

# Operate Lease/Rental Contract



## The Best Tools for Medical and Surgical Procedures Brought into Your Institution



### Benefits

**Supports Institution Development**

**Use of Asset during Contract Period**

**Contract Shorter Than Economic Life**

- **Protects liquidity** — pay over time to avoid investment peaks and keep a steady budget.
- Upgrade and adjust equipment in shorter cycles, **optimize fit to needs.**
- Combined rates are lower than full price (only partial amortization in contract), reduced overall investment per asset.
- **Full cost transparency;** supports per 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.
- Shared investment risk.
- Increased cost control.
- Asset replacement planning.

**Value**

#### Reputation

##### Attractiveness and Competitiveness

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

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### What Olympus Offers:

#### ✔ Flexible Contract Periods:

12 to 60 months typical, offer depends on region.

#### ✔ Payment Model:

Flat rate (unlimited number of uses), monthly payments typical, offer depends on region.

#### ✔ Service:

Olympus service included in flat rate.

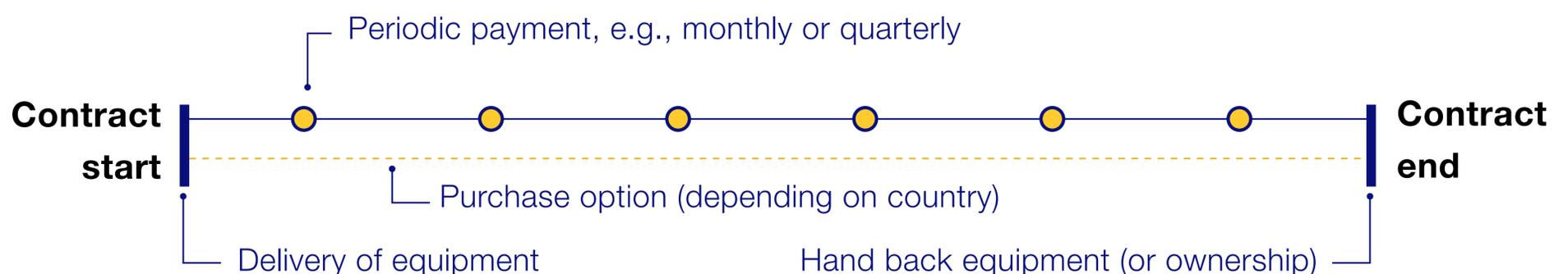
#### ✔ End of Contract:

The asset is usually returned to Olympus and exchanged for a new/different product.

#### ✔ Option to purchase at lease end

at residual value might be offered, if not prohibited by local accounting standards. Offer depends on region.

### Contract on Timeline



### Sample Case Olympus Germany



## Rental Contracts Are Especially Preferred by Our Endoscopy Customers, where the Operate Lease Contract Supports Their Asset Management in Multiple Ways:



- **Direct access** to products while not having to make large budget decisions immediately. You will always have access to the latest equipment, as you may hand back equipment to exchange for new products.



- The contract offers support **with short-term liquidity management**. Our “first try, then decide” approach helps you to make the right purchase decision.



- Our contract framework in Germany offers you the option to **purchase a product during the rental period**, where you are refunded for the rental fees paid up to the point of purchase.

# Flexible Contracts and Payments

As medical knowledge is constantly growing, technical modifications or changes of the product design, product specifications, accessories and service offerings may be required.

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