



Economic and Clinical Advantages

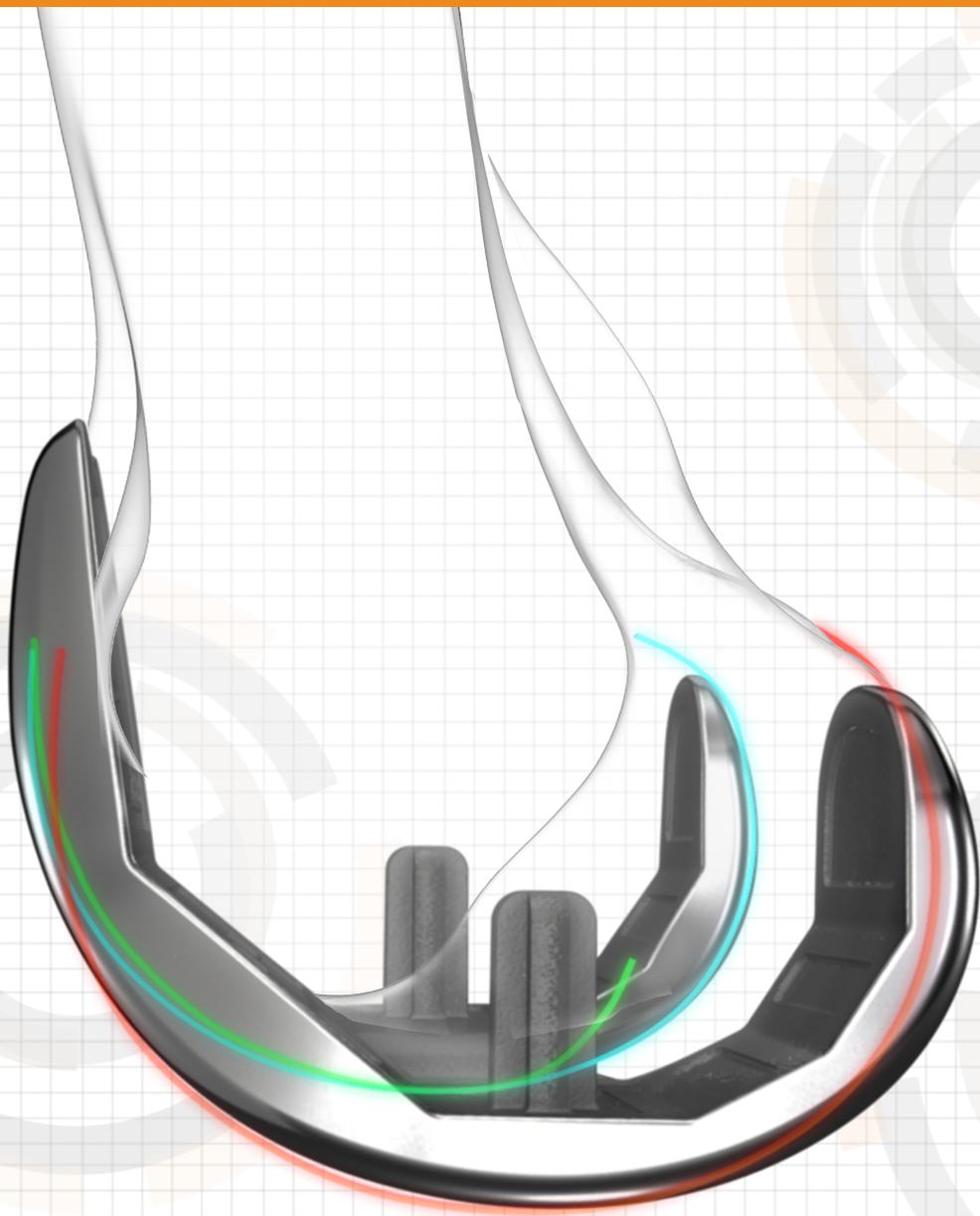




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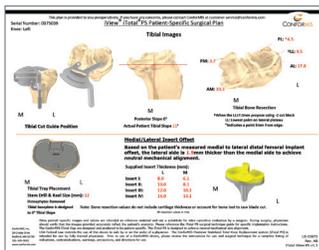
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One Patient. One Implant. Multiple Advantages for Your Facility.

Conformis does something we believe no other implant company does: we put the patients at the center of the implant design process. By combining 3D imaging technology with state of the art manufacturing capabilities, we make each implant to fit that patient's unique anatomy.

The advanced technology and design of Conformis implants, paired with our unique, targeted marketing efforts, can help you attract more private pay patients, improve efficiencies both in and out of the OR suite, and lower costs over the entire episode of care.

