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# SpineGuard reports 2017 revenue of €8.2M up 10%

- Company history record-guarter at €2.2M
- US passing the \$2.0M mark in a single guarter
- Rest of the world grew 30% over prior year, back to growth
  - Consolidated growth YoY of 12% in constant currency

PARIS and SAN FRANCISCO, Jan. 4, 2018 - 18:00 CET - SpineGuard (FR0011464452 - ALSGD), an innovative company that develops and markets disposable medical devices designed to make spine surgery safer, reported today its consolidated full-year 2017 revenue grew of €8.2 million up 10% and 12% at constant exchange rate (cc).

Stéphane Bette, CEO and co-founder of SpineGuard, said: "We are closing 2017 with a company record quarter despite a strong comparable base. We are extremely satisfied with this strong finish, supported by solid US sales, a first order in China, a sustained business in France and a tender order for the Middle East. As we continue to deliver double-digit growth with the PediGuard product range, we also support the launch of DSG<sup>™</sup> screw business while developing our exciting R&D pipeline with the robotic application of DSG and the visual feedback capability to come into fruition in 2018. Last but not least, during the past 6 months the company made good progress towards its operating profitability goal for the end of 2018 with a positive impact on the Operating Result in FY 2017."

€ thousands - IFRS	2017	2016	Variance
First Quarter	2,169	1,760	+23%
Second Quarter	2,030	1,873	+8%
Half-Year	4,199	3,633	+16%
Third Quarter	1,793	1,678	+16%
Fourth Quarter	2,182	2,152	+1%
Second Half	3,975	3,830	+4%
Full year	8,174	7,463	+10%

Unaudited

For the full year 2017, 8,764 DSG enabled devices were sold compared with 8,603 in FY 2016. 5,303 units were sold in the United States, representing 61% of total units sold. Revenue from the USA increased by 11% (14% cc) to €6,660k compared with €5,982k in FY 2016. In the rest of the world, revenue ended at €1,514k vs. €1,480 in FY 2016 back to growth at +2%. The consolidated revenue growth is 12% cc.

In the fourth guarter of 2017, revenue increased to €2,182k, compared with €2,152k in the fourth guarter of 2016 or 1%. In the USA, the growth was 5% cc establishing a company history record. In the Rest of the World, growth was 30% in the fourth quarter of 2017 thanks to the first order in China, a sustained activity in France and a tender order in Saudi Arabia.

Next financial press release: 2017 annual results on March 14, 2018.

## **About SpineGuard®**

Founded in 2009 in France and the USA by Pierre Jérôme and Stéphane Bette, SpineGuard's mission is to make spine surgery safer by bringing real-time digital technology into the operating room. Its primary objective is to establish its proprietary DSG™ (Dynamic Surgical Guidance) technology as the global standard of surgical care, starting with safer screw placement in spine surgery and then in other surgeries. PediGuard<sup>®</sup>, the first device designed using DSG, was co-invented by Maurice Bourlion, Ph.D., Ciaran Bolger, M.D., Ph.D., and Alain Vanguaethem, Biomedical Engineer. It is the world's first and only handheld device capable of alerting surgeons to potential pedicular or vertebral breaches. Over 60,000 surgical procedures have been performed worldwide with DSG<sup>™</sup> enabled devices. Numerous studies published in peer-reviewed medical and scientific journals have demonstrated the multiple benefits that PediGuard® delivers to patients, surgical staff and hospitals. SpineGuard is expanding the scope of its DSG<sup>™</sup> platform through strategic partnerships with innovative medical device companies and the development of smart instruments and implants. SpineGuard has offices in San Francisco and Paris. For further information, visit www. spineguard.com.

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# SpineGuard Announces Significant Improvement to its Operating Result

**PARIS and SAN FRANCISCO, Jan. 25, 2018 – 18:00 CET** – SpineGuard (FR0011464452 – ALSGD), an innovative company that develops and markets disposable medical devices designed to make spine surgery safer, reported today its preliminary Operating Result and cash position for the full-year of 2017.

Following the publication on January 4, 2018 of its consolidated full-year 2017 revenues of €8.2 million<sup>1</sup>, SpineGuard now reports its preliminary and non-audited Operating Result of € -2.5M, an improvement of 31% vs. 2016.

In the second half of 2017, SpineGuard estimates that the operating loss was reduced to €-1.0M vs. €-1.5M in the first half of 2017 (1H17), an improvement of 36%.

The cash position at year end of  $\in$  1.2M plus the secured convertible bond facility for  $\in$  2.0M means that the total cash available to the Company is  $\in$  3.2M.

Stéphane Bette, CEO and co-founder of SpineGuard, said: "We are very pleased with these preliminary results which demonstrate our commitment towards the operating profitability goal for the end of 2018, while continuing to deliver solid growth and to deploy our innovative technology platform."

These preliminary results are unaudited and are based on management's initial analysis of operations for the period ended December 31, 2017, and are therefore subject to change. The company expects to announce its full year 2017 financial and operating results on March 14, 2018.

Next financial press release: 2017 annual results on March 14, 2018.

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# SpineGuard and Adin Dental Implant Systems announce the successful completion of a study demonstrating the benefits of DSG<sup>™</sup> technology for dental implant placement

# • This study paves the way for the design of innovative DSG<sup>™</sup> sensing instruments for dental surgery

PARIS and SAN FRANCISCO, Feb. 14, 2018 - 18:00 CET - SpineGuard (FR0011464452 - ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants, has announced together with Adin Dental Implant Systems and its subsidiary, Confident Ltd., the successful completion of a key milestone in the validation of prototypes for dental surgery, results of their collaboration as published last July. Adin's Group companies, develop, manufacture and market premium innovative dental solutions in more than 60 countries worldwide.

The in-vitro study performed in Henderson, Nevada by three world renowned dental surgeons, demonstrates how DSG<sup>™</sup> allows for accurate pilot hole drilling in the upper jaw, avoiding sinus breach.

Olivier Frezal, VP Technical Operation at SpineGuard declares: «We are very satisfied by this result that quantifies for the first time the benefits of our technology in dental surgery. Thanks to its ability to measure electrical conductivity of tissues locally and in real time, DSG<sup>™</sup> allows to optimize the pilot hole trajectory for implant placement respecting the sensitive anatomical structures».

