

The Legacy of Cook Medical

Rick Mellinger

Vice President, Global Marketing



www.cookmedical.com

Device Industry Impact

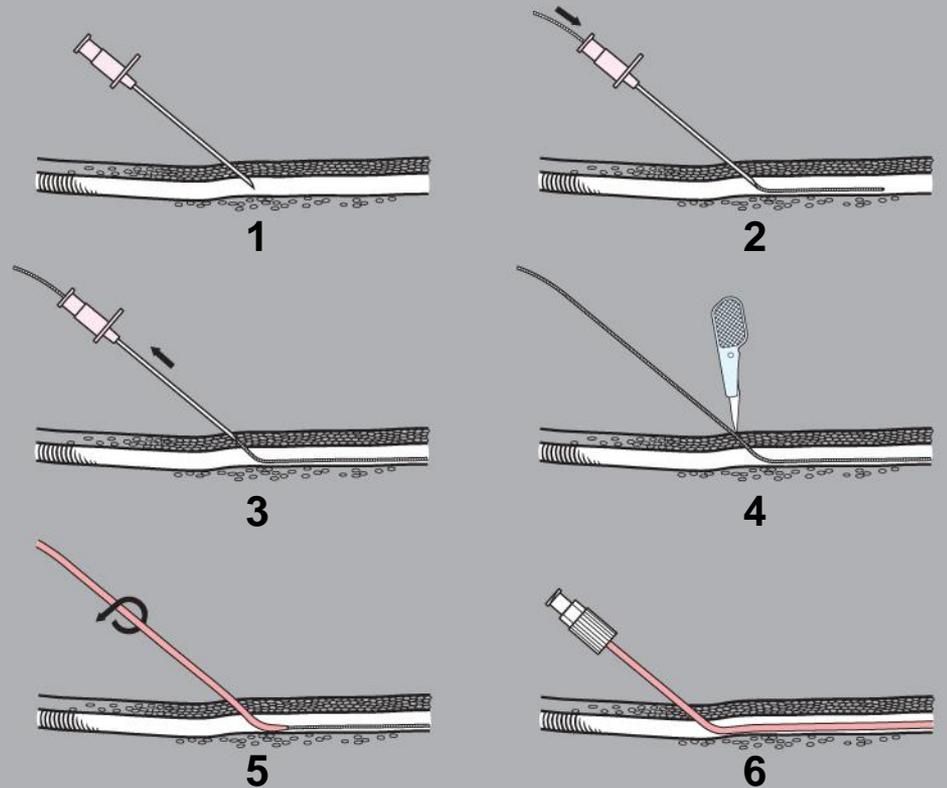
- **6,500** companies in the U.S. medical device sector
- **422,000+** jobs with indirect impact on **1.9 million** other jobs
- Average salary of **\$58,000**
- Currently, U.S. is largest medical device market (**\$110B**)
- Exports in excess of **\$44 billion annually**

