

# Addressing Critical Healthcare Challenges Worldwide

Baxter International Inc.



**Baxter**



## Baxter International Inc.

Baxter International Inc., through its subsidiaries, develops, manufactures and markets products that save and sustain the lives of people with hemophilia, immune disorders, infectious diseases, kidney disease, trauma, and other chronic and acute medical conditions. As a global, diversified healthcare company, Baxter applies a unique combination of expertise in medical devices, pharmaceuticals and biotechnology to create products that advance patient care worldwide.

# Worldwide Presence

## A Pioneer In Healthcare

Baxter's history of medical "firsts" is significant. The company was responsible for the first commercially manufactured intravenous solutions, the first commercial kidney dialysis machine, the first concentrated clotting factor to treat hemophilia and many other medical breakthroughs. More recent "firsts" include the first protein-free recombinant factor VIII for hemophilia and the first cell culture-derived pandemic flu vaccine.



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## Life-Saving Products

Baxter products are used to provide critical, life-saving and life-sustaining therapies. No matter where one lives in the world, patients with hemophilia, end-stage renal disease, primary immune deficiency and a range of other diseases depend on Baxter products. This creates a common purpose among Baxter's nearly 50,000 employees worldwide: to save and sustain lives.



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## Scientific Capabilities

Innovation is the driving force behind Baxter's success. The company is a technology leader in the development of recombinant and plasma-derived therapeutic proteins, intravenous and dialysis solutions, drug packaging and delivery systems, and many other areas. Baxter's businesses share expertise in medical plastics, biologics, sterilization and other scientific disciplines to create life-saving products.





### Global Scope

Baxter products are sold in more than 100 countries, with approximately 60 percent of the company's revenues coming from outside the United States. Sales are growing rapidly in developing and emerging markets, where many people with life-threatening conditions currently are under-treated. As the economies of these countries continue to develop, so does Baxter's opportunity for growth in these regions.



### Manufacturing Strength

Baxter's manufacturing strength and commitment to quality are foundations of the company, built on more than 75 years of leadership in healthcare. With 55 production facilities in 27 countries, proprietary technologies, and complementary manufacturing platforms across all of its businesses, Baxter is able to manufacture high-quality products cost-effectively for local and regional markets.



### A Socially Responsible Citizen

Part of being a great company is being a responsible corporate citizen. Baxter gives back to the communities it serves through environmental stewardship, employee volunteerism, corporate giving and other initiatives. Baxter is a recognized leader in corporate sustainability, the company's long-term approach to balancing its business priorities with its social, economic and environmental responsibilities.



Jhon Amaya Mendoza of Colombia has hemophilia A. His body does not produce enough “factor VIII,” a blood protein critical to clotting. He uses Baxter’s recombinant factor VIII therapy to help prevent uncontrolled bleeding.



## BioScience Business

Baxter's BioScience business is a leading manufacturer of recombinant and plasma-based proteins to treat hemophilia and other bleeding disorders; plasma-based therapies to treat immune deficiencies, alpha 1-antitrypsin deficiency, burns and shock, and other chronic and acute blood-related conditions; products for regenerative medicine, such as biosurgery products; and vaccines.

In 1941, Baxter introduced the first system for separating plasma from whole blood and storing it for later use. Plasma contains a number of proteins that serve various therapeutic purposes. The company later became a leader in plasma fractionation – the process of breaking down plasma into its component parts – to produce a range of plasma-derived therapeutic proteins. In recent years, Baxter has added recombinant technology to its capabilities, enabling the company to produce some therapeutic proteins, such as factor VIII for hemophilia, in cell culture rather than through plasma fractionation. Baxter’s BioScience business continues to advance medical science to develop new and better products and therapies for patients.

#### Hemophilia Therapy

Baxter is a leading manufacturer of antihemophilic clotting factors to treat hemophilia. This includes recombinant and plasma-based factor VIII – the clotting factor missing from the blood of people with hemophilia A – and a therapy for people that develop inhibitors against clotting factor.

#### Immunoglobulin Therapy

Baxter is a leading provider of liquid immune globulin intravenous (IGIV), an antibody-replacement therapy that bolsters the immune systems of people with immune disorders. Immunoglobulin therapies also are used to treat immune thrombocytopenic purpura, an immune disorder that results in low platelet counts.

#### Critical Care Therapy

Albumin is a plasma-volume expander used to treat burns and maintain adequate fluid volume in critically ill patients. Baxter is the only company to offer albumin in a flexible, plastic container, providing significant benefits to customers. Baxter also produces Protein C therapy to treat Protein C deficiency.

#### Pulmonology Therapy

People with alpha 1-antitrypsin (AAT) deficiency have reduced levels of a blood protein that protects the lungs. The condition can result in early onset emphysema and premature death. Baxter’s plasma-based therapy raises the level of AAT in the blood.

