

A man with a prosthetic right leg is kneeling on a golf green, preparing to putt. He is wearing a light blue and white argyle sweater, a dark cap, sunglasses, and a black glove on his left hand. He holds a golf club in his right hand. The background is a blurred green field.

**Stefnumót fyrirtækja og stofnana
á heilbrigðissviði
*SHI – Samtök
heilbrigðisiðnaðarins***

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Yfirmaður klínískra
rannsókna
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Life Without Limitations®

- Leiðandi fyrirtæki á stoð- og stuðningstækjamarkaði
 - Hélt upp á 40 ára afmæli nú í júní
- Vöxtur í gegnum nýsköpun
- Bjartar horfur



ALÞJÓÐLEGT FYRIRTÆKI

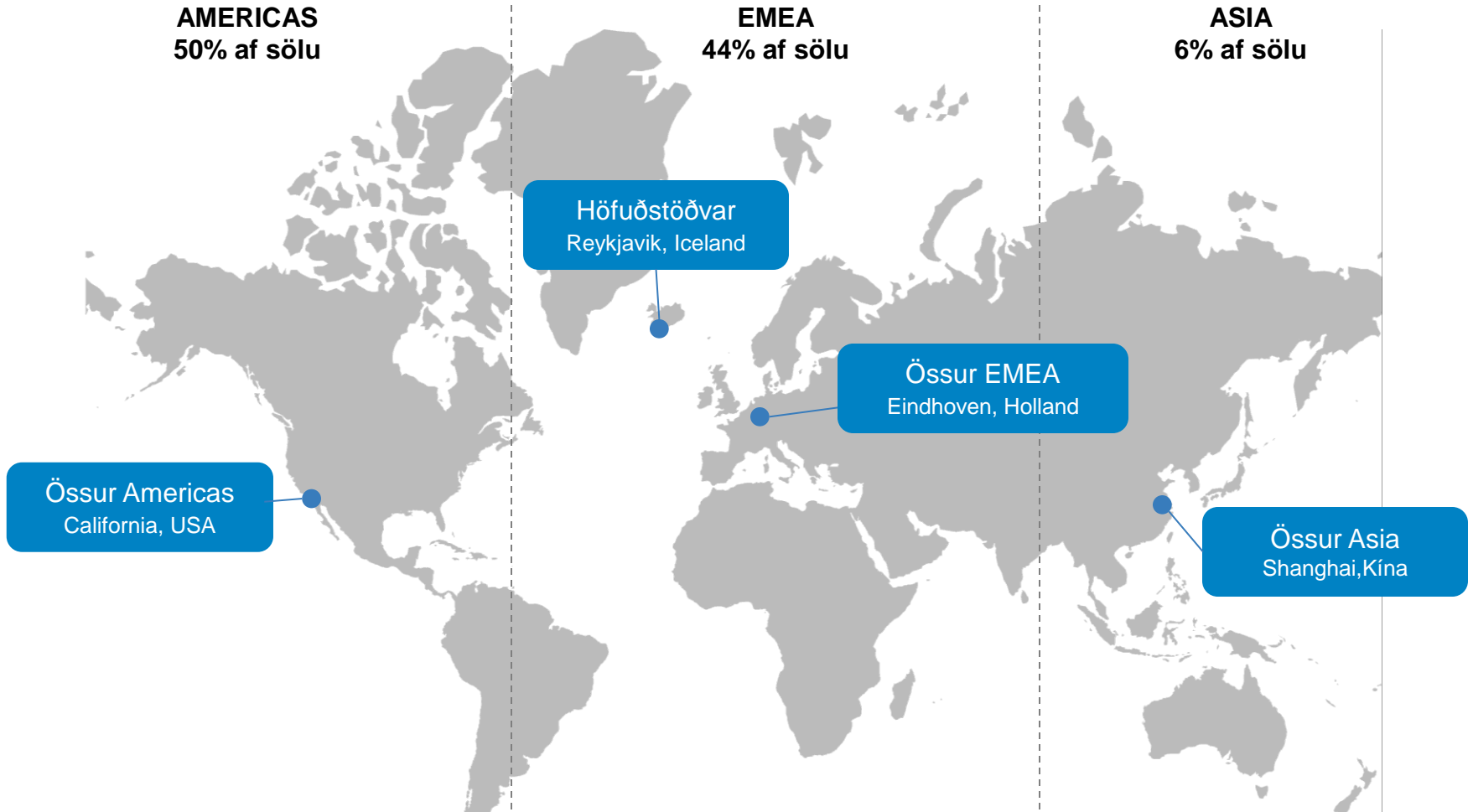


Life Without Limitations

AMERICAS
50% af sölu

EMEA
44% af sölu

ASIA
6% af sölu



*~1800 starfsmenn í 6 heimsálfum
117 starfsmenn í Þróunardeildinni (þar af 75 á Íslandi)*

STERK MARKAÐSHLUTDEILD Á HELSTU MÖRKUÐUM



Life Without Limitations

BRACING & SUPPORTS

Market size: USD 2,700 m
Market growth: 3-5%

Fragmented market

- Products for therapeutic and preventive purposes

PROSTHETICS

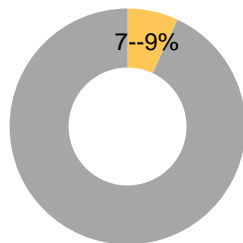
Market size: USD 850 m
Market growth: 3%

Consolidated market

- Replacement of missing limbs

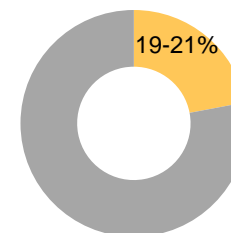
- Second largest player
- Main competitors: DJO, DeRoyal, Breg (Orthofix) Bauerfeind and Thuasne

