

June , 2021

HILL ROM



Hillrom™

A Commitment to Innovation Leadership

For over 100 years, we've provided care teams with increasingly intelligent, connected solutions across all care settings.



Our Mission

Every day ,around the world ,we
enhance outcomes for patients and
their caregivers



Our Values

Respect

Accountability

Results

Integrity

Teamwork

Fun

Uniting Our Brands into a Clear Vision

IF YOU KNOW THESE BRANDS, THEN YOU KNOW HILLROM.



As a unified team with a singular purpose, we can:

- Better help customers achieve their clinical objectives with products they already know and trust
- Create a platform for connected innovations and technologies across our portfolio
- Enable accurate diagnoses, earlier intervention and faster recovery times

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Hillrom™

Hillrom's Global Businesses

Patient Support Systems



The SmartBed acts as the hub for clinical data and patient safety applications, enabled by a robust care communications platform

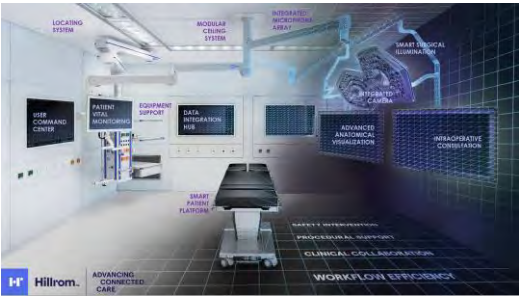


Front Line Care



Advancing Connected Care Platforms that Empower Clinicians To Proactively Care for Patients Anywhere

Surgical Solutions

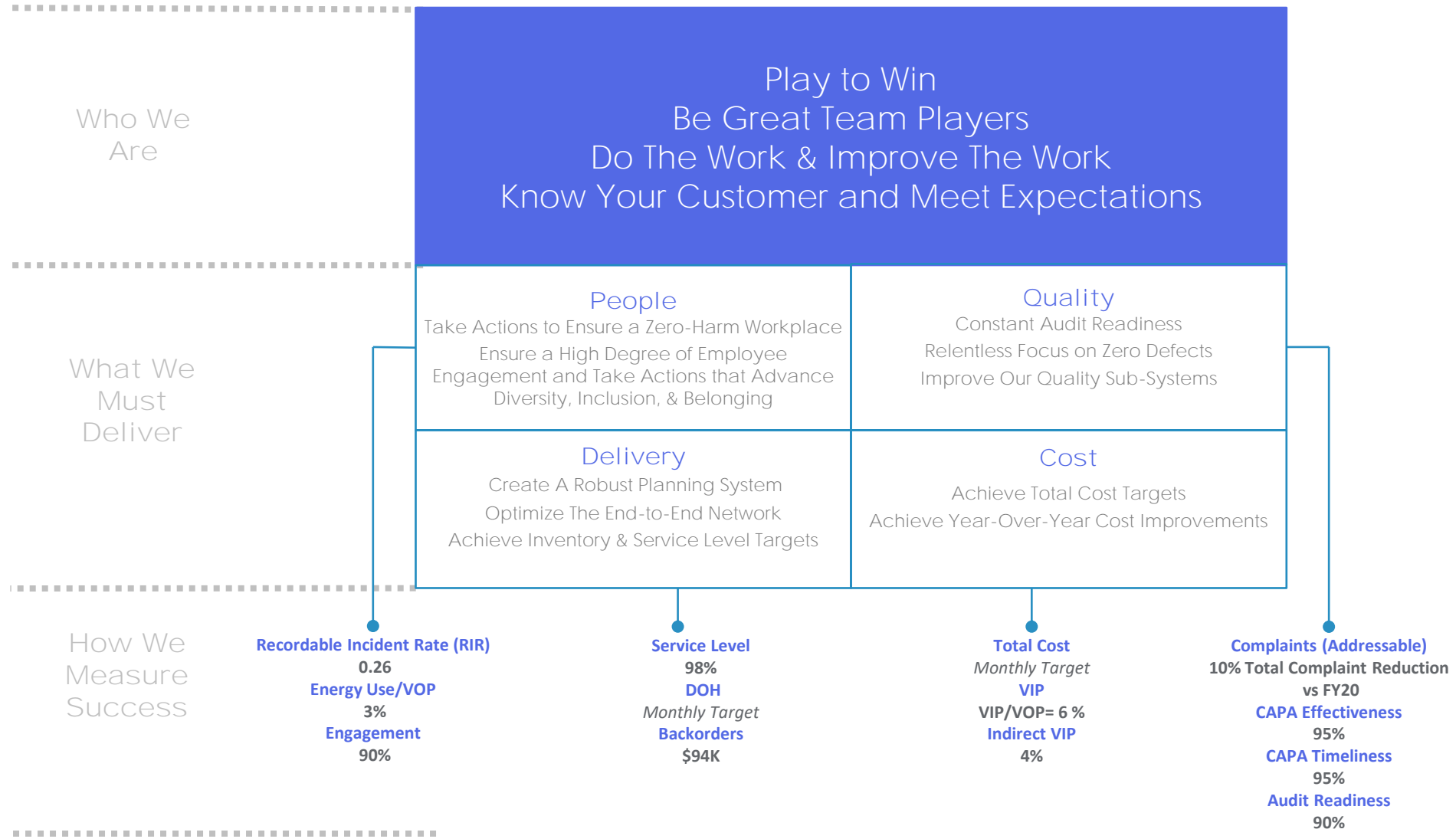


Enhancing the surgical environment of care with integrated solutions that improve efficiency and outcomes

How are we living our Commitment Wheel?



