



ZOLL Business Update

November 16, 2022

ZOLL[®]
an Asahi Kasei company

Goal for today's briefing

Provide an update on
ZOLL's business and
where we are headed.



Focusing especially
on our **long-term
growth strategies.**

Agenda

- About ZOLL
- History of consistent growth
- Impact of the pandemic on financial performance
- Looking ahead: Long-term growth strategies
- Summary

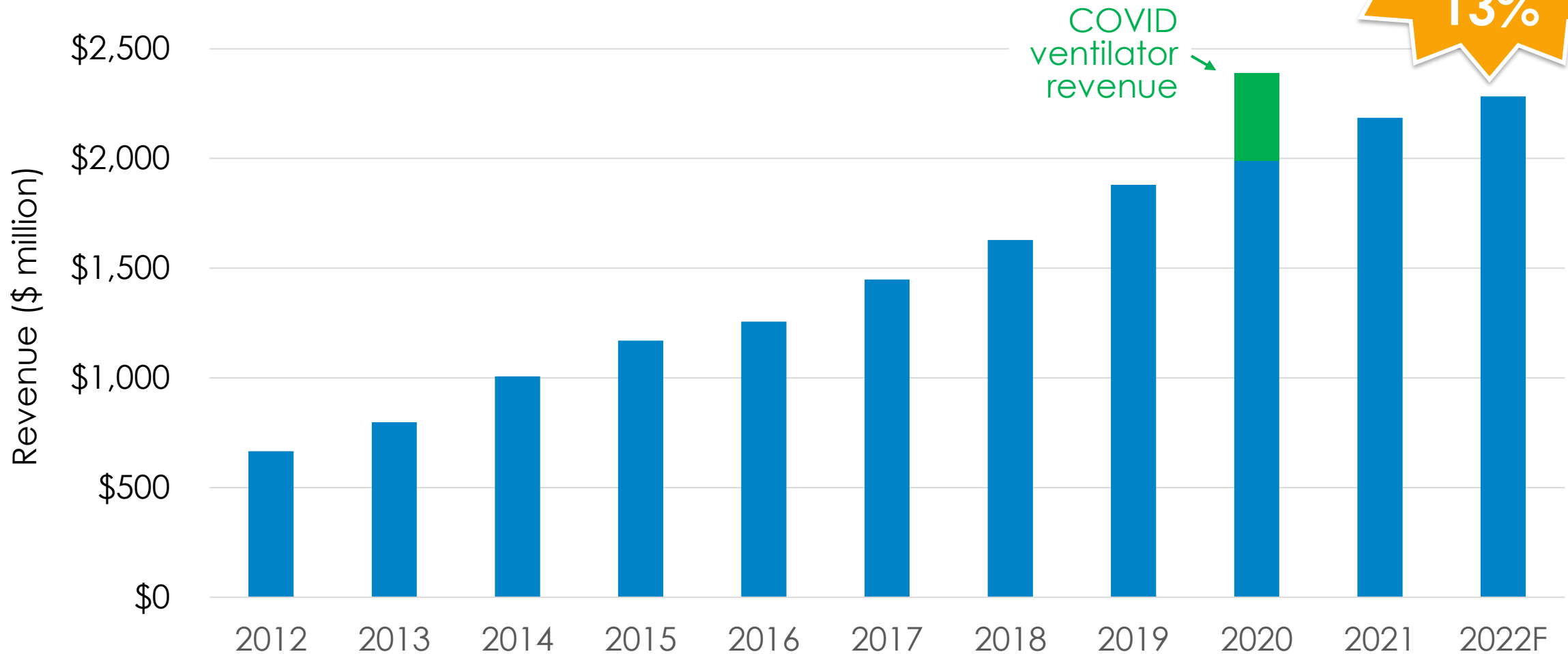
ZOLL provides innovative technologies that make a meaningful difference in people's lives

At ZOLL, we're passionate about improving patient outcomes and helping save lives.

