

Geneva, May 15<sup>th</sup>, 2014

#### 2013 FULL YEAR PRESS RELEASE

#### Activity

Spineart full year revenues grew 14% in 2013 compared to 2012. Direct sales in the US grew 30% in USD

As part of its strategy to address core markets, Spineart opened direct sales subsidiaries in Italy in February 2013 and in Germany in July 2013. Direct sales revenues in Europe (Germany, France, Switzerland, Italy, Austria) increased 31% compared to 2012.

In August 2013, Spineart acquired a portfolio of proprietary synthetic Orthobiologic solutions from Orthos Ltd to supplement its offering of spinal implants.

The number of cervical disc BAGUERA®C successfully implanted exceeded 10,000 while its ISPF ROMEO®2 PAD reached 1,000 successful implantations after only 16 months of commercialization.

Recruitments in R&D, medical affairs, marketing and sales team were performed in 2013 resulting in a 60% increase in Spineart headcount, with a clear acceleration in the last quarter to address 2014 strategic objectives.

## Gross Margin and Operating Profit

Gross margin was 76% and EBITDA margin was above 14%.

#### Technology Platforms

In June 2013, Spineart added to its deformity platform a special deformity screw, ROMEO $^{\circ}$ 2 25D, as well as a new generation of pre-assembled cross-links and quick-release reducer tubes. The ROMEO $^{\circ}$ 2 25D is approved in the US and was commercially launched in September 2013.

In October 2013, the JULIET®PO, JULIET®TL and JULIET®AN received approval from the Chinese FDA.

In November 2013 Spineart initiated a limited release of its new titanium secured cervical cage, SCARLET®AC-T. 70 surgeries have been successfully performed with this new implant in the first 4 months and full commercial release OUS is planned in the second guarter of 2014.

Spineart further expanded its family of JULIET® lumbar cages by adding cages with extra lordosis.

In 2013, Spineart initiated a limited release of a novel system for the treatment of Vertebral Compression Fractures in two prestigious university centers in France. Further centers are being added in Germany and Spain. A prospective clinical study is planned in 2014.

### **Prospects**

In 2014, Spineart is anticipating continued double-digit growth backed by the continued expansion of its product portfolio and strengthening of its sales network.

Spineart will continue to implement its direct sales strategy in the US and Europe. Further hires in sales and marketing are being made to support the increasing adoption of Spineart technology in deformity and MIS surgeries. In Europe, Spineart established a new direct sales subsidiary, Spineart España, in January 2014 and is now selling directly in Germany, France, Switzerland, Spain, Italy and Austria.

In 2014, Spineart is starting surgeries with its new lateral access platform in the US, including a lateral cage JULIET®LL and a radiolucent carbon fiber retractor OTELO®LL. Spineart is also expecting approval from the US FDA for its ISPF ROMEO®2 PAD and its secured cervical cage SCARLET®AC-T.

Spineart is also waiting for further approvals from the Chinese FDA and will continue to complement its offering in this fast growing market.

# **About Spineart**

Spineart delivers pioneering, safe and efficient solutions to spine surgeons, operating room teams and patients.

Spineart, present in 47 countries, offers a full range of high quality Swiss Made Fusion, Motion, and MIS devices worldwide, focusing on simplicity and safety of use.

Spineart markets a complete portfolio of traceable barcoded sterile packed implants and is thereby proudly promoting higher safety, cost-efficiency, and compliance at the hospital.

For more information please contact us at contact@spineart.com or visit spineart.com.