

Press release

## Vexim strengthens its executive team with the appointments of:

- ▶ Sébastien Lemoine as Vice-President International Sales and Market Development
- ▶ François Cathelineau as Vice-President Operations

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**Toulouse, June 9, 2016** –VEXIM (FR0011072602 – ALVXM / PEA-PME), a medical device company specializing in the minimally invasive treatment of vertebral fractures, today announced the strengthening of its executive team with the appointments of: Sébastien Lemoine as VP International Sales and Market Development and François Cathelineau as VP Operations.

### **Sébastien Lemoine is appointed Vice-President International Sales and Market Development**

With 19 years of successful experience combining strategic and operational responsibilities in the medical device industry, Sébastien Lemoine will manage Vexim's international commercial development in strategic countries, such as Brazil, China, South Africa, Australia and South Korea. Vexim estimates that international sales outside the United States could reach 25% of the Group's overall turnover by 2020.

Before joining Vexim, Sebastien Lemoine was VP of the "Large Joints" Business Unit at Tornier. There, he led one of the three global Business Units whose turnover reached about €40 million. He developed a successful commercial strategy in over 30 countries in collaboration with subsidiaries and distributors. In 2014 he notably drove revenues up 10% in a flat market. At Tornier, Sébastien Lemoine also served on corporate Committees such as the Intellectual Property Board, Grants & Donations Committee and Corporate Compliance Committee. Prior to this role Sébastien Lemoine was Business Unit Director Spine at Zimmer France. In this role he executed the integration of the product Portfolio following the acquisition of Abbott Spine, and grew the business from €2.5 million to €5 million in two years. He joined Zimmer France in 2007 as Director of Marketing. Earlier, Sebastien Lemoine had a 10-year career at Stryker in various roles including R&D, European Marketing and Business Development positions. He graduated from SupMeca Paris in mechanical engineering and also holds a Master's degree in Business Administration.

## François Cathelineau is appointed Vice-President Operations

François Cathelineau will lead R&D, Manufacturing, Supply Chain, Clinical Studies, Quality, Reimbursement & Regulatory affairs teams to support Vexim's growth and build operational excellence. Strategic projects within this organization include the development and completion of the SpineJack® FDA study in the United States, the development of new and innovative products for vertebral fractures treatment and the implementation of a top class operational structure to support Vexim's growth.

François Cathelineau brings 15 years of successful experience in Product Development and Operations Management, in several industries and international environment. Before joining Vexim he was leading EMEA service supply chain at GE Healthcare, supporting a \$1.4Bn business, and a member of the global service supply chain leadership team. He joined GE Healthcare in 2005 and held different positions with increasing responsibilities within Manufacturing, New product introduction, Quality Management, Product Development and support for Sales Operations. He worked earlier for the automotive group PSA and began his career in 2001 at Pêchiney Alcan.

François Cathelineau owns an Advance Master degree in Mechanical Engineering from Ecole MinesParisTech and a Master in Finance and Economics from Sciences-Po Paris.

### Financial reporting schedule:

First half-year 2016 results: on July 20<sup>th</sup>, 2016\*

\* indicative date, subject to changes

### About VEXIM, the innovative back microsurgery specialist

Based in Balma, near Toulouse (France), VEXIM is a medical device company created in February 2006. The company has specialized in the creation and marketing of minimally-invasive solutions for treating traumatic spinal pathologies. Benefitting from the financial support of its longstanding shareholder, Truffle Capital<sup>1</sup> and from BPI public subsidies, VEXIM has designed and developed the SpineJack®, a unique implant capable of repairing a fractured vertebra and restoring the balance of the spinal column. The company also developed the Masterflow™, an innovative solution for mixing and injecting orthopedic cement that enhances the accuracy of the injection and optimizes the overall surgical procedure. The company counts 62 employees, including its own sales teams in Europe and a network of international distributors.

VEXIM has been listed on Alternext Paris since May 2012. For further information, please visit [www.vexim.com](http://www.vexim.com)

### SpineJack®<sup>2</sup>, a revolutionary implant for treating Vertebral Fractures

The revolutionary aspect of the SpineJack® lies in its ability to restore a fractured vertebra to its original shape, restore the spinal column's optimal anatomy and thus remove pain and enable the patient to recover their functional capabilities. Thanks to a specialized range of instruments, inserting the implants into the vertebra is carried out by minimally-invasive surgery, guided by X-ray, in approximately 30 minutes, enabling the patient to be discharged shortly after surgery. The SpineJack® range consists of 3 titanium implants with 3 different diameters, thus covering 95% of vertebral fractures and all patient morphologies. SpineJack® technology benefits from the support of international scientific experts in the field of spinal surgery and worldwide patent protection through to 2029.

### Masterflow™<sup>2</sup>, a high-performance orthopedic cement delivery system

The Masterflow™ is an innovative solution for mixing and injecting orthopedic cement that enhances the accuracy of the injection and optimizes the overall surgical procedure for treating vertebral compression fractures. The device provides a

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<sup>1</sup> Founded in 2001 in Paris, Truffle Capital is a leading independent European private equity firm. It is dedicated to investing in and building technology leaders in the IT, life sciences and energy sectors. Truffle Capital manages €550m via FCPRs and FCPIs, the latter offering tax rebates (funds are blocked during 7 to 10 years). For further information, please visit [www.truffle.fr](http://www.truffle.fr) and [www.fcpi.fr](http://www.fcpi.fr).

<sup>2</sup> This medical device is a regulated health product that, with regard to these regulations, bears the CE mark. Please refer to the Instructions for Use.

better control of the injection of biomaterials into the spine. A complement of the SpineJack®, the Masterflow™ stands out for being both easy to use and precise, particularly in its ability to stop the cement delivery instantly without inertia. The Masterflow™ contributes to reducing pain in patients. Its first sales were recorded in the U.S. in February 2015, and the system has also received the CE marking in February 2015, a mandatory conformity mark for products marketed in Europe.

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## CONTACTS

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**Name :** VEXIM  
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**Ticker :** ALVXM