Introduction of Seldinger Technique



Sven Ivar Seldinger

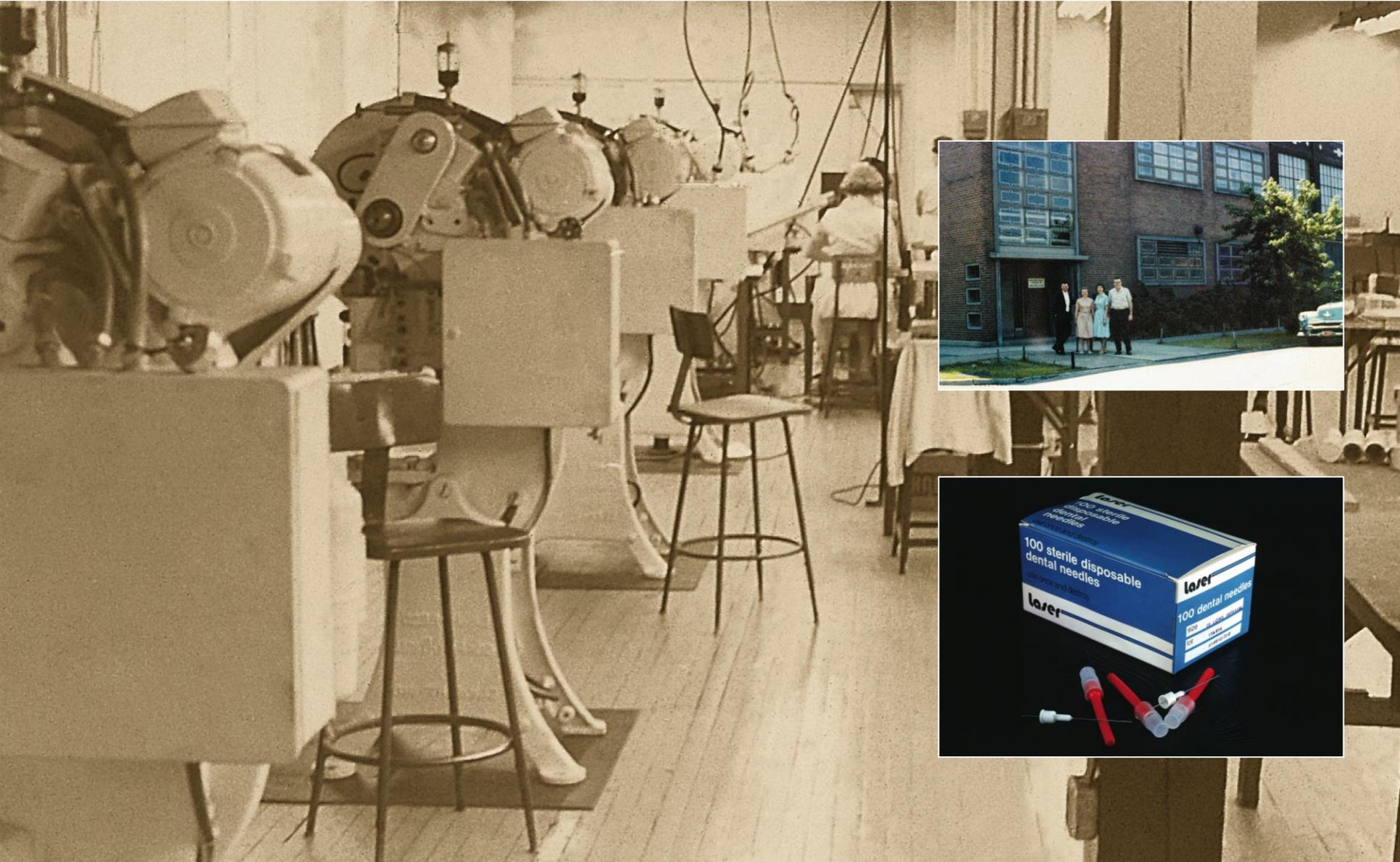
Seldinger Technique “Percutaneous Catheterization”



1953

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

Manufacturing Process Laboratories (MPL)



