

# MEDISANA

## HALF-YEARLY FINANCIAL REPORT

January to June 2009



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## AT A GLANCE

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### KEY MEDISANA GROUP FIGURES (IFRS)

in EUR million	2009	2008
	01/01 – 30/06	01/01 – 30/06
<b>Sales revenue</b>	<b>14.4</b>	<b>14.8</b>
<b>Gross profit/loss</b>	<b>4.3</b>	<b>5.7</b>
<b>EBIT</b>	<b>0.1</b>	<b>1.2</b>
<b>Result for the period</b>	<b>-0.4</b>	<b>0.9</b>
<b>Staff (as of the reporting date)</b>	<b>69</b>	<b>67</b>

### SALES REVENUES BY REGION

in TEUR	30/06/2009	30/06/2008
<b>Germany</b>	<b>7,459</b>	<b>10,264</b>
<b>Rest of Europe</b>	<b>6,224</b>	<b>4,561</b>
<b>North America</b>	<b>750</b>	<b>–</b>

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## THE MEDISANA GROUP

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MEDISANA AG, headquartered in Hilden, Germany, is a leading provider of Home Health Care Market products. MEDISANA AG was one of the first companies in Germany to recognise the significant potential of home health care. The company operates in 35 countries, and has developed, produced and marketed health care products in the end-consumer area for over 25 years.

MEDISANA® is positioned as a premium brand with its technologically leading innovations and high quality products. Consumers are also addressed through

various sales channels via the Group product brands Promed and Happy Life, while maintaining uniform quality standards for the extensive product portfolio of the MEDISANA Group.

MEDISANA has positioned itself as a professional partner for its customers. The company is distinguished by extensive product expertise, high-quality products, and the multi-channel sales network in combination with efficient logistics.

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## MEDISANA GROUP HOLDS H1 2009 REVENUE AT A HIGH LEVEL

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- Half-yearly revenue falls only 2.6% to eur 14.4 million
- Crisis-related change in revenue mix results in significant decline in earnings
- Positive outlook for the second half of the year, order book up significantly year-on-year, and the third consecutive revenue record expected

## CONSOLIDATED BALANCE SHEET

in EUR	30/06/2009	31/12/2008	30/06/2008
<b>ASSETS</b>			
<b>Non-current assets</b>	<b>5,103,379</b>	<b>5,467,996</b>	<b>4,999,854</b>
Intangible assets	1,987,740	2,028,687	1,981,646
Tangible assets	424,548	427,512	383,946
Non-current receivables	88,415	24,639	117,367
Deferred tax assets	2,602,676	2,912,588	2,516,895
<b>Current assets</b>	<b>20,310,814</b>	<b>23,556,385</b>	<b>21,854,436</b>
Inventories	9,860,643	11,762,637	8,985,171
Trade receivables	7,730,722	7,739,317	8,646,574
Miscellaneous receivables and other assets	-1,554,223	611,254	1,883,035
Liquid assets	1,165,226	3,443,177	2,339,656
<b>Total assets</b>	<b>25,414,193</b>	<b>29,024,381</b>	<b>26,854,290</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>			
Shareholders' equity	13,911,710	14,365,244	14,446,675
Capital stock	7,034,327	7,034,327	7,034,327
Capital reserves	24,723,562	24,723,562	24,626,905
Balancing item for currency conversion	-467,386	-467,651	-391,644
Retained earnings	-17,720,759	-18,100,421	-18,159,081
Profit/loss for the year	-446,633	379,662	851,292
Minority interests	788,599	795,765	484,876
<b>Non-current liabilities</b>	<b>492,430</b>	<b>481,723</b>	<b>702,065</b>
Pension provisions	142,393	134,593	152,314
Deferred tax liabilities	326,594	326,594	528,158
Non-current financial liabilities	23,444	20,536	21,593
<b>Current liabilities</b>	<b>11,010,053</b>	<b>14,177,414</b>	<b>11,705,551</b>
Pension provisions	0	0	1,130,870
Effective income taxes	13,000	25,597	167,912
Other provisions	599,045	787,830	848,676
Current financial liabilities	3,541,946	2,474,900	2,725,159
Trade payables	6,143,206	9,916,070	6,199,495
Miscellaneous liabilities	712,856	973,017	633,439
<b>Total shareholders' equity and liabilities</b>	<b>25,414,193</b>	<b>29,024,381</b>	<b>26,854,291</b>

