



# Orthopaedic Reconstruction

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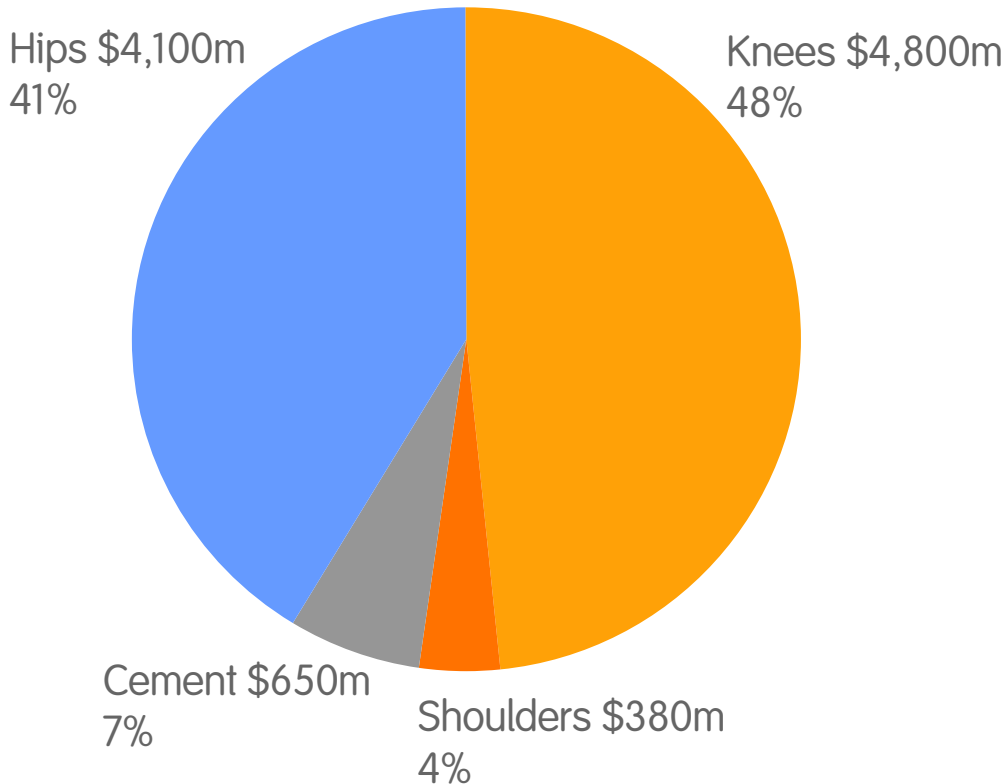
Vice President, Global Marketing

15<sup>th</sup> November, 2006

150  
years  
Innovation.  
For generations.

# 2006 – New product momentum

**Global Market = \$9.5billion,  
Up 7.5% for hip & knee**



Sources: S&N internal Q3

## **Smith & Nephew Q3:**

WW Knee growth: 15%

US Knee growth: 16%

WW Hip growth: 11%

US Hip growth: 10%

**One of the world's fastest growing orthopaedic companies**

# What brought us here

- Global sales force expansion
- Commitment to innovation
- Outstanding product portfolio
  - OXINIUM<sup>◇</sup> Oxidized Zirconium
  - GENESIS<sup>◇</sup> II Knee
  - PROFIX<sup>◇</sup> Knee
  - REFLECTION<sup>◇</sup> Cup
  - SYNERGY<sup>◇</sup> Hip



