



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 an array of surgical energy devices and a wide range of instruments 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 area



Note: Served market scale and growth forecast information for this page come from the Company's research and pertains to data for the U.S., EU5 (Germany, UK, Italy, France, Spain), Japan and China. Market scale is as of March 31, 2023. Growth forecasts are projected for fiscal year 2023 to fiscal year 2026. Sub-segment sales ratios within TSD are figures of fiscal year 2023.

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.

GI EndoTherapy



Approx. 30% of TSD revenue

Urology



Approx. 35% of TSD revenue

Respiratory



Approx. 15% of TSD revenue

GI EndoTherapy



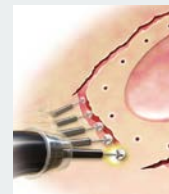
Category

1 Hemostasis



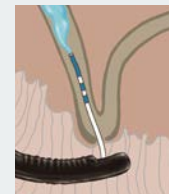
Hemostasis clip

2 ESD*2 & EMR*3



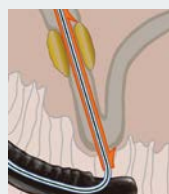
Resection and dissection device

3 ERCP*1



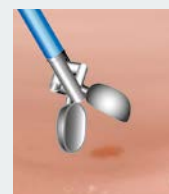
ERCP device

4 Stenosis release



Stent

5 Sampling



Biopsy forceps

6 Device for endoscopy



Colonoscope distal attachment

Olympus Right to Win

CAGR FY2024-FY2026:
High single-digit %

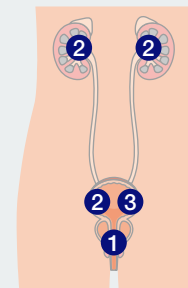
- Double-digit growth in our ESD/EMR, ENDOCUFF VISION, EndoClot portfolios
- Acquisition of broad metal stent portfolio will significantly **accelerate our global position** and options in biliary tract, esophagus, colon, and duodenum treatments

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

Urology



Category



1 Benign prostatic hyperplasia (BPH)



Minimally invasive treatment device for BPH

2 Urinary stone



Thulium fiber laser system

3 Bladder tumor (bladder cancer)



Resectoscope

Olympus Right to Win

CAGR FY2024-FY2026:
High single-digit %

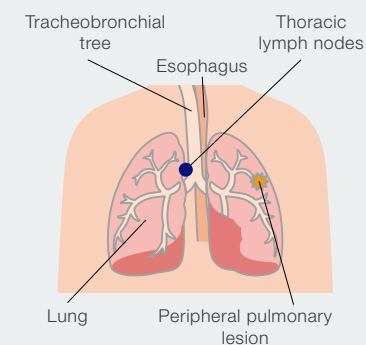
- Launch of single-use ureteroscope will expand clinician options
- Portfolio of Laser and Ultrasonic lithotripsy systems **enables market share capture**
- PLASMA+ system, one of the growth drivers, **continues solid growth**
- Expanded reimbursement for differentiated **MIS BPH device which provides better clinical outcomes** and elevates the standard of care*4

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

Respiratory



Category

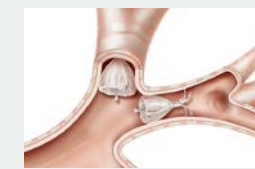


1 EBUS-TBNA (Endobronchial ultrasound transbronchial needle aspiration)



EBUS-TBNA system

2 Diagnostic and therapeutic bronchoscopy



Intrabronchial valve system

Olympus Right to Win

CAGR FY2024-FY2026:
Mid single-digit %

- Differentiated solutions such as EVIS X1 bronchoscopes and EU-ME3 endoscopic ultrasound processor expected to **drive robust future growth**
- Committed to **delivering meaningful innovation to optimize patient outcomes** in bronchoscopy and lung cancer staging & diagnosis procedures

➤ 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 iTind procedure does not require a permanent implant and preserves sexual function and continence, while reducing the need for a post procedure catheter. Procedure can be done in the MD office setting.

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 August 2020, we acquired Arc Medical Design Ltd., a UK medical device manufacturer, and in May 2021, Medi-Tate Ltd., an Israeli medical device company. We are expanding our portfolio 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.

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.

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.