

16 July 2024

Osteopore strikes Exclusive Distribution Agreement with Zimmer Biomet for its craniofacial products

Highlights

- Osteopore signs an Exclusive Distribution Agreement with Zimmer Pte Ltd, the Singapore-based subsidiary of Zimmer Biomet Holdings, Inc., (Zimmer Biomet) to distribute craniofacial products in Europe, the Middle East, and Africa (EMEA), and Asia Pacific (APAC) including Australia, and New Zealand.
- Zimmer Biomet is a publicly listed (NYSE and SIX: ZBH) medical technology company, ranked 19th¹ in the Top 100 medical device companies globally and #484² by the *Fortune 500* Fortune Rankings.
- The multi-year Agreement comprises 24 countries in the initial stages of distribution.
- The Agreement positions Osteopore to cement its presence in the USD\$53.4m (2022) global craniofacial implant market, projected to reach \$118.2m by 2032³.

Australian-Singaporean regenerative medicine company **Osteopore Limited** (ASX: **OSX**; **Osteopore** or **Company**) – a global leader in 3D-printed biomimetic and bioresorbable implants – is delighted to announce the signing of an Exclusive Distribution Agreement (**Agreement**) with global medical technology leader Zimmer Biomet for its groundbreaking craniofacial products.

¹ <https://www.mddionline.com/business/top-40-medical-device-companies>

² <https://fortune.com/company/zimmer-biomet-holdings-3/>

³ <https://www.alliedmarketresearch.com/craniofacial-implants-market-A295583>



Under the Agreement, Zimmer Biomet will serve as Osteopore's exclusive distributor for craniofacial products in EMEA and APAC, including Australia and New Zealand. The multi-year Agreement comprises 24 countries in the initial stages of distribution, with an initial focus on EMEA. In EMEA, there are 115 countries, while in APAC, there are 47 countries including Australia and New Zealand.

Currently, Osteopore is marketing and selling its craniofacial products in 10 countries across EMEA, Australia, and New Zealand. In 2023, the combined revenue from these countries accounted for 8-9% of the Company's annual total revenue. The Agreement's initial emphasis on EMEA enables Osteopore to instantly double its presence in the region.

Commenting on Osteopore's Agreement with Top 20 medical device company Zimmer Biomet, CEO Dr Yujing Lim, said:

"This distribution partnership with Zimmer Biomet is a key milestone in our efforts to step up the commercialisation of our craniofacial products.

"We are pleased Zimmer Biomet sees the value in our craniofacial products and technology, especially with the clinical focus shifting towards regenerative medicine and healing.

"This Agreement enables Osteopore to leverage Zimmer Biomet's sales and marketing capabilities, expertise, and network, to boost the reach of our craniofacial products in EMEA and APAC," said Dr Lim.

The Agreement strengthens Osteopore presence in the USD\$53.4 million (2022) global craniofacial implant market. The global craniofacial market – according to Allied Market Research – is expected to reach \$118.2 million by 2032, growing at a CAGR of 8.3% to 2032⁴.

⁴ <https://www.alliedmarketresearch.com/craniofacial-implants-market-A295583>



Key terms of the Agreement:

- This is a multi-year agreement with an initial term of 5 years from the effective date of the Agreement
- Minimum purchase commitments and a minimum initial stocking order during the first 12 months from the effective date of the Agreement
- Osteopore retains control and ownership of its Intellectual Property (IP), including any modifications, improvements, and adaptations
- The Agreement comprises customary termination provisions, including those relating to non-performance or breach

ENDS

This announcement dated 16 July 2024 has been authorised for release to the ASX by the Board of Osteopore Limited.

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Osteopore Ltd. is a global medical technology company founded in Singapore and listed in Australia that commercialises products designed to enable natural 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 manufactured using a proprietary manufacturing technique with a polymer that naturally dissolves over time to only allow natural and healthy bone tissue, significantly reducing the post-surgery complications commonly associated with permanent bone implants. Our 3D printing technology is unique to Osteopore.

