

One Medical Deck – script

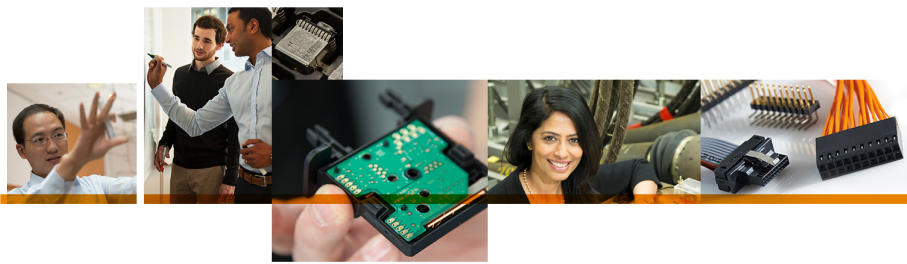
Title Slide:

- Introduce yourself
- Welcome audience to presentation/meeting
- Introduce the Medical business as follows:

“I represent the Medical business at TE. The focus of our group is on medical device solutions for advanced surgical, imaging and interventional medicine.”

Slide 2 – Vision

- At TE, our purpose is to create a safer, sustainable, productive and connected future. We innovate and co-create solutions hand in hand with our customers to make the world a better place.
- For our medical business, we work with our customers to make better and safer medical devices for their customers; physicians and patients.
- To achieve this goal, we have a stated vision within our medical business - to become the industry partner of choice for the design and manufacturing of life saving medical devices – the preferred partner.
- We understand that this goal can only be realized by delivering excellence in everything we do for you. We have developed 3 foundations in our business that we believe will deliver on this excellence. They are:
 1. Delivering an extraordinary customer experience, or as we know it at TE, an **ECE**. The concept of ECE is built on numerous conversations with our customers and understanding what matters to you and how we can exceed your expectations. ECE is about you liking our products and how we solve your problems. It’s about quality and knowing you can rely on us and our products. It’s about getting you the right results when you need them. It’s about how we make it easy for us to do business with us.
 2. **Innovation** – at its core, TE is a company of engineers for engineers. Engineering innovation and creativity is at the heart of all our solutions. Comparatively, many peer companies simply “build to print” – this is not our business model. We bring expertise and insight to our solutions. This is where we add value.
 3. Operational excellence – your preferred partner must be lean, agile and efficient. At TE, we operate the TE Operational Advantage, or **TEOA** program. This is a continuous improvement program focused on delivering value to our customers through a relentless pursuit of perfection in our processes by every employee, every day. This program is transforming how we operate as we plan to bring TEOA everywhere within our business.



Slide 3 – TE Medical

Today, the medical business at TE:

- Comprises over 4,000 employees of whom 450 are talented and experienced design engineers – we are experts in our field
- Has scale and velocity – we estimate that 120 patients are treated every minute with a medical device containing a TE technology
- Is proven. We are partners to more than 1,500 medical device companies across the globe – from the world’s largest medical device companies to innovative emerging medical technology companies

TE’s Medical business is built upon a legacy of leading and acquired brands:

- Creganna Medical, a world leading partner for minimally invasive and catheter based technologies
- MicroGroup, a precision engineering partner for advanced surgical tubing
- HSI – a leader in FEP tubing for advanced minimally invasive applications
- AdvancedCath, an innovative catheter design and development company
- Measurement Specialities, a leading provider of advanced sensor solutions
- Precision Interconnect – a specialist in fine wire and medical cable assemblies
- AMP – a leader in high end connectors
- Raychem – an innovator in material science and medical tubing

Together we are the medical business unit of TE.

Slide 4 – Global Partner with Local Support

As TE, our strategy is to provide a global solution for our customer but to also serve our customers at their point of need.

