

## WHAT'S NEW AT DKOU2017? SMARTTRAK INTERVIEWS THE EXHIBITORS

DKOU2017, The German Congress of Orthopedic and Trauma Surgery, in Berlin Oct. 24-27, 2017  
by Sharon O'Reilly, CEO and Founder SmartTRAK

### Leanna Caron, EVP and Chief Commercial Officer, AgNovos Healthcare

### Dr. James Howe, Founder and Chief Medical Officer, AgNovos Healthcare

A minimally invasive injectable technique for stabilizing osteoporotic hips

Video URL <https://vimeo.com/242319309>

Sharon O'Reilly: We're at the DKOU with Leanna Caron who is EVP and Chief Commercial Officer of AgNovos. Leanna tell us about this very interesting technology for treating osteoporotic hips.

Leanna Caron: We're actually going to be using hips that have documented osteoporosis, so -2.5 T-score. What we would anticipate is that surgeons will adopt the technology in the unilateral procedure, bilateral procedure, in an [inaudible 00:00:36] and also quadrilaterally.

It's an injectable material with a proprietary implant material as well as a specialized kit for delivery in the hip that allows us to build bone in a pretty dramatic way. Early proof of concept data that shows if you build bone in a pretty dramatic way, the early concept data shows you build bone in the range of 69 percent of the first twelve months and that is sustained over five to seven years.

Sharon O'Reilly: Can you walk us through the procedure?

Leanna Caron: Sure. So, it's on the video behind me if you can see that at all. The

procedure involves a minimally invasive entry point at the hip to allow you to access the proximal femur. The proximal femur is the place where you would remove the osteoporotic bone. Mixing powder and the liquid together to form the implant material, which then gets injected. From start to finish, I'm told the procedure takes approximately 20 minutes. By the time the patient is finished this procedure, it's quite stable already. They can walk on the procedure.

You can see all that right behind me in the video where it's pretty straight forward procedure for most orthopedic surgeons to perform.

Sharon O'Reilly: Very minimally invasive.

Leanna Caron: Minimally invasive, local targeted treatment for osteoporosis. In fact, the name of the product is called OssureLOEP. LOEP stands Local Osteo-Enhancement Procedure. That's exactly what it does. So, enhances the bone, builds bone locally at the hip where osteoporotic patients need it most. That's the population who's most at risk.

There's greater than 50% chance of hip fracture in the first year following an incident hip fracture. Most treatments today, which are systemic, which is still needed for most of these patients, take at least 18 months before they can benefit. This allows someone to feel confident and they're protecting their hip. They're the most debilitating locations for a new fracture.

Sharon O'Reilly: When the bone replaced by material hardens, how long does that take? How soon can the patient -

Leanna Caron: Yeah, almost immediately. Within 20 minutes you have near complete curing of the implant material. Therefore, patient would be mobile pretty immediately.

Sharon O'Reilly: That's really cool. Leanna, in terms of your commercial plans?

Leanna Caron: We just received C-Mark earlier this year in Europe. We're planning very targeted introduction of the product in Germany as we're here today in the DQ Conference. It's licensed in Switzerland. It's a different regulatory pathway in Europe versus the United States as an example. We're making every effort to make progress on those fronts as well.

Dr. James Howe: We have a technology, which allows the orthopedic surgeon not only to fix the fractures, but to address the pathology of osteoporosis. We all know that osteoporosis causes bone loss. As you do that, the weak bone becomes

weak and high risk for fracture. What we're doing is we're replacing the bone that is lost. This treatment came out of my medical practice. I think a lot of companies are started by orthopedists or by doctors come from an idea and experience that they've had in their practice.

One time, I treated a patient with a similar material and realized how well this material forms bone. I thought to myself, 'Why, when I do fractures why am I always thinking of a better way to make the metal implant when I could actually address the pathology of osteoporosis and strengthen the bone so that there were no fractures to begin with?' That's what we've done.

Sharon O'Reilly: Tell us about your experience [inaudible 00:04:18]

Dr. James Howe: This technique and material's been studied extensively. We have done seven patients, excuse me, 12 patients in a proof of concept study. Those patients we've followed for seven years. What we've shown there is that our materials absorb. As it reabsorbs it's replaced with bone. That the bone density increases at 69% in one year, 65% in two years. Out at five to seven years, every six years, 58%. What that represents is the volume of new bone that's formed is reduced by 1.3% a year. That's the amount of bone that you would expect these women in their 70s to be losing on a regular basis.

We've also done [inaudible 00:05:06] analysis, which shows out at average six years that the treated hip is 36% stronger than the untreated hip.

Sharon O'Reilly: Really exciting.

Dr. James Howe: Thank you.

Sharon O'Reilly: So much talent.

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