

TSC LIFE

CORPORATE PRESENTATION



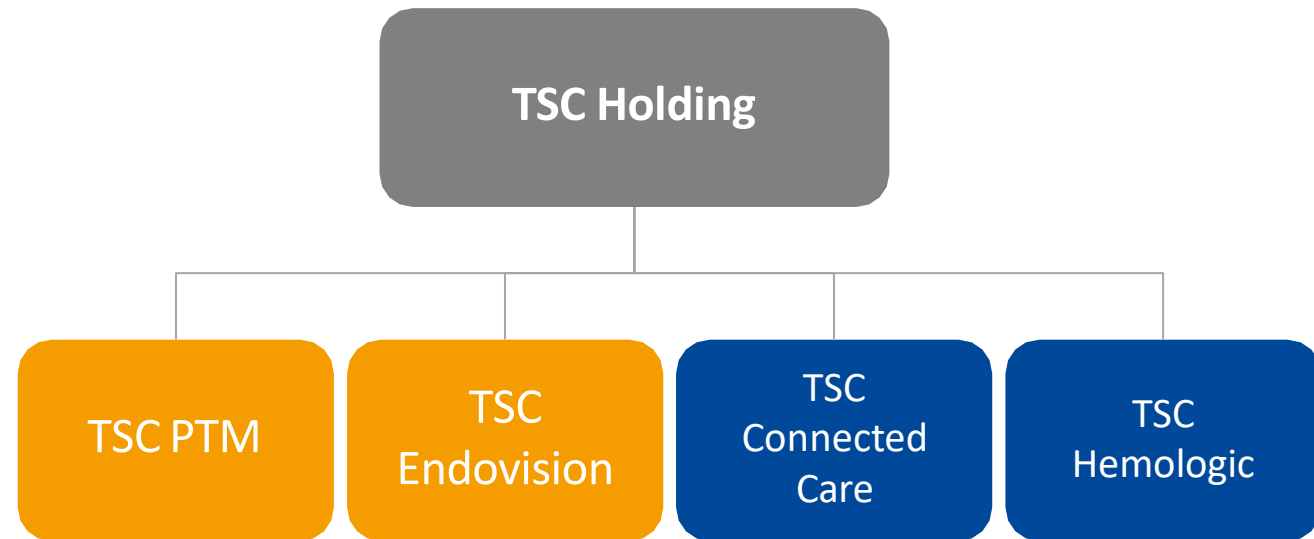
December 2023. Non-confidential presentation