"Confident Ltd. is a company established by Adin and Professor Adi Lorean in order to develop and commercialize the DSG technology in the dental field. The results of the in-vitro study which took place in Nevada, have surpassed our expectations and lead us to believe that we will be able to present innovative and revolutionary products based on the DSG technology earlier than anticipated", concludes Erez Cohen, CEO of Adin.

Next financial press release: 2017 annual results on March 14, 2018.

## About SpineGuard®

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### About the Adin Group

Adin was founded in 2001 by Eyal Milman and Yechezkel Adin. Adin's Group companies provide a wide set of solutions and services to doctors and laboratories. Adin's Group companies develop, manufacture and sell products and services in the dental field to more than 60 countries around the world. The Adin Group employs over 160 workers in Israel, and a further 100 employees worldwide. The Adin Group strives to be at the forefront of technology, to seek and manufacture innovative technological solutions for the benefit of its customers worldwide, and provide high-quality products and services that allow the treat of any case with unmatched success rates, whilst ensuring the entire assortment of its dental solutions is accessible and affordable to every clinician and every patient anywhere. Among other things, the Adin Group has developed an Intra-Oral Scanner that will lead doctors into the digital world.

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## Europe NewCap

# SpineGuard reports full-year 2017 financial results

 +30% Operating Result improvement and 12% Revenue growth cc Successful launch of DSG<sup>™</sup> smart screw in the USA and PediGuard<sup>®</sup> in China

- Worldwide licensing of DSG<sup>™</sup> technology to Adin for dental implants
  - First proof of concept for DSG<sup>™</sup>'s potential in robotic surgery
  - Stéphane Bette CEO and Pierre Jérôme named Chairman

PARIS and SAN FRANCISCO, March 15, 2017 - 08h00 CET - SpineGuard (FR0011464452 - ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants by bringing real-time digital technology into the operating room, reported today its full-year 2017 financial results as approved by the Board of Directors on March 14, 2017.

€ thousands – IFRS audited	Dec 31, 2017	Dec 31, 2016
Revenue	8 174	7 463
Gross Margin	6 952	6 354
Gross margin (% of revenue)	85,1 %	85,1 %
Sales, distribution & marketing	6 116	6 643
Administrative costs	2 116	2 049
Research & Development	1 267	1 295
Operating profit / (loss)	-2 547	-3 633
Non recurring operating costs	-415	0
Financial Result	-1 163	-545
Income Tax	0	0
Net profit / (loss)	-4 125	-4 178

Stephane Bette, CEO of SpineGuard said: « The full-year results demonstrate that we can achieve our goal of operational profitability by the end of 2018. We generated solid growth while launching our innovative technology platform. In 2017 SpineGuard signed 2 major strategic partnerships: for distribution in China with XinRong Medical; and an exclusive worldwide DSG<sup>™</sup> licensing to Adin for dental implant surgery. Furthermore, the early commercial success of the DSG screw with our partner Zavation in 2017 bodes well for 2018."

# Solid growth of revenue and strong improvement of the operating profit

Full year revenue was € 8,174k, growing 10% (12% cc). The United States represented 61% of the 8,764 DSG<sup>™</sup>-enabled devices sold by Dec. 31, 2017 and 81.5% of the revenue. Sales grew in the US by 14% (cc).

Gross margin remains stable at 85.1% and grew by € 598k. This was the result of a combination of stable OUS prices, ASP increases in the USA and improvements in manufacturing costs (despite unfavorable exchange rates).

Operating expenses decreased by € 488k (4.9%) thanks to the company reorganization initiated in the second half of 2017 and to rigorous control of operational expenses.

As expected, SpineGuard greatly reduced its operating loss to € -2,547k (vs. € -3,633k), i.e. an improvement of  $\in$  +1 087k (close to +30%) for the full-year with a progress of  $\in$  +505k in the second half of 2017.

Non-recurring operating costs related to the reorganization amount to € 415k.

Net loss was €-4,125k (vs. €-4,178k) after taking into account the financial result impacted by the unrealized exchange rate losses and by the concurrent increase of the paid interest related to contracted loans.

Working capital requirement decreased by € 249k as the result of a reduction of the inventory dedicated 10

to late 2016 new product launch.

At Dec. 31, 2017, cash and cash equivalents were € 1.2M, plus the secured € 2.0M of convertible bonds (OCAPI) for a total of  $\in$  3.2M.

# 2017: SpineGuard reached the following key milestones

In the United States, SpineGuard's leading market, the company continued its solid progress supported by the following events:

- The FDA cleared the DSG<sup>™</sup> integration module for the smart screw in January. The subsequent prelaunch period enabled SpineGuard to collect the positive clinical experiences of 100 surgeries.
- In October, Zavation and SpineGuard officially launched the Z-Direct smart screw at the annual congress of the North American Spine Society (NASS) to great acclaim.
- Penetration of university hospitals continues to grow, with 38 centers using PediGuard<sup>®</sup> in their training process by year-end.

In the rest of the world, the company focused its marketing and training support activities toward major commercial partners and signed a major distribution agreement with XinRong Medical for China, Hong-Kong and Macao.

SpineGuard broadened the scope of its DSG<sup>™</sup> technology platform beyond Spine with the completion of an exclusive license deal in dental implantology with the Israeli Group Adin Dental Systems, a high growth potential market.

In an area of strong interest, SpineGuard obtained the world's first experimental validation with the laboratory Institut des Systèmes Intelligents et de Robotique of the Paris Sorbonne University that demonstrated how DSG<sup>™</sup> technology can stop a surgical robot automatically when an impending bone breach is detected.

# **Promising perspectives in 2018**

- Growing adoption by physicians and various orthopedic industry players of DSG<sup>™</sup>-enabled devices (industry partnerships, distributors, universities).
- The commercial launch of the Z-Direct smart screw with Zavation in the USA and additional partnerships for DSG<sup>™</sup> screw expansion.
- A broadening of the scope of DSG<sup>™</sup> applications: robotics, visualization module and non-spine.
- Reaching operating profitability by the end of 2018.

# Nomination of Pierre Jerome as successor of Alan Olsen as Chairman of the Board

The Board of Directors accepted Alan Olsen's resignation from his role of Chairman of the Board during its March 14th meeting. Alan served as Chairman of the Board of SpineGuard since 2010 and will remain a Director until the term of his mandate expires on May 17, 2018. The Board of Directors sincerely thanks Alan for his unwavering support over the last nine years.

