



CORPORATE FACT SHEET

Mission

RS Medical's mission is to be the premier pain and function solution provider by delivering safe and effective products and services that meet or exceed our customer's expectations. RS Medical is committed to a process of continuous improvement in an environment promoting teamwork and cooperation.

Market

RS Medical is America's premier provider of physician-prescribed home electrotherapy and bracing rehabilitation products and services. More than 1 million individuals have been treated with RS Medical devices since the company's founding in 1990. Both electrotherapy and bracing products are a segment of the durable medical equipment market.

Customers

Physicians, patients and their insurance companies nationwide are served by a direct employee sales force. Medical professionals prescribing RS Medical products include orthopedic surgeons, pain management specialists, neurologists, neurosurgeons, physical medicine and rehabilitation and others.

Sales Force

Because electrotherapy and bracing products are prescribed by licensed medical professionals, physicians are the primary prescribing source. RS Medical markets its products directly to physicians in more than 195 metropolitan markets. Our Account Managers provide services to physician offices and their patients. Sales Support Representatives at our corporate headquarters serve physicians and patients throughout the U.S. on a remote basis.

Products

RS Stimulators and Bracing Physician-prescribed RS Stimulators and Braces to benefit patients by relieving pain and improving muscle function. RS Stimulators include the four channel RS-4i® Sequential Stimulator, which delivers interferential current and muscle stimulation and features our patented Data Card; the two channel RS-2m™ Muscle Stimulator; and the RS-TENS (Transcutaneous Electrical Nerve Stimulator) Plus. For patients who have difficulty placing adhesive pads on back and neck areas without assistance, RS Medical offers the RS-FBG™ Full Back Conductive Garment and the RS-LB™ Low Back Garment. Bracing products include the RS-LSO™ Spinal Orthosis, which provides lift to relieve pressure on the intervertebral discs, and the RS-LFS™ Spinal Orthosis, which supports the healing back, and the ActivForce™ OA Knee Brace, which relieves pain and improves mobility in patients suffering from osteoarthritis of the knee.

Distributed Products RS Medical has distribution agreements with several manufacturers. Distributed products include the BioniCare® Knee Device and the CMF Bone Growth Stimulator. The Knee Device is the first and only non-drug, non-invasive treatment for osteoarthritis of the knee. It is manufactured by BioniCare Medical Technologies. The CMF Bone Growth Stimulator treats non-union fractures and spinal fusions and is manufactured by DJO. RS Medical is continuously exploring opportunities to add products that provide pain and function solutions.

Services

Comprehensive outcome support services are provided to physicians, patients, and health insurers. Key physician services include in-office patient instruction, Patient Progress Reports and optional Patient Usage Reports. Key patient services include personal instruction, on-going toll-free Customer Service Help Line and insurance paperwork processing.

Corporate Growth

RS Medical for six consecutive years ranked among the 100 Fastest Growing Private Companies listed in *The Business Journal Serving Greater Portland* and in the *Puget Sound Business Journal*. RS Medical employs more than 800 people in the United States and Puerto Rico.

Facilities

Corporate headquarters are located in Vancouver, Washington, occupying 127,000 square feet of office and warehouse space in three buildings constructed in 1996, 2001 and 2005.

Executives

Rick Terrell	President
Ron Merryman	Sr. Vice President of Finance and Operations
Bill Carroll	Vice President of Research & Product Development
Bruce Hatch	Vice President of Sales & Marketing
Tom Pierce	Vice President of Finance

Incorporation

RS Medical is a privately-held Washington corporation founded in 1990. It is registered as International Rehabilitative Sciences, Inc., dba RS Medical.