

Spencer Stiles

PRESIDENT, INSTRUMENTS DIVISION

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Welcome to Stryker Instruments

2,000+
employees

4 Business Units
Surgical, Navigation, NSE
Interventional Spine

\$1.8B+
in annual sales



Instruments

Agenda



Stryker Mission

Business and Talent Overview

Business Segments

Service Business

European Business

Patient Focus

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Mission

Values

**TOGETHER WITH OUR CUSTOMERS,
WE ARE DRIVEN
TO MAKE HEALTHCARE BETTER.**

VALUES

INTEGRITY
We do what's right

ACCOUNTABILITY
We do what we say

PEOPLE
We grow talent

PERFORMANCE
We deliver

One Division

4 Businesses

We are driven to make healthcare better by creating the most exceptional customer experiences in medical technology.

Surgical

Operating room equipment that provides efficiency and safety benefits that drive outcomes



Neuro Spine ENT

Integrated technology solutions for Neuro, Spine and ENT Procedures



Navigation

Multi-specialty surgical navigation solutions



Interventional Spine

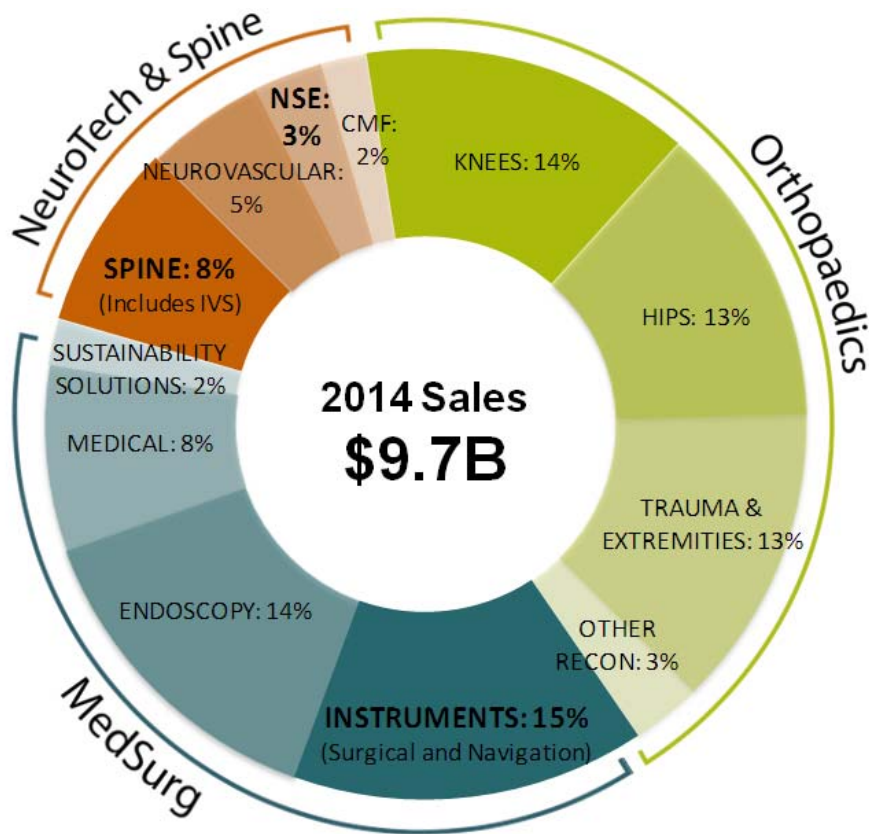
Solutions for the diagnosis and treatment of chronic back pain



