



TAPE
WEEK
2025



STROUSE

The Cutting Edge of the Medical Market

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Disclaimer

My presentation title is an example of my “bad sense of humor”

There will be no revolutionary breakthroughs in this presentation!

I know, so sad....

If you want your money back, you can talk to Ginnie afterwards.



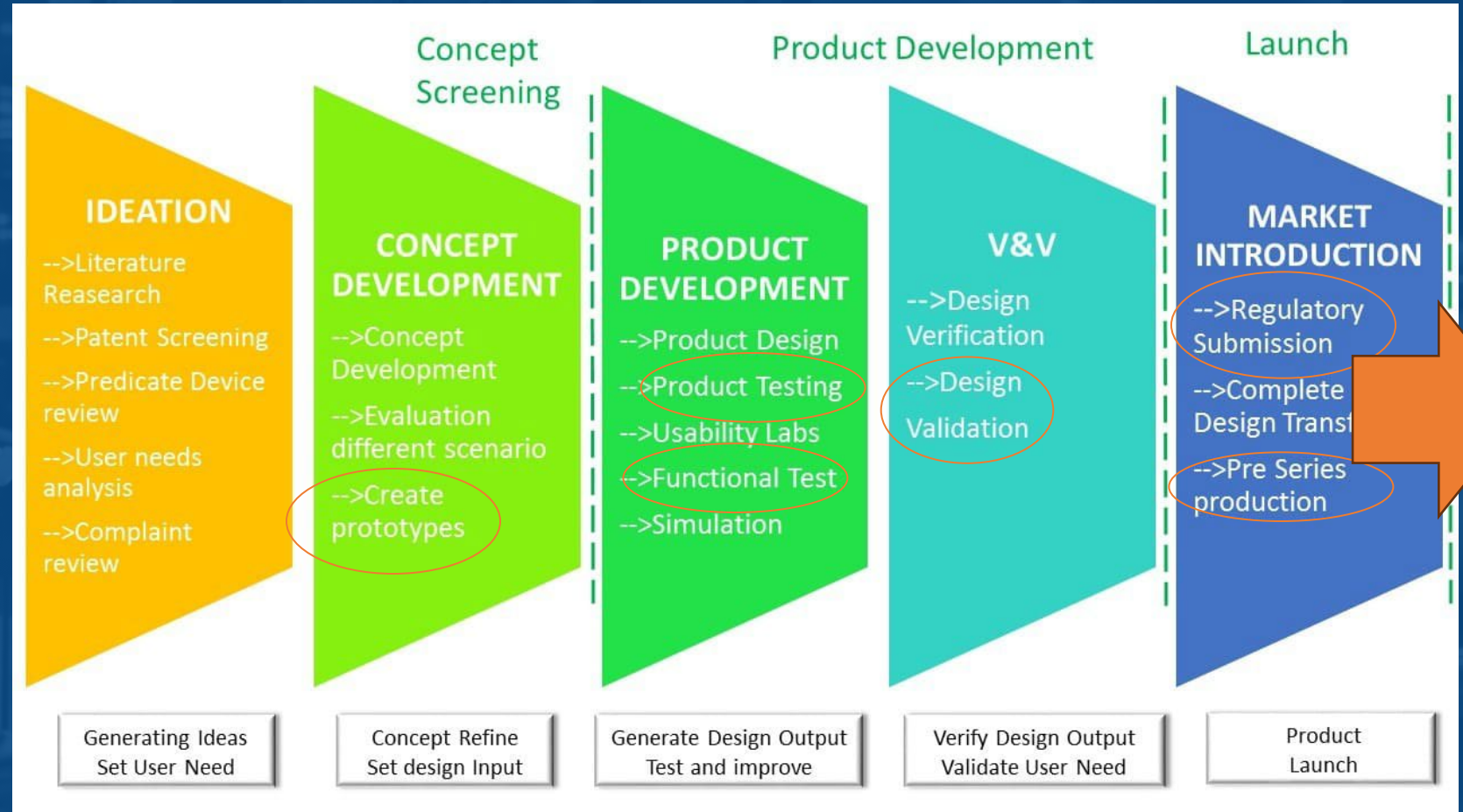
Trends - Defined

Trends are gradual shifts in technology, design, and priorities that evolve over time.



The Role of Converters in Medical Innovation

Converters like Strouse bridge the gap between raw materials and finished medical device components



Something to keep in mind...

