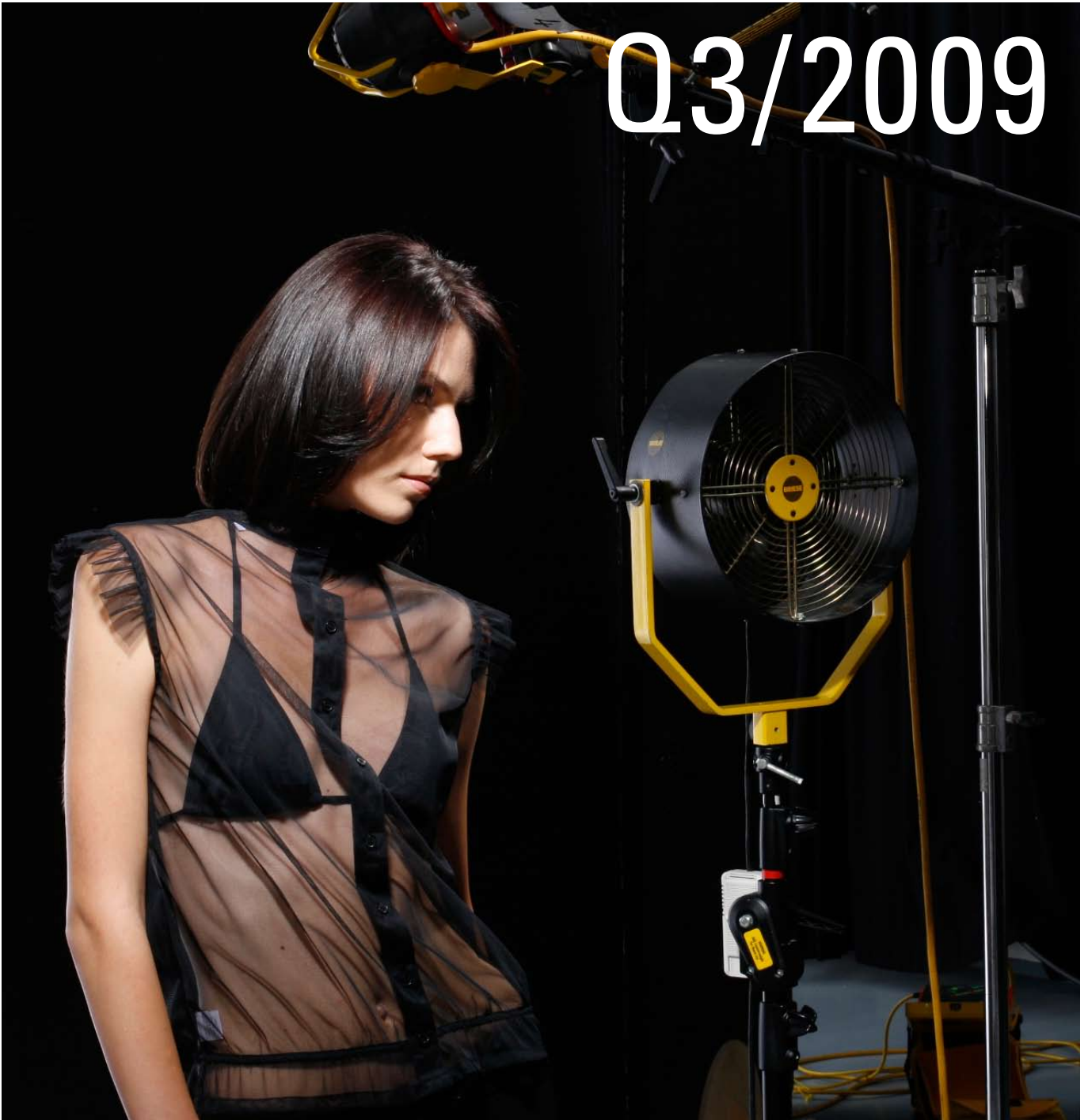


QUARTER REPORT  
ESSANELLE HAIR GROUP AG

Q3/2009



KEY FIGURES for 1 January to 30 September 2009/2008 (EUR millions – IFRS)

million €	2009	2008	Change
Consolidated sales revenues	95.5	95.8	-0.2%
essanelle Ihr Friseur	47.7	52.1	-8.5%
Super Cut	15.2	15.3	-0.4%
HairExpress	23.7	19.7	+20.2%
TOP TEN	4.0	4.4	-7.2%
Beauty Hair Shop	4.9	4.3	+13.4%
EBITDA	7.2	8.1	-10.4%
EBIT	3.2	4.2	-24.1%
EBT	2.9	3.8	-22.9%
<b>Net income for the first nine month</b>	<b>1.7</b>	<b>2.1</b>	<b>-18.4%</b>
EPS	0.37	0.45	