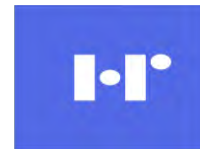
Global Operations' True North FY 21 Monterrey



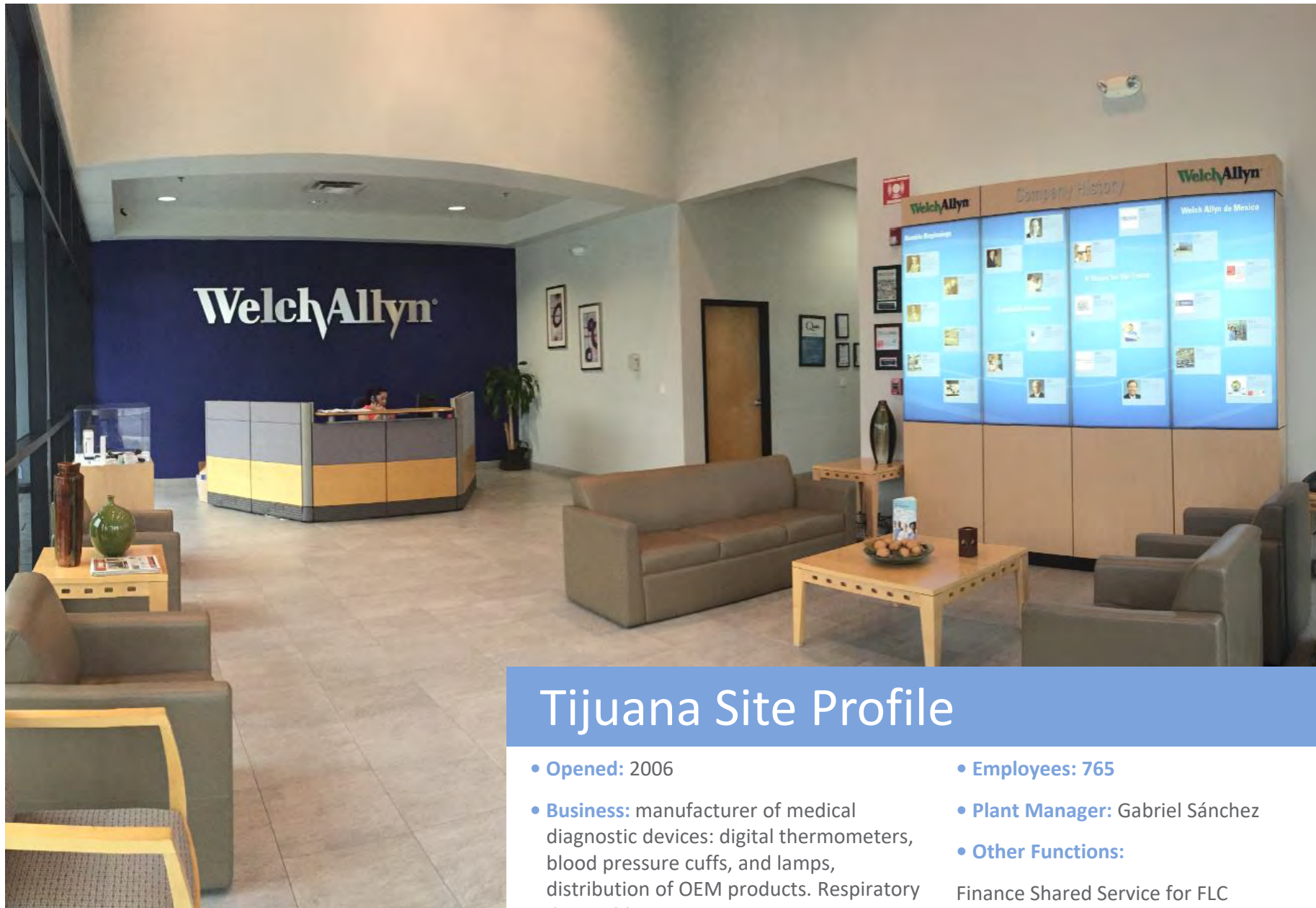
June , 2021

TIJUANA SITE

‘Who we are ’



