



PRESS RELEASE

Safe Orthopaedics expands into Latin America

- ▶ Distribution agreements sealed in Mexico and Chile
- ▶ Continuing international expansion outside Europe, following on from Oceania

Eragny-sur-Oise, June 27, 2016 – SAFE ORTHOPAEDICS (FR0012452746 – SAFOR), a company offering innovative ranges of sterile implants combined with their single-use instruments, is today announcing its expansion into Latin America under distribution agreements covering Mexico and Chile, two fast-growing markets.

After securing regulatory marketing approvals in Australia and New Zealand in April, Safe Orthopaedics has continued its international expansion drive by expanding onto a new continent.

Safe Orthopaedics' products have just received marketing approval for the Chilean market, while an application is currently being reviewed in Mexico, with approval anticipated by Q4 2016.

Mexico and Chile are two fast-growing emerging markets, currently worth \$56 million and \$6 million p.a. respectively¹. Safe Orthopaedics has entered into distribution agreements to commence the marketing of its products over the next few months. In Mexico, it has sealed an exclusive distribution agreement with *Grupo Comercial Zanchet*, one of the country's leading players-

Fred Magnus, Chief Executive Officer of *Grupo Comercial Zanchet*, commented: *"We are proud that we will shortly be able to distribute Safe Orthopaedics' products in Mexico. In the course of our activities, we frequently see spine surgeries having to be postponed or cancelled owing to issues arising from the just-in-time management of conventional reusable instrument kits and sterilization problems. The solution provided by Safe Orthopaedics, with its implant kits and single-use surgical instruments, will enable us to improve significantly the quality of service provided to surgeons."*

Pierre Dumouchel, Interim Chief Executive Officer of Safe Orthopaedics, added: *"These two new distribution agreements provide fresh evidence of our technology's appeal in emerging markets. Our simultaneous expansion into Mexico and Chile will enable us to start building up our sales operations in Latin America, a region with great potential where the market is estimated to be worth \$317 million with a CAGR of 4.7%¹."*

Next publication: 2016 Q2 revenue, July 12, 2016 (after the market closes)

About Safe Orthopaedics

Founded in 2010, Safe Orthopaedics is a French medical technology company that develops and markets an innovative range of sterile implants and associated single-use surgical instruments, with the aim of facilitating safer, optimized and lower-cost spinal surgery. By avoiding the reuse of surgical instruments, Safe Orthopaedics reduces the risk of infection, avoids the cumbersome and unreliable logistics of instrument sterilization, and limits hospital costs. Protected by 17 patent families, the SteriSpine™ Kits are CE-marked and FDA cleared. The company is based at Eragny-sur-Oise (France), and has 37 employees.

For more information, visit: www.SafeOrtho.com

¹ Millennium Research Group



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