**Financial calendar**

Analyst Conference	9 November 2009
Annual Report 2009	March 2010
Quarter Report 2010	May 2010

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## FOREWORD OF THE MANAGEMENT BOARD

Dear readers,

In the third quarter of the current year we have achieved a turnover of 31.8 million Euros versus 32.2 million Euros in the corresponding quarter of the previous year. In the first nine months of 2009, a turnover of 95.5 million Euros was achieved, following 95.8 million Euros in the previous year. This is equivalent to a decline of 0.2%.

The past months have thereby shown us that it will not be possible this year to increase the turnover level of the previous year once again. In total, we have already had to close 43 salons in 2009 primarily because of the Hertie insolvency. Indeed, we have also continued with our expansion strategy and opened 29 new salons. However, these salons will only gradually reach their turnover potential entirely and can therefore not fully replace the closed salons this year. At the moment we assume that 2009 will generate a turnover on last year's level. With that, we will admittedly not reach our ambitious goal of renewed growth – but in view of the overall economic environment, the extremely poor circumstances of our industry and the to some extent massive turnover cave-ins of other companies in the retail sector and related sectors, we are quite satisfied.

As already announced at the turn of the half-year, this sales trend has an impact on our revenue condition as well. We currently assume to generate a pre-tax yield of between 5.5 million Euros and 6.0 million Euros in the 2009 financial year. With that we admittedly do not reach the previous year's figure as planned – but we still lie above the already good result of 5.4 million Euros of the year 2007. The exact level of the pre-tax yields is also strongly dependent on the course of the Christmas trade.

We thereby generate a stable turnover and a good revenue level – although we were struck by two negative external factors in the difficult overall economic situation and by the once-off closing of the Hertie salons at the same time. Given this background we are confident to grow profitably once more given somewhat improved underlying circumstances – even if it cannot be foreseen if these will again be possible in the year 2010. For at present nobody can estimate how strongly the results of the financial and economic crisis will influence the domestic consumption of

2010. Likewise, the demand in the department store environment will in all probability continue to develop poorly. This probably applies to the Karstadt department stores in particular. 2009 and eventually also 2010 can consequently become transition years in which the sustained turnover and revenue growth seen in past years cannot be continued as desired.

In principle we are, however, so well positioned on the capital side that we can keep opening 50 new salons each year, with which additional market shares and growth in the medium term is generated once more. We have already extensively illustrated in our mid-year review how we have in the past years redeployed substantial turnover components from department stores to shopping centres and supermarkets. This strategy proved to be right. We ultimately assume to grow once more in the medium term through our revitalisation in the case of essanelle Ihr Friseur – and thereby then accomplish steady turnover increases. We have thereby set all switches that we have influence over to profitable growth. With our market position and the strength of our company, we feel very certain of being able to continue the positive development of the Essanelle Hair Group.

The Management Board



Achim Mansen  
(Chairman of the Management Board)



Dieter Bonk  
(Management Board)



Dirk Wiethölter  
(Management Board)

## BUSINESS TREND

The unsatisfying turnover development of the Essanelle Hair Group also continued in the third quarter of 2009. The turnovers lay at 31.8 million Euros after 32.2 million Euros in the corresponding quarter of the previous year and are thereby once more declining, as in the first quarter, after a positive second quarter. In total a turnover of 95.5 million Euros was achieved after nine months, which falls slightly below the previous year's value of 95.8 million Euros. The reasons for this lie in a continued weak environment on the one hand. Thus according to the Federal Statistical Office, the German retail sector experienced a decline in turnover of 2.6% nominally and 2.2% realistically in the period of January to August 2009 compared to the same period last year. In addition, the closure of 43 sites in total strained the turnover development of the Essanelle Hair Group – caused mainly by the insolvency of the department store chain Hertie. Vis-à-vis there were only 29 new openings in the first nine months. At the quarterly deadline, the Essanelle Hair Group conducts 658 salons in total and with that falls under the value of 660 salons after the third quarter of 2008 and 672 salons at the beginning of the year.