A private group of specialty medtech companies

Description TSC Group

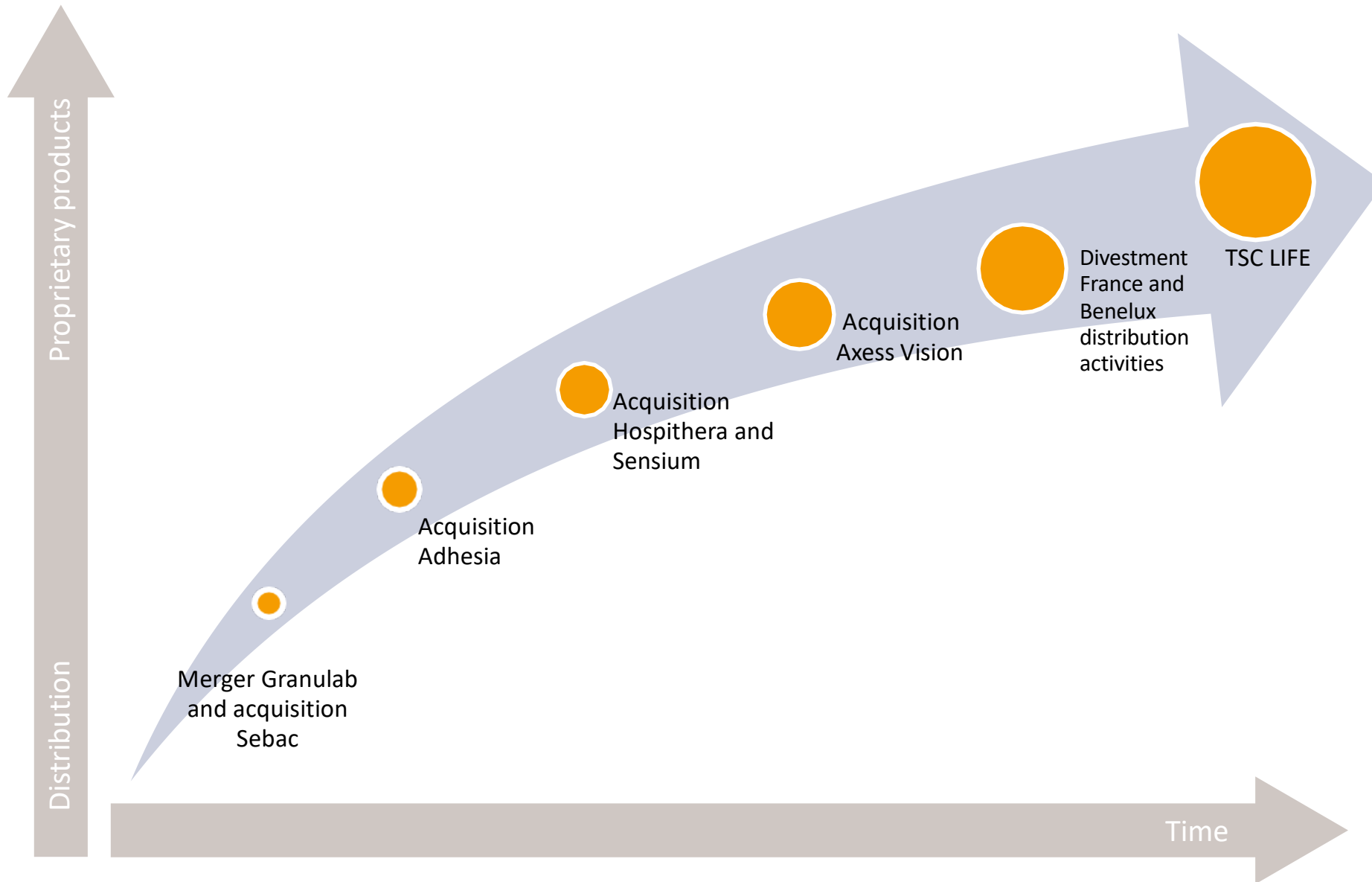
- Private group owning specialty medtech companies. Founded in 1993 and headquartered in the Netherlands
- TSC Group's current portfolio of medtech companies focus on:
 - TSC PTM: patient temperature management
 - TSC Endovision: single-use endoscopy
 - TSC Connected Care: Wireless patient monitoring
 - TSC Hemologic: Non-invasive hemodynamic assessment
- TSC Group's companies:
 - Develop, manufacture and commercialized innovative medical solutions with a positive health economical impact
 - Pursue razor-razorblade business models
 - Have global commercial activities with a focus on Europe and US
 - Have operations (including in-house manufacturing and R&D) in the Netherlands, France, UK and US
 - Have consolidated revenues of EUR ~75m and average number of employees of over 200
- Group pursues an ambitious growth strategy based on organic growth and M&A (including add-ons and complementary activities)

Group structure



*Together, to improve patient outcome
with innovative solutions*

Strategic shift from distribution to proprietary products



M&A activity

- 1993** Foundation of TSC Group
- 2000** Merger Granulab (Dutch distribution company)
- 2001** Acquisition Sebac (French distribution company).
Establishment TSC PTM
- 2007** Acquisition Adhesia (French distribution company)
- 2016** **Acquisition Sensium** (UK based connected care company)
- 2017** Acquisition Hospithera (Belgium and Luxembourg distribution activities of Mylan Inc.)
- 2017** **Acquisition Axess Vision** (French based single-use endoscopy company)
- 2022** **Divestment of French and Benelux distribution activities** (~ EUR 100m sales) to Duomed Group
- 2024** **Creation of TSC LIFE**

