



TSD



Therapeutic Solutions Division

In its Therapeutic Solutions Business, Olympus uses innovative capabilities in medical technology, therapeutic intervention, and precision manufacturing to help healthcare professionals deliver diagnostic, therapeutic, and minimally invasive procedures to improve clinical outcomes, reduce overall costs, and enhance the quality of life for patients. Starting with its early contributions to the development of the polypectomy snare, Olympus' Therapeutic Solutions portfolio has grown to include a wide range of medical devices to help prevent, detect, and treat disease.

Features of TSD

01 | Focus on three therapeutic areas (GI-Endotherapy, Urology, and Respiratory)

- In TSD, we contribute to minimally invasive treatment across multiple clinical specialties. In particular, we continue to strengthen the product portfolio in the categories of GI-Endotherapy, Urology, and Respiratory.

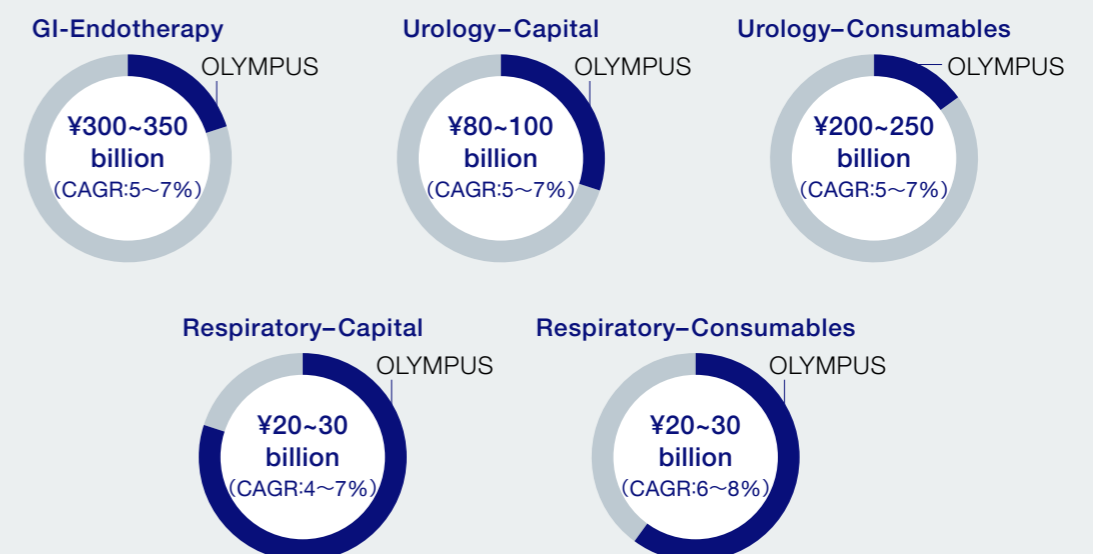
02 | Globally managed from the U.S.

- Strengthen access to key medical clusters and customers in the U.S., the world's largest therapeutic device market.

03 | Enhance capabilities and increase activity in business development in an effort to expand the product portfolio through external partnerships, licensing and M&A

- Conducted multiple M&A activities, mainly in the GI-Endotherapy, Urology, and Respiratory.

Market scale and growth forecast of each product








Note: Market scale and growth forecast information for this page come from the Company's research. Market scale is as of March 31, 2021. Growth forecasts are projected for the fiscal year 2022 to fiscal year 2024, starting from fiscal year 2021. Figures of "Respiratory-Capital" and "Respiratory-Consumables" exclude the impact of the Veran Medical Technologies acquisition in December, 2020.

01 | Focus on three therapeutic areas (GI-Endotherapy, Urology, and Respiratory)

Focus areas in the TSD

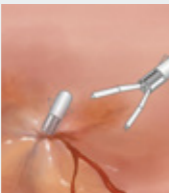
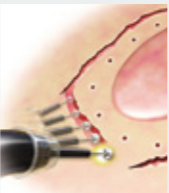

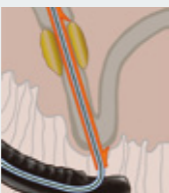
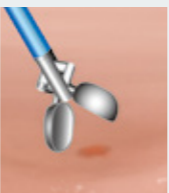

In TSD, we focus on areas where we are highly competitive. In the areas of GI-Endotherapy, Urology, and Respiratory, we are in a strong position to grow through investments in our product portfolio, educating the market on new, advanced, therapeutic techniques, and leveraging our global sales channels.