For a converter like Strouse, we see everything in terms of die-cutting.

The solution we are providing depends on the type of materials. Our processes do not, by themselves, indicate an actual solution. They are a service.

As a result, we tend to group materials based on the solution they provide rather than the type of material.



Trend #1 – Smart Health

Growing adoption of intelligent, connected medical solutions (e.g., wearables, sensors, telehealth devices).

Why?

Movement toward technology-driven, patient-centric solutions that improve outcomes, efficiency, and accessibility

Examples

- CGMs (tried and true)
- ECG Monitors
- Tracking Vital Signs
- Smartwatches and Fitness Trackers
- Smart Inhalers



Smart Health

Needed Solutions

- Stick to Skin
- Bonding to Devices
- Sealing Devices
- Connectivity
 - To the patient
 - To the device

Requirements for Manufacturing

- Relevant certifications for materials
- ISO 13485
- Cleanroom (level depends)
- Six Sigma quality
- Precision components with tight tolerances
- Longer wear materials
- Complex laminations

Trend #2 - Miniaturization



Regardless of whether devices or components are getting smarter, they are getting smaller

Why?

Patient Experience

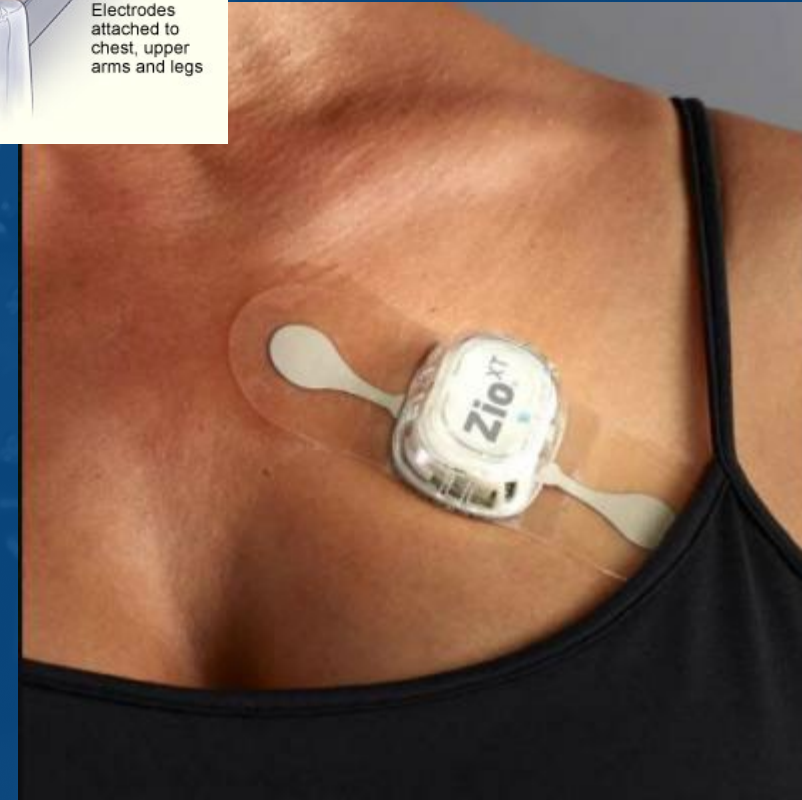
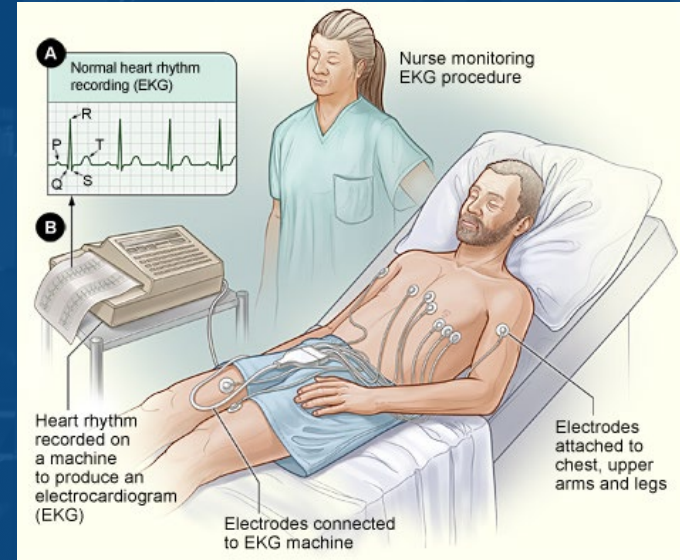


Miniaturization

Devices are getting smaller, more lightweight, and less obtrusive to improve wearability and portability

The main challenge is that you have to do more with less.