Innovative products with solid health economics

TSC PTM

(Amersfoort, the Netherlands)

- A global leader in the field of hypothermia, offering solutions for patient warming
- Products aim to prevent inadvertent perioperative hypothermia which helps to reduce surgical site infections and length of stay



TSC Endovision

(Tours, France)

- Develops single-use flexible endoscopes
- Offering of CE-marked and US FDA bronchoscopes
- Products reduce the risk for cross contamination and lower overall procedural cost



TSC Connected Care

(Oxford, UK)

- Offers a discreet, wearable, ICU-standard wireless patient monitoring system, facilitating the right care at the right time
- Aims to reduce amongst others length of stay, re-admission rates and hospitalisation costs



TSC Hemologic

(Amersfoort, the Netherlands)

- Solutions that offer non-invasive, continuous measurement of the left ventricular volume time curve to assess cardio/hemodynamics



TSC Patient Temperature Management

TSC PTM's products assist to prevent hypothermia

Normothermia vs hypothermia

- Normothermia = normal body temperature
- Hypothermia = a medical emergency that occurs when the body loses heat faster than it can produce heat (60-70% of the patients arriving in PACU* are hypothermic)



“Unwarmed anaesthetised patients become hypothermic.”

Perioperative thermoregulation and heat balance
 Prof. Daniel I. Sessler MD, Department of Outcomes Research, Anaesthesiology Institute, Cleveland Clinic, 2016

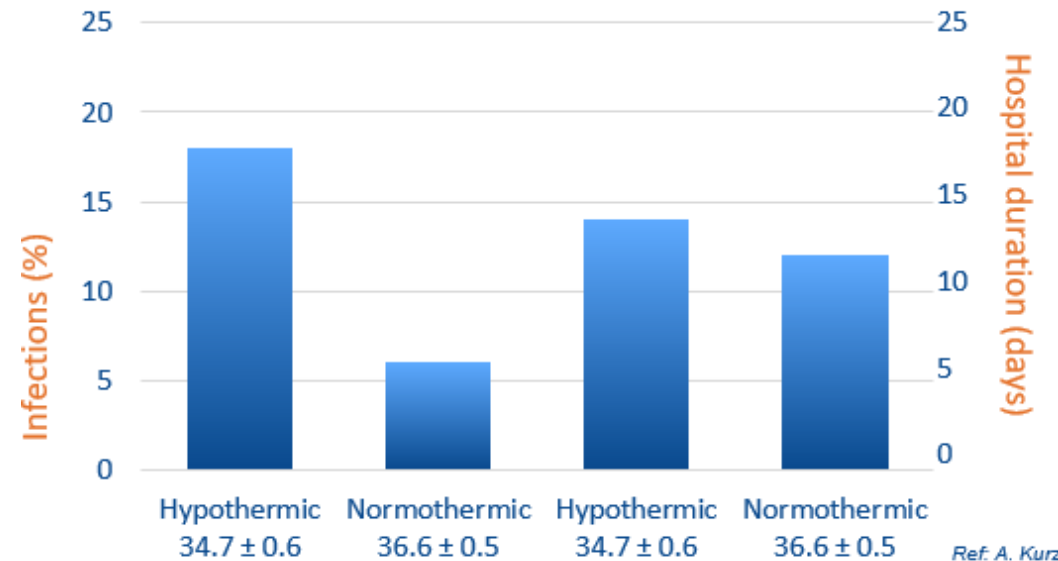
General anaesthetics greatly impair thermoregulation, Neuraxial anaesthesia also impairs central thermoregulatory control. Complications of hypothermia include 1) coagulopathy, 2) increased transfusion requirement, 3) Surgical Site Infection, 4) delayed drug metabolism, 5) prolonged recovery, 6) shivering, and 7) thermal discomfort.

