

**“Positioning the strength of the overall LIFEPAK brand and the continuum of care across all 3 segments.”**

**PHYSIO  
CONTROL**



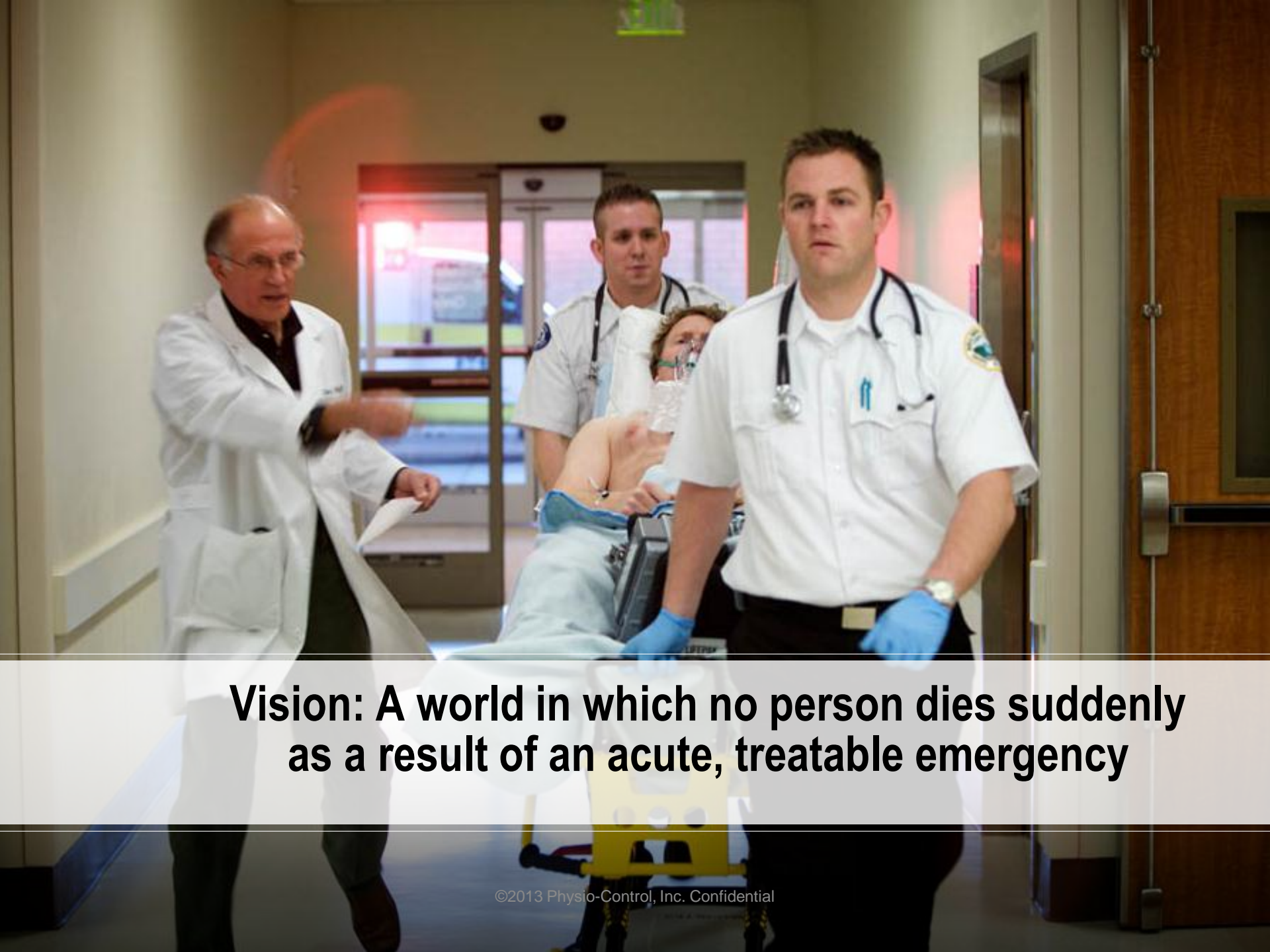
©2013 Physio-Control, Inc. Confidential

# Mission and Vision-Driven Company



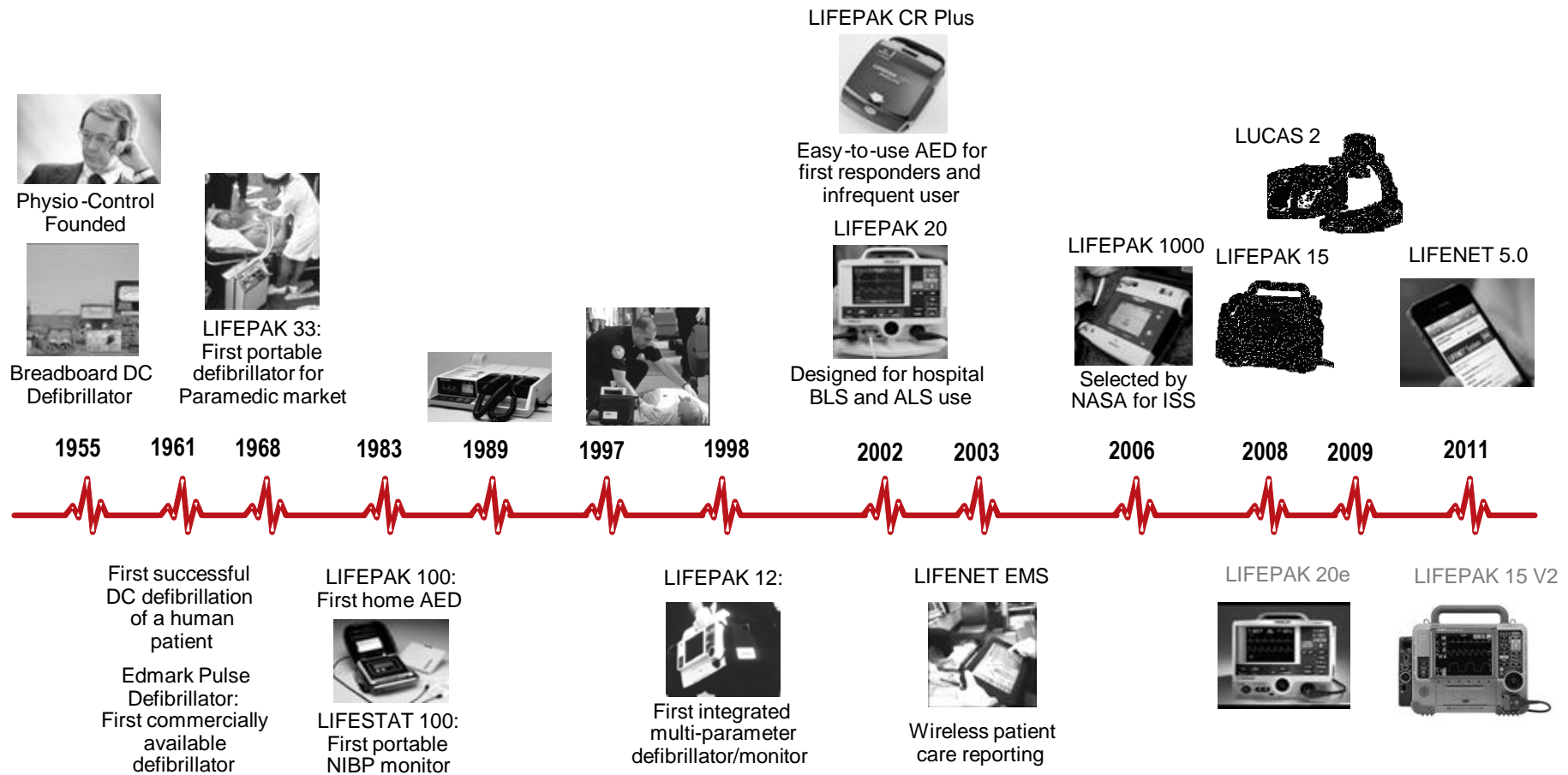
**Mission:** *We make Lifesaving Tools for Lifesaving Teams...* unique medical products of the highest quality which predict or intervene in life threatening emergencies.





**Vision: A world in which no person dies suddenly  
as a result of an acute, treatable emergency**

# 60 Years of Industry Leadership



# Physio-Control Today

---

Global company with nearly 1,500 Team Members worldwide, in 102 countries

---

American owned and operated

---

One of the best known global brands in the medical device industry

---

Long-time #1 market position in professional cardiac monitoring and defibrillation

