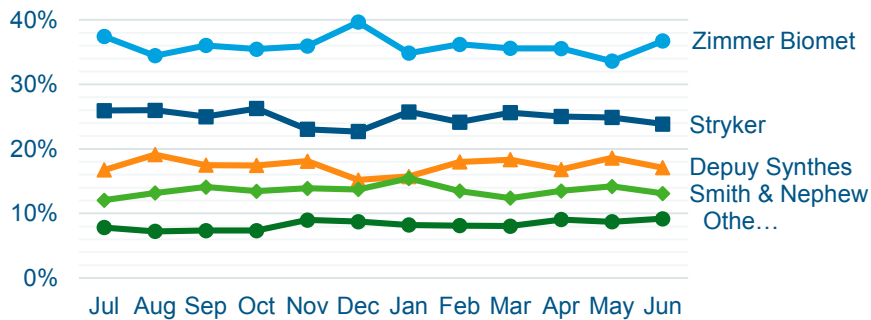


Large Joint Orthopedics

Let IQVIA's market intelligence and insight help you...

- Optimize your sales force by understanding procedure volumes for all physicians, hospitals, ASCs, and IDNs.
- Capture share by observing changes in product mix and pricing in real-time to formulate more immediate response.
- Drive patient flows by using referral networks to focus resources on the right upstream/downstream practitioners.
- Fill your sales pipeline by identifying new performing practitioners as they adopt.

Hospital-based Knee Implant Share Jul 2017 – Jun 2018

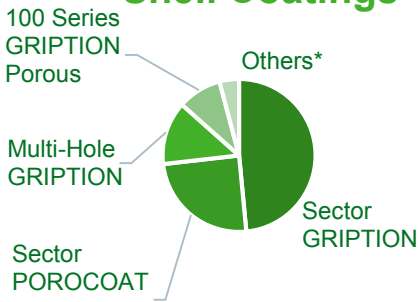


* Includes Aesculap, ArthroSurface, Conformis, Consensus Ortho, Corin USA, DJO, Exactech, Lima, Medacta, Microport Ortho, OMNlife Science, Ortho Development, Orthosensor, Osteoremedies, Stelkast, Total Joint Ortho, United Orthopedic, Wright Medical, and more.

Top Selling Knee SKUs

SMITH & NEPHEW	SKU# 7170-9000 JOURNEY II TOTAL \$2,660,118 in Jun Sales
ZIMMER BIOMET	SKU# 42-5570-001-14 PERSONA 14MM STEM \$2,253,059 in Jun Sales
CONFORMIS	SKU# TCR111111 ITOTAL LEFT C \$1,647,845 in Jun Sales
STRYKER	SKU# 5521-B-300 TRIATHLON TIB BASE \$1,433,472 in Jun Sales

DePuy Synthes Pinnacle Hip Shell Coatings



Top Knee GPOs



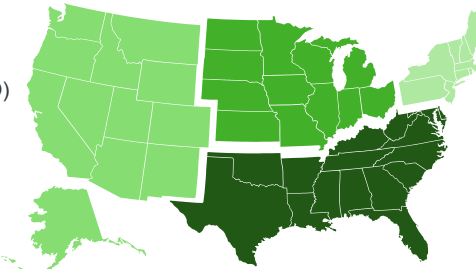
Top Primary Knee Surgeons, by Region

MIDWEST

1. Richard Berger (IL)
2. Donald Knapke (MI)
3. Jeffrey Yergler (IN)
4. William Schroer (MO)
5. Raju Ghate (IL)

WEST

1. Kirk Kindsfater (CO)
2. Andrew Yun (CA)
3. John Dearborn (CA)
4. Alexander Sah (CA)
5. Stephen Howell (CA)



NORTHEAST

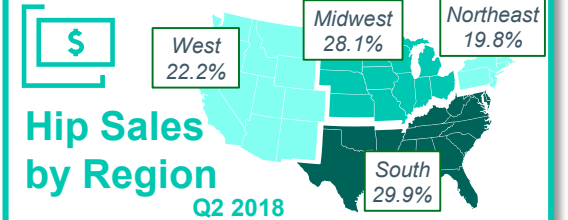
1. Scott Schoifet (NJ)
2. Alvin Ong (NJ)
3. Robert Goldman (NJ)
4. Fabio Orozco (NJ)
5. Rajesh Jain (NJ)

SOUTH

1. Vuong Nguyen (FL)
2. Rick Bassett (TX)
3. Kenneth Martin (AR)
4. Richard Sweet (KY)
5. Wayne Goodson (AL)

Top Hip IDNs

1. HCA Healthcare
2. Ascension Health
3. Trinity Health
4. Catholic Health Initiatives
5. Providence St Joseph Health



Sunshine Payments: Orthopedics vs. Other