* PACU: Post Anesthesia Care Unit

Preventing hypothermia

- Preventing inadvertent perioperative hypothermia helps to reduce:
 - Surgical site infections (reduction of ~68%)
 - Length of hospital stay
 - Overall costs per patient

Wound Infections



Ref: A. Kurz, NEJM 1996

Complementary product portfolio with clinical differentiators

TSC LIFE



Mistral-Air®
Forced Air Warming



Reflect®
Passive Warming



Fluido®
Blood and Fluid Warming



Fluido® Irrigation
Fluid Warming

- Innovative products with razor-razorblade characteristics
- Supported by strong underlying IP
- Products address common call points such as ER, OR and ICU

Mistral-Air® is a best-in-class Forced Air Warming solution **TSC**LIFE

Mistral-Air® overview



- Based on warming unit (blower) with disposable warming blankets and suits
- Razor-razorblade business model
- Mistral-Air® blankets:
 - Complete and differentiated portfolio
 - Highest warming efficacy
 - Perfect draping
 - Non-floating
 - Excellent patient comfort
- Mistral-Air® blower: easy, clean (HEPA filter) and cost effective

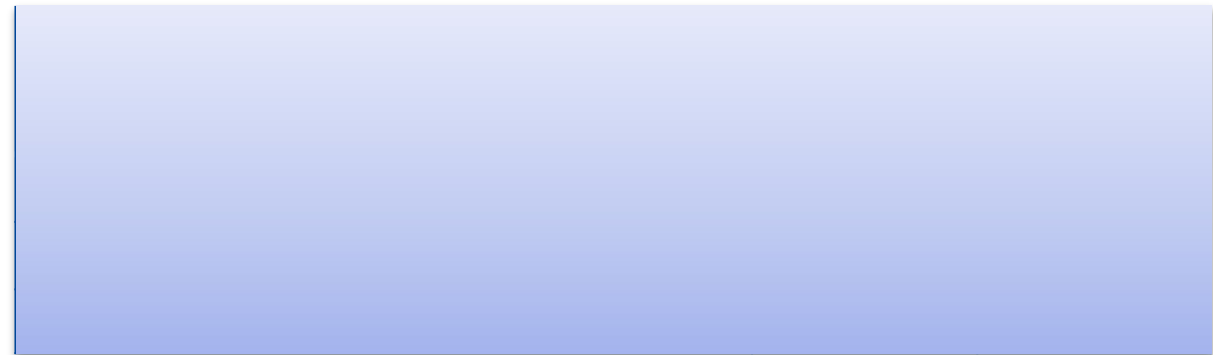
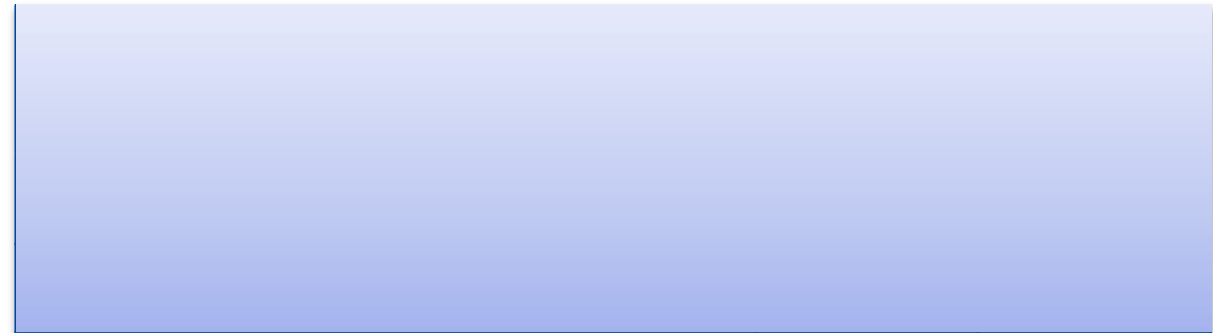


