Exhibit at the world’s largest orthopaedic meeting

No other orthopaedic meeting provides you the opportunity to reach over 12,000 orthopaedic surgeons and other healthcare professionals.

AAOS 2020 Annual Meeting
Orange County Convention Center
Orlando, Florida

Meeting Dates: March 24 - 28, 2020
Exhibit Dates: March 25 - 27, 2020

Apply now for exhibit space at aaos.org/exhibitors
Location
Orange County Convention Center
9800 International Drive
Orlando, FL 32819
https://www.occc.net/

Exhibit Space Fees
All exhibit space rental fees are $39 per net square foot:
Linear inline booth 10’ x 10’.......................... $3,900
Linear corner booth 10’ x 10’.......................... $3,900
Island booth space 20’x20’ or larger............$39 per net square foot
A 50% deposit ($1,950 per 100 sq. ft.) must accompany the application for Exhibit Space.

NEW! Exhibit Space Application Timeframe
Applications submitted by May 22, 2019 will be assigned under the priority point system. All applications received after May 22, 2019 will be assigned on a first come, first serve basis. All applications must be submitted with the 50% deposit in order to be assigned exhibit space.

Exhibit Space Assignment
Applications received by May 22, 2019:
Linear booth applications received with the required 50% deposit will be assigned under the priority point system.
Island booth (400 sq. ft. or larger) applications with the required 50% deposit will receive an email on June 3, 2019 with an appointment time to finalize their booth selection in real time. Appointments are assigned under the priority point system and will take place June 10-17, 2019.
Applications received after May 22, 2019 with the required 50% deposit will be assigned space from the remaining open booths after initial space assignments.

Exhibitor Benefits
• Linear booths include 8’ high back drape, 36” high side dividers
• A 7” x 44” identification sign for linear booths
• Booth number identification on an adhesive-backed label located on aisle carpet
• Access to over 12,000 orthopaedic surgeons and other healthcare professionals
• Opportunity for face-to-face engagement with current and prospective customers
• Visibility - all subspecialties of orthopaedic surgery are represented at the AAOS Annual Meeting
• 22 exhibit hours, 9 hours of dedicated exhibit time
• Five exhibit badges for each 100 sq. ft. of exhibit space, badges are complimentary if registered by March 23, 2020
• Special exhibitor housing rates at AAOS official hotels, allocation of sleeping rooms through the AAOS Housing Bureau, MCI, USA
• Reserve meeting space at an official AAOS hotel

We promote your presence!
Complimentary exhibitor listing in the following publications:
• Floor Plan Listing - AAOS Website
• Exhibitor Guide*
• Final Program*
• My Academy Meeting App
• Exhibitor Directory (printed exhibit hall map)*
*Company information must be provided by November 5, 2019 to be included in print materials.

• Shuttle bus service for exhibitors to and from AAOS hotels and the Orange County Convention Center
• Company listing published online and select print materials if received by November 5, 2019
• Access to scientific sessions if space permits

Driving Attendee Traffic to the Exhibit Hall
Dedicated Exhibit Time – 7 hours of dedicated exhibit time will be provided during the morning, lunch and afternoon breaks. Visit aaos.org/exhibits for dedicated exhibit times.

Beverage Breaks in Exhibit Halls – Attendees will be provided with complimentary beverages during the break between scientific sessions Wednesday and Thursday afternoon and on Friday morning. Visit aaos.org/exhibits for the beverage break times.

AAOS Redemption Centers – Attendees can pick up a complimentary tote bag, AAOS logo t-shirt and enter drawings for a variety of items at designated kiosks.

Technology Theater – Presentations for attendees that focus on the latest technology related to orthopaedic surgeons, their staff and practice.

Ask an Expert – Interactive learning sessions that take place in the exhibit hall where attendees are invited to bring challenging cases for presentation to experts in orthopaedics for diagnosis and recommendation.

Questions:
Phone: 847-384-4174
Email: exhibits@aaos.org

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Senior Coordinator of Exhibits & Sponsorship
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Email: schott@aaos.org

Patricia Whitaker
Exhibits & Sponsorship Manager
Phone: 847-384-4188
Email: whitaker@aaos.org

Apply now before exhibit space sells out
Reserve Your Exhibit Space Today!