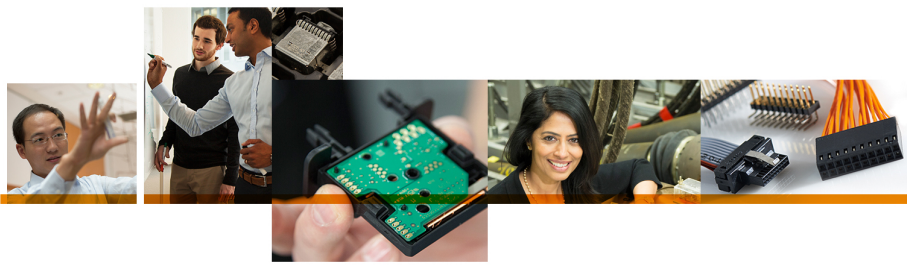
Our business of medical technology, is often highly concentrated in certain clusters or hubs throughout the world – and where our customers are, TE is.

Some of our sites specifically serve surgical, imaging & diagnostic industries – *give a site example*; while other serve the minimally invasive devices industry – *give a site example*ⁱ

Along with our various sites in the US and our TE Medical headquarters in Europe, TE also has significant operations in low cost and emerging high growth markets. For example, we continue to expand our operations in Mexico and Costa Rica to provide lower cost options to US footprint.

We operate a large facility in Suzhou, China to serve emerging markets and offer a lower cost manufacturing footprint from China.

We also focus our R&D efforts. For example, our R&D facility in Japan is in close proximity to leading developers of endoscopic and imaging devices. Our San Jose, CA facilities operate as Centres of Excellence for Emerging Therapies – right at the heart of innovation in the Valley.



Owing to our extensive plant network and footprint in lower cost locations, we operate active programs of migration for mature or commoditized product lines. For example, our Mexico site is a large high volume manufacturing location supporting our Wilsonville site and our Costa Rica location is a maturing transfer/migration site for interventional products such as metals based catheter sub-assemblies and wire. Over 5M catheter sub-assemblies are manufactured in Costa Rica and the site is qualified by some of our largest customers to continue the growth in volume output. These transfer sites are growing in technical sophistication with the opportunity to expand in scale as we meet customer's evolving needs.

Slide 5 – Quality

TE has a solid reputation for high product quality, are compliant with and audited to high standards.

We are immensely proud of our track record with excellent records for regulatory inspections (no warning letters), typically completing over 100 customer and regulatory audits throughout our network in any given year.

We support customer products approved and regulated in every major market and are very familiar with the demands and requirements of regulatory authorities & notified bodies such as the FDA, BSI for CE marking, PMDA and the MDSAP program.ⁱⁱ

Our regulatory environments are rapidly evolving. A partner that can pivot to respond to changing regulations is essential. At TE we have demonstrated comprehension of requirements as and when they change, coupled with the ability to translate those requirements to actionable strategies on the ground. What this means in practice is that we right size our Quality Management System (QMS) to the specific products that we design or manufacture on your behalf. For example, the quality supports employed for a simple processed metal component should be appropriate to the risk associated with that component. If we were designing a complete product for you a more appropriate design support mechanism would be required.

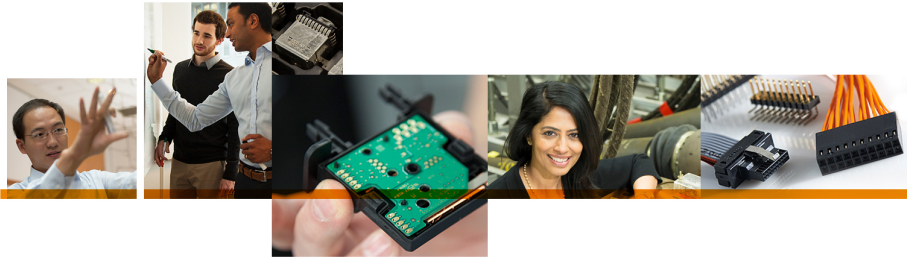
We continue to evolve our QMS as we grow, harmonizing across all locations and recalibrating practices as part of this harmonization process. As we evolve, customer experiences across our quality organisation become singular, irrespective of site or service consumed.

