



Welcome

Dear Zimmer Distribution Partners,

It's always fun to communicate Good News! As you will see in the following pages of this newsletter, there's a lot of good things happening in the Zimmer World. Thank you for all your efforts in bringing our products and programs into your portfolio.

I also want to make special mention to those that attended The Art of Winning Zimmer Distributor Meeting in Las Vegas last month. Thank you again for your time and it was a great pleasure for us to see you personally. As I stated during the meeting, the event was not only for our Distributors, but also for our Zimmer team. We enjoy being with you, sharing with you, learning from you, and of course having some fun with you.

As we approach mid-year, your Zimmer Sales Manager will be discussing with each of you for an update of your market, your business, and future selling strategies. We're here to help you be successful and want to plan accordingly.

We look forward to see many of you in the coming months at the various trade exhibitions around the world. We'll be there!!

Many warm regards from all of us at Zimmer!

A handwritten signature in blue ink, appearing to read 'Chuck Thomas', with a stylized, flowing script.

Chuck Thomas



Zimmer MedizinSysteme in Second Growth Spurt

The medical technology manufacturer Zimmer MedizinSysteme, achieved a substantial turn-over for the second year in a row. The company group, headquartered in Neu-Ulm, Germany with branches in USA and France, reached a turn-over of more than 50 million Euro in 2015, according to Zimmer, topping 2014 by about 20%. The national turn-over share added up to 20 million Euro.

In order to accommodate the growth spurt, Zimmer MedizinSysteme increased the personnel by 30, totaling currently more than 260. With over 100 representatives in Germany, Zimmer claims the largest national direct sales distribution in the medical product sector. [...]

CEO Armin Zimmer commented: "Thanks to our staff, we belong to one of the most dynamic medical producers world-wide today.", and further, "2016 will bring extended activities and even more open job opportunities." Along with his brother, Michael Zimmer, an additional 20% turn-over is planned for 2016. [...] "Last year we climbed 25% in our Export activities, and this growth will most certainly continue.", assures Armin Zimmer.

KÖ: „Medizintechnik Zimmer wächst weiter zweistellig“.
In: SÜDWEST PRESSE Ulm/Neu-Ulm (04.02.2016)

Medizintechnik Zimmer wächst weiter zweistellig

Neu-Ulm. Der Medizintechnik-Hersteller Zimmer hat zum zweiten Mal in Folge ein deutliches Umsatzplus erreicht. Die Firmengruppe mit Hauptsitz in Neu-Ulm und Niederlassungen in den USA und Frankreich erzielte 2015 nach ihren Angaben einen Gesamtumsatz von mehr als 50 Millionen Euro – ein Plus von knapp 20 Prozent im Vergleich mit dem Vorjahr. Der inländische Umsatzanteil betrug 20 Millionen Euro. Um dem zweistelligen Wachstum gerecht zu werden, hat Zimmer die Mitarbeiterzahl um etwa 30 Mitarbeiter auf mehr als 260 Beschäftigte erhöht. Mit mehr als 100 Außendienstmitarbeitern reklamiert Zimmer MedizinSysteme für sich den größten Direktvertrieb im Bereich für Medizinprodukte. Zudem ist die Zahl der Auszubildenden gestiegen: Während 2014 noch 11 junge Menschen ihre Berufsausbildung im Unternehmen begonnen haben, starteten vergangenes Jahr 15 in der Junkersstraße ins Berufsleben. Dazu Firmenchef Armin Zimmer: „Dank unserer Mitarbeiter zählen wir heute zu einem der dynamischsten Produzenten für Medizinprodukte auf dem Weltmarkt.“ Und weiter: „2016 werden wir unsere Aktivitäten weiter ausbauen, neue Stellen besetzen und zusätzliche Ausbildungsplätze schaffen.“ Gemeinsam mit seinem Bruder Michael plant er auch für 2016 ein Umsatzplus von mehr als 20 Prozent. Auch für die Mitarbeiter des Entwicklers medizintechnischer Systeme für Diagnostik, Therapie und ästhetische Medizin zahlt sich der Erfolg und die gute Ertragslage aus: Die Dividende im Rahmen der Mitarbeiterbeteiligung betrug für das abgelaufene Jahr über zehn Prozent. Außerdem erhielt jeder Mitarbeiter zum Jahresende eine Prämie. „Im letzten Jahr konnten wir besonders unseren Export über 25 Prozent steigern, dieses Wachstum werden wir selbstverständlich fortführen“, ist Armin Zimmer sicher. kō



Zimmer wins the red dot design award

The Four series (PremoPortFour, SpiroFour and CardioPortFour) of Zimmer MedizinSysteme has been honored with one of the highly coveted red dot design awards! The Four series' design belongs to the branche's best and was judged by an independent committee of the product design sector.



Cardiovascular diagnostics with advanced technological standards in a uniform ergonomically functional design – Four series by Zimmer MedizinSysteme.

