

The Legacy of Cook Medical

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Vice President, Global Marketing



www.cookmedical.com

Device Industry Impact

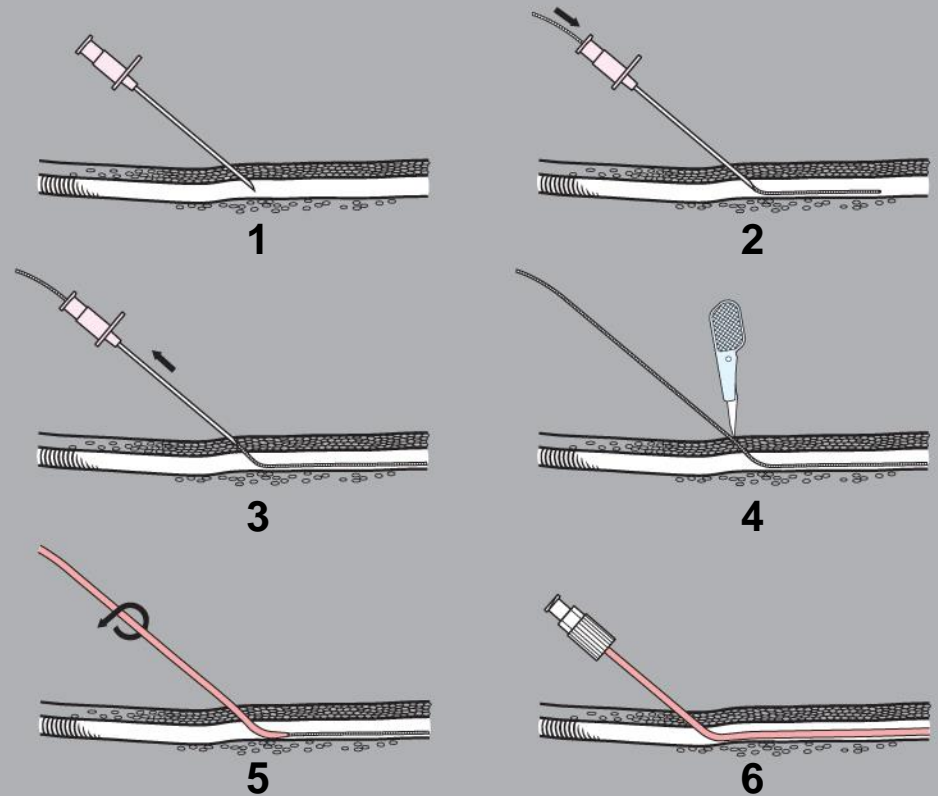
- **6,500** companies in the U.S. medical device sector
- **422,000+** jobs with indirect impact on **1.9 million** other jobs
- Average salary of **\$58,000**
- Currently, U.S. is largest medical device market (**\$110B**)
- Exports in excess of **\$44 billion annually**

Introduction of Seldinger Technique



Sven Ivar Seldinger

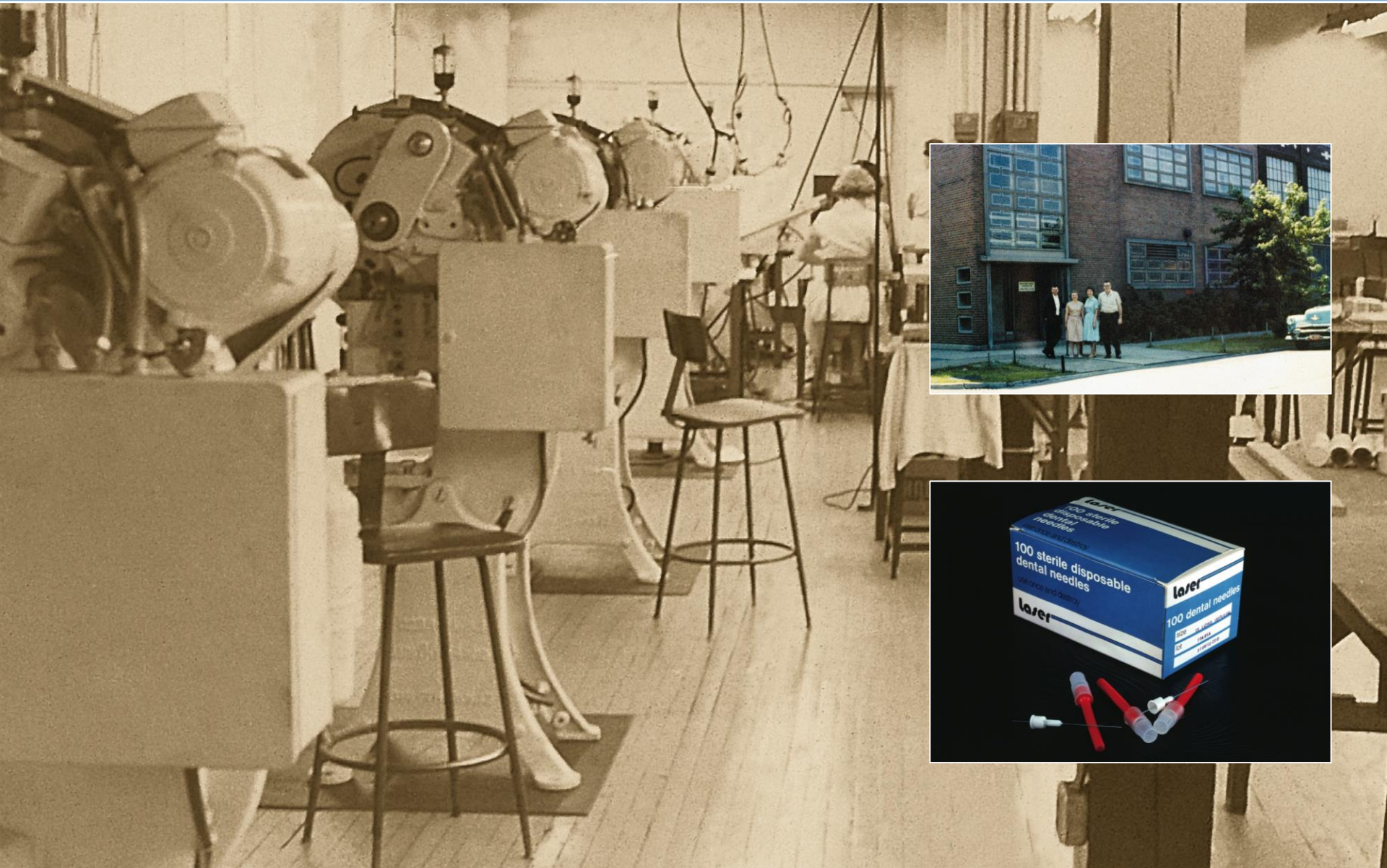
Seldinger Technique “Percutaneous Catheterization”



