



Shimadzu Medical Systems USA

October 30, 2008

What is the Market Saying?

- MDBuyline has published the most recent product rankings for the U.S. Radiography and Fluoroscopy market
- Several categories are ranked, all rolling up to a “composite” ranking
- As noted: “MDBuyline places a strong focus on the opinion of those who use the product everyday”
- Following is a summary of those results

Shimadzu Has The Lead!



- Digital Mobile Systems
- Radiographic Systems
- Radiographic & Fluoroscopic (R&F) Systems

MD Buyline Vendor Ranking

- #1 Ranking with Shimadzu R &F system conventional or remote@ 9.2
- #1 Ranking with Shimadzu Rad systems analog and DR @ 9.2
- #1 Ranking with Shimadzu Digital Mobile system @ 9.0
- Shimadzu is the only company with rankings in the 9.0s across R &F, Rad and Digital systems
- Deals Seen Between 10/1/07 and 10/28/08

R & F Systems

Conventional and Remote



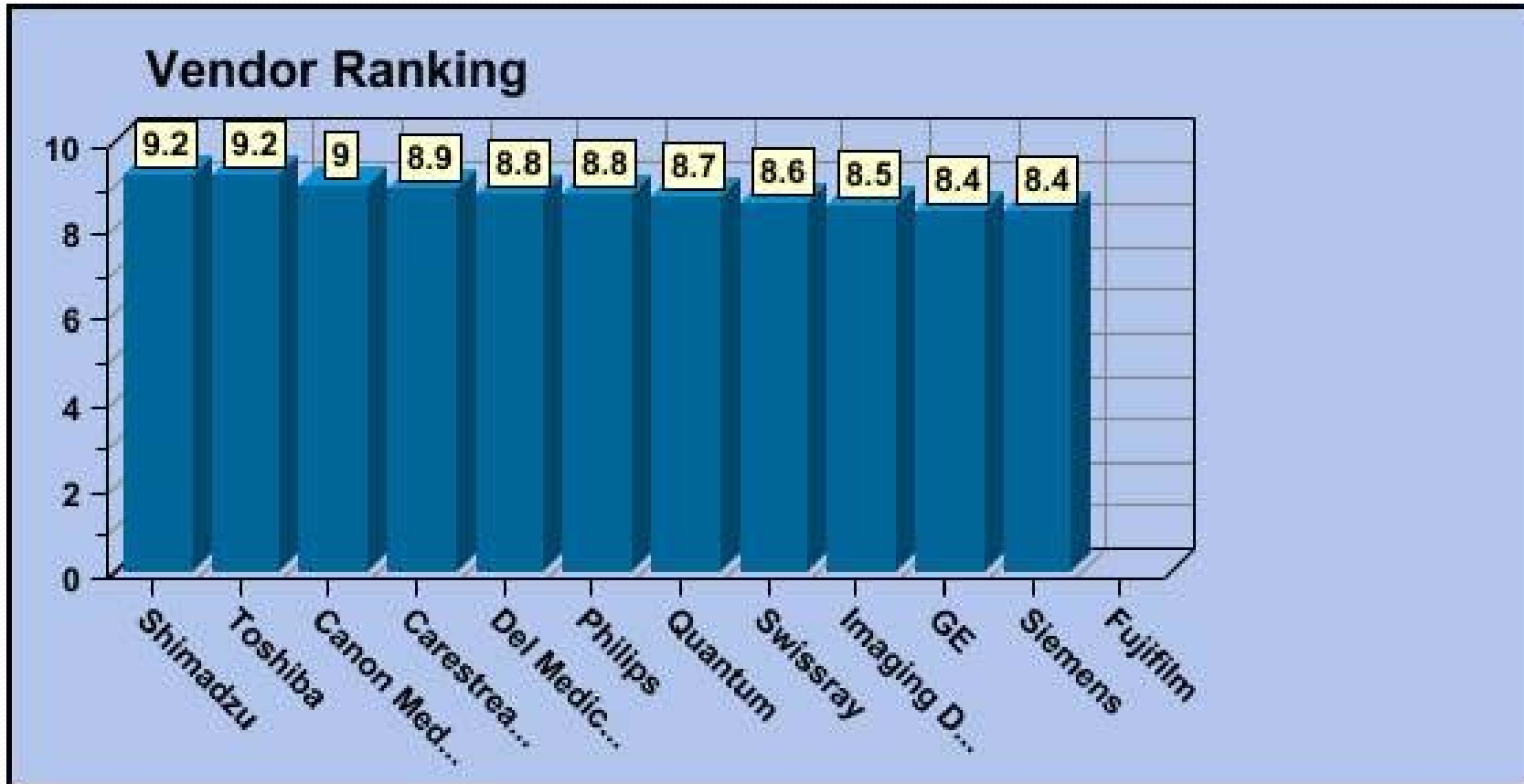
R & F Systems

Conventional and Remote

	System Performance	System Reliability	Installation / Implementation	Applications Training	Service Response Time	Service Repair Quality	Composite
GE	8.8	8.7 ✗	8.5	8.8	8.9	8.8	8.8
Philips	9.0	8.9 ✓	8.4 ✗	8.3	9.2	9.0	8.8
Shimadzu	9.1 ✓	8.9 ✓	9.1	9.3 ✓	9.4 ✓	9.4 ✓	9.2 ✓
Siemens	8.6 ✗	8.7 ✗	8.4 ✗	8.2 ✗	8.5 ✗	8.6 ✗	8.5 ✗
Toshiba	8.7	8.8	9.3 ✓	8.6	9.2	9.1	8.9

Highest ratings in a category are represented by green check (✓).
 Lowest ratings in a category are represented in red 'x' (✗).