Note on Brexit impact on certifications & approvals.ⁱⁱⁱ

Slide 6 – TEOA // The Medical Journey

TEOA is TE's Operational Advantage program. It is our company wide business system used to drive transformational change. It is a systemic approach to continuous improvement that is rooted in lean principles and is tied to the strategy of the business. TEOA is part of our DNA in how we approach and do business and a foundational pillar in driving an extraordinary experience for our customers.

It is our journey to a lean enterprise.



As part of TE, we are creating the factories of the future through a relentless pursuit of perfection in our processes by every employee, every day. TEOA is not just for manufacturing and operations, it is also sophisticating how we approach business across all functions.

Medical is on a journey in our TEOA transformation program. Our immediate focus is on continuous improvement and automation in high volume manufacturing.

We assess our TEOA journey using a 5 star assessment tool to measure the sophistication of our sites and to develop a framework for improvement. The star assessment model consists of two components - tools and metrics. The tools define improvement actions that are based on lean management best practices e.g. value stream mapping, standard work and six sigma. Metrics are designed to record tangible improvements in results that are expected to follow the tools implementation. The level of difficulty for each of the tools and the expected performance target for each of the metrics increases as the site progresses from star 1 to star level 5.

Today, sites within our medical business generally fall between 2-3 star ratings as we work to transform to factories of the future.

Slide 7 – Premier Partner

TE specialize in the design and manufacturing of advanced surgical, imaging and interventional device solutions.

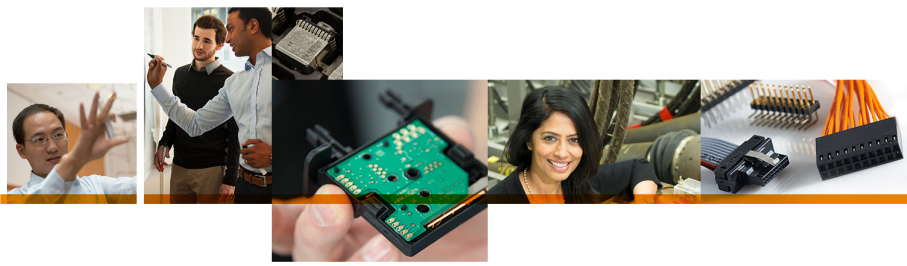
Within these areas, our further focus is on medical devices that enable physicians to visualize, access and deliver a therapy to a patient.

Broadly, our solutions are employed in 3 areas – surgical, imaging and interventional medicine.

Surgical:

- **Electrosurgery** – for medical devices used in surgery we enable the application of power sources to the device to cut, coagulate and dissect tissue or organs. For example, stapling and energy sealing devices, powered by energy sources for accurate surgery.
- **Laparoscopy** - for medical devices deployed via laparoscopic or key-hole ports, we augment devices for responsive touch and feel. For example, smart stapling devices that provide real time feedback to the surgeon to enable him/her to sense tissue depth and apply the correct positioning and force for staple application.
- **Endoscopy** – we provide an array of solutions for the endoscopy suite from the integration of visualization technologies for video endoscopes to minimally invasive devices such as catheters and biopsy systems for through-the-scope diagnostics and treatments.
- **Surgical Robotics** – TE provide an unmatched portfolio of technologies, capabilities and services for a wide range of Surgical Robotic applications. From highly engineered tubing for surgical instruments, to imaging cables for visualization and sensors to augment touch and feel, our solutions are to be found through-out the surgical robotics OR.

Imaging:



Our imaging solutions are to be found throughout the landscape of ultrasound devices from externally used to devices to those used in vivo.