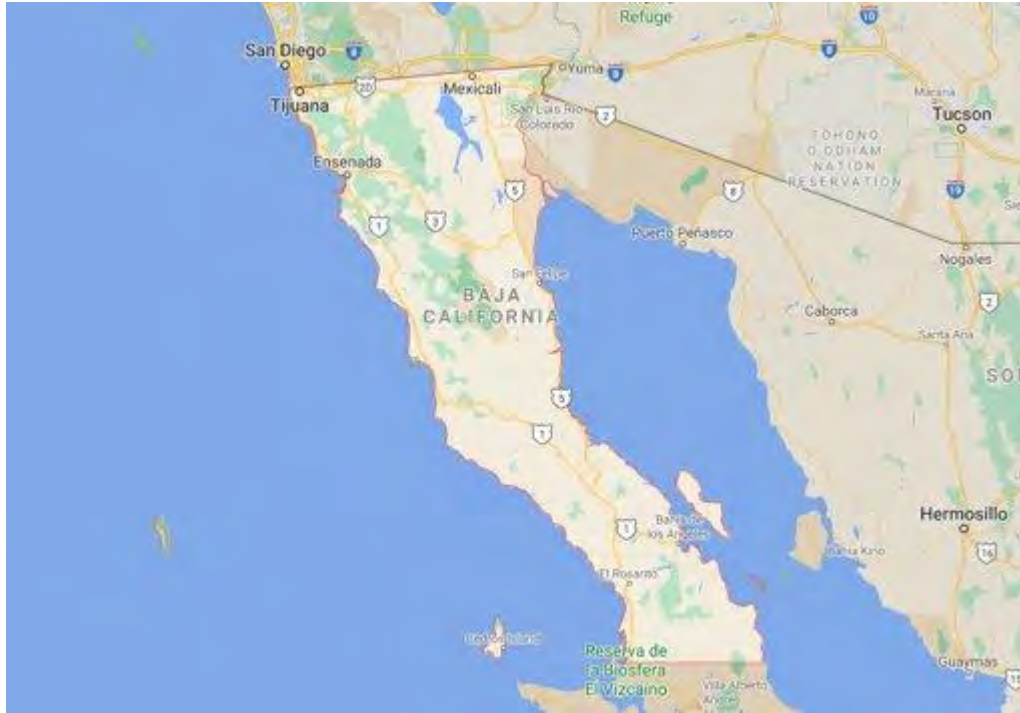
HillromTM



Tijuana Site Profile

- **Opened:** 2006
- **Business:** manufacturer of medical diagnostic devices: digital thermometers, blood pressure cuffs, and lamps, distribution of OEM products. Respiratory disposable circuits.
- **Employees:** 765
- **Plant Manager:** Gabriel Sánchez
- **Other Functions:**
 - Finance Shared Service for FLC
 - Post Market Surveillance (HRC Products)