Heat transfer comparative study

THE HIGHEST HEAT TRANSFER

“Comparative study on the efficacy of different FAW systems”

PD Dr. med. Thorsten Perl, Michael Faulstich UM Göttingen Klinik für Anaesthesiologie



In-house fully automated production site Mistral-Air® blankets **TSC LIFE**

- Strategic decision made to in-source blanket assembly to target cost efficiencies and to control production process
- First two TSC PTM blanket production lines were operated by a third party CMO
- In-house production and warehousing site (leased from third party real estate investor) opened in 2021 (the Netherlands)
- New third blanket production lines was installed early 2022, other lines are in the process of being transferred from CMO
- Production site covers around 9,000 sqm and offers expansion possibilities



Fluido® is a complete range for blood and fluid warming

Fluido® portfolio

- Blood and Fluid Warming can help maintain normothermia by providing consistent normothermic (intravenous) blood and fluid at all flow rates
- In case of massive transfusions: every 1 minute of delay decreases survival with 5%*
- Fluido® is a complimentary portfolio of blood and fluid warming solutions that deliver optimum performance at all flow requirements
- The Fluido® concept is based on dedicated disposable cassettes and re-usable equipment
- Fluido® Compact: low to moderate flow, for daily use
- Fluido® AirGuard System (FAS): moderate to high flow rapid infusion

* Impact of delays in massive transfusion protocols, *Meyer et al 2017*

From low flow to high flow (ml per min)

Low flow

High flow



**Fluido®
Compact**

5ml – 200ml/min



**Fluido®
AirGuard
System**

20ml – ~1L/min

TSC PTM is set for continued topline growth at improved margins

Market share expansion

- Significant market share expansion to be realized in key markets driven by competitive dynamics and quality of product portfolio
- Fluido® products not yet commercialized in US market – US FDA registration in the making

Market conversion

- Size of business in certain key markets allows for a conversion from an indirect approach to a direct approach; accelerating topline and margin contribution from such markets

Launch new products

- Promising product development roadmap established, focused on further strengthening competitive positioning and cost profile of current product portfolio as well as adding complementary products

Manufacturing efficiencies

- Strategic investments made in renewed manufacturing approach allow for material cost reduction, with a focus on the company's disposables

Operational excellence

- Strengthened management team in combination with dedicated cross-functional lean projects will allow for further profitability profile enhancements

TSC Endovision

TSC Endovision is focused on single-use endoscopy

General description

- Headquartered in France (Tours) and 100% owned by TSC Group, employs over 100 employees
- Focused on single-use endoscopy with proprietary on-market products for bronchoscopy (BroncoFlex™) and gastroscopy (EndoVista™) under development
- Shift from re-usable to single-use endoscopy: no cross-contamination, 100% availability, 100% patient footprint

BroncoFlex™



- CE-marked and US FDA approved
- Two sizes (Agile® and Vortex®) that cover all flexible bronchoscopy therapeutic indications
- USPs: enhanced ergonomics, high maneuverability and better secretion management
- Operated by the Screeni™ HD Visualization System
- Razor-razorblade (scope + screen) characteristics

Commercialization

Double digit revenues targeted for in 2023 through global commercial network in key healthcare markets

- Direct sales teams in France and Germany
- Certain indirect markets are envisaged to be converted into direct markets
- Other European and RoW markets are commercialized in collaboration

Manufacturing facility



- In-house production and assembly site (Tours)
- High level of automation
- ~400 sqm of clean room and ~2,000 sqm of warehouse & offices
- Scalable set-up to support future growth