---

Every 15 minutes someone is saved by a lifepak

---



# Serving Premier Medical Customers Around the World

**8 of the 10 largest U.S. cities use LIFEPAK within EMS**

**40% of the top 200 U.S. heart hospitals use LIFENET**

**76% of the top 50 U.S. heart hospitals use LIFEPAK**

## Serving leading hospitals around the world

### **Int'l Hospitals:**

Singapore Gen'l Hospital (Sin)  
Royal Brisbane Hospital (Aus)  
Leipzig Univ. Hospital (Ger)  
Paris Hospital Group (Fra)  
Dresden Univ. Hospital (Ger)  
Univ. Hospital of Nice (Fra)  
Lund Univ. Hospital (Swe)  
St. Vincent's Hospital (Aus)  
Royal United Hospital (UK)

### **U.S. Hospitals:**

Ohio State Univ. MC  
Rush Univ. MC  
Univ. of Maryland MC  
Union Memorial, Baltimore  
Memorial Hermann, Texas  
Abbott Northwestern, MN  
Duke University MC  
Loyola Univ. MC  
Univ. of Michigan MC

## Serving 2/3 of leading EMS agencies worldwide

### **Global Private:**

American Medical Response<sup>2</sup> (U.S.)  
Falck Ambulance (Denmark)  
Rural Metro (U.S.)  
Acadian Ambulance (U.S.)  
Paramedics Plus (U.S.)  
Allina Medical Systems (U.S.)

### **International Public:**

London Ambulance (U.K.)  
New South Wales (Aus)  
Queensland Ambulance (Aus)  
BC Ambulance (Can)  
RAVU EMS (Neth)  
RAD-Hollands Midden (Neth)  
Helsinki Fire (Fin)  
Wales Ambulance (UK)  
Staffordshire (UK)  
Region Skåne EMS (Swe)

