The KARL STORZ Solution—Office Hysteroscopy

Improve Physician Productivity, Improve Patient Care, Increase Patient Satisfaction, and Support Population Health
Current Status – Hysteroscopy in the OR

More than 10 million American women each year are affected by abnormal uterine bleeding (AUB), a condition which can be caused by hormonal imbalance, benign fibroids, polyps, infection or cancer. The best diagnostic procedure is hysteroscopy, which currently is most frequently performed in an operating room. Most hysteroscopic procedures could be done in the office without anesthesia, which would reduce the risks associated with anesthesia and the need for time to recover, as well as cost much less than a procedure in the OR.

Current Opportunity – Hysteroscopy in the office setting

Moving hysteroscopy procedures from the OR to the office setting allows for improved physician productivity, provides improved patient care, increases patient satisfaction and supports population health in a cost-effective way. By moving hysteroscopy procedures to the office, additional block time is freed up for specialties that have the greatest contribution margin per hour as well as additional block time for new surgeons. And, our Practice Builder program can help you to start earning revenue with state-of-the-art KARL STORZ office hysteroscopy equipment while deferring costs with a simple payment structure.

Note: Blended average reimbursement based on the following monthly cases: 3 Diagnostic Hysteroscopies (CPT Code 58555), 1 Operative Hysteroscopies (CPT Code 58559/58560/58562), 4 Hysteroscopic Polypectomies (CPT Code 58558).

Capital Package Investment - $25,390
Payback Period – 20.75 weeks.

Office Hysteroscopy Procedural Profitability
Estimated profit per procedure based on office hysteroscopy reimbursements and purchase of KARL STORZ hysteroscopy equipment

<table>
<thead>
<tr>
<th>Reimbursement Revenue</th>
<th>Capital Costs</th>
<th>Ancillary expenses</th>
<th>Profit per procedure</th>
</tr>
</thead>
<tbody>
<tr>
<td>$198K</td>
<td>$74K</td>
<td>$264</td>
<td>$509</td>
</tr>
</tbody>
</table>

Office Hysteroscopy Return on Investment
Cumulative profit over 3 years based on office hysteroscopy reimbursements and purchase of KARL STORZ hysteroscopy equipment.

<table>
<thead>
<tr>
<th>Year</th>
<th>Reimbursement Revenue</th>
<th>Capital Costs</th>
<th>Ancillary expenses</th>
<th>Profit per procedure</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$49K</td>
<td>$74K</td>
<td>$264</td>
<td>$509</td>
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<tr>
<td>Year 2</td>
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<td>Year 3</td>
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<tr>
<td>Cumulative</td>
<td>$198K</td>
<td>$220K</td>
<td>$792</td>
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</tbody>
</table>

The KARL STORZ Solution – Intrauterine Diagnosis and Treatment

KARL STORZ Office Hysteroscopy System and Instruments include a video platform, hysteroscope (scope, sheath with 5 Fr. working channel), and 5 Fr. semi-rigid instruments. The video platform seamlessly transmits patient and procedure data directly to the Electronic Health Record (EHR).* The reusable hysteroscopy platform from KARL STORZ performs the full range of endoscopic intrauterine procedures at a reduced cost compared to disposable hysteroscopic systems.

Beyond state-of-the-art products, KARL STORZ offers extensive value ad tools that are designed to facilitate seamless introduction of hysteroscopy procedures to the office setting. Efficient management of the assets, education of the staff, and financial solutions to eliminate capital outlays.

*Those interested in EHR connectivity will require StreamConnect® as an option.
KARL STORZ Office Hysteroscopy System Differentiators

TELE PACK X LED office video system is completely portable and has the ability for connectivity to Electronic Health Record systems.

- Minimizes the time it takes to upload endoscopic images to EHR* and allows for easy access of images for patient review

KARL STORZ’s broad hysteroscopy technology product offering is designed to meet every patient need.

- Every patient and anatomy is different requiring different surgical approaches and surgical instrumentation

Industry-Leading Customer Service

- KARL STORZ offers comprehensive and customized office hysteroscopy start-up plans, which can address establishing an office hysteroscopy practice through training and resources
- Availability of Field Service Technicians and On-Site Service Technicians (in some areas)
- KARL STORZ offers an extensive PROTECTION1® agreement
- Scope/sheath/system replacement within 24 hours
- No need to invest in extra equipment, cancel or reschedule patients

The KARL STORZ Office Hysteroscopy System reduces costs.

- Less expensive than the OR
- Reusable devices cost less than disposables
...evolution continues