

## **Frost & Sullivan Applauds Occlutech's Commitment to Customer-focused Innovation and a Broad Product Range of Minimally-invasive Structural Heart Devices**

Occlutech's network of physicians adds value to its rich product line and positions it ideally to increase its global sales and market share

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MOUNTAIN VIEW, Calif., May 10, 2016 /PRNewswire/ -- Based on its recent analysis of the market for minimally-invasive structural heart devices, Frost & Sullivan recognizes Occlutech with the 2016 Europe Frost & Sullivan Award for Product Line Strategy Leadership. Occlutech's efforts to create high-quality, flexible, and versatile structural heart occluders, coupled with its offer of specialized physician support, has gone a long way in making better, easier, and safer treatments available for a broader patient population. The benefits of its devices will accelerate the shift from open heart surgery to minimally-invasive options as the standard of care for patients with structural heart disease.

Occlutech is a structural heart disease expert with a full product line comprised of atrial septal defect (ASD), patent foramen ovale (PFO), paravalvular leak (PLD), patent ductus arteriosus (PDA), and ventricular septal defect occluders. Its new Left Atrial Appendage occluder is still under clinical development. Its devices have different configurations that are specific to individual disease abnormalities and are available in multiple sizes for a range of morphologies and anatomies. The broad, flexible, and versatile solutions enable physicians to treat many patients that were not previously eligible for minimally-invasive structural heart procedures, reducing the number of patients that ultimately require open-heart surgery.



*Occlutech Receives 2016 European Minimally - Invasive Structural Heart Devices Product Line Strategy Leadership Award*

Occlutech's patented nitinol braiding technology helps develop sophisticated occlusion devices with unique properties. By leveraging both nitinol's inherent advantage of being a shape-memory alloy and the occluder's flexibility, the devices are extremely adaptable to very difficult anatomies. Occlutech has patented its surface treatment technology to support the implant's biocompatibility in order to minimize the risk of thrombosis. With its proprietary delivery system, the Occlutech steerable sheath increases the maneuverability for better product placement under various challenging conditions.

"Occlutech's occluders are significantly safer than competing products. Its cutting-edge technology and design coupled with the distinct delivery systems minimize the risk of fatal complications," stated Frost & Sullivan research manager Sowmya Rajagopalan. "Unlike competing products, even after 50,000 interventions to date, there are no reports of Occlutech's occluders eroding the surrounding tissue."

Occlutech's latest product, muscular ventricular septal defect (mVSD), received CE approval in 2015. The company plans to seek European approval for its perimembraneous VSD and left atrial appendage (LAA) occluders in 2016 and has an additional eight products in its pipeline.

To ensure the best value for its customers and successful clinical outcomes, Occlutech trains its sales force and its global distribution network to support physicians in all aspects so they can select the appropriate product for each indication. The company further assists all its clients through a global network of specialized physicians that can offer advice to the interventional physician during the procedure.

"Occlutech is also expanding its geographic footprint; already, its ASD closure device gained approval in Japan and China is likely to be the next destination," noted Rajagopalan. "Occlutech's short-term strategy is to strengthen its position in the international market before entering the United States in the next two to three years."

Occlutech works closely with key opinion leaders and physicians worldwide. Depending on the market needs, it develops novel products for new indications as well as improved products for rapidly growing areas. As it is a smaller company than its competitors, it is more agile in responding to market demands. Additionally, it has dedicated R&D resources and regional manufacturing plants in Germany, Turkey, and Sweden.

Overall, the company has the expertise, flexibility, and versatility needed to support the emerging and diverse needs of the structural heart disease market.

Each year, Frost & Sullivan presents this award to the company that has developed a comprehensive product line that caters to the breadth of the market it serves. The award recognizes the extent to which the product line meets customer demands, the overall impact it has in terms of customer value, and an increased market share.

Frost & Sullivan Best Practices awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research to identify best practices in the industry.

About Occlutech

Occlutech is developing and marketing innovative products for the treatment of structural heart

disease. The Company sells and markets ASD, PFO, PLD, VSD and PDA occluders, as well as a range of specialized occlusion devices and accessories in over 80 countries around the world. Occlutech has several innovative products under development, e.g. in LAA occlusion and perimembranous VSD and operates facilities in Germany, Turkey and Sweden. For additional information please visit Occlutech's website at [www.occlutech.com](http://www.occlutech.com).

## About Frost & Sullivan

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Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

The Integrated Value Proposition provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.

The Partnership Infrastructure is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?