Early Beginnings



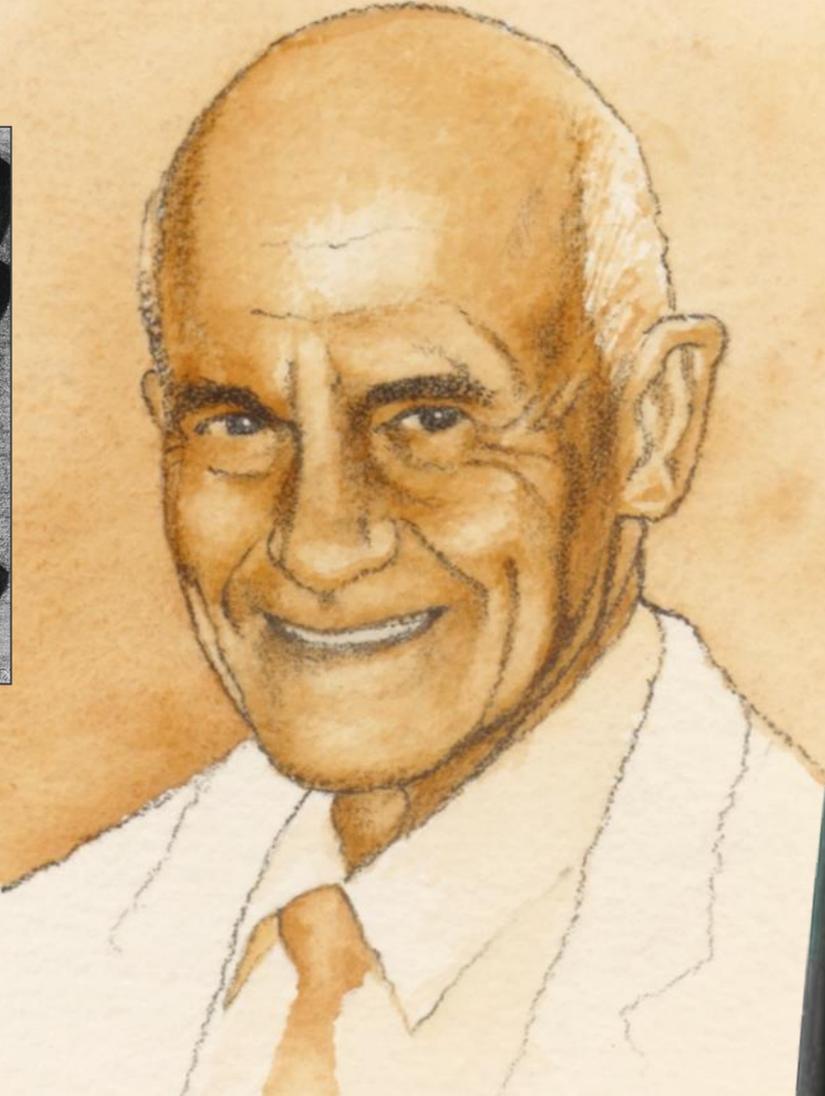
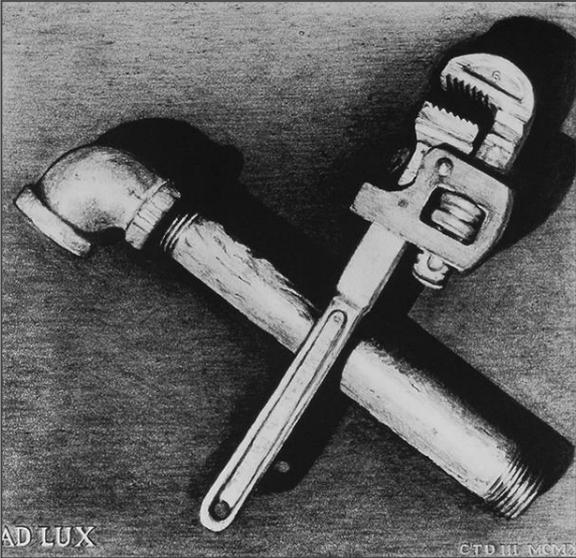
Early Beginnings

PHONE Lakeview 5-2100		PURCHASE ORDER			No. 5749	
ILLINOIS MASONIC HOSPITAL ASSN. 836 WELLINGTON AVENUE CHICAGO 14, ILL.						
DATE OF ORDER	REQUIRED DELIVERY DATE	DEPT. NO.	TERMS	HOW PAID	VIA	
8/29/63						
Cook, Inc., 2305 East 2nd. Street, Bloomington, Ind.				INSTRUCTIONS: OUR ORDER NUMBER MUST APPEAR ON INVOICES, B/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	a/c 5/16 Cardio. Lab.	3.50	each		
Above received. <i>COMPLETE</i> Confirming.						
<small>HOSPITAL EXEMPT FROM SALES TAX UNDER BILL S.B. 563 EFFECTIVE AUG. 1, 1953.</small> <small>Form No. 92-108</small>						
						BY <i>[Signature]</i>
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

more than
11,000
employees
worldwide

manufacturing on
3
continents

10
strategic
business units

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

HEALTH CARE
 Cook Family
 Health Center

INTERNATIONAL SALES SUBSIDIARIES
 Cook Asia
 Cook Asia (Malaysia)
 Cook Austria
 Cook Belgium
 Cook Canada
 Cook China
 Cook France
 Cook Germany
 Cook Hungary
 Cook India

TRAVEL
 Cook Travel

SERVICES
 Cook Italy
 Cook Japan
 Cook Korea
 Cook Nederland
 Cook Southeast Asia
 Cook Spain
 Cook Sweden
 Cook Switzerland
 Cook Taiwan
 Cook UK



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

LEASING
 CFC Corporation

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

**1983
ENDOSCOPY**

Gastroenterology
Pulmonology
Endoscopy

**1984
REPRODUCTIVE
HEALTH**

Obstetrics
Gynecology
Gynecologic Oncology
Reproductive Endocrinology
Perinatology
Urogynecology