## CONSOLIDATED INCOME STATEMENT

in EUR	01/01/2009 -30/06/2009	01/01/2008 -30/06/2008
Sales revenue	14,432,795	14,825,397
Cost of sales	-10,131,358	-9,130,067
<b>Gross profit/loss</b>	<b>4,301,437</b>	<b>5,695,331</b>
Purchasing & stockkeeping	-946,969	-879,593
Sales & marketing	-2,159,697	-1,898,685
Administration	-1,196,257	-1,409,767
Other operating expenses/income	99,330	-264,061
Goodwill amortisation	0	0
<b>EBIT</b>	<b>97,842</b>	<b>1,243,224</b>
Net financial result	-199,510	-205,332
Result from companies measured using the equity method	0	0
<b>Earnings before income taxes (EBT)</b>	<b>-101,668</b>	<b>1,037,892</b>
Income taxes	-352,132	-111,811
<b>Profit/loss for the period including minority interests</b>	<b>-453,800</b>	<b>926,081</b>
Minority interests	7,166	-74,789
<b>Result for the period</b>	<b>-446,633</b>	<b>851,291</b>
<b>Earnings per share on the basis 7,034,327 ordinary shares</b>	<b>-0.06</b>	<b>0.12</b>

## CONSOLIDATED CASH FLOW STATEMENT

in EUR	01/01/2009 -30/06/2009	01/01/2008 -30/06/2008
Consolidated net result	-446,633	851,292
Depreciation/amortisation	128,068	200,512
Other cash-effective expenses/income	-240,396	-35,478
Net interest result excluding deferred tax	199,510	205,332
Change in inventories, receivables	967,620	349,667
Changes in liabilities (excluding financial liabilities)	-4,033,025	-2,630,033
Change in tax assets/liabilities	-322,509	551,647
Change in provisions	-180,985	-268,764
<b>Cash outflow from operating activities</b>	<b>-3,928,350</b>	<b>-775,825</b>
Investments in fixed assets excluding acquisition of shares	-182,773	-118,201
<b>Cash inflow from investment activities</b>	<b>-182,773</b>	<b>-118,201</b>
Current financial liabilities	3,816,841	1,048,422
Non-current financial liabilities	-2,908	-7,284
<b>Cash inflow from investment activities</b>	<b>3,813,934</b>	<b>1,041,138</b>
Cash-effective change in cash and cash equivalents	-297,189	147,112
<b>Cash and cash equivalents as of January 1</b>	<b>1,462,415</b>	<b>2,199,640</b>
Exchange-rate-related change in cash and cash equivalents	0	-7,095
<b>Cash and cash equivalents as of June 30</b>	<b>1,165,226</b>	<b>2,339,657</b>

## GROUP SEGMENTAL REPORTING BY REGIONS

Segments	Germany		Rest of Europe		North America		Other regions		Consolidation		Group	
	30/06/08	30/06/09	30/06/08	30/06/09	30/06/08	30/06/09	30/06/08	30/06/09	30/06/08	30/06/09	30/06/08	30/06/09
<b>TEUR</b>												
<b>Income statement</b>												
External sales	10,264	7,459	4,561	6,125	0	750	0	99	0	0	14,825	14,433
Intersegment sales	2,780	3,666	7	0	0	0	0	1,798	-2,787	-5,464	0	0
Segment sales	13,044	11,125	4,568	6,125	0	750	0	1,897	-2,787	-5,464	14,825	14,433
Depreciation/ amortisation	-169	-90	-32	-38	0	0	0	0	0		-201	-128
Segment result	1,190	-860	184	166	0	750	0	-37	-128	79	1,243	98

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## INTERIM MANAGEMENT REPORT

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### I. PRESENTATION OF BUSINESS PROGRESS SECTOR AND MACROECONOMIC TRENDS

As a consequence of the financial and economic crisis the economy is in recession in practically all industrial countries. Sharp setbacks have occurred in the first quarter of 2009. The downtrend in the global economy has accelerated markedly. Eurozone GDP fell 4.9% year-on-year, whereby exports, in particular, reported a highly negative trend, according to Eurostat. Among the most important trading partners, GDP was down 6.4% in the first quarter of 2009 in the USA, and by 8.4% in Japan. The downtrend appears to have slowed markedly in the second quarter, which is flagged by an increasing number of important economic indicators. According to this, however, the pressure is only diminishing. We remain in recession.