Standardizing Premo (cardiovascular long term blood pressure diagnostics) and Spiro (respiratory device diagnostics) into the PC world, optimized not only the work-flow management in practices and clinics, but also simplified and secured the diagnostic result summaries for patients.

These contemporary diagnostic forms encompass today's medical vision.



New in our Team

Jessica Lohrmann

Assistant International Sales Management

Dear Partners,

my name is Jessica Lohrmann. I started to work for Zimmer MedizinSysteme on the 1st of March 2016. From now on I will be responsible for all international Distributors and for our Area Sales Manager.

I started my career in medical business as a dentist assistant. Following this, I decided to study "Business Studies in Healthcare Management" (B.A.) in Neu-Ulm, Germany. The degree programme covers, right from the first semester, business studies with the focus on healthcare. In later stages I expand my knowledge in human resource management and organization. In my semester abroad 2014, I studied "International Business" for six months in Indonesia. So I had the possibility to learn bahasa indonesia language and the culture. Now I am very excited for all the new challenges at Zimmer MedizinSysteme and hope to meet you soon.

My responsibilities are:

- Technical Trainings
- Reportings
- Presentations
- Organization Dealer Meeting
- Organization Exhibitions
- Travelmanagement
- Newsletter

You can contact me on my e-mail address for all matters:
j.lohrmann@zimmer.de

Please feel free to contact me if you have any questions.
I'm looking forward to working with you.

Kind regards

A handwritten signature in black ink, appearing to read 'J. Lohrmann', with a stylized flourish at the end.



Jessica Lohrmann

Assistant International Sales Management

Tel +49 731 9761 117

Fax +49731 9761 299

j.lohrmann@zimmer.de



New in our Team

Delia Schäfer

Assistant Communications and Marketing

Dear Partners,

my name is Delia Schäfer and I would like to introduce myself as the new Assistant Communications & Marketing.

From 2009 I studied „Corporate Communications & Information Management“ here in Neu-Ulm, Germany and graduated in 2013. My studies showed me how diverse Marketing can be and fit me for my first big challenge here at Zimmer MedizinSysteme.

After my studies I spent some months in Puebla, Mexico where I worked as an au pair and teacher. I guess this experience really improved my intercultural skills and will help me to be there for you as good as I can.

My responsibilities are

- ... the creation of product brochures and further marketing material, such as asvertisements, patient flyers and roll ups
- ... languages management
- ... organisation of the distributor meeting
- ... newsletters and house journals
- ... support of our german salespersons and international distributors

As the successor of Ute Sorgenfrei I will give my best to support you and your business.
I am really looking forward to working with you and will hopefully meet you soon.

Best regards

A handwritten signature in black ink that reads 'D. Schäfer'.



Delia Schäfer

Assistant Communications and Marketing
Tel: +49 731 9761 196
mail: d.schaefer@zimmer.de



The next Generation of Shockwave

New modern casing

Zimmer MedizinSysteme has created something really special with this new generation of enPuls products. An entire new user experience.

Innovative user display

The new enPuls user interface is highly intuitive and easy-to-use. All parameters are optimally designed for a clear layout. Ready for your therapy.



Touchscreen with capacitive sensors

New capacitive touch screen technology provides even simpler operation and application.

Revolutionary interface design

The new enPuls interface is truly innovative. The optimally designed interface is even fun to use.

New function maintenance message

Update

We guarantee 2 mio shocks for the shockwave generator and so we recommend to change the shockwave generator thereafter. That's why a maintenance message was implemented, which appears everytime you turn on the unit.

As some clients are afraid the device would not work anylonger, we implemented a further function in the configuration menu: The maintenance message can be deactivated and appears only after 1.8 and 2 mio shocks. Please note that the deactivation can only be done by the distributors and not by the client. This function can also be implemented in the „old generation“ via software update on the ftp-Server (for enPulsPro use update 1.6, for enPuls use update 2.4). If you need help please feel free to contact our service office.



Product Updates

ThermoTK

Enlargement and improvement of the accessories + new magnetic system



The applicators for ThermoTK have been modified regarding radius and isolation: Different sizes guarantee the perfect adaption to all treatment areas. Besides that there will be no more heat lightening caused by improper lift of the applicator.

Handpiece and applicator are now connected via magnetic system which ensures a comfortable change of the applicators.

Ultrasound

Improvement



Sometimes the ultrasound cable was broken at the bend protection, which now has been improved.

Opton 5 Watt

Improvement

The Opton 4 Watt will be replaced by the Opton 5 Watt:

**More power
for the small and light Opton!**





New Catalogue

Dear Partners,

as there have been lots of updates and new products, we worked on a new catalogue, presenting all the devices of Zimmer MedizinSysteme.

It shows not only the pictures but also gives some important and interesting information about the devices and its technology.

