

A French public limited company with registered capital of €469,298.52 Registered office: 11, Cours Jacques Offenbach, Valence (26000) Trade and Companies Register of Romans No. 533 149 688

# **REGISTRATION DOCUMENT**

# 2016/2017 ANNUAL REPORT



In application of its General Regulations, specifically Article 212-23, the French Financial Markets Authority (*Autorité des marchés financiers*) registered the French version of this Registration Document on 31 October 2017 under number R. 17-070. The French version of this document shall not be used in support of any financial transaction unless supplemented by a *note d'opération* approved by the French Financial Markets Authority. The French version of this document was prepared by the issuer and is binding on its signatories.

Registration, pursuant to Article L. 621-8-1-I of the French Monetary and Financial Code, was made after the French Financial Markets Authority verified that the French version of this document was complete and comprehensible and that the information therein is consistent. It does not imply any authentication by the French Financial Markets Authority of the financial and accounting information presented.

Copies of this Registration Document are available free of charge at the Registered Office of Amplitude Surgical, 11, Cours Jacques Offenbach, Valence (26000), and an electronic version is published on the Amplitude Surgical website (www.amplitude-surgical.com) and on the website of the French Financial Markets Authority (www.amf-france.org).

This document is a free translation in English of the original document, which was prepared in French. In all matter of interpretation, views or opinions expressed in the original language of the document in French take precedent over the translation.

#### GENERAL REMARKS

In this Registration Document, unless indicated otherwise, the term "Company" means Amplitude Surgical, a public limited company having its registered office at 11, Cours Jacques Offenbach, Valence (26000), registered in the Trade and Companies Register of Romans under number 533 149 688 and the term "Group" means the Company together with its consolidated subsidiaries.

#### Shareholders' meeting

The Company's ordinary and extraordinary shareholders' meeting will be held on 24 November 2017. The documentation for the shareholders' meeting is set forth in Chapter 9, "Ordinary and Extraordinary Shareholders' Meeting of 24 November 2017" of this Registration Document.

#### Financial information

In order to provide accounting information that will allow understanding the Group's financial position, this Registration Document includes the financial statements of the Company for the financial year ended 30 June 2017 as well as the Company's consolidated financial statements for the financial year ending 30 June 2017, prepared according to International Financial Reporting Standards ("**IFRS**") as applicable on said dates and, pursuant to Article 28 of Commission Regulation (EC) No. 809/2004 of 29 April 2004, it incorporates by reference, the following information to which readers are invited to refer:

- for the financial year ended 30 June 2016: the consolidated financial statements and the Auditors' Report set forth in Chapter 20 of the Registration Document registered with the *Autorité des marchés financiers* on 28 October 2016 under number R.16-075;
- for the financial year ended 30 June 2015: the consolidated financial statements and the Auditors' Report in Chapter 20 of the Registration Document registered with the *Autorité des marchés financiers* on 30 October 2015 under number I.15-077.

The parts of this document that are not included are either without relevance for investors or covered elsewhere in the Registration Document.

#### Forward-looking information

This Registration Document sets out information on the Company's objectives and projections, specifically Section 5.3 "Outlook" of this Registration Document. This information is on occasion identified by use of the future and conditional tenses and forward-looking statements, such as "think", "aim", "expect", "mean", "should", "with the ambition of", "estimate", "belief", "desire", "could", etc. This information is based on data, assumptions and estimates considered reasonable by the Company. The information may evolve or be modified given uncertainties associated with the risks inherent in any activity and also the economic, financial, competitive, regulatory and climatic environment. The Company does not undertake to publish updates of the objectives, projections and forward-looking information set out in this Registration Document, except in connection with any legal or regulatory obligation that may be applicable to it. In addition, the actual occurrence of certain risks described in 2 "RISK FACTORS" of this Registration Document may adversely affect the Group's businesses and its ability to achieve its objectives. Moreover, the achievement of such objectives assumes the success of the strategy presented in paragraph 1.3.5 "Group strategy" of this Registration Document. The Company does not undertake to and gives no guarantees on the achievement of the objectives set forth in this Registration Document.

#### Risk factors

Investors are urged to carefully consider the risk factors described in Chapter 2 "RISK FACTORS" of this Registration Document before making an investment decision. The actual occurrence of all or some of these risks may adversely affect the businesses, the positioning, and the financial results of the Group or its objectives. In addition, other risks not yet identified or considered as insignificant by the Company may have the same adverse effect and investors may lose all or a portion of their investment.

#### Information on the Group's business sectors

This Registration Document includes, notably in Section 1.3 "Activity", information on the business sectors in which the Group is present and its competitive positioning. Some of the information set out in this Registration Document is derived from studies performed by external parties, including the Avicenne and Millennium reports on data for the lower limb prosthesis market. Other information set out in this Registration Document is available to the public. The Company considers all the information to be reliable, but this has not been verified by an independent expert. The Company cannot guarantee that any third party using different methods to combine, analyse or calculate the data on these business sectors would obtain the same results. The Company and its shareholders do not give any guarantees concerning the accuracy of such information. Considering the rapid pace of change typical in the Group's business sector in France and worldwide, it is possible this information could prove erroneous or out of date. The Group's businesses may, as a consequence, evolve differently from what is described in this Registration Document. The Group does not undertake to publish updates of this information, except in connection with any applicable legal or regulatory obligation.

#### Third-party information, declarations by experts and declarations of interest

This Registration Document contains information on the Group's markets and its competitive positioning, including information on the size of its markets. In addition to the estimates performed by the Group, the information on which the Group's declarations are based is taken from studies and statistics of independent third parties and professional organisations, in particular the Avicenne and Millennium reports. To the Company's knowledge, this information has been accurately reproduced and no fact has been omitted that would render said information inaccurate or misleading. However, the Company cannot guarantee that a third party using different methods to combine, analyse or calculate data on the business sectors would obtain the same results.

#### Glossary

A glossary incorporating the definitions and the main scientific and technical terms used is set forth in the annexes to this Registration Document.

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#### Chapter 1 PRESENTATION OF THE GROUP

#### 1.1 KEY FIGURES

The tables below present various selected financial information for the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017. The financial information set forth below was taken from the Group's consolidated financial statements for the financial year ended 30 June 2017, prepared according to the IFRS standards, set forth in Chapter 6 of this Registration Document and audited by the Company's Statutory Auditors.

The selected financial information set out in Chapter 1 must be read in conjunction with (i) the full financial data shown in Chapter 6 "*Consolidated Income Statements*" and Chapter 7 "*Annual Financial* Statements" of this Registration Document, (ii) the examination of the Group's financial position and results given in Section 5.1 "*Examination of the Group's financial position and results*" of this Registration Document and (iii) the examination of the Group's cash flow and capital presented in Section 5.2 "*Cash flow and* Capital" of this Registration Document.

Income statement	Fina	ancial year ended 30 J	une
(in thousands of euros)	2015	2016	2017
Revenues	71,090	80,788	93,356
Inventories and capitalised production	11,823	25,019	8,054
Current operating result	5,128	3,477	17
Financial result	(15,014)	5,352	(8,510)
Net result <sup>(1)</sup>	(17,722)	(174)	(12,314)
Of which:			
- Group share	(17,646)	219	(12,052)
- Minority interests	(75)	(393)	(262)

#### Principal key data from the Group's consolidated income statement

#### Performance level indicators

Performance level indicators	Financial year ended 30 June		ne
(in thousands of euros)	2015	2016	2017
Revenues	71,090	80,788	93,356
EBITDA	13,447	13,473	15,500
EBITDA Margin	18.9%	16.7%	16.6%
Net result excluding financial charges for Bonds and extraordinary items	244	(174)	(5,230)

#### EBITDA and EBITDA Margin

The EBITDA is equivalent to the current operating result to which is added the allocations for amortisation/depreciation after deduction of non-recurring items. The EBITDA margin is equivalent to the EBITDA in relation to Group revenues. The EBITDA and EBITDA margin are not standardised accounting aggregates having a unique and generally accepted definition. They must not be considered as a substitute for the operating result, the net result, the cash flow generated by operating or as a measurement of liquidity. The EBITDA and the EBITDA margin may be calculated differently by different companies operating similar different businesses. Hence, the EBITDA and the EBITDA margin calculated by the Company may not be comparable to those used by other enterprises.

Performance level indicators	Financial year ended 30 June		
(in thousands of euros)	2015	2016	2017
Current operating result	5,128	3,477	17
+ Allocations to amort./deprec.	7,228	9,903	13,328
+ Non-recurring items <sup>(1)</sup>	1,091	93	2,155
EBITDA	13,447	13,473	15,500
EBITDA Margin	18.9%	16.7%	16.6%

(1) The principal non-recurring items include:

- For the financial year ended 30 June 2015: expenses related to the cessation of marketing of products (€0.6 million), amounts as non-recoverable trade receivables that were written off (€0.2 million), APAX support services (€0.2 million).
- For the financial year ended 30 June 2016: expenses related to an external growth operation for (€0.01 million);
- For the financial year ended 30 June 2017: expenses related to the repurchase of cards and indemnities ( $\notin 0.3$  million), the free shares plan for a total amount of  $\notin 1.4$  million, the performance of a structural and organizational audit for  $\notin 0.2$  million as well as the discontinuation of the sale of products for  $\notin 0.2$  million.

Net result before financial charges for Bonds and extraordinary items

The Group posted its net result excluding financial charges for Bonds and extraordinary items. This aggregate is equivalent to the net result to which is added the financial charges for Bonds after deduction of tax equivalent to the amount of such financial charges (calculated on the basis of a tax rate of 33 1/3%) and deducted from extraordinary items. This aggregate is not a standardised accounting aggregate having a unique and generally accepted definition. It should not be considered as a substitute for the operating result, the net result, the cash flow generated by operating or as a measure of liquidity.

Performance level indicators	Finan	cial year ended 30 Ju	ne
(in thousands of euros)	2015	2016	2017
Net result	(17,722)	(174)	(12,314)
+ Financial charges for Convertible Bonds	4,935	0	0
+ other extraordinary items:			
• Charge for reimbursement of financial debt	+ 1,500		+1,231
• IPO expenses + monitoring fees	+ 2,035		
• Provision for URSSAF dispute	+ 7,906	+ 2,375	+2,499 - 1,513
• Revaluation of debts/ Australian minority interests	+ 3,235		+5,129
• Other non-recurring items <sup>(1)</sup>			
- Tax <sup>(2) (3)</sup>	1,645	3,000	-2,177
Net result excluding financial charges for Convertible Bonds and excluding extraordinary items <sup>(2)</sup>	244	(799)	(2,631)
<ul> <li>(1) Other non-recurring items include:</li> <li>Non-recurring items adjusted for EBITDA: K€2,155</li> <li>Turkey and Prothys provisions (K€709): K€1,151</li> <li>Slow Moving Stock provisions (including €1M in Australia): K€1,412</li> <li>Non-recurring foreign exchange losses: K€411</li> <li>(2) At a theoretical rate of 33 1/3%.</li> </ul>			

(3) This adjustment does not include the impact of the adjustment of financial expenses on the tax losses eligible for carry-forward.

## Principal key data from the Group's consolidated balance sheet

Balance sheet	Financial year ended 30 June		
(in thousands of euros)	2015	2016	2017
ASSETS			
Total non-current assets	131,660	144,024	159,292
Total current assets	115,409	113,241	111,669
Total assets	247,069	257,265	270,961
LIABILITIES			
Total equity capital	118,756	118,120	103,136
Total non-current liabilities (1)	80,075	98,332	133,138
Total current liabilities	48,238	40,814	34,687
Total liabilities	247,069	257,265	270,961
(1) The non-current liabilities include the non-convertible unirate Bonds.			

#### Principal key data from the Group's consolidated cash flow table

Cash flow	Finar	ncial year ended 30 Ju	ine
(in thousands of euros)	2015	2016	2017
Cash flow gross margin (before changes in working capital requirement)	(4,605)	17,758	(2,747)
Changes in working capital requirement	(11,245)	(14,978)	+ 6,334
Net cash flow generated by operating activities <sup>(1)</sup>	(16,531)	1,987	+ 2,680
Net cash flow for investments	(10,976)	(18,083)	(32,329)
Net cash flow for finance	80,375	(8,219)	+ 39,214
Changes in cash flow	52,869	(24,315)	+ 9,565

(1) The net cash flow generated by operating activities includes all financial expenses. After deduction of these expenses, the cash flow generated by operating was respectively,  $\notin$  5.1 million,  $\notin$  2.0 million and  $\notin$  2.7 million for the financial years ended 30 June 2015, 2016 and 2017.

