

# Ascent's EP Catheters

## 2010 PLATINUM PLUS PROGRAM

### A Program Promoting Sustainability and Financial Dividends

The EP Catheter Platinum Plus program is designed to pay dividends for the platinum contained in Electrophysiology catheters. This program offers a one-stop solution for optimal savings to our partner hospitals. Through consolidating EP catheter collections, facilities participating in this program can receive financial benefits to augment the savings through reprocessing. This program is intended to provide the highest value without any additional burden or responsibility to the EP staff.

**Customer Eligibility:** All Ascent EP lab customers are eligible to enroll in the program.

**Rebate Calculation:** A tally of the number of catheters rejected from customer orders is maintained and the rebate payout amounts are calculated and paid on the quantity of rejected catheters.

**Eligible Catheters:** All Category I, II, IV and ablation catheters. As the amount of platinum varies depending on the type of catheter, the rebate amount will vary as well. Catheters rejected for non-performance or are not approved for reprocessing by Ascent will be classified into appropriate categories and paid accordingly.

**Rebate Amount:** The rebate amount is based on assayed amount of platinum by category type. This estimated weight of platinum by category will be multiplied by the average platinum market price for the same time frame to calculate the price of the tips. Each check will be accompanied by an itemized breakdown on the number as well as the price used in the calculations for verification and documentation.

$$\text{Price/Tip} = \text{Weight of Platinum per category (troy oz)} \times \text{Average Market Price* of Platinum}$$

**Example:** based on Platinum market price of \$1,000/troy ounce:

Types	Avg. Weight of Platinum** (troy oz)	Price per Tip (example)
Category I/Fixed	0.0035	0.0035 x \$1,000 = \$3.5
Category II/Steerables	0.0040	0.0040 x \$1,000 = \$4
Ablation Catheters	0.0100	0.0100 x \$1,000 = \$10
Category IV/Specialty	0.0050	0.0050 x \$1,000 = \$5

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\* Average market price of Pt. variation will affect the price per tip. These market averages are taken from publicly reported data from reputable sources such as Platinum Group Metals (PGM) by Johnson Matthey at [www.platinum.matthey.com](http://www.platinum.matthey.com). Johnson Matthey is a specialty chemicals company focused on its core skills in catalysis, precious metals, fine chemicals and process technology.

\*\* The average amount of platinum in each category was calculated based on the amount of platinum recovered by assaying a large variety of EP catheters manufactured by different OEMs.

**Notes: (1)** Due to regulatory constraints, the company cannot return "clipped/cut catheter tips" to EP Labs as they are regarded as "adulterated devices" by FDA. Customers save a significant amount through the reuse of SUD's, and Ascent provides this service for no device disposal cost. **(2)** A Troy Ounce is more than a typical "ounce" found at the grocery store. Precious metals such as gold and silver are often sold by the troy ounce. Many people don't realize that an ounce of gold (and other precious metals) is weighed in a different weighing system called "troy weights."



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