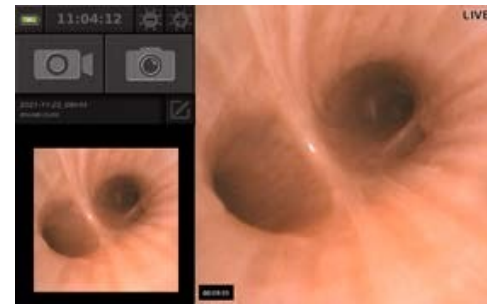
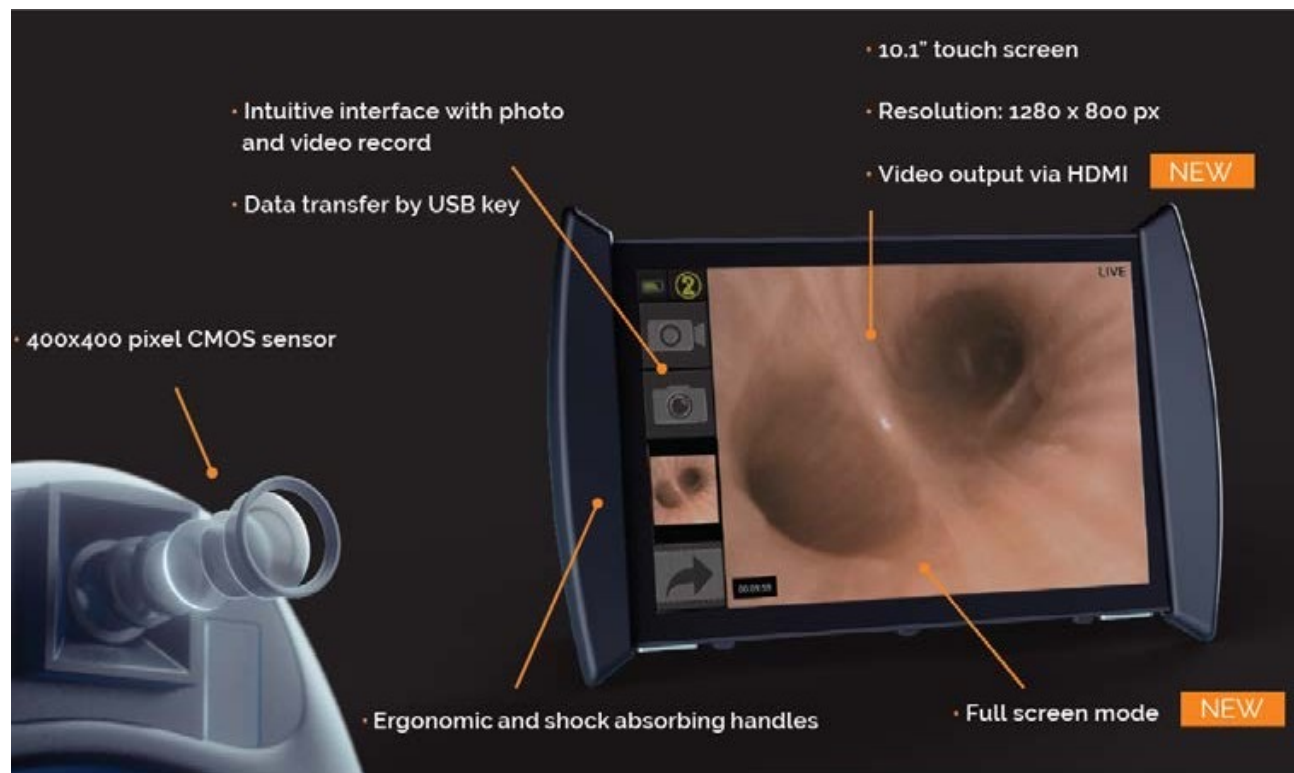
BroncoFlex™ – two sizes, more options

Broncoflex™ Agile and Vortex bring innovation with only two sizes that cover the full range of flexible bronchoscopy indications



- With a large working channel concealed in a medium sized scope, the Broncoflex system allows for just two sizes, where three are usually required with standard single-use flexible bronchoscopes
- These two sizes sufficiently cover all flexible bronchoscopy therapeutic indications