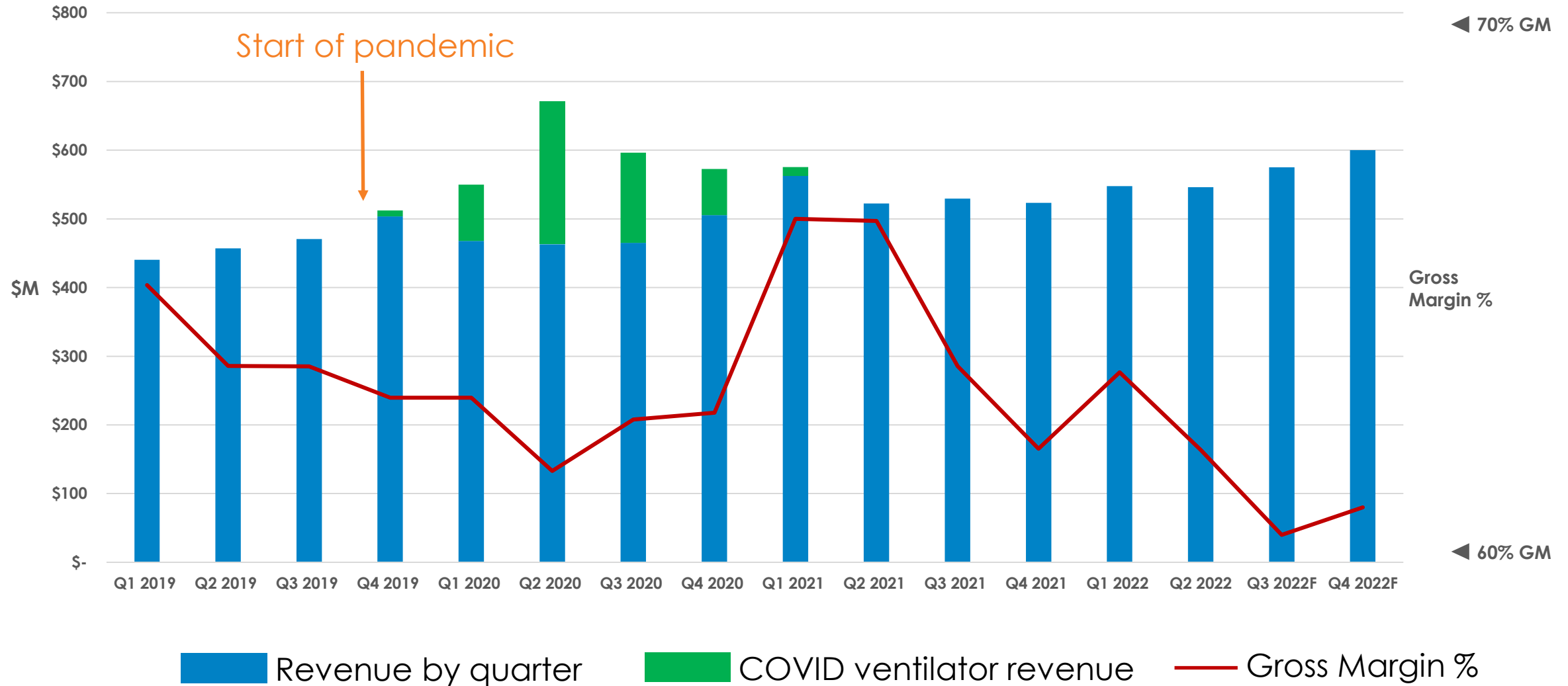
Our medical devices, software and related services are used worldwide to diagnose and treat patients suffering from serious cardiopulmonary and respiratory conditions.