STATE OF BAJA CALIFORNIA



TIJUANA LOCATION



“Here begins the homeland”
“Aquí Empieza la Patria”
3.7 MM Population



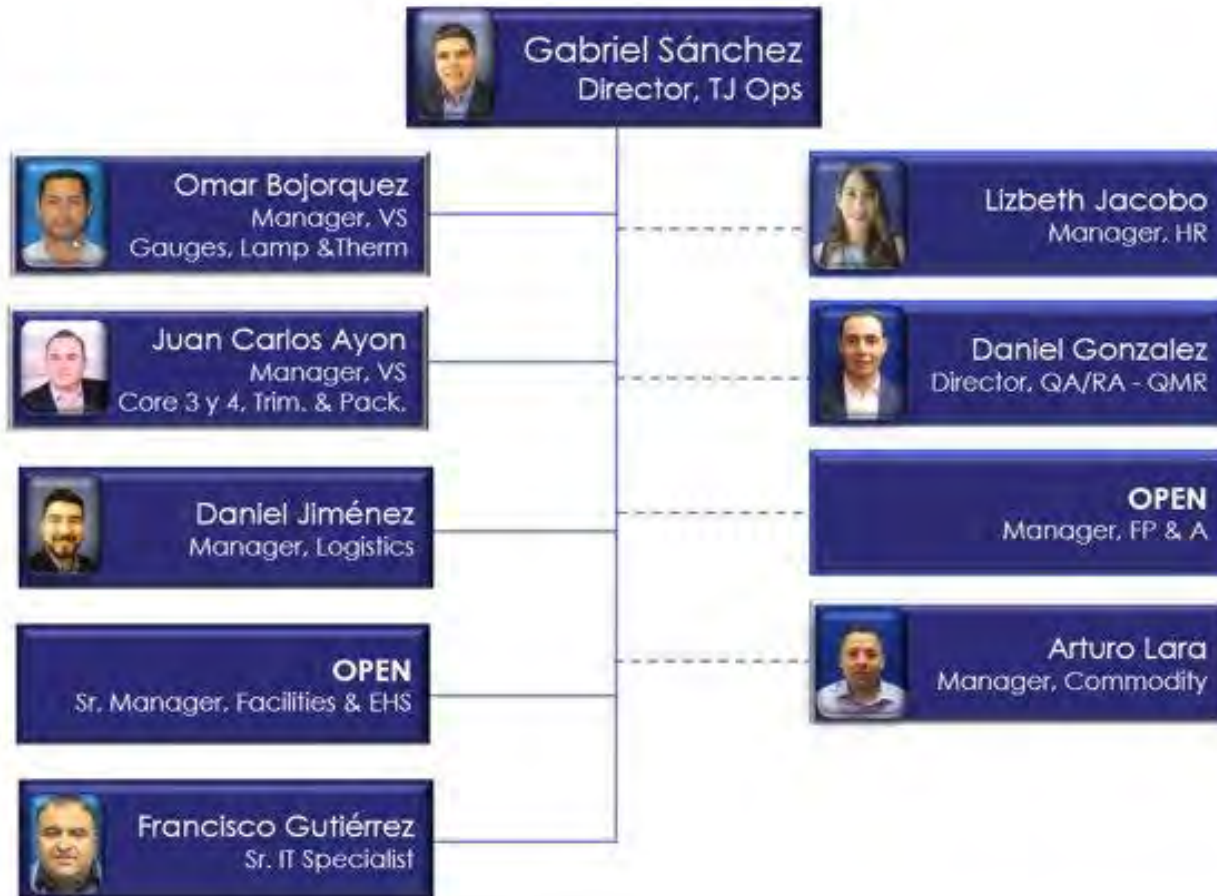
Manufacturan Area

Building 1: 130,000 sq. Ft.
Value added Manufacturing areas, Main Office and Shared Services

Building 2: 75,000 sq. Ft.
Warehouse, Final Point Configuration and Shipping.



Tijuana Management Team



DIRECT LABOR : 578
FACTORY INDIRECT : 84
TECHNICIAN : 42
PROFESSIONAL SUPPORT : 61

GENDER

FEMALE : 65%

MALE : 35%

Tijuana Operations



Products

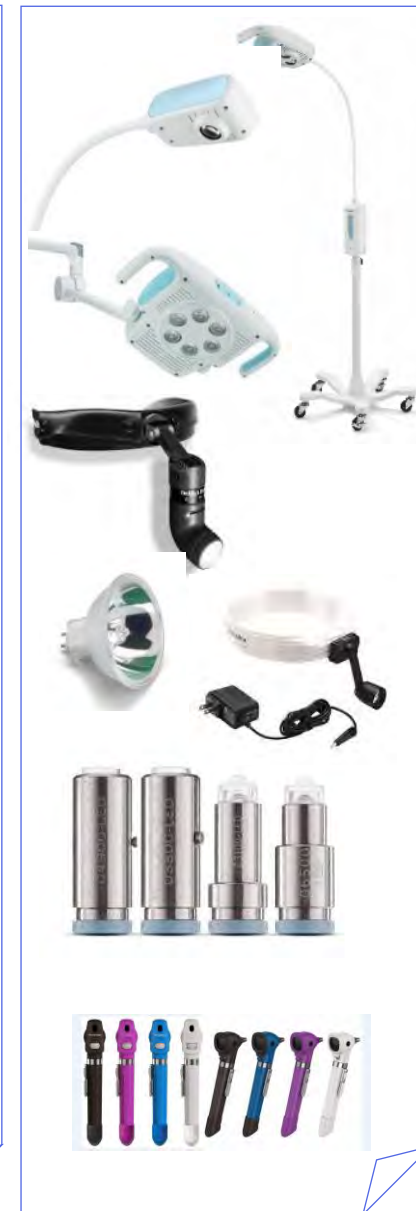
Thermometry



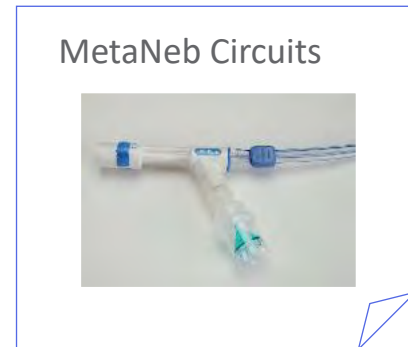
Blood Pressure



Exam Lights & Bulbs



MetaNeb Circuits



June , 2021

MONTERREY SITE

‘Who we are ’

