

FROM VISION TO IMPACT THE KEYS TO BIOTRONIK'S SUCCESS

Perfectly matching technology to the human body to advance health and wellbeing for all. That is our purpose—excellence for life—and it's a purpose that has been consistent since the beginning of BIOTRONIK.

Founded more than 55 years ago by Prof. Max Schaldach, BIOTRONIK is focused on the moments that change lives. Our solutions span cardiac rhythm management, vascular intervention and electrophysiology*; innovative technology that perfectly interacts with the human body to positively impact life.

With global headquarters in Berlin, Germany and U.S. operations in New York City and Lake Oswego, Oregon, we're proud to remain privately held and independent. This allows us to focus on what really matters—our partnerships with hospitals and physicians to positively impact patient care. We do this by investing in research and development and never losing sight of the importance of quality and reliability. At BIOTRONIK, we create and deliver solutions that can be trusted.

Created with Purpose.

- We have more than 55 years of experience creating cardiovascular solutions that are unmatched in safety and reliability.
- Since 1979, BIOTRONIK has invested in the U.S. market to ensure all physicians have access to our trusted CRM solutions. In 2019, we expanded our proven vascular intervention technology to include the Orsiro drug-eluting stent (DES). Our solutions offer differentiating advancements over existing technology for VI patients.
- Our state-of-the-art training and education center in New York connects our team with the healthcare community through programs that ensure BIOTRONIK innovations continue to make an impact with real-world clinical solutions.
 - International Fellows Program connects EP fellows with innovative technology, concepts, mentors and industry leaders.
- iBIO connects physicians with our engineers to discuss practical clinical and technical needs for research and development.
- iHEAR hosts discussions with C-suite executives to address challenges, exchange ideas and collaborate on potential solutions.
- We don't answer to shareholders or chase short-term wins. Instead, we partner with physicians, health systems and caregivers to deliver the best possible long-term outcomes.
- We are committed to achieving 15% U.S. market share across all product lines by the year 2021.
- Today our solutions improve the lives of more than 1.3 million people every year. We continue to push forward—researching, developing and improving to ensure we continue changing lives for the better every second of every day.

From Vision to Impact.
That's Excellence for Life.

Realizing a Vision.

- We believe in uncompromised safety, profound integrity, trustworthy expertise, independent strength and challenging the status quo.
- Our engineering principles achieve maximum quality assurance, with an uncompromising focus on three key areas:
 - We take time to design at the highest level.
 - We invest in the highest-quality components without compromise.
 - We get things right with our unmatched manufacturing standards.
- BIOTRONIK is the most vertically integrated cardiovascular solutions company, allowing for maximum control of components and quality.
- Confidence in BIOTRONIK comes from our proven results, investment in excellence and our focus on safety as our number one priority.
- Nearly three million BIOTRONIK leads are currently active.
- BIOTRONIK has not had a Class I recall in more than two decades in an industry that has had more than two dozen.
- We invest significantly in clinical studies as we create proven, reliable solutions, and enroll more patients in U.S. lead studies than any other CRM company.¹
- We work closely with physicians and hospitals to minimize readmission and complication rates, and share the burden of risk with our healthcare delivery partners.
- BioEnvelope, a biologic device envelope, exemplifies the impact we have on patient outcomes—a proven solution that reduces scar formation and mitigates the risk of device migration and erosion.²
- BIOTRONIK has developed innovations now considered to be industry benchmarks, such as Orsiro - the only ultrathin strut drug-eluting stent (DES) available in the U.S.³
- We promise to make every second count by continuing to impact lives through innovations that matter.

Making an Impact.

- Safety: At BIOTRONIK, we are focused on every moment of a patient's journey, providing safe, reliable solutions for the full continuum of care.
- Safety: When we say partnership, we truly mean partnership. We strive to help care for physicians, so physicians can care for patients. That's why we offer advancements including Zero-Gravity, a suspended radiation protection system that eliminates the weight burden for the operator.
- Performance: 75% of patients with a cardiac implantable device will need an MRI in their lifetime.⁴ With BIOTRONIK ProMRI and MRI AutoDetect we offer the industry's most advanced MR-conditional line of cardiac solutions.
- Performance: With one less lead, our DX technology—now available on CRT-DX for heart failure—reduces lead complications,⁵ reduces procedure complexity⁶ and eliminates the cost of an atrial lead.
- Performance: Our innovative closed loop stimulation (CLS) technology provides the most physiologic heart rate response on the market by tapping into the patient's autonomic nervous system. The CLS algorithm responds to acute mental stress and continuously learns and adjusts to the human body.
- Performance: We entered the vascular intervention market in the U.S. to become a fully integrated partner to physicians and health systems. Orsiro DES has ultrathin struts for superior patient outcomes, showing significantly lower Target Lesion Failure (TLF) rates.⁷
- Reliability: One in seven of our team members around the globe work in research and development and more than 15% work in quality assurance.
- Outcomes: Our industry-leading remote monitoring technology, BIOTRONIK Home Monitoring[®], ensures patients and physicians are connected every day, providing quality data and leading to increased patient engagement. Studies of Home Monitoring demonstrate reduced mortality at the one-year mark by more than 60%.⁸
- Society: And our impact extends to communities around the world.
 - We have donated nearly 10,000 devices, leads and programmers to the Heartbeat International Foundation since 2010, a global charity that provides free pacemaker therapy to those in need.
 - We host the EPIC Alliance, a global network of women in cardiology that supports one another throughout their careers in electrophysiology.

From our vision to your impact. At BIOTRONIK, we are committed to serving the physicians, health systems and caregivers who make a lasting impact on patients around the world by providing trustworthy solutions that improve outcomes.

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*Not currently available in the U.S.

1. Data gathered from clinicaltrials.gov as of December 2016.
2. Data on file.
3. When compared to FDA approved Drug Eluting Stents. BIOTRONIK data on file.
4. Roguin A et al. *Europace*. 2008, 10(3).
5. Guédon-Moreau L et al. *J Cardiovasc Electrophysiol*. 2014, 25(7).
6. Sinha et al. *Herzschrittmacher*. 2000, 20(3).
7. Kandzari D et al. *The Lancet*. 2017, 390(10105).
8. Taken from IN-TIME study results: At 1-y FU, 18.9% of patients in the HM group vs 27.2% in the control group had worsened symptoms p = 0.013; 1-y all-cause mortality in the telemonitoring group was 3.4% vs 8.7% in the control group p = .004.

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