### **1.2 HISTORY AND DEVELOPMENT OF THE GROUP**

#### 1.2.1 Company name

The name of the Company is "Amplitude Surgical".

#### 1.2.2 Registration place and number

The Company is registered with the Trade and Companies Register of Romans, France, under number 533 149 688.

#### 1.2.3 Date of incorporation and term of the Company

The Company was incorporated on 26 July 2011 and registered on 19 August 2011. The term of the Company is 99 years, unless it is wound up by anticipation or extended as decided by the Extraordinary General Meeting of Shareholders in accordance with the law and the Company's articles of association.

The financial year ends on 30 June each year.

1.2.4 Registered office, legal form and applicable law

The Company's registered office is located at 11, Cours Jacques Offenbach, 26000 Valence, France.

The Company's telephone number is: +33 (0)4 75 41 87 41

The Company is a public limited company (*société anonyme*) with a Board of Directors governed by French law.

#### 1.2.5 Background of the Group

The Company was established in 1997 by Olivier Jalabert. Apax Partners acquired a stake in the Company's capital in 2011, following the investments by *Initiative et Finance Investissement* in 2004 and Weinberg Capital Partners in 2008. All three transactions took the form of LBOs.

Since it was established, the Company has been designing and marketing a range of high-end products – prostheses, instrumentation and computer-assisted surgery (CAS) systems – for orthopaedic surgery on the lower limb joints.

Between 1999 and 2000, the Group initially targeted the hip replacement sector, launching cementless femoral stems (in particular, the INITIALE® product line associated with the HORIZON® and EQUATEUR® acetabular cups). The product range was complemented by a full line of cemented stems (INITIALE® stems).

In the 2000s, the Group extended its range of hip prostheses with the addition of its SATURNE® acetabular implant and a line of revision stemps. In 2002, the Group also diversified its business by marketing the SCORE® knee prosthesis as well as a computer-assisted surgery system: AMPLIVISION®, a system adapted for hip and knee arthroplasty.

At the end of the 2000 decade, the Group complemented its knee product range by offering unicompartimental prosthesis (UNISCORE®) and a revision prosthesis (REVISION SCORE®).

For a global offer for knee surgery, the Group launched its first patient-specific cutting guide, Patient Specific Instruments (PSI): the i.M.A.G.E® system, which uses additive manufacturing technology (3D printing).

Over the last five years, the Group has continued to leverage its capacity for innovation to introduce new products by adding a posterior stabilized, fixed bearing prosthesis to its Knee product line: the, ANATOMIC® prosthesis.

The ANATOMIC® prosthesis was approved by the FDA in January 2017, thus opening the US market to the Group. In respect of instrumentation, the Group now offers a new generation (faster and small-sized) off the AMPLIVISION® system as well as the E.T.O.I.L.E® technology platform.

Since 2013, the Group has also established a foothold in the extremities sector together with its subsidiary NOVASTEP, some of whose products have received FDA approval.

After moving into Germany in 2010, the Group initiated its international expansion and established a presence in a number of different countries. Today, the Group is active in 36 countries, notably via 14 operating subsidiaries (3 in France and 11 worldwide). The Group thus acquired in December 2016 a 50% stake in Groupe SOFAB Orthopédie.

For a detailed description of the Group, see paragraph 1.4 "ORGANISATION" of this Registration Document.

#### **1.3** ACTIVITY

#### 1.3.1 General description of the Group

The Group is one of the leading French players in the international market for surgical technology for lower limb orthopaedics (hips, knees and extremities).

Established in December 1997, the Group brought its first products to market during the course of 1999. The Group designs and markets a comprehensive, innovative range of orthopaedic products for surgeons, addressing the main lower limb disorders that can affect the hip, knee and extremities (foot and ankle). In particular, the Group offers the SCORE® range of mobile-bearing knee prostheses and the ANATOMIC® fixed-bearing knee prosthesis range. Hip prostheses include the INTEGRALE® stem, the SATURNE® cup (dual-mobility acetabular cup) and the H2 cup (acetabular cup in Biolox® Delta® ceramic). The Group is also active in the extremities segment via its subsidiaries, Novastep SAS and Novastep Inc. The prostheses for extremities include the LYNC® intramedullary implant for the treatment of bunions. For the financial year ended 30 June 2017, the Group sold 61,080 prostheses, including 18,398 hip prostheses, 26,016 knee prostheses and 16,675 foot prostheses.

This product range is enhanced by innovative, high value-added services (training, instruments, computerassisted surgery and clinical follow-up). The Group has developed the AMPLIVISION® computer-assisted surgery system, the i.M.A.G.E® patient-specific cutting guide system and the E.T.O.I.L.E® technology platform (providing a complete package for an anterior approach to hip surgery).

The Group's products are used in 461 facilities in France and over 600 facilities elsewhere in the world. The Group strives to meet the needs of patients, surgeons and health care facilities. Its main objectives are to increase fitting accuracy, post-operative patient safety and time saving in the operating room, as well as reducing the time for patient rehabilitation and providing surgeons with ergonomic instruments for the least invasive surgical approach. The Group distributes its products either directly, through its subsidiaries, or indirectly, through agents or exclusive distributors, or both, using its own sales force and a distributor.

In order to develop innovative technologies and ensure clinical follow-up on implanted prostheses, the Group has developed close relationships with surgeons who are opinion leaders in France and abroad.

The Group generated revenues of 80.8 million and 93.3 million and EBITDA of €13.5 million and €15.5 million for the financial year ended 30 June 2016 and the 30 June 2017 respectively.

As of 30 June 2017, the Group had 368 employees in France and abroad, including 56 engineers involved in research and development activity.

- 1.3.2 The Group's markets
  - 1.3.2.1 The global market for orthopaedic prostheses

#### Market description

In 2016, the global market for orthopaedic prostheses generated revenues of approximately \$48 billion, an increase of 3.2% compared to 2015 during which year revenues reached \$46.5 billion. The market for orthopaedic prostheses comprises the markets for knee prostheses (accounting for approximately 22% of the market) and hip prostheses (approximately 18% of the market), and the market for implants for foot and ankle surgery (approximately 5% of the market).

The market for hip and knee prostheses generated approximately \$13.83 billion in 2015 (with over 2.2 million hip prostheses and 2.3 million knee prostheses implanted) and is expected to grow by 2.8%, reaching \$16.18 billion in 2022. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*)

In 2015, the market for hip and knee prostheses was split between North America (with 52.8 % of the market), Europe (24.8 %), Asia-Pacific (19.2% of the market), South America (1.5% of the market) and Africa and the Middle East (1.6% of the market). (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*)

The main growth of this market pertain to:

- world population ageing: as of 2015, there are approximately 901 million people aged over 60 and their number is expected to exceed 1.4 billion by 2030, representing 16.5% of the world population, and 2 billion in 2050, representing 21.5% of the world population;
- the increase in the worldwide obesity rate (there were over 600 million obese adults in 2014, or approximately 13% of world population, and this number has doubled since 1980);
- the democratisation and expansion of the product ranges available from manufacturers enabling patients to be treated in larger numbers;
- the development of the revision surgery market; and
- an increase in sporting activity.

(Source: World Health Organisation 2016/Global Index, Helpage International 2015/OECD estimates on national health surveys)

In parallel, the orthopaedics market is seeing the following changes: (i) progress has been made on many fronts in the anaesthetics and analgesics segment; (ii) surgery is now suitable for a younger population; and (iii) doctors are making increasing use of the surgery that hospitals have to offer.

### Prospects for growth

The prices of orthopaedic prostheses are expected to decrease very slightly over the next few years. In fact, the market for orthopaedic prostheses is being impacted by an overall reduction in national rates of reimbursement for health care. State policies to reduce reimbursement for medical expenses have a negative impact on pricing trends, potentially affecting the future generation of revenues in this market. In addition, the market for orthopaedic prostheses is seeing increasing levels of competition between manufacturers, both locally and globally.

With regard to products, the arrival in the market of new technologies (such as ceramic devices and an end to the use of cement), new ancillaries and instruments is expected to contribute to continued improvement in the orthopaedic prostheses available to patients. (*Source: Avicenne Medical market analysis, European orthopaedics market 2013-2018, November 2014*)

#### Competitive environment

The Group's main competitors are primarily major groups with a global presence, it being specified that further to the merger-absorption of Biomet by Zimmer in 2014/2015, Zimmer Biomet is the leading player on the market.

In 2015, the main players in the global market for orthopaedic prostheses<sup>1</sup> in terms of market share were as follows:

- In the knee prostheses segment:
  - Zimmer Biomet<sup>2</sup>, with a market share of approximately 36.2 %;
  - DePuy Synthes, with a market share of approximately 20.2 %;

<sup>&</sup>lt;sup>1</sup> Calculated in terms of number of prostheses sold

<sup>&</sup>lt;sup>2</sup> The Zimmer Group (USA) merged with the Biomet Group (USA) in 2015

- Stryker, with a market share of approximately 18.4 %;
- Smith & Nephew, with a market share of approximately 9 %
- MicroPort, with a market share of approximately 1.5 %; and
- Exactech, with a market share of approximately 1 %.

These 6 operators accounted for an 89.2 % share of the market in 2015. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

- In the hip prostheses segment:
  - Zimmer Biomet, with a market share of approximately 28.6 %;
  - DePuy Synthes, with a market share of approximately 20.7 %;
  - Stryker, with a market share of approximately 19.6 %;
  - Smith & Nephew, with a market share of approximately 9.4 %;
  - MicroPort, with a market share of approximately 1.4 %; and
  - Exactech, with a market share of approximately 0.7 %.

These six operators accounted for an 80.4 % share of the market in 2015. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

- 1.3.2.2 The Group's markets
- *i.* France

#### Market description

In 2016, revenues were expected to reach €466 million, making France the second largest European market (behind Germany) and the fifth largest market in the world (behind the United States, Japan, Australia and Germany) (*Source: Millennium Research Group market analysis, March 2013*).

In 2017, the average price on the French market for knee prostheses was  $\notin 2,408$  for a prosthesis for primary surgery, whilst the price of a prosthesis for revision surgery was  $\notin 3,391$ . In the same year, the average price on the French market for hip prostheses was on average  $\notin 1,639$  for prosthesis for primary surgery, while that of a prosthesis for revision surgery was  $\notin 2,000$ .

In France, joint replacement prostheses are medical implants which are fully reimbursed on the basis of the "LPPR" (*Liste des Produits et Prestations Remboursables* (list of reimbursable products and services)) pricing policy. Private health care facilities purchase prostheses at this reimbursement price, while public hospitals arrange invitations to tender in accordance with France's current Public Contracts Code. In France, prices have historically been stable over the last 25 years. However, in 2012, the French government altered this pricing policy in a bid to reduce health care expenditure, reducing medical reimbursements by 10.5% (for hip prostheses) and by 5.5% (for knee prostheses) over three years (2013-2015). The effect of these measures has been a reduction by manufacturers in the selling price of these devices. (*Source: Avicenne Medical market analysis, European orthopaedics market 2013-2018, November 2014*).

By a decision dated 3 December 2015, the French *Conseil d'Etat* annulled a decision reducing the prices initiated in 2013. Moreover, the French Economic Committee for Healthcare Products (*Conseil économique des produits de santé*), in a decision dated 19 February 2016, reduced the prices imposed on 14 March 2016 by 12.30% for hip prostheses and 7.40% for knee prostheses. Finally, in an order of 18 April 2016, the *Conseil d'Etat* cancelled the reduction for some hip implants only.

In June 2017, the French economic committee for healthcare products (CEPS) suggested a new plan for price reductions over 2 years.

On 21 August 2017, a 3.5% decrease on average was applied to hip and knee implants.

The plan also provides for a 1.75% decrease in July 2018 on hip and knee implants. The CEPS undertakes not to implement any other price decreases on all of the orthopaedic implants referred to in article 1 of such plan and included in a generic description prior to 1 August 2019.

#### Prospects for growth

Over the next few years, the French market for orthopaedic prostheses is expected to see steady but limited growth of approximately 1.1% by value. Given the potential for a further reduction in the rates at which the French government reimburses hip and knee prostheses, this growth is expected to remain relatively weak. (Source: Millennium Research Group market analysis, March 2013)

In particular, the French market for the dual-mobility hip prosthesis (for both primary and revision surgery) and the anterior approach are expected to see average weighted increases of 6.2% and 22.8%, respectively, over the period 2013-2018. (*Source: Avicenne Medical market analysis, European orthopaedics market 2013-2018, November 2014*)

#### Competitive environment

The Group's main competitors in the French market include major groups with a local presence.