- **Sonography/Ultrasound imaging** – For example, we provide connectors and cables for high speed and ergonomic sonography capturing real time images of structures and movements within the body from echocardiograms to foetal monitoring.
- **Intravascular imaging** - catheter based imaging to allow physicians such as interventional cardiologists to see & model diseased vessels from inside inside the artery using ultra-thin imaging solutions on the tips of complex catheters. Examples include ICE, IVUS and OCT.

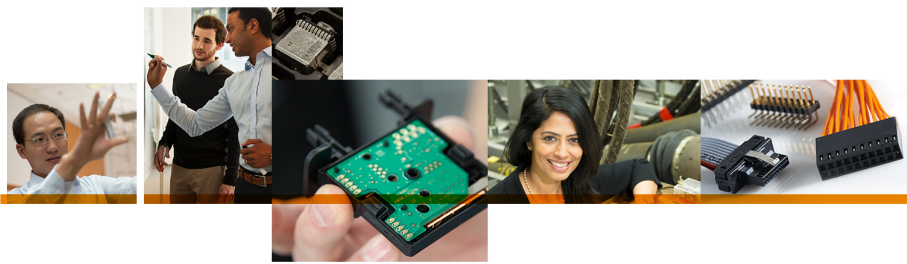
Interventional:

- **Cardiovascular** – from access to closure, we are a trusted partner to the world’s leading medical device companies providing interventional therapies for the diagnosis and treatment of cardiovascular disease. An estimated 7M people worldwide will receive a coronary stent this year (2019) – for the majority of these patients, a TE technology will play a critical role in the treatment of their heart disease.
- **Structural Heart** - TE Connectivity, together with Creganna Medical are undisputed leaders in delivery and access solutions for transcatheter structural heart therapies. Our expertise in structural heart applications is broad and deep across valvular, congenital and structural diseases and we estimate that over 600k patient have received a transcatheter structural heart therapy employing a TE technology.
- **Electrophysiology** - catheter based treatment of AFib has revolutionized care for thousands of people suffering from symptoms associated with an irregular heartbeat. Leveraging our expertise in fine wire, catheters and visualization technologies we are partners to medical device companies changing the face of AFib treatment.
- **Neurovascular** – for the practice of interventional neuroradiology, TE partner with leading companies for their access and delivery needs. Our solutions are used in guidewire access, coil delivery, thrombectomy and aspiration devices for ischemic stroke.
- **Peripheral Vascular** – from AAA stent graft delivery to below the knee access for PAD treatment, our extensive range of solutions have enabled the proliferation of interventional devices for the treatment of peripheral vascular disease.

What this therapy reach means for our customers is that TE can serve across a wide portfolio of products, leveraging our deep clinical knowledge and applying the same high standards and technical innovation in everything that we do from 10 concept units at prototyping to millions of commercial units at ramp.

Slide 8 – Trusted Partner

We are proud of our track record. Leading companies come to us for partnerships and stay with us for the long term. Many of our customers have been working with us for over 30 years – we continue to serve them for their immediate needs but also continue to be the partner of choice for



future needs. These long term relationships come to life when we consider some statistics and facts associated with our medical business.

For mature devices such as stent catheters, electrosurgical devices and imaging scopes we are the unparalleled partner of choice. For example, over 80% of the world's stent catheters contain a TE technology, 1 in every 4 video endoscopes are enabled by TE and our solutions are intrinsic in 10M+ advanced surgical procedures each year.

We are also at the edge of innovation. 2 of every 3 TAVRs are enabled by a TE technology. Over 1M robotic surgeries are performed using TE technologies for advanced instrumentation and connectivity solutions.

Innovation is in our DNA, not just in our solutions but in how we think about our business. We were the world's first company to bring to market a fully robotic manufacturing system for catheter fabrication and sub-assembly.

We offer velocity in our innovation, having partnered with our customers to deliver over 5k product designs on their behalf.

Together, these examples and many more combine to have earned TE a place among the world's top 3 partners for full service outsourcing. We highly value that honor and work every day together with our customers to enrich and enhance these achievements.

