

Transforming Cardiovascular Surgery: Innovation, Growth and Global Impact

Advancing technology and strategy to improve global patient outcomes

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GETINGE 

Agenda Overview

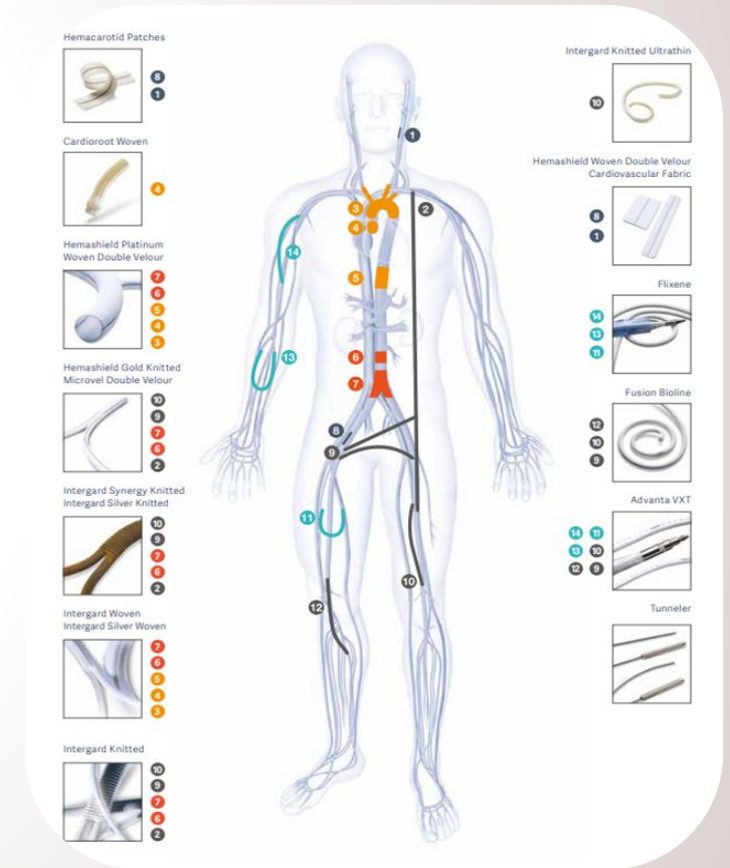
- Who is Getinge Cardiovascular?
- Case Study 1: Innovative approaches in Cardiovascular Surgery medical device development
- Case Study 2: Strategic, global expansion to increase patient access and improve outcomes
- Case Study 3: Improving patient outcomes with advanced products and training
- Conclusion: Sustainable growth and future directions... What will you be able to take away to improve your business and the future of healthcare?



Getinge Cardiovascular – Scope & Purpose

Maquet Cardiovascular:
Wayne, NJ
Suzhou, China

Intervascular Grafts:
La Ciotat, France
Wayne, NJ & Merrimack, NH



Case Study 1: Innovative Approaches to Medical Device Development

Why must we continue to innovate?

Clinical Challenges

- Innovations in clinical techniques
- Changes in clinical workflows focusing on efficiency and managing complex patient cases
- Workforce shortages within the healthcare sector
- Existence of areas lacking adequate healthcare access
- Financial strains faced by healthcare organizations

Manufacturer Challenges

- Worldwide supply chain disruptions
- Impact of tariffs and rising costs
- Pressure on pricing structures
- Growing regulatory requirements
- Skilled labor shortages



Case Study 1: Innovation in Medical Device Development

OK ... but innovation is only that cutting edge AI stuff, right?



Miniaturization, Robotics, Minimally-Invasive Procedures

More precise cardiovascular surgical tools, enhancing surgical accuracy and reducing invasiveness and recovery time.



Use of Biomaterials

Biomaterials improve compatibility and safety of cardiovascular devices, promoting better patient outcomes.



Smart Device Integration, Digital Analytics

Smart devices enhance cardiovascular tool functionality, enabling real-time monitoring, early detection of issues and improved surgical performance.

Case Study 2: Innovation in Medical Device Development

Is innovation even possible in a stable market? Yes, it is essential!



Evolving Clinical Usage ... Leapfrog Products or Simplification?

What unmet or unspoken need could you address?



Global Accessibility ... GTM Strategies – Commercial, Regulatory, Supply Chain

Are you looking holistically enough?

Are your products or processes able to meet the new time-to-market and quality and regulatory demands?



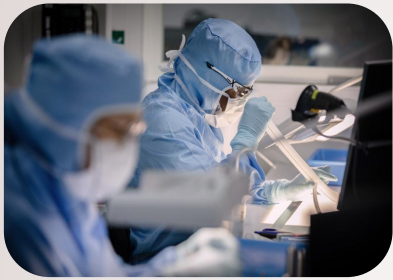
Expanding Beyond Your Current Niche ... Increasing Stickiness

What is your unique differentiator that enhances customer loyalty?

Can a single use or disposable product have digital reach?

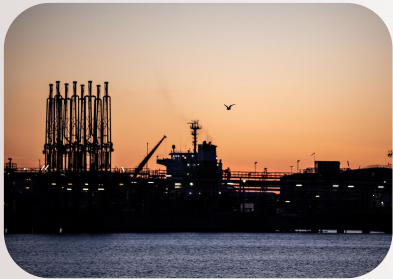
Case Study 2: Strategic, Global Expansion to Increase Patient Access & Improve Outcomes

Our purpose in healthcare is clear, but is our strategy to reach it sufficient?



Clinical Needs ... Spoken and Unspoken

Are you clear on clinical requirements? Regulatory requirements?
Who is their key stakeholder and thought-partner for us?



Global accessibility ... Commercial, Regulatory, Supply Chain

Are you looking holistically enough?
Are your products or processes able to meet the new time-to-market and quality or regulatory demands?



Scalability of Operations and Supply Chains in an Uncertain World

Are we proactively evaluating how we can lower the barrier to access and use our products?
What innovations are improving and simplifying both our external outreach and internal complexity?

Case Study 3: Improving Patient Outcomes with Advanced Product & Training

We have the most innovative, technically advanced devices ... Are they easy to use?

Targeted Training – content, format, outcomes

- Master new medical devices efficiently and safely
- Global or Remote access to same high-quality training and preparation
- Training and education analytics to show efficacy

Evolving training to address clinical and product advancements

- Ensuring professionals are prepared to provide high-quality patient care using advanced technology.
- Evolving Clinical needs push the limits of medical device designs so training (and products) needs to keep abreast.



Conclusion:

Anticipating Future Trends in Cardiovascular Care

Innovation in Device Development

Advancements in cardiovascular surgery devices enhance patient treatment and improve surgical outcomes worldwide.

Strategic Business Growth

Strategic business expansion supports wider patient access and sustainable growth in medical device markets.

Collaboration and Agility

Ongoing collaboration and adaptation among stakeholders drive innovation and success in cardiovascular healthcare.





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