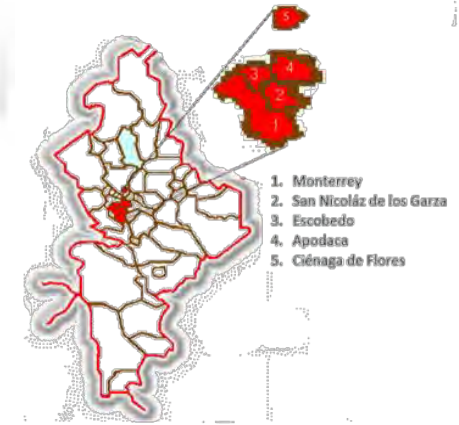


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MONTERREY LOCATION

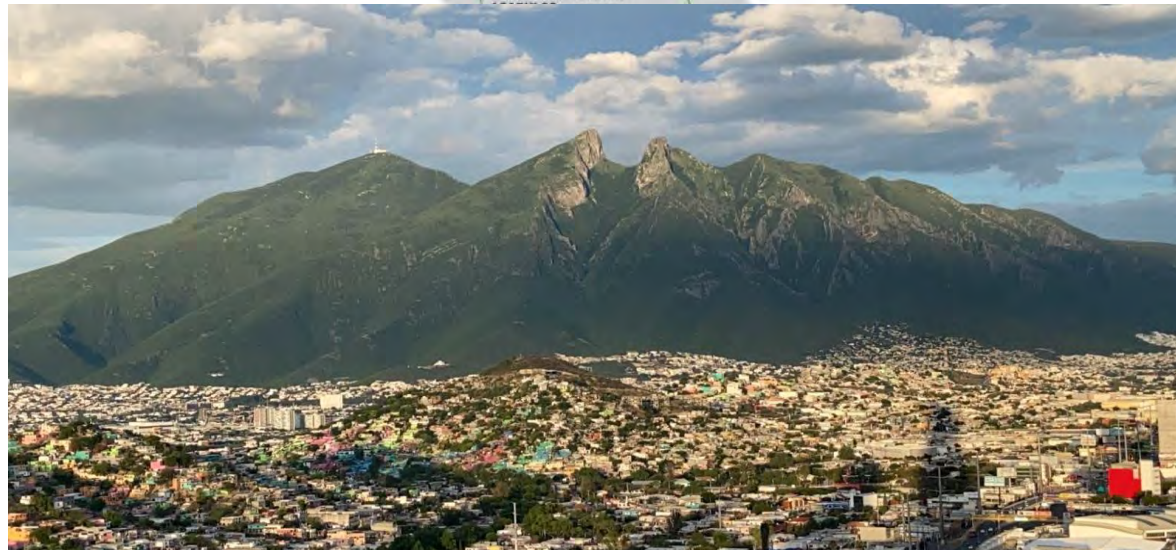


STATE OF NUEVO LEÓN



Industrial Capital of México

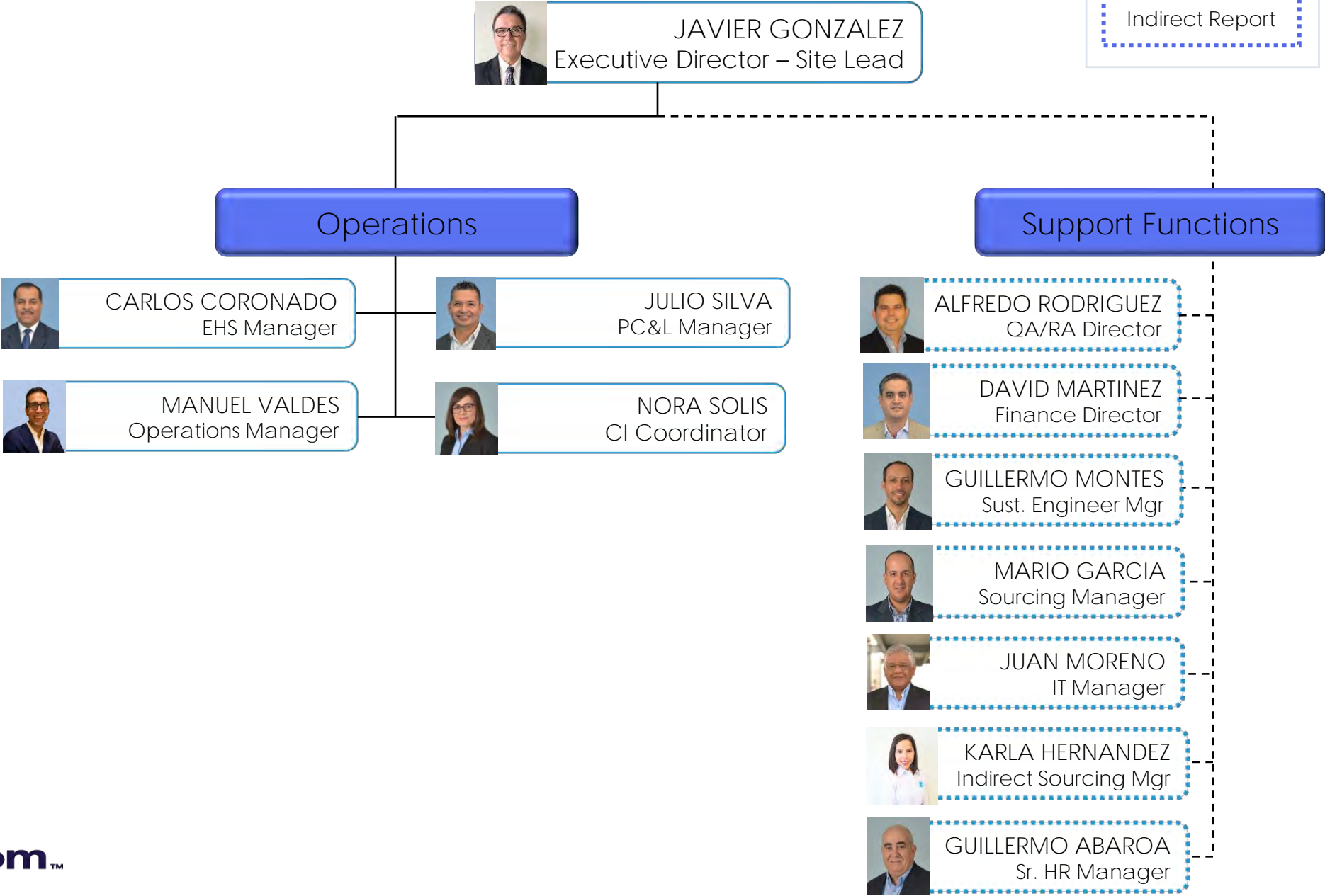
5.6 MM Population



Monterrey Management Team

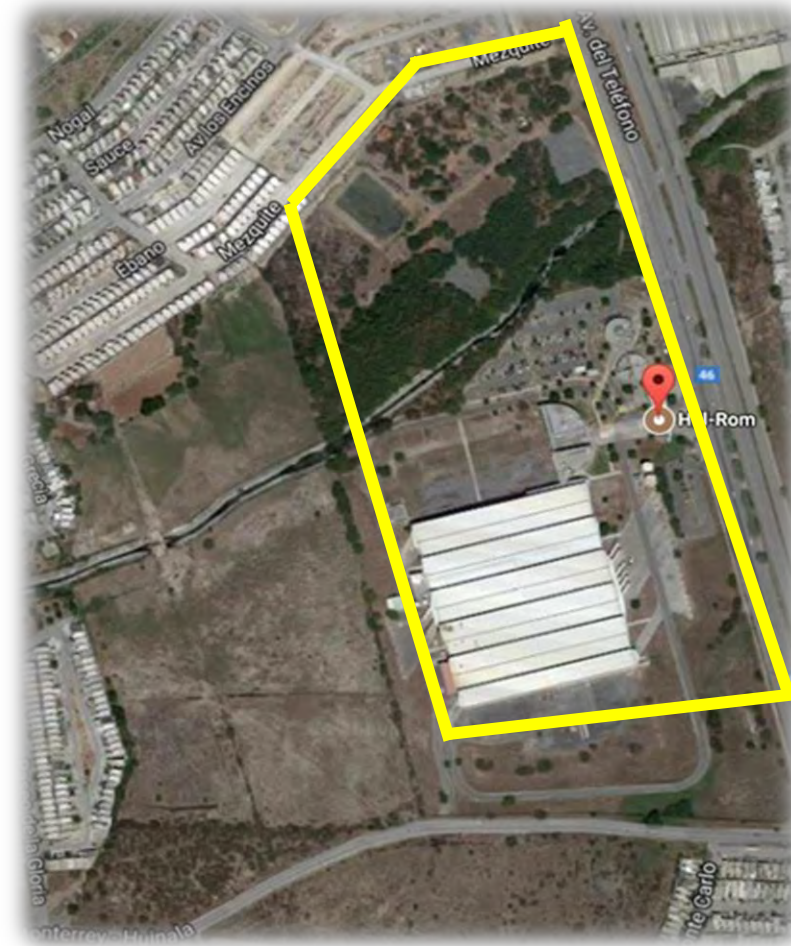
Legend

Indirect Report





- Total Campus : 2,050,000 sq. ft.



Monterrey Plant General Information

- FRAMES

- CA/A2 , 2007
- Stretchers , 2008
- 305/405 2010