In Germany, first-quarter GDP was down 3.8% compared to the fourth quarter of 2008, and even by as much as 6.7% compared to the prior-year quarter. The dramatic decline is based particularly on Germany's high export dependency. This was sharply in evidence in April 2009 in the decrease in exports of 29%, in May of 24.5%, and in June of 22.3% compared

with the relevant prior-year periods. In a direct comparison of the months, however, there were initial shafts of light in May and June, with slight increases compared with the previous months. Above and beyond this, May industrial production rose surprisingly abruptly by 5.1% compared with April, and the most important economic indicators are also signalling that the downturn may have bottomed. The Ifo business climate index, for example, rose for the fourth consecutive month in July, and the purchasing managers index also underpinned the hope of a turnaround.

Particularly decisive factors for MEDISANA AG's direct sector environment include changes in private consumers' behaviour, changes in the healthcare market, and demographic trends. A notable factor is that the propensity to consume among private households in Germany has improved constantly over the course of the year to date. According to the GfK Group, the key factor for the comparatively good sentiment among consumers is personal income expectations, which are stimulated by, among other things, pension increases, higher child benefits, and the vehicle disposal premium, as well as a significant decline in inflation. Above and beyond this, demand for consumer loans rose by

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## INTERIM MANAGEMENT REPORT

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around 25% in the first half of 2009, according to information provided by Schufa. The pessimism about the economy, which is dwindling in mirror-image fashion, has nevertheless failed to change anything to the fact to date that consumers are reacting in a significantly more cost-aware manner. The focus is on pricing rather than product quality. Customers in the sector environment have also significantly reduced their stocks in the first half of the year, and cut individual order sizes compared with previous years.

### Business Result

In the comparable period of the previous year, MEDISANA reported strong growth, with revenue up 18% to EUR 14.8 million. By contrast, the economic crisis in the first half of 2009 resulted in greater cost-awareness among consumers. Revenue fell slightly relative to the comparable period of the previous year, by 2.6% to EUR 14.4 million. MEDISANA successfully expanded its position abroad in this respect, thereby compensating for declining business in Germany.

The company almost succeeded in continuing the record levels of the previous two years despite the highly negative economic environment. Average proceeds neverthe-

less fell, since consumers exhibited greater demand for favourably priced products. A corresponding change in the revenue mix resulted in a significantly lower margin in the first half year.

Given a gross profit of EUR 4.3 million (previous year: EUR 5.7 million), the gross profit margin fell from 38% in the previous year to 30% this year. Earnings before interest and tax (EBIT) were down from TEUR 1,243 in the previous year to TEUR 98. This deterioration is primarily due to higher costs for purchasing & stockkeeping (+7.7% to TEUR 947) and sales & marketing (+30.8% to TEUR 2,160), while the company succeeded in reducing its administrative expense by 15.1% to TEUR 1,196. Cost increases for purchasing & stockkeeping reflected the necessity to hold more goods in stock, in order to thereby react more quickly to demand, and to be able to exploit opportunities to conduct trade campaigns. The rise in sales & marketing costs reflected significant additional outlays entailed in placing MEDISANA products among customers, particularly for targeted campaigns. In the case of other operating expenses and income, income of TEUR 99 was booked in the first half of 2009 compared with an expense of TEUR 264 in the previous year.

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## INTERIM MANAGEMENT REPORT

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The net financial result improved slightly from TEUR -205 to TEUR -200 due to a reduction of liabilities. Earnings before tax amounted to TEUR -102 following TEUR 1,038 in the previous year, and the net result was TEUR -447 following TEUR 851 in the previous year. It should be noted in this respect that income taxes of TEUR 112 rose to TEUR 352, but resulted mainly from the release of deferred taxes, and to this extent they are largely not cash-effective.

