

ABSTRACT TEMPLATE: CHECKLIST AND INSTRUCTIONS

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Company name-OSSIO Ltd-- * Website—<http://www.ossio.io>----- *

CEO name-Brian Verrier----*

CATEGORY: Medical Devices

SESSIONS

- Evolving Trends in Orthopedic Innovation
- Medical Device Company: The Route from Vision to a Successful Outcome

- Executive Summary / Investment Rational

OSSIO® is transforming the \$10B+ fields of orthopedic fixation and joint preservation with OSSIOfiber® biointegrative implants. In 5 short years, OSSIO® has grown annual revenues to \$40M and proven the demand for strong, all-natural bone repair. Now, with 10 FDA-cleared product families, OSSIO® recently raised a \$27.6M D round to take its US commercial presence to the next level!

- Core Technology

OSSIOfiber® technology has created the first ever non-permanent orthopedic implants stronger than cortical bone. These implants eliminate the removal surgeries and complications associated with metal orthopedic hardware. Each OSSIOfiber® implant is constructed from a unique, product-specific micro-architecture of mineral fibers. The fiber composition, entirely of minerals found in natural bone, facilitates the biointegration of OSSIOfiber® implants into the surrounding bone.

- Product Profile/Pipeline Briefly

OSSIO® launches 2-3 new product families every year that address clinical needs in Foot & Ankle and Sports surgery. This year OSSIO® is poised to launch the smallest biointegrative suture anchor on the market, addressing a \$350M US market. The company will also launch a Minimally-Invasive Surgery (MIS) system for bunion repair, which address a fast growing \$450M market.

- Business Strategy

OSSIO® sells its products directly to orthopedic surgeons in the US through a hybrid US sales channel, which includes both direct sales representatives and independent

distributors. The OSSIO® sales leadership team directs regional directors, who manage and support the representatives and distributors in the field. Recently, OSSIO received regulatory approvals OUS, where sales will start in 2025 through stocking distributors.

- **What's Next?**

OSSIO® will continue to rapidly grow revenues through commercial expansion and introduction of addition products. In parallel, the company is supporting variety of clinical studies to demonstrate the unique benefits of OSSIOfiber®, including in a breakthrough joint preservation application. OSSIO® recently closed an equity round to finance these activities, as well as expansion of manufacturing capacity to a US site.