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Dear all,

As background, our company is producing medical equipments and consumables in the hematology area. Our customers are hospitals and labs. They are paying by test (small bloodcount or big bloodcount), in this test is everything included. Means the instrument, the consumables and the service part. We offer several instruments with different parameter and flow rates.

The customers don't want to buy the instruments that mean it is a requirement of the market to offer lease contracts. Our aim is to place our products into the market and not earn money with the finance component.

Due to our business model we have a lot of replacements during a contract period.

Reasons could be as follows:

- Repair
- New instrument generation
- Change of parameters

Therefore it is nearly impossible for us to define a realistic residual value at the beginning of the contract.

We thought the new ED should bring some simplification for the leasing. From our point of view this target is not achieved. The new Ed would only generate additional fees for consultants and new employees because the rules and the handling are so comprehensive.

With best regards

Sysmex Deutschland GmbH