The Legacy of Cook Medical

Rick Mellinger
Vice President, Global Marketing
Device Industry Impact

• **6,500** companies in the U.S. medical device sector

• **422,000+** jobs with indirect impact on **1.9 million** other jobs

• Average salary of **$58,000**

• Currently, U.S. is largest medical device market ($110B)

• Exports in excess of **$44 billion annually**
Introduction of Seldinger Technique

Dr. Sven Seldinger, a radiologist in Sweden, pioneered percutaneous entry technique for vascular catheterization.
Manufacturing Process Laboratories (MPL)
Early Beginnings
## Early Beginnings

**Purchase Order**

**ILLINOIS MASONIC HOSPITAL ASSN.**

**No. 5749**

**Date of Order:** 8/29/63

**Ordered by:** ILLINOIS MASONIC HOSPITAL ASSN.

**Vendor:**

- **Cook, Inc.,**
  - **Address:** 2305 East 2nd Street,
  - **City:** Bloomington, Ind.

**Terms:**

- **Terms:** [Blank]

**Quantity**

<table>
<thead>
<tr>
<th>Description</th>
<th>Price</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 # F-47-48 Seldinger Wire Guides</td>
<td>3.50</td>
<td>each</td>
</tr>
</tbody>
</table>

**Additional Notes:**

- **Complete:** Above received.
- **Confirming:**

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**Vendor:**

[Signature]

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**Instructions:**

- Out order number must appear on invoices.
- All items to be shipped to ILLINOIS MASONIC HOSPITAL ASSN.
- The receiving room is between 9 a.m. and 5 p.m.

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**HOSPITAL EXEMPT FROM SALES TAX UNDER Ill. S.B. 353 EFFECTIVE AUG. 1, 1963.**

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**Form No. 53-14057**
Dr. Charles Dotter
Cook established in 1963 offers three products
Overview

- More than 16,000 products
- More than 11,000 employees worldwide
- Distribution into over 135 countries
- 10 strategic business units
- Manufacturing on 3 continents
- 15 medical entities
Overview

Global representation interacting with over 40 medical specialties focused on development of minimally-invasive and converging medical technologies

(Devices, Biotechnology, Biopharma and Cell Therapy)
How We’re Structured

The holding company with three divisions: MEDICAL, SERVICES and PROPERTIES

**COOK GROUP**

**COOK MEDICAL**

**STRATEGIC BUSINESS UNITS (SBUs)**
- Aortic Intervention
- Critical Care
- Otolaryngology/Head & Neck Surgery
- Endoscopy
- Interventional Radiology
- Lead Management
- Peripheral Intervention
- Reproductive Health
- Surgery
- Urology

**DEVICE MANUFACTURING**
- Cook Australia
- Cook Canton
- Cook Denmark
- Cook Endoscopy
- Cook Incorporated
- Cook Ireland
- Cook Urological
- Cook Vascular

**MANUFACTURING & TECHNOLOGIES**
- Cook Biotech: Biotech
- Cook General Biotechnology: Cell Therapy
- Cook MyoSite: Cell Therapy
- Cook Pharmica: Biopharma
- Cook Regentec: Regenerative Medicine

**COOK SERVICES**

**AVIATION**
- Cook Aviation
- Cook Aircraft

**HEALTH CARE**
- Cook Family Health Center

**TRAVEL**
- Cook Travel

**COOK PROPERTIES**

**LEISURE**
- French Lick Resort
- French Lick Springs Hotel
- West Baden Springs Hotel
- Grant Street Inn

**LEASING**
- CFC Corporation

**INTERNATIONAL SALES SUBSIDIARIES**
- Cook Asia
- Cook Asia (Malaysia)
- Cook Austria
- Cook Belgium
- Cook Canada
- Cook China
- Cook France
- Cook Germany
- Cook Hungary
- Cook India
- Cook Italy
- Cook Japan
- Cook Korea
- Cook Nederland
- Cook Southeast Asia
- Cook Spain
- Cook Sweden
- Cook Switzerland
- Cook Taiwan
- Cook UK

**SERVICES**
- Asian Shared Services
- North American Shared Services
- European Shared Services

**MATERIALS**
- K.Tube Corporation
- Cook Polymer Technology

**RESEARCH**
- MED Institute
- Cook Research Inc.
Unique Technologies
Aortic Aneurysm Repair
Zenith Technology

Abdominal Aorta Aneurysm (AAA) Grafts

t-Branch Thoracoabdominal Endovascular Graft

Fenestrated Abdominal Aorta Aneurysm (AAA) Grafts

Ancillary Grafts

Thoracic Aorta Aneurysm (TAA) Grafts
Drug Eluting Technology

Advance PTX
Drug Eluting Balloon

Zilver PTX
Biotechnology
Advanced Tissue Repair Products

Staple Line Reinforcement
Hernia Graft
Fistula Plug
Biodesign
Antibiotic Impregnated Catheters

Spectrum Technology
Mission Statement

Cook is dedicated to bold leadership in pioneering innovative medical solutions to enhance patient care worldwide.