

Significant Sales Progression for BIOCERA-VET® in Q3 2023

- ▽ **Over 75% progression of BIOCERA-VET® line sales, including 300% increase in BIOCERA-VET® OSTEOSARCOMA**
- ▽ **Symbolic milestone of 1,000 units sold crossed**
- ▽ **Confirmed success of the recently launched BIOCERA-VET® references**

Gosselies (Wallonia, Belgium), November 8, 2023 – 7.30 am CET – TheraVet (ISIN: BE0974387194 – ticker: ALVET), a pioneering company in the management of osteoarticular diseases in pets, announces significant progression for BIOCERA-VET® line in the third quarter of 2023.

The number of BIOCERA-VET® units sold increased by **79%** in the third quarter 2023 as compared to the same period in 2022 and by **39%** as compared to the second quarter of 2023. BIOCERA-VET® BONE SURGERY¹ accounted for 82% of the units sold and BIOCERA-VET® OSTEOSARCOMA RTU for the remaining 18%. The recently launched references BONE SURGERY RTU 3*1cc, and OSTEOSARCOMA RTU 2*12cc have significantly contributed to these figures. **This is particularly reflected in the impressive BIOCERA-VET® OSTEOSARCOMA RTU sales progression of 300% as compared to Q3 2022.** BIOCERA-VET® BONE SURGERY unit sales are also up 60% compared to Q3 2022 and up 75% compared to Q2 2023. Geographically, Europe drives the sales with 79% of the units sold in the third quarter of 2023 while North America (USA and Canada) - progressing fast - now accounts for 19% of the units sold.

These very good figures results from the Company important commercial efforts and the participation at European and international conferences (gathering the surgery and oncology specialist customers) increasing the visibility and awareness of BIOCERA-VET® line. More specifically, for BIOCERA-VET® OSTEOSARCOMA RTU, the significant increase in sales resulted from TheraVet OSTEOSARCOMA Program implemented in 2023 with among others, its dedicated platform www.bonecancer.dog. This progression led to a net increase of requests related to the usage of BIOCERA-VET® from owners and from veterinarians relying on our expertise and technical support.

Also, the recent launch of BIOCERA-VET® COMBO CLEAN in Europe in end of May as well as the increase of coverage of distribution in New Zealand, Slovakia, Czech Republic and Norway also contributed to these figures.

¹ BIOCERA-VET® BONE SURGERY (BS) line includes 5 references: BS RTU 1cc, BS RTU 3cc, BS RTU 3*1cc, Granules and Smartgraft products



All these factors enabled the Company to cross the symbolic milestone of **1,000 BIOCERA-VET® units sold**.

The Company will continue its commercial efforts by attending in the last quarter of the year 4 conferences, including 2 in Belgium (Vétérinexpo and Expovet), 1 in France (Association Française des Vétérinaires pour Animaux de Compagnie, or AFVAC) and 1 in the United Kingdom (London Vet Show, or LVS) all representing the largest gathering of veterinarians in these countries. For AFVAC and LVS, the Company presents alongside French and British BIOCERA-VET® distributors (i.e., Elvetis and Veterinary Instrumentation). Webinars are also planned.

Enrico Bastianelli, Chief Executive Officer, stated: *“The sales dynamic of the BIOCERA-VET® product range, and in particular the spectacular jump in BIOCERA-VET® OSTEOSARCOMA units sold, is the result of a successful positioning on high-potential indications and of a perfect execution by TheraVet marketing and sales teams. TheraVet relentless promotional efforts are supported by the increasing acknowledgement of its scientific credibility thanks to its ever-growing network of users (KOLs and renowned veterinarians) and its increasingly complete collection of clinical cases. Finally, the owners' leverage - built on the network of OSTEOSARCOMA centers launched last April - is starting to bear fruit, by accelerating the demand for cementoplasty in canine osteosarcoma.”*



About TheraVet SA

TheraVet is a veterinary biotechnology company specializing in osteoarticular treatments for companion animals. The Company develops targeted, safe and effective treatments to improve the quality of life of pets suffering from joint and bone diseases. For pet owners, the health of their pets is a major concern and TheraVet's mission is to address the need for innovative and curative treatments. TheraVet works closely with international opinion leaders in order to provide a more effective response to ever-growing needs in the field of veterinary medicine. TheraVet is listed on Euronext Growth® Paris and Brussels, has its head office in Belgium (Gosselies) with a US subsidiary.

For more information, visit the TheraVet [website](#) or follow us on [LinkedIn](#) / [Facebook](#) / [Twitter](#)

About BIOCERA-VET

In close collaboration with an international scientific board, THERAVET® has developed a new line of calcium-phosphate and biological bone substitutes, BIOCERA-VET®. BIOCERA-VET® is a full range of innovative, easy-to-use, efficient & cost-effective bone substitutes indicated in bone surgeries where a bone graft is required and as a palliative alternative in the management of canine osteosarcoma. Based on extremely promising clinical results, this line offers the possibility of a better, more convenient and more efficient orthopedic surgery.

BIOCERA-VET® is declined in different lines:

- BIOCERA-VET® BONE SURGERY RTU, a ready-to-use highly injectable self-hardening calcium-phosphate cement
- BIOCERA-VET® SMARTGRAFT, a naturally osteoconductive bone graft
- BIOCERA-VET® GRANULES, an affordable biocompatible calcium-phosphate bone substitute
- BIOCERA-VET® OSTEOSARCOMA RTU, a ready-to-use highly injectable calcium-phosphate bone substitute for cementoplasty
- BIOCERA-VET® COMBO-CLEAN, a local and long-lasting antibiotic delivery calcium-phosphate bone substitute

For more information, visit [BIOCERA-VET](#) website.

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