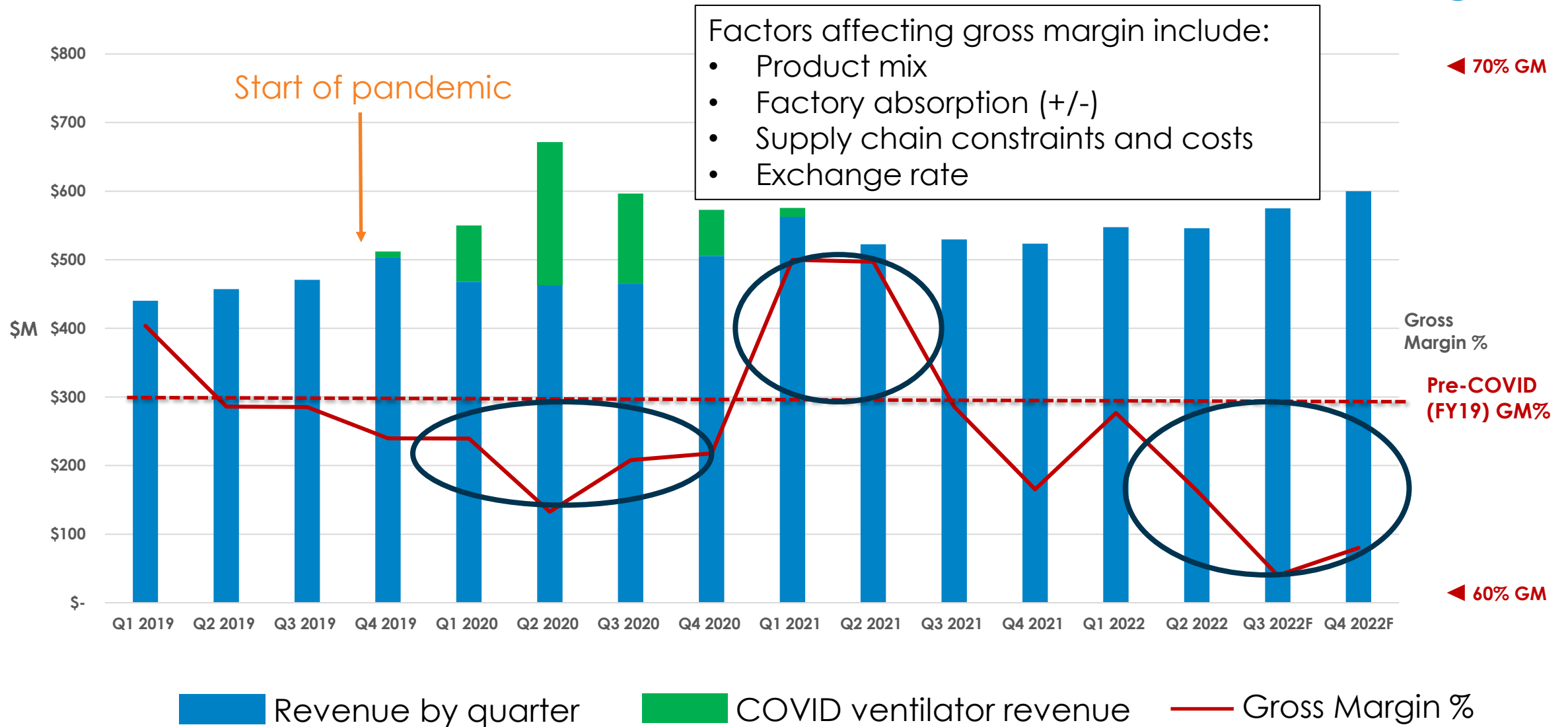
ZOLL has a long history of consistent growth



Pandemic's effect on performance: positive and negative



Pandemic's effect on performance: positive and negative



Looking ahead: We have 2 long-term growth strategies

ATTRIBUTES

- ZOLL is paid per patient use
- Large, mostly latent market opportunities
- Novel, innovative technologies targeting unmet clinical needs

