



The Company

BSN medical Ltd

BSN medical is a global medical device company - and one of the world's leading suppliers in the product segments of casting, bandaging, traditional wound care and compression stockings.

Several of our well-known brands, **Gypsona®**, **Cutimed®**, **Actimove®**, **Sleek®**, **JOBST®**, **Elvarex®** and **Delta-Cast®** are among the most trusted names in the healthcare profession.

BSN medical has production facilities in Germany, Colombia, France, Mexico, Pakistan, South Africa, New Zealand and the U.S, operating all over the world via affiliates, joint ventures and distribution agents. We employ more than 3,500 people and have generated revenues of €643 million in 2010.

The General Management Committee includes:

Dr. Claus-H. Wiegel, Chief Executive

Emil Billbaeck, Group Director Marketing and Innovation

Steve Brown, Chief Financial Officer

Andreas Hogrefe, Group Director Europe

Ann Maitland, Group Director Global Operations

BSN was established in April 2001 as a 50:50 joint venture between Beiersdorf AG, Hamburg, and Smith & Nephew plc, London due to complementary geographic and channel strengths in the areas of wound care, fracture management, physiotherapy and compression therapy.

Then functioning as an independent player, BSN was acquired by Montagu Private Equity in early 2006, a leading private equity investor in the European mid-market with offices in London, Manchester, Paris, Düsseldorf and Stockholm. Since 1968, the firm has supported more than 400 businesses operating across a range of different segments and sectors, and currently has more than €3 billion under management.

BSN medical has a corporate Vision, which is what we are aiming to be as a business, and corporate



Values which guide the way we work to achieve it.

Our Vision is:

To grow the value of our business, by developing cost-effective medical products and therapy solutions, to meet the needs of patients and customers.

Our Values are:

- Believing in our PEOPLE and valuing their diversity
- Succeeding through TEAMWORK across organizational boundaries and cultures
- Listening to our CUSTOMERS and being responsive to their needs
- Constantly striving for higher PERFORMANCE and improving what we do