The development of concepts in the first nine months of 2009 constitutes the following: especially in times of a rather weak consumer climate, the HairExpress concept is in high demand with price-conscious consumers. Accordingly, this concept achieved a turnover increase of 20.2% to 23.7 million Euros after the previous year's value of 19.7 million Euros. With that, HairExpress now already generates a quarter of our total turnover. The Super Cut concept achieved turnovers close to the previous year's level, amounting to 15.2 million Euros (previous year: 15.3 million Euros). TOP TEN generated a turnover of 4.0 million Euros after the first nine months of the current year and thereby falls 7.2% under the previous year's value of 4.4 million Euros. The essanelle Ihr Friseur concept was particularly impacted by the Hertie closures – the number of salons were reduced by 35 in contrast to the previous year's time period – and achieved a turnover level of 47.7 million Euros after 52.1 million Euros in the first nine months of 2008. The Beauty Hair Shops, a concept specifically focusing on the sale of salon exclusive products, managed to increase the turnover of 4.3 million Euros in the previous year to 4.9 million Euros in the first three quarters of 2009.

As a salon company, the Essanelle Hair Group generates the biggest turnover through classical servicing business. The servicing turnover decreased slightly to 79.7 million Euros or 83.4% of the total turnover after 80.3 million Euros (83.8%) in the previous year's time period. The turnover from the sale of salon exclusive products in Beauty Hair Shops specialised in selling these on the one hand, and in the salons itself on the other hand, could by contrast be increased in the first nine months of 2009 and generated 15.8 million Euros or 16.6% of the total turnover of the Essanelle Hair Group AG (previous year: 15.5 million Euros or 16.2% of the total turnover).

### Concepts – Salons – Employees – Sales

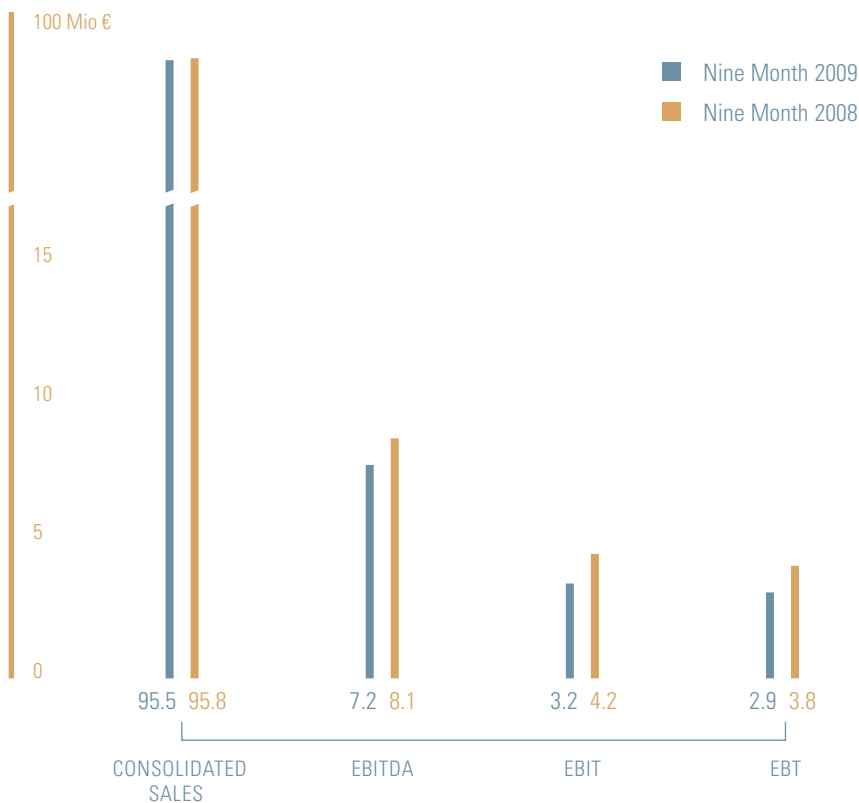
Concepts	1st to 3rd Quarter 2009			1st to 3rd Quarter 2008		
	Number of Salons	Employees <sup>1</sup>	Sales million €	Number of Salons	Employees <sup>1</sup>	Sales million €
essanelle Ihr Friseur	309	2,187	47.7	344	2,416	52.1
Super Cut	92	524	15.2	93	509	15.3
HairExpress	195	1,112	23.7	163	931	19.7
TOP TEN	32	170	4.0	32	189	4.4
Beauty Hair Shop	30	102	4.9	28	92	4.3
<b>Total</b>	<b>658</b>	<b>4,095</b>	<b>95.5</b>	<b>660</b>	<b>4,137</b>	<b>95.8</b>