#### Regenerative Medicine

Baxter produces plasma-based and synthetic proteins used to promote hemostasis and wound-sealing in surgery, and is developing products to facilitate tissue-regeneration.

#### Vaccines

Baxter provides vaccines for meningitis C and tick-borne encephalitis, and is developing vaccines for seasonal and pandemic flu. Baxter’s Vero cell technology, used in flu vaccine production, provides benefits over more traditional egg-based vaccine production methods.



Bas and Koen Iking of the Netherlands have primary immune deficiency. Their bodies don't produce sufficient antibodies to fight infection. They use Baxter antibody-replacement therapy to bolster their immune systems.



When Mikai Hall of Atlanta, Georgia, showed up at the emergency room suffering from dehydration, she was administered Baxter's recombinant human hyaluronidase to facilitate subcutaneous delivery of fluids as an alternative to intravenous rehydration.



## Medication Delivery Business

Baxter's Medication Delivery business manufactures products used in the delivery of fluids and drugs to patients. These include intravenous (IV) solutions and administration sets, premixed drugs and drug-reconstitution systems, pre-filled vials and syringes for injectable drugs, IV nutrition products, infusion pumps, and inhalation anesthetics, as well as products and services related to pharmacy compounding, drug formulation and packaging technologies.

In 1931, intravenous (IV) therapy was a last resort in most hospitals. Few were equipped to prepare their own IV solutions. Baxter solved this problem by introducing the first commercially produced IV solutions in glass-vacuum containers and shipping them ready for use. Baxter later introduced the world's first flexible, plastic IV containers and became the first company to partner with pharmaceutical firms to premix their drugs in IV solutions for safe and efficient delivery to patients. In recent years, Baxter's expertise in medication delivery has extended beyond IV solutions to include electronic infusion pumps, IV nutrition products, inhalation anesthetics and other technologies to improve the delivery of critical fluids and drugs to patients.

#### IV Solutions and Premixed Drugs

Baxter is the world's leading manufacturer of commercially prepared IV solutions as well as frozen and ready-to-use premixed drugs in flexible IV containers. Baxter's portfolio of IV solutions and premixed drugs is the broadest in the industry.

#### IV Infusion Pumps and Administration Sets

IV infusion pumps and administration sets control the delivery of IV fluids and drugs to patients. Baxter provides infusion pumps used in hospitals and other acute-care settings, as well as portable devices used in oncology and pain management.

#### Parenteral Nutrition Products

Nutrition administered intravenously (parenteral nutrition) provides life-sustaining support for patients who cannot receive adequate nutrients through other means. Baxter provides solutions, container systems and admixing technology for parenteral nutrition.

#### Anesthesia

Baxter is a leading provider of inhaled anesthetics for general anesthesia. Baxter is the first and only company to offer all three of the most commonly used modern inhaled anesthetics.

#### Drug and Drug Formulation Technologies

Through its collaboration with Halozyme Therapeutics, Baxter continues to advance the clinical and commercial development of a technology that offers a potential subcutaneous alternative to IV administration for patients.

#### Pharma Partnering

Baxter also applies its drug delivery expertise to contract manufacturing of prefilled injectable drugs in vials and syringes, lyophilized drugs, and biologics such as proteins and antibodies for biotechnology and pharmaceutical companies.

## Medication Delivery Business



Tim Weaver of Naperville, Illinois, has short bowel syndrome. He sometimes must be fed intravenously to receive adequate nutrition - a therapy known as total parenteral nutrition. Baxter is a leading provider of products for this therapy.



Home dialysis patient Elmer Ordoñez lives in a remote region of Colombia, requiring Baxter to deliver his peritoneal dialysis solutions by mule. More than 80 percent of the sales of Baxter's Renal business come from outside the United States.



## Renal Business

The Renal business provides products to treat end-stage renal disease, or irreversible kidney failure. It is a leading manufacturer of products for peritoneal dialysis (PD), a home therapy Baxter helped commercialize 30 years ago. Products include PD solutions and automated cyclers that provide therapy overnight. The business also distributes products for hemodialysis, which generally takes place in a hospital or clinic.

The primary role of the kidneys is to eliminate toxins, waste and excess water from the blood. Before the 1950s, end-stage renal disease (ESRD) meant swift and certain death due to lack of an available therapy. In 1956, Baxter introduced the first commercially built artificial kidney, making life-saving dialysis possible for people with ESRD. Baxter later introduced the first portable, home-based dialysis therapy – peritoneal dialysis (PD) – providing potential cost and quality-of-life benefits for patients. PD is growing fastest in developing markets, where many ESRD patients currently go untreated. Baxter continues to work with governments, health ministries and other regulatory bodies to expand access to PD worldwide.

#### PD Solutions

In PD, solution is administered into the abdominal cavity, where it draws waste and excess fluid across the peritoneal membrane, which serves as a natural filter. The solution is then drained and discarded. Baxter PD solutions provide unique clinical benefits, and include the industry's only non-glucose-based specialty solutions.