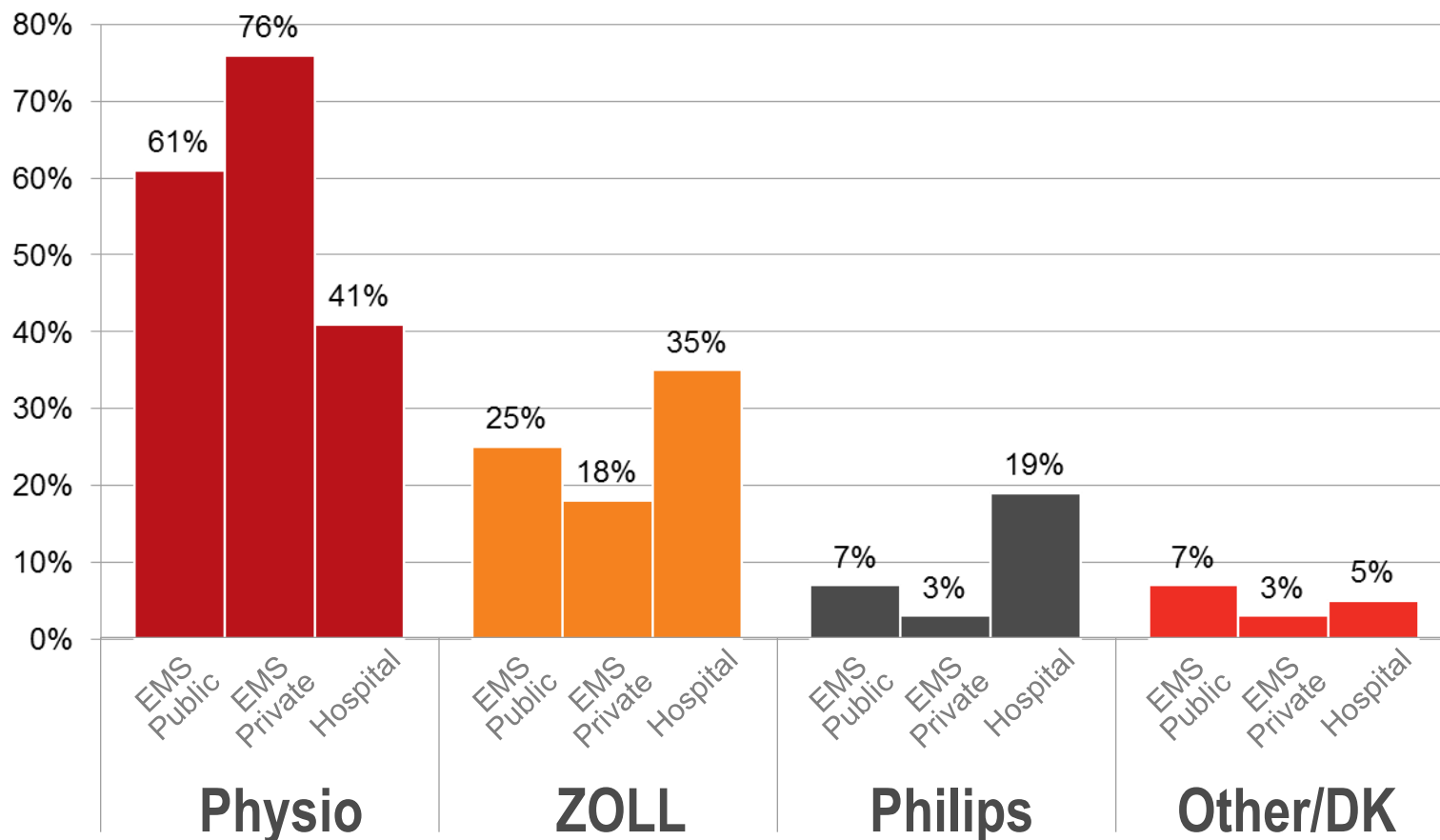
### **U.S. Public:**

Seattle Fire/ Medic One  
Los Angeles Fire  
Miami Dade  
Dallas Fire  
Houston  
EMSA  
Chicago Fire  
S. Dakota (State-wide)  
FEMA  
New Orleans Fire  
DC Fire

