Press Release

BSN medical acquires Sorbion to strengthen its position in Wound Care

- **Enhancing BSN's Wound Care & Vascular franchise with leading superabsorbent wound dressings**
- **Acquisition of innovative technology and patents for the treatment of chronic wounds today and in the future**

Hamburg, 27 November 2014 – BSN medical has taken another significant step to strengthen its portfolio in the highly attractive Wound Care market by acquiring Sorbion, a specialised technology company, focussing on products for the treatment of chronic wounds. This acquisition complements BSN's recent launch of the Negative Pressure Wound Therapy (NPWT) system, Cura Sul®. Both steps broaden BSN's complete offering to patients suffering from acute and chronic wounds, and further improve its position among the leading companies in Wound Care.

Sorbion, a privately held company based in Münster, Germany, is engaged in the development, marketing and sales of superabsorbent wound care products seen by many customers as the best-in-class. The company has achieved strong market positions in numerous countries such as Germany, the UK and Austria and recently launched the product range in the US. Technology leadership and R&D have always been Sorbion's key differentiators, exemplified by a large portfolio of patent families and a strong product pipeline today. Both parties agreed not to disclose the transaction value. The closing of the transaction is subject to regulatory approvals and customary closing conditions.

Sorbion will become part of BSN's Wound Care & Vascular franchise with close to €500 million in sales. BSN (and preceding companies) have been pioneers in the area of Wound Care and related vascular conditions over decades, having built established brands such as Leukoplast®, Cutimed® and JOBST®, trusted by millions of patients every year. The acquisition allows BSN to provide better solutions for healthcare professionals and patients – particularly in the area of chronic wounds.

"We are very excited about this important acquisition of Sorbion – given its strategic fit in terms of technology and its excellent product range in the area of Wound Care. Wound Care is one of our strategic sectors, in which we want to continuously build leading positions", says Dr. Guido Oelkers, CEO of the BSN medical Group. "This is an important step for our global Wound Care business that has been built on the strong heritage of 113 years of the Leukoplast® brand, while continuing to innovate in modern therapies."

Hans-Dieter Riesinger, CEO of Sorbion, comments on the significant upside potential of the acquisition for Sorbion. "BSN's global resources and its international network will allow Sorbion to significantly increase its market penetration worldwide. Our family believes that this combination of forces will give proper justice to Sorbion's innovation potential and be very motivating for our team. It is very reassuring that Sorbion will be at the heart of BSN's strategic development."

"Innovation is a core element of our strategy in Wound Care & Vascular Therapies. We will benefit substantially from the extended access to state-of-the-art superabsorbent technologies and the knowledge-base that comes with the integration of Sorbion", says Dr. Felix Dahm, EVP of Innovation and Strategic Development at BSN medical Group. "The Sorbion team will become an important part of our Centre of Excellence for Wound Care & Bioscience R&D."

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About BSN medical

BSN medical is one of the world's leading medical device companies in the areas of Wound Care & Vascular Therapies as well as non-invasive Orthopaedic care. The company is well-known for its brands such as Leukoplast®, Cutimed®, JOBST®, Gypsona® and Delta-Cast®, ranking among the most trusted in healthcare.

BSN has global reach through its 30 internationally operating companies and its network of trusted partners in many markets. The company with headquarters in Hamburg, Germany, has 5,500 employees worldwide and generated revenues of around €730 million in 2013.

Press contact:

Felix Schönauer, +49.160.53.62.869