- *Centuris LPC 2015*

- MEDICAL SURFACES

- Surfaces 2016



- Manufacturing Area : 238,000 sq. ft.

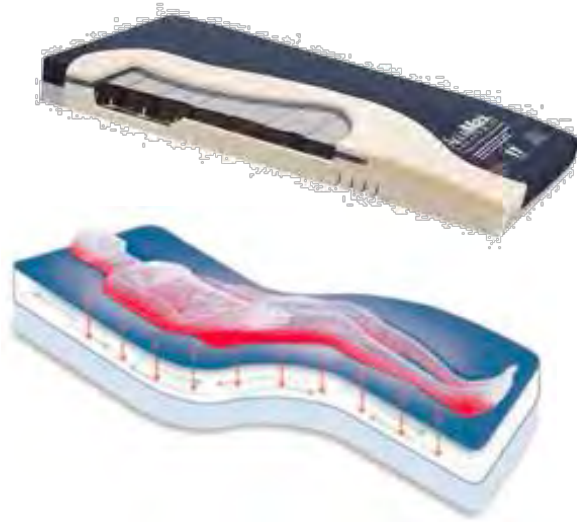
Organization and Demographics

- Headcount – 315
 - Male 51%
 - Female 49 %
- Avg age – 35
- Avg Seniority – 4.5 yrs
- Products:
 - Frames = 10,500 units per year
 - Stretchers
 - Care Assist & Advanta 2 / Service
 - Surfaces = 76,500 units per year.
 - Pro +
 - Stretcher
 - Affinity
 - NP100 – NP 50
 - Accumax
 - Compella
 - NPI , Helios (2023)