In 2015, the main players in the French market for orthopaedic prostheses<sup>3</sup> in terms of market share were as follows:

In the knee prostheses segment:

- Zimmer Biomet, with a market share of approximately 31.5%;
- Amplitude, with a market share of approximately 10.5%;
- DePuy Synthes, with a market share of approximately 9%;
- Stryker, with a market share of approximately 8.5%;
- Smith & Nephew, with a market share of approximately 11.9%;
- Tomier, with a market share of approximately 5.5%; and
- Medacta, with a market share of approximately 3.3%.

These 7 operators accounted for a 74.8 % share of the market in 2015. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

<sup>3</sup> 

Calculated in terms of number of prostheses sold

In the hip prostheses segment:

- $\circ$  Zimmer Biomet<sup>5</sup>, with a market share of approximately 23%;
- DePuy Synthes, with a market share of approximately 10%;
- Stryker, with a market share of approximately 9.5%;
- Amplitude, with a market share of approximately 8.8 %;
- Smith & Nephew, with a market share of approximately 7.5%;
- Tornier, with a market share of approximately 6.9 %; and
- Medacta, with a market share of approximately 3.4%.

These 7 operators accounted for a 69.1% share of the market in 2015. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

#### ii. Europe

#### • European market

#### Market description

In 2015, the European market (including France) for orthopaedic prostheses generated approximately  $\notin 3.43$  billion and is expected to reach  $\notin 3.70$  billion in 2022. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*)

The main factors in the growth of the European market pertain to (i) European population ageing (in 2080, approximately 28.7% of the European population will be aged over 65, compared with 18.9% in 2015); (ii) increase in the obesity rate; (iii) the democratisation and expansion of the product ranges available from manufacturers enabling patients to be treated in larger numbers; (iv) development of the revision surgery market; and (v) an increase in sporting activity. (Source: Avicenne Medical market analysis, European orthopaedics market 2013-2018, November 2014 and Structure et vieillissement de la population, Eurostat, Statistic Explained June 2016). Population ageing brings with it the development of osteoarthritis, particularly in the over-60s, creating demand for knee and hip prostheses. Obesity results in premature wear on the joints and bones. The increase in obesity, particularly in the most developed countries, is reflected in a strong demand for prostheses. Lastly, knee and hip operations have become more common and have now been perfected, therefore increasing their level of acceptance, particularly as a result of more straightforward and cheaper access to surgery in most countries. (*Source: Avicenne Medical market analysis, European orthopaedics market 2013-2018, November 2014*).

#### Prospects for growth

The European market of knee prostheses is expected to generate sales of approximately  $\in 1.78$  billion, and that of hip prosthesis approximately  $\in 1.91$  billion in 2022 (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

### Competitive position

In 2015, the main players in the European market for orthopaedic prostheses<sup>4</sup> in terms of market share were as follows:

In the knee prostheses segment:

0	Zimmer Biomet <sup>5</sup>	with a market	share of approx	oximately 33.3	%:
0	Zimmer Biomet	with a market	share of approx	oximately 33.	3

- DePuy Synthes, with a market share of approximately 21.9 %;
- Smith & Nephew, with a market share of approximately 14.2 %;
- Stryker, with a market share of approximately 11.7 %; and
- Aesculap, with a market share of approximately 3.2 %.

The top five operators accounted for a market share of approximately 84.3% in 2015. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*)

In the hip prostheses segment:

- Zimmer Biomet<sup>6</sup>, with a market share of approximately 26.8 %;
- DePuy Synthes, with a market share of approximately 17 %;
- Smith & Nephew, with a market share of approximately 12.4 %;
- Stryker, with a market share of approximately 11 %; and
- Aesculap, with a market share of approximately 3.5 %;

The top five operators accounted for a share of the market of approximately 70.7 % in 2015. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016).

*iii.* International (outside Europe)

#### North America (United States, Canada and Mexico)

#### Market description

The North American market for orthopaedic prostheses in which the Group operates generated approximately \$7.3 billion in revenues in 2015. It was expected to generate \$8.6 billion in 2022. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*).

The growth in the market is the result of the overall economic upturn in the country since 2013, with a slight slowdown in 2014 embodying a number of health care professionals' concerns about the implementation of the Patient Protection and Affordable Care Act (PPACA) in 2014.

<sup>&</sup>lt;sup>4</sup> Calculated in terms of number of prostheses sold

<sup>&</sup>lt;sup>5</sup> The Zimmer Group (USA) merged with the Biomet Group (USA) in 2015

<sup>&</sup>lt;sup>6</sup> The Zimmer Group (USA) merged with the Biomet Group (USA) in 2015

The US population is covered either by a system of private mutual health insurance schemes or by a system of public health coverage (for those on very low incomes and the very elderly): Medicare, Medicaid and Obamacare. Over the last twenty years, rates of reimbursement under the public scheme have fallen and further reductions are expected over the next few years. An increasing proportion of the population that was initially covered by the public protection scheme is thus now obliged to subscribe to Medigap (private medical cover) to obtain full reimbursement. Given the proportional rates of cover under the public health care schemes in the United States and in Europe, a medical device manufacturer is proportionately more exposed to a reduction in rates of reimbursement in the United States than in Europe.

#### Prospects for growth

Over the next few years, the growing obesity rate and US population ageing are expected to have a positive impact on demand for orthopaedic prostheses (with increased demand for knee prostheses in particular). The prospects for annual growth of the market for orthopaedic prostheses are expected to be in the order of 2.6% in 2022, when revenues generated by the US market are expected to reach \$8.65 billions. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*)

#### Competitive environment

The Group's main competitors include major international groups.

In 2015, the main players in the US market for hip and knee prostheses<sup>7</sup> in terms of market share were as follows:

- $\circ$  Zimmer Biomet<sup>8</sup>, with a market share of approximately 32.5%;
- DePuy Synthes, with a market share of approximately 21.8%;
- Stryker, with a market share of approximately 20.4%;
- Smith & Nephew, with a market share of approximately 12%;
- MicroPort, with a market share of approximately 1.3%; and
- Exactech, with a market share of approximately 1.2%.

In 2015, these six operators accounted for a market share of approximately 89.2 %. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016).

#### • Asia – Pacific

#### Market description

In 2015, the Asia-Pacific (Australia, China, India, Japan, New Zealand, South Korea and Taiwan) of orthopaedic prosthesis market generated revenues of approximately \$2.66 million. The Asia-Pacific market for orthopaedic prostheses in which the Group operates is expected to generate approximately \$3.85 million in revenues in 2022. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*).

<sup>&</sup>lt;sup>7</sup> Calculated in terms of revenues

<sup>&</sup>lt;sup>8</sup> The Zimmer Group (USA) merged with the Biomet Group (USA) in 2015

The Asia-Pacific stability of orthopaedic prosthesis market is explained by the fact that the Japonese market experienced a slowdown in growth during the 5 past years given that the public healthcare policies were driven by the lower reimbursements and the fall in the yen. China represents, in 2015, 31.8 % of this market. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*).

#### Competitive environment

The Group's main competitors include major international groups.

In 2015, the main players in the Asia-Pacific market for hip and knee prostheses<sup>9</sup> in terms of market share were as follows:

- Zimmer Biomet, with a market share of approximately 26.7%;
- DePuy Synthes, with a market share of approximately 21.1%;
- Stryker, with a market share of approximately 14.9%; and
- Smith & Nephew, with a market share of approximately 8.3%;

These four operators accounted for a market share of approximately 77.3%. (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

#### • Brazil

#### Prospects for growth

The demand for orthopaedic prostheses in the Brazilian market is expected to increase in the next few years in response to a combination of factors:

- a general increase in life expectancy;
- an improvement in the population's quality of life and their purchasing power;
- the development of public health policies and governmental commitment to providing local populations with access to a public or private health system;
- the development of a form of medical tourism; and
- the growing and increasingly widespread use of surgery and orthopaedic prostheses.

#### Competitive environment

The market for implants in Brazil comprises an entry-level segment (public hospitals and contracts) essentially geared towards local players, and a high-end segment (private clinics) where the players are the same as those in every other country where orthopaedic products and services offer high added value.

The Group's main competitors include major international groups.

<sup>9</sup> 

Calculated in terms of revenues generated

In 2015, the main players in the Brazilian market for hip and knee prostheses<sup>10</sup> in terms of market share were as follows:

- DePuy Synthes, with a market share of approximately 26.3 %;
- $\circ$  Zimmer Biomet<sup>11</sup>, with a market share of approximately 20.1%;
- Smith and Nephew, with a market share of approximately 15.5%;
- Baumer SA, with a market share of approximately 9.3%;
- Stryker, with a market share of approximately 8.8%; and
- Aesculap, with a market share of approximately 2.7%.

These six operators accounted in 2015 for a market share of approximately 82.7%. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*).

- 1.3.3 Group business activities
  - 1.3.3.1 An innovative, extensive product range
- *i.* A significant research and development activity

Research and Development (R&D) activity is central to the Group's strategy. As at 30 June 2017, 7.6% of its revenues, i.e.  $\notin$ 7.1 million, had been devoted to R&D. Research and Development expenditure amounted to 9.1% of revenues as at 30 June 2016 ( $\notin$ 7.3 million).

Since the first patent was filed on 19 April 2002, the Group and its partner surgeons have filed 46 patent families. The majority of patents are protected at European level, and nine of them have been filed and are protected outside the European Union.

The Group has a dedicated, experienced R&D team comprising some 40 engineers and/or doctors and has established three design offices with particular specialisms (mechanics, electronics and software development). The Group has also set up a "technology watch" system that allows it to monitor technical and medical advances on an ongoing basis, so that it remains permanently at the forefront of progress. The Group has established partnerships with renowned professors, surgeons, clinical facilities and universities.

In addition, the Group is setting up dedicated research and development teams in the countries where it operates. As such, research and development offices are established in Australia.

This helps the Group to develop its innovations and launch an average of two new products per year. For example, the Group helped surgeons to fit 31,596 ANATOMIC® knee prostheses and 11,977 acetabular implants with an optimised surface coating and a Biolox® Delta® ceramic inlay between April 2013 (the date that CE marking was obtained for these two new products) and 30 June 2017.

See Section 1.8 "Research and Development" of this Registration Document for further details.

<sup>&</sup>lt;sup>10</sup> Calculated in terms of revenues generated

<sup>&</sup>lt;sup>11</sup> The Zimmer Group (USA) merged with the Biomet Group (USA) in 2015

## 1.3.3.2 A complete product range

#### *i.* Range of disorders addressed

The Group's products are intended to correct the occurrence of a variety of disorders. This is primarily the case for osteoarthritis (of which there are a number of forms, such as osteoarthritis of the hip and arthritis of the knee), osteonecrosis, femur head fracture, bunions on the feet, polyarthritis, meniscal lesions and cruciate ligament tears, along with disorders connected with sporting activity. For example, nearly 30% of French women aged over 50 suffer from bunions, resulting in the largest number of operations in connection with a deformity of the foot or ankle. (*Source: Améli Santé*)

For more information on these various disorders, see the section on "DEFINITIONS" in the annex to this Registration Document.

To address these disorders, the Group provides knee and hip prostheses and implants for the foot and ankle. To support the fitting of these implants it provides special instruments and related ancillary services. As at 30 June 2017, the Group had developed 5 ranges and 25 products (9 acetabular implants, 7 stems, 5 revision stems and 2 total knee prostheses, 1 total knee revision prosthesis and 1 single-compartment knee prosthesis). The products offered by the Group relate to the fitting of a prosthesis for the first time (primary surgery) and the fitting of a prosthesis to replace a primary prosthesis (particularly in case of infection or instability) or in the event of major deformity or very loose joints (revision prosthesis).

For the financial year ended 30 June 2017, sales of knee prostheses accounted for 62.70% of Group revenues, sales of hip prostheses accounted for 30.60% of revenues and sales of foot and ankle prostheses, for 6.70% of Group revenues.

#### *ii. Knee prostheses*

The Group offers a comprehensive range of knee prostheses. In the financial year it sold 26,016 knee prostheses, generating annual revenues of  $\notin$ 54.8 million at 30 June 2017 and  $\notin$ 48.2 million on 30 June 2016. The fitting of all the Group's knee prostheses is compatible with the AMPLIVISION® computer-assisted surgery system offered by the Group.

Similarly, all the primary prostheses (SCORE® and ANATOMIC®) and the UNISCORE® prosthesis can be fitted using the i.M.A.G.E® technique (made-to-measure instruments based on scan or MRI images).