Visit aaos.org/exhibitors for the following:

- Exhibit Space Application
- Rules and Regulations
- Floor Plan
- Promotional Opportunities
- 2019 Exhibitor Listing
- FAQs

Important Dates
Application and 50% deposits due for priority point assignment ................................................................. May 22, 2019
Space assignments, invoices and housing information sent ................................................................................. June 26, 2019
Balance of exhibit space fees due ...................................................................................................................... October 24, 2019

Exhibit Space Cancellation/Reductions
Full refund of fees paid .......................................................................................................................... through May 22, 2019
AAOS retains 30% of exhibit space fees ........................................................................................................ May 23 – October 24, 2019
AAOS retains 50% of exhibit space fees ........................................................................................................ October 25 – November 25, 2019
AAOS retains 100% of exhibit space fees ................................................................................................... after November 25, 2019

2020 Exhibit Schedule

<table>
<thead>
<tr>
<th>DATE</th>
<th>INSTALLATION* / DISMANTLE OF EXHIBITS</th>
<th>EXHIBITOR ACCESS TO THE EXHIBIT HALL</th>
<th>EXHIBIT HOURS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday, March 18</td>
<td>Per Target Schedule*</td>
<td>1:00 PM - 7:00 PM</td>
<td></td>
</tr>
<tr>
<td>Thursday, March 19</td>
<td>Per Target Schedule*</td>
<td>7:30 AM - 7:00 PM</td>
<td></td>
</tr>
<tr>
<td>Friday, March 20</td>
<td>Per Target Schedule*</td>
<td>7:30 AM - 7:00 PM</td>
<td></td>
</tr>
<tr>
<td>Saturday, March 21</td>
<td>Per Target Schedule*</td>
<td>7:30 AM - 7:00 PM</td>
<td></td>
</tr>
<tr>
<td>Sunday, March 22</td>
<td>Per Target Schedule*</td>
<td>7:30 AM - 5:00 PM</td>
<td></td>
</tr>
<tr>
<td><strong>limited services-no freight receiving</strong></td>
<td></td>
<td>7:30 AM - 5:00 PM</td>
<td></td>
</tr>
<tr>
<td>Monday, March 23</td>
<td>Per Target Schedule*</td>
<td>7:30 AM - 7:00 PM</td>
<td></td>
</tr>
<tr>
<td>Tuesday, March 24</td>
<td>7:30 AM – 5:00 PM</td>
<td>7:30 AM – 7:00 PM</td>
<td></td>
</tr>
<tr>
<td>Wednesday, March 25</td>
<td>6:30 AM - 6:00 PM</td>
<td>9:00 AM – 5:00 PM</td>
<td></td>
</tr>
<tr>
<td>Thursday, March 26</td>
<td>7:00 AM - 6:00 PM</td>
<td>9:00 AM – 5:00 PM</td>
<td></td>
</tr>
<tr>
<td>Friday, March 27</td>
<td>3:00 PM – Midnight</td>
<td>7:00 AM - Midnight</td>
<td>9:00 AM – 3:00 PM</td>
</tr>
<tr>
<td>Saturday, March 28</td>
<td>7:30 AM – 5:00 PM</td>
<td>7:30 AM - 5:00 PM</td>
<td></td>
</tr>
<tr>
<td>Sunday, March 29</td>
<td>7:30 AM – 2:00 PM</td>
<td>7:30 AM - 2:00 PM</td>
<td></td>
</tr>
</tbody>
</table>

*Installation of exhibits will take place using a target move-in schedule, based upon booth size and location. Exhibitors must adhere to their assigned target date and time for delivery of direct shipments to the Orange County Convention Center. This schedule will be detailed in the Exhibitor Service Manual.
ENGAGE FACE-TO-FACE WITH ORTHOPAEDIC SURGEONS

No other orthopaedic meeting provides you the opportunity to connect with this focused and engaged audience.

**AAOS Annual Meeting Attendance**

**2019 LAS VEGAS, NV**

**TOTAL ATTENDANCE:** 29,448

**TOTAL PROFESSIONAL:** 15,011

<table>
<thead>
<tr>
<th>Domestic Physician</th>
<th>International Physician</th>
<th>Non-Physician Medical</th>
</tr>
</thead>
<tbody>
<tr>
<td>9,654</td>
<td>3,645</td>
<td>1,712</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Exhibitor</th>
<th>Other*</th>
</tr>
</thead>
<tbody>
<tr>
<td>11,101</td>
<td>3,336</td>
</tr>
</tbody>
</table>

**2018 NEW ORLEANS, LA**

**TOTAL ATTENDANCE:** 27,115

**TOTAL PROFESSIONAL:** 13,843

<table>
<thead>
<tr>
<th>Domestic Physician</th>
<th>International Physician</th>
<th>Non-Physician Medical</th>
</tr>
</thead>
<tbody>
<tr>
<td>9,096</td>
<td>3,254</td>
<td>1,493</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Exhibitor</th>
<th>Other*</th>
</tr>
</thead>
<tbody>
<tr>
<td>10,609</td>
<td>2,663</td>
</tr>
</tbody>
</table>