The Conformis Product Portfolio



iView Patient-Specific Surgical Plan

The iView pre-surgical planning guide is provided for each patient's unique anatomy. The advanced information obtained through our 3D design process provides the surgeon detail related to bone resections, iJig placement and final implant positioning. No additional navigation equipment is required.

Total Knee Solutions: iTotal® CR and PS

iTotal femoral and tibial implants are designed from the corrected anatomic shape of each patient's knee, giving the knee the potential to feel and move more naturally. This also helps to reduce sizing compromises that can lead to long term pain after surgery.

- Two versions are available: cruciate retaining (CR) and posterior stabilizing (PS)
- Two types of advanced polyethylene material: iPoly® (UHMWPE) and iPoly XE® (vitamin e-infused), both engineered for strength and durability



Partial Knee Solutions: iUni® and iDuo®

Our partial knee replacement implants preserve the parts of the knee not damaged by arthritis. Today's patients are younger and more active, and are increasingly more interested in bone and tissue sparing partial knee replacement approaches.

- iUni: available for the medial or lateral side, wear-optimized design
- iDuo: combines proven principles for patellofemoral treatment with the advantages of the Conformis partial knee system

Disposable iJig® Instrumentation

Unlike any other implant system, each implant is shipped with a set of sterile disposable iJigs, developed directly from the final implant design

- 100% of the bone cuts match the patient's implant design
- Replicating the patient's anatomy should minimize soft tissue releases, reducing/eliminating the need for additional balancing technique



iJig® instrumentation

The Benefits of Conformis, by the Numbers

In 2017, Arthroplasty Today published a study comparing hospital costs and adverse event rates between customized implants (Conformis) and standard off-the-shelf (OTS) implants for total knee arthroplasty.

The results were dramatic:

Patients with OTS implants were 5.5 times more likely to be discharged to rehab and 4.6 times more likely to require blood transfusion or experience an adverse event.



Fewer patients treated with **customized** implants experienced adverse events both at discharge and 90 days after treatment.



Fewer patients treated with **customized** implants required blood transfusion.



Patients who received a **customized** implant were **more likely** to be discharged in less than three days.



Only 4.8 percent of **customized** implant patients were **discharged to a rehabilitation center**, compared to 16.4 percent of standard implant patients.



Customized implants **saved patients \$913** in follow up care costs, which includes the \$350 cost of the CT scan.

In total, customized implants had risk-adjusted savings of around \$913.87 per patient:

TOTAL COST OF CARE

	iTotal CR	OTS
Pre-op (CT-scan)	\$350	\$0
In hospital	\$16,192	\$16,250
Follow-up care	\$5,048	\$6,361

After risk adjustments between the two groups the net savings was \$913 for iTot CR group for total cost.

Impact on Economics & Efficiency

Resterilization of trays can impact cost and be a source of compromised instruments in the operating room.

# trays required for OTS TKA	6-8	Off-the-shelf TKA systems with standard instruments typically require a minimum of 6 instrument trays ¹
Cost of sterilizing per tray	\$58.18	Watters, et al., reported processing costs for preparation and sterilization of operative trays in TKA cost \$58.18 per tray ¹
Risk of compromised instruments	7.7-10%	Mont, et al., reported a 7.7% rate of compromised trays typically due from torn or damages tray wraps ² Dalstrom, et al., reported 10% rate of compromised trays at opening in a study of time dependent contamination of trays ³

Conformis Re-useable Trays

iUni 0 | iDuo 0 | iTotol 1

Potential for 15-20 minutes less set-up and tear-down time^{1, 4}

Because the patient-specific implant components and instrumentation are all in the one box, set-up is faster and all of the iJig instrumentation and packaging can simply be discarded after the procedure. Staff have more breathing room, and more cases can be scheduled. That's an average savings of \$600 per procedure, assuming \$40 per minute of OR time.

OTS TKA - up to 8 trays per case

Conformis TKA - 1 tray per case



Example of TKA instrument sets waiting outside the OR suite in the same hospital

¹ Watters, T. S., Mather 3rd, R. C., Browne, J. A., Berend, K. R., Lombardi Jr, A. V., & Bolognesi, M. P. (2011). Analysis of procedure-related costs and proposed benefits of using patient-specific approach in total knee arthroplasty. J Surg Orthop Adv, 20(2), 112.

² Mont, M. A., Johnson, A. J., Issa, K., Pivec, R., Blasser, K. E., McQueen, D., ... & Shurman, J. R. (2013). Single-use instrumentation, cutting blocks, and trials decrease contamination during total knee arthroplasty: a prospective comparison of navigated and nonnavigated cases. The journal of knee surgery, 26(04), 285-290.