Maurice Bourlion, SpineGuard Board Director and co-inventor of DSG® technology says: «On behalf of all Board members, I sincerely thank Alan Olsen for his major contribution to SpineGuard's progress. Since 2010, he has organized and managed the governance of the company, while also sharing his great experience with the company. Today Pierre Jerome, co-founder of the company, takes over as Chairman. With Pierre, we will be able to pursue our growth strategy and our path towards profitability».

During the same meeting, the Board of Directors named Pierre Jérôme - co-founder of SpineGuard - as new Chairman of the board.

« I would like to warmly thank the board of directors for their vote of confidence in giving me this new responsibility, as well as Alan Olsen for his contribution to the development of SpineGuard since his nomination

in 2010; I wish him all the best. The company under the leadership of Stéphane is now well on track toward profitability while continuing to demonstrate the strong potential of its DSG<sup>™</sup> technology through sustained growth and innovation. The Chinese market, the smart pedicle screw, dental implantology and the robotic applications are now as many tangible opportunities that I will strive, along with the other board members, to help Stéphane and his team fully materialize so that our shareholders can harvest the fruit of their investment" concludes Pierre Jérôme.

Next financial press release: First Quarter 2018 revenue on April 5, 2018.

## **About SpineGuard®**

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# SpineGuard reports Q1 2018 revenue

# Revenue : €1,8m

# Additional distribution agreement in the USA for the DSG<sup>™</sup> "smart screw"

PARIS and SAN FRANCISCO, April 5, 2018 – 18:00 CEST – SpineGuard (FR0011464452 – ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants by bringing real-time digital technology into the operating room, reported today its first-guarter 2018 revenue of €1.95m decreasing 7.9% in constant currency (-2.9% in the USA) and of €1.8m at actual exchange rate.

Stéphane Bette, CEO and co-founder of SpineGuard, said: "The sales result in the first quarter was impacted by a base effect as well as an unfavorable dollar-euro exchange rate. This trimester also includes the preparation work for deploying the "Smart Screw" embedded with DSG<sup>™</sup> sensing technology in the USA, where we signed with Zavation an additional distribution agreement allowing us to directly serve our customers and contribute from now on to significantly increase our revenue per surgery. Our teams are mobilized to reach our goal of operational profitability by year-end thanks to expense control discipline as well as geographic focus on the USA, France and China where we just delivered a second order."

Global revenue in the first guarter of 2018 was €1,769k vs. €2,169k in Q1 2017 strongly impacted by the decrease of the US Dollar relative to the Euro, i.e. -18.4%. The decrease was 7.9% cc.

SpineGuard sold 2,351 DSG<sup>™</sup> units in the first quarter of 2018 vs. 2,397 units in Q1 2017. 1,306 units (56%) were sold in the USA where the revenue decreased 2.9% in constant currency (-15.9% at actual exchange rate) at USD 1,846k vs. USD 1,901k.

# **Recent events**

February 2018 SpineGuard S.A (Paris) passed successfully the three-year cycle CE mark renewal audit by the TÜV SÜD.

March 2018 "SmartScrew Technology Reduces Radiation Exposure and OR Time in MIS Lumbar Surgery" Article published in Becker's Spine Review. Here.

March 2018 SpineGuard S.A (Paris) underwent an inspection by the U.S. Food and Drug Administration without any inspectional observations.

March 2018 Publication of a German study recognizing PediGuard as a safety tool for securing cervical screw placement in the peer-reviewed scientific journal European Spine Journal. Find the abstract Here.

Next financial press release: 2018 Half-year revenue: July 11, 2018

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# **Europe NewCap**

# SpineGuard<sup>®</sup> Announces first spinal deformity surgery in China with PediGuard<sup>®</sup> by Prof. Yong Qiu

**PARIS and SAN FRANCISCO, April 18, 2018 – 18h00 CET** – SpineGuard (FR0011464452 – ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants by bringing real-time digital technology into the operating room, announced today that Professor Yong QIU performed the first spinal deformity surgery in China with the PediGuard<sup>®</sup> device.

Pr. Yong QIU is the Chairman of Orthopedic Surgery at Nanjing Drum Tower Hospital, President of the Chinese Scoliosis Research Society, and Vice-President of the Chinese Association of Orthopedic Surgeons and one of the leading scoliosis surgeons in China. His spine center is the largest scoliosis center in China, performing around 600 scoliosis surgeries per year, the majority of which are among the most complex cases in China.

This surgery case demonstrates the ability of XinRong Medical to quickly bring to market PediGuard enabled surgeries with the most preeminent surgeons in China, and highlights Xinrong's ability to assist leading foreign brands in navigating the local tendering and hospital approval process.

"PediGuard increases safety for better screw placement, reduces surgical time by 15%, decreases X-ray exposure for patients, surgeons and staff and also helps train the young surgeons. It is a very useful and convenient device that is effective without any other supplementary equipment for complex spine surgery, especially for spinal deformity cases." said Professor Yong Qiu, Chairman of Orthopedic Surgery of Nanjing Drum Tower Hospital.

"It is an immense honor for SpineGuard that Professor Yong Qiu performed the first spinal deformity surgery in China with the PediGuard device to secure pedicle screw placement. Professor Yong Qiu, who was trained in France, is the most experienced surgeon for spinal deformity in China with over 3,000 spinal deformity surgeries to his credit." added Patricia Lempereur, International Director of Sales and Marketing at SpineGuard.

"We are honored by the use of PediGuard for spinal deformity cases at the Nanjing Drum Tower Hospital, one of the world most famous hospitals for spinal deformity with over 9,000 cases since their opening. We look forward to extending our collaboration with Pr. Yong Qiu with the use of PediGuard technology in training junior surgeons in China for pedicular screw placement. China market is growing rapidly, with spine surgery cases expected to grow around in the mid double digits in next 5 years. XinRong covers 2600 hospitals in China. We have great confidence that with the wide application PediGuard by Chinese surgeons will continue to dramatically enhance surgery case outcomes." concluded Christine Zhang, XinRong Medical Group's CEO.

The event was also reported by Chinese television news program, watch here.

More information on the DSG® technology and surgeons' testimonials here.