1953

Dr. Sven Seldinger, a radiologist in Sweden, pioneered percutaneous entry technique for vascular catheterization.

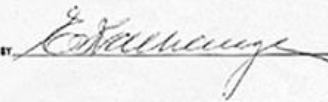
Manufacturing Process Laboratories (MPL)



Early Beginnings



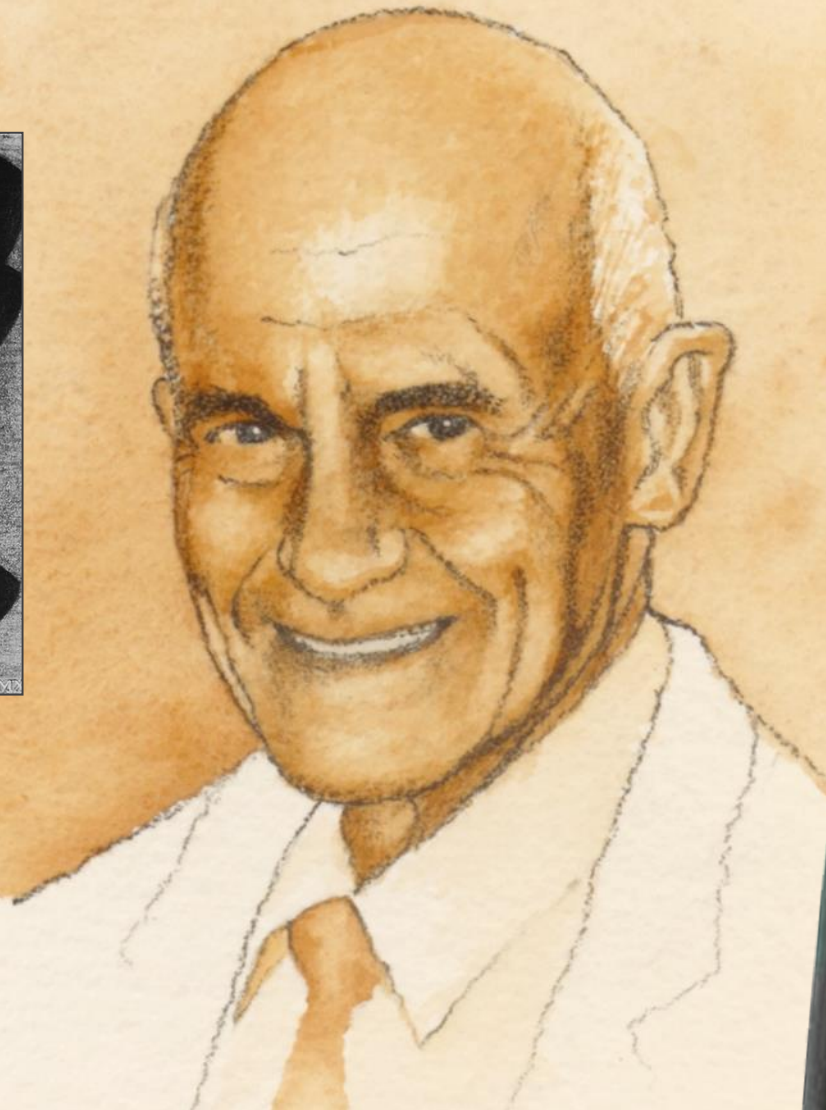
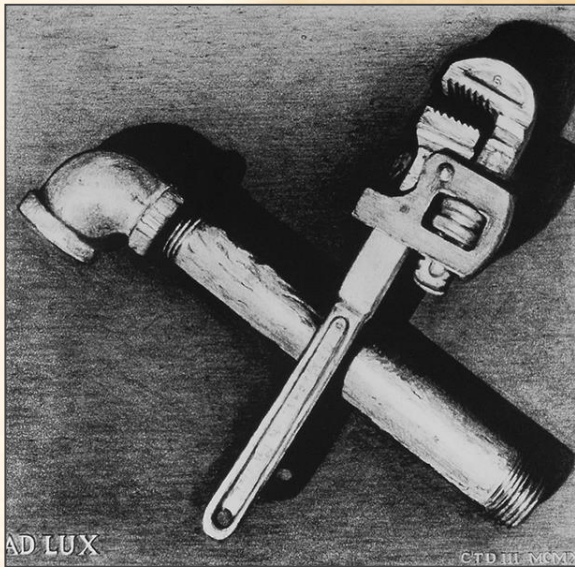
Early Beginnings

