



## IT'S A SECRET:

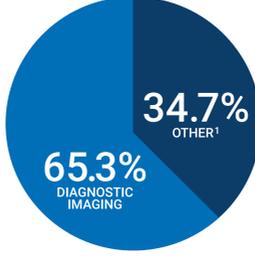
More Providers Are Purchasing Refurbished Equipment

Refurbished equipment has the same clinical quality as new. Delivering care to patients can now be done at a fraction of the price when using refurbished equipment.

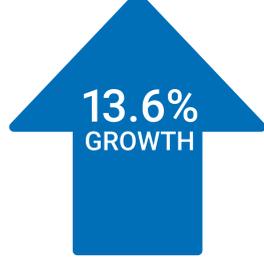
## REFURBISHED MEDICAL EQUIPMENT MARKET



Market Size



% of Refurbished Equipment Diagnostic Imaging Accounts For



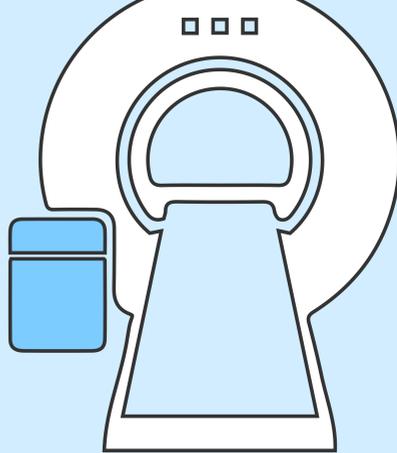
Annual Growth Rate<sup>2</sup>

## SAMPLE PRICING

### CT 64-SLICE<sup>3</sup>

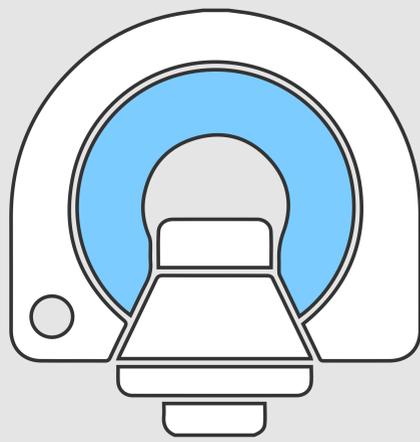
AVG. NEW PRICE<sup>4</sup>  
**\$600,000**

AVG. REFURBISHED PRICE  
**\$350,000**



#### AVAILABLE SERVICES

- Pricing includes 1 year parts & labor warranty
- Installation
- Extended parts & services contracts available



### 1.5T MRI (GE and Siemens)<sup>3</sup>

AVG. NEW PRICE<sup>4</sup>  
**\$1,300,000**

AVG. REFURBISHED PRICE  
**\$635,000**



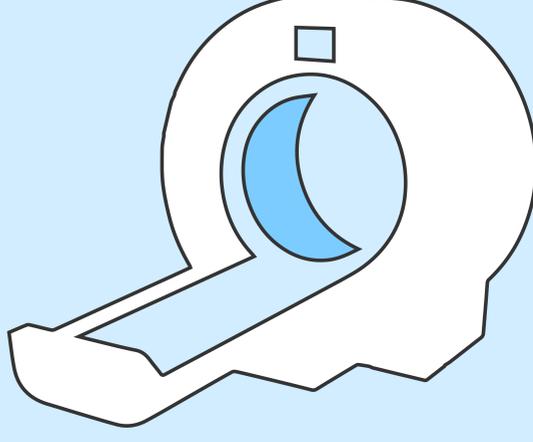
#### PRIMARY FUNCTION

- Pricing includes 1 year parts & labor warranty
- Installation
- Extended parts & services contracts available

### PET/CT 64-Slice (SIEMENS)<sup>3</sup>

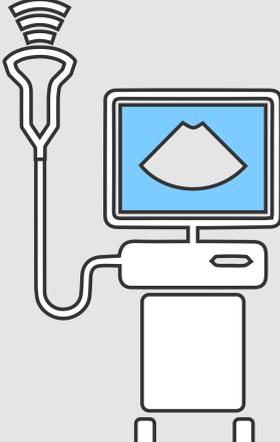
AVG. NEW PRICE<sup>4</sup>  
**\$1,700,000**

AVG. REFURBISHED PRICE  
**\$850,000**



#### AVAILABLE SERVICES

- Pricing includes a 1 year parts & labor warranty
- Installation
- Extended parts & services contracts available



### ULTRASOUND LOGIQ S8<sup>3</sup>

AVG. NEW PRICE<sup>4</sup>  
**\$103,788**

AVG. REFURBISHED PRICE  
**\$54,500**



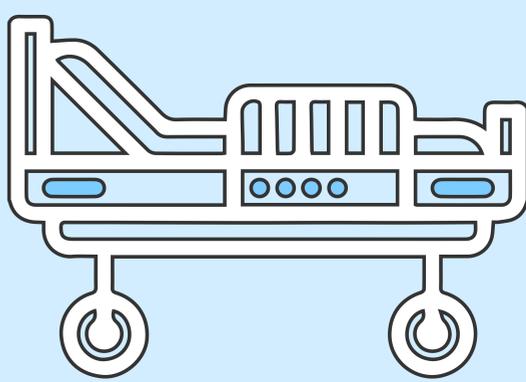
#### AVAILABLE SERVICES

- Pricing includes a 1 year parts & labor warranty
- Application training
- Rental programs
- New & used probes options

### HILL-ROM VERSACARE BED<sup>3</sup>

AVG. NEW PRICE<sup>4</sup>  
**\$13,324**

AVG. REFURBISHED PRICE  
**\$5,213**



#### AVAILABLE OPTION

- Pricing includes a 1 year parts & labor warranty
- Air and Wound Care mattress available
- Anti-Microbial Copper Railings available

### BUYING A NEW MRI?

**BUY REFURBISHED TO SAVE YOU**

**\$500K**

WHICH IS EQUAL TO 1 CT SCANNER, 2 ULTRASOUNDS AND 10 BEDS

### SAVE WITH A LEASE



AVG. NEW 64 SLICE CT  
**\$17,220/MO**

**VS.**

REFURBISHED 64 SLICE CT  
**\$10,080/MO**

**YOU SAVE \$7,140/MO<sup>5</sup>**

<sup>1</sup> OTHER REFURBISHED MEDICAL EQUIPMENT INCLUDES, BUT IS NOT LIMITED TO MONITORING SYSTEMS, PROBES, BEDS, ETC.

<sup>2</sup> COMPOUND ANNUAL GROWTH RATE.

<sup>3</sup> BASIC CONFIGURATION, REFURBISHED PRICE VARIES BASED ON PRODUCT AND AVAILABILITY.

<sup>4</sup> AVERAGE COST IN MARCH 2016 PER THE TECHNOLOGY PRICE INDEX (MODERN HEALTHCARE/ECRI INSTITUTE).

<sup>5</sup> BASED ON CURRENT MARKET RATES ON A 60 MONTH TERM WITH AVERAGE RESIDUALS, FIGURES ARE FOR DEMONSTRATION PURPOSES ONLY.

SOURCE: ANNUAL REPORTS, SEC FILINGS, PRESS RELEASES, INVESTOR PRESENTATIONS, JOURNALS, MAGAZINES, U.S. DEPARTMENT OF COMMERCE, COCIR, JIRA, IAMERS, WHO, DECD, EXPERT INTERVIEWS, MARKETS AND MARKET ANALYSIS