



Information for our Shareholders on the First Quarter of 2011

News from the HARTMANN GROUP

Scientifically sound solutions for integrated infection protection

More and more people are being infected with multi-resistant pathogens in medical facilities while seeking medical and nursing care. According to Germany's disease control agency, the Robert-Koch-Institut, there are about 500,000 nosocomial infections and over 10,000 deaths a year in Germany alone. Under the strategy employed in the Infection Management segment, HARTMANN addresses the issue of infection protection in an integrated manner with microbial barrier products (such as surgical drapes and clothing), products for pathogen reduction (such as skin and hand disinfectants) and sterile products (a wide range of disposable surgical products including dressing materials and instruments).

This product portfolio also includes competent advice, both on processes in medical facilities and on the proper use of the products. To ensure continued close cooperation between industry and science, the BODE SCIENCE CENTER was established at the Hamburg location as an integral part of the HARTMANN GROUP. Under the motto: "Research for infection protection" the center continues the scientific tradition of BODE because, with the introduction of the Sterillium disinfectant already in 1965, medical evidence for efficacy was the primary factor on which customer trust was based. The Competence Center addresses the new challenges constantly arising related to infection control and is involved in the development of new and improved preventive measures. The seal BODE SCIENCE CENTER is now being gradually introduced as a competence brand in all HARTMANN media dealing with the issue of nosocomial infections.

72 hours of safety in wound care

With TenderWet plus, HARTMANN now provides its customers with a wound dressing which together with Ringer's solution continuously produces an automatic "rinsing effect" in the wound for 72 hours. It effectively supports the self-cleansing process of the wound and promotes the formation of granulation tissue. This cleansing effect thus significantly enhances the effect provided by the previous TenderWet versions. This was made possible by a new water-impermeable top foil which keeps the wound moist over a longer period of time. Silicon strips on the wound-facing side further reduce the risk of the pad sticking to the wound. TenderWet plus also contains antiseptic polyhexanide which kills pathogens within the wound pad. In an application study, 81.6% of the users rated the moisture-holding capacity of the pad as "optimal"; 82.2% rated the skin tolerance as "good" or "very good".

Kneipp acquires French natural cosmetics manufacturer

Effective July 1, 2011, the French subsidiary Kneipp will acquire the organic cosmetics manufacturer Pierre Cattier. With about 45 employees, the company produces and markets certified natural cosmetics, with sales of around EUR 9 million. Kneipp France and Pierre Cattier will then merge into one company and continue to operate under the name Pierre Cattier including all locations and employees. The product philosophies of the Kneipp and Cattier brands complement each other perfectly, providing synergies in development, production, and sales. With the acquisition, Kneipp strengthens its position in the important cosmetic market of France. In addition, organic cosmetics from Cattier are planned to be established in other Kneipp markets as a second brand.

German production sites tested and found good

Good marks for the HARTMANN plants in Heidenheim, Herbrechtingen, and Brück: an audit conducted by the German Association for the Certification of Management Systems confirmed the stringent quality and environmental management system of these locations. They also received the Certificate for Occupational Health and Safety Management right away. The three plants centralized their management system for the first time. Following the principle "One for all, all for one", only one plant is focused on in the annual audit but the certificate is issued for all three plants. In addition to preventing duplicate work, the new procedure provides for a more effective exchange of information on optimal solutions between the plants.

Video conferences reduce travel costs

Travel is essential in business but costs time and money. The new generation of web-based video conferencing simplifies international consultation within the HARTMANN GROUP. Discussion partners no longer need to use specially equipped rooms but can comfortably interact with conference participants from their desks by using computers, cameras, and headsets. Tasks can be done with a couple of clicks – and particularly effectively because not only the video images but also the related documents can be shared online and discussed and edited in real time.

Incentives for young people, support for employees

HARTMANN uses supplementary measures to further improve its position as an attractive employer – both regarding job applicants and employees. The latest example is a parent-child officeroom in Heidenheim which has a computer workplace, writing desk for children, diaper-changing table and play corner. In addition, employees relocating to Heidenheim receive a welcome package. Besides providing information about the city of Heidenheim, their new home and a trial subscription to the local newspaper, the package also contains basic foodstuffs and kitchenware.

