

6 November 2024

Osteopore signs exclusive deal with DKSH for orthopaedic products

Highlights

- Osteopore has signed an exclusive multi-year contract sales and marketing agreement with Swiss holding company DiethelmKellerSiberHegner (DKSH).
 - Listed on the Swiss Stock Exchange (SIX), DKSH specialises in market expansion services.
 - The agreement is centered on the promotion of Osteopore's off-the-shelf products in Singapore for bone loss treatments in the upper and lower extremities.
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Australian-Singaporean regenerative medicine company **Osteopore Limited (ASX:OSX; Osteopore or the Company)** – a global leader in 3D-printed biomimetic and bioresorbable implants – announces the signing of an exclusive multi-year contract sales and marketing agreement with DKSH (**SIX:DKSH**) to promote Osteopore's off-the-shelf orthopaedic products in Singapore.

The agreement comes on the heels of Singapore market approvals for Osteopore's orthopaedic products in March 2024¹.

DKSH, is a Switzerland-based holding company specialising in market expansion services, with a presence in 36 markets and 29,040 specialised staff. DKSH is one of Switzerland's Top 30 companies ranked by sales and employees. In 2023, DKSH generated CHF11.1 billion in annual net sales².

¹ ASX announcement "Osteopore secures Singapore and Vietnam market approvals", 27 March 2024.

² <https://www.dksh.com/global-en/home>



Osteopore's High Tibial Osteotomy (HTO) product is the centrepiece of the Company's orthopaedic expansion into Singapore. HTO or knee preservation surgeries have doubled in the space of a year – from 50 cases in 2020 to approximately 100 cases in 2021 – according to Singapore General Hospital (SGH).

More than 10% of adults in Singapore are impacted by the degenerative joint condition of knee osteoarthritis (KO). This condition is prevalent amongst 40-to-60-year-olds.

Knee preservation surgeries have the highest potential for success with this demographic, as they seek to relieve symptoms and delay the need for more invasive surgeries like Total Knee Replacement (TKR)³.

Clinical performance data shows accelerated bone union with the Osteopore HTO product when compared to allogeneic fillers⁴.

Key terms of the agreement:

- **Term-** 5-year exclusive contract sales and marketing agreement
- **Focus-** DKSH will focus on the sales and marketing of Osteopore's off-the-shelf orthopaedic products

Commenting on Osteopore's promising exclusive agreement with DKSH, Osteopore CEO, Dr Lim Yujing, said:

"Partnering with a company which boasts the channel access, resources and experience of DKSH, is a significant opportunity to commercialise our products in a meaningful and sustainable way.

"Early clinical results for HTO provide partners like DKSH with the confidence to launch a quality product, and we look forward to growing this market segment collaboratively with DKSH," said Dr Lim.

Commenting on the partnership with Osteopore and the market opportunity in Singapore, DKSH Singapore, Vice President, Business Unit Healthcare, Mr. Reuben Ong

"We are thrilled to embark on this partnership with the Osteopore Team for the Orthopaedic products, combining our strengths and expertise to drive innovation and deliver greater

³ <https://www.sgh.com.sg/news/patient-care/knee-preservation-surgeries-at-sgh-doubles-despite-pandemic>

⁴ <https://journals.sagepub.com/doi/full/10.1177/19476035241246609>



benefits to the patient. Together, we're setting a new standard in our industry, creating opportunities that push boundaries and empower growth. This collaboration isn't just about mutual success—it's about creating a meaningful impact for the communities we serve and building a future where we can achieve and contribute more, together. At DKSH Healthcare, we believe that if innovation is the heart of health care, then connectivity is the lifeblood. The lifeblood that brings amazing new treatments, to the people that need them the most. DKSH Healthcare's holistic capabilities in becoming a truly end-to-end strategic partner of choice in connecting the entire healthcare ecosystem and connecting Healthcare Companies to patients to ultimately achieve better healthcare for all. said Mr. Reuben Ong.

ENDS

This announcement dated 6 November 2024 has been authorised for release to the ASX by the Board of Osteopore Limited.

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About Osteopore Limited

Osteopore Limited is a Singapore-founded regenerative medicine company and a global leader in 3D-printed biomimetic and bioresorbable implants. The Company seeks to commercialise products that stimulate natural bone healing across multiple segments.

Osteopore creates patented scaffolds using 3D-printed biomimetic and bioresorbable materials to guide and nurture bone-forming cells.

Through our proprietary manufacturing process – which uses a naturally dissolving polymer – our patented scaffolds enable bone tissue growth, significantly reducing the post-surgery complications commonly associated with permanent bone implants.

About DKSH

DKSH's purpose is to enrich people's lives. For almost 160 years, DKSH has been delivering growth for companies in Asia and beyond across its Business Units Healthcare, Consumer Goods, Performance Materials, and Technology. As a leading Market Expansion Services provider, DKSH offers sourcing, market insights, marketing and sales, eCommerce, distribution and logistics as well as after-sales services. DKSH is a participant in the United Nations Global Compact and adheres to its principles-based approach to responsible business. Listed on the SIX Swiss Exchange, DKSH operates in 36 markets with 29,040 specialists, generating net sales of CHF 11.1 billion in 2023. DKSH Business Unit Healthcare distributes pharmaceuticals, consumer health, and over-the-counter products as well as medical devices. www.dksh.com/hec

Forward-Looking Statements

Some of the statements appearing in this announcement may be in the nature of forward looking statements. You should be aware that such statements are only predictions and are subject to inherent risks and uncertainties. Those risks and uncertainties include factors and risks specific to the industries in which the Company operates and proposes to operate as well as general economic conditions, prevailing exchange rates and interest rates and conditions in the financial markets, among other things. Actual events or results may differ materially from the events or results expressed or implied in any forward- looking statement. No forward looking statement is a guarantee or representation as to future performance or any other future matters, which will be influenced by a number of factors and subject to various uncertainties and contingencies, many of which will be outside the Company's control.

The Company does not undertake any obligation to update publicly or release any revisions to these forward-looking statements to reflect events or circumstances after today's date or to reflect the occurrence of unanticipated events. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions or conclusions contained in this announcement. To the maximum extent permitted by law, neither of the Company's Directors, employees, advisors or agents, nor any other person, accepts any liability for any loss arising from the use of the information contained in this announcement. You are cautioned not to place undue reliance on any forward-looking



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