# 2006 – A year of innovation



LEGION<sup>◇</sup> Revision - Full Year

ANTHOLOGY<sup>◇</sup> Hip Stem - Full Year

EMPERION<sup>◇</sup> Hip – Q3 2006

JOURNEY<sup>◇</sup> Knee – Q2 2006

BHR<sup>◇</sup> System US - Q2 2006

Total sales up 9% YTD

New product sales – 16% of total YTD

Fastest growing company in the Active Space

# 2007 Orthopaedic Reconstruction strategy



To be the brand preferred by active, informed patients for knees and hips

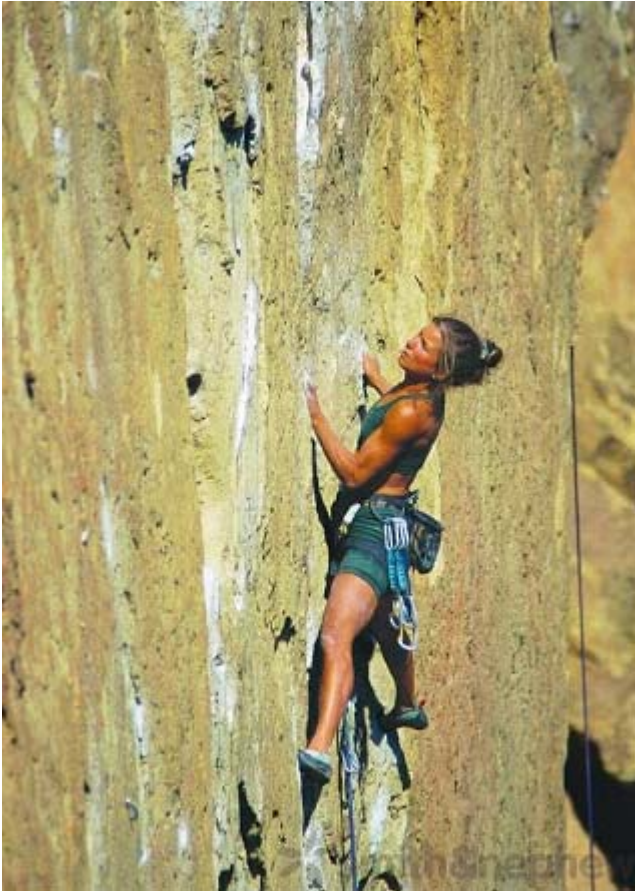
# 2007 Orthopaedic Reconstruction

- Focus on innovative products driving leadership in the Active Segment
  - #1 in Hip Resurfacing
  - The OXINIUM<sup>◇</sup> technology advantage for knees and hips
- Combining the Groups strengths
  - #1 Global arthroscopy company
  - #3 Joint fluid therapy

From early intervention to complete implants - continuous product innovation driving market share gains



# Active patients



## Two segments:

- ***Genuinely active***

Patients who currently have an active lifestyle, are in pain and want to keep their activity high after surgery

- ***Long-to-be-active***

Patients who have limited mobility, are likely to be overweight and long for technology that could enable them to have an active lifestyle

Winning the leadership position in the active patient market

# The 2006 market

## Knees

	Units		Market Value (US \$)
Primary Knees	US	374,000	\$ 2,500 M
	WW*	778,600	\$ 3,996 M
% Market Growth	US	10%	12%
	WW*	9%	9%
Revision Knees	US	45,000	\$ 231 M
	WW*	82,500	\$ 370 M
% Market Growth	US	16%	17%
	WW*	13 %	13%



\* Primary Knee numbers do not include Unicompartmentals

Source: NRG/S&N internal data



# Knee market is getting younger

64 and under primary procedures are 39% of US market

64 and under revision procedures are 40% of US market

Fastest growing knee segment



LEGION® Revision System



JOURNEY® Knee

# The 2006 market

## Hips

	Units		Market Value ( US \$)
<b>Primary Hips</b>	US	260,500	\$ 1,780 M
	WW*	605,000	\$ 2,900 M
<b>% Market Growth</b>	US	5%	6%
	WW*	1%	4%

<b>Revision Hips</b>	US	45,000	\$ 235 M
	WW*	96,000	\$ 405 M
<b>% Market Growth</b>	US	9%	11%
	WW*	4%	8%



\* Primary Hip numbers do not include Partial or Resurfacing

Source: NRG/S&N internal data

# Hip market is getting younger

64 and under primary procedures  
are 40% of US market

64 and under revision procedures  
are 31% of US market

Hip resurfacing expanding  
“younger” market



BIRMINGHAM HIP<sup>®</sup> Resurfacing



EMPERION<sup>®</sup> Modular Hip



ANTHOLOGY<sup>®</sup> Flat Hip System

# BIRMINGHAM HIP<sup>◇</sup> Resurfacing

- Alternative for the young, active patient
- High Patient demand
- Proven low wear, range of motion, highly stable
- Over 150 trained surgeons to date in the US

#1 in hip resurfacing in the world



1<sup>st</sup> U.S. BHR<sup>◇</sup> system Patient

# Summary

- Focus on the high demand 'Active Patient' market
- Leading the competition through innovative products
- We are winning new customers with our core product offerings



ANTHOLOGY<sup>®</sup> Flat Hip Stem



LEGION<sup>®</sup> Revision Knee



JOURNEY<sup>®</sup> Bi-Cruciate  
Stabilized Knee

 We are **smith&nephew**