

# OSTEOPORE ENTERS ORAL & MAXILLOFACIAL MARKET IN AUSTRALIA & NEW ZEALAND

## Highlights:

- *Distribution agreement signed with MAXONIQ, to market and sell Osteopore's products within Australia and New Zealand territories for orbit reconstruction.*
- *The agreement is Osteopore's second domestically focused deal and builds on the receipt of Therapeutic Goods Administration (TGA) listing received in 2020.*
- *With an initial three-year term, MAXONIQ will be free to immediately begin engaging with doctors and hospitals, both government and private.*
- *Osteopore aims to continue expanding its global network to enable greater accessibility to a wider range of products and to surgeons globally.*

**10 May 2022: Osteopore Limited** (ASX: OSX) ("Osteopore" or the "Company"), an Australian and Singapore based global leader in the manufacture of innovative regenerative implants that empower natural tissue regeneration, is pleased to announce it has signed an exclusive Distribution Agreement with MAXONIQ to promote and sell Osteopore's products within Australia and New Zealand for orbit reconstruction.

MAXONIQ is an Australian based company specialising in solutions for complex oral and maxillofacial applications. They have an established network of health professionals, hospitals and health services, as well as the sales and client support needed for Osteopore to drive uptake amongst surgeons within the sector.

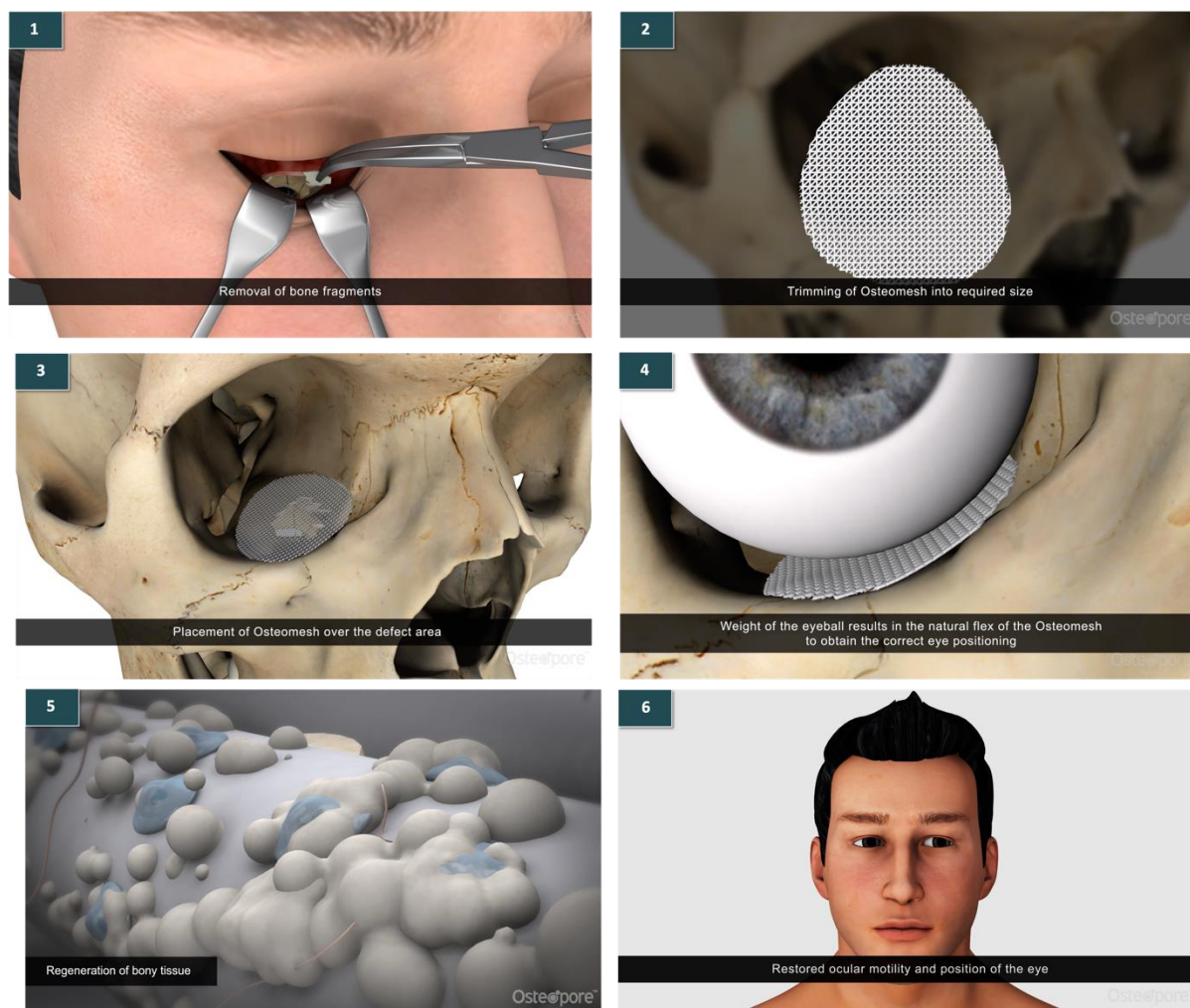
Under the terms of the three-year, exclusive agreement, MAXONIQ will market and sell Osteopore's innovative Osteomesh<sup>®</sup> product for use in orbital floor reconstruction surgery. Osteomesh<sup>®</sup> already has Therapeutics Goods Administration ("TGA") listing, meaning MAXONIQ can begin efforts to engage with doctors and hospitals immediately.