Miniaturization means a greater need for advanced materials and more complex parts with greater precision





Trend #3 – Greater Accessibility to Diagnostics

Ok, so brace yourselves, but you all remember Covid, right?

Such a fun time that I'm sure we all miss dearly.

One of the silver linings of COVID is that it accelerated rapid diagnostic testing rapidly (PCR tests)

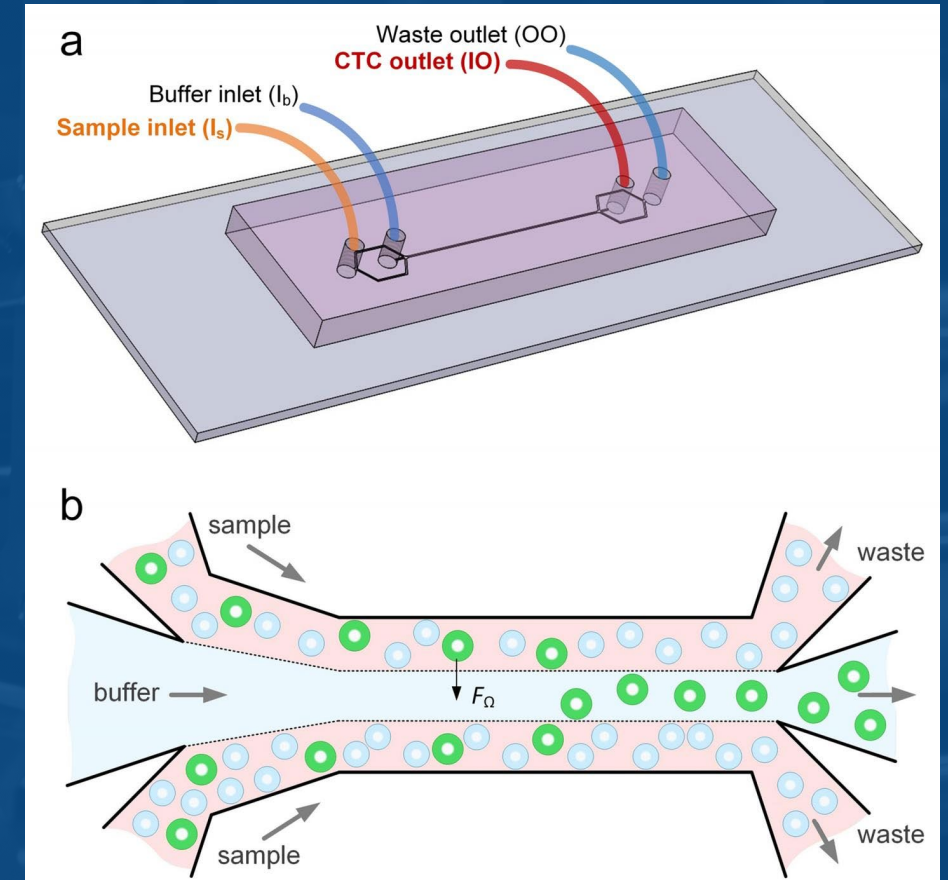
Why is it a trend?

Faster diagnosis leads to better outcomes.



Greater Accessibility to Diagnostics

- Diagnostics are being pushed from labs to doctors' offices
- Remote testing also saw technological advancements
 - When it isn't possible to get to a doctor's office
- Advanced microfluidic devices are continuing to be developed at rapid pace for a wide variety of applications





Greater Accessibility to Diagnostics

What does it mean for converters and the PSA market?

- These devices are advanced assemblies designed to take the place of a dedicated machine
 - It usually involves a stiffer layer (hard plastic) and some assembly to put it all together
- They are precise applications that require stable materials and advanced manufacturing
 - Materials have to be incredibly consistent and clean



Summary

- The ability to collect better health data is driving a lot of development in the medical space.
 - Better Data = Better Outcomes
- **Products are getting smaller and more complex**
 - All in the name of improving the patient experience
- **The development process is (still) involved, and it can take a long time**
 - With things getting more and more complex, this process is taking a lot longer as well
- **Manufacturing processes are getting more complex, which is going to put a higher requirement on everything involved from materials to dies to the inspection process**



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