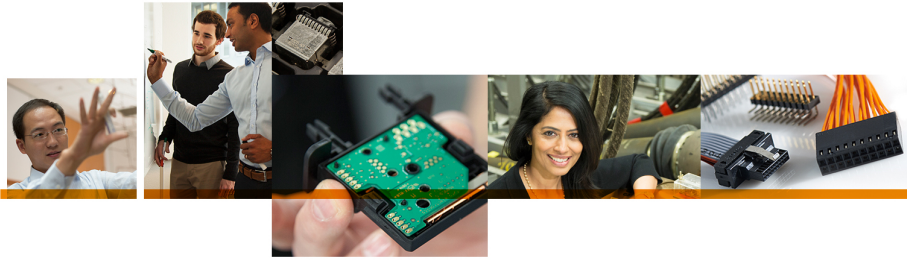
Slide 9 – Product Categories

Within the therapies areas mentioned previously there are core sub-sets of products where we consider TE to be a leader. These include:

Note to presenters: when customizing your presentation please note that these fields are all editable. If you want to list a product not included here or wish to edit an existing product to emphasize a specific technical aspect please update the slide in advance of your presentation.

Interventional (Metals & Devices)

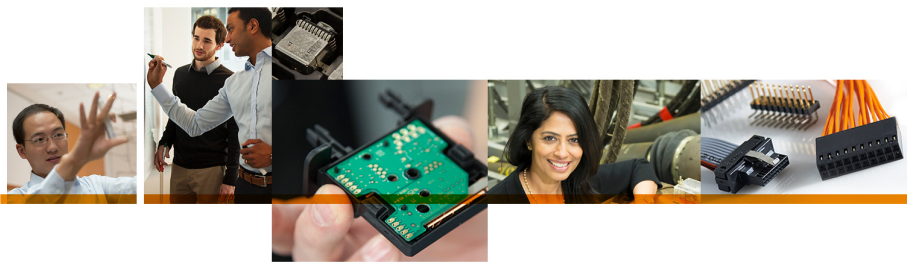
- Stent delivery & balloon catheters – for vascular applications in cardio, peripheral and neurovascular treatments combining metal shafts, overmolding, SmartForm balloons and catheter sub-assembly.
- Valve delivery systems – for structural heart therapies (ref Structural Heart deck for more in-depth detail)
- Guidewires – across the full spectrum of interventional therapies from core wire formation
- Introducer sheaths – specializing in large bore and complex steerable access sheaths
- Endoscopic biopsy needles – specialist needles utilized in endoscopic based diagnostics



Interconnect

- Electrosurgical & ablation devices - For bipolar and ultrasonic electrosurgical devices we build, power, sense and connect the device. We work with our customers to make traditional surgical instruments smarter, more accurate and precise.
- End effectors & instruments – from articulating instrumentation to precision end effectors, coupled with advanced assembly solutions
- Endoscopes - TE provide a broad spectrum of solutions for endoscopy. These solutions span the full endoscopy suite from rigid, flexible and single use endoscopes to the devices and instruments that are deployed within those scopes. We are fully vertically integrated for the design, manufacture and assembly of endoscope shafts.
- Ultrasound probes, transducers & connectors – our ultrasound and sonography focus is in two areas. One - improving resolution quality so images are sharper, transmitted faster and in more detail. For example, our high speed imaging cables enable transmission of images up to 4k resolution, helping physicians plan and conduct more skilful surgery. Two - our solutions in ultrasound are about providing improved tools – from lighter and more ergonomic ultrasound probes to optical catheter tips that can deliver ultrasound tools deep into the vasculature.
- Medical cables & connectors - Our solutions enable power, data and signal to generate, transmit and feedback along a range of devices. Our cable assemblies are custom built to terminate with companion connectors of varying degrees of complexity. Our fine wire assemblies integrated seamlessly to our deployment handle technologies - these can range from a handle for a simple mechanical surgical set, to an endoscope's light source connector or a cartridge module in a high end stapling device.
- Laboratory diagnostics – we manufacture highly engineered metal components and sub-assemblies for fluid handling solutions in HPLC and GLC analyser units along with the associated specialist analytical probes for IVD.