1. U.S. News and World Report March 2011  
2. American Medical Response (AMR) is a division of EMS Corporation

# Largest Installed Base

## U.S. Installed Base







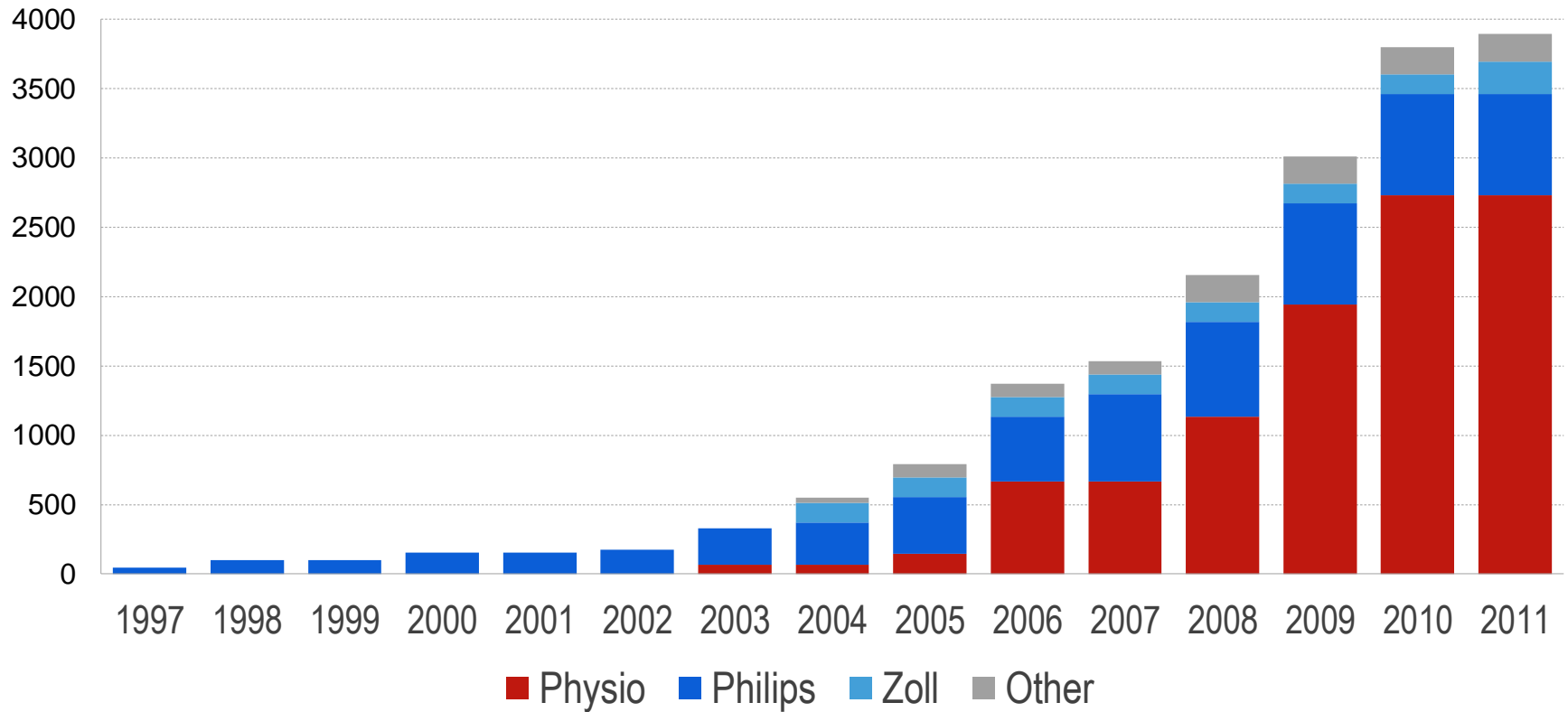
# PHYSIO IS A LEADING CONTRIBUTOR TO SCIENTIFIC AND ENGINEERING ADVANCEMENTS





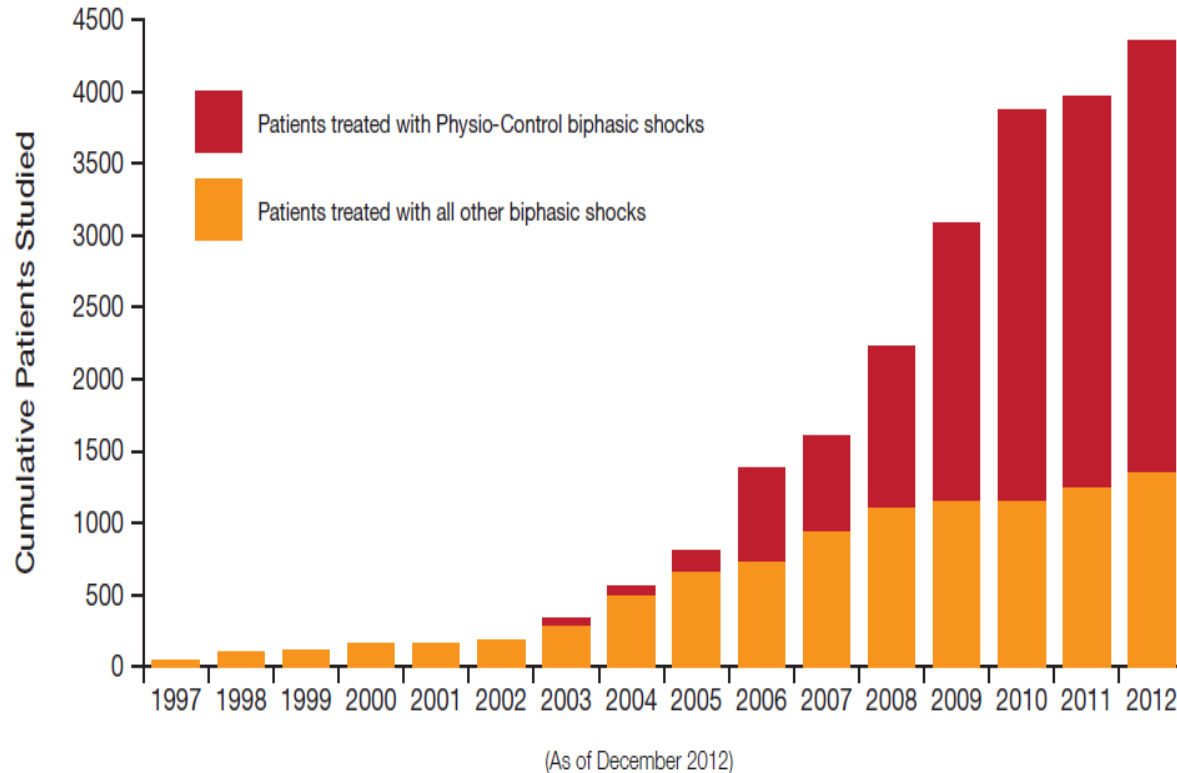
# Good Science Leads to Impactful Technologies