Össur market share



- Second largest player
- Main competitors: Otto Bock, Medi and Ohio Willow Wood

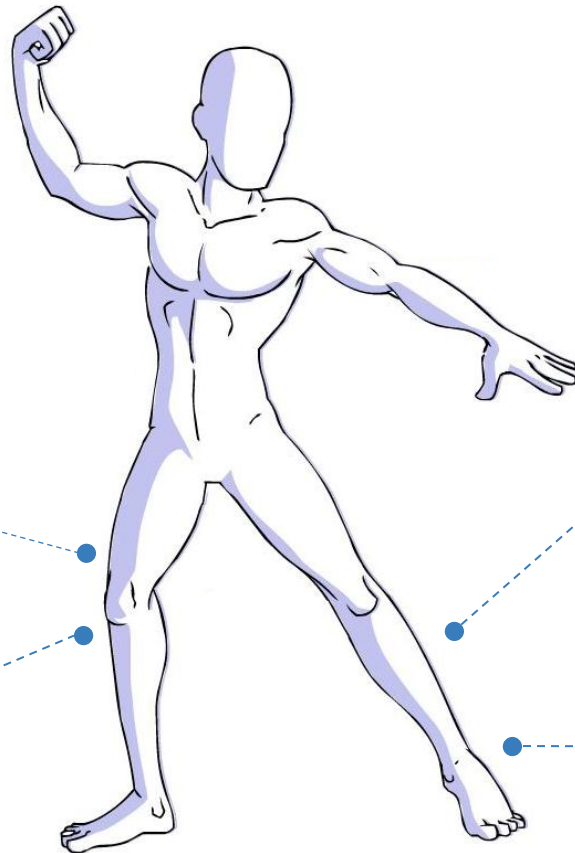
Össur market share



STOÐTÆKI – HELSTU VÖRULÍNUR



Life Without Limitations



SILICON LINERS



Iceross®Comfort Cushion

MECHANICAL KNEES



Total Knee®

BIONICS



RHEO KNEE®

ANKLES



Var-Flex® with EVO™

STUÐNINGSTÆKI – HELSTU VÖRULÍNUR



Life Without Limitations

UPPER EXTREMITY SOFT GOODS & SUPPORTS



Spectra@Wrist

BACK SOFT GOODS & SUPPORTS

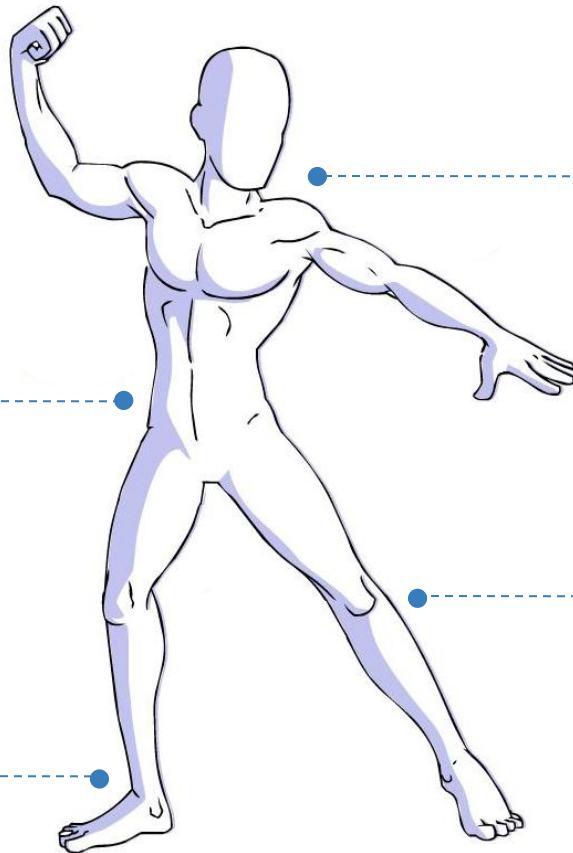


Miami Lumbar Belt™

FOOT & ANKLE SOFT GOODS & SUPPORTS



Rebound™ Air Walker



SPINAL BRACING

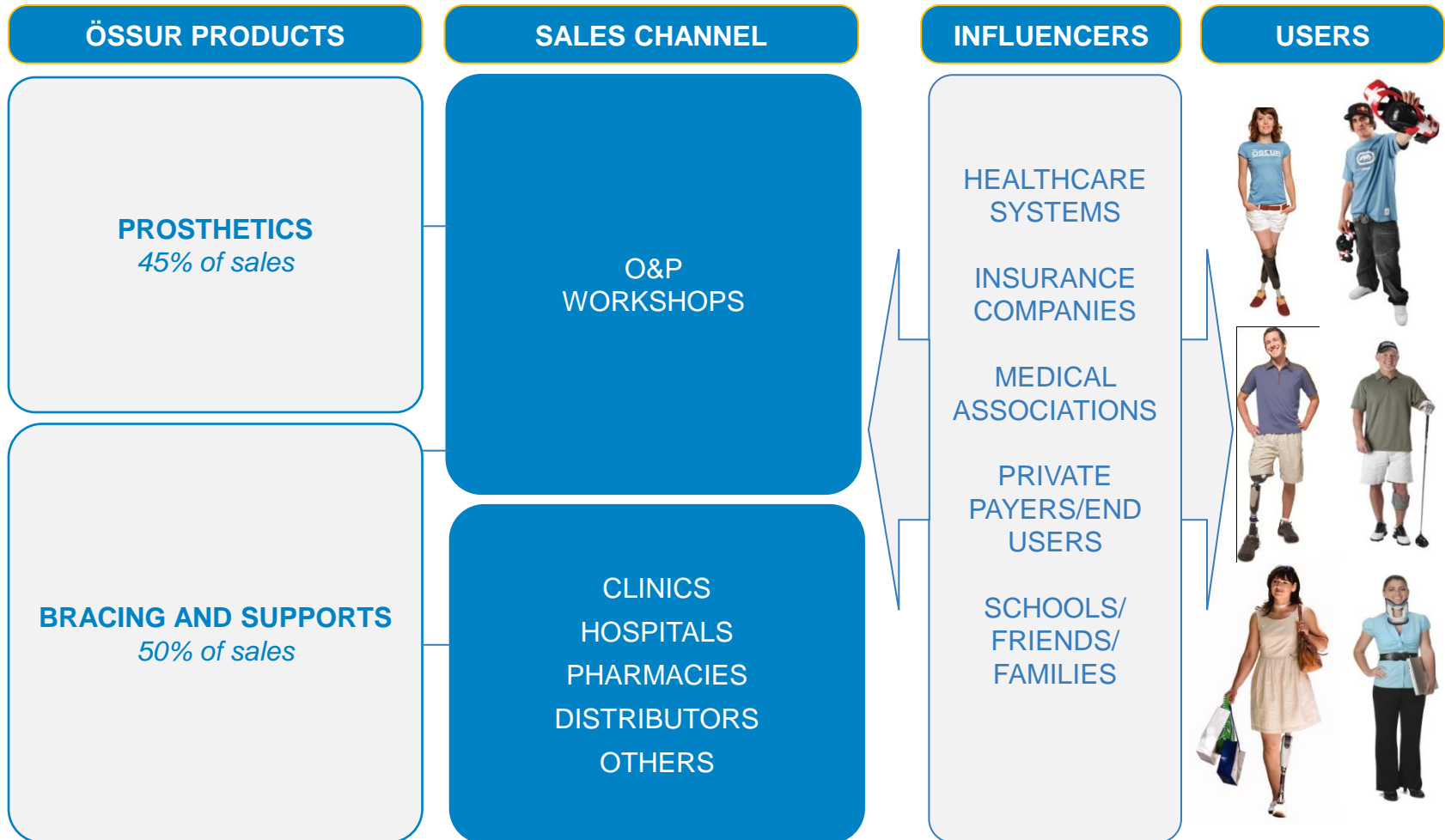


Miami J® collar

KNEE BRACING



Unloader One®

