

Baxter International Inc.



Baxter

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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 has a rich history of medical “firsts.” The company was responsible for the first commercially manufactured intravenous (IV) solutions, the first commercial kidney dialysis system, the first factor VIII concentrate to treat hemophilia and many other medical breakthroughs. More recent “firsts” include the first protein-free recombinant factor VIII and the first cell culture-derived pandemic influenza vaccine.

Life-Saving Products

Baxter products are infused, injected or inhaled more than two billion times annually (or six million times a day), each time to treat a life-threatening acute or chronic condition. 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 48,000 employees worldwide: to save and sustain lives.

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, IV and dialysis solutions and devices, drug packaging and delivery systems, and other technologies. Baxter’s businesses share expertise in medical plastics, biologics, sterilization and other scientific disciplines to create a range of 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. Baxter's greatest growth opportunities are in developing and emerging markets, where many people with life-threatening conditions are under-treated. As the economies of these countries continue to develop, Baxter is poised to meet their healthcare needs.



Manufacturing Strength

Baxter's manufacturing strength and commitment to quality are foundations of the company, built on 80 years in healthcare. With more than 50 production facilities in 27 countries, proprietary technologies, and complementary manufacturing platforms across its businesses, Baxter can produce high-quality products cost-effectively for local and regional markets, helping upgrade healthcare quality worldwide.



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 has been recognized for its commitment to sustainability, the company's approach to including its social, economic and environmental responsibilities among its business priorities.





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 blood-related conditions; products for regenerative medicine, such as proteins used to promote hemostasis and wound-sealing in surgery; and selected vaccines.

Kouichi Suzuki of Tokyo, Japan, 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.



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 the 1990s, Baxter 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 life-saving products and therapies for patients.

Dr. Jose Luis Franco (right) and Jessica Lineth Rojas at the Jeffrey Modell Diagnostic Center in Medellin, Colombia, test patients for Primary Immune Deficiency (PID), a large group of under-diagnosed diseases, some of which are characterized by lack of antibody production to fight infections. Baxter partners with the Jeffrey Modell Foundation to establish diagnostic centers worldwide to increase awareness and diagnosis of PID.

Hemophilia Therapy

Baxter is a leading manufacturer of 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 therapies for people that develop inhibitors against clotting factor. Baxter also has a number of R&D programs aimed at improving the treatment of hemophilia and other bleeding disorders. These include a recombinant factor IX therapy for hemophilia B, a recombinant therapy for inhibitor patients, and the first recombinant therapy for von Willebrand disease.

Antibody Therapy

Baxter is a leading provider of liquid immune globulin intravenous (IGIV), a plasma-derived antibody-replacement therapy that bolsters the immune systems of people with Primary Immune Deficiency (PID). Because PID often goes undiagnosed, Baxter works with physicians and patient advocate groups worldwide to increase awareness and diagnosis of this condition. Baxter’s immune globulin therapy also is being evaluated as a possible treatment for certain neurological disorders, including Alzheimer’s disease.

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.

Pulmonology Therapy

People with alpha-1 antitrypsin deficiency have reduced levels of a blood protein called alpha1-proteinase inhibitor. The condition can result in early onset emphysema and premature death. Baxter offers both liquid and lyophilized therapies that raise the level of alpha1-proteinase inhibitor in the blood.

Regenerative Medicine

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

Vaccines

Baxter provides vaccines for meningitis C, tick-borne encephalitis, and seasonal and pandemic influenza. Baxter's Vero cell technology, used in flu vaccine production, offers potential advantages over traditional egg-based vaccine production methods.

Wayne Vicknair has alpha-1 antitrypsin (AAT) deficiency, characterized by reduced levels of a naturally occurring blood protein called alpha1-proteinase inhibitor. The condition can cause breathing difficulties and result in early onset emphysema. Vicknair uses Baxter's AAT therapy to augment the level of alpha1-proteinase inhibitor in his blood and lungs.





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XENIUM XPH210

Baxter

81324G

0.9%
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Medical Products Business

Baxter's Medical Products 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, IV nutrition products, infusion pumps, and inhalation anesthetics. The business also is a leading provider of products and services for peritoneal dialysis, a home-based therapy for people with end-stage kidney disease, and other products used in dialysis therapy.

