health-care field run by non-profit organizations. In doing so we ensure that these are suited to HARTMANN. HARTMANN-Rico, for example, our subsidiary in the Czech Republic, has been helping the handicapped for many years now. In 2008, the company joined forces with associations for the handicapped, tourism and nature conservation to increase the number of wheelchair-friendly hiking trails.



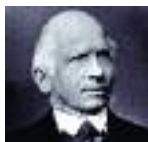
Plaster production in the 1920s

History

HARTMANN looks back at a history of more than 190 years. It is a history of people and their ideas. Down through the years there have always been dedicated partners from the fields of medicine, who have helped initiate product developments and tested the products in practice.



Ludwig von Hartmann



Paul Hartmann sen.



Victor von Bruns



Joseph Lister

1818 Following the lifting of the Continental Blockade imposed by Napoleon textile processing firms suffer heavy sales losses. Undaunted by the difficulties, Ludwig Hartmann, the company's founding father, takes over a spinning mill in Heidenheim and expands it to become the largest cotton spinning mill in Württemberg.

1867 His son Paul Hartmann Sr. buys the so-called Scheckenbleiche bleaching plant and sets up his own Bleaching, Dyeing and Textile Finishing company, Paul Hartmann-Bleiche, Färberei und Appreturanstalt.

1870 Captivated by advances made in medicine, Paul Hartmann Sr. devotes his energies to an emerging field of industry: the manufacture of dressing materials.

1873 Paul Hartmann Sr. commences the industrial production of absorbent cotton wool and establishes the first factory of its kind in Germany. Production is based on the latest findings by surgeon Prof. Dr. Victor von Bruns in Tübingen, who had recently developed a process of removing grease from cotton wool.

1874 In a letter to Paul Hartmann Sr., Scottish doctor Joseph Lister describes in detail how to produce the first antiseptic wound dressings and awards Hartmann the license for industrial production. Lister's carbolated gauze represents a breakthrough in antiseptic wound treatment.



For the first company logo, Paul Hartmann opted for an adaptation of the Red Cross symbol, and, supplemented to include the staff of Aesculapius, it was registered as a trademark in 1883.

1882 With the opening of the first foreign subsidiary in Pavia/Italy the company's international expansion begins. Paul Hartmann Jr. continually builds up a branch network: production locations in Hohenelbe/Bohemia (1883) and Barcelona (1888), sales offices in Paris (1884), London (1887), New York (1889) and Brussels (1891).

1883 At the Nationwide Exhibition of Hygiene and Rescue in Berlin the company unveils itself as Germany's oldest factory for dressing materials, and is awarded a prize by the state.

1912 Walther Hartmann converts the expanding company into a joint stock corporation.



Historic poster "Angel and warrior" around 1900

In the 1930s, HARTMANN starts using the slogan "HARTMANN helps healing" known until today.



1945 At the end of World War II the company loses all its foreign plants and sales offices. HARTMANN starts anew and is soon back on an expansion course.

1964 Pur-Zellin is a perforated ready-to-use cellulose swab, specially designed to retain its shape. It comes in a practical plastic dispenser and can be found in almost every doctor's surgery from the 1960s onwards.



Thanks to the barium sulfate X-ray detectable thread, surgeons can back up the standards of counting sponges during procedures with X-ray monitoring.

1965 HARTMANN develops an interwoven X-ray detectable thread called Telatrast and starts putting it in all swabs and sponges for use in operating rooms. The beauty of Telatrast is that it allows the surgeon to back up standard counting procedures with X-ray monitoring.

1967 HARTMANN develops the gauze swab **ES-Kompresse** with its cut edges folded in, free from intrusive threads around the edges. Highly absorbent yet capable of letting air through, the folded-edge swab is now a highly trusted aid in treating wounds.

1972 HARTMANN founds the first foreign subsidiary since World War II in Châtenois/France. It continues to generate the strongest sales of any HARTMANN GROUP subsidiary today.

1974 **Molinea Plus D**, an incontinence pad made of cellulose fluff, is the first of its kind to be worn close to the body and kicks off the success story in this product category.