Conventional Radiographic / Digital



Conventional Radiographic / Digital

	System Performance	System Reliability	Installation / Implementation	Applications Training	Service Response Time	Service Repair Quality	Composite
Canon Medical	9.0	9.2	9.0	9.0	9.1	8.9	9.0
Carestream Health	8.8	8.7	8.8	9.3 ✓	8.9	8.9	8.9
Del Medical	8.8	9.1	9.1 ✓	8.9	7.9	8.9	8.8
Fujifilm	0.0 ✗	0.0 ✗	0.0 ✗	0.0 ✗	0.0 ✗	0.0 ✗	0.0 ✗
GE	8.5	8.0	8.2	8.8	8.6	8.3	8.4
Imaging Dynamics	8.2	8.4	8.5	8.6	8.9	8.8	8.5
Philips	8.8	8.8	8.7	8.7	8.9	8.9	8.8
Quantum	8.8	9.0	8.6	8.7	8.6	8.8	8.7
Shimadzu	9.2 ✓	9.2	8.7	9.0	9.6 ✓	9.6 ✓	9.2 ✓
Siemens	8.5	8.1	8.2	8.3	8.7	8.5	8.4
Swissray	8.8	8.8	8.3	8.6	8.6	8.6	8.6
Toshiba	9.2 ✓	9.4 ✓	9.0	8.8	9.3	9.3	9.2 ✓

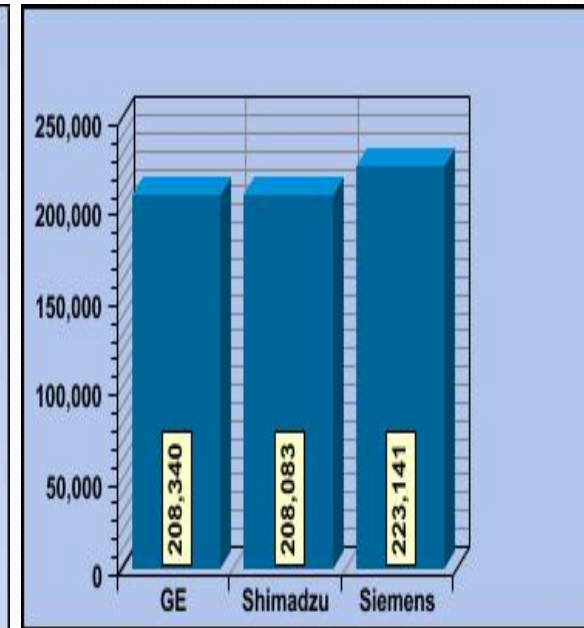
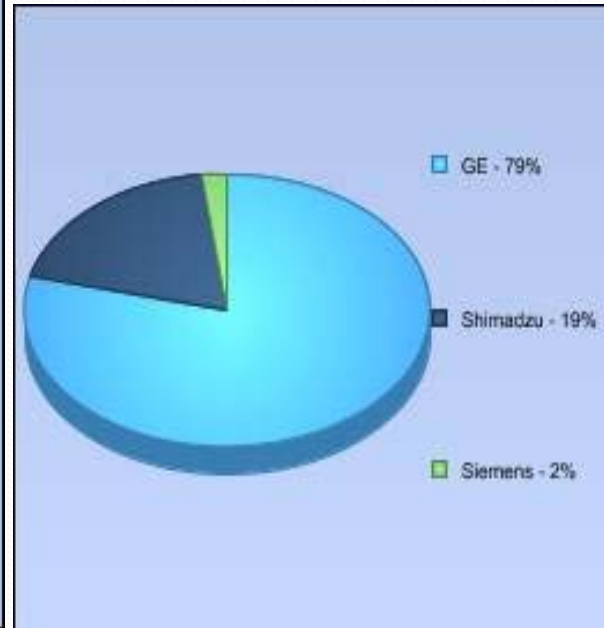
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Mobile Digital Systems



Deals Seen Between 10/1/07 and 10/28/08 Average Street Price



Note: Philips has a 0% market share according to MD Buylines

Mobile Digital Systems

	System Performance	System Reliability	Installation / Implementation	Applications Training	Service Response Time	Service Repair Quality	Composite
GE	9.0 ✓	8.9	8.8 ✗	8.5	8.3 ✗	8.4 ✗	8.6
Philips	9.0 ✓	9.2 ✓	9.3 ✓	9.2 ✓	9.0	9.2	9.1 ✓
Shimadzu	8.6	8.3 ✗	9.1	9.1	9.4 ✓	9.3 ✓	9.0
Siemens	8.0 ✗	8.3 ✗	8.9	8.4 ✗	9.0	8.5	8.5 ✗
Highest ratings in a category are represented by green check (✓). Lowest ratings in a category are represented in red 'x' (✗).							

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Thank You!

www.shimadzu.com/medical