PATIENT SERVICES
STRATEGY

HEALTHCARE INFRASTRUCTURE
STRATEGY

ATTRIBUTES

- ZOLL sells capital equipment, consumables, and software to institutions (typically not directly reimbursed to customers or ZOLL)
- Generally established markets
- Usually many competitors

Patient services strategy: ZOLL opportunity

ATTRIBUTES

- ZOLL is paid per patient use
- Large, mostly latent market opportunities
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ZOLL OPPORTUNITY

- >\$10 billion global market potential
- Current penetration <10%
- Mid-teens ZOLL growth rate
- 70-80% gross margins

PATIENT SERVICES
STRATEGY

Patient services strategy: ZOLL solutions

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PATIENT SERVICES STRATEGY

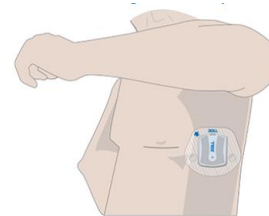
LifeVest® Wearable Defibrillator



Arrhythmia Management System (AMS)



Heart Failure Management System* (HFMS)



WatchPAT® ONE



WatchPAT® 300



remedē® System



Sleep apnea and cardiac disease

- Research has shown **complex interrelationships** between cardiovascular disease and both obstructive sleep apnea (OSA) and central sleep apnea (CSA)¹
- **Growing awareness in cardiology** of the need to screen for and treat sleep apnea

Experts urge treatment for sleep apnea, as it can worsen heart problems



“Sleep apnea can cause a negative feedback loop whereby it worsens cardiovascular conditions, which then worsen the sleep apnea”²



Sleep added to “Life’s Essential 8” in 2022 as a component of heart health³

1 <https://www.ahajournals.org/doi/10.1161/CIRCULATIONAHA.117.029400>

2 American Heart Association Scientific Statement – press release (<https://newsroom.heart.org/news/sleep-apnea-worsens-heart-disease-yet-often-untreated>)

3 <https://www.heart.org/en/healthy-living/healthy-lifestyle/lifes-essential-8>

WatchPAT® System: At-home testing is disrupting the market

- 20% of adults worldwide have sleep apnea¹
- Most adults with sleep apnea undiagnosed and untreated²
- 80% of cardiology patients are undiagnosed for some form of sleep disordered breathing³



Which test would **you** prefer?!

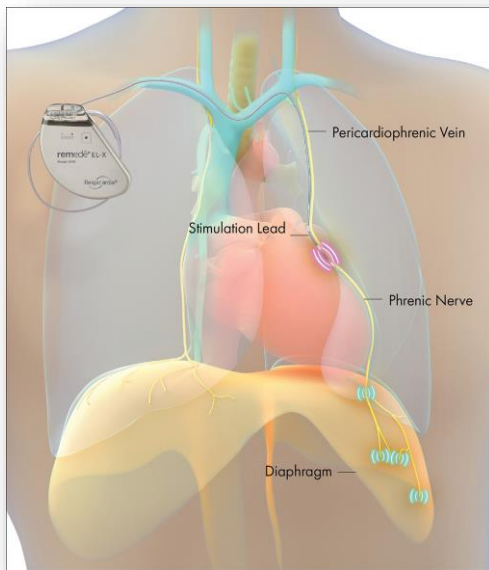
1 Benjafield et al : "Estimation of the global prevalence and burden of OSA: a literature-based analysis" Lancet Respir Med. 2019 August ; 7(8)

