

Press Release

BSN medical acquires FarrowMed to further expand its lymphoedema therapy solutions

- **Strengthening BSN's market-leading position for lymphoedema and venous disease management**
- **Innovative product portfolio improves access to growing market**

Hamburg, Germany June 29, 2015 – BSN medical continues to strengthen its position as a market leading provider of lymphoedema therapy solutions by acquiring FarrowMed and its range of patented FarrowWrap® and related compression garment technologies, which focus on the management of lymphoedema and venous disease. The acquisition further enhances BSN medical's comprehensive product portfolio for the management of lymphatic and venous disorders under the JOBST® and Elvarex® brands.

"This acquisition benefits BSN and our customers alike, as we are now able to offer more comprehensive management solutions to the growing patient population suffering from lymphoedema and wounds associated with chronic venous insufficiency," says Dr. Guido Oelkers, CEO of BSN medical Group. "We aim to build a leading position in lymphology. The combined product offering from BSN and FarrowMed fuels growth and is an important step towards becoming a one-stop provider of therapy solutions to the benefit of patients."

FarrowMed is a privately held company based in Bryan, TX, USA and was founded in 2004 by Dr. Wade Farrow and Dr. Barry Creighton. The company has developed a broad portfolio of patented technology designed to help reduce and control swelling and restore patient independence.

With the addition of FarrowMed, BSN will be able to offer a patented Elastic Short Stretch™ compression wrap for the management of lymphatic and venous disorders, and the company will benefit from an increased market presence in the U.S. The FarrowWrap® concept offers patients easy to use, adaptable compression garments, leading to the more effective management of lymphoedema. In the future, FarrowWrap® will be distributed through BSN's global sales network.

BSN has a leading market position in compression products and a robust new product pipeline with significant product launches planned over the next twelve months. Both companies continuously invest in technology and R&D. Their combined efforts will lead to an increase in innovation, providing patients with enhanced solutions to improve the management of their medical conditions.

This acquisition is in line with other recent purchases by BSN, as its integration into the company's Wound Care & Vascular franchise substantiates BSN's strategic priority to strengthen its presence within this therapy area. BSN benefits from Dr. Farrow's profound experience in the field, as he will serve as Medical Director in the USA for BSN.

"We focus our efforts on creating innovative problem solving solutions, which will provide cost effective care and improve the lives of patients with lymphoedema and venous disease," says Dr. Farrow, President and CEO of FarrowMed. "We are very proud of what we have been able to accomplish as a small and focused company. We are excited to join BSN as the company has a fantastic history of clinical excellence and this step will help drive further clinical innovation. BSN's global presence makes it possible for our compression garment technology to now be made available to lymphoedema patients worldwide."

Both parties agreed not to disclose the transaction details.

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About BSN medical

BSN medical is a global leader in wound care and related vascular diseases, lymphology and non-invasive orthopaedic products. Founded in 2001, the company currently employs approximately 5,500 members of staff and generated revenues of € 762m in 2014. The company aims to provide an integrated therapy-driven approach – grounded in a broad portfolio of products, enhanced by insights into current therapeutic areas and complemented by a progressive approach to partnerships. Its well-known brands such as Leukoplast®, Cutimed®, JOBST®, Delta® and Actimove® are among the most trusted in healthcare. With its comprehensive product portfolio, BSN medical addresses patients' needs in the most prevalent conditions in wound care and vascular diseases and orthopaedic treatments.

More information: www.bsnmedical.com

About FarrowMed

FarrowMed is a global leader in Elastic Short-Stretch™ compression garments for lymphoedema, venous disease, and other acute and chronic oedemas. Founded in 2004, the company currently employs 33 full time employees. The company is focused on innovative medical solutions to provide cost effective treatments to improve patient care. FarrowMed does this through following the mantra of Best Products, Best Customer Service, and Best Value in every aspect of their business. The FarrowWrap® is a trusted compression solution with over 100,000 sold and represents a gold standard in treating stubborn lymphoedema. In addition, FarrowMed has a strong intellectual property portfolio and holds 19 patents with more pending.

More information: www.farrowmed.com

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Media Contact in the US:

Amy Cook

+1.925.552.7892

amy@amcpublicrelations.net

Media Contact Europe:

Dr. Julia Sosnizka

+49.151.163.036.65

jsosnizka@heringschuppener.com