If you are interested in receiving printed catalogues (ONLY AVAILABLE IN ENGLISH), please let us know!

Just send a mail to **d.schaefer@zimmer.de** until the end of May with the following data:

- Distributor name and country
- Amount of Catalogues you would like to order

Thank you in advance,

Delia Schäfer
Assistant Communications and Marketing

Order your catalogues NOW!



Check out the ftp Server...

- ... for more brochures of our new products
- ... for product pictures for different purposes
- ... for current price lists

and further material!



Technical Trainings

Dear Partners,

it's my pleasure to inform you about our technical training dates in 2016/2017. According to our distributor contract, we provide technical trainings to support you and your technicians to guarantee a high level of customer service and satisfaction.

For 2016/2017 we offer four dates for a two-day-training (each day from 9am till 5pm) with the topics Cryotherapy and Physiotherapy (PhySys, Soleoline, enPuls, Micro 5, and OptonPro). The training language is either German or English.

Here are the dates:

closing date	15 Aug	Mon., 26 September 2016	Physiotherapy (optional)
		Tues., 27 September 2016	Cryotherapy
	5 Dec	Mon., 16 January 2017	Physiotherapy (optional)
		Tues., 17 January 2017	Cryotherapy

Zimmer MedizinSysteme will provide free board and lodging (excluding telephone costs, mini-bar, pay TV). The distributor is responsible for the travel management and travel costs to the venue.

Venue:

Zimmer MedizinSysteme GmbH
Junkersstrasse 9
89321 Neu-Ulm, Germany

For registration, please download the invitation and registration form from our FTP-Server under: /distributor/miscellaneous, fill in the registration form and if necessary the visa application form.

If you have any questions, don't hesitate to contact me (j.lohrmann@zimmer.de).

Kind regards,
Jessica Lohrmann
Assistant International Sales Management



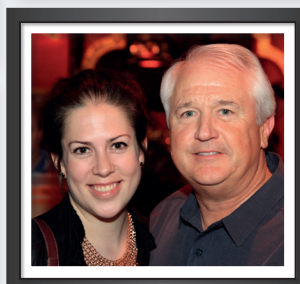
Distributor Meeting 2016

An Incredible Event at an Amazing Location!

In the first days of April we met our distributors in the wonderful city of Las Vegas. We had the chance to present updates and latest inventions and get in touch with our partners.

Our CEO Armin Zimmer himself gave insight in what's going on inside of Zimmer.

Thank you for joining us and creating a marvelous and revealing distributor meeting!





Workshops & Trainings



Physiomart

Training in Dubai in November 2015



Medidor

Visiting Zimmer in Neu-Ulm in April 2016



Top Medical

Workshop in Morocco in December 2015



Workshops & Trainings

Volant technologies from India visited our company for 3 days in April for a workshop and training.

On the first day they had a special experience at the icelab in Bad Soden-Salmünster. Icelab is a cold chamber which temperature is up to minus 110°C.

For the second day Tjerk Wanders our International Sales Trainer organized a workshop. In this user training they learned a lot about OptonPro, Cryo Therapy, Shockwave Therapy and the Cryolipolysis Combination Therapy.

On the last day we had the chance to visit our traditional castle, "Schloss Neuschwanstein" in Füssen.



**Thank you Volant Technology
for the visit and the great user-training at Zimmer MedizinSysteme!**

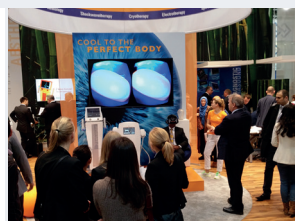


Upcoming Events



WORLD FORUM
FOR MEDICINE

14-17 NOVEMBER 2016
DÜSSELDORF GERMANY



ARAB HEALTH
30 January - 2 February 2017



Contact / Imprint

Area Sales Manager

Ralf Mühlhäuser

r.muehlhaeuser@zimmer.de, Fon: +49 7 31 97 61 290

Tjerk Wanders

t.wanders@zimmer.de, Fon: +49 7 31 97 61 203

Hans Ploemen

h.ploemen@zimmer.de, Fon: +49 7 31 97 61 192

Lonnie Smith

lonnie@zimmerusa.com, Mobile: +1 770 668 6992

Service

Service

service@zimmer.de

Cryo

cryo-service@zimmer.de

Questions and Suggestions

Delia Schäfer

Zimmer MedizinSysteme GmbH
Junkersstraße 9
89231 Neu-Ulm, Germany

Tel: +49 731 9761 196
Fax: +49 731 9761 105
d.schaefer@zimmer.de
www.zimmer.de

Jessica Lohrmann

Zimmer MedizinSysteme GmbH
Junkersstraße 9
89231 Neu-Ulm, Germany

Tel: +49 731 9761 117
Fax: +49 731 9761 299
j.lohrmann@zimmer.de
www.zimmer.de