

Guidepoint purchasing data captured the initial, and continued, decline in sales. Looking forward, Guidepoint's monthly data will provide information on spending trends for Q4 2017 in near real-time before Zimmer reports results. Because of this, investors may gain greater insights into Zimmer's top-line performance with each passing month. Zimmer's Q4 2017 guidance is a 2-3% YoY growth in the knees and hips market which should lead to increased revenue and substantial progress with regard to resolving their supply issues. Many analysts believe that Zimmer will have a turnaround, but it's just a matter of when. Will Q4 2017 be the beginning of that turnaround? Or will it take another three quarters to see progress?

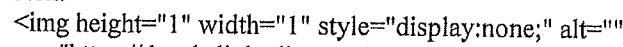

Introducing Guidepoint Qsight Healthcare

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