The Group offers the following products:

#### • The UNISCORE® single-compartment knee prosthesis:



This is a single-compartment knee prosthesis for primary surgery which comprises various prostheses for replacing the internal or external femorotibial compartments of the knee. There are three parts to this implant: (i) the femoral condyle which replaces the distal end of the femur; (ii) the tibial base which replaces the proximal end of the tibia; and (iii) the mobile or fixed inlay for connecting the femur and the tibia.

The Group offers this prosthesis in 7 different sizes, in cemented and cementless versions. Approximately 7196 prostheses were fitted throughout the world between the launch of the product in 2008 and 30 June 2017.

# • The total knee prosthesis comes in two forms: the SCORE® prosthesis and the ANATOMIC® prosthesis.

#### • The SCORE® prosthesis:



This mobile-bearing total knee prosthesis for primary surgery comprises various prostheses for replacing the knee joint without preserving the posterior cruciate ligament. It comprises three sections: (i) the femoral condyle which replaces the distal end of the femur; (ii) the tibial base which replaces the proximal end of the tibia; and (iii) the patellar button, a mobile inlay for connecting the femur and the tibia, to "resurface" the kneecap.



This prosthesis is available in cemented and cementless versions and is compatible with the SCORE® revision surgery system (see paragraph (c) below). As at 30 June 2017, approximately 129,061 prostheses had been fitted throughout the world since the product was launched in 2002.

Following the onset of hypersensitivity in a proportion of the population to some of the materials used in the SCORE® prosthesis design, the Group now offers a hypoallergenic version, the SCORE® AS (Allergie Solution) prosthesis. This has the same properties as the

Score prosthesis, but is coated with a layer of titanium nitrate which acts as a barrier between the body and the chromium cobalt, thus limiting the release of allergenic metal ions.

#### The ANATOMIC® prosthesis:



This fixed-bearing total knee prosthesis for primary surgery comprises various prostheses for replacing the knee joint without preserving the posterior cruciate ligament. As with the SCORE® prosthesis, there are three parts to this implant: (i) the femoral condyle which replaces the distal end of the femur; (ii) the tibial base which replaces the proximal end of the tibia; and (iii) the patellar button a fixed inlay for connecting the femur and the tibia, which replaces the joint surface of the kneecap.

The Group offers this prosthesis in 9 different sizes and 6 different inlay thicknesses, in cemented and cementless versions. As at 30 June 2017, approximately 31,596 prostheses had been fitted throughout the world since the launch of the product in 2013. In January 2017, the Group obtained 510(k) approval from the FDA (Food and Drug Administration) for the sale of such prosthesis in the United States.

#### The SCORE® revision prosthesis:



This mobile-bearing total knee prosthesis for revision surgery is intended to replace and/or reconstruct the knee joint without preserving the posterior cruciate ligament in cases of revision surgery for a single-compartment knee prosthesis, osteotomy or total knee prosthesis and in case of major deformity in primary prostheses. There are three parts to the implant: (i) the femoral condyle which replaces the distal end of the femur; (ii) the tibial base which replaces the proximal end of the tibia; and (iii) the patellar button, a mobile inlay for connecting the femur and the tibia, which replaces the joint surface of the kneecap.

The Group offers this prosthesis in 4 different sizes. It is only supplied in cemented form. As at 30 June 2017, approximately 5,991 prostheses had been fitted throughout the world since the launch of the product in 2005.

#### *iii. Hip prostheses:*

The Group offers a comprehensive range of hip prostheses for primary, revision and reconstructive surgery. In the financial year, it sold 18,385 hip prostheses, generating revenues of  $\in$ 28.6 million at 30 June 2017 and  $\in$ 26.7 million at 30 June 2016.

The Group offers the following products:



#### The INTEGRALE® stem:

This total hip prosthesis for primary surgery comprises various prostheses for replacing the hip joint. There are 2 parts to the implant: (i) the femoral stem which is fixed into the femur and (ii) the acetabular implant, which is fixed into the acetabulum of the natural joint, with the prosthetic femoral head providing the functional connection.

The Group offers this prosthetic stem in 8 different sizes. Highly ergonomic instruments provide various types of rasp handles to address practitioners' needs, with versions available in straight and curved-handle forms, for use in manual or navigated procedures via anterior or posterior approaches. There is no requirement to cement this prosthesis as its self-stabilising form provides its primary means of fixing and hydroxyapatite coating promotes osteoinduction. As at 30 June 2017, 45,384 stems had been fitted throughout the world since the launch of the product in 1999. This stem has the advantage of using a neck with a finer diameter, reducing impingements and thereby reducing post-operative dislocations. Its ovoid form maximises the filling of the femoral medullary canal, ensuring long-term attachment for the implant. Placement of this prosthesis is compatible with the Group's AMPLIVISION® computer-assisted surgery system.

#### The SATURNE® acetabular:

This acetabular is categorised as part of a total hip prosthesis and comprises a steel cup that can be fixed with or without cement and a mobile inlay inside the cup. It is designed to replace the acetabular cavity, in primary or revision surgery. These dual-mobility acetabular implants are designed for use with other Group prostheses (stems and heads), to provide a total hip prosthesis.

The range comprises 4 product families: SATURNE®, SATURNE® Cemented and SATURNE® for reconstruction and SATURNE®<sup>2</sup>, and the Group offers them in different sizes. As at 30 June 2017, approximately 85,006 SATURNE® acetabular implants had been fitted since the launch of the product in 2000.

The Dual-Mobility acetabular was invented in France by an orthopaedic surgeon, to eliminate post-operative dislocations. Taking this basic concept, the Group has improved it by further developing the materials and surface treatments, as well as the form of the implant and the instruments that it uses. As this type of product remains little known on the international stage, the Group intends to promote it widely and win over numerous surgical teams, all of whom are concerned about post-operative dislocation, one of the main complications further to fitting a prosthetic hip. The fitting of this prosthesis is compatible with the Group's AMPLIVISION® computer-assisted surgery system.



H2 acetabular (with Biolox® Delta® ceramic inlay):



As a total hip prosthesis, this acetabular makes use of a ceramic-on-ceramic bearing. It is used with certain inlays and ceramic femoral heads developed by the Group (the Biolox® Delta® Amplitude range). It is intended to be fitted without cement. The fitting of this prosthesis is compatible with the Group's AMPLIVISION® computer-assisted surgery system.

The Group offers this acetabular in 2 different versions and 9 different sizes.

The H2 cup with holes allowing secondary fixation with screws, and the H2 cup without a hole with a preassembled ceramic insert (in a clean room), facilitating and securing the surgery.

As of 30 June 2017, the Group had fitted 11,977 H2 acetabular implants since the launch of the product in 2013. The main advantage of this acetabular lies in the use of Biolox® Delta® ceramic. This ceramic is much more durable than the ceramics used in the past and has the particular characteristic of ongoing wear resistance.

#### iv. Ligament reconstruction

The Group obtained the EC mark in October 2016 for the AClip® fixation implant. This fixation implant for anterior cruciate ligament grafts, offers surgeons simplicity and reproducibility of use as well as a rigid fixation that improves the patient's transplant.

It is currently in the controlled placing on the market phase.

#### v. Ankle and foot prostheses

Novastep offers a comprehensive, innovative range for surgery of the forefoot, to provide a response to the disorders associated with this area (bunions, arthritis of the big toe, hammer toes, metatarsalgia, etc.)

This product range has been developed to be reliable and straightforward and to reduce operating time. As such, it offers scored compression screws, superelastic compression staples, locking screw osteosynthesis plates and intramedullary implants.



The cleanSTART® technology comprises a sterile tube packaging system and a special dispenser for use in the operating room. With intuitive storage, the system makes it easy to identify a device, reduces storage

bony

consolidation

space and maximises traceability at the same time as allowing for "first in, first out" (FIFO) management. The cleanStart® system is proposed for the packaging of implants and single-use instrumentation.



**The forefootCOMPLETE**® system provides surgeons with a unique kit with all the instruments that are needed to fit the Nexis, Lync and Arcad implants for treating the full range of disorders of the forefoot.

**The forefootEXACT®** system is a tailor-made kit solution offering the specific instruments required to fit a range of implants, in kit form.

This range has received the CE mark and has been registered by the FDA.

A combined total of 32,000 of these prostheses have been fitted since 1 July 2014, generating revenues of  $\notin$ 11.3 million to 30 June 2017.

Product	Country	Date
UNISCORE® prosthesis	Europe	05/2007
	Australia	01/2015
	Brazil	03/2013
	Mexico	10/2012
	Vietnam	06/2014
SCORE® prosthesis	Europe	07/2003
	Australia	02/2007
	Brazil	02/2006
	Mexico	10/2012
	Vietnam	06/2014
	Morocco	03/2016
ANATOMIC® prosthesis	Europe	02/2013
	Australia	04/2014
	United States	01/2017
SCORE® revision prosthesis	Europe	06/2005
	Australia	02/2007
	Brazil	09/2014

vi. Overview of products for which the Group has obtained regulatory registration:

Product	Country	Date		
INTEGRALE® stem	Europe	02/1999		
	Australia	02/2007		
	Morocco	03/2016		
	Vietnam	12/2012		
SATURNE® acetabular	Europe	12/1999		
	Australia	02/2007		
	Morocco	03/2016		
	Vietnam	12/2012		
SATURNE® acetabular	Europe	08/2017		
H2 or delta ceramic acetabular	Europe	04/2013		
	Australia	05/2014		
	Brazil	03/2015		
	Morocco	03/2016		
	Vietnam	07/2016		
CL2 Femoral Stem	Australia	09/2014		
E2 Femoral Stem	Australia	09/2014		
C2 Acetabluar Cup	Australia	10/2014		
NEXIS® screws	Europe	06/2014		
	US	02/2015		
	Australia	04/2015		
LYNC® intramedullary	Europe	06/2014		
implants	US	02/2015		
	Australia	04/2015		
ARCAD® compression staples	Europe	06/2014		
	US	12/2014		
	Australia	04/2015		
AIRLOCK® osteosynthesis	Europe	11/2014		
plate system	US	04/2015		
	Australia	04/2015		
CLEANSTART® single-use	Europe	09/2017		
instruments	United States	06/2016		

#### 1.3.3.3 Related services

The Group has developed and manufactured specific instruments for every type of prosthesis. These instruments are made available to surgeons. The Group provides updates and maintenance free of charge. These instruments are compatible with all surgical practices and fitting techniques. The Group offers four categories of instrument: (i) mechanical instruments; (ii) computer-assisted surgery (AMPLIVISION®); (iii) made-to-measure disposable instruments (i.M.A.G.E®); and (iv) instruments for the anterior approach (E.T.O.I.L.E®).

#### *i.* Standard instruments

Standard instruments include all instruments developed specifically for fitting implants and is the focus of numerous innovations (the E.T.O.I.L.E® platform, for example). They are also used in conjunction with the i.M.A.G.E® and AMPLIVISION® systems.

#### ii. Computer-assisted surgery and the AMPLIVISION® system

The Group offers a navigation system known as AMPLIVISION®. This is an electronic tool that helps the surgeon to visualise and therefore to prepare for the surgical procedure with greater accuracy. The tool is easy for the surgeon to use and is applicable for both hip and knee prostheses. A navigator comprises an infra-red camera and special software, both developed in-house. Sensors are fixed to the patient's bone during the procedure, providing dynamic, real-time visualisation on the navigator screen (as computer-generated images) of the various calibrations that the surgeon can make in fitting the prosthesis. It provides a means of controlling the positioning of the prosthesis, the axes, extension gaps and ligament tensions. The AMPLIVISION® system can be adapted to different approaches and can also be used to visualise the surgical instruments.

Using this technology, the Group can (i) provide the patient with better prosthesis positioning and alignment and guarantee an implant that is suitable for their body shape and size; (ii) with knees, reduce the risk associated with "*hip-knee-ankle*" (HKA) alignment by offering increased accuracy, improve ligament balance and be confident of the final post-operative outcome; (iii) with hips, reduce the risk of dislocation (through better management of prosthesis orientation), provide better management of differences in leg length, reduce wear and the risk of limping ("offset") and navigate the range of movement.



#### *iii.* The *i*.M.A.G.E® system

The i.M.A.G.E® system provides made-to-measure instrumentation for knees, using additive manufacturing technology (3D printing). The Group produces a made-to-measure guide for use in making incisions when implanting knee prostheses. The design of the guide begins with MRI or scan images of the patient in the first instance, to which are added technical data selected by the surgeon during pre-operative preparatory work on computer-generated images (the Group has created a dedicated website for this purpose). The cutting guide is then produced on a 3D printer and is delivered (non-sterile) to the surgeon a few days before the procedure.