**2007
PERIPHERAL
INTERVENTION**

Diagnostic Radiology
Interventional
Cardiology
Vascular Surgery

**2000
SURGERY**

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

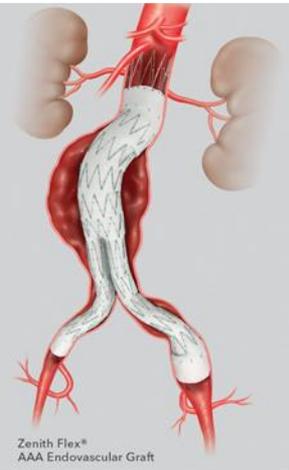
**2004
AORTIC
INTERVENTION**

Endovascular Surgery
Thoracic Surgery

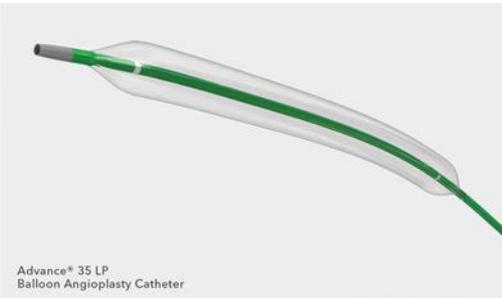
**2011
OTOLARYNGOLOGY
/HEAD & NECK SUR**

Otolaryngology
Head & Neck Surgery
Rhinology
Laryngology

Unique Technologies



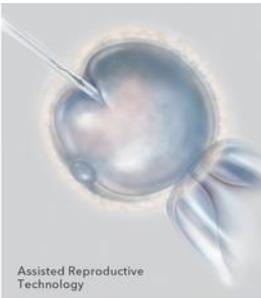
Zenith Flex® AAA Endovascular Graft



Advance® 35 LP Balloon Angioplasty Catheter



Coda® Balloon Catheter



Assisted Reproductive Technology



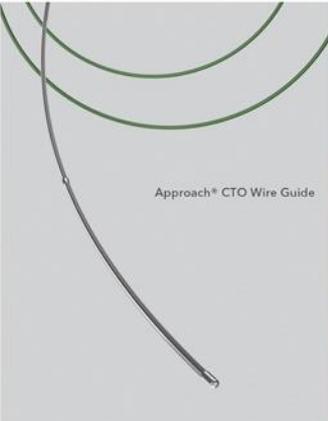
Zilver® Self-Expanding Stent



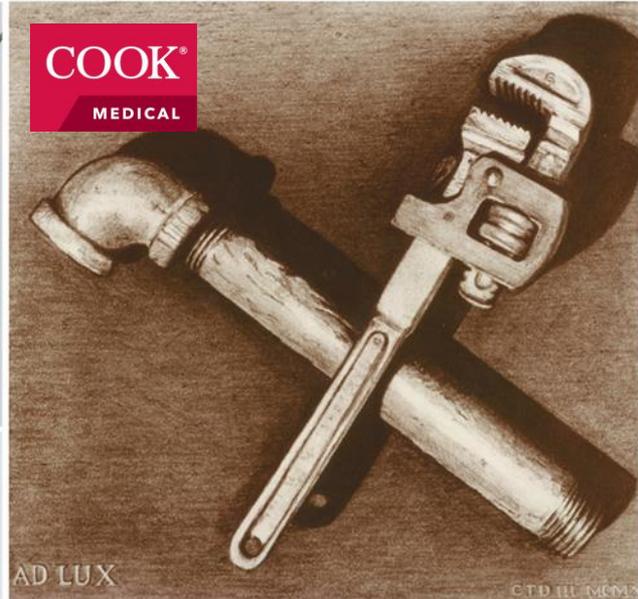
Evolution® Controlled Release Stent System



Resonance® Metallic Ureteral Stent



Approach® CTO Wire Guide



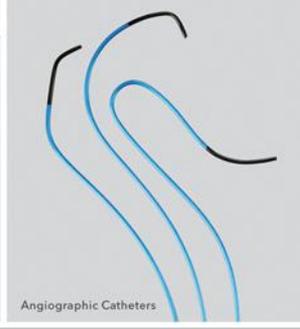
COOK
MEDICAL

AD LUX

CTD III MEMX



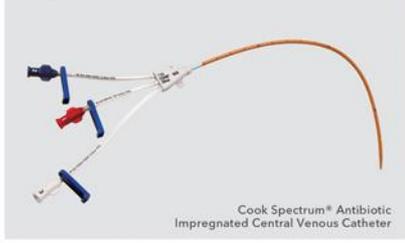
Evolution® Mechanical Dilator Sheath



Angiographic Catheters



Günther Tulip® Vena Cava Filter



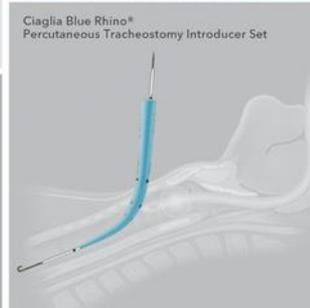
Cook Spectrum® Antibiotic Impregnated Central Venous Catheter



