Zimmer Holdings Strategic Focus Reflected in Highlights of AAOS Meeting

Feb 16, 2007

SAN DIEGO, Feb 16, 2007 /PRNewswire-FirstCall via COMTEX News Network/ -- Zimmer Holdings, Inc. (NYSE: ZMH; SWX: ZMH), a world leader in orthopaedics, today concluded its first American Academy of Orthopaedic Surgeons (AAOS) meeting following the adoption of a new set of strategic initiatives aimed at focusing the company on areas it believes are clear competitive advantages.

"We have evolved from the strategic initiatives that served us well for nearly 10 years to a new set of guiding principles captured in the words 'Enable, Innovate and Grow,'" said Ray Elliott, Chairman, President and CEO of Zimmer Holdings, Inc. "This led us to focus on six key areas at the AAOS meeting that clearly differentiate us -- our exclusive Zimmer(R) Gender Solutions(TM) Technology; the BRIGIT(TM) Bone Resection Instrument Guide and our Computer Assisted Solutions; Trabecular Metal(TM) Technology; Zimmer(R) Health Economics; Zimmer(R) Minimally Invasive Solutions(TM) (MIS) Procedures and Technologies; and Zimmer Institute advanced professional medical education."

The following are highlights of each area from this week's meeting:

- Zimmer Gender Solutions Technology -- Zimmer created the first knee implant designed specifically to fit the female anatomy, which was initially introduced at the 2006 AAOS meeting. After being cleared for sale in the U.S. in May 2006, the product was launched on a schedule that gradually ramped up during the year. Nearly 10,000 Gender Solutions Knees were implanted in the fourth quarter of 2006 and the Company has an aspirational goal of an additional 12,000 to be implanted in the first quarter of 2007. At the 2007 AAOS, Zimmer introduced its developments in the area of gender-specific hips, including a hip stem with a new head-neck assembly design called Kinectiv(TM) Technology, and the application of more flexible PEEK-based EPOCH(R) Hip Technology. The head-neck design is intended to independently accommodate anatomical differences in women.

- BRIGIT System/Computer Assisted Solutions -- The BRIGIT system is an intelligent cutting tool that the surgeon guides through the various

bone cuts required for a joint replacement surgery. The system is designed to increase efficiency and accuracy in the operating room, while permitting an increase in procedure volume. Zimmer also introduced its disposable ICE Cube(TM) Instruments, which enable a surgeon to use a new instrument for every computer navigated procedure through an innovative single-use, modestly priced, sterile packaged design.

- Trabecular Metal Technology -- A Zimmer-exclusive material that has been in clinical use for 10 years and is now being applied across Zimmer's business units, including Zimmer Spine. The Company refers to the technology as The Best Thing Next to Bone(TM) because it is very similar to natural bone in its porosity, structural strength and bending characteristics, making it an ideal choice for orthopaedic implants. Because it is a free-standing structure rather than a surface coating, it allows for the development of strong, completely porous devices.

- Health Economics -- Zimmer is an industry leader in establishing the economic value of orthopaedic solutions. Further, in 2006, Zimmer acquired the Human Motion Institute(R), which helps health care institutions develop and organize themselves to become more efficient and marketable in their orthopaedic service line through application of the proprietary OrthoVal(R) System.

- Zimmer Minimally Invasive Solutions -- Zimmer was the pioneer and is a leader in applying minimally invasive surgery concepts to joint replacement; the Company now offers a wide variety of Minimally Invasive Solutions techniques and has introduced MIS-specific products, all with the goal of returning patients more quickly to their productive lives while minimizing the impact of recovery and rehabilitation on the health care system. Research papers have been produced assessing Zimmer Minimally Invasive Solutions techniques in over 2,500 cases.

- Zimmer Institute -- Originally focused on Zimmer Minimally Invasive Solutions surgical procedures, the Company is expanding its advanced professional medical education efforts across its product line. The Company's hub Institute location is at its headquarters in Warsaw, Indiana, but it has expanded to satellite locations around the world, including a location for Dental implantology. Zimmer believes its focus on leadership in teaching new techniques is not matched by its competitors.

"We are excited about the possibilities for Zimmer in 2007," said Elliott. "We are focused on real patient needs and on assisting surgeons in addressing those needs in innovative ways. While our strategic initiatives represent an evolutionary rather than revolutionary change, our technologies and service offerings are designed to 'disrupt' the status quo in our markets and further differentiate Zimmer from our competitors."

About the Company

Founded in 1927 and headquartered in Warsaw, Indiana, Zimmer is the worldwide #1 pure-play orthopaedic leader in designing, developing, manufacturing and marketing reconstructive and spinal implants, trauma and related orthopaedic surgical products. Zimmer has operations in more than 24 countries around the world and sells products in more than 100 countries. Zimmer's 2006 sales were approximately $3.5 billion. The Company is supported by the efforts of nearly 7,000 employees worldwide.

Visit Zimmer on the worldwide web at www.zimmer.com

Zimmer Safe Harbor Statement

This press release contains forward-looking statements within the safe harbor provisions of the Private Securities Litigation Reform Act of 1995 based on current expectations, estimates, forecasts and projections about the orthopaedics industry, management's beliefs and assumptions made by management. Forward-looking statements may be identified by the use of forward-looking terms such as "may," "will," "expects," "believes," "anticipates," "plans," "estimates," "projects," "assumes," "guides," "targets," "forecasts," and "seeks" or the negative of such terms or other variations on such terms or comparable terminology. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that could cause actual outcomes and results to differ materially. These risks and uncertainties include, but are not limited to, our ability to successfully integrate acquired businesses, the outcome of the Department of Justice investigations announced in March 2005 and June 2006, price and product competition, rapid technological development, demographic changes, dependence on new product development, the mix of our products and services, supply and prices of raw materials and products, customer demand for our products and services, control of costs and expenses, our ability to conduct a successful search for a new chief executive officer and the ability of the new chief executive officer to gain proficiency in leading our company, our ability to form and implement alliances, international growth, governmental laws and regulations affecting our U.S. and international businesses, including tax obligations and risks, product liability and intellectual property litigation losses, reimbursement levels from third-party payors, general industry and market conditions and growth rates and general domestic and international economic conditions including interest rate and currency exchange rate fluctuations. For a further list and description of such risks and uncertainties, see our periodic reports filed with the U.S. Securities and Exchange Commission. We

disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be set forth in our periodic reports. Readers of this document are cautioned not to place undue reliance on these forward-looking statements, since, while we believe the assumptions on which the forward-looking statements are based are reasonable, there can be no assurance that these forward-looking statements will prove to be accurate. This cautionary statement is applicable to all forward-looking statements contained in this document.

SOURCE Zimmer Holdings, Inc.

Media, Brad Bishop, +1-574-372-4291, or bradley.bishop@zimmer.com, or Investors, Sean O'Hara, +1-574-371-8032, or sean.f.ohara@zimmer.com, or Sam Leno, +1-574-372-4790, or sam.leno@zimmer.com, all of Zimmer Holdings, Inc.
http://www.zimmer.com

Copyright (C) 2007 PR Newswire. All rights reserved

News Provided by COMTEX

Close window | Back to top