This system helps to achieve ideal implant positioning based on the individual patient, at the same time as limiting the associated blood loss. Correspondingly, the risk of embolism falls as a result of the limitation in tourniquet time and the reduced incision, both anaesthetic time and nosocomial infections are also reduced. For the surgeon, this type of system allows them to plan for the surgical intervention, thus reducing the operating time (which represents time saving for the surgeon and cost saving for the facility), the volume of ancillaries required and the cost of sterilisation.

i.M.A.G.E® system obtained its initial declaration of conformity on 29 August 2011. The declaration was updated on 18 December 2014.



#### *iv.* The KNEEMAP® system

Groupe Amplitude has developed an ambitious concept dedicated to the measurement of knee laxity in consultation: KNEEMAP®. The CE marking of this product was obtained in March 2017.



The KNEEMAP®, based on inertial power plant technology (accelerometers and gyrometers), is composed of mechanical and electronic elements, all controlled by a tablet. The KNEEMAP® provides a true mapping of all knee laxities to anticipate and adapt the future surgical gesture and evaluate it objectively.

The KNEEMAP® is based on inertial central control unit technology and a series of complex algorithms allowing the surgeon to use it easily and precisely: rapid positioning of the device on the patient's leg and real-time visualization of all the data on a tablet.



The mapping of a knee is thus carried out in less than 5 minutes.

KNEEMAP® is the subject of an initial clinical study with surgeons to quantify a complex test for sports medicine. The quantification of this complex gesture requires an arterial intelligence that can analyze 24 parameters measured by KNEEMAP®.

This quantification will allow the reconstructive surgery to be adapted and the outcome to be evaluated precisely and objectively.

KNEEMAP® is the purpose of an initial clinical study with surgeons to quantify a complex test for sports medicine. The quantification of this complex procedure requires arterial intelligence that can analyze 24 parameters measured by KNEEMAP®. This quantification will allow the reconstructive surgery to be adapted and the outcome to be evaluated precisely and objectively.

The following validations concern the planning assistance and evaluation of a knee prosthesis.

In an increasingly complex regulatory context, Groupe Amplitude is positioning itself as the surgeon's partner by offering a precise and objective tool to accompany him/her before, during and after the surgery.

#### v. Instrumentation for procedures using the anterior approach (E.T.O.I.L.E®)

The aim of this overall concept is to promote the minimally invasive fitting of hip prostheses via the anterior approach, in contrast to the posterior approach. The anterior approach to the hip allows cutting less into the muscles and offers quicker rehabilitation for the patient, with some operations being conducted as ambulatory procedures. This concept necessitates training for the surgical team and specific equipment for the operating room. To meet these aims, the Group offers:

- <u>an E.T.O.I.L.E® operating table extension and specific instrumentation</u>: this equipment facilitates the surgical procedure and the Group offers specific instruments for use with this technique;
- <u>training in this new operating technique</u>: the Group provides special training for surgical teams to help them to master the anterior approach. Managed by a dedicated product lead within the Group, this training relies on various pilot sites in France and elsewhere, and on theoretical and practical application in the anatomy lab. Personalised support for surgeons allows them to adjust to this technique under conditions of maximum safety.

The new technique offers numerous advantages for the various stakeholders involved:

- <u>for the patient</u>: anterior hip surgery is less invasive and post-operative management is more straightforward. Patient rehabilitation is swift and significantly different from the rehabilitation required after posterior surgery. The Group's aim is for patients using this technique to have their operations on an ambulatory basis;
- <u>for the surgeon</u>: performing the anterior approach is a significant differentiating factor between professional peers; and
- <u>for the facility</u>: it offers a means of reducing the length of patients' stays.

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Accessories and services	Country	Date
AMPLIVISION® system	Europe	09/2005
	Australia	04/2007
	Brazil	08/2007
E.T.O.I.L.E® system	Europe	10/2011
	Australia	10/2013
i.M.A.G.E® system	Europe	09/2011
	Australia	05/2013
KNEEMAP® system	Europe	03/2017

#### 1.3.3.4 Products and services under development



The Company now aims to double revenues over the next five years, i.e., at the latest by the end of the financial year ended 30 June 2021, on the basis of the Company's revenues as at 30 June 2016 (i.e.,  $\notin$ 80,788,000) approximately  $\notin$ 160 million.

The Group obtained EC marking for the SATURNE®<sup>2</sup> acetabular cup in August 2017.

1.3.3.5 Suppliers

The Group has a network of 101 suppliers at its disposal, of which approximately 85% are located in France, 13% in Europe (in Germany, Italy and Switzerland in particular), and 2% in Australia and the United States.

The production/supply department has a number of sources for each of the following services:

- smelting;
- machining;
- polishing; and
- packaging.

This allows the Group to (i) distribute the workload evenly amongst them; (ii) optimise delivery deadlines; (iii) compensate for any in-house issues that the subcontractor may have; (iv) handle peaks in activity; and (v) ensure a more flexible working relationship with suppliers. Additionally, some of these suppliers, who have particular importance for the Group (such as in the areas of polishing and machining) are located close to the company's head office in Valence, which improves turnaround times, encourages well-organised interaction and helps in maintaining good technical relationships.

Every agreement with a supplier is a real partnership, with a technical specification being agreed along with the contract. All of the Group's subcontractors are ISO 13485 and ISO 9001-compliant or are audited by the Group with reference to this quality framework. The Group's quality and purchasing department conducts a regular review to monitor the management of and adherence to the contract, compliance with standards and technical specifications. It formulates corrective actions to be taken if required.

Between 1 July 2016 and 30 June 2017, the Group paid its top 10 and top 20 suppliers  $\in 12.8$  million and  $\in 17.9$  million, respectively (compared, respectively, to  $\in 21.2$  million and  $\in 28.6$  million for the year ended 30 June 2016).

#### 1.3.3.6 Manufacturing

*i.* Purchase of a 50% stake in Groupe Sofab Othopédie

In December 2016, the Group acquired 50% of the shares in the Sofab Orthopédie group.

The Sofab Orthopaedics Group was founded in 2007 in the Valence region, near Amplitude's head office, and consists of three companies all ISO 9001 and ISO 13 485 certified. It specializes in the full manufacturing of implants and instruments for orthopaedics, from machining, engraving and polishing to finishing.

Yann Quinkal, president of the Sofab Orthopaedics group, continues to lead the project in close collaboration with Amplitude.

#### *ii. Cleaning - conditioning*

In order to better control its processes, the Group has decided to integrate cleaning and conditioning of the majority of its implants production.

The construction works lasted for 5 months, to build 3 rooms:

- a technical room of 115 m<sup>2</sup>;
- a 180 m<sup>2</sup> cleaning room; and
- a  $130 \text{ m}^2$  clean room, class ISO 7.

At the date of publication of this document, the clean room is still in the process of being certified. Eventually, 75,000 to 100,000 implants can be processed in this room. The expected profit for the full year is two million euros.

#### 1.3.3.7 Organisation of logistics and transport

The Group has optimised its stock management and always has two months' forward stock in order to respond to potential impromptu requests and unanticipated periods of increased activity. To achieve this objective and guarantee that the customer inventory is accurate, the sales network takes annual inventories using the Personal Digital Assistant. Central stock is stored at the Group's head office location in Valence, in the Drôme department of France, in a warehouse of approximately 4,000 m<sup>2</sup>. Every international subsidiary has a central storage resource for distribution in the country in question.

On the Valence site, the Group thus has stock of hip and knee implants comprising approximately 1,400 different products, with forward stock for approximately two months. Stock is monitored and replenished by the purchasing departments, based on purchase requests from the ERP system. The Group also owns and manages a stock of ancillaries which is made available to its customers, either on loan or for purchase. The Group's ability to produce a new ancillary at any time from its stock of parts, means that it can be responsive to each and every customer request, both in France and elsewhere.

The sales administration department forwards orders to the logistics department and they are processed the same day, with delivery before 9 a.m. the following day to locations in France.

The Group makes use of two transport service providers, UPS and Ciblex which share all deliveries and returns on French soil as of the date of this Registration Document. Delivery requests are allocated on the basis of the following criteria:

- required delivery deadlines: before 8 a.m., before 9 a.m., before midday or during the day;
- related services: delivery straight to the operating room, acceptance of heavy items (such as computer-assisted surgery stations or orthopaedic table extensions, etc.); and
- the ability to provide high quality service in sometimes remote regions.

On the international front, delivery to the end customer is handled in exactly the same way as in France, but is overseen by the subsidiary or distributor representing the Group in the country in question. Upstream, supplies for export are delivered weekly, monthly or quarterly from the Group's central stock in France, based on customer requirements or requests.

An assistant in the sales administration/operations department forms the interface between the customer and the Group's logistics and sales departments (in France or for export). This guarantees near real-time tracking of transport services and, if required, the provision to customers of specific information on the progress of their delivery.

- 1.3.3.8 Marketing
- *i.* The Group's customers

#### **Group's customers in France**

As of 30 June 2017, the Group's customers included (i) 308 private sector facilities and (ii) 153 hospitals (departmental, regional, university and military) (while 282 and 150 on 30 June 2016, respectively).

The Group works with the main health care companies, including Capio, ELSAN, Ramsay-Générale de Santé and Vivalto Santé.

The Group's top ten customers in France make up 1.95% of the total number of customers and are responsible for 24% of the Group revenues in France as of 30 June 2017, while the top twenty customers make up 4% of the total number of customers and generated 37% of the Group revenues in France.

#### **International Group's customers**

Depending on the distribution channels (see paragraph ii. below, "Distribution channels", of this Registration Document), the Group works with a variety of contacts (subsidiaries, distributors and sales agents) but is also in touch with surgical teams throughout the world who use the Group's products.

The Group's top ten international customers make up 2% of the total number of customers and are responsible for 27% of the Group revenues internationally as of 30 June 2017, while the top twenty customers make up 4% of the total number of customers and generated 43% of the Group's international revenues.

#### *ii. Distribution channels*

#### **Distribution in France**

The Group relies on a network of exclusive, independent agents who provide a local, technical and commercial service. Approximately 45 people (distributors and sales agents) work in the field, making it one of the largest sales forces in France devoted entirely to hip and knee surgery. As of 30 June 2016, the Group was generating 80% of its revenues in France through sales agents.

The Group also leverages its direct sales force in regions where it wishes to undertake specific action (such as managing the departure of an agent).

Just four historical distributors remain active, generating less than 1% of revenues in France as of 30 June 2017 (compared to 1.0% at June 30, 2016).

The Group's specialist subsidiary for the extremities, Novastep, also makes use of a sales force that comprises 5 staff members, and is currently building a territorial grid including both exclusive agents and experienced employees. The French territorial grid is being developed by giving preference to the Group's sales agents who already market the hip and knee ranges.

#### International distribution

The Group often arranges international distribution through its subsidiaries. Having established its first subsidiary in Germany in 2010, it has deployed 10 new foreign subsidiaries over the last two years. The table below sets out the Group's subsidiaries and their status as of the date of this Registration Document.

Country	Name of subsidiary	Date established	Nature of organisational structure	Method of distribution	Status
Germany	Amplitude GmbH	2010	Takeover of a distributor. Wholly owned subsidiary	Salaried sales staff Sales agent	Active subsidiary
Australia	Amplitude Australia Pty	2013	Takeover of a distributor. Wholly- owned subsidiary	Salaried sales staff Sales agents Distributors	Active subsidiary
Belgium	Amplitude Benelux	2015	Creation. Wholly owned subsidiary	Salaried sales staff	Active subsidiary
Brazil	Amplitude Latin America	2014	Wholly-owned subsidiary	Distributors	Active subsidiary
India	Amplitude India Ltd	2013	Creation. Wholly owned subsidiary	Deployment on stand-by	Registered products
Japan	Matsumoto Amplitude	2013	Partnership (JV) with Matsumoto Inc., held 80%	Salaried sales staff	Active subsidiary Registered products
Switzerland	Amplitude Suisse	2014	Takeover of a distributor. Wholly	Salaried sales	Active subsidiary

Country	Name of subsidiary	Date established	Nature of organisational structure	Method of distribution	Status
	SA		owned subsidiary	staff	
United States	Novastep Inc.	2014	New company 85% subsidiary	Sales agents Distributors	Active subsidiary
United States	Amplitude Orthopedics Corp.	2015	New company Wholly owned subsidiary	Sales agents	Products being registered
South Africa	Amplitude South Africa Pty Ltd	2015	Creation. Wholly owned subsidiary	Salaried sales staff Sales agents	Active subsidiary
Romania	Amplitude Ortho SRL	2016	Creation. Wholly- owned subsidiary	Sales agents	Active subsidiary

In countries where the Group has no subsidiary, it relies on a network of distributors who generally work exclusively for the Group. A further 26 countries are covered by this arrangement (Turkey, Italy, Morocco, Argentina, Tunisia, Algeria, Poland, Spain, Luxembourg, Iran, Iraq, Vietnam, Mexico, Lebanon, Denmark, the Netherlands, Senegal, Greece, the United Kingdom, Bulgaria, the United Arab Emirates, Slovenia, Malaysia, Moldova, Polynesia, and New Caledonia ).