Regulatory and Legal

- UL, certification
- CE , Mark
- FDA , certification
- ISO 13485,
- Korean FDA, certification
- ANVISA, Brasil
- IMMEX, Maquiladora Industry Program
- STPS, Mexican Labor Law
- SEMARNAT , Mexican Environmental Compliance .
- OMS (Operational Management System , Bronze Grade)

Monterrey Products Portafolio



SURFACES = 76,500 / YEAR

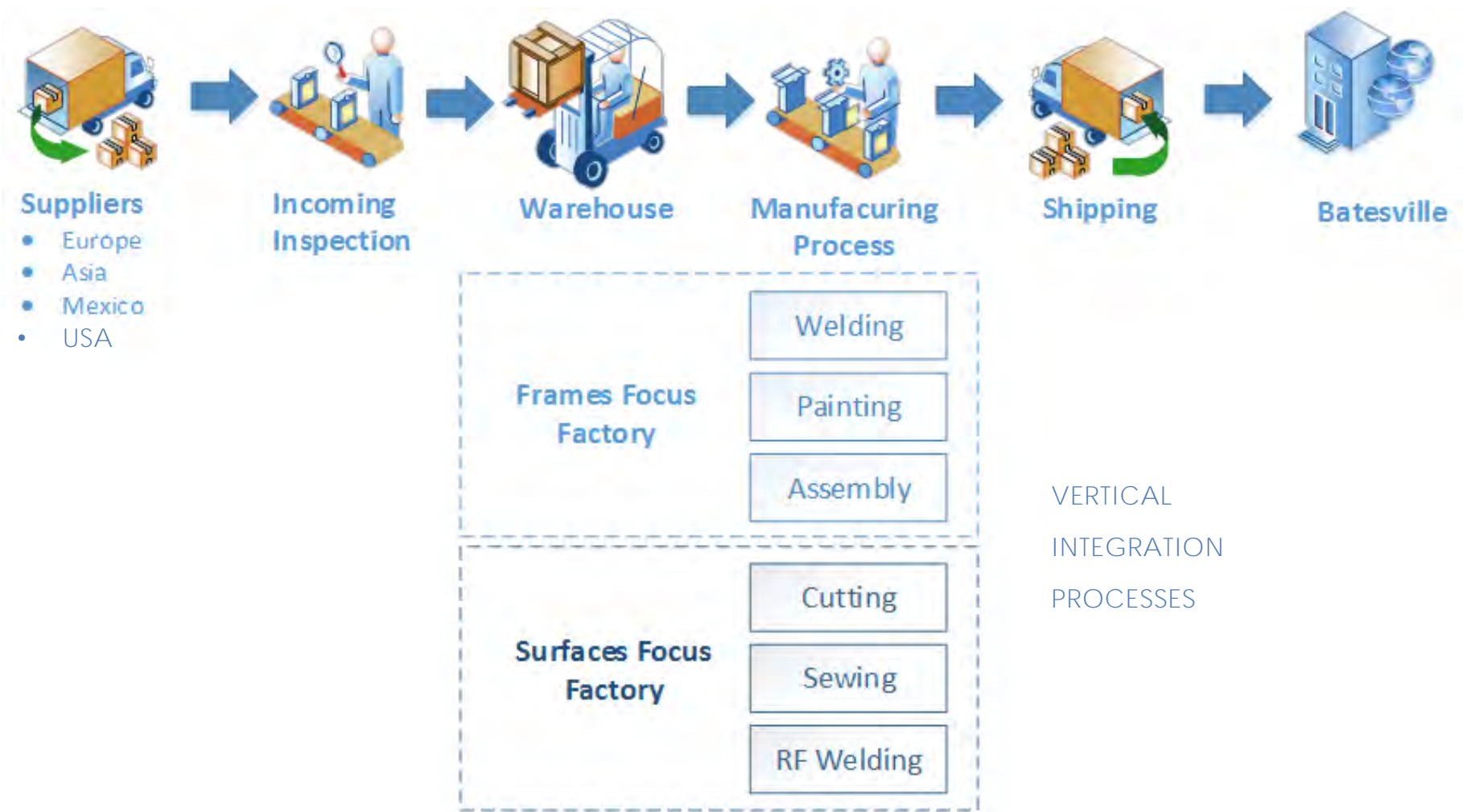
AFFINITY
STRETCHERS SURFACE
NP50 /NP100
ACCUMAX
COMPELLA
PRO +
NPI HELIOS , 2023