**2017 SAN DIEGO, CA**

**TOTAL ATTENDANCE:** 28,512

**TOTAL PROFESSIONAL:** 15,259

<table>
<thead>
<tr>
<th>Domestic Physician</th>
<th>International Physician</th>
<th>Non-Physician Medical</th>
</tr>
</thead>
<tbody>
<tr>
<td>8,693</td>
<td>4,977</td>
<td>1,589</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Exhibitor</th>
<th>Other*</th>
</tr>
</thead>
<tbody>
<tr>
<td>10,252</td>
<td>3,001</td>
</tr>
</tbody>
</table>

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**Top 5 Reasons Attendees Visit the Exhibit Hall**

1. See new products and technology
2. Visit multiple exhibitors in one location
3. Evaluate and compare products
4. Connect with exhibitors
5. Attend presentations/demonstrations

98% of attendees say they achieve their goals when visiting the exhibit hall.

*based on the 2019 Annual Meeting Attendee Survey

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**2019 Attendees by Age**

- <36: 20%
- 36-40: 13%
- 41-45: 11%
- 46-50: 11%
- 51-55: 9%
- 56-60: 12%
- 61-65: 10%
- 65+: 14%

*Information obtained from the 2018 American Academy of Orthopaedic Surgeons Census and the 2019 Annual Meeting registration form.

**Not all attendees provided this information**

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Apply now for exhibit space at [aaos.org/exhibitors](http://aaos.org/exhibitors)
Exhibiting is your best opportunity to:
- Generate new leads
- Connect with current and prospective customers
- Promote your brand
- Expand your market reach

Nearly 90% of all attendees visit the Exhibit Hall

### 2019 Attendees by Focus†

<table>
<thead>
<tr>
<th>Focus</th>
<th>Attendees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adult Reconstruction Hip and Knee</td>
<td>3,276</td>
</tr>
<tr>
<td>Adult Spine</td>
<td>1,064</td>
</tr>
<tr>
<td>Arthroscopy</td>
<td>2,684</td>
</tr>
<tr>
<td>Basic Science</td>
<td>316</td>
</tr>
<tr>
<td>Disability Legal</td>
<td>354</td>
</tr>
<tr>
<td>Foot and Ankle</td>
<td>1,197</td>
</tr>
<tr>
<td>General Orthopaedics</td>
<td>1,987</td>
</tr>
<tr>
<td>Hand and Wrist</td>
<td>1,369</td>
</tr>
<tr>
<td>Musculoskeletal Oncology</td>
<td>471</td>
</tr>
<tr>
<td>Non-Operative</td>
<td>303</td>
</tr>
<tr>
<td>Pain Management</td>
<td>179</td>
</tr>
<tr>
<td>Pediatric Orthopaedics</td>
<td>784</td>
</tr>
<tr>
<td>Pediatric Spine</td>
<td>299</td>
</tr>
<tr>
<td>Shoulder and Elbow</td>
<td>2,502</td>
</tr>
<tr>
<td>Sports Medicine</td>
<td>3,331</td>
</tr>
<tr>
<td>Total Joint</td>
<td>2,501</td>
</tr>
<tr>
<td>Trauma</td>
<td>2,557</td>
</tr>
</tbody>
</table>

### 2019 Attendees by Practice Setting†

- 32.0% Private Practice Orthopaedic Group
- 25.3% Academic Practice
- 14.9% Private Practice Solo
- 12.3% Hospital or Medical Center
- 7.9% Private Practice-Multi-specialty Group
- 2.6% Other Practice Setting
- 2.0% Military Practice
- 2.0% Pre-paid Health Plan
- 1.2% Public institution (non-military govt entity)

†Information obtained from the 2018 American Academy of Orthopaedic Surgeons Census and the 2019 Annual Meeting registration form. Totals may vary if physicians did not respond to a question. Physicians may be included in more than one practice focus or setting.
**2019 Domestic Physician Attendance by State**

- **Total Domestic Physician Attendance**: 9,654

**2019 International Physician Attendance**

- **Total International Physician Attendance**: 3,645

**Attendee Profile**

- **North America**: 723
  - **North America**: 723
  - **Central America**: 44
  - **South America**: 638

- **Europe**: 934

- **Middle East**: 214

- **Africa**: 78

- **Asia**: 854

- **Pacific/Oceania**: 160

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AAOS 2020 Annual Meeting  December 11, 2019