PHONE Lakeview 5-2300		PURCHASE ORDER		No. 5749	
ILLINOIS MASONIC HOSPITAL ASSN. 836 WELLINGTON AVENUE CHICAGO 14, ILL.					
DATE OF ORDER	REQUIRED DELIVERY DATE	DEPT. NO.	TERMS	BON FROM	VIA
8/29/63					
Cook, Inc., 2305 East 2nd. Street, Bloomington, Ind.			INSTRUCTIONS: OUR ORDER NUMBER MUST APPEAR ON INVOICES. E/L, CASH, PACKAGES, PACKING SLIPS AND COR- RESPONDENCES DELIVERIES MUST BE MADE TO THE RECEIVING ROOM BETWEEN 8 A.M. AND 5 P.M. PLEASE FURNISH MONTHLY STATEMENT		
			339-1033. Area 812.		
QUANTITY	DESCRIPTION	PRICE	AMOUNT		
2	# F-47-48 Seldinger Wire Guides Above received.	a/c 544 Cardio. Lab.	3.50	each	
	Confirming.				
HOSPITAL EXEMPT FROM SALES TAX UNDER BILL S.B. 503 EFFECTIVE AUG. 1, 1953. Form No. 92-008					
			BY 		
			VENDOR		

1963 RSNA



Dr. Charles Dotter



Overview

Cook established in
1963
offers three products

Overview

more than
16,000
products

distribution
into over
135
countries

manufacturing on
3
continents

10
strategic
business units

more than
11,000
employees
worldwide

15
medical
entities

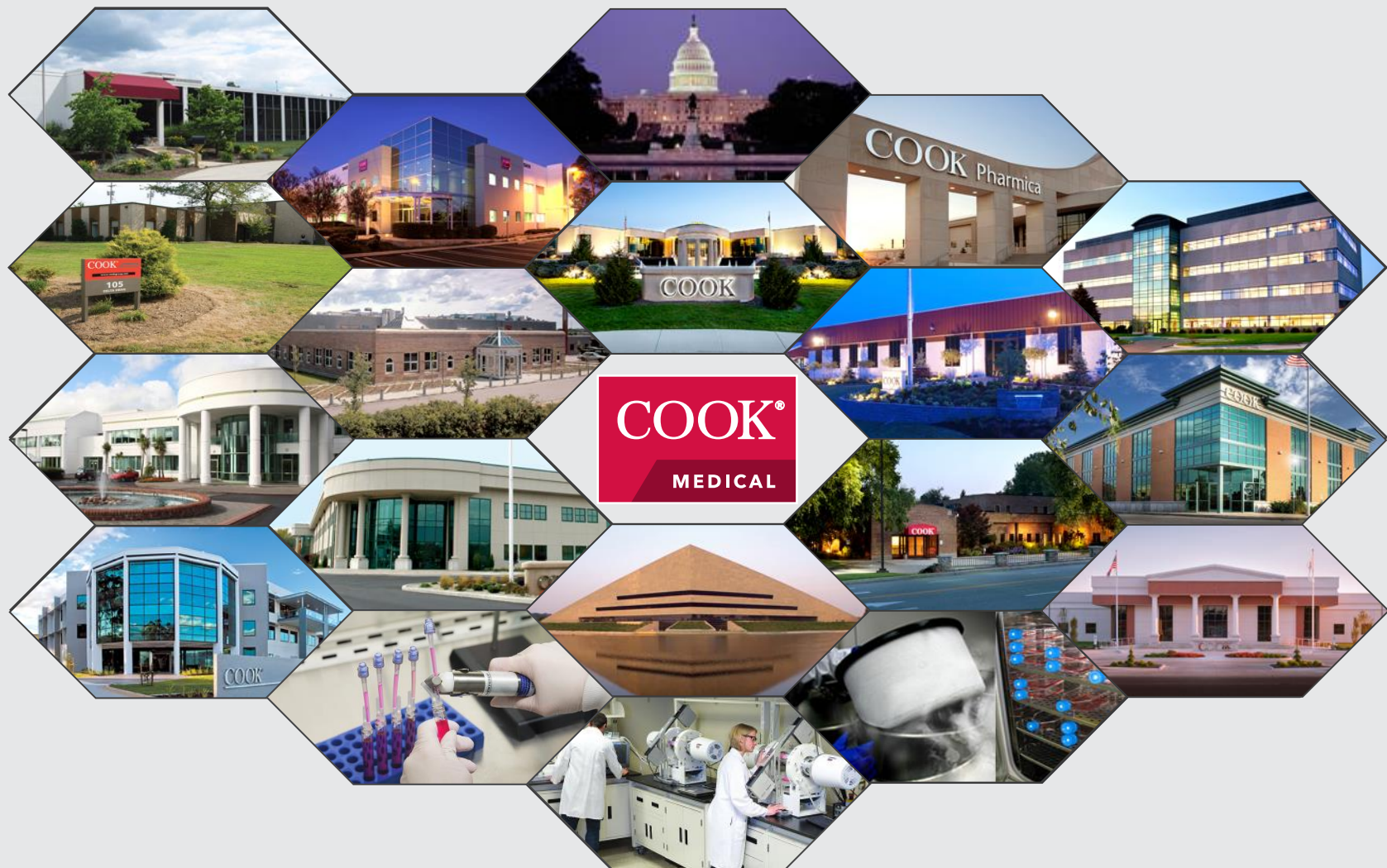
Overview

Global representation interacting with over

40 medical specialties

focused on development of minimally-invasive
and converging medical technologies

(Devices, Biotechnology, Biopharma and Cell Therapy)



How We're Structured



The holding company with three divisions:
MEDICAL, SERVICES and PROPERTIES



STRATEGIC BUSINESS UNITS (SBUs)
Aortic Intervention
Critical Care
Otolaryngology/Head & Neck Surgery
Endoscopy
Interventional Radiology
Lead Management
Peripheral Intervention
Reproductive Health
Surgery
Urology

DEVICE MANUFACTURING

Cook Australia
Cook Canton
Cook Denmark
Cook Endoscopy
Cook Incorporated
Cook Ireland
Cook Urological
Cook Vascular

MANUFACTURING & TECHNOLOGIES

Cook Biotech: Biotech