1976 With the development of disposable surgical drape sheets under the brand **Folioplast** the foundation stone is laid for a new important product category: surgical draping systems for the prevention of infection.



What began in the 1970s has developed into the most important branch of production today, namely the manufacture of incontinence products.



Sterillium is the leading hand disinfectant in Europe. Disinfectant products by Bode Chemie are an ideal complement to the HARTMANN range in the field of infection management.

1991 HARTMANN capitalizes on the opening of the Iron Curtain to tap into the East European market by founding its own subsidiaries.

1995 The first fully-consolidated subsidiary outside Europe opens for business in Hong Kong.

1997 HARTMANN develops an integrated therapy concept for moist wound treatment, based on three hydroactive wound dressings.



Products that are perfectly suited for use in a particular phase of wound healing.

1999 HARTMANN builds state-of-the-art production facilities in Qingdao spanning all stages of manufacture: bleaching, production, assembly of gauze products, and picking and packing.

2006 The hydroactive wound dressing **Hydrotul** combines the positive properties of classic impregnated tulle dressings with those of hydroactive dressings. **Foliodrape Protect** surgical drapes and **Foliodress Protect** surgical gowns are offered as special, particularly economical product solutions for out-patient surgery.

2007 The range of products for moist wound treatment is rounded out by **Hydrosorb Gel**, which comes in a ready-to-use dosage syringe for easy application.

In **2008/2009**, HARTMANN acquired Whitestone Acquisition Corp., a manufacturer of incontinence products. In Bode Chemie GmbH HARTMANN has acquired one of the leading specialists for disinfectant products in Europe.

Major Subsidiaries in the HARTMANN Regions



Central Europe

DE

Bode Chemie GmbH

Melanchthonstraße 27
22525 Hamburg
Phone +49-40-540060
MD: Dr. Ulrich Möllers

Karl Otto Braun GmbH & Co. KG

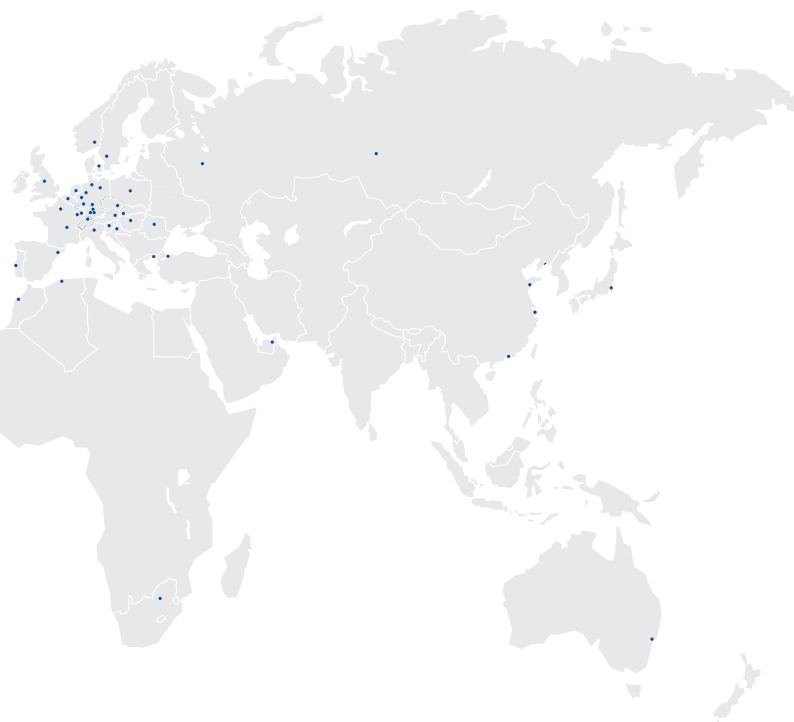
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CMC Consumer Medical Care GmbH

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MD: Dr. Rainer Mangold

Kneipp-Werke Kneipp-Mittel-Zentrale GmbH & Co. KG

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MD: Rainer Uhlhorn

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DZ

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