

# PRESS RELEASE

## Weinmann Expansion in Turkey

24 November 2011

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### Weinmann takes over 100% of Pro-Tip Endüstriyel, Istanbul.

**Hamburg – Weinmann Geräte für Medizin GmbH+Co.KG, Hamburg, a global manufacturer of medical products, has increased its share of Pro-Tip Endüstriyel Sanayi Ve Ticaret AŞ, Istanbul, to 100% in a complete takeover of the Turkish company. With this acquisition Weinmann wants to increase its market share in Turkey's growing market and strengthen its successful business in southeastern Europe.**

Weinmann took over 100% of ProTip on 19 September 2011, launching a far-reaching sales and marketing offensive in Turkey and beyond, into southeastern Europe. This step cements the companies' joint success and gives Weinmann complete access to customers and markets in the high-growth region. Marc Griefahn, CEO and management spokesman at Weinmann said, "We have been working successfully with the team of experts at ProTip for some time. For us the takeover is a logical and decisive step in securing and expanding our position in Turkey and the surrounding area. We are sure that our close cooperation is the key to more growth and a greater share of the market."

Weinmann acquired a 20% interest in ProTip in 2009. General Manager Hakan Şahin directs operations in Istanbul and Robert Matzky, head of the Weinmann Homecare business, provides management oversight at Weinmann headquarters.

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#### **Keywords:**

Weinmann Geräte für Medizin GmbH+Co.KG

Pro-Tip Endüstriyel Sanayi Ve Ticaret AŞ

Weinmann Emergency

Weinmann Homecare

Weinmann - partner for life

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#### **Weinmann – Partner for Life**

Weinmann Geräte für Medizin GmbH + Co. KG develops and markets products and system solutions for professional users working with short-term and long-term ventilation. In the product lines Homecare and Emergency the Hamburg-based family-run business offers diagnostic, therapeutic and life-saving devices and systems of the highest quality.

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43 Founded in 1874 by Gottlieb Weinmann as a precision mechanics company in Ludwigshafen, Weinmann  
44 initially concentrated on the production of fine mechanical fittings for oxygen devices. The expansion of the  
45 medical technology product palette came when Karl and Vera Feldhahn assumed control of the company  
46 and Dr. Joachim Griefahn joined the business at the end of the 1960s. Innovations such as the emergency  
47 case Quick-O<sub>2</sub>-Med, the ULM CASE for first aid treatment of emergency patients and the MEDUMAT  
48 ventilator with portable system made their mark in emergency medicine. In 1977 the company moved to  
49 current company headquarters in Hamburg-Stellingen.

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51 At the end of the 1980s Weinmann expanded its fields of business to include the home care segment. The  
52 company was the first German manufacturer to produce a CPAP device for the treatment of sleep disorders.  
53 The second generation took over the family-owned and operated business in 1993 when Dr. Karl-Andreas  
54 Feldhahn joined Weinmann. Today Dr. Feldhahn has responsibility for Research + Development and related  
55 areas in his executive function as Chief Technical Officer (CTO). Marc-Oliver Griefahn, who succeeded his  
56 father in 2004, leads the company in his function as Chief Executive Officer (CEO).

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58 Weinmann continues to grow, greatly expanding its presence in foreign markets since 2005. In addition to its  
59 branch offices, the Weinmann Group now includes important strategic partners and majority holdings like  
60 MCC – Measure, Check & Control (Karlsruhe), and Corscience (Erlangen).

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62 Today the company has about 500 employees. With more than 100 patent families and 90 trademarks,  
63 Weinmann is among the leading providers of medical devices for home care and emergency medicine in  
64 Germany. Weinmann does business in more than 50 countries and operates branch offices in France,  
65 Switzerland, China and Russia.

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