Cook General Biotechnology: Cell Therapy
Cook MyoSite: Cell Therapy
Cook Pharmica: Biopharma
Cook Regentec: Regenerative Medicine



AVIATION
Cook Aviation
Cook Aircraft

TRAVEL
Cook Travel

HEALTH CARE
Cook Family
Health Center



LEISURE
French Lick Resort
French Lick Springs Hotel
West Baden Springs Hotel
Grant Street Inn

LEASING
CFC Corporation

INTERNATIONAL SALES SUBSIDIARIES

Cook Asia
Cook Asia (Malaysia)
Cook Austria
Cook Belgium
Cook Canada
Cook China
Cook France
Cook Germany
Cook Hungary
Cook India
Cook Italy
Cook Japan
Cook Korea
Cook Nederland
Cook Southeast Asia
Cook Spain
Cook Sweden
Cook Switzerland
Cook Taiwan
Cook UK

SERVICES

Asian Shared
Services
North American
Shared Services
European Shared
Services

MATERIALS

K-Tube Corporation
Cook Polymer Technology

RESEARCH

MED Institute
Cook Research Inc.

Business Unit Focus

1963 INTERVENTIONAL RADIOLOGY

Pediatric Intv. Radiology
Interventional Radiology
Neuroradiology
Radiology

1977 UROLOGY

Endourology
Urology
Pediatric Urology
Urogynecology
Reconstructive
Urology

1979 CRITICAL CARE

Anesthesia
Critical Care Medicine
Pulmonology
Emergency Medicine
Trauma Surgery

2009 LEAD MANAGEMENT

Electrophysiology
Interventional Cardiology
Pediatric Cardiology

2007 PERIPHERAL INTERVENTION

Diagnostic Radiology
Interventional
Cardiology
Vascular Surgery

1983 ENDOSCOPY

Gastroenterology
Pulmonology
Endoscopy

1984 REPRODUCTIVE HEALTH

Obstetrics
Gynecology
Gynecologic Oncology
Reproductive Endocrinology
Perinatology
Urogynecology

2004 AORTIC INTERVENTION

Endovascular Surgery
Thoracic Surgery

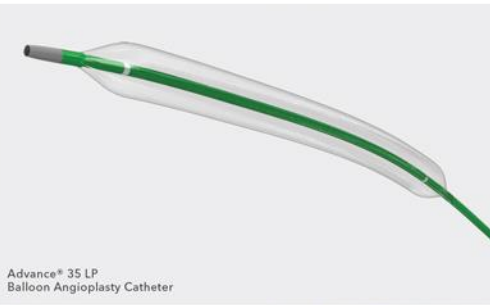
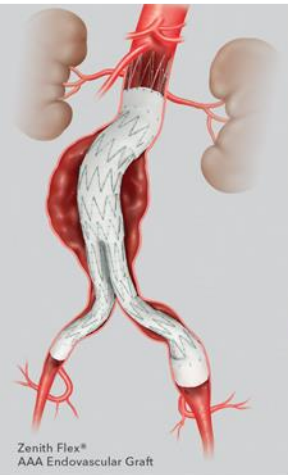
2000 SURGERY

ENT Surgery
General Surgery
Plastics/Reconstruction
Hernia Repair
Colorectal Surgery
Pediatric Surgery
Bariatric Surgery
Neurosurgery
Microsurgery