## Cumulative Patients Studied: Published Clinical Biphasic Shock Performance



# Clinical Research Leader

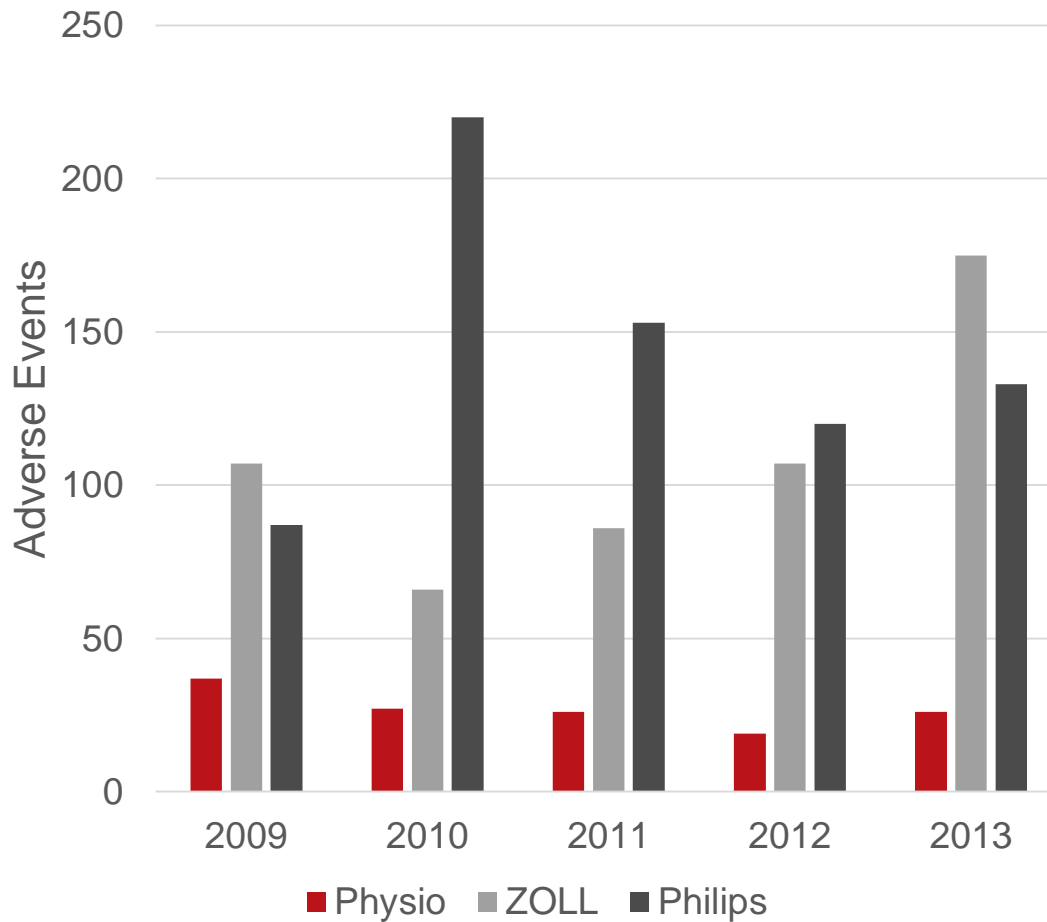
## Cardiac arrest patients treated with biphasic shocks



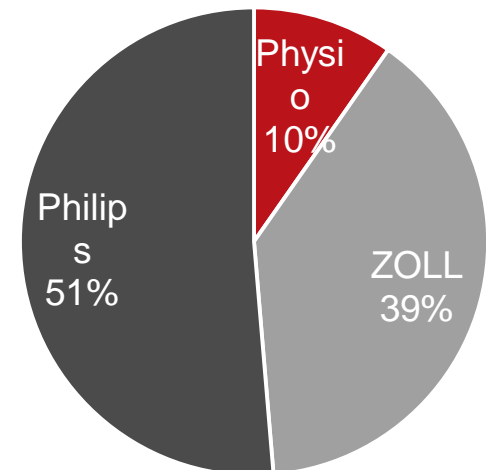
Source: Physio internal review of published literature.

# Quality Leader

FDA MAUDE database—adverse events



Percent of Adverse Events



Source: MAUDE Database, <http://www.accessdata.fda.gov/scripts/cdrh/cfdocs/cfmaude/search.cfm>. As of March 2014.



# Product Portfolio



LIFEPAK CR Plus  
AED



LIFEPAK 1000  
AED



LIFEPAK 20e  
Defibrillator/Monitor



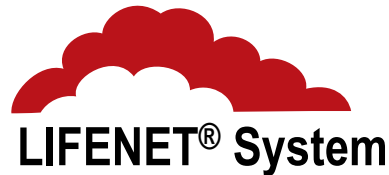
LIFEPAK 15  
Monitor/Defibrillator



LUCAS 2 Chest  
Compression System



TrueCPR  
Coaching Device



CODE-STAT Data Review Software

## Differentiators

LIFEPAK TOUGH – most rugged/ reliable

Attention to detail

Clinical Performance – 360 Joules of energy

Science driven – clinically validated

Easiest to use – fastest to deploy

Most comprehensive CPR Solution

Industry leading data connectivity



