

## Spine sales up 66% in H1 2015

- Over 3,100 JAZZ Implants sold in the first half
- Continued rapid growth in JAZZ sales in France and the USA
- Ludivine Wagner-Pellegrini recruited as Spine Sales Director, France

**Bordeaux, Boston, 28 July, 2015** – IMPLANET (Euronext: IMPL, FR0010458729, PEA-PME eligible), a medical technology company specializing in vertebral and knee-surgery implants, today announces its revenue for its second quarter and first half to 30 June, 2015.

Ludovic Lastennet, CEO of Implanet, says: *“During the 1<sup>st</sup> half of the year, commercial activity was led by the substantial increase in Spine sales, marking uninterrupted growth over the last 18 months in our priority regions. We estimate the number of surgeries carried out with the JAZZ implant at more than 600 over the first 6 months of the year. This validates our strategy of focusing our JAZZ implant at regions of the world with the greatest potential. In accordance with our roadmap, the extension of the range launched in late May is beginning to bear fruit, accounting for approximately 20% of 1<sup>st</sup> half revenue. Moreover, the first surgeries in Latin America are an encouraging sign, this region has all the characteristics of the priority markets we are targeting. France is now headed by a dedicated Sales Director, Ludivine Wagner-Pellegrini, and is recording solid JAZZ sales growth.”*

Revenue (in € thousands - IFRS)	2015	2014	Δ
<b>1<sup>st</sup> revenue</b>	<b>1,599</b>	<b>2,047</b>	<b>-21.9%</b>
<b>2<sup>nd</sup> quarter revenue</b>	<b>1,707</b>	<b>1,954</b>	<b>-12.6%</b>
Spine (JAZZ)	1,455	879	+65.5%
Knee + Arthroscopy	1,851	2,357	-21.5%
Hip	0	765	-100%
<b>Total 1<sup>st</sup> half revenue</b>	<b>3,306</b>	<b>4,001</b>	<b>-17.3%</b>
<b>Total 1<sup>st</sup> half revenue (excluding Hip)</b>	<b>3,306</b>	<b>3,236</b>	<b>+2.2%</b>

*These figures have been the subject of a limited review*

### Further buoyant growth in JAZZ sales over the half, notably in the United States

In H1 2015, Implanet recorded revenue of €3,306 thousand (+2.2% vs. €3,236 thousand in H1 2014 excluding Hip activity). International revenue totaled €1,823 thousand and accounted for 55.1% of total 1<sup>st</sup> half revenue (vs. 40.1% in H1 2014), driven by further growth in the United States, which now accounts for 16.5% of total sales compared with 7.2% in H1 2014.

Revenue from Spine activity (JAZZ), the Company’s core business and priority area of development, totaled €1,455 thousand over the half (+65.5%), with JAZZ sales growing across all markets, most notably the United States where revenue jumped +88% to €546 thousand. France, the United States and the rest of the world accounted for 37%, 37% and 26% of Spine revenue over the period. JAZZ sales now account for 44% of sales (vs. 22% in H1 2014).

Over the first half, Implanet sold 1,335 JAZZ units in France, 432 in the United States and 1,409 in the rest of the world, for a total of 3,176 units (vs. 2,095 in H1 2014). This represents 52% growth, and already the equivalent of approximately 75% of the total number of JAZZ implants sold in 2014.

Despite the upturn in sales observed since May, 1<sup>st</sup> half revenue for Knee activity was down 21.5% to €1,851 thousand (vs. €2,357 thousand).

The discontinuation of sales associated with Hip activity still had a significant impact on the Company's global sales performance and year over year growth during the 1<sup>st</sup> half, but will no longer have an impact from the 3<sup>rd</sup> quarter onwards.

### Q2 2015: huge growth in Spine activity (JAZZ)

Over Q2 2015 alone, revenue from Spine activity (JAZZ) was +53.9% to €700 thousand (compared with €454 thousand), driven by a solid dynamic in the United States and France, where sales increased by +97% to €350 thousand (vs. €178 thousand) and +68% to €281 thousand (vs. €168 thousand) respectively.

Over the quarter, Implanet sold 756 JAZZ units in France, 270 in the United States and 339 in the rest of the world, giving a total of 1,365 units, thus representing growth of +28% (vs. 1,066 in Q2 2014).

### Ludivine Wagner-Pellegrini recruited as Spine Sales Director, France

With 8 years of successful experience in sales management in the field of spine surgery, Ludivine Wagner-Pellegrini took control of the French sales department in Q2 2015, leading all Company activities relating to spine surgery.

**Next financial press release: results for the 1<sup>st</sup> half of 2015, on 15 September 2015**



### About IMPLANET

Founded in 2007, IMPLANET is a medical technology company that manufactures high-quality implants for orthopedic surgery. Its flagship product, the JAZZ latest-generation implant, aims to treat spinal pathologies requiring vertebral fusion surgery. Protected by four families of international patents, JAZZ has obtained 510(k) regulatory clearance from the Food and Drug Administration (FDA) in the United States and the CE mark. IMPLANET employs 45 staff and recorded 2014 sales of €7.0 million. For further information, please visit [www.implanet.com](http://www.implanet.com). Based near Bordeaux in France, IMPLANET established a US subsidiary in Boston in 2013.

IMPLANET is listed on Compartment C of the Euronext™ regulated market in Paris.  
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