Efforts in terms of sales and marketing exerted an impact. MEDISANA registered a highly vigorous inflow of orders in the second quarter, which resulted in a sharp rise in orders on hand as of June 30, 2009 compared with the previous year.

betrieblichen Aufwendungen bzw. Erträgen wurden im ersten Halbjahr 2009 Erträge in Höhe von 99 TEUR verbucht nach einem Aufwand von 264 TEUR im Vorjahr.

### II. PRESENTATION OF POSITION NET ASSETS AND FINANCIAL POSITION

Total assets fell by 5.4% to EUR 25.4 million (previous year: EUR 26.8 million). The equity ratio improved slightly in this respect, rising from around 53.8% to 54.7%. Cash and cash equivalents totalled TEUR 1,165, following TEUR 2,340 the previous year.

Cash flow from operating activities of TEUR -3,928 (previous year: TEUR -775) was significantly negative. There were key changes compared to the previous year, particularly relating to inventories and liabilities. In the first half-year, for instance, inventories were reduced from TEUR 11,762 as of December 31, 2008 to TEUR 9,861 as of June 30, 2009. This resulted in a positive change of TEUR 1,902 for operating cash flow. By contrast, an intentional and significant reduction of trade payables had a negative impact of TEUR 3,773. As part of the related restructuring that was performed, current liabilities were up by TEUR 1,067 compared with the status as of December 31, 2009, given the expansion of current account lines. Cash flow from financing activities amounted to TEUR 3,814. Due to the significant reduction

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## INTERIM MANAGEMENT REPORT

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of liabilities to suppliers, the optimisation within the financing mix had a positive interest-rate effect, and resulted in greater scope for manoeuvre for new orders of goods.

Financial investment satisfies the requirements of the operating business, and is in order. The company's ability to make payments at any time is secured.

### EMPLOYEES

A total of 69 staff members were employed within the MEDISANA Group as of June 30, 2009 (previous year: 67). As a consequence, the increases in revenue over recent years have occurred on a personnel-neutral basis on average, despite the constant expansion of business activities. This is due to the process structures that were implemented as part of the restructuring.

### BRAND PORTFOLIO

Following the liquidation of the subsidiary rebac GmbH, and the discontinuation of the brand of the same name, the core MEDISANA brand was strengthened further during the reporting period. The Group's brand world is supplemented by the Promed and Happy Life brands.

### RESEARCH AND DEVELOPMENT

It is critical that MEDISANA has access to a broad product palette and a high rate of innovation in order to benefit from the home health care megatrend through disproportionately high growth, and to thereby successfully compete against companies that operate internationally.

For this reason, MEDISANA's research and development is geared not only towards the active market observation of new developments and changes in dominant trends, but particularly towards the targeted optimisation of existing concepts and products. Above and beyond this, various promising innovations are in the development stage.

### COMPOSITION OF MANAGEMENT AND SUPERVISORY BOARDS

There have been no changes to the composition of the Management and Supervisory boards in the first half of 2009 compared with December 31, 2008. Ralf Lindner remains the CEO, and Marco Getz is a member of the Management Board. The Supervisory Board continues to consist of three members: Thies G. J. Goldberg, Chairman, Dr. Heinrich Komesker, Deputy Chairman, and Dr. Matthias Hartz.

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## INTERIM MANAGEMENT REPORT

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### III. RISK REPORT

There were changes in the risk structure compared with that presented in the consolidated financial statements as of December 31, 2008. Detailed information can be found in the 2008 MEDISANA annual report on pages 34 to 37. On the basis of information currently available, the Management Board of MEDISANA AG is assuming that there are no key individual risks above and beyond those identified in the last set of consolidated financial statements, both currently and in the foreseeable future. In the assessment of the Management Board, neither individual risks nor the total sum of individual risks jeopardise the MEDISANA Group as a going concern.