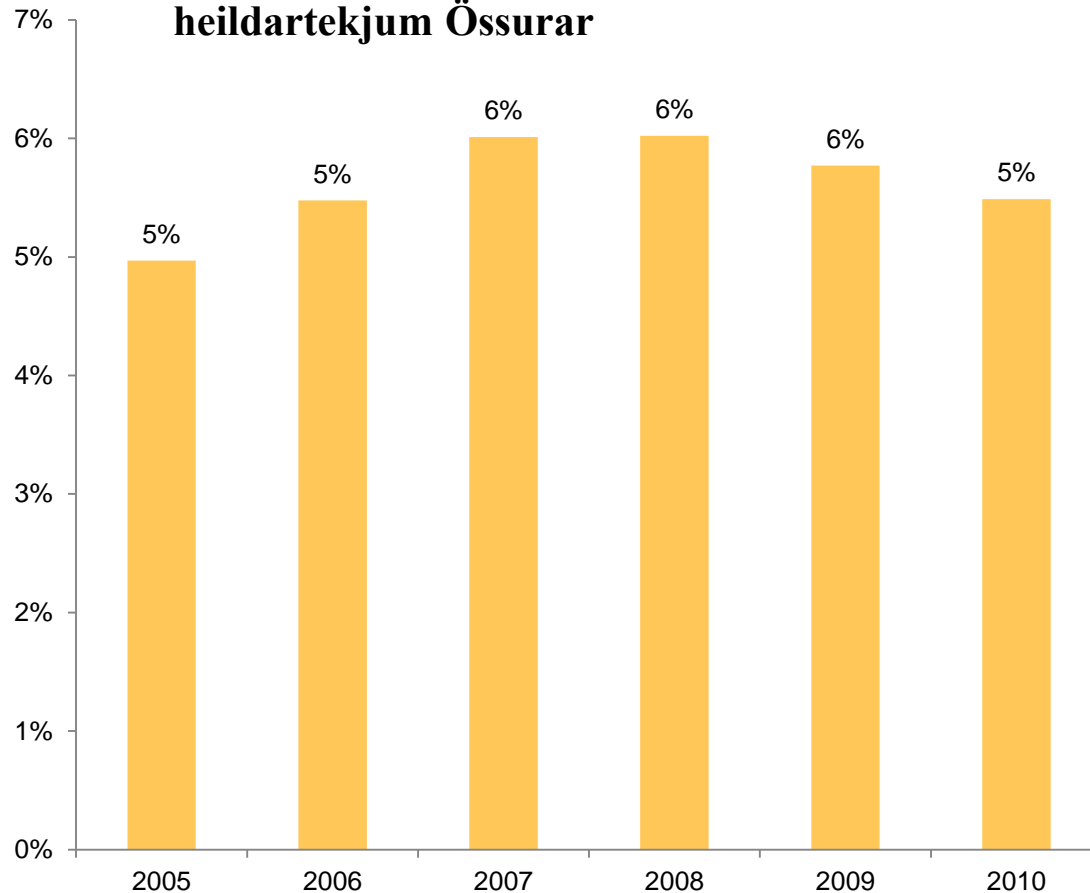


MIKIL ÁHERSLA Á ÆRÐUN OG NÝSKÖPUN



Life Without Limitations

Fjármagn sett í Þróunardeild - sem hlutfall af heildartekjum Össurar



DÆMI UM VÖRU SEM STUÐLAR AÐ SPARNADÍ



Life Without Limitations

The Rebound™ Air Walker is the latest addition to the Össur line of walkers, which also includes the popular Equalizer® Air Walker.

Indications:

- Soft tissue injuries
- Grade 2 and 3 sprains
- Stable fractures
- Post-operative use
- Trauma and rehab



WALKER VS. GIPS MEÐFERÐ – KOSTNAÐAR SAMANBURÐUR



Life Without Limitations

Efni	GIPS MEÐFERÐ			WALKER MEÐFERÐ	
	Ein. Verð	Magn	Ein gipsun	Efni	Walker
Gipsrúlla	700	4	2.800	Walker	15.000
Tubifast	150	1	120	Heildsöluv.	
Bómulrúlla	150	2	300		
Heimsókn 1					