³ Dalstrom, D. J., Venkatarayappa, I., Manternach, A. L., Palcic, M. S., Heyse, B. A., & Prayson, M. J. (2008). Time-dependent contamination of opened sterile operating-room trays. JBJS, 90(5), 1022-1025.

⁴ Takeuchi, H.; "Technical Report: Disposable Laparoscopic Surgical Instruments and the Economic Effects of Repackaging"; Journal of Lap & Adv. Surg Tech; Apr 2005

Better Outcomes, Better Results

Shorter stays, fewer adverse events, and more direct-to-home discharges

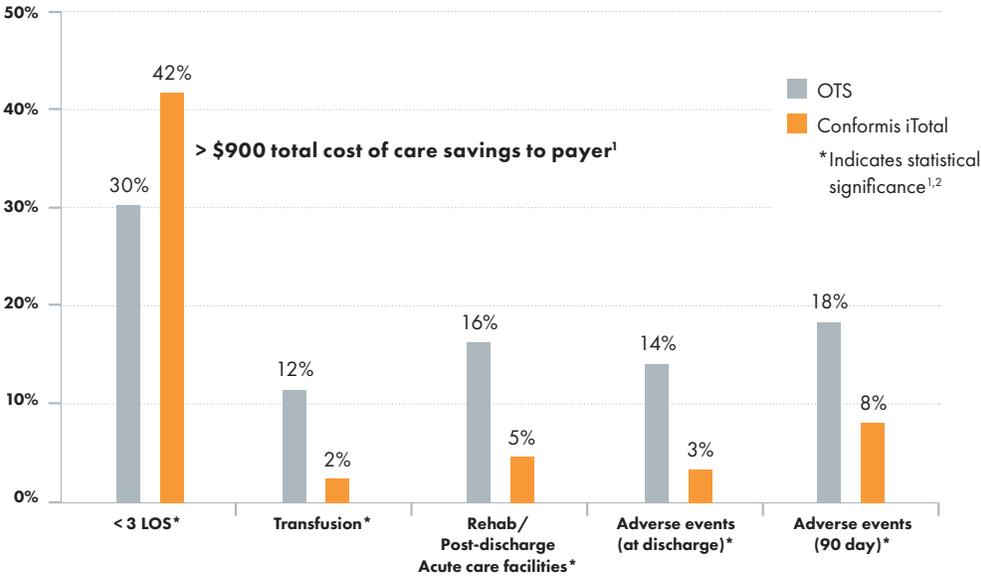
Studies show clear advantages when it comes to clinical outcomes with Conformis knees vs. OTS implants. Those advantages translate to money saved.

Shorter length of stay — In a recent study, iTOTAL CR patients had a significantly shorter length of stay than OTS patients: **1.6 days vs. 2.7 days**.¹ That means more rooms available, more quickly, for other patients. In many cases, Conformis knee implant procedures can be performed outpatient.

Fewer adverse events — Another study showed that patients receiving a Conformis knee had an adverse event rate of only **3.3%, vs. 14.0%** with OTS knees.² Adverse events aren't only costly, they also affect patient health and satisfaction.

Better Discharge Disposition — A significantly higher proportion of iTOTAL patients are discharged directly home instead of to a skilled nursing facility, as compared to patients receiving OTS implants: **97% vs. 80%**.¹

iTOTAL: CLINICAL AND ECONOMIC BENEFITS | 248 patients (126 iTOTAL, 122 OTS)



¹ Buch, RG., Eberle RW., Buch R (2016). Does Implant Design Affect Hospital Metrics And Patients Outcomes? Total Knee Arthroplasty Utilizing a "Fast Track" Protocol. 3rd Annual Pan Pacific Orthopaedic Congress, Kona-Hawaii, USA

² Culler, S. D., Martin, G. M., & Swearingen, A. (2017). Comparison of adverse events rates and hospital cost between customized individually made implants and standard off-the-shelf implants for total knee arthroplasty. Arthroplasty today, 3(4), 257-263.

Patient Satisfaction

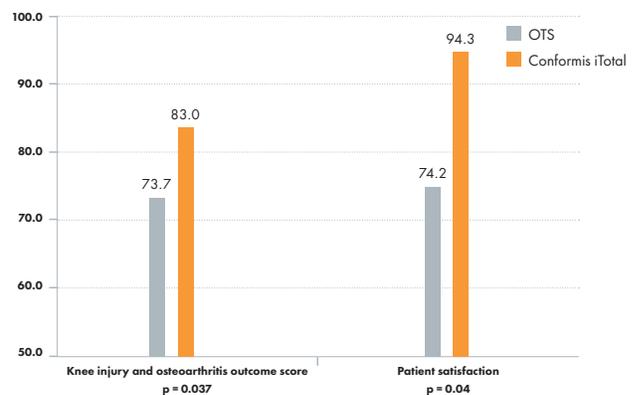
The Conformis system is designed to fit within each individual patient's unique anatomical space. This helps reduce the sizing compromises that can lead to long-term pain after surgery, and gives the knee the potential to feel and move more naturally.