### IV. PROSPECTIVE TRENDS WITH NOTES ON KEY OPPORTUNITIES AND RISKS FOR FUTURE BUSINESS PROGRESS

Despite many extreme uncertainties, an increasing number of indicators are signalling that the economic downturn has slowed markedly. The consumer climate in Germany, however, which has recently been more positive, still faces some decisive load tests. For instance, significantly higher unemployment (the unemployment rate is currently 8.1%) is anticipated in the autumn due to seasonal factors, and given a rising number of insolvencies, as is also anticipated to be the case next year when the currently high levels of short-time working come to an end. To this extent, it remains highly questionable whether economists' expectations, which assume a decline in private consumption of only 1% year-on-year for 2009, will prove correct.

Besides this, exports remain burdened by the strong euro, despite the most recent improvements compared to the last months of the current business year. The Euro, for instance, has appreciated by around 15% against the US dollar since the end of February. This trend might strengthen if, for example, there were a

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## INTERIM MANAGEMENT REPORT

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greater withdrawal from US dollar investments due to the extremely expansive monetary policy of the Federal Reserve Bank, or were inflation to pick up. On the other hand, an increasing number of economic experts expect that the USA will achieve slightly positive economic growth in the third quarter of 2009, which would stabilise the US dollar.

In overall terms, the economic outlook for the USA is more positive than for the Eurozone. The pace of the recession there, which has already prevailed since December 2007, has slowed significantly. According to the Department of Commerce, the fall in second quarter GDP was only 1%, following as much as -6.4% in the first quarter of 2009. Lower inventories, smaller cuts in corporate investment budgets, and greater overseas demand resulted in a resumption of industrial production growth.

Since private consumer demand accounts for almost 70% of US GDP, however, very low economic growth might continue for the near future. The unemployment rate in the USA nevertheless amounted to 9.4% recently, and there has been a marked change in private individuals' spending behaviour as a consequence of the crisis.

Instead of even greater credit-led consumption, individuals are saving for the first time in decades. In addition, the situation in the US real estate market has taken a drastic turn. According to a study conducted by Deutsche Bank, owner-occupier homes with mortgages whose volume exceeds the current value of the house, already constituted 26% of the entire market at the end of March 2009, and experts fear that the rate will stand at 48% by the end of the recession.

Economists are assuming a decline of 4.3% on average for 2009 for German gross domestic product. With a look to next year, a growing number of analysts have recently upgraded their forecast growth rates from 1.7% to 2%.

MEDISANA AG noted a detectable reinvigoration in terms of orders received in the first half year, accompanied by revenues only slightly below the previous year's record levels. A high level of orders on hand as of June 30, 2009 prompts the Management Board to look with strong confidence to the second half of the year. It is assuming that, in terms of revenue, it will exceed the 2008 record over the course of the full 2009 financial year, thereby also improving second-half earnings

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## INTERIM MANAGEMENT REPORT

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compared with the first six months. This anticipated growth is expected to continue in the coming 2010 financial year.

Foreign business also reported a gratifying trend in the first half-year. Here, the Management Board expects that it can continue to drive this positive development. On a medium-term perspective, demographic change, despite an overall shrinking population in Western Europe, should also result in a further rise in spending on private health care. Besides this, there also growth opportunities, particularly in Eastern European countries, which should be seized. For instance, MEDISANA's participation in the „Mars 500“ experiment, which was initiated by the Russian space agency Roskosmos and the European NASA, led to a surprisingly high degree of interest in MEDISANA products in Russia. The opening of a branch in Moscow is planned for autumn 2009 in response to this situation. MEDISANA had provided over 50 equipment items for the lead-up project, in which a space flight to Mars manned by six astronauts was simulated over a period of 105 days.

Hilden, August 14, 2009.

Ralf Lindner  
Management Board member

Marco Getz  
Management Board member

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## NOTES

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### ACCOUNTING METHODS

These interim financial statements as of June 30, 2009 were prepared according to International Financial Reporting Standards (IFRS). They were prepared according to the same accounting methods on which the previous consolidated financial statements as of December 31, 2008 were based.

### REPORTING PERIOD, AUDITOR'S REVIEW

This interim report was prepared as of June 30, 2009 for the period between January 1, 2009 and June 30, 2009. Neither the interim financial statements nor the interim management report were audited according to § 317 of the German Commercial Code (HGB) or subjected to an auditor's review.