The architecture of our internal business structures enable us to focus on these particular product groups by therapeutic application. For example, our Interventional devices are contained within our Metals and Device businesses. This ensures that we have engineering and manufacturing operations optimized for the demand of that particular market and the associated customer grouping. Imaging, for example, is contained within our Interconnect business unit as our solutions in this area are intrinsic with fine wire and connectivity competencies. For some product solutions we blend our internal business structures to provide the optimal solution, for example, in EP applications, steerable catheter technologies will originate from our Device business and the associated fine wire and connector assemblies will originate from our Interconnect business. No matter if your solution is deriving from a single or multiple businesses, we manage and approach your needs to optimize for a seamless solution and a single POC.



Slide 10 – Technologies and Services

Let's take a deeper look at our vertical integration and how our core technologies and services combine to make TE the partner of choice for visualization, access and delivery solutions.

For each of the core technologies listed we consider ourselves a leading engineering company. For example our advanced solutions for metal shafts, our competency in complex steerable braiding and our fine wire solutions. With deep materials and processing technology in our DNA, we uniquely combine individual technologies to take them from the simple to the complex – this is what we call our focal competencies.

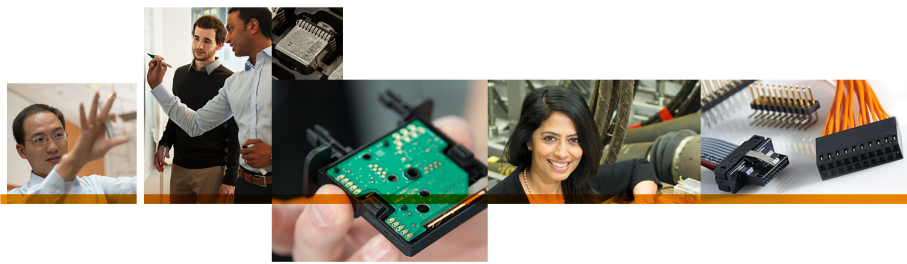
For example, we combine our expertise in metal shafts and balloons to deliver complete catheter assemblies. Our heat shrink tubing combines with our metals for insulated surgical devices, with braided shafts for complex steerable systems or with flex circuit sub-assemblies for advanced electrosurgical devices. Our connector technologies interface with our catheters and imaging devices to provide a complete and holistic device solution. There are countless examples of how we combine our technologies for many focal competencies.

There is a distinctive advantage for our customers in this combination of vertical integration. When you engage with TE, we are not approaching your design challenge based on a single or limited set of relevant technologies. As we have all relevant technologies under one roof, we can approach your design from the basis of your optimal clinical solution.

Our customers tell us this is the reason that they chose us for their design and manufacturing programs – others simply don't offer the technology reach.

Our services, as listed, are best thought of as a menu of options depending on your individual needs. You may simply require precision manufactured components from TE. Alternatively, you may require our support to complete the design and development of your entire device from a concept 3D printed prototype to ramping that device to volume production or even managing the product in the field, on your behalf, as your legal manufacturer. For other products, you may need all of these supports but leverage your own regulatory capability, for example concluding our service upon the delivery of a fully assembled device in bulk non sterile form.

An underlying principle in how we do business is customization. Custom solutions. Customized technologies and custom services to meet your needs for each individual product.



Slide 11 – What sets us apart?

In summary, what sets us apart from others?

