



Geneva, January 15, 2015

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## 2014 FULL-YEAR PRESS RELEASE

### Activity

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#### *Sales*

2014 worldwide revenues grew 15% compared to 2013. Direct sales in Europe grew 53% and, despite continued price pressure, direct sales in the USA grew 14% in USD.

Total revenues in EMEA grew 30%. Sales to distributors in Latin America decreased 22% due to adverse currency and political environment and grew 5% in Asia-Pacific.

#### *Surgeries*

The total number of cervical disc BAGUERA<sup>®</sup><sub>C</sub> successfully implanted since launch exceeded 12,500 while the ISPF ROMEO<sup>®</sup><sub>2 PAD</sub> reached 2,600 successful implantations. SCARLET<sup>®</sup><sub>AC-T</sub>, a secured cervical cage in titanium commercially launched in September in Europe and in December in the US, reached more than 500 successful implantations.

### Gross Margin and Operating Profit

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Non-audited gross margin and EBITDA margin stand respectively at 80% and 11% of sales.

### Technology Platforms

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In 2014, Spineart maintained its ranking as one of the most innovative spine companies in the market.

The company received approval from the US FDA for 9 additional products, including a full titanium ISPF ROMEO<sup>®</sup><sub>2 PAD</sub>, a full titanium secured cervical cage SCARLET<sup>®</sup><sub>AC-T</sub> and a full titanium Lateral cage JULIET<sup>®</sup><sub>LL</sub>. These approved products will be progressively released in the USA throughout 2015.

Spineart also completed CE-marking for 10 new products, and initiated limited products release for a novel Vertebral Compression Fracture treatment system, TEKTONA<sup>®</sup> and a new ROMEO<sup>®</sup><sub>2</sub> fenestrated pedicle screw.

In March 2014, Spineart received approval from the Chinese CFDA for its cervical cage TRYPTIK<sup>®</sup><sub>CA</sub> and cervical cage-plate TRYPTIK<sup>®</sup><sub>MC</sub>. In August, Spineart received approval from the Brazilian ANVISA for its ISPF ROMEO<sup>®</sup><sub>2 PAD</sub>. In December, the company received approval from the India DCGI office for its posterior lumbar cages range JULIET<sup>®</sup>, its pedicle screws systems ROMEO<sup>®</sup><sub>2</sub> and ROMEO<sup>®</sup><sub>2 MIS</sub>, its cervical disc BAGUERA<sup>®</sup><sub>C</sub> and its fusion cervical range TRYPTIK<sup>®</sup>.

### Prospect

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In 2015 Spineart will be celebrating 10 years of business, a truly momentous occasion. Spineart anticipates continued double-digit growth backed by the continued expansion of its product portfolio, the introduction of new technologies and the strengthening of its sales network.

### About Spineart

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Spineart is a privately held medical device company focused on simplifying the surgical act by designing, developing and promoting safe and efficient solutions to spine surgeons, operating room teams and patients.

Spineart is a pioneer in its field, having introduced unique patented and clinically validated technologies in the fields of Minimally Invasive Surgery, Motion Preservation, Fusion, Biologics and Fractures Treatment.

Spineart markets a complete portfolio combining traceable barcoded sterile packed implants with compact instrument sets, thus proudly promoting greater safety, cost-efficiency and compliance at the hospital.

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Spineart

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