As of 30 June 2017, the top ten distributors accounted for 8% of Group revenues and the top twenty distributors for 12% of the Group revenues (compared respectively, to 8% and 13% of the Group revenues as of 30 June 2016).

#### *iii.* The Group's distribution models

The Group makes use of two distribution models, which have a direct impact on its overall income.

The Group may use its direct sales forces, i.e. its salaried sales staff or sales agents. In this case, the Group's customers are public and private health care facilities. The revenues recognised by the Group are derived by adding the price of the implants (i.e. the unit price of an implant as set locally by public or private health insurance bodies multiplied by the number of implants) to the revenues generated by the Amplivision computer-assisted surgery systems (i.e. the hire or sale price of the software, depending on the country, multiplied by the number of copies of the software supplied).

The Group recognises revenues when the implant is used by the surgeon and comes out of the Group's customer consignment stock.

In exchange for revenues, the Group covers the costs of:

- associated operating expenses, such as commission paid to sales agents (i.e. a percentage of the sale price), and sales and marketing expenses;
- investment expenditure incurred by the Group with a distinction being drawn between "growth" investments which are recognised when ancillaries and associated services are first made available (calculated on the basis of a percentage of the additional revenues generated) and "maintenance" investments relating to the replacement of ancillaries; and
- costs of inventories.
The Group also makes use of distributors to sell its products; in this case, the distributors are the Group's customers. The revenues recognised by the Group are derived by adding part of the price of the implants multiplied by the number of implants to the revenues generated by ancillaries and the provision of other services (i.e. the unit cost of the Group's products and services as invoiced to the distributor, multiplied by the number of products and services provided).

Revenues are recognised by the Group when the implants and ancillaries are dispatched to distributors.

The Group covers the costs of marketing to distributors; these are less significant than the costs of marketing to customers, which are covered by the distributor. In addition, investment expenses for ancillaries are covered by the distributor directly, as is the cost of carrying the inventory that is made available to customers and distributors.

## *iv.* Organisation and marketing policy

## **Group pricing policy**

The Group has introduced an appropriate pricing policy in each country.

In France, implantable joint prostheses are medical devices which are fully reimbursed on the basis of the "LPPR" (*Liste des Produits et Prestations Remboursables* (list of reimbursable products and services)) price structure. Private health care facilities purchase prostheses at this reimbursement price, while public hospitals arrange invitations to tender in accordance with France's current Public Contracts Code. Instrumentation are loaned to health care facilities and surgeons in France.

For international business, there are two approaches. When the Group uses subsidiaries, they buy the products and then resells them, either through direct distribution channels (an internal sales force in Belgium and Switzerland) or through indirect sales channels (selling through agents or exclusive distributors in Brazil and the United States), or using mixed models that combine direct and indirect sales (as in Germany and Australia). When the Group uses distributors, they benefit from purchase prices that are set when the contract is signed, and their pricing policy in respect of the end customer is then managed independently. On the international stage, instrumentation and navigators are sold to sales partners (both subsidiaries and distributors).

# Quality control

The Group has also implemented a quality system for its products. The Group's products are classified as medical devices and, as such, are subject to specific standards and regulatory requirements in all the countries where they are designed, manufactured, tested and marketed. To meet these requirements, the Group has set up a quality management system certified by a third-party (a "**Notified Body**"), in accordance with the regulatory requirements of the applicable European Directive 93/42/EEC and the ISO 13485 standard. The quality management system covers the full range of activities for the devices, from design to distribution. This system applies to all products without distinction and is audited annually by a Notified Body, to ensure that it remains effective.

The quality system is based on documented procedures for the following activities in particular:

- quality management;
- design;
- product manufacture, inspection and quality assurance;
- control of subcontracting;

- detection and handling of any non-compliant internal or external product;
- identification and implementation of corrections or corrective and preventive actions;
- product labelling;
- product storage and distribution;
- product identification and traceability;
- data storage and quality record procedures; and
- post-marketing surveillance and reporting of incidents and risk of incidents resulting from the use of medical devices after launch.

The Group has a dedicated 34-strong team who check all the stages of manufacturing of the Group's products on a daily basis. These inspections are conducted in compliance with the Group's procedures.

## Marketing resources

The Group's marketing team comprises 18 members and is structured as follows:

- Vice-President for Sales and Marketing in France;
- Executive Marketing Assistant;
- Knee division, with one knee product range manager and 3 product managers;
- Hip division, with 2 product managers;
- Ligament reconstruction division, with one product manager ;
- Training division, with a training manager and an assistant;
- Corporate communications division, with a communications manager and a marketing assistant; and
- Clinical monitoring division, with a manager, 2 project managers and 2 IT technicians.

## Management of product ranges

The product management team attends design meetings and arranges and manages product launches. The product managers also provide technical responses to the sales team and directly to surgeons in the operating room.

## Management of training

The training cluster is responsible for training programmes for product users and all Group staff. One of its objectives is to design and deliver courses on surgical techniques and the use of instrumentation, as well as on the technical solutions intended for the sales teams.

## Management of communications tools

In 2017, the Group will actively participate in 20 conferences in France and abroad where it will take exhibition stands. In compliance with legislation (including CE marking and France's Bertrand Law), the team works with the product managers to provide the technical tools (surgical technique, video and technical fact sheets) and the sales tools required to promote the products.

## Managing clinical monitoring

The Group has to demonstrate that its medical devices are reliable and effective. Demonstrations based solely on bibliographic comparisons with previous products are increasingly unacceptable.

Data from clinical trials are the rule for obtaining and renewing the CE mark in Europe and equivalent approvals throughout the world. To support this, the Group has developed its own "CLINIRECORD®" software and website for all user surgeons to collect clinical data. The clinical monitoring software developed by Amplitude has been declared compliant with the reference methodology MR3 of the CNIL.

The clinical department is structured to accomplish the following:

- Arrange for data collection through investigators in accordance with the CNIL requirements;
- Archive and restore clinical data on all Amplitude products in accordance with the CNIL requirements;
- Encourage and support scientific publication and communication on the key products; and
- Arrange for collection, storage and review of medical literature.
- 1.3.4 The group's competitive strengths
  - 1.3.4.1 One of the leading French players in the global market for orthopaedic lower limb prostheses

Established in December 1997, the Group began to market its first products in France during the course of 1999. Since then, the Group has progressed to become one of the leading players in France in the market for orthopaedic lower limb prostheses. In 2015, it was ranked second and fourth in terms of its share of the French market for knee and hip prostheses, respectively. The Group is also ranked seventh and eighth in terms of its share of the European market for knee and hip prostheses, respectively. (*Source: Avicenne Medical market analysis, European orthopaedics market 2013-2018, November 2014*)

The Group has achieved this position by building on (i) the development of a comprehensive range of high value-added products that are appropriate to the needs of patients, surgeons and health care facilities; (ii) the variety of services that it offers; and (iii) research and development activity geared to leading-edge technical innovation.

## *i.* An extensive, comprehensive range of high-end products appropriate for all surgical philosophies

The Group has chosen to develop high end products. This position is reflected in a product and instrument range that comply with high standards of quality, as well as ergonomics that meet the needs and demands of the most complex surgical techniques.

The Group offers a comprehensive, innovative range of orthopaedic products, along with ancillaries and a variety of innovative related services, including its AMPLIVISION® computer-assisted surgery system, i.M.A.G.E® system and E.T.O.I.L.E® technology platform.

The products offered by the Group cover the main lower limb disorders that affect the hip, knee, foot and ankle. For the financial year ended 30 June 2017, the Group sold 61,080 prostheses, including 18,389 hip prostheses, 26,016 knee prostheses and 16,675 foot prostheses.

The Group's products are appropriate for all surgical philosophies. They include prostheses for both primary and revision surgery, offered in all sizes with and without cement.

The ANATOMIC® fixed-bearing knee prosthesis launched by the Group in April 2013 illustrates the Group's focus on the needs expressed by different surgical practices. The Group has developed this to meet demand from surgeons worldwide, particularly in Australia and the United States, with support from the Group's research and development teams. The product complements the Group's historic SCORE® range, which employs mobile-bearing technology that is less widespread in the United States but is used more extensively in various European countries and Japan. The ANATOMIC® knee implant is currently being rolled out internationally, with registration procedures under way in Australia, Japan and Brazil.

The design reflects the latest advances and surgical philosophies in prostheses, ancillaries and materials. The ANATOMIC® knee implant has helped the Group to increase the addressable proportion of markets where it can offer its products and services. The success of this new product is reflected in an increase in the number of products sold by the Group, which rose from 5,524 ANATOMIC® knee prostheses in 2015 to 9,769 in 2016 and 12,952 in 2017. Total sales of knee prostheses totalled 26,016 over the same period, an increase of over 10% in the volume of products sold in the first year following the launch of the product, primarily in France. The 26,016 knee prostheses fitted break down as follows: 12,952 ANATOMIC® prostheses, 842 UNISCORE® prostheses, 1,154 SCORE® revision prostheses and 11,068 SCORE® prostheses.

Building on this success, the Group also identified a specific requirement in the hip market and as a result, is setting its research personnel to work on introducing new technologies associated with hip prostheses, which the Group intends to leverage to win new market share in this segment in the same way.

The Group is also building on its related services, which add significant value to its product lines. In particular, these include the AMPLIVISION® computer-assisted surgery system, the i.M.A.G.E® system and the E.T.O.I.L.E® technology platform (which includes a table extension, sophisticated instruments, computer-assisted surgery capabilities and a training programme, dedicated to anterior approaches; see paragraph 1.3.3.3 of this Registration Document, "*Related services*"). The range of related services helps to attract and build loyalty amongst surgeons and health care facilities.

As an example, the Group was able to take advantage of an opportunity in the high value-added and highgrowth extremities segment through its French subsidiary, Novastep SAS, and its US subsidiary, Novastep Inc. Novastep develops innovative solutions for foot and ankle surgery. Thus, the Group is positioned in key geographic regions in a rapidly expanding market. As of the date of this Registration Document, Novastep markets a comprehensive range of products with CE and FDA marking (LYNC® implants, ARCAD® staples, AIRLOCK® plates and NEXIS® screws) for disorders affecting the foot, including hallux valgus.

# *ii.* The Group has established a distinct identity built on the breadth and depth of its product and service offering

The Group offers high end products and services; all products that it markets have CE marking. The company is ISO 13485 certified. ISO 13485 specifies the quality management system (QMS) requirements for the medical devices industry. All medical devices developed by the Company comply with EU Council Directive 93/42/EEC concerning medical devices.

The Group has developed its products in collaboration with teams of renowned surgeons and in consideration of different surgical philosophies and different technologies. The Group also considers the particularities of different geographic regions (particularly those associated with individuals' heights, disorders that may be local and the format of training for surgeons), and may use local design offices to support this (for example, the Group has a design office with four engineers in Sydney, Australia and plans to set up design offices in Brazil and the United-States). In doing so, the Group strives to offer products that meet surgeons' demands, regardless of the surgical technique in which they are trained or the disorder in question.

The Group provides technical support for health care facilities and surgeons, either directly or via a sales agent, giving operating room-specific technical guidance during the surgical procedure (for example, the individual present in the operating room advises the surgeon on the use of instruments or on fitting the implant). This day-to-day support is also available at the pre- and post-operative stage, both for surgeons and for staff (technicians, nurses, sterilisation staff, etc.) The Group offers a wide range of products and services, as well as tools that help in planning for and facilitating surgery (e.g., i.M.A.G.E® technology, AMPLIVISION®, and the E.T.O.I.L.E® platform).

The Group has a clinical follow-up department which is responsible for analysing pre-, per- and postoperative medical and surgical data. To this end, the Group has developed the CLINIRECORD® software, which is available to surgeons. To date, the database includes information about 20,000 prostheses, providing the Group with a tool for tracking its products. Scientific studies have been conducted and published by the surgical teams who contribute to research in partnership with the clinical follow-up department, using the CLINIRECORD® software.