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Business Segments



2014 Global Sales - \$1.8B

2000-2014
US CAGR – 12.9%
\$1.1B in growth

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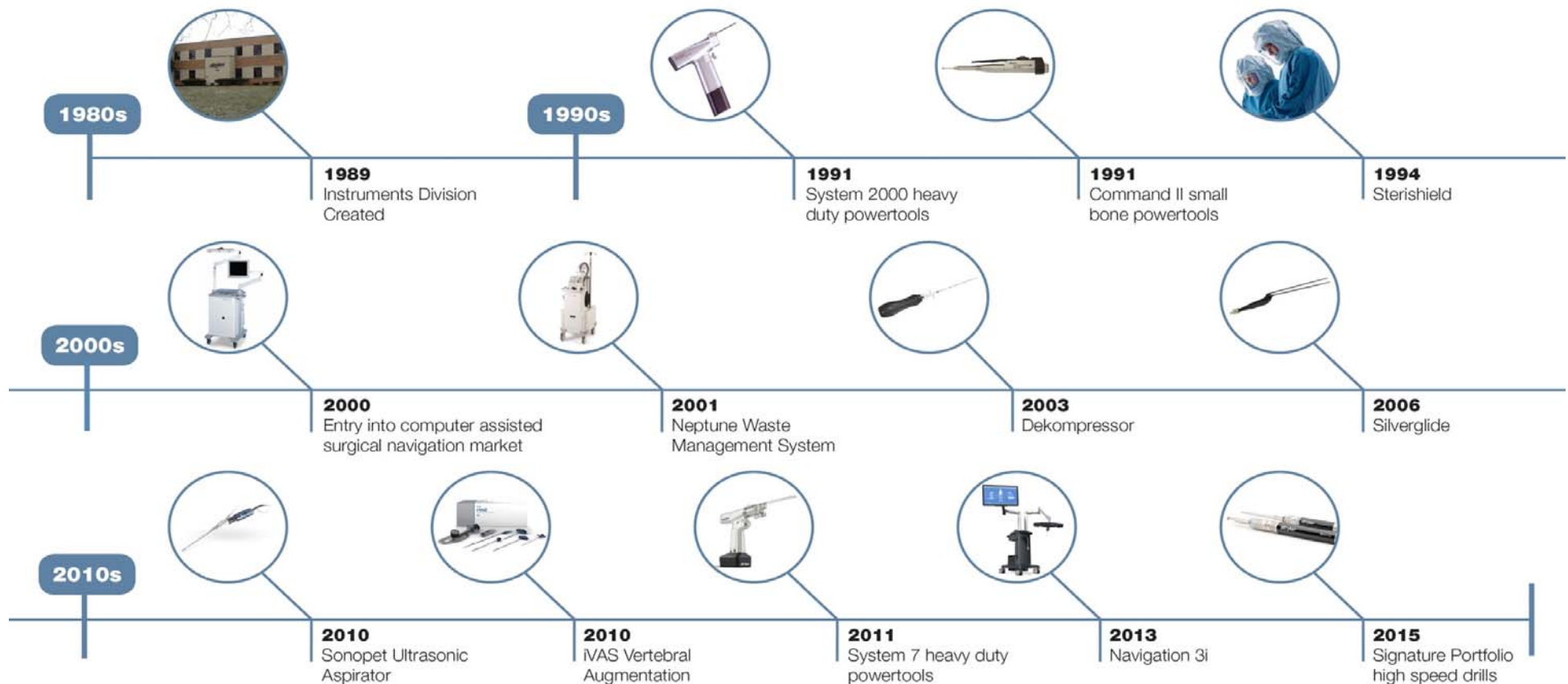
Kalamazoo Footprint



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History

Over 30 Years of Innovation



Business

Surgical

Dylan Crotty

Vice President and General Manager

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Products

Surgical

Operating room equipment that provides efficiency and safety benefits that drive outcomes.

Key Segments:

Large Bone Power
Small Bone Power
OR Suction

Sponge Tracking
Ortho Disposables
Personal Protection



Business Development

Surgical

2014 Acquisition – Patient Safety Technologies

SurgiCount provides a real-time count of all individual Safety-Sponges

Quick, simple scanning IN of an entire pack of Safety Sponges with a master tag

SurgiCount360 software provides post-operative documentation giving users an auditable, evidenced based outcome regarding their sponge counts