<sup>1</sup> without Overhead

## EARNINGS PERFORMANCE

The profit and loss account of the Essanelle Hair Groups shows an increased personnel expenditure of 2.6% to 53.9 million Euros in the first nine months of 2009 (previous year: 52.5 million Euros). This results partly from distinct tariff increases in various districts. The number of employees, in contrast to the previous year, has fallen through close-downs, for example. The payroll cost rate has increased to 56.4% (previous year: 54.8%). Likewise, the material costs rose to 7.8 million Euros in the first nine months, after 8.2 million Euros in the same time period of the previous year. Hence a material cost rate of 8.4% ensued. The leasing and lease related costs increased from 17.9 million Euros to 18.7 million Euros. The other operational expenditures could, for example, be lowered by 10.5% from 9.6 million Euros to 8.6 million Euros through a currently low advertising budget. Moreover, a big investment was made during the previous year's time period in the new brand presence of the essanelle Ihr Friseur concept.

The turnovers, with a decline of -0.2% under the previous year and clearly remaining below plan, influenced the profit situation of the Essanelle Hair Group AG. For the first nine months of the current financial year an EBITDA (Earnings before Interest, Taxes, Depreciation, and Amortization) amounting to 7.2 million Euros ensued. This corresponds to a decrease of 10.4% compared to the previous year's value of 8.1 million Euros. On the basis of slightly increased depreciation from 3.9 million Euros to 4.0 million Euros, the EBIT (earnings before interest and taxes) of 3.2 million Euros lies clearly below the previous year's value of 4.2 million Euros. The earnings before taxes (EBT) of the first nine months amount to 2.9 million Euros after 3.8 million Euros. At a tax expenditure of 1.3 million Euros (previous year: 1.7 million Euros) the net income was eventually reduced from 2.1 million Euros to 1.7 million Euros. The basic earnings per share is at 0.37 Euros after nine months (previous year: 0.45 Euros).



## BALANCE SHEET, CAPITAL EXPENDITURE AND LIQUIDITY

On the assets side of the balance sheet as on 30/09/2009 there were no substantial changes in the long-term net worth, which lies at 42.8 million Euros (43.7 million Euros on 31/12/2008). The short-term net worth was reduced from 13.3 million Euros to 10.5 million Euros. Admittedly, the other net worths increased from 0.5 million Euros to 1.8 million Euros mainly through prepayments booked here in new salons. The means of payment fell from 5.6 million Euros on 31/12/2008 to 2.0 million Euros on 30/09/2009, though. This also resulted from the dividend payments of the company, alongside the down payments mentioned, in the amount of 2.3 million Euros.

Although the stockholders' equity on the liabilities side dropped from 30.6 million Euros on 31/12/2008 to 30.0 million Euros at the end of the nine month period, the stockholders' equity rate increased from 53.7% to 56.2%. In the long run, debts dropped from 9.8 million Euros on 31/12/2008 to 8.3 million Euros – primarily through a reduction in financial debts. Short-term debts were also reduced from 16.6 million Euros to 15.0 million Euros. With that the total amount of debt was reduced from 26.4 million Euros to 23.3 million Euros. The total assets lay at 53.4 million Euros on 30/09/2009 (31/12/2008: 57.0 million Euros).

The investment volumes of the Essanelle Hair Group amounted to 3.3 million Euros in the first nine months. 1.6 million Euros and 1.2 million Euros were invested in the opening of new salons and renovations respectively. Beyond that, 0.5 million Euros went towards other investments.

