

Vascular Solutions Fact Sheet

Company Profile:

Vascular Solutions is a medical device company focused on delivering unique clinical niche solutions used in coronary and peripheral vascular procedures. Vascular Solutions' products are used by interventional cardiologists, interventional radiologists and vascular surgeons. As a vertically integrated company, Vascular Solutions creates innovative interventional medical devices and delivers those products to physicians through its sizable direct domestic sales force and international distributor network. As of January 2011, Vascular Solutions had 95 direct sales representatives in the United States and an established independent distributor network covering over 35 countries.

From a single product company in 2003, Vascular Solutions is now a diversified company with three major product categories that has developed over 50 products for commercialization. The Company's focus on product innovation continues with over 10 new additional products expected to launch in 2011. Its three product categories are comprised of catheter products, hemostat products and vein products.

Vascular Solutions achieved \$78 million in 2010 net sales, up from \$33 million five years ago. The power of the Company's business model is also evident in its ability to drive increasing profitability from each additional sale. The Company's long-time goal has been the achievement of an operating margin of at least 20% once the Company has reached an annualized sales base of \$100 million. Over the past 12 months, the Company completed three acquisitions: the *SmartNeedle* system from Escalon Medical, the snare product line from Radius Medical and the Guardian hemostasis valve from Zerusa Limited. At the end of 2010, the Company's operating margin stood at 16%, up from 12% the previous year. By reaching consistent profitability and positive cash flow, Vascular Solutions now has the ability to pursue accretive acquisitions and larger market products. The Company has two internal projects that each address realizable markets in excess of \$100 million annually.

Vascular Solutions Mission Statement:

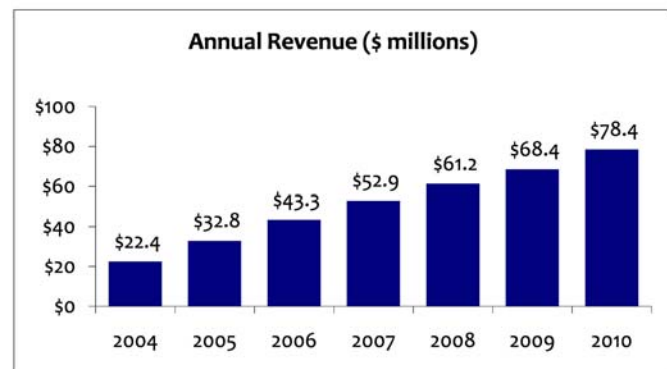
A commitment to delivering excellence in vascular devices

Through:

- Focused and clinically-oriented objectives
- Individual empowerment and responsibility
- Respect, fairness and honesty for employees, customers, suppliers and competitors

Resulting In:

- Quality vascular devices for physicians
- Improved lives for our patients
- Growth and accomplishments for employees
- An optimal return for our shareholders



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Bringing solutions to vascular medicine

Vascular Solutions focuses on unmet clinical opportunities through rapid development that has resulted in an expanding product portfolio. Selected products include:

CATHETER PRODUCTS (53% of 2010 revenue)

Pronto® V3 Extraction Catheter

The Pronto is a next-generation aspiration catheter that has been specially designed to remove soft thrombus from arteries. It offers significant advantages including simple one-operator deployment, an advanced catheter design and a tapered Silva tip.

Pronto LP Extraction Catheter

The Pronto LP is a low-profile version for the removal of soft thrombus from coronary and peripheral arteries as small as 1.5mm in diameter.

Pronto .035" Extraction Catheter

The Pronto .035" is a complete system for the rapid removal of thrombus from arteries or veins greater than 4mm.

GuideLiner® Catheter

The GuideLiner catheter is a unique coaxial "mother and child" guide extension with rapid exchange convenience that enables deep seating, guide back-up support and selective intubation in challenging coronary interventions.

Langston® Dual Lumen Catheter

The Langston dual lumen catheter provides the simultaneous and accurate measurement of differential pressures through two lumens – outer lumen for aortic pressure and inner lumen for left ventricle pressure measurement.

Minnie® Support Catheter

The Minnie support catheter offers superior guidewire support and exchange, and is intended to be used with steerable guidewires to access discrete regions of the arterial and/or coronary vasculature.

Guardian® Hemostasis Valve

The Guardian hemostasis valve features a unique seal technology designed to reduce the amount of blood in the procedural field by maintaining a seal around guidewires and other devices. Vascular Solutions acquired the Guardian Hemostasis Valve from Zerusa Limited in January 2011.

Elite Snares

The EXPRO Elite™ and MICRO Elite™ snares feature a pre-assembled .035" or .014" profile for delivery through catheters to retrieve foreign bodies in the coronary and peripheral cardiovascular system and the extra-cranial neurovascular anatomy. Vascular Solutions acquired the snare product line from Radius Medical in October 2010.

SmartNeedle® Vascular Access System

The SmartNeedle system consists of a hand-held monitor and one-time use needles designed to provide auditory ultrasound guided access to arteries and veins. Vascular Solutions acquired the SmartNeedle system, formerly known as pdAccess Doppler guided needle access system, from Escalon Medical in May 2010.

Micro-Introducer Kits

The Vascular Solutions' micro-introducer kits offer superior design with convenient packaging and can introduce up to a 0.038" guidewire or catheter into the vascular system.

Specialty Guidewires

Vascular Solutions' line of specialty guidewires meets physician requirements for interventional procedures.

HEMOSTAT PRODUCTS (31% of 2010 revenue)

D-Stat® Dry Hemostatic Bandage

The D-Stat Dry is a powerful hemostatic bandage with a simple "open and apply" solution to active bleeding. It can be used following catheterization procedures to solve topical bleeding following the removal of catheters and tubes.

D-Stat Flowable Hemostat

The D-Stat Flowable is a thick, yet flowable hemostat for stopping the topical bleeding at vascular access sites following percutaneous procedures. It is used to reduce the frequency of clinically relevant hematoma formation in the prepectoral pocket of high-risk, anti-coagulated patients receiving a pulse generator implant.

VEIN PRODUCTS (14% of 2010 revenue)

Vari-Lase® Laser Console

The Vari-Lase endovenous laser console is for the treatment of varicose veins and varicosities associated with superficial reflux of the great saphenous vein. The system uses proven 810nm solid-state diode laser technology that provides the highest level of product assurance and minimal service or maintenance requirements.

Vari-Lase® Procedure Kits

Vari-Lase procedure kits feature the Bright Tip™ Fiber and are available in multiple configurations of sheaths, guidewires and sheath specific fibers.