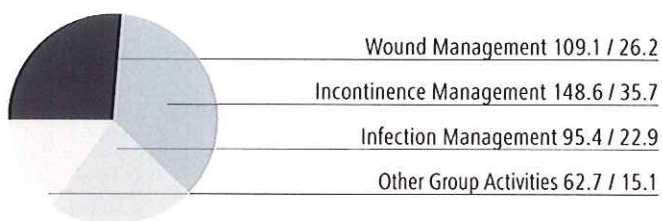
Business Development in the First Quarter of 2011

Growth in all business segments

In the first three months of fiscal year 2011, the HARTMANN GROUP achieved global sales revenues of EUR 415.8 million. This is an increase of 5.7% compared to the previous year.

Share of total sales by business segment of the HARTMANN GROUP as at March 31, 2011

in EUR million and percent



In the Wound Management segment, sales revenues were EUR 109.1 million as at March 31, 2011, an increase of 2.8%. Growth drivers were product systems for modern wound management as well as products for compression therapy and immobilization of limbs.

In the Incontinence Management segment, HARTMANN recorded sales revenues increase of 3.2% to EUR 148.6 million in the first quarter of 2011. In line with the trend in nursing facilities of moving from one-piece to two-piece product systems, pads and fixation pants in particular contributed to the sales growth. MoliCare Mobile, the incontinence pants for mobile patients, was again the fastest growing product in this segment.

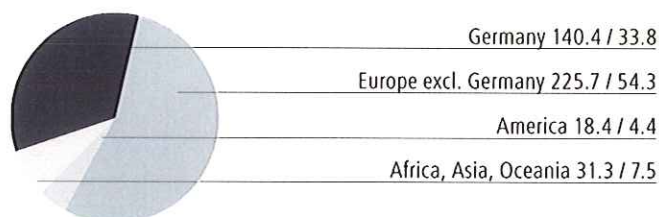
While growth in the Infection Management segment was slightly lower in the previous year due to pandemic-related increased inventories at customers, sales revenues rose strongly by 14.4% to EUR 95.4 million in the first quarter. Here HARTMANN benefited among other things from significant sales growth in disposable surgical products and examination gloves.

The share of the medical core segments in total sales was 84.9% as at March 31, 2011.

Other Group Activities recorded sales revenues of EUR 62.7 million in the first three months of the fiscal year, an increase of 4.7% compared to the previous year. The CMC Group particularly contributed to this growth; performance of the subsidiaries Kneipp and NOGE was also strong.

Share of total sales by region of the HARTMANN GROUP as at March 31, 2011

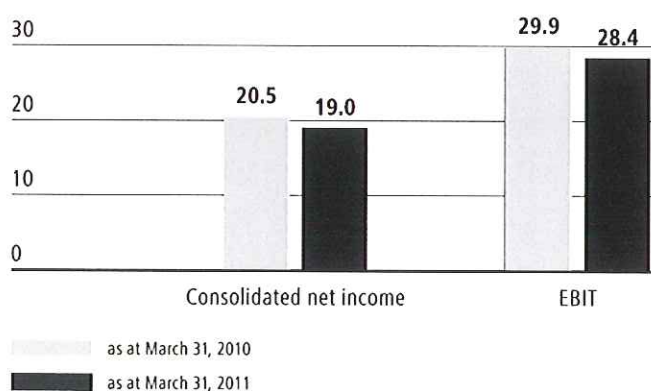
in EUR million and percent



In the core market Germany, sales revenues rose by 3.1% to EUR 140.4 million in the first quarter of 2011. The Infection Management segment particularly contributed to this increase. In Europe (excluding Germany) sales revenues were EUR 225.7 million. The 3.9% increase is mainly due to good growth in the Eastern and Central European regions. In America sales revenues were EUR 18.4 million, an increase of 15.6%. The Africa, Asia and Oceania region saw an increase in sales revenues of 30.8% to EUR 31.3 million, particularly driven by the strong growth in Australia and South Africa as well as at Kneipp in Japan.