The cash flow calculation of the Essanelle Hair Group showed a net outflow of funds from current economic activity in the amount of 3.8 million Euros on 30/09/2009 after the previous year's value of 5.8 million Euros. Investment activity was slightly retracted. The net outflow of funds amounts to 3.2 million Euros after nine months and thereby lies under the previous year's value of 3.8 million Euros. The cash flow from the financing activity indicates a net outflow of funds of 4.2 million Euros in total and thereby nearly lies on the previous year's level of 4.3 million Euros. The outflows resulted from the company's dividend payments in the amount of 2.3 million Euros and the reduction of financial debts in the amount of about 2.8 million Euros. In total a net reduction in available means of payment of 3.6 million Euros (previous year 2.4 million Euros) and a stock of instruments of payment amounting to 2.0 million Euros (previous year: 3.7 million Euros) thereby ensued on 30/09/2009 after the first nine months.

## COST AND PRICE TREND

Leasing and products in particular rank among the substantial cost factors for the Essanelle Hair Group AG. The Essanelle Hair Group could reduce the procurement prices of salon exclusive products in the first nine months and thereby exploit saving potentials. The leases of the company remained in the scope of marginal cyclical adjustments. The prices for hairdressing services were only adapted in conventional business amounts.

## EMPLOYEES

After the first nine months, the number of employees is declining once more for the first time in years. By the deadline of 30 September 2009, the company employed 4,197 employees in the salons and in the head office in contrast to 4,247 employees in the previous year. At 38.9%, the number of part-time employees ranges in a customary and for the company familiar extent. In the previous year the rate amounted to 36.8%. The number of apprentices increased from 244 to 271; the apprenticeship rate thereby amounts to 6.5% (previous year: 5.7%).

## RISK REPORT

The extensive explanation of the risk report of the Essanelle Hair Group AG can be looked up in the business report of 2008 on pages 44 to 46. Apart from the company and market risks described as well as the corresponding measures for risk control through the risk management system, no additional risks exist for the remaining financial year, from the company's point of view.

## THE SHARE

In the past months, the national and international stock exchanges continued to recover from the all-time lows at the beginning of the year. In the third quarter, the shares of the Essanelle Hair Group AG opened with an exchange rate of 7.99 Euros on Xetra and closed with 7.90 Euros at the end of September. Overall the exchange rate of the shares proceeded with relative stability in a range of 7 Euros to 8 Euros.

After the shareholders' meeting in June, the dialogue with investors once more stood in focus of the Investor Relations Work of the Essanelle Hair Group AG. On 9 November the chairperson will present the Essanelle Hair Group AG to the financial community on the equity capital forum in Frankfurt.

### SHAREHOLDER STRUCTURE (AS AT 30 SEPTEMBER 2009)

Saxonia	89.76%
Free float as defined by Deutsche Börse	10.24%

### SHARE DATA IN THE FIRST NINE MONTHS OF 2009

Highest price (Xetra)	EUR 9.10
Lowest price (Xetra)	EUR 6.50
Performance 1 Jan.– 30 September 2009	+17.9%
Price on 30 September 2009 (Xetra)	EUR 7.99
Capital admitted to trading	EUR 4,595,044
Market capitalisation as of 30 September 2009	EUR 36.3 million
Free float	EUR 3.7 million

## OUTLOOK

After the positive turnover development in the second quarter, the Essanelle Hair Group AG once more registered declining turnovers in the third quarter. With that, the goal of a growth of 3% to 7% in the full year can no longer be reached. For 2009, the board assumes to reach turnovers in the region of the previous year's value of 129.2 million Euros. An exact prognosis cannot yet be delivered because of the high significance of the Christmas trade. Because of this development, a pre-tax yield of between 5.5 million Euros and 6.0 million Euros is now achieved on the revenue side. This falls below the previous year's value of 6.4 million Euros and above the 2007 value, which amounted to 5.4 million Euros.

In total, the Essanelle Hair Group will hereby once more develop significantly better than the total market and gain additional market shares in 2009. To keep reaching this goal, the expansion will be continued in the fourth quarter and also in the coming year 2010 with sound judgment and in due consideration of the domestic consumer behaviour.