### SCOPE OF CONSOLIDATION

Besides MEDISANA AG, all German and foreign subsidiaries where MEDISANA AG either directly or indirectly controls the majority of the voting rights were included in the scope of consolidation.

The scope of consolidation consists of:

- **MEDISANA AG**, Hilden (Germany)
- **MEDISANA Benelux NV**; Kerkrade (Netherlands)
- **MEDISANA Healthcare UK Ltd.**, London (United Kingdom)
- **MEDISANA Healthcare, S.L.**; Barcelona (Spain)
- **MEDISANA Hellas Ltd.**; Heraklion (Greece)
  - **MEDISANA Saglik Ürünleri Ltd.**; Istanbul (Turkey)\*
- **MEDISANA Far East Ltd.**; Hong Kong (China)
- **MEDISANA USA Inc.**; Charlotte, NC (USA)
- **MEDISANA Antiinfective Technologies GmbH**, Hilden (Deutschland)
- **Rebac GmbH i. L.**, Hilden (Germany)
- **Promed GmbH**, Farchant (Germany)

\*indirect Group stake 26.0%

There have been no changes in the scope of consolidation during the reporting period compared with the December 31, 2008 balance sheet date. The liquidation of Rebac GmbH (in liquidation) will presumably be concluded during the current financial year.

## NOTES

### MANAGEMENT BOARD

The company's Management Board continues to consist of two members as of June 30, 2009 compared with the last balance sheet date on December 31, 2008:

**Ralf Lindner** (Chairman of the Management Board (CEO))

**Marco Getz** (Management Board member)

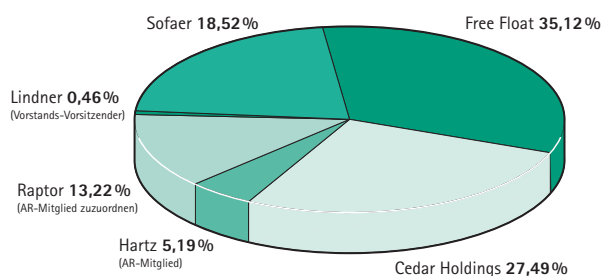
### SUPERVISORY BOARD

The company's Supervisory Board continues to consist of three members as of June 30, 2009 compared with the last balance sheet date on December 31, 2008:

**Thies G.J. Goldberg**  
(Chairman of the Supervisory Board )

**Dr.-Ing. Heinrich Komesker**  
(Deputy Chairman)

**Dr. Matthias Hartz**  
(Member of the Supervisory Board)



### STOCK MARKET LISTING AND CAPITAL STOCK

MEDISANA AG has been listed on the stock market since June 13, 2000. The company's capital stock amounts to EUR 7,034,327, and is split into 7,034,327 non-par ordinary shares. There are no known restrictions affecting either voting rights or the transferring of shares.

With respect to notification thresholds pursuant to §§21 ff of the German Securities Trading Act (WpHG), MEDISANA AG's capital stock is distributed as follows:

<b>Cedar Holdings GmbH</b>	
1,933,663	27.49%
<b>Ralf Lindner</b>	
32,333	0.46%
<b>Matthias Hartz</b>	
365,400	5.19%
<b>Raptor Beteiligungsgesellschaft mbH</b>	
930,000	13.22%
<b>Sofaer Capital Inc.</b>	
1,302,757	18.52%
<b>Free Float</b>	
2,470,174	35.12%

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## NOTES

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### EQUITY HOLDINGS REQUIRING MANDATORY REPORTING

The company has received no announcements concerning changes to equity holdings pursuant to §§21 ff of the German Securities Trading Act (WpHG) during the first six months of the 2009 financial year.

### RELATED PARTIES REPORT

The Management Board Chairman of MEDISANA AG is simultaneously the Managing Director of Royal Appliance International GmbH, Hilden, Germany. Royal Appliance International GmbH has sublet the building it has leased in Hilden to MEDISANA AG. This resulted in a cost transfer of TEUR 18 in the first half of 2009 (previous year: TEUR 18). An additional TEUR 12 (previous year: TEUR 12) was charged to MEDISANA AG for the use of IT equipment and services. Since May 1, 2006, Royal Appliance International GmbH has also sublet the warehouse it has leased in Neuss to MEDISANA AG. From this, costs were passed on from Royal Appliance International GmbH amounting to TEUR 144 in the first half of 2009 (previous year: TEUR 144).

