

Information for the capital market

Dezember 22, 2009

Page 1 / 3

Dräger savings on track, Lübeck site strengthened

- **Respiratory Care strategic business field to be pooled in Lübeck in future**
- **New building for Infrastructure Projects strategic business field**
- **Production increases workforce in Lübeck**

As planned, Drägerwerk & Co. KGaA will achieve lasting savings of EUR 35 million compared to 2008 levels. These savings have been achieved thanks to the measures launched in 2009 as part of the turnaround program. These also include closing the site in Best (Netherlands) during the first half of 2010. The expenses required for this move were already recorded in the financial statements for the third quarter of 2009. The Lübeck site will emerge from the reorganization in a stronger position: The Respiratory Care strategic business field is to be consolidated at the Lübeck site, realizing synergies for development, production and marketing.

As part of the site closure in Best, the negotiating parties agreed on a redundancy compensation scheme. The almost 120 employees at Best were offered the chance to make the switch to Lübeck and 12 of these are currently in negotiations with a view to making the move. Dräger has been developing and producing devices for emergency and home ventilation at the Best site since it was established in 1996. In the past few years, the site has been operating at a loss despite restructuring efforts. "Pooling our expertise in Lübeck significantly improves our competitive position," says Stefan Dräger, Chairman of the Executive Board of Drägerwerk Verwaltungs AG. The Respiratory Care strategic business field will continue to focus on providing a comprehensive product range for the entire patient process chain in ventilation: from non-hospital emergencies and emergency room treatment to acute care therapy as well as transport both inside and outside hospitals.

New building for Infrastructure Projects in Lübeck

Dräger is to build a new production and logistics building for the Infrastructure Projects strategic business field. Its roughly 175 employees who have worked

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Page 2 / 3

in Lübeck-Travemünde up to now, are to move to the new premises in Revalstrasse at the Lübeck site at the end of 2010.

The planned building creates the perfect conditions for improving logistics and production processes. In addition, the operating costs of the new building are lower than those of the currently rented property, creating immediate savings. Plans for the new building envisage a highly flexible and transparent building design, combining production more closely with administrative and planning functions. Dräger is investing around EUR 12 million in the project. CommerzReal AG and several regional financiers are involved as project partners in the off-balance sheet investment. The state of Schleswig-Holstein is supporting the planned investment by providing 15 percent of the investment total, a pledge aimed at retaining jobs in the area.

The rapidly growing Infrastructure Projects strategic business field designs, installs and maintains central supply systems and utility supply systems for hospitals. "The new building sends out a clear signal about our commitment to the Lübeck site. It is also an investment in the future, intended to cut costs and therefore secure the long-term future of jobs in Lübeck," emphasizes Stefan Dräger.

Production increases workforce in Lübeck

Since November, the medical division has been increasing its capacity in Lübeck to bring it in line with demand. In total, the division plans to hire around 90 new employees, the vast majority of which have already been appointed. Around two thirds of the new employees will receive full-time or fixed-term contracts. The remaining third will be given temporary contracts.

Committed to negotiations with IG Metall

Dräger management and IG Metall are obligated by a joint agreement to enter into negotiations aimed at defining consistent working conditions at the company while at the same time taking Dräger's business interests into account. "It's our goal to reduce working costs in general and in particular to make them more flexible. This makes it possible to preserve as many jobs as possible even during fluctuations in capacity utilization or during times of crisis," explains Stefan Dräger.

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Page 3 / 3

Dräger. Technology for Life®

The Drägerwerk AG & Co. KGaA is an international leader in the fields of medical and safety technology. Dräger products protect, support and save lives. Founded in 1889, in 2008 Dräger generated revenues of around EUR 1.9 billion. The Dräger Group is currently present in more than 190 countries and has about 11,000 employees worldwide. Please visit www.draeger.com for more information.

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