## CONSOLIDATED BALANCE SHEET (IFRS) as of 30 September 2009

### ASSETS

€	30.09.2009	31.12.2008
ASSETS		
<b>Fixed assets</b>		
Property, plant and equipment	23,079,687.50	23,931,881.75
Goodwill	19,558,872.10	19,558,872.10
Other intangible assets	110,048.12	140,952.59
Other loans	81,399.61	72,382.53
	<b>42,830,007.33</b>	<b>43,704,088.97</b>
<b>Current assets</b>		
Other loans	14,874.21	14,874.21
Inventories	6,653,326.94	6,996,124.66
Accounts receivable	110,964.64	176,377.58
Other assets	1,778,155.72	532,706.00
Cash and cash equivalents	1,969,300.54	5,600,168.26
	<b>10,526,622.05</b>	<b>13,320,250.71</b>
<b>Total assets</b>	<b>53,356,629.38</b>	<b>57,024,339.68</b>

## LIABILITIES

€	30.09.2009	31.12.2008
<b>SHAREHOLDERS' EQUITY</b>		
<b>Capital and reserves allocable to the shareholders in the parent company</b>		
Share capital	4,522,841.00	4,522,841.00
Capital reserve	15,701,360.01	15,717,699.17
Revenue reserves	9,784,980.15	10,357,743.59
	<b>30,009,181.16</b>	<b>30,598,283.76</b>
<b>DEBT</b>		
<b>Long-term debt</b>		
Financial debt	3,356,680.50	5,116,349.08
Deferred tax liabilities	4,046,717.63	3,747,354.57
Pension provisions	154,364.00	154,364.00
Other provisions	785,131.33	784,916.10
	<b>8,342,893.46</b>	<b>9,802,983.75</b>
<b>Short-term debt</b>		
Financial debt	3,177,462.32	3,296,851.11
Accounts payable	2,858,358.29	4,399,960.59
Current income tax liabilities	2,473,937.69	1,851,127.76
Other liabilities	2,574,120.97	3,259,874.25
Other provisions	3,920,675.49	3,815,258.46
	<b>15,004,554.76</b>	<b>16,623,072.17</b>
<b>Total debt</b>	<b>23,347,448.22</b>	<b>26,426,055.92</b>
<b>Total shareholders' equity and debt</b>	<b>53,356,629.38</b>	<b>57,024,339.68</b>

## CONSOLIDATED INCOME STATEMENT (IFRS)

for the period from 1 January 2009 to 30 September 2009

€	01.01.–30.09.09	01.01.–30.09.08	01.07.–30.09.09	01.07.–30.09.08
Sales	95,536,438.05	95,773,405.56	31,832,863.88	32,212,750.68
Other operating income	678,250.91	515,431.34	153,854.15	97,157.36
Cost of materials	-7,827,912.36	-8,178,182.84	-2,415,808.89	-2,191,201.59
Personnel expenses	-53,879,747.82	-52,525,223.46	-17,994,482.40	-17,847,735.83
Depreciation and amortization	-4,035,924.99	-3,863,584.76	-1,338,707.40	-1,293,869.34
Rental and ancillary rental expenses	-18,693,610.63	-17,919,063.72	-6,243,060.93	-6,072,694.30
Other operating expenses	-8,567,302.60	-9,575,019.46	-2,642,941.54	-3,448,650.59
<b>Operating earnings</b>	<b>3,210,190.56</b>	<b>4,227,762.66</b>	<b>1,351,716.87</b>	<b>1,455,756.39</b>
Financing income	12,313.26	86,368.60	1,498.69	26,420.66
Financing expenses	-280,149.33	-498,527.19	-80,930.18	-167,120.92
<b>Net financial expenses</b>	<b>-267,836.07</b>	<b>-412,158.59</b>	<b>-79,431.49</b>	<b>-140,700.26</b>
<b>Earnings before taxes</b>	<b>2,942,354.49</b>	<b>3,815,604.07</b>	<b>1,272,285.38</b>	<b>1,315,056.13</b>
Tax expenses	-1,253,697.41	-1,746,127.68	-569,270.31	-734,166.50
<b>Consolidated net income</b>	<b>1,688,657.08</b>	<b>2,069,476.39</b>	<b>703,015.07</b>	<b>580,889.63</b>