Next financial press release: 2018 Half-year revenue: July 11, 2018

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#### About XinRong Medical Group

XinRong Medical Group, a leader in medical technology, is dedicated to increasing patient affordability and providing the most advanced solutions for surgeons such that they can deliver the best patient care. XinRong Medical offers innovative solutions 16

in orthopedic surgery, neurosurgery, reconstructive surgery, and minimally invasive therapy. Established in 2000 in Jiangsu Province, China, XinRong Medical was one of the first companies in China cleared by CFDA to manufacture Orthopedic Implants. In 2014, the Company received a strategic investment from The Blackstone Group (NYSE: BX). For additional information about XinRong Medical, please refer to our website <u>www.XRBest.Com</u>, or contact us directly at +86-512-58100828 or <u>info@xrmed.com</u>.

## Disclaimer

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# SpineGuard reinforces the utility of its Dynamic Surgical Guidance (DSG®) technology platform by receiving a second US patent for "Bone fusion monitoring" application

**PARIS and SAN FRANCISCO, May 3, 2018 – 18:30 CEST** – SpineGuard (FR0011464452 – ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants by bringing real-time digital technology into the operating room, announced today it has been granted a second patent by the US Patent Office for the application of its Dynamic Surgical Guidance technology for a new application: bone quality measurement, in this particular patent with a focus on monitoring the consolidation of the bony fusion bed.

Stéphane Bette, CEO and co-founder of SpineGuard, said: "The success of skeletal fixation procedures is based on obtaining a solid bony fusion providing long-term stability of the repair, thanks to the implants that are inserted internally to hold the bone structures in place while they fuse. We believe that the DSG<sup>®</sup> technology can allow real-time in-situ monitoring of the progress of the bony fusion. This exciting new patent granted in the USA is one more illustration that our core technology is a platform that has multiple applications; our company is constantly innovating and working at providing valuable digital information about the health status of patients."

"The potential applications of in-situ monitoring of the bony fusion are multiple in the post-operative phase: from the adaptation of the physical therapy, the adjustment of the stiffness of braces, to the connection with the implants themselves to make them smart and adapting to the bone healing status." concluded Maurice Bourlion, Co-inventor of the DSG<sup>®</sup> technology and Director of SpineGuard.

More information on the DSG<sup>®</sup> technology, its new applications and surgeons' testimonials here.

Next financial press release: 2018 Half-year revenue: July 11, 2018

## **About SpineGuard®**

Founded in 2009 in France and the USA by Pierre Jérôme and Stéphane Bette, SpineGuard's mission is to make spine surgery safer by bringing real-time digital technology into the operating room. Its primary objective is to establish its proprietary DSG<sup>®</sup> (Dynamic Surgical Guidance) technology as the global standard of surgical care, starting with safer screw placement in spine surgery and then in other surgeries. PediGuard<sup>®</sup>, the first device designed using DSG, was co-invented by Maurice Bourlion, Ph.D., Ciaran Bolger, M.D., Ph.D., and Alain Vanquaethem, Biomedical Engineer. It is the world's first and only handheld device capable of alerting surgeons to potential pedicular or vertebral breaches. Over 60,000 surgical procedures have been performed worldwide with DSG<sup>®</sup> enabled devices. Numerous studies published in peer-reviewed medical and scientific journals have demonstrated the multiple benefits that PediGuard<sup>®</sup> delivers to patients, surgical staff and hospitals. SpineGuard is expanding the scope of its DSG<sup>®</sup> platform through strategic partnerships with innovative medical device companies and the development of smart instruments and implants. SpineGuard has offices in San Francisco and Paris. For further information, visit <u>www.spineguard.com.</u>

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Manuel Lanfossi

#### Europe NewCap

# SpineGuard and Adin Dental Implant Systems announce the publication of a preclinical study demonstrating the potential of DSG® technology for dental implant placement

# This study recognizes the potential value of DSG sensing technology for safe and accurate placement of dental implants

PARIS and SAN FRANCISCO, June 14, 2018 - 18:00 CET - SpineGuard (FR0011464452 - ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants, has announced together with Adin Dental Implant Systems and its subsidiary, ConfiDent ABC Ltd., the publication of a first pre-clinical article in the peer-reviewed journal: "Clinical Implant Dentistry and Related Research" which is one of the leading journals in dental implantology worldwide. In this in-vitro study, all implants were placed in the correct position as per CT scanner verification, and no breach of the sinus/nasal floor or buccal/palatine bone plates was detected. The study concluded that the DSG technology "provides an easy to use, safe, and sensitive method of detecting breaches, making it simple and safe for oral surgeons with different levels of expertise to use, with promising results."

Stephane Bette, cofounder and CEO of SpineGuard declares: «We are delighted by this first publication in a prestigious journal about the benefits of our technology in the dental implantology application. It confirms the potential of DSG integrated dental products in a fast-growing addressable global market of 8 million procedures annually. We would like to thank our partner Adin / ConfiDent ABC for their enthusiasm and diligence, we believe they will create rapidly a tremendous success for DSG Technology in their field of expertise.»

"ConfiDent ABCLtd. is a company established by Adin in order to develop and commercialize the DSG technology in the dental field. The results of the in-vitro study which took place in Nevada, have surpassed our expectations. The publication of 'Novel electrical conductivity device for osteotomy preparation for dental implants placement: A cadaver study', which shows that the product we developed based on the DSG technology, is accurate, safe for use and gives the anticipated effect, is an important milestone for our company. We believe that this innovative product will make a change in the world of dentistry", concludes Erez Cohen, CEO of Adin.

Link to the paper abstract here.

Next financial press release: 2018 Half-year revenue: July 11th, 2018.

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## About the Adin Group

Adin was founded in 2001 by Eyal Milman and Yechezkel Adin. Adin's Group companies provide a wide set of solutions and services to doctors and laboratories. Adin's Group companies develop, manufacture and sell products and services in the dental field to more than 60 countries around the world. The Adin Group employs over 160 workers in Israel, and a further 100 employees worldwide. The Adin Group strives to be at the forefront of technology, to seek and manufacture innovative technological solutions for the benefit of its customers worldwide, and provide high-quality products and services that allow the treat of any case with unmatched success rates, whilst ensuring the entire assortment of its dental solutions is accessible and affordable to every clinician and every patient anywhere. Among other things, the Adin Group has developed an Intra-Oral Scanner that will lead doctors into the digital world.

