

# Subscription Contract



## A Contract That Enables Flexible Partnerships



### Benefits

#### Full Cost Transparency

#### Procedure-/Usage-based or Flat Rate Payments

#### Use of Asset over Contract Period

- Equipment type, quantity or software package changeable in contract. **Use what you need.**
- Olympus full service rental behind, including service for full cost transparency.
- **Protects liquidity:** with payments linked to uses or performed procedures or based on a reliable flat rate.
- **Full cost transparency;** supports 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.
- Payments fit operating model.
- Shared investment risk.
- Increased cost control.

### 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 36 months typical, offer depends on region.

#### ✓ Payment Model:

Pay per procedure linked to equipment usage or procedure tracking (Olympus software or IoT devices) or based on a flat rate with unlimited number of procedures. Offer depends on region.

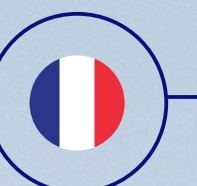
#### ✓ Service:

Olympus service included in procedure price or flat rate.

#### ✓ End of Contract:

Contract auto-renews if not canceled by the customer. Self-service contract management.

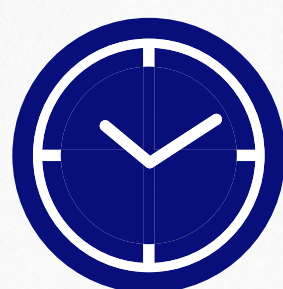
### Sample Case Olympus France



#### Situation

Olympus France plans to introduce a **Subscription model for the ENDOEYE**, allowing customers to

- use **what they need**,
- **when they need it**,
- and **to link payments to uses**.



#### We Want to Bring Your Organization Additional Commercial Value

- **Especially customers with a high number of procedures** benefit from the Subscription contract, as they get access to the ENDOEYE with complete ownership control. The reliable flat rate would complement this contract as a recommended payment model.
- **Customers who are new to the ENDOEYE** can also try this contract and change the amount and type of equipment after an agreed period of time. In this case, we would recommend pay per use with an agreed annual minimum as the most suitable payment model.



# Flexible Contracts and Payments



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