

Vascular Solutions Fact Sheet

Company Profile:

Vascular Solutions is a medical device company focused on delivering unique clinical niche solutions used in coronary and peripheral vascular procedures. Vascular Solutions' products are used primarily by interventional cardiologists, interventional radiologists, electrophysiologists and vascular surgeons. As a vertically integrated company, Vascular Solutions creates innovative interventional medical devices and delivers those products to physicians through its sizable direct domestic sales force and international distributor network. As of January 2012, Vascular Solutions had 90 direct sales representatives in the United States and an established independent distributor network covering over 50 countries.

From a single product company in 2003, Vascular Solutions is now a diversified company with three major product categories that has developed over 50 products for commercialization. The Company's focus on product innovation continues with over 10 new additional products expected to launch in 2012. Its three product categories are comprised of catheter products, hemostat products and vein products.

Vascular Solutions achieved \$90 million in 2011 net sales, more than double the sales base of \$43 million just five years ago. That marked the Company's 8th consecutive year of top-line growth above 10%. The power of the Company's business model is also evident in its ability to drive increasing profitability from each additional sale. Excluding one-time items, the Company's operating margin improved to 14.3% in 2011 compared to 12.8% in 2010, while EPS increased 22% to \$0.45 from \$0.37. During the past year, the Company completed the acquisition of the Guardian® hemostasis valve from Zerusa Limited, launched a new reprocessing service for a competitor's ClosureFAST® radiofrequency vein ablation catheter and generated \$14.6 million in cash from operations allowing the funding of all R&D projects. By sustaining consistent profitability and positive cash flow, Vascular Solutions has the ability to pursue accretive acquisitions and larger market products, including the Company's two internally-developed product candidates that each address realizable markets in excess of \$100 million annually.

Vascular Solutions Mission Statement:

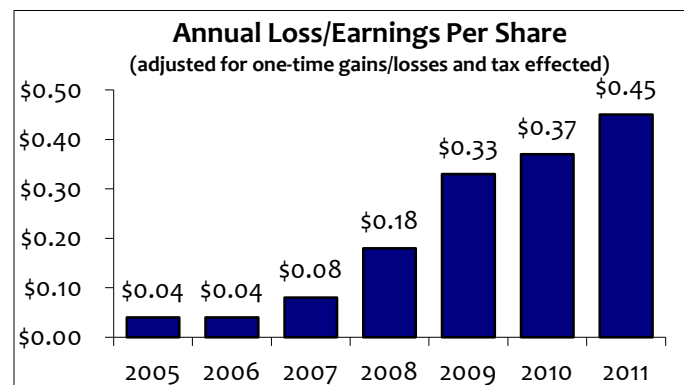
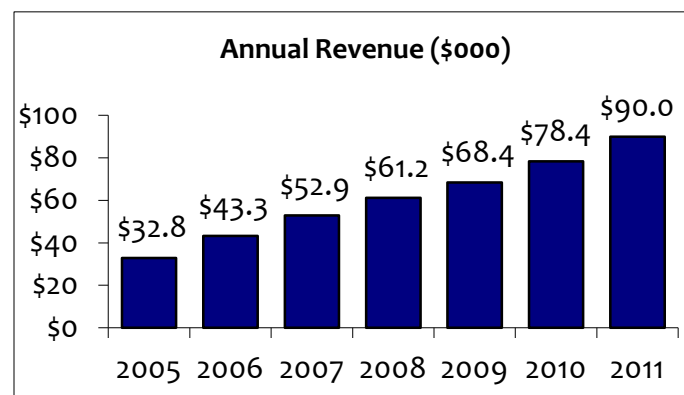
A commitment to delivering excellence in vascular devices

Through:

- Focused and clinically-oriented objectives
- Individual empowerment and responsibility
- Respect, fairness and honesty for employees, customers, suppliers and competitors

Resulting In:

- Quality vascular devices for physicians
- Improved lives for our patients
- Growth and accomplishments for employees
- An optimal return for our shareholders



