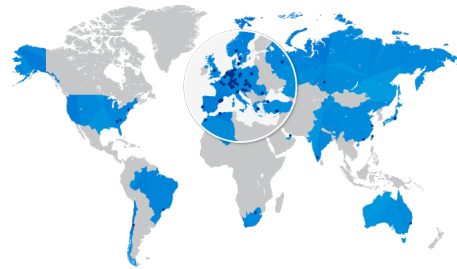


## Company profile of the HARTMANN GROUP

The HARTMANN GROUP, a leading international manufacturer of medical and hygiene products, takes a holistic approach to healthcare, placing emphasis on direct practical benefits for patients and the medical staff treating them. Maintaining close contact with users and consumers is fundamental to healthcare concepts that are innovative and successful over the long term. This is expressed in our brand promise of "Going further for health". At the core of our portfolio, we offer professional systems for wound treatment, incontinence care and infection prevention, supplemented by a range of consumer-oriented medical products as well as care and cosmetic products.

## The HARTMANN GROUP worldwide



## Management board



**Britta Fünfstück**  
CEO



**Dr. Raymund Heinen**  
CPO

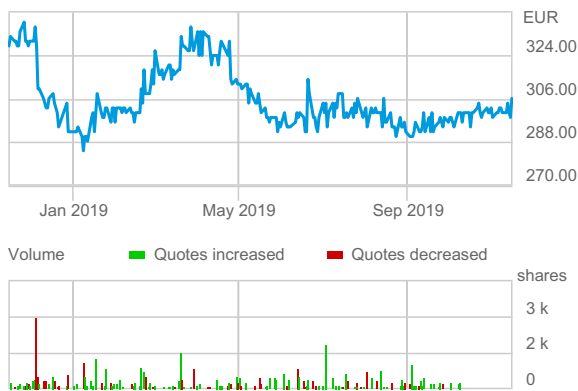


**Michel Kuehn**  
COH



**Stephan Schulz**  
CFO and Labor Relations Director

## Price performance of the HARTMANN share



## Basic information on the HARTMANN share

ISIN	DE0007474041
WKN	747404
Ticker	PHH2
Exchange	Open Market of the Frankfurt Stock Exchange
Type of share	Registered unit shares held in collective safe custody
Capital stock	EUR 91,327,569.38
Number of shares	3,572,424 units; of which 20,682 units are held as treasury shares
Market Cap	EUR 1.09 bn

## The HARTMANN share performance

in EUR	2014	2015	2016	2017	2018
Year-end price	318.00	430.00	391.00	415.00	292.00
Price performance	54.50	112.00	-39.00	24.00	-123.00
Dividend inflow	5.70	6.50	6.70	7.00	7.00
Rise/fall in value <sup>1)</sup>	60.20	118.50	-32.30	31.00	-116.00
Total return in % <sup>2)</sup>	22.8	37.3	-7.5	7.9	-28.0
Dividend per share	6.50	6.70	7.00	7.00	7.00 <sup>3)</sup>

1) Sum of dividend inflow and price performance

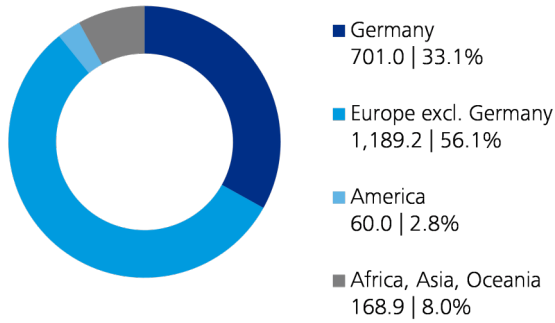
2) Based on prior year-end price

3) According to the dividend proposal

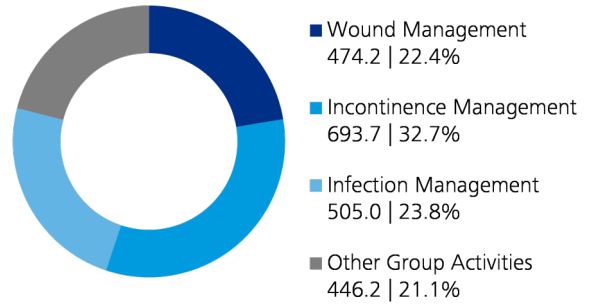
## Financial Calendar

<b>Apr 30, 2020</b>	106th Ordinary Annual General Meeting in Heidenheim
---------------------	---

## Share of total sales by region in EUR million and percent

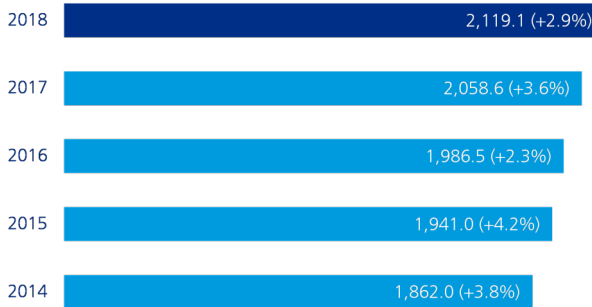


## Share of total sales by business segment in EUR million and percent



## The Years 2014 to 2018 at a Glance

### Sales revenues in EUR million



### EBITDA in EUR million



### EBIT in EUR million



\* Adjustment due to final purchase price allocation LINDOR

### Consolidated net income in EUR million



\* Adjustment due to final purchase price allocation LINDOR

### PAUL HARTMANN AG

Investor Relations  
Paul-Hartmann-Straße 12  
89522 Heidenheim  
Germany

### Contact Investor Relations

Monika Faber  
T. +49 (0) 7321 36 1105  
F. +49 (0) 7321 36 3606  
E. [ir@hartmann.info](mailto:ir@hartmann.info)