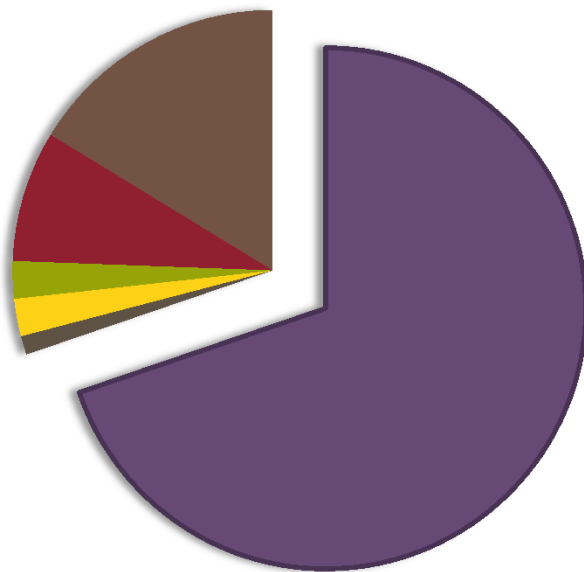


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Market

Surgical

2014 US Market Size: \$1.5B



- Stryker
- RF Surgical
- CR Bard
- J&J
- Conmed
- Zimmer

- #1 share – Large Bone Power Tools
- #1 share – Small Bone Power Tools
- #1 share – OR Suction
- #1 share – Caregiver Safety
- #2 share – Ortho Disposables

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Business

Neuro Spine ENT

Jim Marucci

Vice President and General Manager

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Products

Neuro Spine ENT

Integrated technology solutions for Neuro, Spine and ENT procedures

Key Segments:

High Speed Drills

Ultrasonic Aspirator

Bone Milling



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Market

Neuro Spine ENT

2014 US Market Size: \$640M



- Stryker
- Olympus
- Integra
- Other
- J&J
- Medtronic

#1 share – High Speed Drills for Spine
#1 share – Bone Milling
#2 share – Ultrasonic Aspirator

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Business

Navigation

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Products

Navigation

Multi-specialty surgical navigation solutions

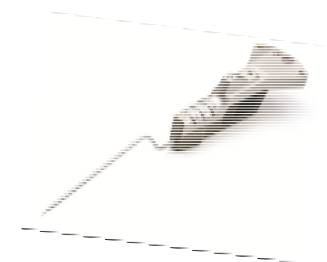
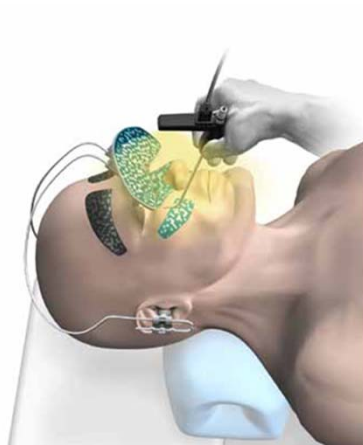
Key Segments:

Neuro

Spine

ENT

Orthopaedics



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Market

Navigation

2014 US Market Size: \$253M



■ Stryker
■ Medtronic
■ Brainlab
■ Other

#1 share – Orthopaedic Navigation
#2 share – Spine Navigation
#2 share – ENT Navigation

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Business

Interventional Spine

Mike Kletke

Vice President and General Manager

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Products

Interventional Spine

Solutions for the diagnosis and treatment of chronic back pain

Key Segments:

Vertebral Augmentation

Radiofrequency Ablation

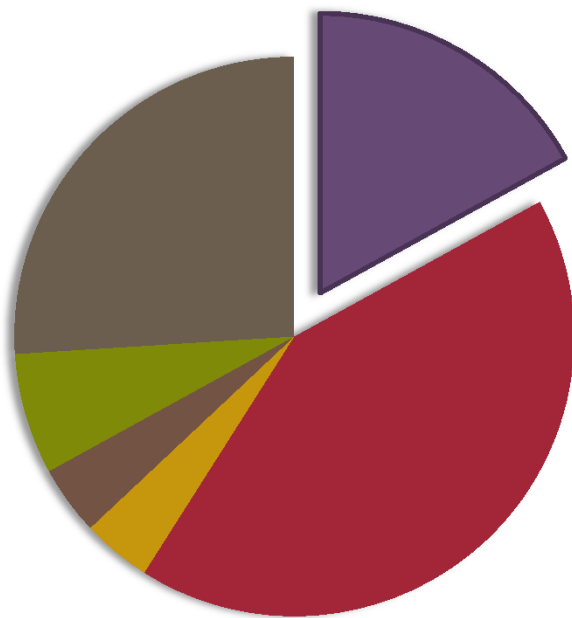


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Market

Interventional Spine

2014 US Market Size: \$572M



- Stryker
- Medtronic
- DFINE
- Carefusion
- Neurotherm (STJ)
- Other

#2 share – Vertebral Augmentation
#2 share – Radiofrequency Ablation

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Service

Alix Rizzolo

Vice President and General Manager

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Products

Service

Solutions to maximize asset investment and optimize business performance

Key Segments:

Product Maintenance

Cleaners and Detergents

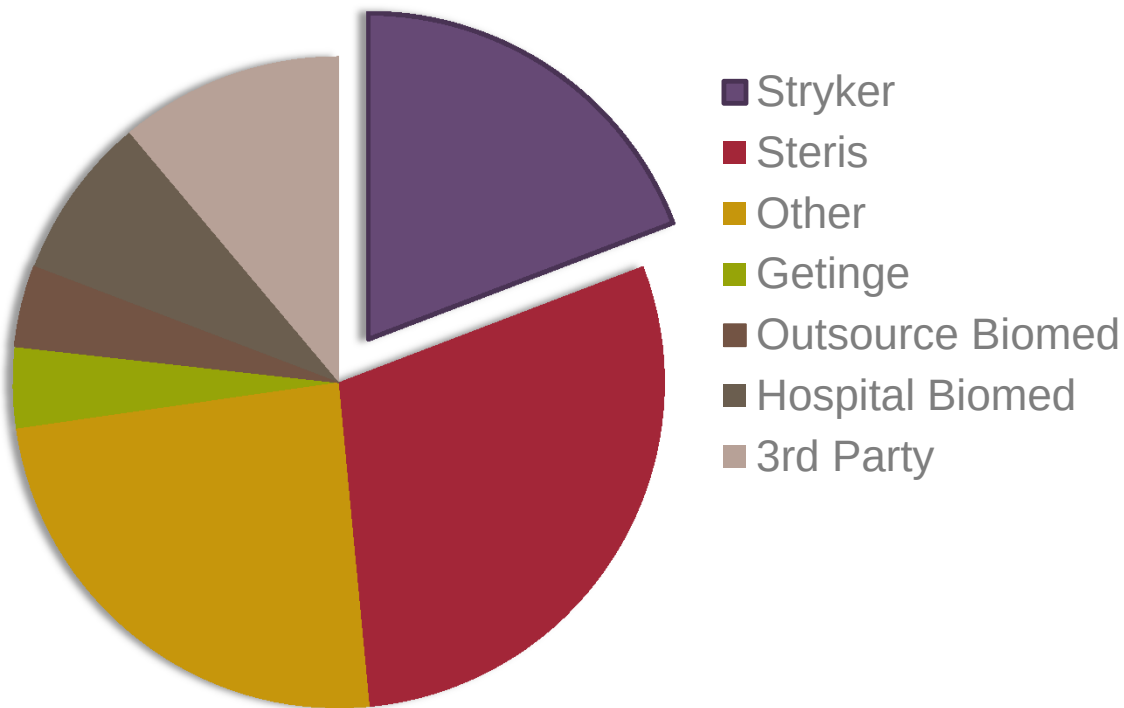
Optimized Business Performance



Market

Service

2014 US Market Size: \$457M



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Instruments

Europe

Andrew McCartney

Vice President and General Manager
Instruments Europe



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Business | Europe

Bring the best of Stryker Instruments to our global customers

Sales & Marketing Specialization
Customer Engagement
Portfolio Leverage



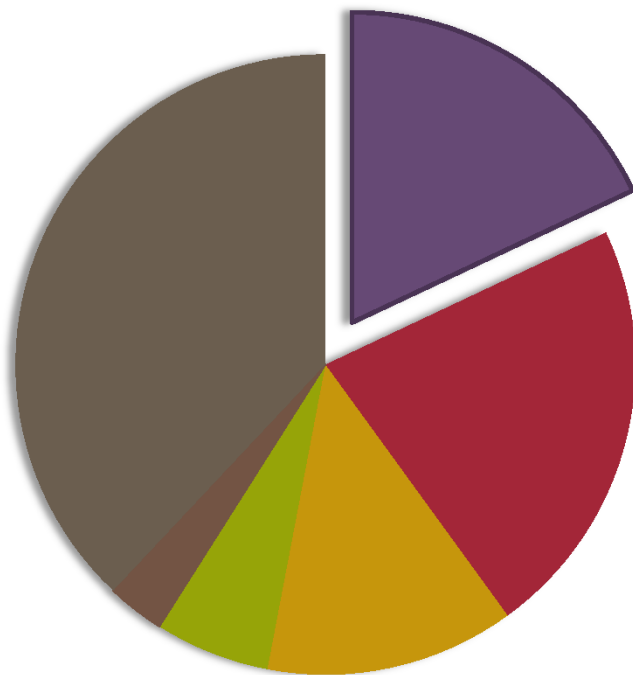
Transatlantic Operating Model
Accelerating Growth & Developing Global Leaders

