



COMPANY

OVERVIEW

It has been a long-standing part of DeRoyal's strategic vision to be able to manufacture a diverse group of products to meet the needs and exceed the expectations of our customers.

Pete DeBusk, Founder & Chairman



OUR MISSION

Founded in 1973 as a medical device manufacturer, DeRoyal Industries remains committed to improving the clinical quality and economic health of its customers. Our workforce of over 1,900 employees within 2.5 million square feet under roof, operates collectively between 20 facilities located in 5 countries, with manufacturing assets on 2 continents. Our world-wide team brings value to customers in several distinct markets that include surgical devices, unitized delivery systems, inventory management, orthopedic supports and bracing, and wound care dressings. At DeRoyal, we combine fundamental manufacturing capabilities with unique services and information technology to deliver unparalleled quality and value to our customers. Today, DeRoyal holds 116 U.S. and non U.S. patents with over 70 patents pending and markets more than 25,000 different products in 75 countries. DeRoyal's vast product offering stands as testimony of our creative resolve to deliver revolutionary products and services that benefit clinicians and their patients.



COMMITMENT TO QUALITY

We deliver high quality medical products and innovative healthcare solutions to our most important constituency: healthcare providers and their patients.

DeRoyal.com/quality

OUR LEADERS



**Brian DeBusk | CEO
President &
Chief Executive Officer**



**Chris Schulze | CSO
Chief Sales
Officer**



**Rebecca Harmon | CAO
Chief Administrative
Officer**



**Tim Knisley | CFO
Chief Financial
Officer**



**Marcia Kilby | CLO
Chief Legal Officer &
Corporate Secretary**

EXPERIENCED LEADERSHIP

The DeRoyal leadership team has a combined total of 120 years of management experience. With experts in their respective disciplines, the leadership at DeRoyal provides vision that inspires research and development of innovative products and services. Together, these leaders collaborate with our global sales team, who understand marketplace direction and needs. The management team at DeRoyal continuously strives to lead the way for healthcare providers to create and improve the products offered by providing various sizes, enhanced materials, extended custom configurations, and updated choices in every product line.

[DeRoyal.com/about](https://www.DeRoyal.com/about)

PRODUCT SOLUTIONS

We currently offer over 25,000 different healthcare products in our major categories:



PATIENT CARE

DeRoyal's Patient Care product line offers a wide range of solutions for providing safety, security, and comfort to patients and caregivers.



ORTHOPEDIC & BRACING

DeRoyal's Orthopedic & Bracing product lines offer a diverse range of care solutions. From hospital and physician to home use, DeRoyal has you covered.



SURGICAL & SAFETY

DeRoyal's Surgical product line provides high-quality, clinical solutions for any acute care setting and is designed with both quality and cost in mind.



WOUND CARE & NPWT

With the use of modern technologies, DeRoyal's wound care products help heal the most difficult wounds and cover all phases of wound treatment.



DeRoyal.com/products



DeRoyal is committed to providing healthcare providers with innovative, high quality medical products and related business services. Our extensive resources in engineering, manufacturing, marketing, and distribution enable us to offer a diverse line of exceptional healthcare technologies at reasonable prices.

DeRoyal.com/products



DeRoyal offers a competitive line of Custom Procedural Trays to provide essentials for your operating room procedures.

BUSINESS SOLUTIONS

At DeRoyal, we feel it is important to stay focused on new tools and technologies that we can develop for the healthcare industry, and other industries we service. From inventory control to sterilization, our services offer an overall mission of helping the healthcare industry provide high-quality care with innovative solutions.

CONTINUUM® AUTOMATED INVENTORY CONTROL

DeRoyal's Continuum® technology provides facilities with a patented digital chain of custody and product tracing that improves billing outcomes, reduces out of stocks, and creates valuable operations data all while relieving clinical staff of burdensome manual processes.

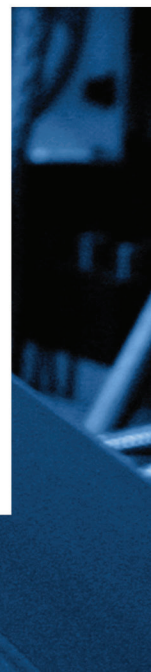
ORIGINAL EQUIPMENT MANUFACTURER (OEM)

With expertise in medical manufacturing, DeRoyal serves as a contract manufacturer for other medical device companies. Our extensive and varied manufacturing capabilities allow us to service a multitude of industries including: Aerospace, Electronic, Automotive, and Painting to name a few.

PACKAGING & ASSEMBLY

For tray assembly and tray management processes, our ClearPack™ business solution combines cost containment and purchase control. Assembly processes follow GMP guidelines, whether through automation or by hand.

[DeRoyal.com/solutions](https://www.DeRoyal.com/solutions)





CONTINUUM®

Automated Inventory Charge Capture System

BETTER CAPTURE RATE. HIGHER REVENUE.

The Continuum® system is a patented technology composed of interconnected software and hardware systems within a facility's or collective Integrated Delivery Network's information platform ecosystem. The system is designed to add intelligence and efficiency through product tracking, charge capture, workflow, and billing optimization across a single facility or the collective Integrated Delivery Network (IDN) value chains.

