



OssDsign completes transfer of commercial operations in the US

As reported previously, OssDsign AB (publ) ("OssDsign" or the "Company") has been making significant changes to its US commercial operations, replacing the previous master distributor, Matador Medical, with its own US organization. The process has now been completed and the company's US commercial operations are now managed through OssDsign USA Inc, a fully owned subsidiary of OssDsign AB.

Leaving the master distributor model has always been part of OssDsign's strategic plan for entering the US market and the transition has been executed accordingly. OssDsign will now operate out of its new US office facilities in Columbia, MD. The growing commercial organization will continue to support the existing distributor network in driving sales growth as well as executing clinical and marketing projects in conjunction with key opinion leading neurosurgeons.

The initial effects of the strengthened US team could be seen during Q3 2019 which showed US sales more than doubling compared to 2018. OssDsign also recently announced that the US FDA has granted clearance for OssDsign Cranial PSI Accessories, further strengthening the company's position on the US market for cranial reconstruction.

Anders Lundqvist, CEO at OssDsign: "I want to thank Paul Byerley, Managing Director at Matador Medical, and his team for a great collaboration. We agreed with Matador Medical to use this staggered model for market entry and it has worked perfectly. It has allowed OssDsign to establish a foothold on the US market and we are now in a perfect position to drive further growth. We are looking forward to maintain and strengthen the relations with our existing distributors while we keep investing in the OssDsign US team that will work alongside them".

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About OssDsign

OssDsign is a Swedish medical technology company that develops and manufactures regenerative implants for improved healing of bone defects. Providing neuro and plastic surgeons with innovative implants, OssDsign improves the outcome for patients with severe cranial and facial defects worldwide. By combining clinical knowledge with proprietary technology, OssDsign manufactures and sells a growing range of patient-specific solutions for treating cranial defects and facial reconstruction. OssDsign's technology is the result of collaboration between clinical researchers at Karolinska University Hospital in Stockholm and material scientists at the Ångström Laboratory at Uppsala University.