Embolization Coils



Flexor® DL Dual Lumen Ureteral Access Sheath



Ciaglia Blue Rhino® Percutaneous Tracheostomy Introducer Set



Bakri Postpartum Balloon



Percutaneous Drainage Catheters

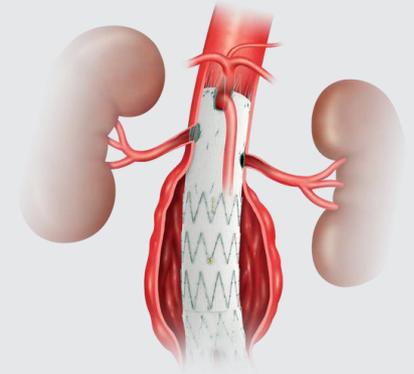
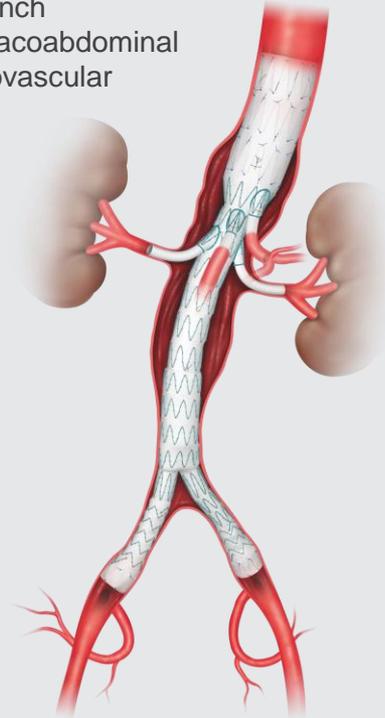
Aortic Aneurysm Repair

