



Sanderling Renal Services Receives Equity Investment from Mitsui USA

Sanderling Renal Services (“SRS”) has received an equity investment from Mitsui & Co. (U.S.A.), Inc. (“Mitsui USA”), a US subsidiary of Mitsui & Co., Ltd.

Founded by Dr. Jerome Tannenbaum in 2012, Sanderling Renal provides dialysis and renal services for unserved and underserved communities in the US. SRS currently has 4 clinics in 3 states and 4 more are set to open this year. The company will use Mitsui’s investment to continue expansion through the opening of denovo clinics.

Regarding the investment, Dr. Tannenbaum, CEO, remarks “we are happy to have Mitsui as a strategically minded partner who can help us grow by connecting us to their broad global network.”

The healthcare investment portfolio of Mitsui, a global Japanese trading and investment conglomerate, includes IHH, the largest for profit hospital chain in Asia, as well as investments in the pharmaceutical manufacturing and CRO space, healthcare staffing & education, healthcare robotics, and senior living facilities. Sanderling Renal is Mitsui’s first investment in dialysis in the US.

Junjiro Sato, GM of Mitsui USA Healthcare Business Department comments on Mitsui’s decision to invest in SRS, “Dialysis is a growing market throughout the world. We were attracted by Sanderling’s innovative business model and “closer to the home” focus. With shifting reimbursement trends and increasing demand from patients to be able to maintain their lifestyle while on dialysis, the Sanderling model is well suited to meet the changing environment and bring a better quality of life to patients.”

Sanderling Renal Services is the fourth national dialysis company founded by Dr. Tannenbaum. Prior companies he founded and led include: REN Corporation-USA, National Nephrology Associates and DSI Renal. REN was acquired by Gambro, National Nephrology by Renal Care Group, and DSI Renal by DaVita. The total market value of the three companies, when acquired, exceeded \$1.5 Billion. Each was started through de-novo development of a few clinics, and each grew to national prominence within 3 years of being founded.

In addition to Mitsui USA, Sanderling Renal’s shareholder list includes over 35 nephrologists.

About Sanderling Renal Services

Mission Statement

Throughout the country, many communities lack access to nephrologists, dialysis clinics, or home treatment options. Sanderling Renal’s mission is to provide convenient access to renal care in underserved communities and improve patient outcomes and quality of life. Sanderling Renal accomplishes this through a commitment to community based care and an innovative approach which includes access to all treatment modalities and home dialysis.

Community Based Care

Sanderling Renal works with local hospitals to provide access to renal care to the residents of their communities. The company provides on-demand access to nephrologists through their telenephrology network as well as acute dialysis services, allowing the local hospital to keep patients who require renal care or dialysis within the community. Sanderling Renal also provides CKD clinics utilizing their telenephrology network to provide ongoing monitoring and care for these patients.

“Right-sized” Centers

Sanderling Renal works with hospitals and local nephrologists to establish appropriately sized dialysis clinics located in or close to the local hospital. In addition to providing outpatient dialysis care within the community, they also provide home training programs for the surrounding communities.

Multi-modality

Sanderling Renal believes in utilizing all available dialysis modalities to support optimal clinical outcomes and quality of life. Sanderling currently provides in-center hemodialysis, Peritoneal Dialysis, home hemodialysis, and nocturnal in-center programs.

Staff assisted Home Hemodialysis

Self-performed home hemodialysis can be highly intimidating for many patients and their family members. Sanderling Renal’s solution often includes providing continued staff support to perform the treatment with the patient at their home. This option greatly expands the population of patients who can enjoy the benefits of dialyzing in their own home. Sanderling also provides dialysis services to patients at skilled nursing facilities.

About Mitsui USA

Mitsui & Co. (U.S.A.), Inc. (“Mitsui USA”) was incorporated in 1966 in New York as a wholly owned subsidiary of Mitsui & Co., Ltd., Tokyo, Japan, one of the most diversified and comprehensive trading, investment and service enterprises in the world with a global network of 140 offices in 65 countries/regions worldwide as of April 1, 2015. Mitsui is multilaterally pursuing business that ranges from product sales, worldwide logistics and financing, through to the development of major international infrastructure and other projects in the following fields: Iron & Steel Products, Mineral & Metal Resources, Infrastructure Projects, Integrated Transportation Systems, Chemicals, Energy, Food Resources, Food Products & Services, Consumer Services, IT & Communication Business, and Corporate Development Business.

Mitsui USA aspires to meet the needs of its customers as “Your Global Business Partner[®],” while remaining committed to sustainable growth and good corporate citizenship.