Studies show that Conformis patients are able to return to activities of daily living, such as walking, climbing stairs, and achieving 90-degree flexion, more quickly than OTS implant recipients.¹

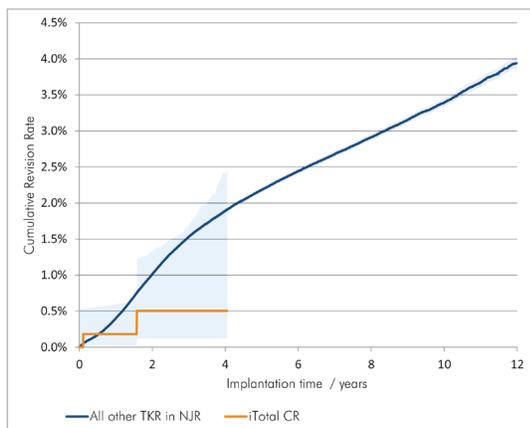
iTOTAL: CLINICAL EXPERIENCE | Patient reported outcomes – 1 year follow up

70 patients (35 iTotal, 35 OTS), matched pair analysis (age, sex, deformity)

- In one study, **94.3% of Conformis patients reported they were satisfied with their implant – vs. 74.2% of OTS implant patients.**¹
- When patients are happy with their results, surgeon and hospital patient satisfaction scores have the potential to increase.
- Satisfied patients can bring new cases your way, through positive word of mouth.



Importance of Survivorship Data



Patients treated with the Conformis iTotal CR knee implant experienced a cumulative revision rate of 0.5% at four years compared to a 1.9% cumulative revision rate at the same time-point, among all patients who underwent knee replacement.

Recent data compiled by the UK National Joint Registry includes 576 iTotal implant procedures in 504 patients treated at 46 different centers in the U.K. Among all patients treated with Conformis iTotal implants, only three patients (0.5%) required revision surgery up to four years following surgery.²

¹ Katthagen BD; Chatziandreou I. (2015). Comparison of Hospital Metrics and Patient Reported Outcomes for Patients with Customized, Individually Made Vs. Conventional TKA. Paper 528 ICJR World Arthroplasty Congress, Paris-France.

² Implant Summary Report for the iTotal G2 XE and iTotal G2 (Bicondylar tray). Beyond Compliance Database February 11, 2018, pages 19-20. this report has been produced for Northgate Public Services (UK) Ltd. (NPS) based on data collected by the National Joint Registry for England, Wales, Northern Ireland and the Isle of Man.

Direct to Consumer Marketing

Potential patients for your practice are out there, looking for trusted information and guidance on knee replacement surgery. Conformis can help you reach and engage them while building visibility for your practice, with a full range of marketing programs and tools.

Our educational, community building, and media outreach programs are already in place, and we have the scale and expertise to expand this success to your practice. We can help you:

- Celebrate your success with Conformis custom-made knee implants
- Engage your current patients and turn them into advocates
- Reach and educate qualified new patients
- Publicize and promote your use of innovative technology

To learn more about how to bring
Conformis solutions to your facility,
get in touch with your rep or visit

www.conformis.com



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Caution:

The iTotal CR Knee Replacement System (KRS) is intended for use as a total knee replacement in patients with knee joint pain and disability whose conditions cannot be solely addressed by the use of a prosthetic device that treats only one or two of the three compartments. The iDuo G2 Knee Repair System (KRS) is intended for use in patients with severe knee joint pain and disability whose conditions cannot be solely addressed by the use of a prosthetic device that treats only a single knee compartment. The iUni G2 Knee Replacement System (KRS) is intended for use in one compartment of the osteoarthritic knee to replace the damaged area of the articular surface in patients with evidence of adequate healthy bone sufficient for support of the implanted components. These implants are intended for cemented use only. Only a licensed physician can help you determine the appropriate medical treatment. There are potential risks to knee replacement surgery, and individual results may vary. Before making any decisions concerning medical treatment, consult your physician regarding your options and the risks of those options. The longevity, performance and feel of any knee implant will depend on various factors, including your physical condition, your activity level, adherence to your physician's instructions, and other factors.

USA Federal law restricts the use of these devices to sale by or on the order of a physician.

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