



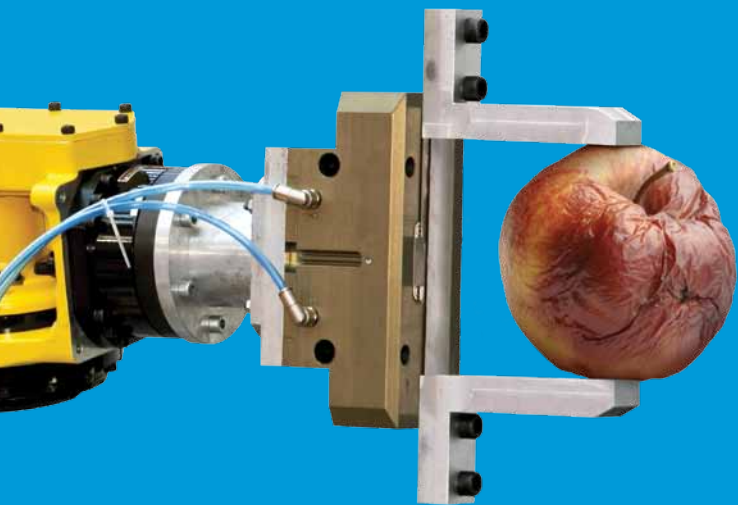
## Choose with confidence.

Let the #1 knee joint replacement company in the world help improve your contribution margin and provide unequaled clinical results for your patients<sup>1,2</sup>. For more information on patient specific partial knee replacement technology, call Zimmer at 1-855-PSI-4ZUK.



# Question:

How can robotic knee technology improve your bottom line by **\$3,808,512**?



# Answer: It can't.

Let's compare apples to apples and see why Zimmer offers you a better choice.

Robotic partial knee surgery is extremely expensive, much more than you may think. It also locks you into providing your patients with an implant with no long-term clinical data that costs you a premium. There is an alternative. *Zimmer® Patient Specific Instruments for the Zimmer®*

Unicompartmental High Flex Knee allow you to market the appeal of personalization with the confidence of knowing your patients will receive the most clinically proven partial or total knee replacement,<sup>1,2</sup> at a total cost that is significantly lower than robotics.



## Clinical Comparison

	Robotic Surgery and Implant <sup>3</sup>	Zimmer Unicompartmental Knees <sup>4</sup>
Survivorship @ 4 Years	97.6% <sup>5</sup>	100% <sup>6</sup>
Survivorship @ 6 Years	no data	100% <sup>6</sup>
Survivorship @ 13 Years	no data	98% <sup>7</sup>
Survivorship @ 15 Years	no data	95% <sup>7</sup>
Years Unicompartmental Implants on Market	5	24 <sup>8</sup>
Years of Follow-up in Clinical Articles	4 <sup>5</sup>	15 <sup>7</sup>
Type of Femoral Prep	Resurfaced <sup>9</sup>	Faceted cuts
Coating Surface	No coating <sup>9</sup> (grit blasted)	PMMA
Patient-Specific Guides	No	Yes <sup>10</sup>

The Zimmer Advantage: World's best performance<sup>1,2</sup>

## Economic Comparison

	Robotic Surgery and Implant <sup>11</sup>	Zimmer Unicompartmental Knee <sup>12</sup>
Capital Equipment Average Selling Price	\$850,000 <sup>13,14,15</sup>	\$0
Capital Cost Per Procedure <sup>16</sup>	\$1,968	\$0
Annual Maintenance Fee	\$85,000 <sup>13,14,15</sup>	\$0
Maintenance Cost Per Procedure <sup>16</sup>	\$984	\$0
Tibial Onlay Implant + Disposables Per Procedure	\$6,200 <sup>17</sup>	\$5,000 <sup>12</sup>
OR Time Required for Surgery	132 minutes <sup>18</sup>	60 minutes
OR Time Cost Per Procedure <sup>19</sup>	\$8,184	\$3,720
Additional OR Staff <sup>20</sup>	\$200	\$0
Overall Procedure Cost	\$17,536 (Nearly 150% DRG)	\$8,720
DRG for Unicompartmental Knee <sup>21</sup>	\$11,750	\$11,750
Net Profit Per Procedure	-\$5,786	\$3,030
Net Profit over the first 5 years	-\$2,499,552	\$1,308,960

The Zimmer Advantage: + \$3,808,512

1. 2011 Australian National Registry 2. National Joint Registry for England and Wales 3. Data compiled from the following products: Mako all-poly onlay design, Restoris MCK MultiCompartmental and Restoris Unicompartmental Knee Systems. 4. Data compiled from the following products: Zimmer® Unicompartmental High Flex Knee, M/G® Unicompartmental Knee. 5. MAKO Surgical Corp. 2010 Annual Report 205125 r00 02/11.Zi 6. Zimmer Unicompartmental High Flex Knee. Panni et al. Unicompartmental Knee Replacement Provides Early Clinical and Functional Improvement Stabilizing Over Time. *Knee Surg Sports traumatol Arthrosc.* July 2011. 7. M/G Unicompartmental Knee. Berger et al. The progression of patella femoral arthrosis after Medial Unicompartmental Replacement. *CORR* 2004 8. M/G Unicompartmental Knee data on file at Zimmer. 9. Restoris Technical Data Sheet 203012 r02 07/10. 10. Only available with Zimmer Unicompartmental High Flex Knee. 11. Price figures for Restoris MCK onlay + disposables. 12. Price figures for Zimmer Unicompartmental High Flex Tibial Onlay Knee with Zimmer Patient Specific Implants. 13. MAKO Surgical Corp. 4th Quarter and Full Year 2011 Conference Call. 1/12/2012. 14. MAKOplasty Financial Summary Report 203003 r01 12/09. 15. MAKO Surgical Corp. Reports Operating Results for the Third Quarter 2011. 11/9/2011. 16. Calculated using average hospital volume of 7.2 procedures per month and 5 years depreciation period. 17. Sample of hospital invoice pricing for Restoris MCK onlay + disposables. 18. Pearle AD, O'Loughlin PF, Kendoff DO. Robot-Assisted Unicompartmental Knee Arthroplasty. *Journal of Arthroplasty.* Vol 25 No. 2 2010. 19. Calculated using \$62/minute OR cost. Shippert, D. A Study of Time-Dependent Operating Room Fees and How to Save \$100,000 by Using Time-Saving Products. *American Journal of Cosmetic Surgery.* Vol 22, No. 1, 2005. 20. Cost may vary per hospital, but additional OR staff often necessary to run robotic system. 21. Medicare National Average. ©Zimmer, Inc. 2012 All trademarks are the property of their respective owners.