



## Implanet announces Q3 2016 sales of €1.5 million

- Q3 2016 sales mainly affected by the postponement of export deliveries of knee implants compared with the Q3 2015 figure of €1.7 million
- Over the first 9 months of the year, total sales were up +12%, +27% for Spine
- Consolidation of the Company's leadership position in France (+46% in Spine in Q3), growth of JAZZ on the acyclic and high-potential degenerative bone disorder market

**Bordeaux, Boston, October 10, 2016:** IMPLANET (Euronext: IMPL, FR0010458729, PEA-PME eligible; OTCQX: IMPZY), a medical technology company specializing in vertebral and knee-surgery implants, today announces its sales for the third quarter and first nine months to September 30, 2016.

Ludovic Lastennet, CEO of Implanet, says:

*"This was the Company's second most successful quarter in Spine activity. On the adult degenerative bone disorder segment, which is acyclic and has substantial potential given the large number of annual procedures, we generated growth of +145% over 3<sup>rd</sup> quarter 2015 and +140% over the first 9 months of the year. Furthermore, the JAZZ platform's adoption by prominent surgeons and hospitals, both in France and in the United States, is continuing to increase, establishing Implanet as a leader in sublaminal technology in spine surgery."*

Sales (in € thousands - IFRS)

	2016	2015	Change
1 <sup>st</sup> quarter	1,988	1,599	+24%
2 <sup>nd</sup> quarter	2,107	1,707	+23%
Spine (JAZZ)	848	790	+7%
Knee + Arthroscopy	633	903	-30%
<b>Total 3<sup>rd</sup> quarter</b>	<b>1,481</b>	<b>1,693</b>	<b>-12%</b>
Spine (JAZZ)	2,860	2,245	+27%
Knee + Arthroscopy	2,715	2,754	-1%
<b>9-month</b>	<b>5,576</b>	<b>4,999</b>	<b>+12%</b>

Implanet recorded total sales of €5,576 thousand over the 9 months of the year to September 30, 2016, up +12% (vs. €4,999 thousand), and recorded solid performances in its priority markets, with sales up +37% to €2,856 thousand in France and +53% to €1,550 thousand in the United States, in spite of a 4% slight decrease in JAZZ sales on this market.

Over the first 9 months of the year, Spine activity grew by +27%, with sales totaling €2,860 thousand (compared with €2,245 thousand last year).

As of September 30, 2016, Implanet had 116 surgeon users in its direct markets (vs. 72 as of September 30, 2015), 66 in the United States (vs. 36) and 51 in France (vs. 36).

Over the first 9 months to September 30, 2016, sales from Knee activity slipped 1% to €2,715 thousand (vs. €2,754 thousand), despite solid sales momentum in France where revenue increased by +43% to €1,930 thousand.

In Q3 2016, Implanet recorded sales of €1,481 thousand, down 12% (vs. €1,693 thousand), mainly due to the temporary postponement of knee implant deliveries (totaling €254 thousand) in Brazil due to the credit insurance ceiling having been reached in this country.

Spine activity saw sales increase to €848 thousand in the 3<sup>rd</sup> quarter of 2016 (vs. €790 thousand a year earlier). Over the quarter, Implanet sold 824 JAZZ units in France, 340 in the United States and 341 in the rest of the world, giving a total of 1,505 units and growth by volume of +22%.

#### IMPLANET will participate in the following scientific congresses and conferences in Q4-2016

NASS in Boston, October 26 to 28, 2016

SOFCOT in Paris, November 8 to 11, 2016

#### **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 48 staff and recorded 2015 sales of €6.7 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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