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Manuel Lanfossi **Chief Financial Officer** m.lanfossi@spinequard.com

# **Europe NewCap**

# SpineGuard posts H1 2018 revenue

Sales growth continuum in the USA: +7% sold units in Q2, +2% in constant currency

# US subsidiary to report net operating profit in H1

Improvement of net consolidated operating result by +50% at -0.8M€

160 « smart screw » surgeries performed in the US since launch

More than 1,100 units sold in China since November 2017, 600 in H1 2018

Operating profitability guidance by end of 2018 confirmed

PARIS and SAN FRANCISCO, July 11, 2018 - 18:30 CEST - SpineGuard (FR0011464452 - ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants by bringing real-time digital technology into the operating room, announced today that its first half 2018 revenue was 3.6ME, a decrease of -5% at constant currency, and that its preliminary non audited operating result improved by close to +50% as compared to the first half of 2017.

# H1 and Q2 2018 revenues

€ thousands – IFRS	2018	2017	Variance
First Quarter	1,769	2,169	-18%
Second Quarter	1,857	2,030	-8%
Half-Year	3,626	4,199	-14%

Unaudited

In the United States, the consolidated revenue of the second quarter 2018 increased by +2% at constant currency to 1,807K\$ from 1,779K\$ with a +7% increase in units sold.

Outside the United States, the strong performance in China did not offset the interruption of commercialization due to macro-economic or political reasons in certain geographies, e.g. Turkey.

In the first half of the year, the United States accounted for 83% of the company's revenue, which continued to be significantly impacted by the unfavorable euro/dollar exchange rate. In constant currency, the consolidated revenue decreased by -5%.

4,352 DSG units were sold in the first half of 2018 (an increase from 4,264 units in 2017) of which 2,599 units (60%) were sold in the United States.

# Preliminary analysis of first half 2018 operating result

In the first half of 2018, SpineGuard estimates that its net operating loss improved by approximately +50% and should reach -0.8M€ (vs. -1.5M€ in H1 2017).

The company also estimates that the American subsidiary SpineGuard Inc. will generate an operating profit (non-audited) in the first half of 2018.

Stéphane Bette, Co-founder and CEO of SpineGuard, declared: "We continue to work toward and are on track to reach operating profitability by year end and remain focused on our main market, the United States, which recorded a + 7% increase in units sold for the second quarter. We also continue to receive extremely positive comments regarding the safety, speed and X-Ray savings of the DSG smart screw. The potential of SpineGuard is confirmed by these results."

Next financial press release: 2018 Half-year financial results on September 18, 2018 More information on the DSG<sup>®</sup> technology, its new applications and surgeons' testimonials here.

# **About SpineGuard®**

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Manuel Lanfossi Chief Financial Officer m.lanfossi@spineguard.com

## Europe NewCap

# SpineGuard secures 9.0 M€ financing

- Restructuring of existing debt through the issuance of a two-tranche loan from Norgine Ventures and Harbert European Fund Advisors of up to 6.0 M€
  - Equity line with Nice & Green for 3.0 M€ with no associated warrants

**PARIS and SAN FRANCISCO, September 13, 2018 – 18:00 CEST** – SpineGuard (FR0011464452 – ALSGD), an innovative company that develops and markets instruments designed to secure the placement of surgical implants by bringing real-time digital technology into the operating room, announced today that it secured 9.0 million euro of financing.

# The two financings consist of:

The issuance of a 6.0 million euro bond facility with Norgine Ventures and Harbert European Fund Advisors in substitution of the company's facility from IPF Partners is in two tranches. The first tranche of 4.5 million euro was drawn on 10 September 2018. The second tranche can be drawn between April and September 2019, upon the achievement of certain conditions.

A new equity line in the form of a 3.0 million euro convertible bond facility with Nice & Green (OCAPI) over a period of 15 months. The line has zero associated warrants.

Stéphane Bette, CEO and co-founder of SpineGuard, comments: «We are very satisfied with these two financing events that should extend our runway until August 2020 and enable us to reach our goal of profitability. We would like to thank Norgine Ventures, Herbert E.F.A and Nice & Green for their renewed confidence in SpineGuard. These financings allow for both a favorable restructuring of the company's existing debt and an additional flexibility with the possible second tranche of 1.5 million euro. We will also strengthen our equity position at the cost of a modest dilution, spread over 15 months, but without jeopardizing further funding solutions. »

# **EQUITY LINE**

The company has entered into a 15 months 3.0 million euro convertible bond facility as authorized by the Shareholders' Meeting of May 17, 2018.

The financing is provided by Nice & Green, a private company that specializes in financing solutions tailored to the requirements of listed companies.

The facility provides secured and scheduled monthly draws of €200,000 each during a period of 15 months.

# **OBJECTIVES OF THE FACILITY**

This equity line provides the funding to cover the company's short-term cash needs.

In addition, it increases the financial resources available to develop the R&D strategic projects, in particular regarding robotics and the DSG<sup>®</sup> screw.

The facility also strengthens the company's equity base and supports the organization in its goal to achieve operational break-even by the end of 2018. It also allows the company to engage in strategic R&D projects, in particular, the robotic applications of DSG<sup>®</sup> and the DSG screw.

Combined with the debt restructuring, the company estimates that it now has an additional 2 years of runway.

The Company continues to explore other avenues to raise finance such as equity or through partnerships similar to the recent one executed in 2017 with the exclusive licensing of dental implantology.

# MAIN TERMS AND CONDITIONS

At the shareholders' meeting held on May 17, 2018, the 17th resolution authorized the Board of Directors to issue securities providing access to capital, without preferential right of subscription ('avec suppression du droit préférentiel de souscription') reserved to qualified investors under the terms of paragraph II of

article L.411-2 of the French 'Code monétaire et financier'.

A meeting of the Board of Directors, held on 28 August 2018, acting upon the delegation granted by the General Shareholders Meeting has approved the concept of the facility, without preferential right of subscription, in favour of Nice & Green of one hundred and fifty (150) OCAPI with a nominal value of twenty thousand (20,000) euros each and delegated to the CEO ('Directeur Général') the authority to execute each of the draws contemplated under the facility agreement.

# MAIN CHARACTERISTICS OF THE CONVERTIBLE BONDS (OCAPI) – SHARE DISPOSALS AFTER CONVERSION OF THE BONDS

Nominal value of the OCAPI: 20.000 € each at 100% of the par value.

<u>Maturity and interest rate of the OCAPI</u>: The OCAPI will bear no interest and will have a maturity 12 months starting with each issue date. Unless a case of default occurs, the non-converted OCAPI at the maturity date will then convert automatically.

In the event of a default, Nice & Green will have the right to request reimbursement by the Company for the OCAPI in cash and/or to suspend or refuse to subscribe the OCAPI not yet issued.

