

[For Immediate Release]

# TECHTRONIC'S GIMELLI INVESTS IN MEDISANA AG

\* \* \* \*

Creating Synergies in Both Parties' Dental and Health-Care Business

(Hong Kong, 11 August 2002) – **TechTronic Industries Company Limited** ("TTI") (SEHK stock code 669; ADR symbol: TTNDY) announced today that its 40.8% associated company, Gimelli Laboratories Company Limited ("Gimelli"), which engages in health-care product design, development and manufacturing, invested in Medisana AG (Medisana), a home heath-care product brand marketer listed on the Frankfurt Stock Exchange. This cooperation will create synergies and bring mutual benefits to both parties in the development of the health-care business. The transaction was approved by Medisana's shareholders on 8 August 2002.

According to the agreement entered into in early July 2002, Gimelli will subscribe 880,000 new shares in Medisana, representing 18.8% of its enlarged issued capital, at Euros 2.25 per share. The price was referenced to the market share price of Euros 2.15 at end of June, and based on Medisana's net equity per share of Euros 3.00 as at 31 December 2001. The total consideration of Euros 1.98 million (HK\$ 15 million) will be financed by Gimelli's internal resources. The proceeds will be used as working capital to expand Medisana's heath-care business.

Currently, TTI holds a 40.8% stake in Gimelli, a long-term TTI investment of over 10 years. Gimelli is one of the world's largest and innovative manufacturers of dental care and other health-care products, concentrating on the Original Equipment Manufacturing (OEM) and Private Label manufacturing of dental care products, such as electrical toothbrushes and dental irrigators.

Medisana is a leading home health-care product brand in Europe, carrying both health-care and personal hygiene products. "This strategic alliance allows Gimelli to capitalize on the Medisana® brand name and its distribution network across Europe, while Medisana will benefit from Gimelli's established dental and health-care product offering, production facilities and technology know-how," said Mr. Bruno Gimelli, Director and shareholder of Gimelli. Mr. Gimelli is also appointed as a director of Medisana after the investment.

"I am glad to see the synergies generated by these two leading companies in the industry. This alliance presents an excellent opportunity for both companies to expand product development and market position. At the meantime, TechTronic, will remain focus in developing its primary businesses," said Mr. Horst Pudwill, Chairman and Chief Executive Officer of TTI.

- end -

## About TechTronic Industries Company Limited

Founded in 1985, TTI is a world leader in the design, engineering, manufacturing and marketing of home improvement products, including power tools, outdoor products, floor care appliances as well as solar and electronic products. TTI has enjoyed continuous growth since its listing on the Hong Kong Stock Exchange in 1990, achieving an average annual turnover growth rate of over 26% for the past five years in turnover. TTI products are marketed under their own brands such as Ryobi and Homelite, and through various leading brand names around the world.

### **About MEDISANA AG.**

Medisana is engaged in the development, production and distribution of innovative health care products. The company's specialization is particularly directed towards the business segments involving health examination, alternative pain therapy, preventive medicine, physical therapy, as well as expert personal hygiene and it aims to expand its position as one of the leading global suppliers in the health-care market. MEDISANA is recognized as one of the innovation leaders in the home health care market owing to the range of high-tech quality products offered by the company for health-related self-diagnosis and therapy.

### For press enquiries:

**TechTronic Industries Company Limited** 

Judy Fung

Tel: 2402 6653 Fax 2413 5971

Email: judyfung@tti.com.hk

### **Strategic Financial Relations Limited**

Veron Ng/ Carol Lau/ Ines Chin Tel: 2864 4831/ 4815/ 4867 Fax: 2804 2789/ 2527 1196 Email: veron@strategic.com.hk /

carol@strategic.com.hk /
ines@strategic.com.hk