In addition, employees of Royal Appliance International GmbH performed personnel services amounting to TEUR 14 (previous year: TEUR 41) for MEDISANA AG in the first half of 2009, and also passed on vehicle leasing costs of TEUR 0 (previous year: TEUR 5). Taking into account current payment of advances from Royal Appliance International GmbH, no trade receivables accrued to MEDISANA AG as of June 30, 2009 (previous year: TEUR 0). Trade payables amounted to TEUR 296 (previous year: TEUR 267).

The Management Board Chairman of MEDISANA AG is simultaneously the Managing Director of Cedar Holdings GmbH, Hilden, Germany. Cedar Holdings GmbH grants MEDISANA AG a loan to the tune of TEUR 150 (previous year: TEUR 150), which carries an interest rate of 4%. This loan is reported under current financial debt. MEDISANA AG incurred an interest expense of TEUR 3 arising from the loan (previous year: TEUR 3). MEDISANA AG has trade payables of TEUR 22 as of the balance sheet date (previous year: TEUR 19).

Business relations between Cedar Holdings GmbH and MEDISANA AG occurred on market terms.

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## NOTES

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The Management Board Chairman of MEDISANA AG is simultaneously the Managing Director of Stellar GmbH, Hilden, Germany. MEDISANA AG transacted revenue of TEUR 0 with Stellar GmbH in the first half of 2009 (previous year: TEUR 55). As of the balance sheet date, MEDISANA AG reported trade receivables of TEUR 0 due from Stellar GmbH (previous year: TEUR 69).

Business relations between Stellar GmbH and MEDISANA AG occurred on market terms.

The Management Board Chairman of MEDISANA AG is simultaneously the Managing Director of Domostar GmbH, Hilden, Germany. Goods and services transactions occurred between MEDISANA and Domostar GmbH in the first half of 2009, which resulted in revenue of TEUR 733 at MEDISANA AG (previous year: TEUR 652). As of the balance sheet date, MEDISANA AG reported trade receivables of TEUR 0 due from Domostar GmbH (previous year: TEUR 137). Trade payables were not incurred in the first half of 2009.

Business relations between Domostar GmbH and MEDISANA AG occurred on market terms.

There were no further relations with related parties that require reporting. The company is convinced that normal market terms were agreed in the case of all transactions.

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## NOTES

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### SEASONAL FACTORS

Seasonally related fluctuations in the revenue, and consequently also the earnings, of MEDISANA AG occurred over the course of the year. In accordance with orders and shipments, the first and fourth quarters of the relevant financial year traditionally exhibit higher revenue figures. The extent to which the financial and economic crisis is affecting this typically seasonal course of business is uncertain.

### EVENTS AFTER THE BALANCE SHEET DATE

There were no events of particular significance that require mandatory reporting after June 30, 2009.

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## STATEMENT PURSUANT TO SECTION SICH § 37y NUMBER 1 OF THE GERMAN SECURITIES TRADING ACT (WpHG)

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We attest to the best of our knowledge that, according to generally accepted accounting principles for interim reporting, the interim consolidated financial statements give a fair representation of the Group's financial position and earnings situation. Moreover, in the interim Group annual report, the general business development, including the results, and the situation of the Group are depicted in such a way as to give a fair representation of the actual situation, as well as clearly detailing the essential opportunities and risks stemming from the forecasted development of the Group in the remainder of the financial year.

Hilden, August 2009

MEDISANA AG  
The Management Board

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## FUTURE-ORIENTED STATEMENTS

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Forward-looking statements contain risks. This document contains future-oriented statements based on the current assumptions and forecasts of the Management Board of MEDISANA AG, and which reflect its current 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. Should unforeseen risks nevertheless occur, MEDISANA AG cannot guarantee that the expectations expressed prove correct.

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## FINANCIAL CALENDAR

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**November 2009**

Publication of the interim announcement for the third quarter of 2009

**May 2010**

Publication of the 2009 annual report

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