

# OSTEOPORE EXPANDS INTO LATIN AMERICA WITH INITIAL SALES TO COLOMBIA

## Highlights:

- Osteopore expands its footprint to Latin America with the first shipment of its cranial regenerative implants to Colombia.
- The initial sales represent an endorsement of Osteopore's continued strategy to penetrate new markets and drive uptake amongst surgeons.
- Osteopore will harness this opportunity to expand collaborations with local surgeons and gain new regulatory access in additional Latin America territories.
- Additional first sales in countries outside of Latin America are also expected across 2022.

**7** April 2022: Osteopore Limited (ASX: OSX) ("Osteopore" or the "Company"), an Australian and Singapore based global leader in the manufacture of innovative regenerative implants at commercial scale empowering natural tissue regeneration, is pleased to announce it has successfully expanded into the Latin American market with its first shipment of cranial (skull) regenerative implants to Colombia.

Osteopore's craniofacial implants are superior, off-the-shelf products that can be manufactured at scale and used in over 1.1m craniofacial procedures globally<sup>1</sup>. The implants dissolve over time to leave only natural healthy bone, and have largely outperformed traditional implant methods in terms of design, post-surgery complications and associated long-term health care costs.

The initial orders were received from Osteopore's Colombian based distribution partner, Implar SAS, who will promote the technology to their extensive network of hospitals and surgeons across the region. Osteopore's implants have also successfully been cleared for marketing and sales from Colombia's regulatory agency, INVIMA (Instituto Nacional de Vigilancia de Medicamentos y Alimentos).

The Latin American Bone Graft and Substitutes Market is estimated to be worth US\$182 million by 2026<sup>2</sup>, and while the initial Colombia sales are not material in terms of revenue, its

<sup>&</sup>lt;sup>1</sup> Cetas Healthcare (2020). Market research conducted for Osteopore on the global cranial procedure market.

<sup>&</sup>lt;sup>2</sup> Latin America Bone Graft and Substitutes Market - Coherent Market Insights



significance represent an endorsement of Osteopore's continued strategy to penetrate new markets and drive uptake amongst surgeons.

With regulatory access and operation in more than 20 countries and autonomous regions such as the US, Europe, Asia and Australia, Osteopore aims to gain additional regulatory access in new markets, and continue to execute on its vision to become the standard-of-care for bone and tissue regeneration globally.



Image: Map indicating regions with regulatory access

Osteopore Executive Chairman, Mark Leong said; "Achieving first sales into Latin America is a fantastic milestone for the company, as surgeons around the world increasingly realise the benefits of Osteopore products. We plan to harness this opportunity and work towards the necessary regulatory approval to expand sales in additional Latin American jurisdictions, as well as continue building an economic moat around the Company's novel technology."

### This announcement has been approved for release by the Board of Osteopore.

For more information, please contact:

Mark Leong Executive Chairman Osteopore Limited +65 9011 7009 Mark\_Leong@osteopore.com

#### **About Osteopore Limited**

Osteopore Limited is an Australian and Singapore based medical technology company commercialising a range of bespoke products specifically engineered to facilitate bone healing across multiple therapeutic areas. Osteopore's patented technology fabricates specific micro-structured scaffolds for bone regeneration through 3D printing and bioresorbable material. Osteopore's patent-protected scaffolds are made from proprietary polymer formulations that naturally dissolve over time to leave only natural, healthy bone



tissue, significantly reducing post-surgery complications commonly associated with permanent bone implants.

#### About Implar SAS

Implar SAS is part of a larger medical organisation, Inbios – International Biomedical Solutions. Inbios is a Colombian company dedicated to providing the best solutions for patients, health professionals, IPS and insurers with world-class providers. The company designs, manufactures and markets high technology and development implants. It has a global network of medical specialists, institutions and exclusive distributors in Europe, Asia, Australia and the Americas.

#### **Forward-Looking Statements**

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices, or potential growth of Osteopore Limited, are, or may be, forward-looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results may differ materially from those expressed or implied by these forward-looking statements depending on various factors.