Screeni™ HD Visualisation System



Full screen mode

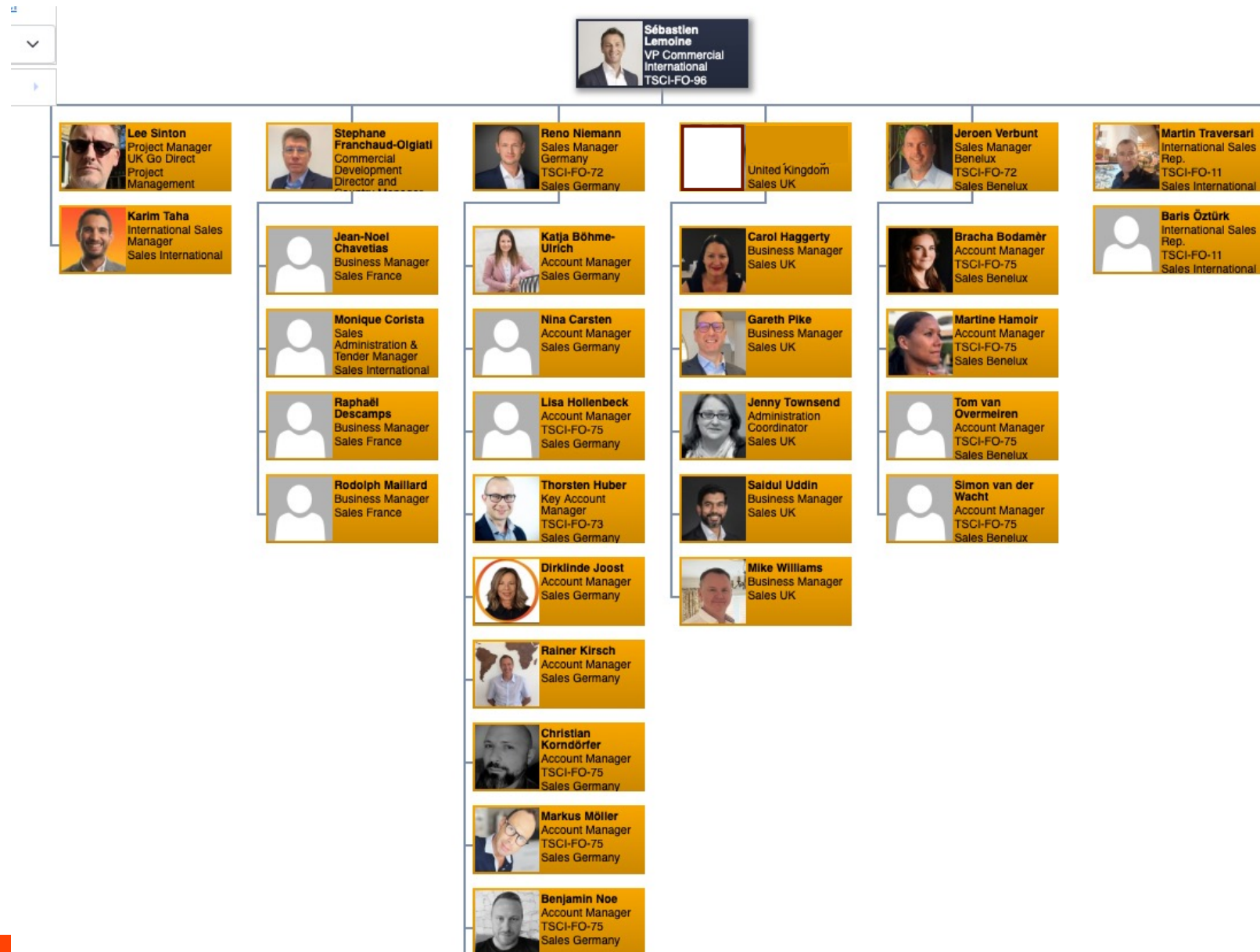


TSC LIFE ORGANISATION

Up One Level



TSC LIFE COMMERCIAL ORGANISATION



TSC LIFE

Innovation with purpose