Baxter driver David Kirkpatrick delivers dialysis products to home kidney-disease patient Liam McMahon in Belfast, Northern Ireland. McMahon uses dialysis to cleanse his blood of toxins, waste and excess fluid normally removed by healthy kidneys. Baxter is a leading provider of products for home dialysis.



In 1931, Baxter introduced the first commercially produced IV solutions, premixed in glass containers and shipped 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 solution for safe and efficient delivery to patients. In recent years, Baxter's expertise in medication delivery has extended to IV nutrition products, infusion pumps and inhalation anesthetics. In renal therapy, Baxter introduced the first commercially built artificial kidney in 1956, making life-saving dialysis possible for people with end-stage kidney disease, and later helped commercialize peritoneal dialysis, the first home-based dialysis therapy.

Professor Claude Pichard, head of clinical nutrition at Geneva University Hospital in Switzerland, uses Baxter's triple-chamber container system to administer intravenous nutrition to patients who cannot take food orally or who have a compromised gastrointestinal tract. Nutritional components are mixed with the break of a seal and ready to administer at the point of care.

IV Solutions, Premixed Drugs, Infusion Pumps and Administration Sets

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 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, and the only company to offer all three modern inhaled anesthetics.

Drug Formulation and Pharma Partnering

Baxter continues to advance the clinical and commercial development of innovative drug and drug formulation technologies. 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.

Peritoneal Dialysis Products

In peritoneal dialysis (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 to cleanse waste products from the bloodstream. The solution is then drained and discarded. Baxter is a leading provider of PD solutions and other products for both continuous ambulatory peritoneal dialysis (CAPD) and automated peritoneal dialysis (APD). In CAPD, patients manually infuse their PD solution and perform solution exchanges several times a day. In APD, a machine conducts solution exchanges for the patient, usually overnight while the patient sleeps.

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. The company also is developing a home HD platform.

Continuous Renal Replacement Therapy (CRRT)

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

Peritoneal dialysis (PD) patient Juan Enrique Guevara of Veracruz, Mexico, is a professional soccer coach and owns a small company that manufactures gym shoes. As a home therapy, PD enables Guevara to work and spend time with his family.



Baxter Facts In Brief

Corporate Headquarters

Deerfield, Illinois, USA

Established

1931

Employees

Approximately 48,000 worldwide

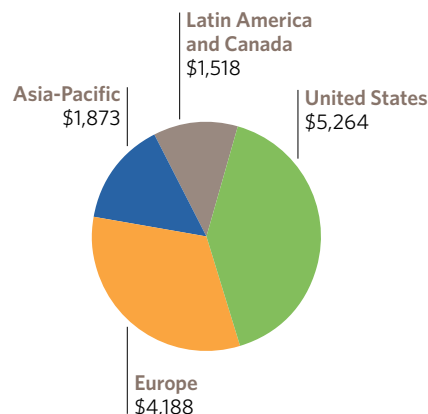
Businesses

- BioScience
- Medical Products

2010 Sales

\$12.8 billion

2010 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, as well as in conjunction with select R&D partners. Baxter had 14 programs in Phase III clinical trials in 2010.

2010 R&D Investment

\$915 million

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.

Operations

Baxter has operations (including offices and manufacturing/distribution facilities) in 62 countries. The company conducts business in more than 100 countries.

