



Hansen Medical, Inc. Corporate Backgrounder

Hansen Medical, Inc. (NASDAQ: HNSN), is the global leader in flexible robotics and the developer of robotic technology for accurate 3D control of catheter movement. Fred Moll, M.D., Rob Younge and Dan Wallace founded the company in 2002 on the premise of developing a new generation of advanced medical robotics that would enhance physicians' capabilities, as well as protect them while providing improved care for patients.

The company's Sensei® Robotic Catheter System and Artisan™ Control Catheter were the first realization of this vision. The Sensei system overcomes limitations of past technologies by facilitating accurate positioning, manipulation and stable control of catheter and catheter-based technologies during electrophysiology (EP) procedures.

In November 2006, Hansen Medical completed a successful initial public offering, and in May 2007, the Sensei system received U.S. Food & Drug Administration (FDA) clearance for manipulation and control of certain mapping catheters in EP procedures. In addition, the Sensei system was CE Marked in the European Union for use during EP procedures, such as guiding catheters in the treatment of atrial fibrillation (AF), in May 2007, followed by the company's first customer shipment that same month.

In June 2008, the FDA cleared our CoHesion™ 3D Visualization Module for use in complex EP mapping procedures. The CoHesion module integrates 3D motion control of the Sensei system with 3D visualization of the EnSite™ electroanatomic mapping system from St. Jude Medical, Inc. to provide clinical confidence in catheter placement.

The company launched its next generation robotic catheter system in the U.S., the Sensei X system and its new Artisan Extend™ Control Catheter in September 2009, after receiving FDA clearance. This next generation medical robotic system offers physicians' improved procedural workflow and enhancements in catheter control and responsiveness within the heart during EP procedures. During clinical evaluations, physicians indicated that the Sensei X system and the Artisan Extend control catheter improved their technical capabilities during EP procedures, while continuing to reduce radiation exposure to both patient and physician.

The Sensei X platform supports the company's CoHesion™ 3D Visualization Module and its IntelliSense® Fine Force Technology with a tactile vibration feature. IntelliSense technology measures the forces on the proximal end of the catheter and provides immediate visual and tactile feedback through vibration of the instinctive motion controller. This is important because evidence suggests a link between force and map quality.¹

Hansen Medical's technology is helping physicians to establish a new platform to continue to increase the adoption and utilization of robotics in EP procedures by enabling a new class of percutaneous procedures using advanced electromechanical technology. Electrophysiology, the initial market to benefit from Hansen Medical's technology, includes procedures for the identification of arrhythmias.

Several studies are beginning to appear in peer-reviewed journals describing the clinical success using Hansen Medical's technology. In one European study, findings showed increased efficacy, decreased procedure time, decreased fluoroscopy time and reduced RF energy delivery

¹ Okumura Y, Johnson S, Packer D. An analysis of catheter tip/tissue contact force induced distortion of three-dimensional electroanatomical mapping created using the Sensei Robotic Catheter System. *Heart Rhythm* 2007; 4:S318

for robotic navigation in comparison to manual technique for complex cardiac procedures.² Hansen Medical believes that use of the Sensei system results in improved catheter control, improved contact with tissue and the ability to make contiguous lesions in a systematic approach, which is crucial for effective treatment during catheter-based EP procedures.

Both the Sensei system and the Sensei X platform are built upon an open architecture design. Hansen Medical's commitment to open architecture allows for compatibility with a broad range of leading imaging companies including St. Jude Medical, Philips Healthcare, GE Healthcare and Siemens Healthcare.

Hansen Medical's technology is compatible with fluoroscopy, ultrasound, 3D surface map and patient electroanatomical data. Although the Sensei system was developed initially for EP, the company is investigating applications for the technology in catheter-based procedures outside of this market including vascular surgery and structural heart disease.

Hansen Medical is headquartered in Mountain View, California and its European Subsidiary is located in Brentford, Middlesex, UK. There are approximately 175 employees working for Hansen Medical as of June 2010. Additional information can be found at www.hansenmedical.com.

Forward-Looking Statements

This corporate backgrounder contains forward-looking statements regarding, among other things, statements relating to expectations, goals, plans, objectives and future events. Hansen Medical intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of the Exchange Act and the Private Securities Litigation Reform Act of 1995. Examples of such statements include statements about the creation of integrated products and the resulting benefits of such products, the speed and scope of the adoption of Hansen Medical's products by the medical community, and the applicability of its technologies to other markets. These statements are based on the current estimates and assumptions of Hansen Medical management as of the date of this backgrounder and are subject to risks, uncertainties, changes in circumstances, assumptions and other factors that may cause actual results to differ materially from those indicated by forward-looking statements. Important factors that could cause actual results to differ materially from those indicated by such forward-looking statements include, among others, the risks and uncertainties inherent in Hansen Medical's business, including potential safety and regulatory issues that could slow or suspend its sales; its ability to effectively sell, service and support its products; the scope and validity of intellectual property rights applicable to its products; competition from other companies and its ability to obtain additional financing to support its operations. These and other risks are described in greater detail under the heading "Risk Factors" contained in Hansen Medical's periodic SEC filings.

The safety and effectiveness of the Sensei system for use with cardiac ablation catheters in the treatment of cardiac arrhythmias, including atrial fibrillation (AF), have not been established.

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EnSite is a trademark of St. Jude Medical.

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² Kautzner J, Peichl P, Cihak R, Wichterle D, Mlcochova H. Early Experience with Robotic Navigation for Catheter Ablation of Paroxysmal Atrial Fibrillation. *Pacing and Clinical Electrophysiology*. 2009; 32: S1, p S163-S166.