

EDCO FORUM®

PRESENTING INNOVATIVE PRODUCTS & SERVICES TO HEALTHCARE PROFESSIONALS

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REPRINT

TERUMO INTERVENTIONAL SYSTEMS TO DIRECTLY MARKET AND DISTRIBUTE GLIDEWIRE® AND ITS FULL LINE OF INNOVATIVE INTERVENTIONAL PRODUCTS

Interventional Systems begins direct marketing and distribution of its complete line of endovascular products formerly distributed by Boston Scientific. Terumo Interventional Systems was created as part of Terumo Medical Corporation specifically to serve the U.S. endovascular intervention market.

For more than 80 years, the name Terumo® has been synonymous with innovative medical devices. Starting as a manufacturer of clinical thermometers in 1921, Terumo has grown throughout the world to become a leader in

the development of innovative products in areas such as hollow-fiber technology, blood management systems, and applying its proprietary hydrophilic **Glide Technology**™ to products for endovascular intervention. Terumo has been serving customers in the United States since 1972.

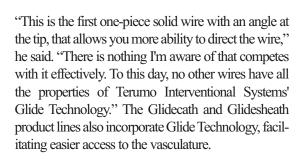
Terumo pioneered peripheral medicine as the creator of the revolutionary **Glidewire*** **Hydrophilic Coated Guidewire**, the first hydrophilic-coated guidewire, which has been the market leader for nearly 20 years. Subsequent application of this Glide Technology yielded the **Glidecath*** and **Glidesheath**™ lines of catheters and sheaths, market-leading products in their own rights. Terumo Interventional Systems is focused specifically in endovascular medicine and is dedicated to creating and introducing products that enable practitioners to expand the frontiers in endovascular medicine. By assuming con-

trol of its products formerly marketed and distributed by Boston Scientific, they will be able to offer practitioners a wide array of products from access to intervention that make performing endovascular procedures faster and easier. With this move, Terumo Interventional Systems is positioned to meet the growing demands of the vascular interventions market, while maintaining its long-held reputation of product excellence and innovation.

Unique Glide Technology Facilitates Maneuverability

Glidewire is considered the gold standard in wires used to access and cross difficult-to-treat lesions. Interventional Radiologist Harold Coons, MD, was the first physician to use the Terumo devices in the United States in 1982. He has collaborated with Terumo in Glidewire design. Dr. Coons calls the Glidewire

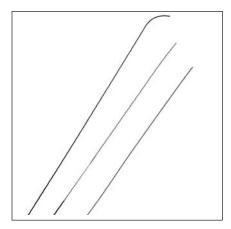
"The breakthrough in guidewire technology."



"Terumo Glidewire has transformed the subspecialty of interventional radiology and enabled it to develop into what it is today," said Steven J. Citron, MD "The Glidewire has enabled us to treat a wide range of critical problems that previously either could not be treated or were treated with much greater difficulty. Specifically, occluded arteries, veins, bile ducts, ureters, and portal veins could now be successfully traversed in a fairly consistent and reliable fashion in the overwhelming majority of cases because of the Glidewire."

Terumo Now Directly Provides Marketing, Distribution, and Customer Support

For the past 15 years, marketing, sales, and distribution of Terumo Interventional Systems' vascular interventional products had been provided by Boston Scientific. However, effective April 1, 2006, Terumo Interventional Systems begins direct distribution, marketing, and customer support for their full line of products, including Glidewire, Glidecath, and Pinnacle® sheaths. "Our parent organization has had an established distribution system in place for its medical products in the US for over 30 years," said John Rooney, Vice President of Marketing for Terumo Interventional Systems, "Utilizing this distribution system and its centers throughout the United States will ensure that there will be no interruptions in supply of our products after the transition from Boston Scientific." He continued. "We have established our own field sales force presence that will ensure the highest level of service to our users and an



inside sales group to provide outstanding customer support and care."

Terumo Interventional Systems Products include:

- Glidewire® Hydrophilic Coated Guidewires
- Glidewire® GT Hydrophilic Coated Guidewires
- Glidewire® Gold Neuro Guidewires
- Headliner® Hydrophilic Coated Guidewires
- Glidecath® Hydrophilic Coated Catheters
- Glidecath® XP Hydrophilic Coated Catheters
- Progreat[™] Ω Hydrophilic Coated Microcatheters
- Glidesheath[™] Introducer Sheath
- Pinnacle® Destination® Guiding Sheaths
- Pinnacle® Introducer Sheaths
- Pinnacle® R/O II
 Radiopaque Marker

 Introducer Sheaths
- Bead Block[™] Microspheres
- Torque Devices and Obturators

Terumo Interventional Systems is part of Tokyo-based Terumo Corporation, a \$2.3 billion global medical device manufacturer creating innovative products for interventional procedures, cardiothoracic surgery, and transfusion medicine, with operations in more than 150 nations. Terumo has experienced 7 decades of growth and innovation and has distinguished itself as a manufacturer of a variety of high-quality medical products, operating 4 factories and 38 sales branches in Japan, as well as 31 other locations. The company employs 7,500 people worldwide. Terumo Medical Corporation's Corporate Headquarters in Somerset, New Jersey serves as the North American headquarters for facilities in Phoenix, Miami, Maryland, Memphis, Mexico City, and Brazil.

Customer support hotline: 1-800-888-3786, Monday through Friday, 8AM-7PM EST

For more information concerning Terumo's products, call Terumo Medical Corporation at 1-800-888-3786; fax at 1-732-302-3083; write to Corporate Headquarters 2101 Cottontail Lane Somerset, New Jersey 08873; or visit the company's Web site at www.terumomedical.com/interventional.