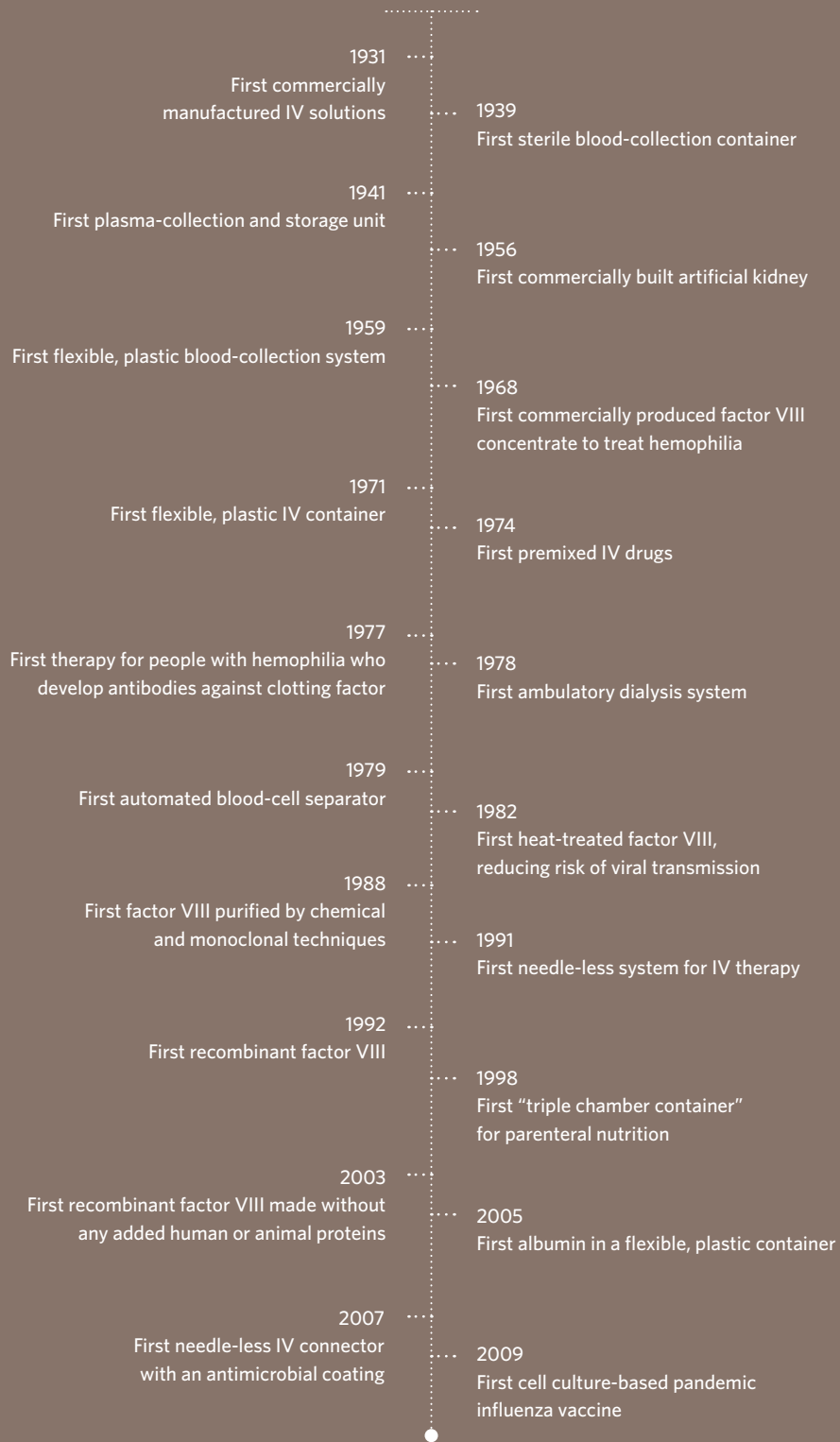
Sustainability

Baxter has been recognized by many sustainability-related organizations. In 2010, Baxter was named:

- to the Dow Jones Sustainability Index for the 12th straight year, and the Medical Products leader for the ninth time
- one of the Global 100 Most Sustainable Corporations by Corporate Knights Inc.
- to *Fortune* magazine's list of the World's Most Admired Companies
- first in the healthcare category of *Newsweek* magazine's "Green Rankings" of the 500 largest U.S. companies, and ranked 15th overall
- to the 100 Best Corporate Citizens list by *Corporate Responsibility* magazine

Baxter is a registered trademark of Baxter International Inc.

Baxter History Of Firsts



Baxter

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www.baxter.com

Regional Headquarters Locations

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Asia Pacific

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Shanghai, 200020, China

Latin America/Canada

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



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