

Group interim announcement during the second half of 2009 pursuant to §§ 37 x & y of the German Securities Trading Act (WpHG)

Hilden, November 18, 2009

MEDISANA – third quarter still down year-on-year, while high level of new orders results in record revenue.

- **Optimistic outlook for 2009, significant upgrade in revenue and earnings forecasts**
- **Further corporate growth anticipated for 2010 financial year**

Business development

In the January to September 2009 period, MEDISANA AG achieved revenue of EUR 21.0 million following on EUR 22.1 million in the comparable period of the previous year. This slight revenue decline of 5.1%, in combination with a lower margin on sales due to a change in the product mix, resulted in lower earnings. As a consequence, operating earnings (EBIT) amounted to EUR -0.2 million following EUR 1.5 million in the previous year, and net income was recorded at EUR -0.8 million (previous year: EUR 0.9 million).

Given 2009 Q3 revenue of EUR 6.6 million (previous year: EUR 7.3 million), and EBIT of EUR -0.3 million (previous year: EUR 0.2 million), business trends in the third quarter proceeded in line with expectations, while strong order growth continued to be reported. Correspondingly, MEDISANA AG boasts very high order book levels as of September 30, 2009, thereby providing a reliable guide for corporate budgeting over the coming quarters.

Total assets were up by 5.7% year-on-year to EUR 28.9 million as of September 30, 2009, which, given equity of EUR 13.6 million (previous year: EUR 14.8 million), resulted in a slightly lower equity ratio of 47.0%, following 54.1% in the previous year.

Key consolidated figures for the MEDISANA Group ¹⁾

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Quarterly trends			
	Q3 / 2009	Q3 / 2008	Change in %
Sales revenue	6,579	7,305	-9.94
Gross profit/loss	1,439	2,047	-29.70
EBIT (earnings before interest and tax)	-336	211	-259.24
Net result for the period	-367	77	-576.62
	Q1-3 / 2009	Q1-3 / 2008	Change in %
Sales revenue	21,012	22,130	-5.05
Gross profit/loss	5,740	7,742	-25.86
EBIT (earnings before interest and tax)	-238	1,454	-116.37
Net result for the period	-813	928	-187.61
Nine-monthly comparison			
	30.09.2009	30.09.2008	Change in %
Shareholders' equity	13,558	14,761	-8.10
Total assets	28,866	27,308	+5.71
Equity ratio	47.0 %	54.1%	-7.10 ²⁾
Cash and cash equivalents as of 30.09	1,237	1,451	-14.75

1) The figures have been neither audited nor subjected to an auditor's review

2) Percentage points

Forecast for the full 2009 year

Despite the extremely difficult markets, MEDISANA AG has managed to position itself very promisingly for the current fourth quarter of 2009, and for the coming 2010 financial year. The gratifying strong customer interest, resulting in numerous orders relating particularly to the autumn and winter of 2009, is reflected by a significant year-on-year rise in our order book.

Given this situation, the Management Board has not only stated its revenue and earnings forecasts for the current 2009 financial year in specific terms, but has also raised them. An unscheduled announcement was issued on November 12, 2009 to publicise this upgrade. According to these forecasts, revenue growth of at least 5% is expected compared with the record level of the previous year of EUR 30.2 million. Strong business growth will also have a positive impact on earnings. It is anticipated that the previous year's operating earnings of EUR 1.0 million will be reached. The previous forecast envisaged that, in the second half year, MEDISANA would aim to exceed the earnings generated in the first half of the year (EUR 0.1 million).

The management is also optimistic for the coming 2010 financial year. The continuation of a lively flow of incoming orders, enhanced activities abroad, and the market launch of innovative new products reinforce the Management Board's expectations of continued profitable growth.

Forthcoming financial dates

March 2010	Publication of preliminary 2009 results
April 2010	Publication of 2009 annual financial statements
June 2010	Annual General Meeting, Düsseldorf

Future-oriented statements

This interim announcement contains future-oriented statements based on the current assumptions and forecasts of the Management Board of MEDISANA AG, and which reflect its present assumptions and estimates. These future-related statements are subject to risks and uncertainties. Various facts that are currently unknown or unforeseeable may mean that actual corporate and business trends, and consequently also the actual results and financial position of MEDISANA AG, result in differing outcomes. The Management Board is firmly convinced that the expectations of the prospective statements are valid and realistic. MEDISANA AG cannot guarantee that the expectations expressed prove correct, however, should unforeseen risks occur.