- Firstly, our proven track record in providing you with a quality product on which you can depend. We are extremely proud of our reputation for high quality products and defending this reputation forms the baseline for everything we do. We have proven our quality credentials for the billions of products we have delivered since our foundation and are confident of maintaining that reputation for every single product we manufacture into the future.
- Secondly, we are engineers for engineers. Our passion is the co-creation of ground breaking medical devices, working on your toughest design challenges, bringing these devices to life and making the seemingly impossible, possible. We fuel this passion through the depth and breadth of technologies available across our organisation. We continue to grow this reach, serving an ever increasing range across your product portfolio. Owing to this depth and breadth we approach your design challenge from the premise of the optimal technical solution, leveraging our full competency landscape from metals to polymers. We never approach your product design from the premise of what technologies we have available for sale, unlike many others in our peer group with less breadth.
- We bring scale to our solutions. We are global and well diversified, yet can also serve locally at your point of need. With our scale comes stability. You have the confidence of knowing that we are well established and diversified company with greater opportunities for economies of scale. This stability is in stark contrast with the many “mom & pop” operations in the outsourcing peer group, an inherent risk to any ambitious medtech company.
- We are volume experts. While many smaller partners will deliver a perfectly adequate solution when volume requirements are in the factor of 10s or 100s, once your product ramps to commercialization, issues can emerge. That is the TE difference – we are as confident in serving your prototype requirements as we are your volume requirements and we know how to translate a product across these phases.
- Finally, our vertical integration plays a key role in delivering an extraordinary customer. As all key technologies reside within our network, we take full oversight of your complete solution. Our business model is not to manage BOMs from a disparate group of suppliers and then assemble your product. Our model is to engineer your solution, build and manage your product under our singular TE quality umbrella.

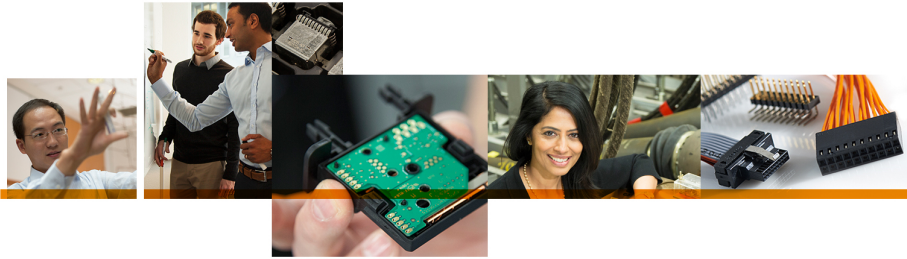
Slide 12 – what our customers say

In conclusion, let’s look at what our customers have to say about our performance. These comments were taken from a recent customer survey and clearly demonstrate the positive “on the ground” experience of our customers consistent with what we believe sets TE apart. These comments highlight our:



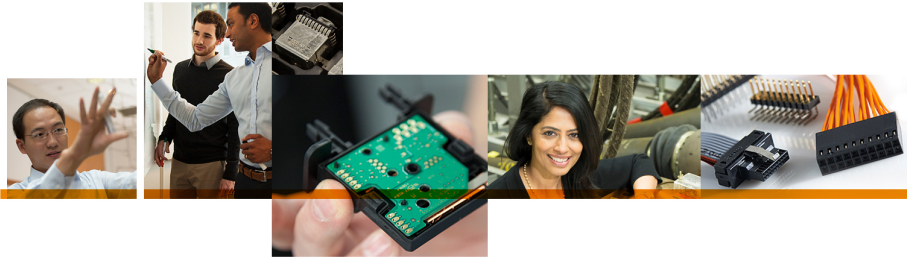
- Partnership approach & attitude of our organisation
- Engineering excellence, described as best in class
- Breadth and depth of capability, including our experience and industry knowledge

One comment elegantly encapsulates the essence of a TE partnership - "We will win together." This feedback summarizes the innovative work we do every day, how we approach that work and the results we achieve for our customers as we fulfil our vision to become your partner of choice in building medical devices that save lives and the company you can depend on to deliver market success.