Whether managed directly or via sales agents, the Group's close day-to-day relationship with surgeons provides it with access to almost immediate feedback on the products and services that it provides. The Group can adapt as effectively as possible to customer requirements. By continually enhancing its products, the Group can provide surgeons with solutions that save time and offer increased efficiency and accuracy (see paragraph 1.3.3.2 "A complete product range" in this Registration Document). This responsiveness is a real advantage for both surgeons and patients, reducing recovery time and the risk of post-operative complications.

## *iii.* Research and development activity geared to leading-edge technical innovation

Research and development are central to the Group's business.

The Group strives to meet the needs of patients, surgeons and health care facilities. With regard to innovation, the objective is to increase fitting accuracy, provide a minimally invasive surgical approach, save time in the operating room and minimise cost, while giving patients a more rapid rehabilitation and optimising post-operative safety.

The Group's research and development activity is conducted entirely in-house by three structured research clusters, in mechanics, software development and electronics. A dedicated, highly qualified team of 45 experienced engineers and 11 technicians is focused on research and development on a daily basis.

The Group thus exploits approximately 46 patent families. The Group has ownership or joint ownership of a number of patents. It also works in close collaboration with renowned surgical teams to develop new products and innovations that will help maintain its position at the forefront of technological advances. In these instances, the corresponding patents are registered in the names of the relevant surgeons. The Group is then granted exclusive operating licences for the term of these patents by the groups of surgeons with whom it has developed the products and services in question.

On average, the Group brings two new products or services to market each year. These include, for example, (i) the ACOR one-piece stem, the UNISCORE® single-compartment knee prosthesis (cementless version

with inlay), the SCORE® hypoallergenic knee prosthesis and a disposable i.M.A.G.E® cutting guide for knee prostheses in 2014; and (ii) the ANATOMIC® knee implant and the H2 ceramic acetabular prosthesis in 2013. Additionally, the Group has developed various software applications (i.M.A.G.E® PUC, *Genou 4 en 1* and *Hanche Rapide*).

This level of innovation is a contributory factor in fostering loyalty to the Group amongst existing customers as well as attracting new customers, thereby helping it to gain market share. The AMPLIVISION® computer-assisted surgery systems are offered to surgeons either by agents or distributors, or directly by the Group itself. As of the date of this Registration Document, the Group thus manages over 207 AMPLIVISION® machines (computer-assisted surgery systems).

New innovations to be introduced shortly by the Group may represent advances for orthopaedic practice. In this vein, the non-invasive, pinless AMPLIVISION® system will allow the use of computer-assisted surgery during the surgical procedure without the need to fix pins in the bones to hold the sensors. As the system is non-invasive, it can be used in the operating room but there is also a version intended for the doctor's office. This version is currently being registered for CE marking. The version for use in the operating room is being finalised and is expected to be submitted for registration during 2016.

The Group devotes a significant proportion of its budget to its research and development activity. As a result, research and development expenditure amounted to 7.6% of revenues for the financial year ended 30 June 2017, or approximately  $\notin$ 7.1 million; 9.1% of revenues for the financial year ended 30 June 2016 (approximately  $\notin$ 7.3 million). Accordingly, the Group can adapt to the specific requirements of patients, surgeons and health care facilities and provide them with new technologies.

## *iv. Renowned expertise provided by experienced teams*

The Group's management team has proven experience in research, innovation and business development.

The members of the Group's management team have an average of 15 years' experience in the area of orthopaedic surgery and more specifically, in the design and marketing of joint prostheses. Several members of the management team previously held a variety of roles with competitors of the Group. Prior to co-founding the Group in 1997, Olivier Jallabert was R&D Manager Europe at Biomet. Philippe Garcia (Deputy Chairman of Finance) was Chief Financial Officer of Effik Group, Novagali Pharma and Covidien before joining the Group in 2010. Bruno Jugnet (Vice-President of International Marketing and Sales for France) was Marketing Manager for knees at Tornier before joining the Group in 2005. Jean-Christophe Vial, International Vice-President, previously held a variety of marketing and management positions at DePuy Synthes, a Johnson & Johnson company, before joining the Group in 2012. Christophe Saint Pierre (Vice-President Research and Development) previously held the position of R&D Director World for extremities at DePuy Orthopaedics (Johnson & Johnson) before joining the Group in 2016. Vice President for Regulatory Quality Mireille Lemery was previously Director of International Regulatory Affairs at Tornier before joining the Group in 2015.

The Group is able to recruit highly qualified staff who receive ongoing training, which means that it can respond to the specific regulatory and technical requirements for its business sector. As of 30 June 2017, the Group employed 45 engineers.

# 1.3.4.2 A rapidly consolidating market creating opportunities for the Group

# *i.* Consolidation of the markets for hip and knee prostheses

The market for orthopaedic prostheses is currently undergoing a period of consolidation amongst the various players in the sector. In 2015, the Zimmer Group (United States) announced plans to merge with the Biomet Group (United States). Similarly, Tornier (France) announced plans to merge with US-based Wright Medical Group. The main transactions over the last few years include the following:

Date	Purchaser	Target company	Main market segments
June 2016	Medtronic	Responsive Orthopedics	Hip - Knee
May 2016	Stryker	Satnmore Implants	Hip - Knee
April 2015	Zimmer	Biomet	Hip – Knee – Extremities – Trauma – Biomaterials - Sports medicine

The Group intends to take advantage of this period of consolidation. The Group may be able to add value to its R&D activity, given that the reduced competition resulting from consolidation amongst the major players could slow the pace of innovation.

Furthermore, consolidation in the sector could create additional business opportunities for the Group. Indeed, mergers could lead to some products being abandoned as a result of the coexistence of several similar product lines. Surgeons may not wish to use the product range that is retained and could thus look to competitor solutions. In addition, in some geographic regions, mergers could result in the duplication of sales networks (salaried sales staff, sales agents or distributors), leading the operators in question to abandon one of the overlapping networks. Lastly, these mergers could create recruitment opportunities for the Group, as they may lead to the duplication of staff in some areas (including R&D, marketing and sales). Since consolidation reduces the number of players in the market, the Group's position in some markets could be strengthened, making it even more attractive as an alternative to the major consolidated groups.

# *ii. The market for extremities*

The market for extremities (foot and ankle) is a new, developing market in which there are few operators as of the date of this Registration Document, partly due to the degree of specialisation required to operate in this market. The Group therefore considers that it presents significant opportunities for innovation and gaining market share.

Over the last few years, there have been numerous consolidations in the extremities area. In fact, operators without a presence in this market are looking to acquire smaller players already operating within it.

Date	Purchaser	Target company	Main market segments
June 2016	Medtronic	Responsive Orthopedics	Hip - Knee
May 2016	Stryker	Satnmore Implants	Oncology - Orthopaedic surgeons
February 2016	Invibio Knee (cooperation)	Maxx Orthopedics (cooperation)	Orthopedic services/development of a knee femur replacement product
October 2015	S&N	Blue Belt Technologies	Robotics (Knee)
April 2015	Zimmer	Biomet	Hip – Knee – Extremities – Trauma – Biomaterials - Sports medicine

The main transactions to have taken place over the last few years have been as follows:

The extremities market is a niche market with highly specialised surgeons who are sensitive to the quality and appropriateness of the products and services on offer.

The Group has thus established Novastep, creating two subsidiaries, Novastep SAS in France (2013) and Novastep Inc. in the United States (2014). Novastep develops innovative solutions for foot and ankle surgery: LYNC® implants, ARCAD® staples, ARILOCK® plates, NEXIS® screws, cleanSTART® technology, the ForefootComplete® configuration and the ForefootExact® configuration. The Group has shown its ability to adapt by developing innovative products with renowned surgeons and an experienced team. Novastep products obtained CE marking in 2014 and, as of the date of this Registration Document, over 32,000 surgical procedures have been carried out Worldwide using products from the Novastep range. In the US, Novastep products obtained FDA approval in 2015. The Group is also building its sales network in the United States and has just recruited a highly experienced US sales team. In fifteen US states, the Group has established commercial relationships with nearly 20 exclusive distributors as of the date of this Registration Document, with around 60 representatives on the ground.

The launch of the extremities business (ankle and foot), for which marketing began in July 2014, generated revenues of  $\notin 6.1$  million for the Group during the financial year ending 30 June 2017 (compared to 3.8 your million for the financial year ended 30 June 2016) including  $\notin 2.8$  million in the United States (where activity began in December 2014) and  $\notin 2.4$  million in France.

The Group is also working on the development of disposable instruments for each type of disorder.

1.3.4.3 A strong competitive position in the markets for hip and knee prostheses

The Group went from fifth place in terms of its share of the French market for knee and hip prostheses in 2013 to second place in 2015.

Group market share rose from 6.0% and 5.0% of the French markets for knee and hip prostheses, respectively in 2006, to 10.5% and 8.8% respectively in 2015. (*Source: 2014GlobalData, Hip and Knee Reconstruction – Global Analysis and market forecast – June 2016*))

In addition, over the period from 2005 to 2017, Group sales in the French market increased by an average of 15% a year.

There are various barriers to market entry and expansion of new competitors in orthopaedic prostheses.

Firstly, a new entrant must invest heavily in research and development to create a range of products and services that meet the expectations of patients, surgeons and health care facilities. To achieve this, it must also find experienced surgical staff with a track record of innovative ideas.

Before product marketing can begin, marketing authorisation is required. In recent years, the applicable legislation has become more complex and the time required to obtain authorisations has increased significantly. On average, it requires one year in the United States, between one and two years in Europe, three in Australia and Brazil and four in Japan to obtain marketing authorisation for new products. Applicable product quality and safety standards are increasingly exacting. Outside Europe, notified bodies and local governments to whose authority the Group is subject are also increasingly demanding, as demonstrated, for example, by the increase in the number of alerts notified each year to the Health and Safety Authority regarding non-compliance with quality standards. Furthermore, there are local variations from country to country in the specifics of these procedures. This growing complexity of standards and the increase in requirements have the effect of driving up costs as well as the time required to bring a product to market.

There is also a need to patent products in order to protect them or to secure licences for other patents. Most innovations available on the market are already patented. It will be even more difficult for a research and development team that does not have an established intellectual property rights base to offer patentable products.

A new market entrant will also be faced with a clinical barrier: to persuade surgeons and health care facilities to use its products, it must be able to prove their quality and reliability. To demonstrate long-term product quality requires a clinical follow-up team. The Group has over ten years of clinical history for most of the products that it markets, and some 25,000 patient records (approximately 11,000 records relating to hip prostheses and 14,000 for knee prostheses).

New competitors often encounter a purely technical barrier insofar as the development of new products is a collaborative effort involving engineers and surgeons. It is especially difficult for a new market entrant to persuade renowned surgical teams to participate in the development of a new product. A new entrant would also be forced to develop a comprehensive product range across all segments within a limited timeframe. In the Group's view, market penetration depends on offering a comprehensive range of products and services in terms of surgical philosophy and implant type (primary and revision), joint (hip and knee), available in all sizes and with the backing of opinion leaders.

Finally, a new entrant will have to build a sales network, either by recruiting experienced staff or by establishing commercial relationships with agents or distributors.

Given the authorisations that it already holds, its international presence and the technical and human resources at its disposal, the Group considers that is it well positioned to expand its activities in countries where it already operates as well as further into international markets.

## 1.3.4.4 A targeted international presence

Building on the success of its strategy in France, the Group is experiencing significant international expansion. As a result, the proportion of Group revenues from international business grew by 232% over the period 2013- 2017, increasing from  $\notin 10.6$  million as of 30 June 2013 to  $\notin 35.2$  million as of 30 June 2017.

The Group's internationalisation policy is based on offering quality products and an alternative, high end option. In the countries where the Group is established, the major international groups are present with a similar product offering. The Group has been able to adapt to the specific features of some local markets, such as in Brazil and Australia, both of which are markets with characteristics (such as the operators present, the products available and the market's maturity) that make them comparable to the US market. As such, the Group has demonstrated its ability to compete with major international groups and local players.