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Bringing solutions to vascular medicine

Vascular Solutions focuses on unmet clinical opportunities through rapid development that has resulted in an expanding product portfolio. Selected products include:

CATHETER PRODUCTS (59% of 2011 revenue)

Pronto® V4 Extraction Catheter

The Pronto V4 extraction catheter is designed for the removal of soft thrombus from arteries as small as 1.75mm in diameter. The uniformly large extraction lumen and embedded longitudinal wire offer maximum extraction with enhanced kink resistance and deliverability. Pronto V4 features the patented Silva distal tip, designed to protect the vessel wall during insertion and extraction.

XL™ Extraction Catheters

The XL extraction catheters are available in 8F and 14F size options with both straight and pigtail tip versions for the rapid removal of peripheral thrombus from arteries or veins greater than 3mm. A 7F size option is designed for the removal of soft thrombus from clotted dialysis grafts and fistulas.

GuideLiner® V2 Catheter

The GuideLiner V2 catheter is a unique coaxial “mother and child” guide extension with rapid exchange convenience that enables deep seating, guide back-up support and selective intubation in challenging coronary interventions.

Langston® Dual Lumen Catheter

The Langston dual lumen catheter provides the simultaneous and accurate measurement of differential pressures through two lumens – outer lumen for aortic pressure and inner lumen for left ventricle pressure measurement.

Minnie® Support Catheter

The Minnie support catheter offers superior guidewire support and exchange, and is intended to be used with steerable guidewires to access discrete regions of the arterial and coronary vasculature.

HEMOSTAT PRODUCTS (26% of 2011 revenue)

D-Stat® Dry Silver Hemostatic Bandage

The D-Stat Dry is a powerful hemostatic bandage with a simple “open and apply” solution to active bleeding. It can be used following catheterization procedures to solve topical bleeding following the removal of catheters and tubes. D-Stat Dry now contains the antimicrobial properties of silver.

D-Stat Flowable Hemostat

The D-Stat Flowable is a thick, yet flowable hemostat for stopping the topical bleeding at vascular access sites following percutaneous procedures. It is used to reduce the frequency of clinically relevant hematoma formation in the prepectoral pocket of high-risk, anti-coagulated patients receiving a pulse generator implant.

SuperCross™ Microcatheters

The SuperCross microcatheters are a line of straight and angled tip microcatheters designed for guidewire support and exchange in highly stenosed coronary and peripheral lesions.

Guardian® Hemostasis Valve

The Guardian hemostasis valve features a unique seal technology designed to reduce the amount of blood in the procedural field by maintaining a seal around guidewires and other devices.

Elite Snares

The EXPRO Elite™ and MICRO Elite™ snares feature a pre-assembled .035” or .014” profile for delivery through catheters to retrieve foreign bodies in the coronary and peripheral cardiovascular system and the extra-cranial neurovascular anatomy.

SmartNeedle® Vascular Access System

The SmartNeedle system consists of a hand-held monitor and single-use needles designed to provide auditory ultrasound guided access to arteries and veins.

Micro-Introducer Kits

The Vascular Solutions’ micro-introducer kits offer superior design with convenient packaging and can introduce up to a 0.038” guidewire or catheter into the vascular system.

Specialty Guidewires

Vascular Solutions’ line of specialty guidewires meets physician requirements for interventional procedures.

VEIN PRODUCTS & SERVICES (12% of 2011 revenue)

Vari-Lase® Laser Console

The Vari-Lase endovenous laser console is for the treatment of varicose veins and varicosities associated with superficial reflux of the great saphenous vein.

Vari-Lase® Procedure Kits

Vari-Lase procedure kits feature the Platinum Bright Tip™ Fiber and are available in multiple configurations of sheaths, guidewires and sheath specific fibers.

Reprocessing Services

Vascular Solutions provides reprocessing services for the ClosureFAST® radiofrequency ablation catheters designed to help physicians reduce medical waste and lower their costs.