2 Veasey and Rosen: "Obstructive Sleep Apnea in Adults" N Engl J Med 2019; 380:1442-1449 DOI: 10.1056/NEJMcp1816152

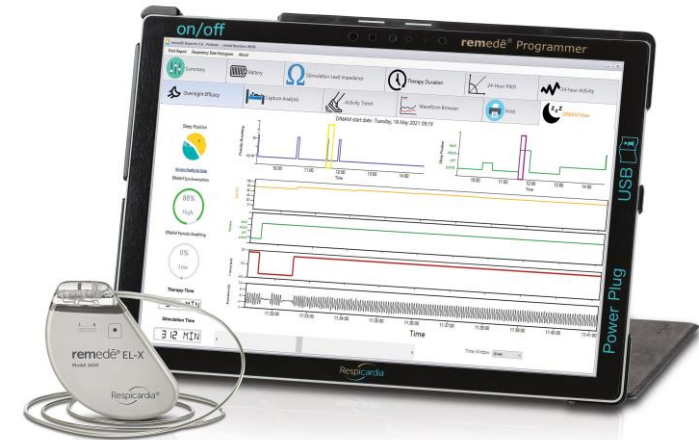
3 Sleep Apnea and Cardiovascular Disease, JACC Vol. 52, No. 8, 2008, August 19, 2008:686-717

remedē[®] System

- The only implantable device approved by the FDA to treat moderate to severe CSA in adult patients¹
- **95%** of patients reported they would “elect to have the medical procedure again”²
- Enhanced **remedē** EL-X System introduced in U.S. in August 2021



Minimally invasive
outpatient procedure



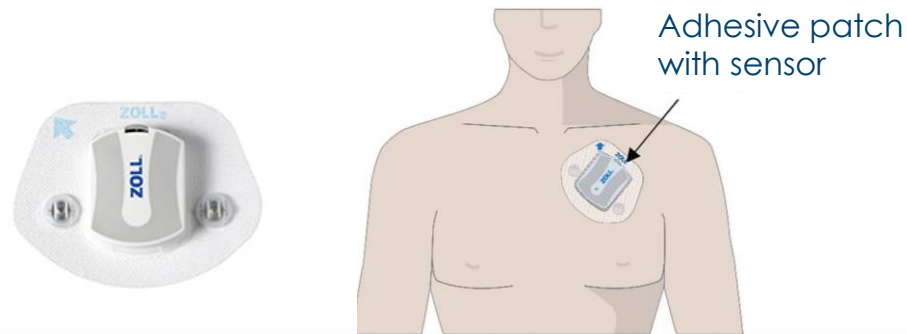
1 FDA PMA P160039, Supplement 006, Physician Manual.

2. Costanzo MR, Ponikowski P, Javaheri S, et al. Sustained Twelve Month Benefit of Phrenic Nerve Stimulation for Central Sleep Apnea. *Am J Cardiol.* 2018. pii: S0002-9149(18)30258-3. doi: 10.1016/j.amjcard.2018.02.022.

Cardiac monitoring and diagnostics

ZOLL Arrhythmia Management System (AMS)

- Next-generation solution for mobile cardiac telemetry (MCT)
- Designed to help physicians make more informed decisions for patients
- Adds biometric data to ECG information provided by traditional MCT
- Launched in select U.S. markets in April 2022



Mobile Cardiac Telemetry and Advanced Multi-Parameter Monitoring in Patients (MAPS) trial

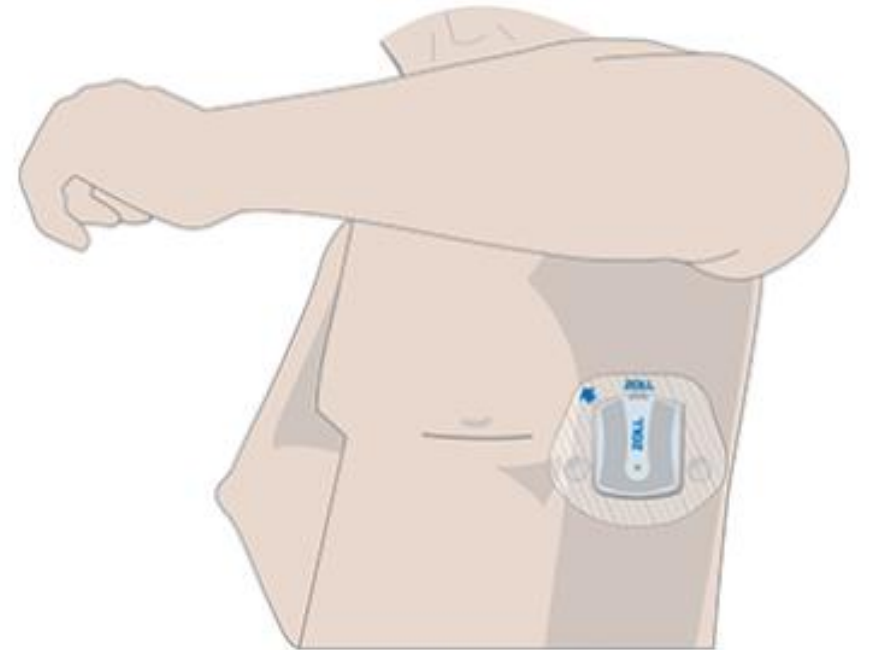
- Largest MCT study to date
- Results published August 2022