Development of consolidated net income and EBIT for the HARTMANN GROUP

in EUR million



Results affected by unfavorable market conditions

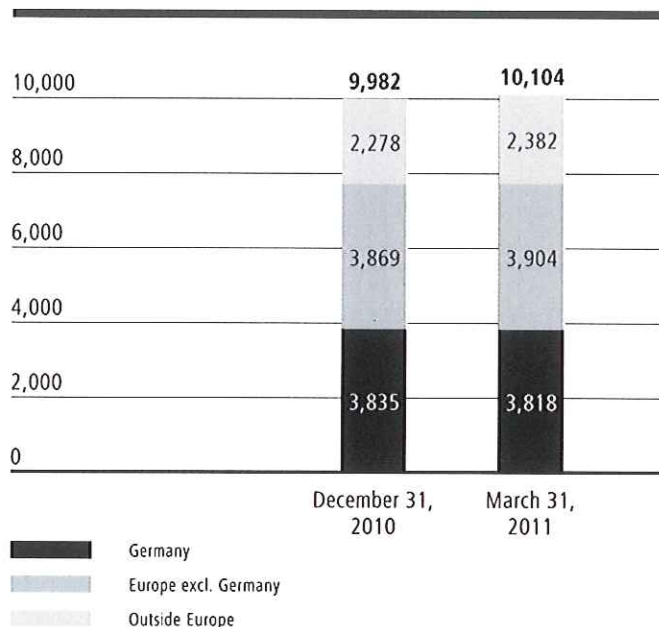
As in the previous fiscal year, HARTMANN was also confronted in the first quarter of 2011 with the consequences of the counter-cyclically developing national health markets. In the process of national debt reduction, these markets responded with intense price pressure on manufacturers. Moreover, raw material and logistics costs continued to rise substantially in the context of the overall economic recovery.

EBIT of the HARTMANN GROUP therefore declined by 4.9% to EUR 28.4 million in the first three months of the current fiscal year. The consolidated net income decreased by 7.4% to EUR 19.0 million. As in the three months of the previous year, consolidated net income and EBIT were not influenced by extraordinary effects as at March 31, 2011.

Equity ratio continued on high level

The equity ratio was 49.6% as at the end of the first quarter of 2011. Net debt of the HARTMANN GROUP as at March 31, 2011 was EUR 198.8 million.

HARTMANN GROUP payroll



Employees

Number of employees slightly increased

On March 31, 2011, the HARTMANN GROUP had 10,104 employees, an increase of 122 employees compared to the end of 2010. This change is mainly based on the expansion of manufacturing capacity in the KOB production company in Qingdao, China. 62.2% of the employees were working in foreign subsidiaries at the end of the first quarter of 2011.

The HARTMANN Share

Development of share price

On March 31, 2011, the HARTMANN share was listed at EUR 238.00 per share on the Open Market of the Frankfurt Stock Exchange, an increase from the end-of-year 2010 value by EUR 3.00 or 1.3%. Currently (April 28, 2011) the price is EUR 234,00 per share.

Outlook

Growth and profitability remain primary goals of the HARTMANN GROUP also in fiscal year 2011. By providing system solutions, we seek to differentiate ourselves from competitors even more effectively to intensify our partnership with customers. With a product portfolio strictly focused on customer needs and added value services, we see ourselves well positioned for continued above-market growth.

But we also expect that our position between price pressure in the markets and cost pressure from raw materials and logistics services will be further strained. We will therefore continue our Efficiency Advancement Program HARTMANN 2011 with high intensity to ensure sustained productivity growth in all areas and functions of the company. We will advance our efforts in the sales markets to compensate for rising raw material, commodity and logistics costs by price increases. Considering all relevant factors, we expect the consolidated operating profit in 2011 to be at last year's level.

Information on the HARTMANN Share

Share Capital: EUR 91.3 million
 Stock Exchange: Open Market of the Frankfurt Stock Exchange
 Shares outstanding: 3.57 million shares
 WKN: 747404/ISIN: DE0007474041
 Annual General Meeting: May 6, 2011 in Heidenheim