Why WOM is the perfect OEM Partner

www.wom.group
Because we work systematically to be the leading OEM in Minimally Invasive Medicine.

Dr. Clemens Scholz, CEO | Berlin
Because we stand by our values

**WIN WITH OUR CUSTOMERS**
We deliver value added solutions to our customers that help them differentiate.

**KEEP YOUR PROMISES**
We do what we say and walk our talk.

**STRETCH FOR THE LIMIT**
Have the courage to take calculated risks in the pursuit of extraordinary results.

**BE REAL**
We embrace a respectful, open and honest environment.

**BE A GREAT TEAM**
When we work together, we win together.

**SUSTAINABILITY AND SOCIAL RESPONSIBILITY**
Progress with social and environmental responsibility.
Because we are part of a strong group

WOM is a business of Novanta, one of the world’s leading suppliers of advanced technology solutions for OEM customers in industry and healthcare.

Operational units:
• 40 % Vision
  - Detection & Analysis
  - Minimally Invasive Surgery
• 40 % Photonics
• 20 % Precision Motion

Novanta’s projected annual revenue for 2017: around USD 500 million
Employees: 2,100
Headquarters: Boston, USA
Because numbers count

$93 M 
€83 M
Sales 2017

12 %
CAGR revenue
2010-2017

12 %
R&D rate on sales
2017
Because we are a pioneer in Minimally Invasive Medicine

1972  Company founder Peter P. Wiest develops the world's first hysteroscopy Insufflator

1985  Market entry in field of laparoscopy and development of the world's first electronic Laparoflator

1996  Production and sales of the world's first 40 l/min Insufflator

2000  Launch of the HYS-SURGIMAT® underlines WOM’s worldwide leading position in the field of hysteroscopy

2011  Development of a new generation of Insufflators: AirSeal® iFS

2015  Launch of the Multi-Indication Pump

2016  Development of the small ARTHRO Pump

2017  Development of new insufflator technology with active smoke evacuation and integrated humidification
Because we are internationally focused.

Johannes Tschepe, Global Sales & Marketing | Berlin
Because we think globally

- More than 500 employees from some 30 nations
- Egypt, China, Costa Rica, Germany, France, Ireland, Italy, Kenya, Poland, Romania, Russia, Spain, Switzerland, Turkey, United States, Belarus, among others
- For two objectives: healthy patients and satisfied customers worldwide
Because customer proximity is important

Five locations on three continents

Berlin – Headquarters
• Research & Development, Sales & Marketing, Financing, Human Resources, Regulatory Affairs, Compliance

Ludwigsstadt & Reichenbach – Production sites
• Production, Supply Chain, Quality Management, Technical Service

Orlando, FL – Sales subsidiary
• Sales & Marketing, Technical Service

Hong Kong – Sales subsidiary
• Sales & Marketing, Technical Service
Because we work with leading companies worldwide

WOM is trusted partner of the world market leaders

• Our customers are large, internationally leading system suppliers for medical device technology, as well as distributors
• WOM develops and manufactures products in customers’ corporate design
Because our services are designed for all customer needs:

- **Customer Service**
  - Worldwide logistics and delivery
  - Customer care

- **Manufacturing Services**
  - CNC production & component assembly
  - Contract Manufacturing
  - Cleanroom production
  - FDA, CFDA, PMDA, CE, ANVISA

- **Product Services**
  - Conception, development and manufacturing of modular or turnkey solutions
  - OEM or private label
  - Product training

- **Technical Service**
  - Field services, preventive and annual maintenance, repair
  - Product service training

- **Certification & Registration**
  - Certification 
  - Registration
Because our business strategy and model convince
Because we are passionate about developing innovative devices.

Andreas Lutz, Research & Development | Berlin
Because we are as diverse as Minimally Invasive Medicine

- Camera Systems and Lens Systems
- Light Sources
- Laser for Lithotripsy
- Gamma Detection Probe

- Insufflators and CO₂ Management
- Suction-Irrigation Pumps and Fluid Management

- Tube Sets
- Filter Systems
- Accessories

- Precision Parts and Assemblies
- Medical Product Contract Manufacturing
Cameras & Photonics

Trendsetting solutions for video management and diagnostics

• Cameras for MIS
  - 1/3“ CCD and CMOS-Chips
  - Medical-HD®
  - Autoclavable cameras
  - Lens systems
  - Video Management Systems
    (camera, light source, capturing)
Cameras & Photonics

Waves and particles transformed into medical products
- High-intensity Light Source Systems
  - Efficient LEDs
  - Established Xenon Light Sources
- Effective medical Lasers
- Unique oncological detection probe – Gamma Finder® (Sentinel Lymph Node Detection)
Because we give everything for our projects.