<p>GI-Endotherapy Market position No.2</p> 	<p>Urology- Capital Market position No.1</p> 	<p>Urology- Consumables Market position No.2</p> 
<p>Respiratory -Capital Market position No.1</p> 	<p>Respiratory -Consumables Market position No.1</p> 	

GI-Endotherapy



Strategy | Expanding clinically and economically differentiated product portfolio across all key categories, including ERCP^{*1}, ESD^{*2}, metal stents, and hemostasis devices

Category	<p>1 Hemostasis</p>  <p>Hemostasis clip</p>	<p>2 ESD^{*2} & EMR^{*3}</p>  <p>Resection and dissection device</p>	<p>3 ERCP^{*1}</p>  <p>ERCP device</p>
	<p>4 Stenosis release</p>  <p>Stent</p>	<p>5 Sampling</p>  <p>Biopsy forceps</p>	<p>6 Device for endoscopy</p>  <p>Colonoscope distal attachment</p>

M&A

Arc Medical Design

In August 2020, Olympus acquired Arc Medical Design Ltd., a UK medical device manufacturer, to expand its portfolio of GI-endotherapy.

Representative product: ENDOCUFF VISION™

A device that attaches to the distal end of a colonoscope, designed to help maintain visibility during colonoscopy and endoscopic polypectomy by allowing the flexible arm to scrape the folds of the colon and fix the mucosa.

➤ Please refer to pages 24-30 for main diseases, procedures, and products in this area.

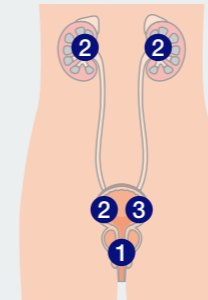
Urology



Strategy

Becoming the global leader in BPH, stone management and bladder cancer through customer-focused innovation and compelling clinical differentiation

Category



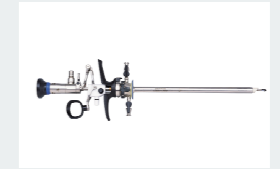
- 1 Benign prostate hyperplasia (BPH)**
- 2 Urinary stone**
- 3 Bladder tumor (bladder cancer)**



Minimally invasive treatment device for BPH



Thulium fiber laser system



Resectoscope

M&A

Medi-Tate

In May 2021, Olympus acquired Medi-Tate Ltd., an Israeli medical device company, to expand its urology portfolio.

Representative product: iTind

A minimally invasive treatment device for the treatment of BPH. It allows for day treatment in medical offices and clinics, no permanent implants for the patient, and a wide range of re-treatment options.

➤ Please refer to pages 31-32 for main diseases, procedures, and products in this area.

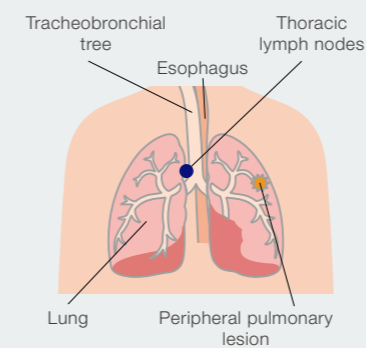
Respiratory



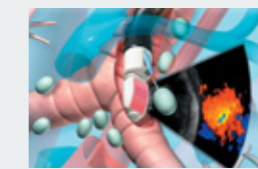
Strategy

Delivering market-leading solutions designed to improve care and prognosis of lung cancer patients through accurate, early diagnosis and staging

Category



- 1 EBUS-TBNA (Endobronchial ultrasound transbronchial needle aspiration)**
- 2 Peripheral bronchoscopy**
- 3 Diagnostic and therapeutic bronchoscopy**



EBUS-TBNA system



SPIN navigation system



Intrabronchial valve system

M&A

Veran Medical Technologies

In December 2020, Olympus acquired Veran Medical Technologies, Inc., a U.S. company focusing on the respiratory intervention field^{*4}, to expand its respiratory portfolio.