DeRoyal.com/continuum



SECURE YOUR INVENTORY FROM THEFT OR LOSS

Continuum® Vault and VaultEX systems are real-time inventory and charge capture solutions that use RFID technology to provide security and accountability for orthopedic products and supplies.*



TRACK AVAILABLE STOCK AND SEND RE-ORDERS

Receive, count and reconcile inventory with our portable RFID scan device Continuum® AIR. Work in tandem with Continuum's mobile app to simplify inventory management in any inventory area.



INCREASE CHARGE CAPTURE ACCURACY

Automate the capture of OR supplies at the point of use with the Continuum® OSCAR® smart trash receptacle. Minimize manual entry time and increase operating room turnover. Pick it. Use it. Throw it Away.™

**Also available for Negative Pressure Wound Therapy (NPWT) applications.*



HIGH QUALITY PARTNERSHIP

Bring us your ideas, and they will remain your ideas, but we will help you turn them into high-quality products with a customer focus that is sure to impress. We can also advise you on ways to streamline the production process to maximize cost efficiency and design flexibility. Along with our manufacturing and business solutions, we also offer sterilization services. Our certified sterilization facility ensures that sterile and non-sterile products never meet, while our automated systems continuously monitor the sterilization process.



PLASTICS

ELECTRONICS

CONVERTING

METALS FABRICATION

STERILIZATION

PACKAGING & ASSEMBLY

DeRoyal.com/oem



The DeRoyal Textiles division delivers superior quality fabrics, consistent reliability and competitive pricing.

We offer full-service fabric converting capabilities with quick turnaround schedules, that are designed to meet the needs of our customers. DeRoyal Textiles technical capabilities include rolling processes, fabric folding, precision fabric slitting, as well as plying and fabric cutting.

DeRoyal.com/textiles



F A C I L I T I E S
& L O C A T I O N S

GLOBAL PRESENCE

DeRoyal was founded in 1973 as a small orthopedic manufacturer. Today, DeRoyal manufactures more than 25,000 products meeting the needs of the healthcare industry in the United States and other markets on every developed continent.

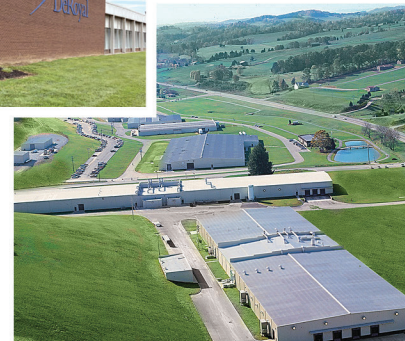
DEROYAL CORPORATE

POWELL, TENNESSEE, USA



OVER 50 YEARS IN BUSINESS
AROUND-THE-CLOCK PRODUCTION
COMBINED 2.5 MILLION SQ. FT.
LOCATIONS IN 5 COUNTRIES
20 FACILITIES WORLDWIDE
1900+ EMPLOYEES

DeRoyal.com/support





WORLD-WIDE MARKETING

DeRoyal's International Sales & Marketing Division consists of dedicated individuals who are experts in global cultures, currencies, export regulations, product registrations, and quality standards. Our passion is to make our relationships with our customers our first priority and to build strong partnerships throughout the world.

Our International staff is committed strictly to sales, marketing, and logistics outside the Continental USA, Alaska and Hawaii. With distribution in over 70 countries and on every developed continent, DeRoyal is experienced in all aspects of business, including, but not limited to, product registrations, CE marking, and ISO quality standards.

We smoothly expedite DeRoyal Orthopedic, Surgical, and Wound Care products, whether they are DeRoyal branded or private labeled, throughout most major markets worldwide. We provide viable solutions that focus on restoring health and mobility to our ever-expanding global customer base. This first quality service is just one mouse-click or phone call away.

DeRoyal.com/tradeshows

An aerial photograph of a city, likely Knoxville, Tennessee, showing a river winding through the urban landscape and mountains in the distance. The image is partially obscured by a large blue rectangular overlay containing text.

INTERNATIONAL DISTRIBUTION

Shipping over 37,000 pieces per day of medical products, DeRoyal has the potential to reach 750,000 customers in 70 countries. The daily fulfillment of orders is facilitated by DeRoyal's distribution facilities in East Tennessee.

Delivery is within a day's truck time for most of the eastern United States and can then be routed through nearby McGhee Tyson Airport located in Alcoa, Tennessee, USA. For global orders, DeRoyal's 3PL location in Amsterdam, Netherlands has readily available products for distribution to customers in Europe.

[DeRoyal.com/community](https://www.DeRoyal.com/community)



VOLUNTEERING
& SERVICE

HANDLING PRACTICES

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OUR COMMUNITY

Headquartered in Powell, DeRoyal is located in the heart of East Tennessee, where the state motto is "The Volunteer State." The long-standing "volunteer" spirit is strongly infused throughout our entire global operation. Our volunteerism is shown each year from the tremendous hours of service and contributions that come from our 1,900+ employees across 5 countries. At DeRoyal, we feel strongly about giving back and recognize that monetary donations are essential. However, there is no substitute for personal involvement. Each year, we support numerous civic and charitable projects with organizations in the local communities where our employees live, work, and play.

[DeRoyal.com/community](https://www.derooyal.com/community)



VOLUNTEERING



SERVING



GIVING



DeRoyal Industries, Inc.

USA & International Customer Support | 888.938.7828

Canada & USA Exporters | 800.327.3346

DeRoyal.com