



FAQs for Customers

Why the acquisition?

We continually look for ways to expand our manufacturing capabilities and enhance our value-added services. The acquisition of NovelCath is a natural fit for Cirtec. As a result of our business combination, our customers and partners will now have access to new capabilities, technologies and efficiencies.

Who is Cirtec Medical and what do they do?

For over three decades, Cirtec Medical has been an industry-leading outsource partner for end-to-end product design, development and manufacturing of Class II and III medical devices, specializing in neuromodulation, implantable drug delivery, cardiac rhythm management, ventricular assist, structural heart and minimally invasive surgical systems.

How does the acquisition affect me?

You should not see any immediate change, as the NovelCath facilities and staff will remain in place during the transition. We are committed to serving the needs of our customers and will continue to bring new, innovative products and services to market. As a result, we do not anticipate an interruption in the delivery of the products and services you currently receive.

What changes can I expect to see immediately?

Customers will not see any immediate changes. Current projects will not be affected and future/planned projects should continue to go through existing channels. Our customers' business, projects, and satisfaction remain our number one priority during this transition.

How will customers benefit from the acquisition?

Going forward, we will have a stronger manufacturing base and enhanced product & development abilities which will help us deliver better product and service solutions at each stage of the product lifecycle. We look forward to providing you with even more comprehensive and innovative product solutions and be better able to serve not only your current business needs but support you as a strategic partner for growth and expansion.

Will the NovelCath name/logo/website change?

Yes, the logo, website and other customer materials will be transitioned to Cirtec-branded materials.

Will there be a change in organizational structure?

No. The organizational structure will remain the same as before the acquisition



Will there be a reduction in work force?

No. We are looking forward to working with an expanded team to become the leading provider of end-to-end product design, development and manufacture of complex medical components and devices.

Will the NovelCath manufacturing facility in Brooklyn Park, MN remain in operation?

Yes, the NovelCath facility will remain in operation and will actually increase by an additional 7,639 sq. ft. With NovelCath, Cirtec will have three facilities in Brooklyn Park with nearly 200,000 sq. ft. of design and manufacturing space.

Will our contract change?

There is no need to amend any existing agreement as a result of the acquisition at this time. We will review all contracts and any changes required will be timely and explicitly communicated.

Will my sales rep change?

For now, you will continue to work with NovelCath as you do today. Your primary contact on a day-to-day basis will remain the same. All of your standard business processes remain in place.

Has the direction of the company changed as a result of the acquisition?

No. This acquisition brings together two recognized market leaders in the medical device manufacturing space. By combining NovelCath's highly engineered catheters and delivery systems with Cirtec's experience in design and development of structural heart and other implantable medical devices, we are uniquely positioned to serve our medical device partners better.

I just received an invoice from NovelCath. Should I do anything different with it?

You do not need to do anything different right now, send your payments to the address indicated on the invoice.

I am a customer of both NovelCath and Cirtec. Who will my sales contact be now?

There are no immediate changes to existing contacts. Customers should continue working with their existing NovelCath and Cirtec sales contacts.