

# INCREASED PRESENCE AND COMMERCIAL OPPORTUNITIES ACROSS SOUTH EAST ASIA

## Highlights:

- *Osteopore implants receive regulatory approval from the Indonesian Ministry of Health for dental applications - a growing market worth an estimated USD ~4.0Bn by 2026<sup>1</sup>.*
- *Indonesia represents a significant potential commercial opportunity for the Osteomesh and Osteoplug products, with the Company now seeking distribution partners in the country.*
- *Exclusive distribution agreement also signed with Avero Mednav Sdn Bhd (Avero), to promote and sell the Company's Oral and Maxillofacial products within Malaysia.*
- *With an initial two-year term, Avero will immediately begin engaging with its established network of health professionals, hospitals and health services.*
- *Osteopore aims to continue expanding its global network to enable greater accessibility to a wider range of products and to surgeons globally.*

**8 December 2022: Osteopore Limited** (ASX: OSX) ("Osteopore" or the "Company"), a revenue-generating manufacturer of regenerative implants that empower natural tissue regeneration, is pleased to announce a number of milestones which we believe will increase Osteopore's presence and commercial opportunities across South East Asia. These include obtaining approval for certain dental applications from the Indonesian regulatory authority, along with a new distribution agreement to market and sell Osteopore's oral maxillofacial products in Malaysia.

## Osteopore enters the Indonesian dental market

Osteopore's dental mesh (Osteomesh) and dental plug (Osteoplug) implants have now been approved for marketing and sales by the Indonesian Ministry of Health. The Indonesian Dental Services Market is expected to generate revenue worth USD ~4.0Bn by 2026<sup>1</sup>, driven by the increasing prevalence of teeth disorders, rising demand for aesthetic industry and the high insurance coverage across the country.

We believe that this represents a large potential commercial opportunity for the Company's implants, which have applications for Guided Bone Regeneration, Immediate Implant Loading, and Socket Preservation. Osteopore's dental implants can be fully customised to specific patient's needs, and biodegrade (breaks down) completely over 18-24 months through simple hydrolysis. As tissue regeneration occurs through the natural healing process, our implants are replaced by the patient's own tissue and bone<sup>2</sup>. Since no permanent foreign object remains in the body, infection rates may be reduced, which could also lead to fewer follow-up appointments<sup>2</sup>.

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<sup>1</sup> Kushwaha, D. (2022b, September 26). *Dental Equipment Manufacturers in Indonesia | Dental Clinics Services in Indonesia*. Ken Research. <http://www.kenresearch.com/blog/2022/09/smiling-dental-clinic-dental-services-revenue/>

<sup>2</sup> Pappalardo, D., Mathisen, T. & Finne-Wistrand, A. *Biocompatibility of Resorbable Polymers: A Historical Perspective and Framework for the Future*. *Biomacromolecules* 20, 1465–1477 (2019)



In particular, Osteopore is excited about the opportunity for its dental plug, a conical shaped 3D printed bioresorbable scaffold made of PCL for fresh dental extraction sockets which has been proven to eliminate or limit the negative effect of post extraction bone resorption<sup>3</sup>. Currently, patients requiring dental implants have to wait 3-6 months for bone to grow in the tooth socket after extraction. The Company aims to deliver a shorter, reliable and less painful treatment process as the plugs are placed immediately after extraction, eliminating the need for bone grafts.

According to the World Health Organisation's 'Global Oral Health Status Report 2022', an estimated 52 million people in South East Asia have edentulism – a condition that involves the loss of one or more teeth. Osteopore's dental implants could provide an alternative treatment for patients, and the company will now seek an Indonesian based distributor with a strong network of dental surgeons.



<sup>3</sup> Goh BT, Teh LY, Tan DB, Zhang Z, Teoh SH. Novel 3D polycaprolactone scaffold for ridge preservation--a pilot randomised controlled clinical trial. *Clin Oral Implants Res.* 2015 Mar;26(3):271-7. doi: 10.1111/clr.12486. Epub 2014 Sep 27. PMID: 25263527

## **Osteopore enters Malaysian Oral & Maxillofacial market**

Osteopore is also pleased to announce it has signed an exclusive Distribution Agreement with Avero Mednav Sdn Bhd (Avero), to promote and sell the Company's Oral and Maxillofacial products within Malaysia.

Avero is a Malaysian company which distributes a range of specialised medical equipment. It has 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 two-year exclusive agreement, Avero will market and sell Osteopore's innovative Osteomesh and Osteoplug products. Both products already have Malaysian regulatory approval, meaning Avero can begin efforts to engage with doctors and hospitals immediately.

This distribution agreement represents an important step in commercialising Osteopore's products in Malaysia. However, investors should note that there is no guarantee that the Distribution Agreement will result in a material amount of sales.

### **Additional Agreement Details**

The terms of the Distribution Agreement do not contain binding minimum sales thresholds. The Distribution Agreement also 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 60 days' notice.

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

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### **About Osteopore Limited**

Osteopore Ltd is an Australian and Singapore based medical technology company commercialising a range of products specifically engineered to facilitate natural 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 manufactured using a proprietary manufacturing technique with a polymer that naturally dissolve over time to leave only natural, healthy bone tissue, significantly reducing post-surgery complications commonly associated with permanent bone implants. Our 3D printer technology is not available in the market and unique to Osteopore.

### **Forward-Looking Statements**

Statements contained in this press 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.