Zenith Technology

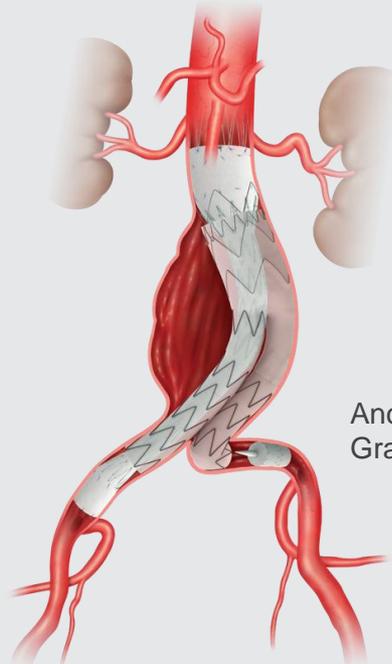


Abdominal Aorta
Aneurysm
(AAA) Grafts

t-Branch
Thoracoabdominal
Endovascular
Graft

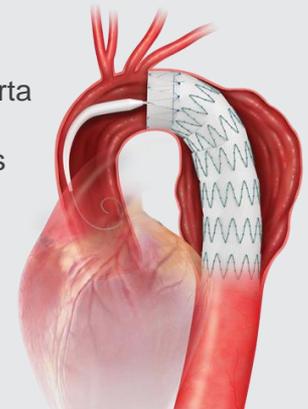


Fenestrated Abdominal
Aorta Aneurysm
(AAA) Grafts

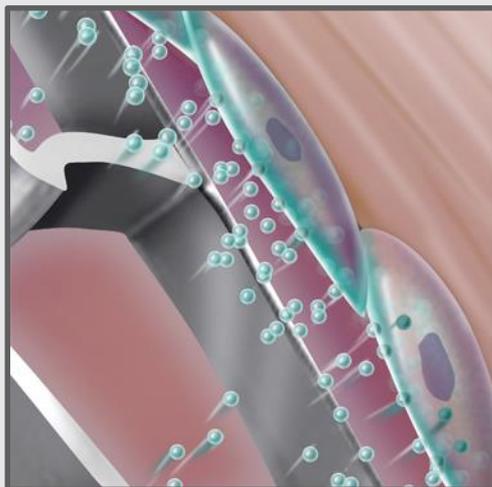
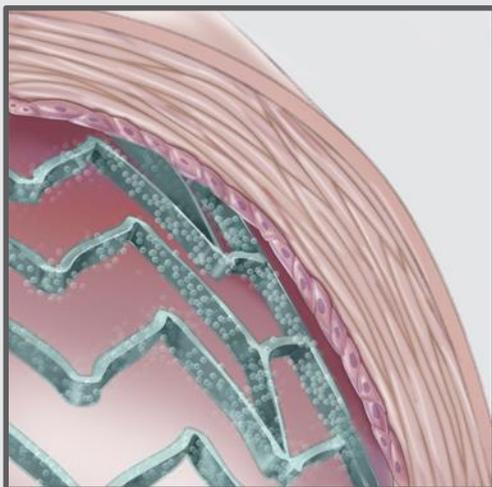