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Market

Europe

2014 Market Size: \$1.1B



- Stryker
- Medtronic
- J&J
- Zimmer
- Conmed
- Other

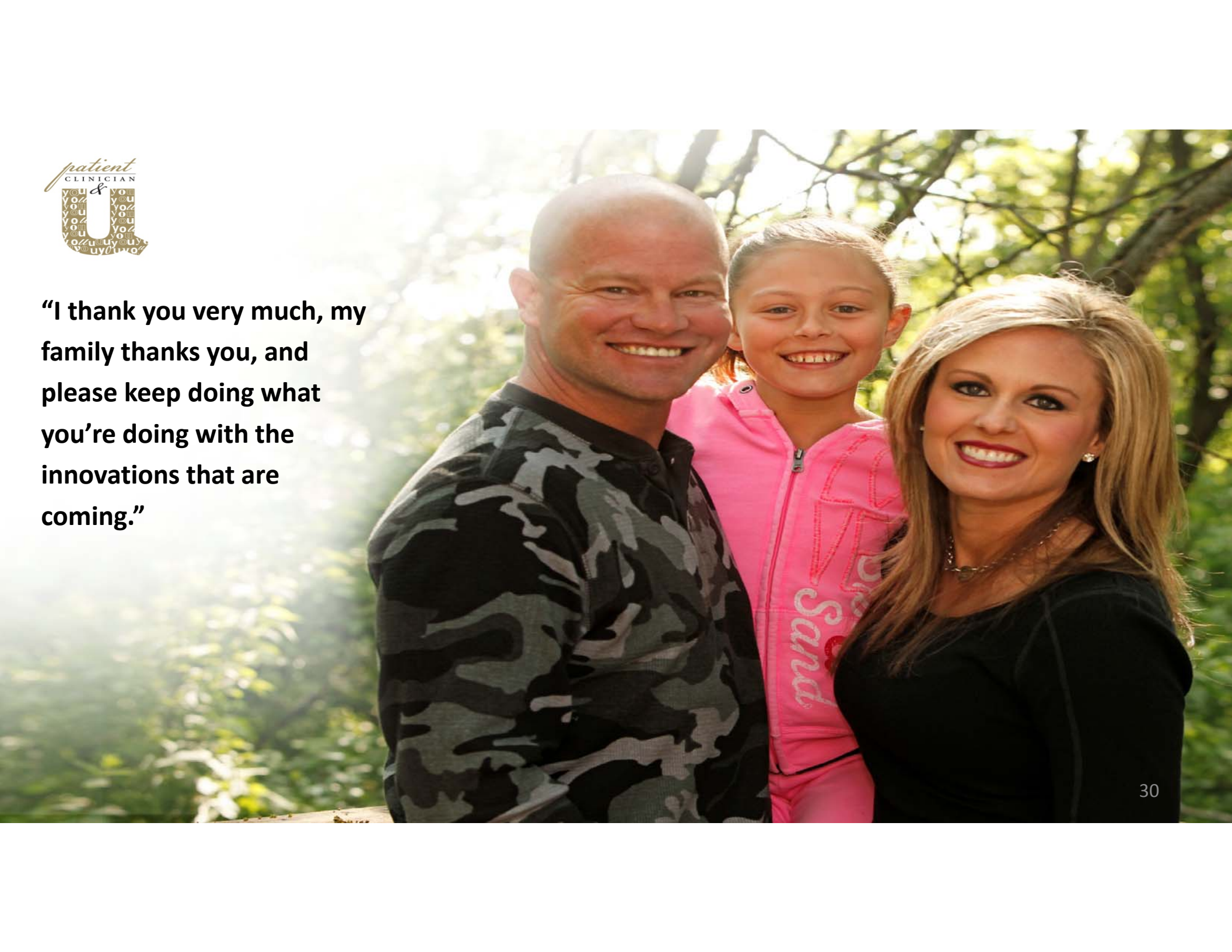
#1 Share Europe Heavy Duty Power
#1 Share Surgical in UK, France & Italy
#2 Share Surgical Iberica

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Patient Focus

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“I am standing here today as a result of brilliance and work of everyone here. When I tell you my quality of life has improved, that’s an understatement.”