Læknir	15.000	0,5	7.500	0,25	3.750
Hjúkka	10.000	0,5	5.000	0,25	2.500
Gipstæknir	8.000	1,0	8.000	-	-
Endurkoma					
Læknir	15.000	0,25	3.750	0,25	3.750
Hjúkka	10.000	0,5	5.000	0,25	2.500
Gipstæknir	8.000	1,0	8.000		
Samtals.		Gips	40.470	Walker	27.500

Auk þess → Rebound walker getur stýtt bataferlið og eykur hreyfigetu í samanburði við gips

ÖSSUR RIGID REMOVABLE DRESSING – VS. CAST /SEMI – RIGID DRESSING



Life Without Limitations

Össur rigid remov. dressing



Vs.

Cast / Semi rigid dressing



- Össur rigid dressing reduces hospital time (Taylor et al 2008)
- Össur rigid dressing reduces time to first prosthesis (Taylor et al 2008)
- Össur rigid dressing reduces time to wound healing (Deutsch et al 2005)

UNLOADER ONE SLITGIGTARSPELKA



Life Without Limitations



- Dregur úr álagi á slitna liðnum
- Minnkar verki
- Eykur líkamlega færni
- Minnkar lyfjanotkun
- Ódýr meðferð miðað við annað
- Frekari rannsóknir eru í gangi
 - Cost effectiveness rannsókn
 - The Swedish Institute for Health Economics





- Cost Effectiveness rannsóknir
 - Ef kostnaður dreifist yfir mörg svið hafa niðurstöður lítil áhrif
- Áhersla á notendastýrða hönnun
- Fyrirbyggjandi lausnir
 - Skíða með spelku → færri krossbandaslit (Kocher 2003)
 - Góður gervifótur → dregur úr langtíma hrörnun
- SPRINT – hollenskt samstarfsverkefni til að lækka heilbr. kostnað
 - <http://www.hannn.eu/en/70/center-of-research-excellence-sprint>
 - 150 milljón evrur yfir 10 ára tímabil frá hollenska ríkinu

Össur hefur áhuga á samstarfi