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To whom it may concern,

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Japan Lifeline Announces Basic Agreement for Exclusive Sales of Lead Management Products

TOKYO, JAPAN – December 25, 2024 – Japan Lifeline Co., Ltd. (“Japan Lifeline”) and Philips Japan, Ltd. (“Philips Japan”), the Japanese subsidiary of Royal Philips based in the Netherlands, have reached a basic agreement regarding a sales alliance in Japan for lead management products including Excimer Laser sheath for transvenous lead extraction, for which Philips Japan holds Marketing Authorization.

Excimer Laser sheath for transvenous lead extraction is a medical device used to safely and efficiently remove leads connected to cardiac implantable electronic devices such as pacemakers and ICDs from the body. Leads may need to be extracted in cases of infection or fracture, with approximately 1,000 such surgeries performed annually. However, leads that have been left in the body for a long time often become adhered to surrounding tissue, making extraction difficult. In challenging cases, open-heart surgery may be required. Philips' lead management products enable healthcare professionals to extract leads with specialized tools and lasers while detaching them from surrounding tissue. This approach helps to avoid the need for open-heart surgery, thereby reducing the burden on patients.

By incorporating Philips' lead management products into its Cardiac Rhythm Management portfolio, Japan Lifeline will be able to provide comprehensive support for the implantation, postoperative management, and extraction of devices and leads. This will further enhance the competitiveness of this business area.

1. Overview of the Basic Agreement

Japan Lifeline and Philips Japan have reached a basic agreement to explore a sales alliance based on Japan Lifeline's exclusive sales of Philips' lead management products in Japan.

(1) Product

Excimer Laser sheath for transvenous lead extraction

Medical Device Approval Number: 22000BZX00968000

LLD Lead locking device

Medical Device Approval Number: 22300BZX00190000

Bridge occlusion balloon

Medical Device Approval Number: 23000BZI00035000

2. Background of the Agreement

Since its establishment in 1981, Japan Lifeline has provided cardiac implantable electronic devices to medical institutions across Japan. Philips Japan has been selling the Excimer Laser sheath for transvenous lead extraction in Japan since 2020 after receiving approval transfer. By leveraging Japan Lifeline's extensive nationwide sales network, Philips Japan can expect to improve its sales efficiency. On the other hand, by handling Philips' lead management products, Japan Lifeline will be able to provide comprehensive support for the implantation, postoperative management, and extraction of devices and leads, which is expected to further strengthen the competitiveness of its Cardiac Rhythm Management business. Against this backdrop, Japan Lifeline and Philips Japan have decided to begin specific discussions regarding a sales alliance for the lead management products. Both companies will continue discussions on the terms and conditions of a sales alliance with the aim of concluding by the end of March 2025.

3. Impact on Business Performance

This basic agreement is not expected to have any impact on the financial results for the fiscal year ending March 2025.

About Philips Japan

Philips Japan, Ltd., the Japanese subsidiary of Royal Philips, has been committed to better health and fulfilling lives for people through innovative technologies since its establishment in 1953. The company's main business areas are diagnostic imaging, ultrasound, image-guided therapy, bioinformatics, health informatics, sleep and breathing therapy, and personal health. As a leading health technology company, Philips Japan is working to solve medical and health issues in Japan's hyper-aged society. The company employs approximately 2,000 people in Japan and operates in about 70 locations. For more information visit: <https://www.philips.co.jp>