2011 OTOLARYNGOLOGY /HEAD & NECK SUR

Otolaryngology
Head & Neck Surgery
Rhinology
Laryngology

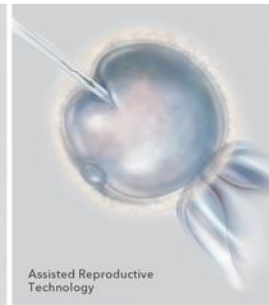
Unique Technologies



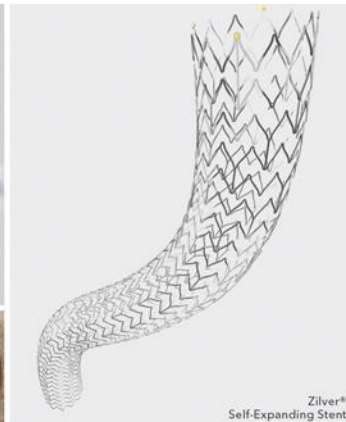
Advance® 35 LP
Balloon Angioplasty Catheter



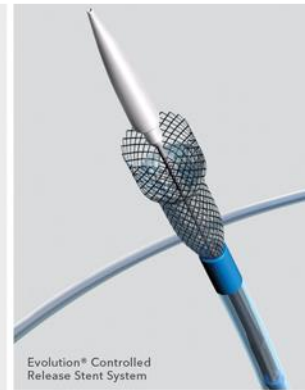
Coda® Balloon
Catheter



Assisted Reproductive
Technology



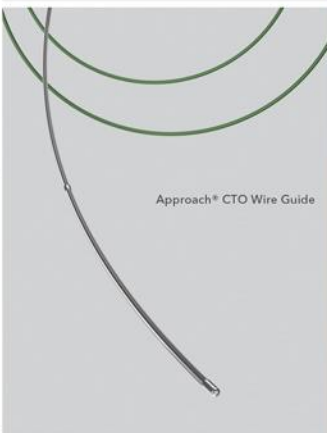
Zilver®
Self-Expanding Stent



Evolution® Controlled
Release Stent System



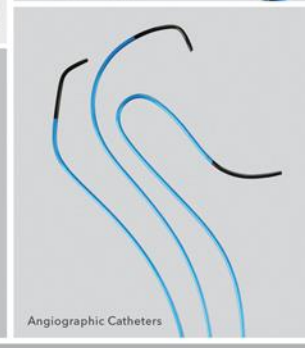
Resonance®
Metallic Ureteral Stent



Approach® CTO Wire Guide



Evolution® Mechanical Dilator Sheath



Angiographic Catheters



Günther Tulip® Vena Cava Filter



Cook Spectrum® Antibiotic
Impregnated Central Venous Catheter



Flexor® DL Dual Lumen Ureteral Access Sheath



Ciaglia Blue Rhino®
Percutaneous Tracheostomy Introducer Set



Bakri Postpartum Balloon



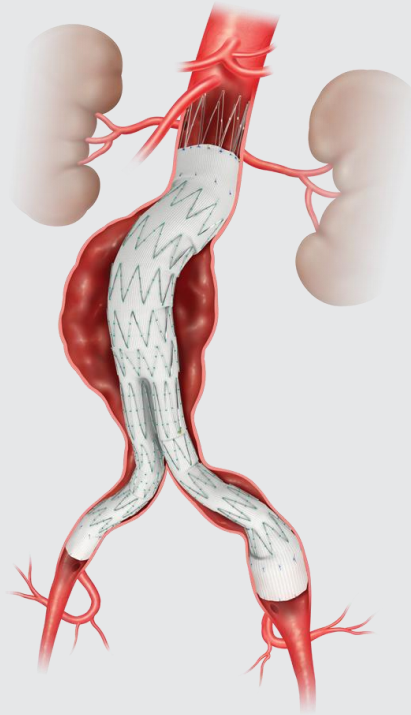
Percutaneous
Drainage Catheters



Embolization Coils

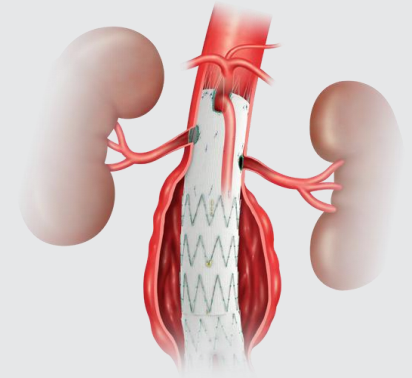
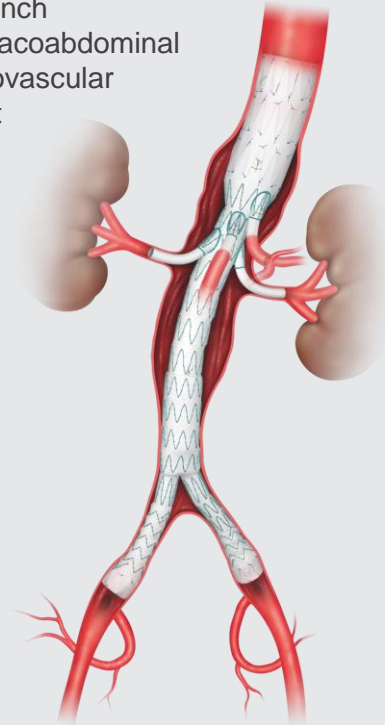
Aortic Aneurysm Repair