Representative product: SPIN Thoracic Navigation System®

It is an electromagnetic navigation system that supports insertion of bronchoscopes and instruments into the thin, branched peripheral portions of the bronchus.

➤ Please refer to pages 32-33 for main diseases, procedures, and products in this area.

^{*1} Endoscopic Retrograde Cholangio Pancreatography

^{*2} Endoscopic Submucosal Dissection

^{*3} Endoscopic Mucosal Resection

^{*4} Treatment and diagnosis using a bronchoscope

02

Globally managed from the U.S.

Olympus' global headquarters for the TSD is located in the U.S., which is the world's largest market for therapeutic devices and the highest-selling market in our business.

We also make global decisions in the U.S. because we have access to a large number of hospitals, research institutions, competitors, and customers.

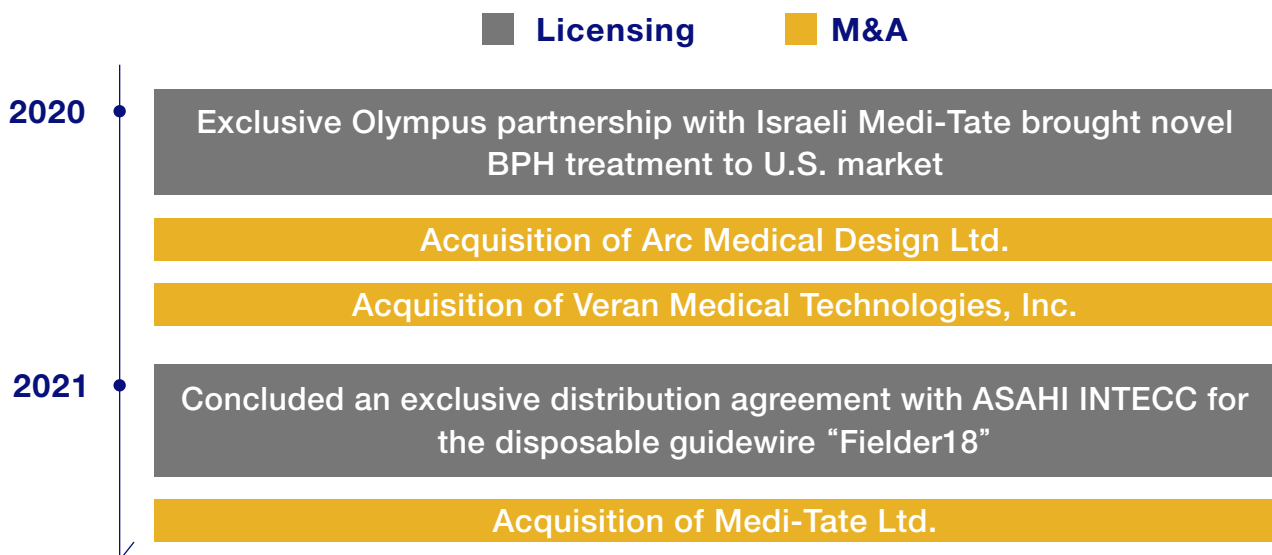


U.S.-based global headquarters for the TSD

03

Enhance capabilities and increase activity in business development in an effort to expand the product portfolio through external partnerships, licensing, and M&A

The establishment of a global headquarters in the U.S. has enabled us to efficiently and quickly expand and complement our product portfolio through collaboration with external partners, licensing, and M&A. In particular, during the recent period from 2020 to 2021, we have executed multiple M&A: in August 2020, we acquired Arc Medical Design Ltd., a UK medical device manufacturer; in December 2020, Veran Medical Technologies, Inc., a U.S. company focusing on the respiratory intervention field; and in May 2021, Medi-Tate Ltd., an Israeli medical device company. We are expanding our portfolio in GI-Endotherapy, Respiratory, and Urology, respectively. In order to contribute to minimally invasive treatments, we will continue to accelerate our growth not only through in-house development but also by considering external partnership and distribution agreement.



> Please refer to the News Release of the links for details.