Identification – Timetable for the issuance of the OCAPI: The OCAPI are numbered from 1 to 150 and shall be issued and subscribed by Nice & Green in several monthly tranches of 200.000 euro each according to

be issued and subscribed by Nice & Green in several n the following timetable:

DATE	OCAPI	AMOUNT
Monday 5 November 2018	1 à 10	200.000€
Tuesday 4 December 2018	11 à 20	200.000€
Monday 7 January 2019	21 à 30	200.000€
Tuesday 5 February 2019	31 à 40	200.000€
Wednesday 6 March 2019	41 à 50	200.000€
Thursday 4 April 2019	51 à 60	200.000€
Friday 10 May 2019	61 à 70	200.000€
Wednesday 12 June 2019	71 à 80	200.000€
Tuesday 9 July 2019	81 à 90	200.000€
Wednesday 7 August 2019	91 à 100	200.000€
Friday 6 September 2019	101 à 110	200.000€
Monday 7 October 2019	111 à 120	200.000€
Wednesday 6 November 2019	121 à 130	200.000€
Friday 6 December 2019	131 à 140	200.000€
Thursday 9 January 2020	141 à 150	200.000€

**Conversion of the OCAPI:** OCAPI can be converted into SpineGuard shares upon their holder request, at any time, according the following conversion formula:

N = Vn / [92% x Min [VWAPQ/10jrs]] where

« N »: the number of new ordinary shares of to be issued under one OCAPI conversion

« Vn »: the nominal value of one OCAPI

« Min [VWAPQ/10jrs] »: Lower daily VWAP of the last 10 trading stock days during the period fixation of the price of conversion (i.e. the 10 stock days immediately preceding the date of the request of conversion for a specific OCAPI).

**Communication:** the number of shares issued pursuant the OCAPI conversions will be communicated by the Company on its web site under the category of regulated information relative to the existing number of

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shares and their associated voting rights. Should the case of significant conversion of OCAPI occur, thus with a potential impact on the stock price, the Company will proceed to an ad-hoc communication in respect.

Cases of default: The agreement includes standard provisions for cases of defaults under similar contracts that allow the solicitation of an anticipated reimbursement or a stop of the OCAPI issuances and subscriptions.

Collaterals: no collateral is attached to the OCAPI.

Sale, listing of the OCAPI - Prospectus:

- The OCAPI are non-transferable, except to companies controlled by Nice & Green.
- The OCAPI will not trade on Euronext Growth and thus will not be listed.
- The conversion of the OCAPI is at Nice & Green's discretion, without a predetermined schedule.
- The facility does not require the establishment of a prospectus requiring a visa by the AMF.

# **Governance:**

Nice & Green policy is not to be part of the governance of the companies in which it has invested. Therefore, it will not require any seat at SpineGuard's Board of Directors.

# NEW SHARES RESULTING FROM THE OCAPI CONVERSION

The new shares issued upon the conversion of the OCAPI shall be immediately eligible for dividends, bear the same right of all others existing ordinary shares and will trade on Euronext Growth under Code ISIN FR0011464452 - ALSGD.

# THEORETICAL EFFECT OF THE ISSUANCE OF THE OCAPI

The theoretical effect of the issue of the OCAPI for a total nominal amount of € 3,000,000 would be as follows:

• Effect of the issue on the equity per share: base is the net equity per the financial statements as of 31 Dec. 2017 and of the total issued shares on the effective date of the financing i.e. 6 607 933 shares:

Equity per share (in euros)	Base non diluted	Base diluted (1)	Number of shares
Before the issue of the OCAPI	(€0,03)	(€0,03)	6 607 933
After the issue of 150 OCAPI	(€0,02)	(€0,02)	8 439 882

(1) Calculations are made on the assumption that all warrants, stock-options and free shares are exercised prior to the issue of the OCAPI.

• Incidence of the issue on a 1% stake of a shareholder:

Equity per share (%)	Base non diluted	Base diluted (1)	Number of shares
Before the issue of the OCAPI	1,00%	0,86%	6 607 933
After the issue of 150 OCAPI	0,78%	0,69%	8 439 882

The calculation of the number of new issued shares and its subsequent dilution for the shareholders has been made on the base of 10 Day VWAP as of 07 Sep. 2018 (€1.78) adding 8% discount. Should the stock price evolve, the resulting number of shares to be issued could increase or decrease in proportion.

# **PROFIT SHARING PROGRAM**

Nice & Green has embedded a profit sharing scheme designed to grant SpineGuard a stake of the potential financial gains made by Nice & Green.

This profit sharing scheme consists in a cash allowance to SpineGuard as a percentage of realized gains from the sale by Nice & Green of shares issued from the OCAPI conversion.

Such a scheme comes out from the principle where the proper use of the resources transferred by Nice & Green to the Company will bring a favorable impact on the value creation, will improve liquidity and will make the share's trading easier.

This profit sharing scheme is an easier-to-implement alternative compared to the modification of the discount terms for shares issued from the conversion of the OCAPI should the share price increase significantly.

Next financial press release: 2018 Half-year financial results on September 18, 2018

# Modification of the financial calendar: Third guarter 2018 revenue on October 11, 2018 (vs. Oct. 4)

# **About SpineGuard®**

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# rope NewCap

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# **SpineGuard Reports Six-Month 2018 Financial Results**

- Operating loss improves by 50% and reduces to €0.8m
  - EBITDA improves by 70% and reduces to € -0.5m
    - Gross margin increases to 86.3%
- Cash at €0.9mand financing for up to Euro 9.0m secured

PARISandSAN FRANCISCO, Sept. 18,2018-18h00 CET - SpineGuard (FR0011464452 - ALSGD), an innovative company that designs, develops, and markets disposable medical devices intended to make spine surgery safer by bringing real-time digital technology into the operating room, announced today financial results for the half year ending June 30, 2018, as approved by the Board of Directors on September 18, 2018.

Stéphane Bette, CEO of SpineGuard, said: "Our results are in line with our objectives and demonstrate that we are moving toward our operational profitability goal by year-end. Strengthened by our recent financings, we will continue to invest for our growth with a focus on the United States, the DSG smart screw as well as to prepare for the future with the digital and robotic applications of our DSG<sup>®</sup> technology."

