Agenda

A Global R&D Vision
B Our Strategy
C A Focus on Innovation
Global R&D Mission

1st choice in product innovation and quality, leveraging our vertical integration and adding value through our products and therapy improvements
OUR STRATEGY
Driving the Business Forward

GROWTH

EFFICIENCY
Our Strategy

- **Portfolio- and Project Management System**: Focus Pipeline, Improve Execution
- **Global Organization**: Efficiency on process and platform level
- **Technology Leaders**: Improve Therapy and outcome
- **Leverage Vertical Integration**: Use Technology to drive down labour costs
- **Dedicated platforms for developing markets**: Increase availability of basic therapy
INNOVATION

A Focus in our Business
Process Automation

Manual Workflow
Nurses and Technicians using standard equipment

Optimized Workflow
using automation technologies
Dedicated New Machine Platforms Targeted to the Needs of Developing Markets
Innovation on Dialyzers and Bloodlines to Reduce Drug Utilization

- Modified Airless Bloodline
- Reduced Herapin Usage
- Modified Fibre
- Citrasate Dialysate

**Modified Fiber Stopped @ 21hr 29min**
- Arterial
- Venous

**Traditional Fiber Clot @ 3hr 51min**
- Arterial
- Venous
Dedicated New Platforms Targeted to the Needs of Home HD Patients
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