Zenith Technology

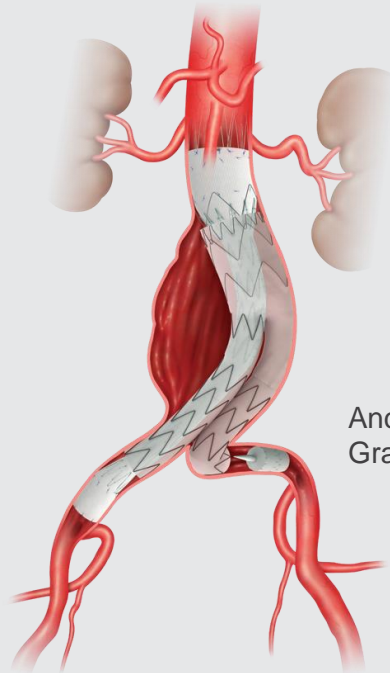


Abdominal Aorta
Aneurysm
(AAA) Grafts

t-Branch
Thoracoabdominal
Endovascular
Graft

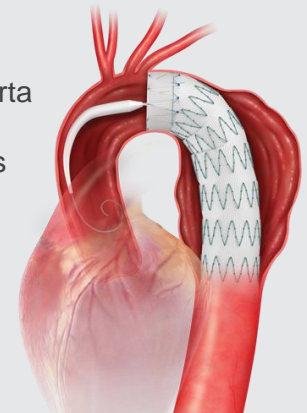


Fenestrated Abdominal
Aorta Aneurysm
(AAA) Grafts

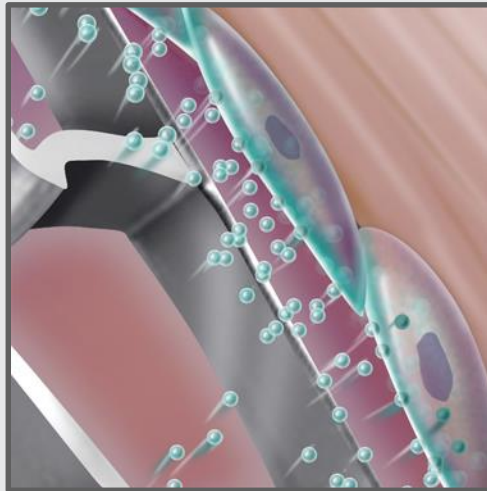
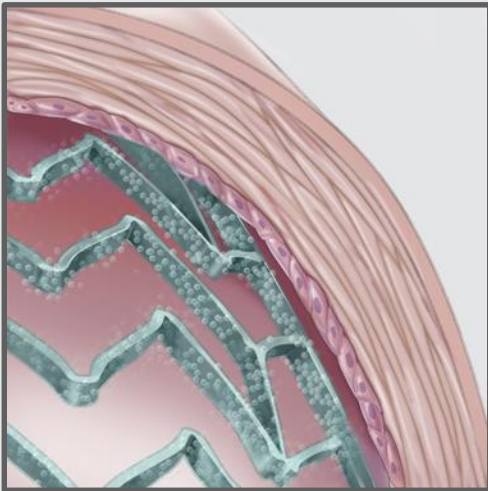


