

## 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, traction 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. Our 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 specialists and others.

### Sales Team

Because electrotherapy, traction and bracing products are prescribed by licensed medical professionals, physicians are the primary prescribing source. RS Medical serves physician offices in more than 195 metropolitan markets with Account Managers and Field Support Representatives who support effective treatment protocols and proper product use by patients. Sales Support Representatives at our corporate headquarters serve physicians and patients throughout the U.S. on a remote basis.

### Products

**RS Stimulators, Traction and Bracing** Physician-prescribed RS Medical products 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. For traction RS Medical has the Pronex Pneumatic Cervical Traction Device, which helps alleviate cervical neck pain, muscle spasms, and helps to decompress spinal structures. Bracing products include the RS-LSO™ Spinal Orthosis, which provides lift to relieve pressure on the intervertebral discs, the RS-LFS™ Spinal Orthosis and the ActivLoc™ HPB Spinal Orthosis, which support the healing back.

**Distributed Products** RS Medical has distribution agreements with several manufacturers. Distributed products include the BioniCare® Knee Device, the CMF Bone Growth Stimulator, the ComforTrac Cervical Traction Device, and the OA Solution Osteoarthritis Knee Brace. The Knee Device is the first non-drug, non-invasive treatment for osteoarthritis of the knee. It is manufactured by ArthroWave Medical Technologies. The CMF Bone Growth Stimulator treats non-union fractures and spinal fusions and is manufactured by DJO. The ComforTrac Cervical Traction Device is a pneumatic device that provides home cervical traction in an effective, comfortable, and proper way. The OA Solution is a custom-fitted knee brace which relieves pain and improves mobility in patients suffering from osteoarthritis of the knee. 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 500 people.

### 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

John Konsin	President and Chief Executive Officer
Rick Terrell	Chairman of the Board
Ron Merryman	Sr. Vice President of Finance and Operations
Bruce Hatch	Vice President of Sales
Ann Demaree	Director of Marketing
Tom Pierce	Vice President of Finance
Patrick Cougill	House Counsel and Compliance Officer

### Incorporation

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