Ancillary
Grafts

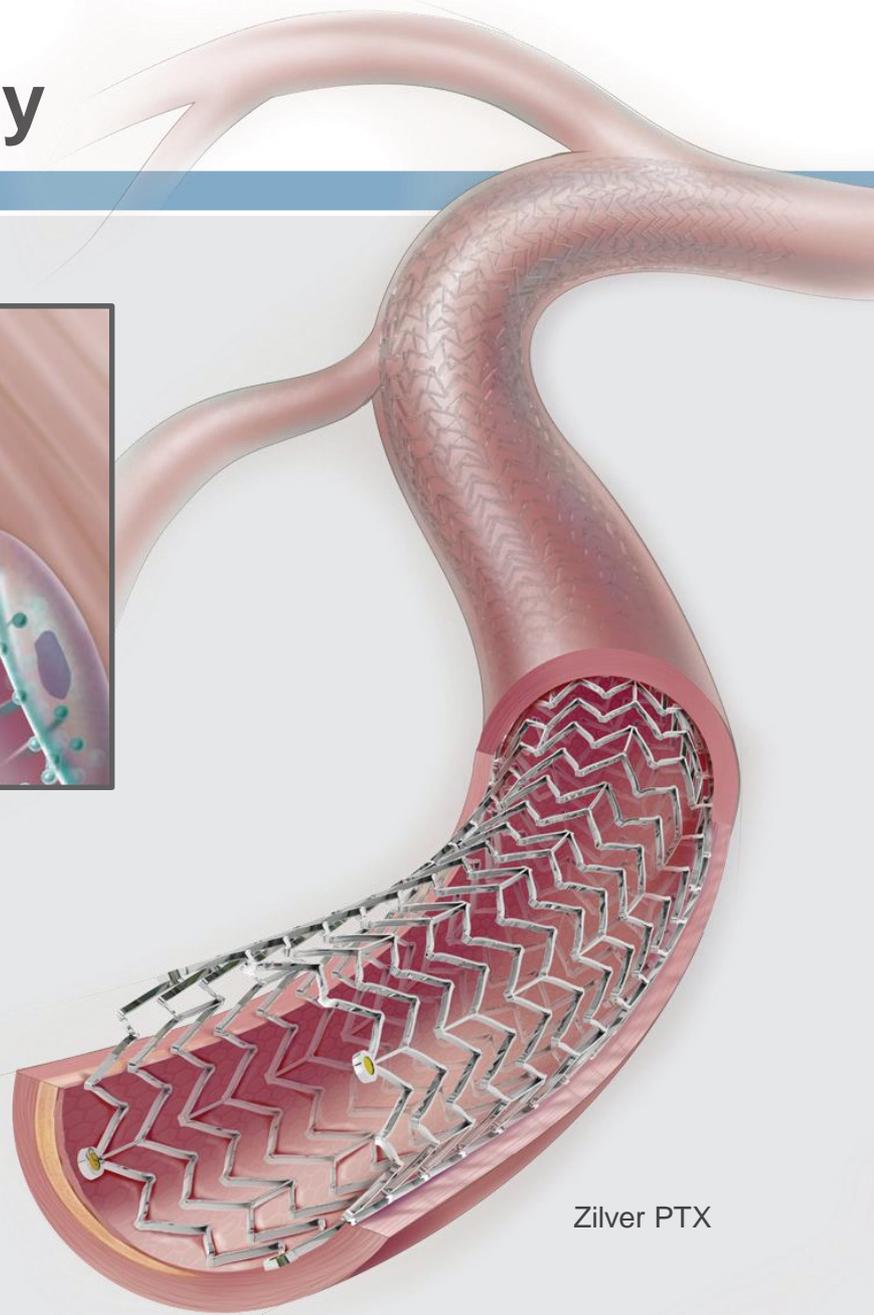
Thoracic Aorta
Aneurysm
(TAA) Grafts



Drug Eluting Technology



Advance PTX
Drug Eluting
Balloon



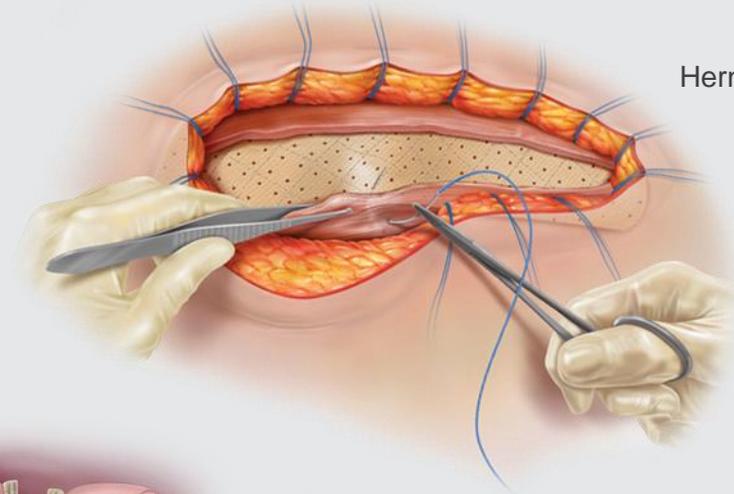
Zilver PTX

Biotechnology

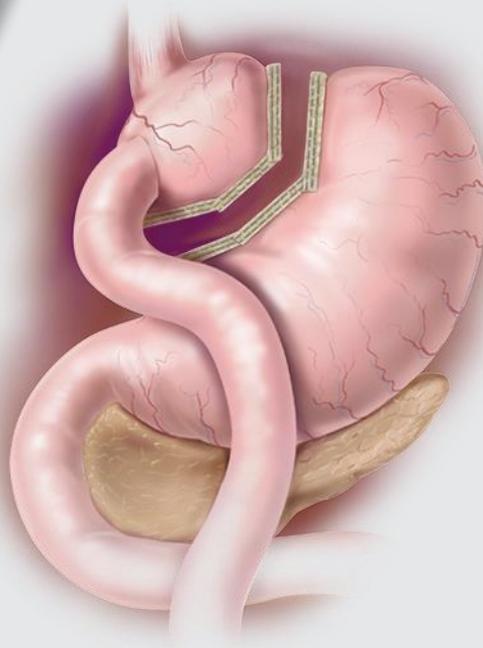
