

## **Biointegrative Implants Revolutionizing the Bone Fixation and Joint Preservation Fields**

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

**CIO name** Orahn Preiss-Bloom **Cell phone number** 054-3110230 **Email:** [orahn@ossio.io](mailto:orahn@ossio.io)

**CATEGORY:** Medical Devices

### **SESSION:**

16. Beyond Bones and Screws: Rethinking Orthopedic Repair

- **Executive Summary / Investment Rational**

OSSIO® is transforming the \$10B+ fields of orthopaedic fixation and joint preservation with OSSIOfiber® biointegrative implants. In 6 short years, OSSIO® has grown annual revenues to \$60M and proven the demand for strong, all-natural bone repair. Now, with 19 FDA-cleared products, OSSIO® annual revenue growth remains a robust 50% YOY!

- **Core Technology**

OSSIOfiber® technology has created the first ever non-permanent orthopaedic implants stronger than cortical bone. These implants eliminate complications associated with metal hardware and with adverse reactions to polymeric-based implants. Each OSSIOfiber® implant is constructed from unique micro-architecture of mineral fibers. The fiber composition, entirely of minerals found in natural bone, facilitates gradual incorporation of OSSIOfiber® implants into the surrounding bone.

- **Product Profile/Pipeline**

OSSIO® has a steady cadence of product launches addressing clinical needs in Foot&Ankle, Hand&Wrist and Sports surgery. This year OSSIO® has launched a Minimally Invasive Surgery (MIS) system for bunion repair, addressing fast growing \$450M market, and is poised to launch the largest non-permanent screw ever on the market. OSSIO® is also revolutionizing the multi \$B knee joint preservation market.

- **Business Strategy**

OSSIO® sells its products primarily in the US, through a hybrid US sales channel, which includes both direct sales representatives and independent distributors. OSSIO® has received several regulatory approvals out of US, including in Israel, where sales have recently commenced. OSSIO® also recently closed a significant distribution agreement with the largest orthopaedic pediatric distributor in the world.

- **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®, with a focus on the novel KneeBar® procedure for knee joint preservation. OSSIO® recently opened a US manufacturing facility in Palmetto, Florida to expand capacity.