

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 pain management specialists, physical medicine and rehabilitation specialists, orthopedic surgeons, neurosurgeons, neurologists, and primary care practitioners. RS Medical products are also used and recommended by physical therapists and case management professionals nationwide.

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 major metropolitan markets in the U.S. with Account Managers and Field Support Representatives who support effective treatment protocols and correct 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 Usage 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 the back without assistance, RS Medical offers the RS-FBG[™] Full Back Conductive Garment and the RS-LB[™] Low Back Garment. Pronex[®] Inline Cervical Traction helps alleviate cervical neck pain, muscle spasms, and helps to decompress spinal structures. Bracing products include the RS-LFS[®] Spinal Orthosis and the ActivLoc[™] HPB High Profile Brace with lateral support, which support the healing back.

Distributed Products RS Medical has distribution agreements with several manufacturers. Distributed products include the BioniCare[®] Knee Device, the first non-drug, non-invasive treatment for osteoarthritis of the knee, manufactured by ArthroWave Medical Technologies. Manufactured by DJO, the CMF Bone Growth Stimulator treats non-union fractures and spinal fusions. The ComforTrac[™] Cervical Traction delivers effective, comfortable home cervical traction. The OA Solution[™], by Townsend Design, offers a highly customized fit in an off-the-shelf knee brace for patients suffering from osteoarthritis of the knee. RS Medical is continuously exploring opportunities to add products that provide Pain and Function solutions.

Services

RS Medical provides comprehensive outcome support services to physicians, their patients, and health insurers. Key physician services include in-office medical product instruction, and optional Customer Progress Reports and Usage Reports. Key customer services also include a toll-free Customer Service Help Line and direct-bill 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.

Incorporation

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

Board of Directors

Rick Terrell	Chairman of the Board
John Konsin	President and Chief Executive Officer
Steve McLean	Managing Director, Courtagen Capital Group, LLC
Pat Terrell	Terrell & Associates, PatRick Investments, Terrell Group Management
Peter Tong	Management Partner at Stonington Partners

Executive Team

John Konsin	President and Chief Executive Officer
Sam Reinkensmeyer	Chief Financial Officer
Bob Calcote	Vice President of Operations
Patrick Cougill	Vice President of Legal, Quality & Regulatory Affairs
Rick Harper	Vice President of Sales
Tom Pierce	Vice President of Human Resources
Patti White	Vice President of Marketing and Business Development
Lawrence Dillon	Vice President of Information Technology
Karl Kuzis	Vice President of Medical & Clinical Affairs
Bob Harmon	Director and General Manager of RS Medical Direct