

Operate Lease/Rental Contract



The Best Tools for Medical and Surgical Procedures Brought into Your Institution



Benefits

Supports Institution Development

Use of Asset during Contract Period

Contract Shorter Than Economic Life

- **Protects liquidity** — pay over time to avoid investment peaks and keep a steady budget.
- Upgrade and adjust equipment in shorter cycles, **optimize fit to needs.**
- Combined rates are lower than full price (only partial amortization in contract), reduced overall investment per asset.
- **Full cost transparency;** supports per procedure profitability tracking.

Value Dimensions

We Contribute to Your Organization's Success in Different Ways

Economics

Cost and Cash Flow Management

- Support of financial stability.
- Shared investment risk.
- Increased cost control.
- Asset replacement planning.

Value

Reputation

Attractiveness and Competitiveness

- Increased clinical output.
- Enhanced patient value.
- Improved hospital reputation.
- Increased employer attractiveness.

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What Olympus Offers:

✓ Flexible Contract Periods:

12 to 60 months typical, offer depends on region.

✓ Payment Model:

Flat rate (unlimited number of uses), monthly payments typical, offer depends on region.

✓ Service:

Olympus service included in flat rate.

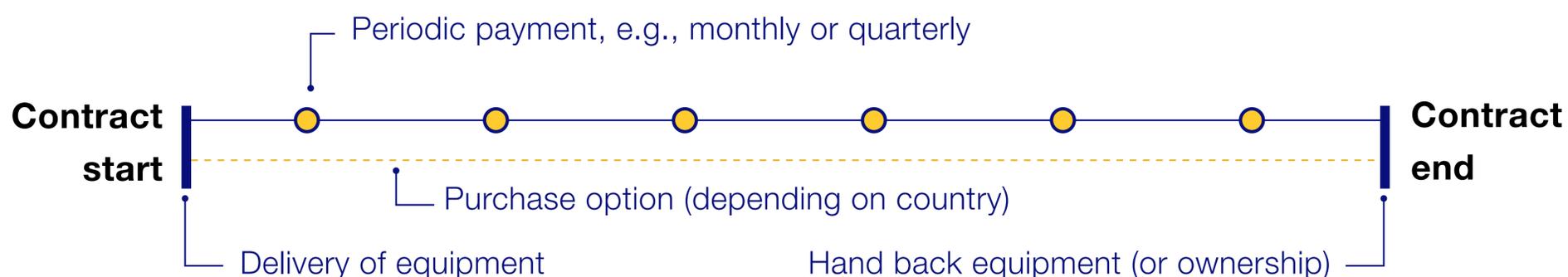
✓ End of Contract:

The asset is usually returned to Olympus and exchanged for a new/different product.

✓ Option to purchase at lease end

at residual value might be offered, if not prohibited by local accounting standards. Offer depends on region.

Contract on Timeline



Sample Case Olympus Germany



Rental Contracts Are Especially Preferred by Our Endoscopy Customers, where the Operate Lease Contract Supports Their Asset Management in Multiple Ways:



• **Direct access** to products while not having to make large budget decisions immediately. You will always have access to the latest equipment, as you may hand back equipment to exchange for new products.



• The contract offers support **with short-term liquidity management**. Our “first try, then decide” approach helps you to make the right purchase decision.



• Our contract framework in Germany offers you the option to **purchase a product during the rental period**, where you are refunded for the rental fees paid up to the point of purchase.

Flexible Contracts and Payments

As medical knowledge is constantly growing, technical modifications or changes of the product design, product specifications, accessories and service offerings may be required.

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