

# Acquisition of Value Plastics, Inc.

**Nordson Corporation**  
**September 2, 2011**



**VALUE PLASTICS, INC.**  
SPECIALISTS IN FLUID CONNECTIONS



# Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

Information in this presentation may contain “forward-looking statements,” as defined by this Reform Act. These statements are identified by words or phrases such as “are expected to,” “will likely result,” “is anticipated,” “estimates,” “will continue,” “outlook,” “project,” or similar expressions.

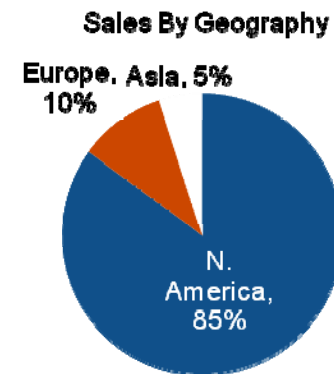
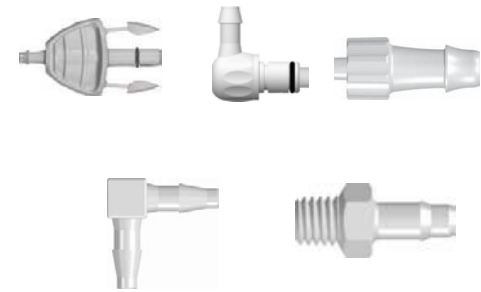
These forward looking statements are based on current expectations and involve risks and uncertainties. Consequently, Nordson Corporation’s actual results could differ materially from the expectations expressed in the forward-looking statements. Factors that could cause the Company’s actual results to differ materially from the expected results include, but are not limited to: fluctuations in currency exchange rates; a sales mix different from assumptions; deferral of orders; customer-requested delays in system installations; and unanticipated delays.

# Strategic Rationale

- Rapidly growing, high performing market leader
- Recurring revenue stream – single use product
- Provides customers with differentiated, real and sustained value
- Adds to growing presence in medical end markets
- Non-cyclical addition to Advanced Technology segment
- Leverage Nordson global presence to accelerate growth – geographic and industrial market expansion

## Value Plastics Summary

- A leading designer and manufacturer of highly engineered, single-use fluid connection components used primarily in mission-critical flow control applications for medical markets.
- Located in Fort Collins, Colorado
- Approximately 75 employees
- Diverse customer base is leading medical device equipment manufacturers, with several key accounts under long-term contracts.
- Highly automated, best-in-class manufacturing operations
- Management team remains in place post acquisition



# Product Overview

- Broad portfolio of single-use low pressure fluid management products
- High technology, precision plastic molding
- Low-dollar-cost, high-value-add
- Several new proprietary products scheduled for launch in 2011-12
- 31 patents and 30 trademarks; 41 patent applications outstanding

Quick Connects



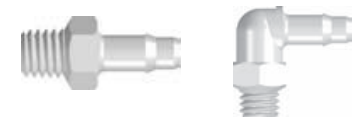
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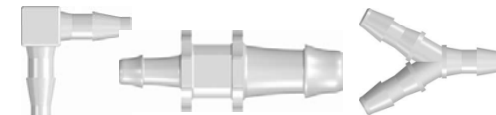
Luers



Threaded



Tube to Tube



Blood Pressure



# Major Applications

- General Insufflation, Irrigation and Aspiration Sets.
  - Wound drainage and treatment; minimally invasive surgery
- Single-Use Container Systems
  - Often used in biopharmaceutical applications
- Cardiovascular Surgery
  - Heart-lung packs for transporting blood and other liquids
- Blood Management
  - Transfusion sets and blood-collection apparatus
- Ophthalmic/Cataract Surgery
- Anesthesia Procedures
- Industrial
  - pneumatic control, water treatment, instrumentation, others

# Market Drivers

- Aging population and increasing life expectancies
  - US seniors to nearly double from 40 million in 2010 to 72 million in 2030.
- Worldwide healthcare growth
  - population increases and improving long-term economic conditions in developing countries.
- Conversion to disposable products
  - Trend to disposable products to reduce cost and improve sanitary conditions.
- Pace of product innovation
  - New discoveries in surgical procedures and treatment are driving demand for innovation in medical devices and components.
- Medical OEMs continue to outsource components
  - Trend favors specialized, high quality suppliers

# Nordson Strategy - Expanding Medical Platform

- Value Plastics adds to Nordson's expanding suite of offerings for the growing, profitable and non-cyclical medical market

Medical Components



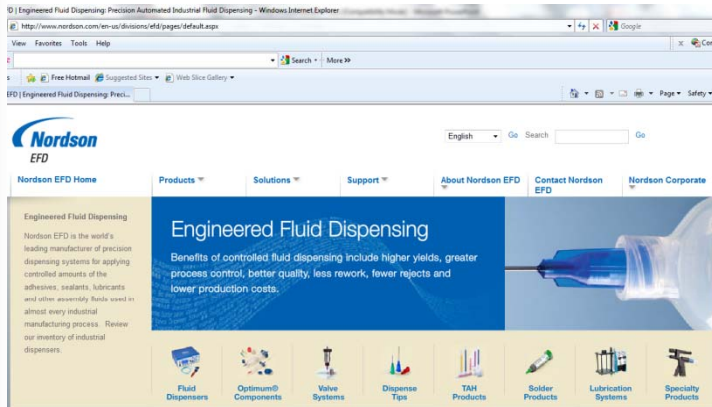
Biomaterial Delivery



Medical Device Assembly



# A Business Model Nordson Understands – Strong Fit with Nordson EFD Product Line Core Competencies



Nordson EFD Competencies	Value Plastics
A market leader with broad portfolio of products	√
Low-dollar cost/ High value-add, mission critical to overall system	√
Quality standard in industry	√
Single use components – recurring consumables revenue	√
Precision plastic injection molding	√
Differentiated customer service (product availability, lead time etc.)	√
Highly efficient sales model	√
Large, diverse, loyal customer base	√