



## Safe expands its Latin American footprint with the signing of an exclusive distribution agreement in Peru

**A strategic partnership with ABL Alpstein to open a new high potential market and improve Peruvian patients' access to spine surgery solutions.**

**Fleurieux-sur-l'Arbresle – France – May 28, 2026 – 6 p.m.** - Safe (FR001400ZU25 – ALSAF) announces the signing of an exclusive distribution agreement with ABL Alpstein, a recognised player in the Peruvian medical devices distribution sector.

### **A new growth driver in Latin America**

Under the terms of the agreement, ABL Alpstein will be responsible for the commercialisation, surgeon promotion and clinical support of the full SteriSpine™ range, sterile single-use implants and instruments for degenerative, trauma and tumour spine surgery, across the entire Peruvian territory. The agreement, signed for a renewable term of 2 years, includes a purchase commitment and the posting of a security deposit. Training for ABL Alpstein's teams will take place in late July. Marketing can begin as soon as the necessary health registrations are obtained from Peruvian health authorities, which is expected in Q4 2026.

This agreement is part of Safe's strategy to expand its international distribution network, which has already opened up several markets in Southern Europe and Latin America over the past few years.

### **Peru: a market with growing medical needs**

With a population of over 30 million and an increasingly aging demographic, Peru has significant needs in the field of spinal surgery that remain largely unmet. Through its product lines, Safe provides a solution tailored to the needs of the Peruvian healthcare system, thanks to its sterile, single-use model—which is particularly well-suited to markets where instrument reprocessing logistics remain a challenge.

### **Single-use solutions: a key differentiator in emerging markets**

The ready-to-use solutions offered by Safe address several key challenges and provide a strong competitive advantage: reduced risk of infection, elimination of sterilization requirements between patients, full traceability, and optimization of surgical costs.

By eliminating the steps of cleaning, sterilization, and instrument inventory management, the Group's product lines enable Peruvian healthcare facilities to rapidly deploy new surgical capabilities without requiring significant upfront investment.

*“Opening the Peruvian market is an important milestone in our Latin American expansion strategy. Beyond the commercial potential, this partnership demonstrates the relevance of our sterile single-use model in addressing healthcare access challenges in regions with significant needs for spinal surgery. In ABL Alpstein, we have found a partner that shares our clinical standards and our long-term ambition”* said Nicolas Papillon, Deputy CEO of Safe



## About Safe Group

Safe Group is a French medical technology group comprising Safe Orthopaedics, a pioneer in ready-to-use solutions for spinal surgery, and Safe Medical, a specialist in the contract manufacturing of orthopedic medical devices. With approximately 90 employees and production sites in France and Tunisia, the group develops minimally invasive technologies protected by 14 patent families (CE marked and FDA approved). Safe Group operates through its distribution subsidiaries in France, the United Kingdom, Germany, the United States, and South America. For more information: [www.safeorthopaedics.com](http://www.safeorthopaedics.com) / [www.safemedical.fr](http://www.safemedical.fr)



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