### Earnings per share

basic	0.37	0.45		
diluted	0.37	0.42		

## CONSOLIDATED CASH FLOW STATEMENT (IFRS)

for the period from 1 January 2009 to 30 September 2009

k €	30.09.2009	30.09.2008
<b>1. CASH FLOW FROM OPERATING ACTIVITIES</b>		
Cash generated by ongoing business activities	4,505	6,687
Interest paid	-315	-351
Taxes on income paid	-418	-538
<b>Net inflow of funds for operating activities</b>	<b>3,772</b>	<b>5,799</b>
<b>2. CASH FLOW FROM INVESTMENT ACTIVITIES</b>		
Acquisition of property, plant and equipment	-3,140	-3,905
Proceeds from the sale of property, plant and equipment	7	21
Acquisition of intangible assets	-26	-27
Loans paid out	-70	0
Loans repaid	61	8
Interest received	12	82
<b>Net outflow of funds for investment activities</b>	<b>-3,156</b>	<b>-3,821</b>
<b>3. CASH FLOW FROM FINANCING ACTIVITIES</b>		
Dividend payout	-2,261	-2,268
Buyback of own shares	-16	0
Receipts from the taking up of financial loans	858	442
Repayment of financial debt	-2,827	-2,516
<b>Net outflow of funds for financing activities</b>	<b>-4,247</b>	<b>-4,342</b>
Net decrease in cash and cash equivalents	-3,631	-2,365
Cash and cash equivalents at the beginning of the year	5,600	6,078
<b>Cash and cash equivalents at September 30</b>	<b>1,969</b>	<b>3,713</b>

## SCHEDULE OF CHANGES IN GROUP EQUITY (IFRS)

as of 30 September 2009

€	Share capital	Capital reserve	Revenue reserves	Total equity
<b>Balance at 01.01.2008</b>	<b>4,535,044.00</b>	<b>15,702,463.44</b>	<b>8,979,264.34</b>	<b>29,216,771.78</b>
Dividend payout			-2,267,521.16	-2,267,521.16
Consolidated earnings			3,646,000.41	3,646,000.41
Purchase of own shares	-12,203.00	-65,647.48		-77,850.48
Value of the services of employees in connection with employee share option programmes		80,883.21		80,883.21
<b>Balance at 31.12.2008</b>	<b>4,522,841.00</b>	<b>15,717,699.17</b>	<b>10,357,743.59</b>	<b>30,598,283.76</b>
<b>Balance at 01.01.2009</b>	<b>4,522,841.00</b>	<b>15,717,699.17</b>	<b>10,357,743.59</b>	<b>30,598,283.76</b>
Dividend payout			-2,261,420.52	-2,261,420.52
Consolidated earnings			1,688,657.08	1,688,657.08
Purchase of own shares		-16,339.16		-16,339.16
<b>Balance at 30.09.2009</b>	<b>4,522,841.00</b>	<b>15,701,360.01</b>	<b>9,784,980.15</b>	<b>30,009,181.16</b>

## CONSOLIDATED ABRIDGED NOTES TO THE INTERIM FINANCIAL STATEMENTS

### ACCOUNTING STANDARDS AND GENERAL INFORMATION

This quarterly report was prepared according to the current accounting standard regulations of the International Financial Reporting Standards (IFRS). The balancing and assessment regulations correspond to those of the last consolidated financial statements at the end of the 2008 financial year. Accordingly, the accounting statement in conjunction with the reviewed consolidated financial statements on 31 December 2008 and their codicil can be viewed.

The consolidated accounting statement has not been reviewed here. Various information or disclosures which normally belong in a consolidated financial statement compiled according to the IFRS have been abridged or omitted.

### BASIS OF CONSOLIDATION

No changes were made in the consolidation scope in the first nine months of 2009.

### SEGMENT REPORTING

The requirements for a segment report were given in neither regional nor factual or organisational regard. The appendix to the annual report of 2008 provides more information on this on page 74.

### EARNINGS PER SHARE

The basic earnings per share amount to 0.37 Euros in the first nine months of the current financial year (previous year: 0.45 Euros). The diluted earnings per share amount to 0.37 Euros in the same time period (previous year: 0.42 Euros).

### DIVIDEND PAID OUT

The shareholders' meeting decided on 19 June 2009 to distribute a dividend of 0.50 Euros per share. At a share amount totaling 4,535,044 this corresponds to a paid dividend of 2,267,522 Euros.

### EVENTS AFTER THE BALANCE SHEET DATE

After 30/09/2009, no further significant events have occurred.

### RELATED PARTY DISCLOSURES

The business occurrences with related parties and companies can be looked up in the annual report of 2008 on page 110.



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Q3/2009

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