STRETCHERS = 10,500 / YEAR

SURGICAL
TRANSPORT
TRAUMA
PROCEDURAL
OB-GYN

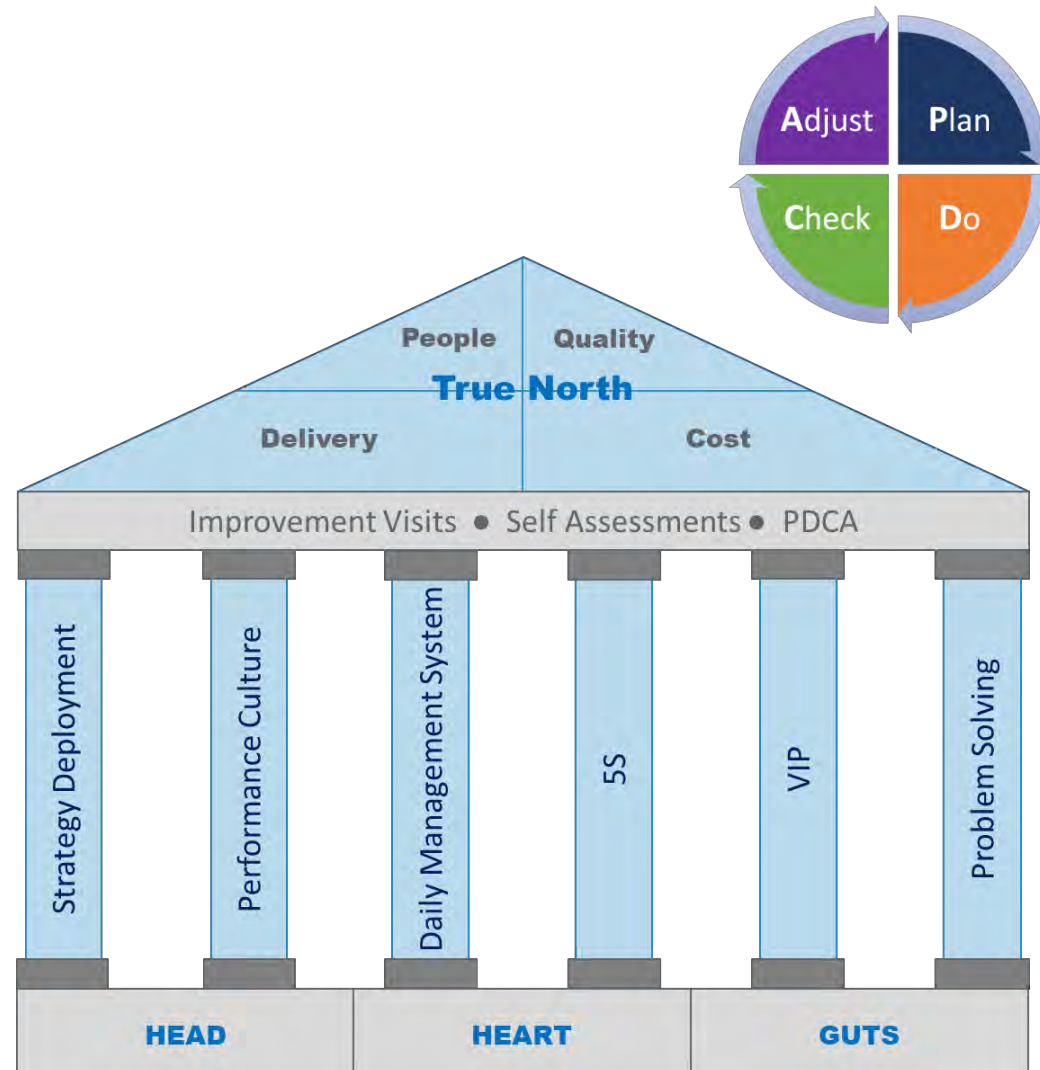


Monterrey Site Processes



Operational Management System

- OMS – Our culture and how we perform daily .
- CEO award 2019
- VIP award 2019



Our People

Our Competitive Advantage



Hillrom

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Great People, Great results

Education

Social Responsibility
¡Gracias por tu participación,
¡Juntos logramos más!

Hillrom. **HOSPITAL INFANTIL DE LAS CALIFORNIAS**

Programa **"SUMANDO"**

80c + 80c + 80c =

¡Gracias por tu participación,
¡Juntos logramos más!

RECONOCIMIENTO

1. Definir el propósito
2. Analizar el trabajo
3. Identificar los riesgos
4. Cambiar los riesgos
5. Analizar el trabajo de forma segura

¡Recuerda que alguien nos espera en Casa!

Recognition Award

WELCH ALLYN DE MEXICO

Hillrom
ADVANCING
CONNECTING
CARE

@hillromcorp

Alguien quiere **reconocer** tu esfuerzo

Single mothers support

Benckmarking

We are Hillrom



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People Inspired



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Quality Matters

Quality Week-2018



Continuous Improvement



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HAVE FUN



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