Ancillary
Grafts

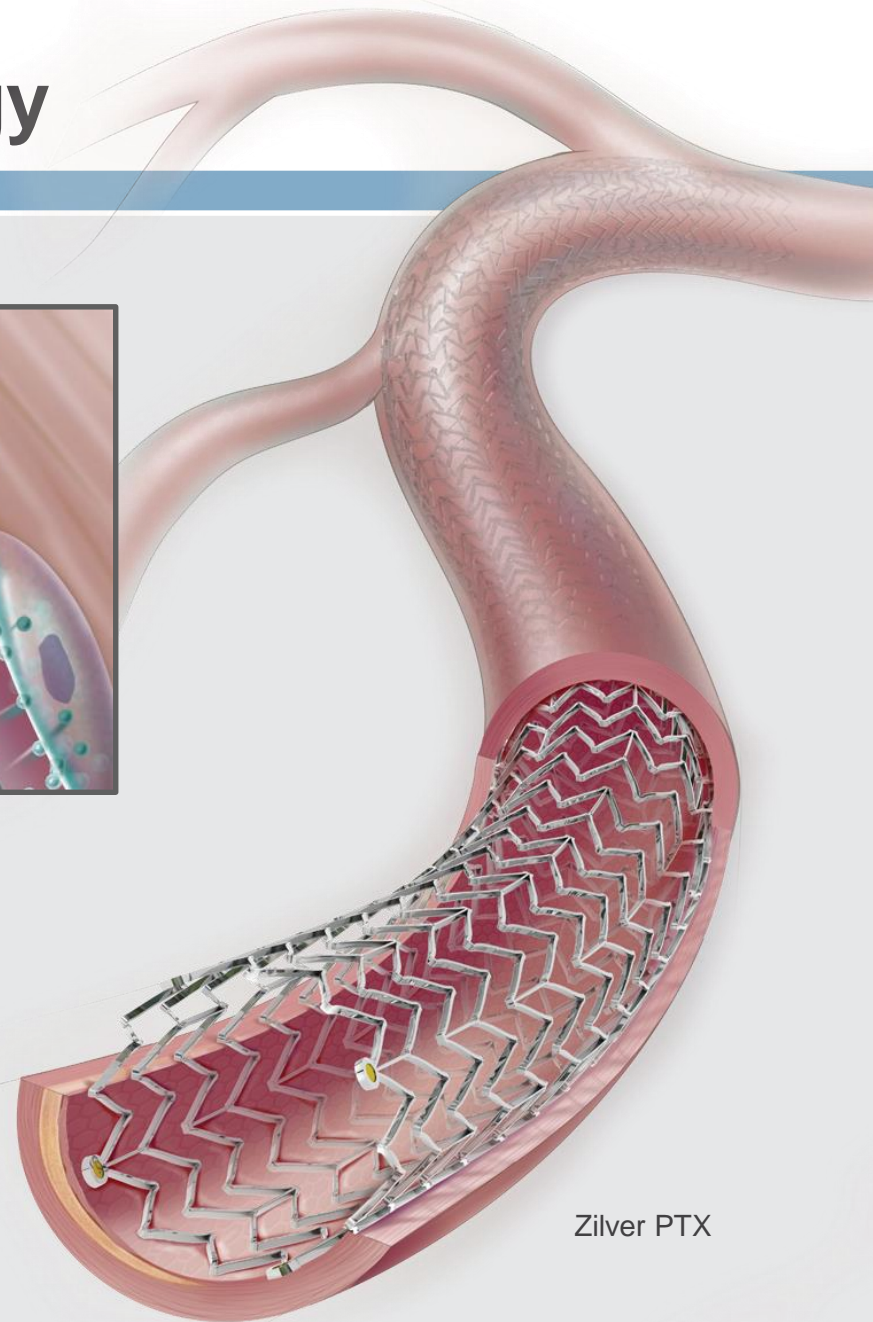
Thoracic Aorta
Aneurysm
(TAA) Grafts



Drug Eluting Technology



Advance PTX
Drug Eluting
Balloon



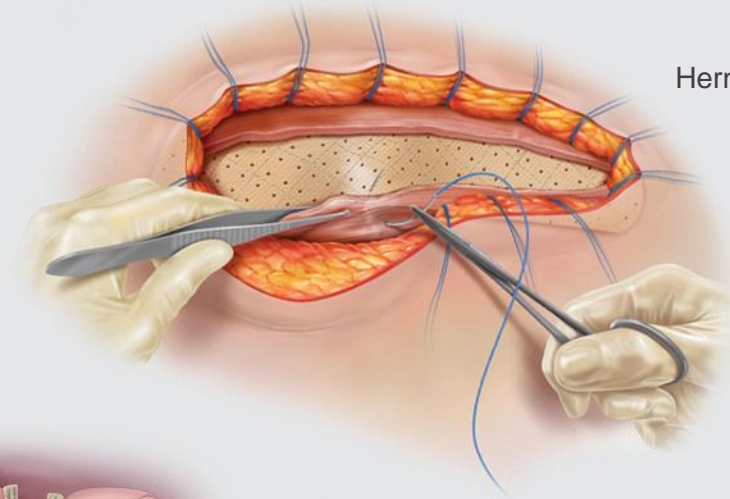
Zilver PTX

Biotechnology

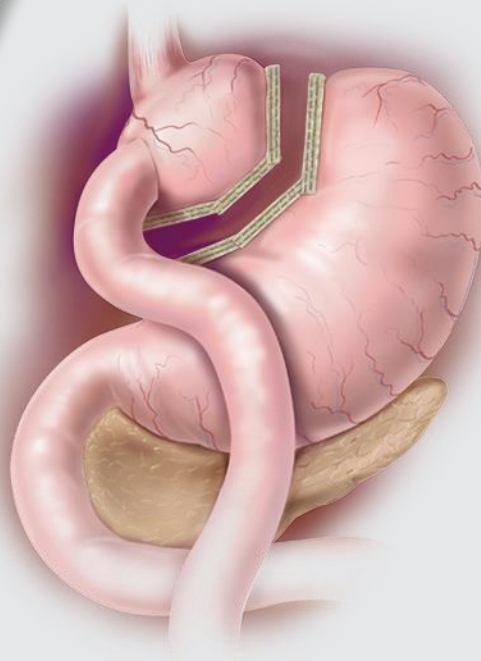
Advanced Tissue Repair Products



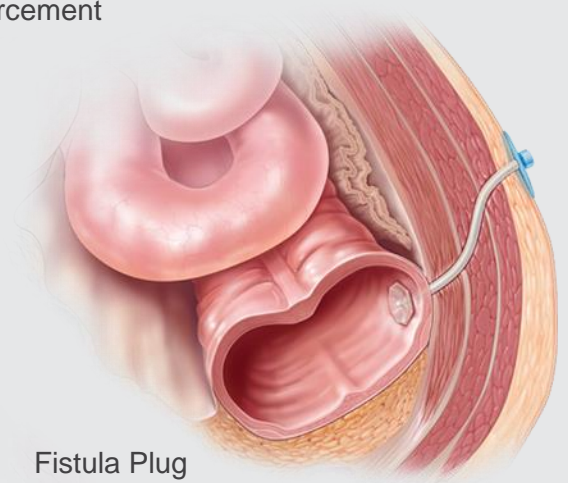
Biodesign