Advanced Tissue Repair Products



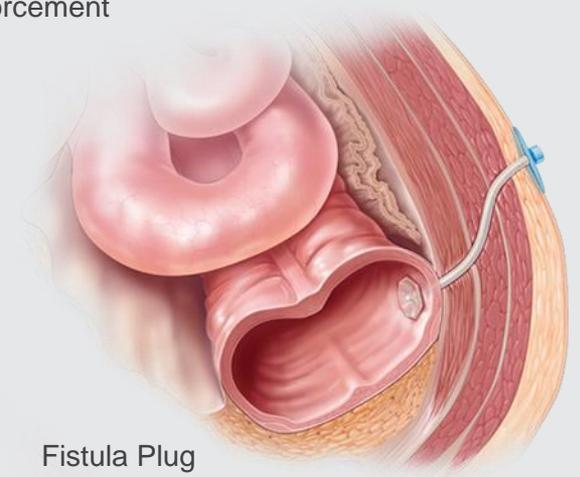
Biodesign



Hernia Graft

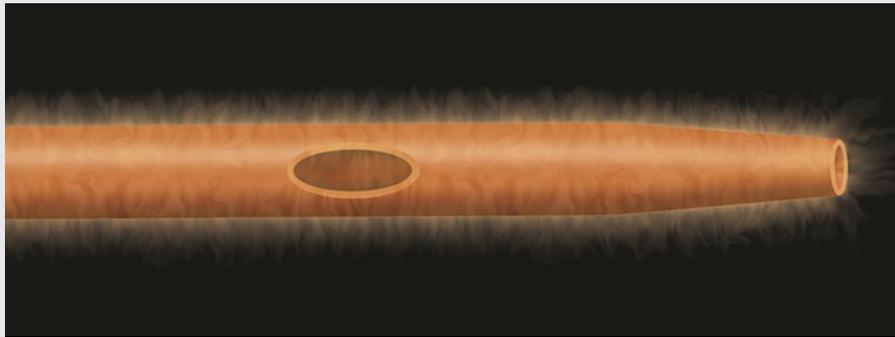


Staple Line
Reinforcement

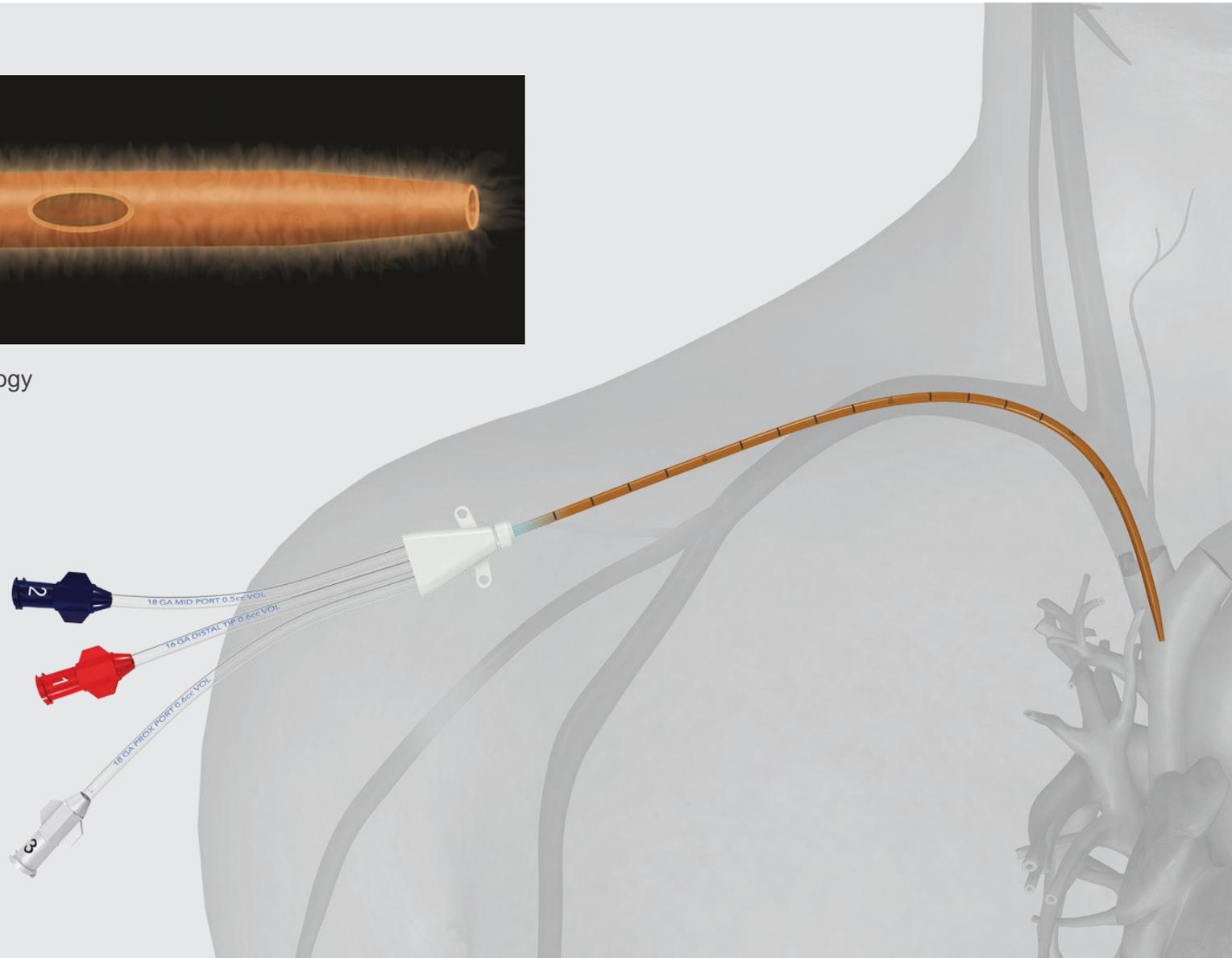


Fistula Plug

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