#### CAPD Products

In continuous ambulatory peritoneal dialysis (CAPD), patients manually infuse their PD solution and perform solution exchanges several times a day. Baxter provides products to make solution-exchanges easier for patients and reduce the chance of infections. These include “twin bag” systems that combine infusion and drainage in one closed system.

#### APD Products


In automated peritoneal dialysis (APD), a machine conducts solution-exchanges for the patient. Baxter provides cyclers that perform exchanges overnight while the patient sleeps. Their compact size and ease-of-use make them conducive to home therapy, and also are convenient for patients to take with them when they travel.

#### Hemodialysis Products

In hemodialysis (HD), blood is withdrawn from the arm or leg and pumped through an external filter, or dialyzer. The cleansed blood is then returned to the patient. Baxter distributes HD instruments and disposables, including dialyzers, to dialysis clinics.

#### Continuous Renal Replacement Therapy

Acute renal failure requires continuous renal replacement therapy (CRRT), typically performed 24 hours a day in the intensive care unit of a hospital. Baxter's Renal business provides machines, solutions, filters and other products used in CRRT.



As a farmer, peritoneal dialysis (PD) patient Hiroiyuki Yamamoto of Japan appreciates the freedom PD provides compared to in-center hemodialysis, which would require him to visit a hospital or clinic three times a week.

# Baxter Facts In Brief

## Corporate Headquarters

Deerfield, Illinois, USA

## Employees

Approximately 49,700 worldwide

## Businesses

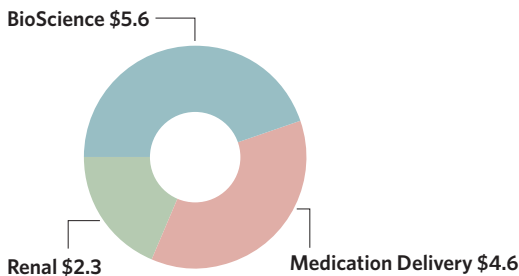
- BioScience
- Medication Delivery
- Renal

## Sales

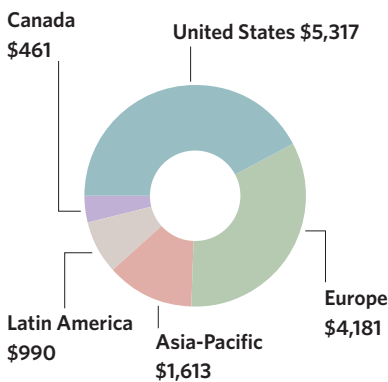
(dollars in billions)



## 2009 Sales by Business (billions)



## 2009 Sales by Region (millions)



## Baxter products are used in:

- Hospitals
- Kidney dialysis centers
- Doctors' offices
- Nursing homes
- Rehabilitation centers
- Clinical and medical research laboratories
- At home under physician supervision

## Research and Development

Research and development (R&D) is essential to Baxter's growth. These activities are performed at R&D centers around the world, including facilities in Austria, Belgium, Japan and the United States. Baxter's R&D investment has grown steadily over the last three years.

## Increased R&D Investment

(dollars in millions)



## Manufacturing

Baxter manufactures products in 27 countries: Australia, Austria, Belgium, Brazil, Canada, Chile, China, Colombia, Costa Rica, the Czech Republic, Germany, India, Ireland, Italy, Japan, Malta, Mexico, the Philippines, Poland, Saudi Arabia, Singapore, Spain, Switzerland, Tunisia, Turkey, the United Kingdom and the United States, including Puerto Rico.

## Sustainability

Baxter has been recognized by many organizations for its sustainability performance, including:

- Global 100 Most Sustainable Corporations in the World by Innovest Strategic Value Advisors Inc.
- 2009 Medical Products Industry Leader of the Dow Jones Sustainability Index
- 100 Best Corporate Citizens by *Corporate Responsibility Officer* magazine
- World's Most Ethical Companies by Ethisphere Institute
- Most Shareholder Friendly Company by *Institutional Investor* magazine
- Carbon Disclosure Project's Climate Disclosure Leadership Index



# **Baxter**

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## **Regional Headquarters Locations**

### **Europe, Middle East and Africa**

Baxter Healthcare SA  
P.O. Box  
CH-8010 Zürich  
Switzerland

### **Asia Pacific**

Baxter Healthcare (Shanghai) Company Ltd.  
10F Platinum Tower  
233 Tai Cang Road  
Shanghai, 200020, China

### **Latin America**

Baxter Export Corporation  
101 Northeast 3rd Avenue, Suite 1600  
Fort Lauderdale, FL 33301

### **Canada**

Baxter Corporation  
4 Robert Speck Parkway, Suite 700  
Mississauga, Ontario, Canada  
L4Z 3Y4



### **Mixed Sources**

Product group from well-managed  
forests, controlled sources and  
recycled wood or fiber  
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