

# Paul Hartmann SA in Tissue and Hygiene (France)

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## Abstracts

Paul Hartmann is expected to see a slight decline in sales over the forecast period. This is due to its positioning on the market with very dynamic development of private label products and a presence of the definite market leader (Tena brand by SCA Group). The company will keep on selling its incontinence products (Molicare and Confiance brands) through pharmacies which is its only distribution channel.

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