Team Insufflator FM300 | Berlin
Insufflators & Pumps

Market and innovation leader of CO$_2$ management systems

- Provider of insufflation technologies for
  - Flue gas extraction
  - Gas humidification
  - Discontinuous and quasi continuous pressure measurement
  - Multifunction tube sets
  - Multi-indication solutions

- Laparoscopic indications
  - Standard, metabolic surgery, pediatric surgery

- Cardiac surgical indications
  - Endoscopic vessel harvesting
  - Cardiac surgery
Insufflators & Pumps

**Market dominant pump technologies**

- Optimized control technology
- Single and double roller systems
- Cassette solution for tubing
- Multi-Indication Pump solutions
  - Arthroscopy
  - Hysteroscopy
  - Laparoscopy
  - Urology
- Production of 54,000 pumps since 2000
Disposables

**Accessories and devices – perfectly aligned**
- Patient safety through RFID technology
- Best performance using original accessories
- Reusable, day-patient, and disposable tube sets
- Production in our own clean room or by a certified supplier
- All-in-one tube set systems
Contract Manufacturing

More than 40 years of industry experience

• Medical contract manufacturing
  - Medical device assembly
  - Cleanroom production of medical consumables, materials and components

• Precision parts and assemblies
  - Module assembly
  - CNC turning and milling parts
  - Injection molding (parts, molds and tools)
Because our technical service offers safety and reliability

**We offer smooth and high-quality service**
- Training and certification of service technicians
- Repair, maintenance and calibration
- Original spare parts
- Warranty extension
- Four locations
  - Berlin
  - Ludwigsstadt
  - Orlando
  - Hong Kong
Because we can offer you training

The WOM ACADEMY provides knowledge in our core competencies of technology, clinical use, and technical service

- Customer-specific product and technical service training
  - Hands-on training & troubleshooting
  - Clinical application training
  - Uninstalling and reinstalling system components
  - Calibration and software update
- Modular training based on learning path recommendation – from Basic to Advanced PLUS with test and certification
- We train globally – instructions take place
  - At the WOM ACADEMY or at your location
  - Provided in German, English, Spanish, Chinese, Russian
Because the exchange with WOM is top notch.

Dr. Colin M. Krüger, Immanuel Klinik | Rüdersdorf
Because our ideas arise from the hospital for the hospital

- A unique network of
  - Renowned medical specialists
  - Well-known universities
  - Distinguished research institutions

- Concrete cooperation 2017
  - 11 hospitals involved in validations
  - 1,664 clinical validation operations performed and evaluated
  - 7 different newly developed medical devices
  - Feedback from 30 surgeons
Because we are driven by innovation

Innovation – part of WOM’s company strategy

• Professional innovation management with WOM InnoHub
• Active advancement of employee innovation
• Early involvement of customers
• Close cooperation with physicians
• For the third time winner of the innovation award TOP100
• Winner of the European Innovation Impact Award 2017 for the best innovation management in healthcare
• Seal of approval for research activities from the Stifterverband Deutsche Wissenschaft
Because our developers know their business and their customers

• More than 10 % invested in R&D
• Market-oriented development
• Early involvement of the customer into the development process
• Several Awards for being one of the TOP100 companies in Germany
• More than 50 patents
Because we take care of registrations and approvals

We take over your global approvals

• Products complying with international regulatory requirements (FDA, CE, CFDA, PMDA etc.)
• Products sold in over 30 countries
• Instructions for use in 32 languages
Because quality is our strongest asset.

Timo Bauernsachs, Global Production | Ludwigsstadt
Because we represent quality "Made in Germany"

Ludwigsstadt & Reichenbach

- Manufacturing of more than 200,000 devices since 1991
- Production area: 42,668 sq ft
- Technical facility and peripheral space for Manufacturing/Warehousing: 33,691 sq ft
- One-piece-flow device production based on the lean management Synchro philosophy
  - Short lead & production times
  - Versatile production processes
  - Broad range of product variations
  - High flexibility in ordering and delivery
Because our own cleanroom production makes us flexible

**Highest quality and responsiveness through own cleanroom with 12,346 sq ft**

- ISO 14644-certified production of complex medical products and filtering systems
- Assembly of tube sets and instruments
- Ultrasonic welding and pre-assembly of components
- Injection molding of plastic parts

Parts and component production under ISO 8 conditions, assembly of medical consumables under ISO 7 conditions
Because we always want to be an “A” supplier

All processes are monitored by quality management

• From design input and prototypes, to serial production and recycling
• More than 10% of R&D resources are dedicated to milestone-oriented quality testing
• Investment in test stations supporting the best serial production quality
• Design control process meets all global approval requirements
Because we have flawless audits

**Continuous validation of our methods annually in 2017**

- Audits by notified bodies
  - EN ISO 13485
  - CMDCAS 13485
  - ISO 9001
- NRTL/UL* production tests
- Customer audits
- Supplier audits
- Sustainability audit EcoVadis
- Environmental audit ISO 14001:2015

NRTL = Nationally Recognized Testing Laboratory
UL = Underwriters Laboratories
Because we are the attractive employer in medical technology.

Barbara Schöffel, Human Resources | Ludwigsstadt
Because we take responsibility

For us, sustainability means making our contribution to achieving the goals of "Agenda 2030" for sustainable development

- CSR strategy
- Responsible Corporate Governance
- Adherence to principles of compliance
- Awards:
  - Lean & Green Award 2015
  - Caring Company Hong Kong
  - Silver Status EcoVadis
Because we are here for you

- Market Input and Ideas
- Prototyping to Specifications
- Lab and Clinical Validation
- Manufacturing
- Registration and Distribution
- Commercialization and Service
Thank you for your attention.

For more information please contact us personally or www.wom.group