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Agenda

• Our Story in the Americas

• Our Groundwork for Success

• Our Medical Business
Our Story in the Americas
Approx. $7 billion
NET SALES

Approx. $2.6 billion
NET SALES

OLYMPUS CORPORATION

OLYMPUS CORPORATION OF THE AMERICAS

NET SALES CONTRIBUTION BY REGION

- Americas - 33%
- Europe - 24%
- Asia - 20%
- Japan - 20%
- Other - 2%

33%* OCA’S CONTRIBUTION TO TOTAL CORPORATION
Olympus Corporation of the Americas Structure

Olympus Corporation of the Americas (OCA)

Business & Governance

Manufacturing Business Centers

OSTA
Olympus Surgical Technologies America

OSSA
Olympus Scientific Solutions Americas

OCTA
Olympus Communication Technology of America

ORA
Olympus Respiratory America

ISM
Image Stream Medical

Shared Services

CORPORATE OFFICE

Sales Business Centers

OAI Olympus America Inc.

MSG Medical Systems Group

CPG Consumer Products Group

SSG Scientific Solutions Group

OCI Olympus Canada Inc.

LAD Latin America Division

OBL Olympus Optical de Brasil Ltda.

OLA Olympus Latin America

OMS Olympus America de Mexico
Our Groundwork for Success

Investments
Efficiency
People
Integrity
Investments in Our Business
Investments Overview (April 2013 – March 2018)

OCA HAS BEEN ABLE TO INVEST IN LARGE SCALE PROJECTS WHILE MAINTAINING LEVEL EXPENSES YOY

1. SAP IMPLEMENTATION
   Capital Investment + Annual Cost (svc & maint)

2. NEW FACILITIES
   Brooklyn Park
   Quebec
   Bartlett

3. ADMINISTRATIVE RELATED COSTS
   Incurred over this period

4. OCA BRAND ADVERTISING
   Incurred over this period

5. ASSET MANAGEMENT
   Incurred over this period

6. SALES FORCE
   Headcount and infrastructure
Investments in Business Development

Acquisition of Image Stream Medical

Distribution of Eleview

Distribution of Eleview

Distribution of MI Tech Stents

Co-Development of AI software Algorithm

Acquisition of Cybersonics
Investments in Emerging Markets

Olympus Latin America Division (LAD)

Relaunched in February 2014

Encompasses:
- Olympus Latin America (including Distributor relationships)
- Olympus Mexico
- Olympus Brazil

Achievements:
- Recruited and retained solid talent
- Strengthened corporate governance
- Achieved growth despite challenging environment
LAD Growth Potential

% = Growth per Year

- FY 2016 Actual
- FY 2017 Actual
- FY 2018 Actual
Efficiency
People
Doing Business the Right Way

Enhancement of Regulatory Programs

Stewardship through Monitoring

Strategic Focus on Infection Prevention
Our Medical Business
U.S. Medical Business Net Sales Growth (July 2017 – July 2018)

OCA Sales YTD

- Medical products: 19%
- Other products: 81%

- MP: 2.9%
- RS: 3.3%
- UGN: 7.7%
- ET: 12.1%
- ENT: 19.8%
- SE & ENG: 20.8%
U.S. Healthcare Industry Trends

- GI-ET market by region, %
  - ROW: 27%
  - Japan: 11%
  - EU: 21%
  - US: 42%
  - Growth Rate (15-16): 3%

- Urology market by region, %
  - ROW: 9%
  - Japan: 6%
  - EU: 59%
  - US: 26%
  - Growth Rate: 6%

- Gynecology market by region, %
  - ROW: 9%
  - Japan: 3%
  - EU: 66%
  - US: 22%
  - Growth Rate: 3%

- ENT market by region, %
  - ROW: 15%
  - Japan: 3%
  - EU: 69%
  - US: 14%
  - Growth Rate: 5%

- Energy market by region, %
  - ROW: 11%
  - Japan: 16%
  - EU: 25%
  - US: 48%
  - Growth Rate: 4%

Source: McKinsey & Company
U.S. Healthcare Industry Trends Impacting Our Business

1. Greater Focus on Hospital Networks

2. Shift to Value-based Medicine

3. Voice of the Customer

4. Patient, Provider, Payer

5. Triple Aim
GI & Respiratory Business – Looking Forward

1. Therapeutic Intervention

2. Infection Prevention

3. Artificial Intelligence
1. Enterprise Integration and Image Management

2. Office-based Technology and Procedures

3. Big Screen Surgery
1. Olympus has been investing in the Americas over the last several years to secure future success while creating an efficient and talented operation.

2. Our extremely solid position in our traditional endoscopy business together with ambitious portfolio enhancement plans will be leveraged to grow in therapeutic disciplines and to realize our potential as a global medical technology provider.

3. We are in a perfect position to continue fulfilling our promise to patients of “Safer, Healthier and More Fulfilling Lives” while helping healthcare providers to increase their efficiency through our products and technology, and by doing this, increase Olympus Enterprise Value.