€ thousands–IFRS	H1 2018	H1 2017
Revenue	3,626	4,199
Gross margin	3,131	3,613
Gross margin (%of revenue)	86,3%	86,0%
Sales, distribution, marketing	-2,436	-3,400
Administrative costs	-980	-1,055
Research & Development	-554	-684
Non recurring operating profit / (loss)	-839	-1,526
Non recurring operating costs	0	-152
Operating profit / (loss)	-839	-1,678
Financial result	-229	-566
Income tax	0	0
Net profit / (loss)	-1,086	-2,244
EBITDA	-483	-1,612

NB: unaudited

# **Operating break even for year-end well underway**

Operating loss improves by 50% at -€839K vs. -€1,678K and EBITDA improves by 70% at -€483K at June 30, 2018 compared to -€1,612K at June 30, 2017.

Operating expenses were €3,970K compared with €5,139K for H1 2017, adecrease of €1,169K compared with June 30, 2017.

Gross margin of 86.3% at June 30, 2018 compares favorably with the prior year result of 86.0%. The change mainly reflects a stronger ASP in the USA, in particular, thanks to the PediGuard Threaded and the permanent actions on cost of goods.

For H1 2018, the Company reported revenue of  $\in$  3,626K, down 5% cc (14% reported) compared with H1 2016.

Revenue in the United States decreased 1%cc (-11% reported) to €3,022K in the first half of 2018, compared with €3,397K in the first half of 2017. In the rest of the world, revenue decreased 25% during the first half of 2018 to €604K compared with €802K in the first half of 2017.

4,352 DSG units were sold in the first half of 2018 compared with 4,264 in the first half of 2017, including

2,599 in the United States, representing 61% of total units sold.

Working capital requirements were €806K compared with €706K at December 31, 2017.

At June 30, 2018, cash and cash equivalents were €861K compared with €1,190K at December 31, 2017, and is explained as follows:

- The operating cash flow of  $\in$  (566)K compared with the same period last year of  $\in$  (1,494)K.
- Equity funding using the equity line (OCAPI) for a gross amount of €1,200K throughout the period.
- The payment of interests to IPF Partners of €173K and to Bpifrance of €37K.
- The repayment of capital to IPF Partners of €525K.

The Company's workforce count is 20 at H1 2018, compared to 22 at the end of December 2017.

# **Recent events and outlook**

- In every operating room around the world, SpineGuard continues to demonstrate the value of its real time with reduced X-ray exposure for the surgical teams;
- In the USA, the commercial launch started at the end of 2017. It was completed in April 2018 with an accounts in the country;
- worldwide after the USA;
- SpineGuard and ConfiDent ABC (Adin Group) continue to work in close partnership to accelerate the deployment of the DSG technology in dental implantology;
- new sources of revenue;
- In early September, SpineGuard secured €9.0m of financing consisting of: 1) the issuance of a €6.0m euro two tranches and; 2) a new equity line in the form of a €3.0m convertible bond facility with Nice & Green that these combined financings provide for an extended runway until August 2020.

SpineGuard delivers on its profitability plan to reach operating breakeven by the end of 2018.

Next financial press release: Third guarter 2018 revenue on October 11, 2018

# **About SpineGuard®**

Founded in 2009 in France and the USA by Pierre Jérôme and Stéphane Bette, SpineGuard's mission is to make spine surgery safer by bringing real-time digital technology into the operating room. Its primary objective is to establish its proprietary DSG®(Dynamic Surgical Guidance) technology as the global standard of surgical care, starting with safer screw placement in spine surgery and then in other surgeries. PediGuard®, the first device designed using DSG, was co-invented by Maurice Bourlion, Ph.D., Ciaran Bolger, M.D., Ph.D., and Alain Vanguaethem, Biomedical Engineer. It is the world's first and only handheld device capable of alerting surgeons to potential pedicular or vertebral breaches. Over 60,000 surgical procedures have been performed worldwide with DSG®enabled devices. Numerous studies published in peer-reviewed medical and scientific journals have demonstrated the multiple benefits that PediGuard® delivers to patients, surgical staff and hospitals. SpineGuard is expanding the scope of its DSG®platform through strategic partnerships with innovative medical device companies and the development of smart instruments and implants. SpineGuard has offices in San Francisco and Paris. For further information, visit www.spineguard.com.

dynamic surgical guidance technology in market looking for innovation and safer and enhanced clinical solutions. The DSG technology platform remains unique in its ability to differentiate tissues in

agency contract with Zavation under which SpineGuard Inc. acts as a commercial agent in certain key

The distribution in China with our partner XR Medical continues to bear fruit with a 600 unit order in H1 and exciting perspectives both for the second half of 2018 and long term in the second largest market

SpineGuard is actively pursuing other industry partnerships for expanded commercial applications of its proprietary digital DSG technology within the spinal and broader musculoskeletal sector to trigger

bond facility with Norgine Ventures and Harbert European Fund Advisors in substitution of IPF Partners in (OCAPI) over a period of 15 months. The line has zero associated warrants. SpineGuard estimates

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# Europe NewCap

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# SpineGuard reports third-quarter 2018 revenue

- 5% growth with solid US growth of 8% in Q3
- 3% growth in units in the USA year-to-date in 2018
- Over 200 surgeries performed in the USA with DSG equipped 'smart screw'

PARIS and SAN FRANCISCO, Oct. 11, 2018 – 18h00 CET – SpineGuard (FR0011464452 – ALSGD), an innovative company that designs, develops, and markets disposable medical devices intended to make spine surgery safer by bringing real-time digital technology into the operating room, announced today that its third-guarter revenue grew to €1.9 million, a 5% increase compared with the same period in 2017.

Stéphane Bette, CEO and co-founder of SpineGuard, said: 'We are very pleased to return to arowth in Q3 in particular in the United States, thanks to significant sales & marketing initiatives that are bearing fruit in a very competitive landscape. We are also very proud to have reached the bar of 200 surgeries with our 'DSG equipped smart screw' and are actively pursuing the conversion of new accounts supported by the excellent user feedback on the product. These results were achieved without compromising our commitment to reach operational profitability by year-end."

€ thousands - IFRS	2018	2017	Variance
First Quarter	1 769	2 169	-18%
Second Quarter	1 857	2 030	-8%
Half-Year	3 626	4 199	-14%
Third Quarter	1 879	1 793	+5%
Year to Date 9 Months	5 505	5 992	-8%

## Unaudited

In the USA, the increase was 8% as reported and 7% in constant currency (cc). Global revenue in the third quarter of 2018 increased 5% to €1,879k, compared with €1,793k in the third quarter of 2017.