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Site	Core Focus	Legacy business/ associated previous brand names	Size
Tualatin, OR	Core wire & guidewire manufacturing	Interventional <ul style="list-style-type: none"> • Precision Wire Components – PWC • Creganna Medical acquired 	73,000 sq ft
Wilsonville, OR	Fine wire Medical cables & molding Heat shrink tubing	Surgical & Imaging <ul style="list-style-type: none"> • Precision Interconnect • Raychem • HSI 	260,000 sq ft
Campbell, CA	Braided shafts Extrusion Balloons Catheter assembly	Interventional <ul style="list-style-type: none"> • Tactx Medical • Creganna Medical acquired 	35,000 sq ft
San Jose, CA	Extrusion Braided shafts Balloon catheters	Interventional <ul style="list-style-type: none"> • AdvancedCath • Creganna Medical rebranded 	14,000 sq ft
Cheshire Lane, Plymouth, MN (LSA)	Metal shafts – laser profiling Metal micro components	Interventional <ul style="list-style-type: none"> • LSA • AdvancedCath • Creganna Medical rebranded 	26,000 sq ft
Trenton Lane, Plymouth, MN	Braided delivery systems for structural heart and electrophysiology applications	Interventional <ul style="list-style-type: none"> • Creganna Medical 	100,000 sq ft
Medway, MA	Engineered metal tubing, components & sub-assemblies	Surgical & Imaging <ul style="list-style-type: none"> • Microgroup 	80,000 sq ft
Heredia, Costa Rica	Catheter sub-assemblies Guidewire assembly Site transfers	Interventional <ul style="list-style-type: none"> • Creganna Medical 	95,000 sq ft
San Rafael, Costa Rica	Guidewire assembly	Interventional <ul style="list-style-type: none"> • Tech Device • AdvancedCath • Creganna Medical rebranded 	18,000 sq ft
Mexico, Guaymas	Fine wire Imaging cable sub-assembly	Surgical & Imaging	117,000 sq ft



	Electrophysiology fine wire sub-assembly Molding & overmolding		
Galway, Ireland Medical Global HQ	Metal shafts & specialty needles Braided shafts Balloons Cleanroom assembly	Interventional <ul style="list-style-type: none"> • Creganna Medical 	125,000 sq ft
Suzhou, China	Medical cable manufacture & assembly – hi vol	Surgical & Imaging	126,000 sq ft
Singapore	Catheter assembly Braid Extrusion	Interventional <ul style="list-style-type: none"> • Tactx Medical • Creganna Medical 	35,000 sq ft
Bangalore, India	Shared services & back office supports incl 2D engineering drawings	TE Medical	N/A
Kawasaki, Japan	Internal TE R&D partner for the Interconnect business Connectors for medical applications	TE global competency/engineering centre for R&D of connectors	N/A

ⁱⁱ Key regulatory authorities:

- FDA – The Food and Drug Administration is responsible for protecting the public health by ensuring the safety, efficacy, and security of medical devices in the USA
- PMDA - Pharmaceuticals and Medical Devices Agency is a Japanese governmental organization who regulates medical devices for the Japanese market
- BSI – A national standards body, the British Standards Institution. One of the world’s largest certification bodies, it is independently accredited and assesses standards including ISO 13485, the quality management system for medical devices. BSI is a notified body under the medical device directive for CE markings in EU regions.
- MDSAP - The Medical Device Single Audit Program (MDSAP) is a program that allows the conduct of a single regulatory audit of a medical device manufacturer's quality management system that satisfies the requirements of multiple regulatory jurisdictions including, but not limited to Australia, Brazil, Canada, Japan and the USA.

ⁱⁱⁱ Brexit impact. We have closely followed and reviewed the impact of changes associated with Brexit on our solutions. We are confident that Brexit will have no negative impact on the certification of our sites or CE marking of our products. While the BSI (British Standards Institute) are our certification body and notified body, BSI has established an office in the Netherlands (EU 27) for the purposes of CE marking and maintaining certifications of their EU based customers.