Hernia Graft

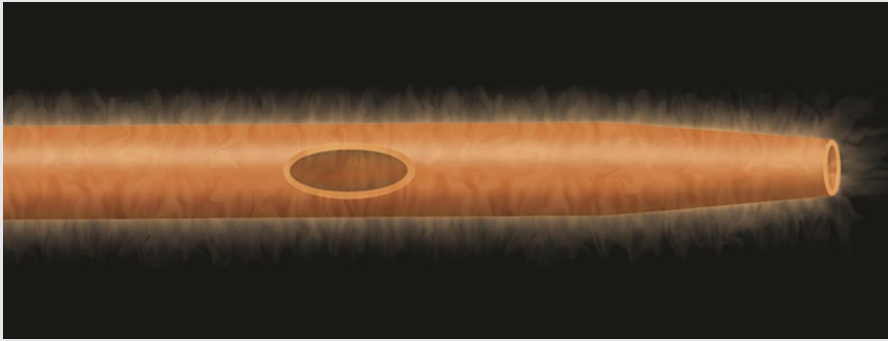


Staple Line
Reinforcement

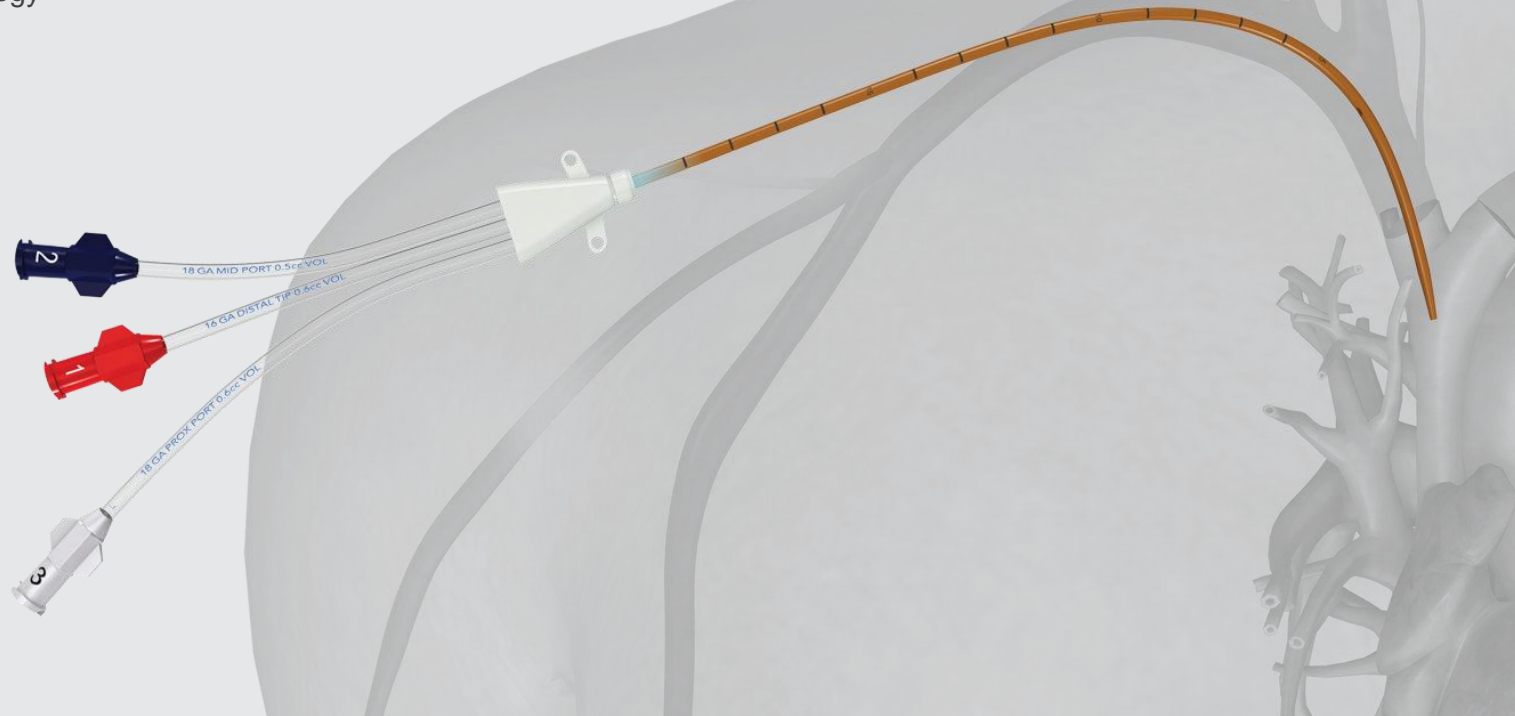


Fistula Plug

Antibiotic Impregnated Catheters



Spectrum Technology





Mission Statement

Cook is dedicated to
bold leadership in pioneering
innovative medical solutions
to enhance patient care **worldwide.**

Our Legacy



1931-2011