*“Overall, when ECG data were augmented with biometric data, **96% of the physicians** altered the patient’s treatment plan compared to standard MCT ECG data”¹*

Cardiac monitoring and diagnostics

ZOLL Heart Failure Management System* (HFMS)

- Designed to help clinicians improve outcomes and reduce hospitalizations for heart failure patients with fluid management problems
- Sensor and patch placed on patient's skin
 - Non-invasive: Uses novel radiofrequency (RF) technology to monitor pulmonary fluid levels
 - Water-resistant solution
- Continuously records patient data and can alert physicians to signs of worsening condition



LifeVest® Wearable Defibrillator



- Reduces mortality and improves outcomes for patients with heart failure and AMI
- Increasing utility as a patient management tool for clinicians
- Market opportunity for wearable defibrillators estimated to be \$3 billion in U.S. alone
- New competitors will help develop market and accelerate ZOLL's sales penetration

Over more than two decades, LifeVest has provided protection to more than one million patients and saved thousands of lives.

Patient services strategy: Summary

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ZOLL OPPORTUNITY

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- Mid-teens ZOLL growth rate
- 70-80% gross margins

PATIENT SERVICES
STRATEGY

TAKEAWAY:

ZOLL has an unprecedented opportunity to reach undiagnosed or untreated population

Healthcare infrastructure strategy: ZOLL opportunity

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ZOLL OPPORTUNITY

- >\$5 billion global market opportunity
- ZOLL leads across multiple product categories
- High single-digit growth rate
- 50-60% gross margins

HEALTHCARE INFRASTRUCTURE
STRATEGY

Healthcare infrastructure strategy: ZOLL solutions



TherOx



R Series®



Z Vent®



AED Plus®



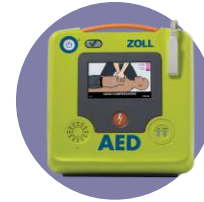
Powerheart® G5



AutoPulse®



X Series®



ZOLL AED 3®



Software solutions



Thermogard® XP

HEALTHCARE INFRASTRUCTURE
STRATEGY

ZOLL continues to lead AED market

Global outlook

- North American market growth rate is high single-digits
- Markets outside of North America are growing even faster

Trends driving growth include:

- Legislation
- Awareness and education
- Government-sponsored community response programs



ZOLL AED 3®



AED Plus®



Powerheart® G5

HEALTHCARE INFRASTRUCTURE
STRATEGY

ZOLL software solutions for healthcare infrastructure

42,000,000 +
Patient care,
emergency response,
and patient billing
events managed by
ZOLL software solutions
each year

3,600 +
EMS and fire
operations use ZOLL
software to run their
operations, including:

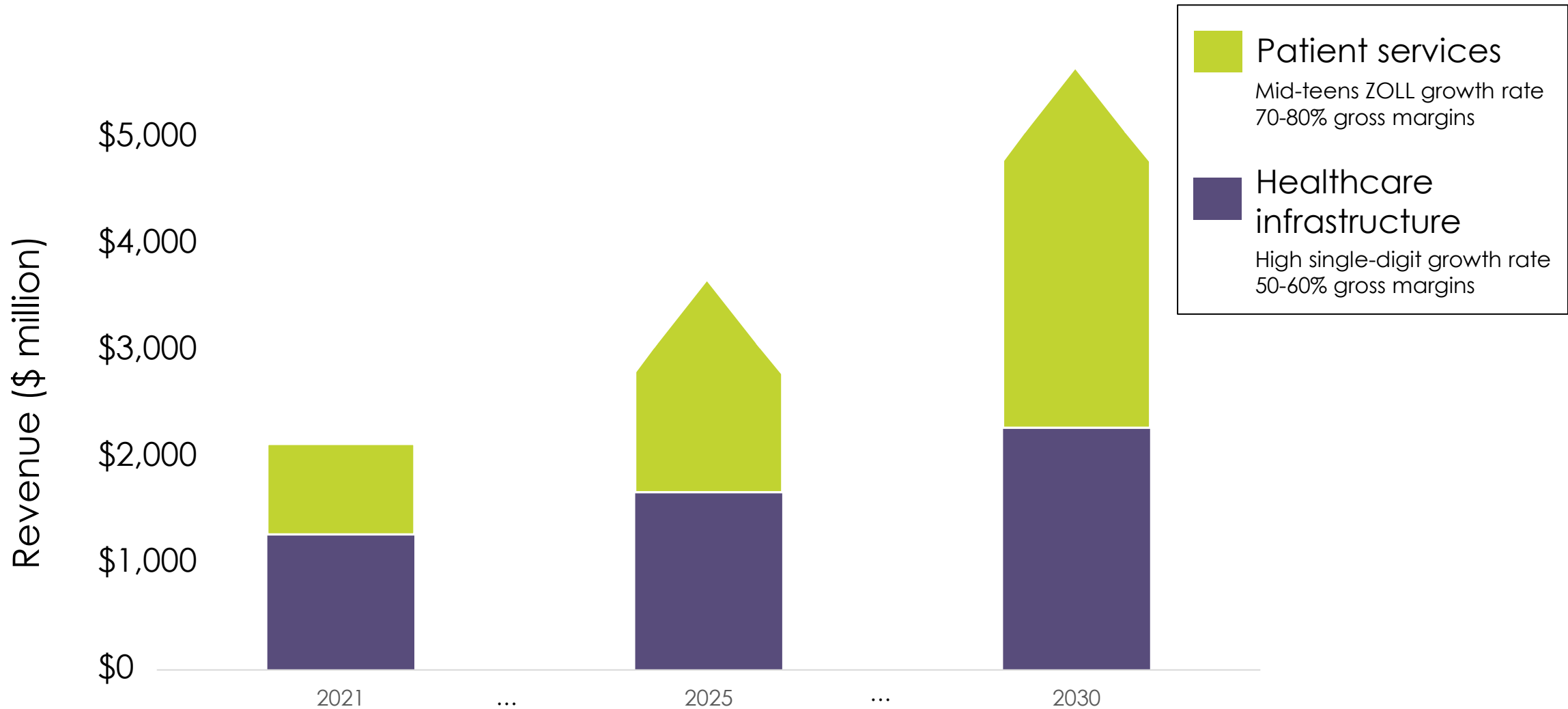
- Communications
- Patient Care
- Billing

Growth trends include:

- Transition to cloud
- Focus on interoperability
- Billing solutions
- Mobile solutions

HEALTHCARE INFRASTRUCTURE
STRATEGY

ZOLL remains focused on long-term growth



Summary: ZOLL business update

ZOLL is...

- **Actively managing** unique factors of today's business environment
- Expecting to **return to historical profit trajectory** by FY2023
- Pursuing **2 distinct strategies** for continued growth
- Remaining focused on the **long-term health** of our business



ZOLL Business Update

Thank you

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