Osteopore will now work closely with MAXONIQ to train and support sales representatives to facilitate ongoing promotion across Australia and New Zealand. MAXONIQ has an extensive sales team and clinical support coverage with developed and recognised expertise for the promotion of Osteopore's products.

This collaboration is part of Osteopore's series of initiatives to increase accessibility to its products to surgeons globally. Several key distributor partnerships undertaken by Osteopore

recently includes Spain<sup>1</sup>, and Colombia<sup>2</sup>, some of which, have started generating revenues. These revenues remain not material to the Company at this time.

Orbital surgery deals with a variety of complications occurring in the eye socket comprising inflammatory diseases like thyroid-associated orbitopathy, tumours, infections, and injuries from trauma that affect eye function. Osteopore’s novel product, Osteomesh<sup>®</sup> is intended for use in the repair of orbital floor fracture. A typical procedure is illustrated below;



Osteopore Executive Chairman, Mark Leong said, “This MAXONIQ partnership will help strengthen our reach beyond the Cranial space into the OMF area where our solutions have been successfully adopted in Asia. This also helps us gain a deeper foothold into our home market of Australia.”

MAXONIQ Managing Director, Stuart Douglas, said, “We are excited by the exclusive distribution opportunity with Osteopore in Australia and New Zealand and the Oral and Maxillofacial (OMF) surgical market. Founded by an Oral and Maxillofacial Surgeon to address

<sup>1</sup> Refer to announcement dated 14 April 2022 titled ‘OSX Expands Further into Europe with Initial Sales to Spain’

<sup>2</sup>Refer to announcement dated 7 April 2022 titled ‘OSX Expands to Latin America with Initial Sales to Colombia’

unmet medical device needs, MAXONIQ now boasts a growing suite of oral and facial implants and surgical support products with over 6 years of design and fabrication experience. Importantly, the addition of Osteopore technology will deliver access to a wider network of OMF surgeons. The partnership with Osteopore will allow focused specialist representation of Osteomesh<sup>®</sup> for orbital floor repair and facilitate sales of Patient Specific Implants for orbit reconstruction.”

### **Additional Agreement Details**

The terms of the Agreement do not contain binding minimum sales thresholds. The Agreement contains standard termination provisions including termination in the event of insolvency, change of control, or breach by the distributor, and the agreement can be terminated by either party on 90 days’ notice. The Agreement also contains such other terms that are standard in commercial distribution agreements of this type. Each party will bear their own costs in relation to the collaboration.

The agreement with MAXONIQ is in addition to Osteopore’s distribution agreement with LMT Surgical, who continue to market and sell our range of products for neurosurgical procedures, as well as cranial patient specific implants, across Australia and New Zealand.

*This announcement has been approved for release by the Board of Osteopore.*

For more information, please contact:

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### **About Osteopore Limited**

Osteopore Limited is an Australian and Singapore based medical technology company commercialising a range of bespoke products specifically engineered to facilitate bone healing across multiple therapeutic areas. Osteopore's patented technology fabricates specific micro-structured scaffolds for bone regeneration through 3D printing and bioresorbable material. Osteopore's patent-protected scaffolds are made from proprietary polymer formulations, that naturally dissolve over time to leave only natural, healthy bone tissue, significantly reducing postsurgery complications commonly associated with permanent bone implants.

### **About MAXONIQ**

Founded in 2016 as a digital design house, MAXONIQ now boasts a growing suite of patented oral, jaw and facial implants and surgical support products with over 6 years of design, fabrication and clinical experience. Headquartered in Melbourne, Australia, MAXONIQ™ is an Australian owned company with a passion to exploit advanced digital technologies in the

design and fabrication of innovative medical devices that make a real difference to the lives of people around the globe. MAXONIQ products commercially available and regulatory approved in Australia include the ArthroJaw™ Temporomandibular Jaw replacement system, the OsseoFrame™ subperiosteal implant system and the TriFix custom orthognathic plating system.

### **Forward-Looking Statements**

Statements contained in this release, particularly those regarding possible or assumed future performance, revenue, costs, dividends, production levels or rates, prices, or potential growth of Osteopore Limited, are, or may be, forward-looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties. Actual results may differ materially from those expressed or implied by these forward-looking statements depending on various factors.