Even though a 5% increase was achieved in the third guarter, global revenue for the nine-month decreased 8% to €5,505k, compared with € 5,992k in the first nine months of 2017. The growth in the United States was 2% cc.

6,226 DSG equipped units were sold in the first nine months of 2018 (3,948 in the USA, 63% of total units sold) compared with 6,056 (3,818 in the USA) in the first nine months of 2017, a growth in units of 2.8% worldwide and 3.4% in the USA.

In the third guarter, the company also received orders of over 200 units (China and Saudi Arabia) that could not be recognized as revenue in the quarter.

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#### Contacts

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# SpineGuard announces a partnership with Carnot Interfaces for the combination of its DSG<sup>®</sup> technology with surgical robots

# First progress towards automatization of a surgical robot as a result of the DSG technology in a 2017 feasibility study

# Strengthening of the partnership to accelerate technology advances allowing a robot to perform autonomous and safe drillings in human skeleton

**PARIS and SAN FRANCISCO, Dec. 5, 2018 – 18h00 CET** – SpineGuard (FR0011464452 – ALSGD), an innovative company that designs, develops, and markets disposable medical devices intended to make spine surgery safer by bringing real-time digital technology into the operating room, announced today a partnership agreement with Carnot Interfaces for the combination of its DSG technology with surgical robots.

In November 2017, the collaborative experimental feasibility study successfully demonstrated how the DSG technology can automatically stop a surgical robot when a near-breach situation is detected, and thereby prevent grave complications. Encouraged by this first positive outcome, SpineGuard and Carnot Interfaces have decided to move to the next development phase materialized by the execution of this 3-year partnership.

Stephane Bette, CEO of SpineGuard, declares: « We are enthused to launch this partnership that will support our progress toward industrial applications of our DSG<sup>®</sup> technology in surgical robotics as well as advancement of corresponding intellectual property. We are convinced that our partnership with Carnot Interfaces will trigger major technologic advances that will allow robots to execute autonomous and safe drillings in the human skeleton and ultimately the direct insertion of implants. Our smart DSG<sup>®</sup> sensor is to our knowledge the only clinically proven technology for differentiating bone tissues in-situ and in real time. This major partnership with Carnot Interfaces exemplifies excellent collaboration between Industry and French Research. »

Guillaume Morel, Professor at the Sorbonne University, adds: « Our team at ISIR (Institut des Systèmes Intelligents et de Robotique), one of the five laboratories of Carnot Interfaces) was highly expecting this partnership. Our approaches of robotics, collaborative and sensor-guided, are perfectly in line with SpineGuard's vision of surgical instrumentation: the surgeon remains at the heart of the decision and control of the gesture; technologies are there to secure and simplify procedures, not for replacing the surgeon. We are in the rare situation of preparing a breakthrough innovation with a good visibility on the R&D roadmap, in part thanks to the results from our feasibility study. The team at SpineGuard and ISIR gathers sharp and multi-disciplinary experts. All conditions are converging for rapid progress toward major advances. »

Next financial press release: 2017 full year revenue, January 17, 2019

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## About Carnot Interfaces

Founded in 2016 in Paris, Carnot Interfaces consolidates five labs (LIP6, ISIR, LIB, LIMICS and UMR.S1158) specializing in IT, Robotics and healthcare technologies with the vision of developing R&D partnerships with the industry. The institute holds the "Tremplin Carnot" labelling, a proof of excellence under the stewardship of Sorbonne University, CNRS and INSERM, all internationally recognized between the most innovative R&D actors. Carnot Interfaces regroups over 800 R&D professionals with standards of excellence in research, dynamic teams and a proven track of record in partnerships with the industry. It is a key player in the fields of digital with over 15 million euros of deals in its first year after inception. For further information, visit: www.carnot-interfaces.fr

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# ope NewCap

# SpineGuard and Adin Group announce the first CE mark for the dental surgery application of the DSG<sup>®</sup> technology

ConfiDent ABC will begin the commercialization of the SafeGuard first generation of drilling instruments



**PARIS and SAN FRANCISCO, Dec. 12, 2018 – 18h00 CET** – SpineGuard (FR0011464452 – ALSGD), an innovative company that designs, develops, and markets disposable medical devices intended to make spine surgery safer by bringing real-time digital technology into the operating room, announced today the CE marking of a first range of DSG -enabled dental surgery instruments, outcomes of the collaboration with Adin Group.

This new generation of instruments – named "SafeGuard" - will allow Adin Group to commercialize to dental implantology practitioners a first range of products meeting their needs, in markets that recognize CE mark. They will also be able to develop clinical studies on a greater scale to further quantify the clinical benefits of the DSG guidance in dental implantology. SpineGuard and ConfiDent ABC identified three major dental applications for DSG with an estimated combined potential of 8 million dental procedures.

Stephane Bette, CEO of SpineGuard, declares: « This first generation of instruments equipped with the DSG guidance technology for dental applications is highlighting the efficiency of our collaboration with Adin Group and the strong commitment of both partners. We are extremely satisfied and proud to have supported Adin Group in their continued enthusiasm through the rapid supply and clearance of products that meet the needs of their market in terms of innovation driving enhanced safety and efficiency of procedures."

Erez Cohen, CEO of Adin Group, adds: «The Adin's Group vision is to make excellent dentistry available to anyone everywhere. As a leading innovative group, the ADIN Group puts much effort in adopting new technologies and implementing them into its portfolio. This first generation of the SafeGuard, the fruition of tremendous cooperation between ADIN's subsidiary – ConfiDent abc Itd., Prof. Lorean and the great Spineguard team, is an important development of the Adin Group. It will enable dentists from all over the world to perform and provide easier and safer treatments for their patients. ADIN believes that the SafeGuard will be an indispensable tool in the dentist's toolbox."

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#### About Adin Dental Implant Systems Ltd

Adin was founded in 2001 by Eyal Milman and Yechezkel Adin. Adin develops, manufactures and sells products and services in the dental field, including dental implant systems, to more than 60 countries around the world. The company employs over 160 workers in Israel, and a further 100 employees worldwide. Adin strives to be at the forefront of technology, to seek and manufacture innovative technological solutions for the benefit of its customers worldwide, and provide high-quality products and services that allow the treat of any case with unmatched success rates, whilst ensuring the entire assortment of its dental solutions is accessible and affordable to every clinician and every patient anywhere. Among other things, Adin has developed an Intra-Oral Scanner that will lead doctors into the digital world.

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