

# Pay per Procedure Contract



## A Contract That Enables Flexible Partnerships



### Benefits

Partnership to Improve Outcomes

Procedure-/Usage-based or Flat Rate Payments

Olympus Owns Assets — Full Amortization and Ownership Optional

- Procedure packages **customized to meet individual needs.**
- Packages not limited to one category of capital equipment and disposables, but cover the **whole Olympus portfolio and beyond.**
- Protects liquidity: payments linked to performed procedures or uses.
- Olympus full-service rental or financing: no impact on the credit line with your bank and only one counterparty to manage.
- **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.



#### Reputation

##### Attractiveness and Competitiveness

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



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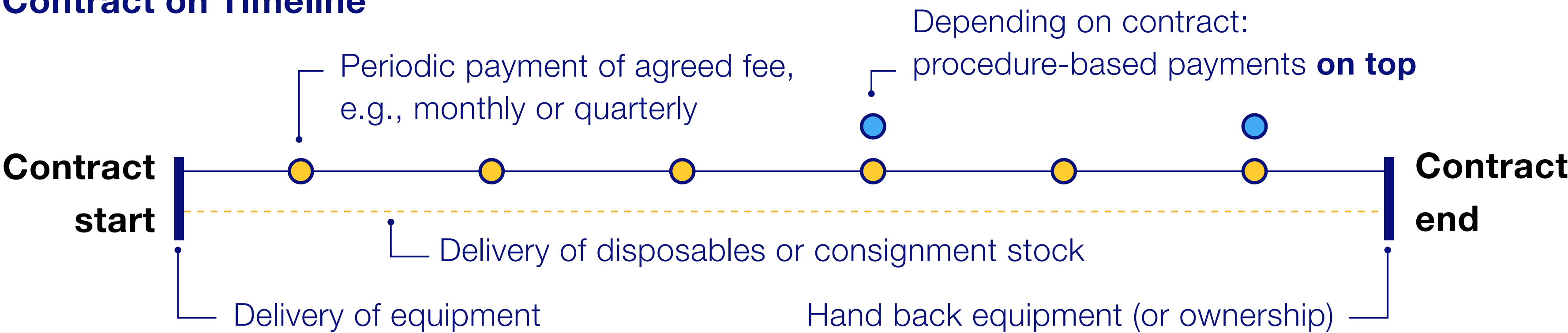


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### What Olympus Offers:

- ✓ **Flexible Contract Periods:**  
36 months typical, offer depends on region.
- ✓ **Payment Model:**  
Pay per procedure linked to equipment usage or procedure tracking (Olympus software or IT devices).
- ✓ **Service:**  
Olympus service included in procedure price.
- ✓ **End of Contract:**  
The contract can be prolonged, offering continued value through advance-procedure packages.

### Contract on Timeline



### Sample Case Olympus Italy



#### Our Long-Term Customers in Endoscopy See Clear Benefits in This Contract Model (Status Feasibility Study):



• **Fixed price and bundles per procedure** (e.g., gastroscopy) with incentive schemes which are dependent on target achievements.



• **Procedure bundles** include CDS (Cleaning Disinfection Sterilization) endoscopy and CDS equipment, disposables, software and service.



• **Based on number of procedures** (with an agreed minimum fee).



• **Procedure tracking**  
Olympus software, for example ENDOBASE, KE (Knowledge Exchange) or others.



• **Renewal of equipment** in contract every four years.



# 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.