The Group specifically identifies the countries in which it seeks to establish a presence. It only selects markets that it considers to have good potential and which have similar characteristics to markets where it is already present. This strategy is based on an analysis of market characteristics, such as the size of the market in question, the expected margin, pricing policies and the levels of reimbursement under local social security health insurance schemes. The Group also looks at objective external factors, such as a country's demographics and its growth (both with regard to its GDP, where growth is indicative of an increase in the standard of living in the country in question, and the growth of the market for orthopaedic prostheses in that country). Lastly, the Group analyses its competitors' positions in the local market. The major international groups have a worldwide presence, but their range is highly standardised, giving the Group the opportunity to differentiate itself through innovation and its tailored service offering for the local market. Since local competitors are not necessarily positioned in the high-end market, the Group differentiates itself through its range of innovative products and services, placing the surgeon at the heart of its strategy to make rapid gains in market share.

The Group also analyses local particularities with regard to orthopaedic implants. Accordingly, it analyses requests from local surgeons to adapt, change or develop products. The Group may establish a design office in the country in order to meet a specific market requirement and focus closely on its customers' needs. Adaptation of its products to the requirements of the local market contributes to the Group's success when expanding into a new country.

The Group may employ a variety of strategies to gauge the new market's interest in its products and services. Where management has particular experience and specific knowledge of the market, a subsidiary is created. In other markets, the Group generally takes a two-stage approach. In the first instance, it enters into an exclusive distribution contract locally, which allows it to test the market and the depth of demand, and to identify the specific characteristics of that market. Assuming that this foothold proves successful, it then acquires the distributor or its business so as to sell its products directly, energise the marketing effort and establish direct personal relationships with local surgeons (through design offices, where applicable). It can thus sustain its existing market share and increase efforts to win new market share. This has been the case in Germany, Australia, Brazil and Switzerland in particular.

This was how the Group expanded directly into Australia and Brazil in 2014, acquiring local distributors (Austofix in Australia and Unimplant in Brazil) and reproducing its strategy of excellence, both in terms of product quality and the relationship that it developed with its customers.

The group established in South Africa in 2015 and in Romania in 2016.

Australia accounted for approximately 9.5% of Group revenues for the financial year ended 30 June 2017 (compared to 10.8% for the financial year ended 30 June 2016). Further to the acquisition of Austofix in July 2013, Group revenues have changed as follows:



Australia Sales (Australian Dollars)

The Group sells through its subsidiary, either directly (via the subsidiary's employees or via sales agents) or indirectly (via distributors). The hip products of Joint Research have been implemented in February 2015 in Australia.

Brazil accounted for 8.02% of Group revenues for the financial year ended 30 June 2017 (compared to 8.2% for the financial year ended 30 June 2016). Further to the acquisition of Unimplant in January 2014, Group revenues in Brazil have increased as follows:



Brazil Sales (Reals)

Following the Unimplant acquisition, the Group has developed its network of local distributors.

This has proven to be an effective strategy: after initially expanding into Germany in 2010 via a subsidiary, the Group now has a further 10 foreign subsidiaries. The last subsidiary was created in Romania in July 2016. As of the date of this Registration Document, the Group distributes its products in 36 countries via local distribution channels.

# 1.3.4.5 A proven operational and financial model

## *i.* An appropriate, efficient business model

The Group has opted to expand using a "fabless" business model to optimise its operational management and funding. In particular, this model helps to control high value-added functions, ensure high product quality (with the use of competitive procedures for subcontracting) and minimise the proportion of fixed costs in manufacturing and organisation. It also gives the Group the flexibility to always use the latest production technologies.

The Group's core business is the research, development, marketing and sale of its medical devices. The Group makes use of a network of subcontractors to manufacture its products. It has concluded 101 subcontracting agreements. With the exception of some production that takes place in Australia (accounting for 3.6% of the revenues generated by the Group for the financial year ended 30 June 2017), subcontractors located in France accounted for 85% of the Group's subcontracting expenditure, with subcontractors in Europe accounting for 15% of its subcontractors: they also make the parts required to create the Group's products and assemble the various components under the ongoing supervision of the Group. Each stage of manufacture is managed by the Group, with the subcontractors' objective being to complete just a part of each stage of the manufacturing process.

The Group handles all quality and dimensional inspections of its implants and ancillaries in-house and uses its team of quality engineers to monitor production. To achieve this, the Group has an in-house metrology laboratory which inspects 100% of the implants and instruments produced, using three-dimensional measuring machines. The purpose of this is to guarantee advanced process reliability while meeting cost objectives. For every part sourced from a subcontractor that is found to be non-compliant on inspection, the Group demands a credit against the invoice, thereby reducing the cost of non-quality in manufacturing. The Group monitors production. A number of audits are undertaken at subcontractors' premises each year so that it can guarantee a high level of quality. The term of the supply framework agreements that the Group enters into with subcontractors means that the subcontractor turnover rate is low.

To meet requirements of continuous production in line with the growth of the business, the Group operates a multi-sourcing policy for supply, making its various subcontractors compete with one another to determine the volumes that it assigns to them. These competitive procedures help the Group keep changes in its production costs under control. The Group strives to avoid situations of economic dependence. As far as possible, it seeks to develop vertical integration of its subcontractors to help it optimise its working capital requirements. Of the top 20 European manufacturers, the Group is one of very few with this manufacturing business model.

This model has helped the Group grow without having to invest heavily in manufacturing and by focusing primarily on the areas in which it creates value.

## *ii.* A dense, extensive network of commercial relationships

In France, the Group has developed a grass-roots sales network through a large network of independent but exclusive salespeople who are paid on commission, based on the revenues generated. The agent establishes and develops the commercial relationship with the medical practitioner and contributes to building a relationship of trust between medical personnel and the Group. In partnership with the Group's product leads, the agent provides surgeons and health care facilities with information about the Group's products and

services. The agent may be present in the operating room to provide technical expertise. As of the date of this Registration Document, the Group has entered into 25 sales agent agreements, covering the whole of France.

Internationally, the Group has expanded by establishing subsidiaries and creating dedicated sales or marketing teams within these companies. The Group now comprises 11 foreign subsidiaries (in Germany, Australia, Brazil, Belgium, Switzerland, Japan, India and 2 in the United States) and has entered into over twenty exclusive distribution agreements throughout the world. The methods used to distribute the Group's products are described in detail in paragraph 1.3.3.7 of this Registration Document, entitled "Distribution channels".

## *iii. Maintaining close relationships with opinion leaders*

The Group works closely with surgical personnel to develop new products and technologies in order to maintain its leading position in innovation. In France and abroad (including Australia), the Group has established technical partnerships with internationally recognised expert surgeons who act as opinion leaders for the Group's products. This partnership results in the surgeons in question contributing to the development of implants and instruments, to a variety of technical design tests and to post-market analysis. These surgeons often direct research efforts and publish their findings in respect of the Group's products in France and abroad (see paragraph 1.3.3.2 "A complete product range" of this Registration Document).

The Group also collaborates with other surgeons with the sole purpose of monitoring clinical databases. As part of this collaborative effort, surgeons provide the Group with data on the prostheses that they have fitted. To enable it to exploit this data, the Group has developed a dedicated clinical monitoring application, CLINIRECORD®. The clinical monitoring software developed by the Group have been declared co-form the MRC reference methodology of the CNIL. All data is anonymous, confidential and encrypted. Surgeons can use the data that is input into this application for comparative analysis for the purpose of scientific publications. As of the date of this Registration Document, over 25,000 prostheses are being monitored through the use of the CLINIRECORD® database developed by the Group.

## *iv.* Financial indicators that demonstrate the Group's success

In recent years, the strategy developed by the Group has been reflected in results and growth that support its choice of business model.

The Group has experienced 16 years of continuous growth. Between 30 June 2005 and 30 June 2017, revenues rose from  $\notin 16.3$  million to  $\notin 93.4$  million, with profitable growth of approximately 15.7% a year on average. Over the same period, EBITDA rose from  $\notin 3.7$  million to  $\notin 15.5$  million.

The Group has continued to develop its international operations. The Group went from one subsidiary (in Germany) in 2010 to eleven operational foreign subsidiaries as of the date of this Registration Document. This international growth has been matched by the recruitment of staff to provide a local presence for the Group.

The Group's position in high end products and its business model driven by the search for profitability helped it to achieve an average EBITDA margin of over 15% over the period 2005-2017. This level of profitability gave rise to three successive LBOs, allowing the Group to expand (see paragraph 2.1 "*History and Development*" of this Registration Document). The successive LBOs helped with the structuring of management and the introduction of budgetary control, management of the Group so that it generates cash flow, rationalisation of costs through the use of systematic competitive procedures for stakeholders and consolidated monthly reporting that is subject to monthly analysis by a committee.

## 1.3.5 Group strategy

The Group's vision is to become a leading international player in the market for orthopaedic prostheses. Building on its experience in France and abroad, the Group's strategy is geared around the following themes.

## 1.3.5.1 Expanding its presence in the United States and Japan

The Group aims to continue its expansion in the strategic countries in which it has a presence, such as Brazil and Australia, but also to initiate large-scale business in the United States and Japan.

The Group has developed its strategy of excellence in every country in which it has a presence, both in terms of product quality and the quality of the relationships it has developed with surgeons and health care facilities, to compete with major international groups and local players alike. This strategy is supported by the success achieved in countries in which the Group is present, and the Group plans to transpose this model to two countries that are key to the world market for orthopaedic prostheses: the United States and Japan.

## *i.* United States

In 2015, the North American market for orthopaedic prostheses generated revenues of approximately \$7.30 billion. This figure was expected to reach \$8.66 billion in 2022. It accounts for approximately 52.8% of the global demand for orthopaedic prostheses for lower limbs in 2015 and approximately 51.5% in 2022 (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*),

In addition, in the United States, it was expected that approximately 37% of the population would be suffering from obesity in 2014; this figure is expected to rise to 50% by 2030. (*Sources: OECD, Obesity and the economics of prevention: fit not fat, Update 2014, 27 May 2014*)

Competition in the United States is comparable to Europe, Australia, Brazil and all the countries where the Group is present. The requirements of surgeons and patients are also similar. The Group's management team has experience in the characteristics of this country and already has numerous established contacts.

The Group has a presence in the United States through its subsidiaries Novastep Inc. (for the extremities), which was established on 7 November 2014 and began trading on 1 December 2014, and Amplitude Orthopedics Corp (for the hip and knee), established in May 2015.

Between the end of 2014 and April 2015, the Group secured the FDA registrations for its range of foot surgery products, following the 510(k) procedure. The products in question are: LYNC® implants, ARCAD® staples, AIRLOCK® plates and NEXIS® screws. The Group's strategic commercial launch of implants for foot surgery in the United States was an immediate success. As a result, the Group implanted 1,488 prostheses over the last financial year. The Group has also brought its expertise to bear in supporting the growth of its Novastep Inc. subsidiary, particularly in connection with the marketing of its products, by handling logistics and stock management directly and developing business synergies between Group staff and the staff at Novastep Inc. The Group intends to make its full range of products for the treatment of bunions available in the United States. For its foot surgery products, the Group has also entered into an agreement with distributor American Extremity Medical LLC, acting as an original equipment manufacturer ("**OEM**").

At 30 June 2017, sales in the United States amounted to \$3.0 million, solely for foot surgery.

To support its expansion in the United States, the Group has recruited Mireille Lemery, who held a similar position at Tornier so that she contributes her US regulatory expertise.

In January 2017, the Group obtained 510(k) approval from the FDA for its ANATOMIC implant, addressing knee derivative disorders.

The Group wishes to enter this market by leveraging its flexible model and offering products that are appropriate to surgeons' needs (including training for the use of the ETOILE table allowing the implant of a hip prosthesis on an ambulatory basis and for the use of the computer-assisted surgery Amplivision system).

The Group also intends to maintain and further develop its close ties with practitioners and opinion leaders in the US scientific community. Its plans to launch a number of projects including the development of an acetabular cup with double mobility and of a mobile-bearing knee of the Score® type. It also plans to establish an R&D office.

Pending registration in the United States of its own hip range, the Group has entered into a distribution agreement with Signature Orthopaedics to distribute on an OEM basis similar products in the United States; this agreement allows Amplitude Orthopedics Corp. to offer a knee range and a hip range from the very beginning of the commercial prospecting phase, which will allow Amplitude Orthopedics Corp. to offer a complete range of products to American distributors.

The next step is the establishment of a dedicated hip and knee sales team, which will begin with the recruitment of a US Sales Manager. As soon as he/she is recruited, a logistics base will be opened in order to serve customers throughout the United States.

## ii. Japan

The Group wishes to expand into Japan. However, there are significant barriers to entry into the Japanese market. As a result, to establish a presence in Japan, the Group has set up a subsidiary, Matsumoto Amplitude Inc., on 24 December 2013 in partnership with Mr Matsumoto, who spent 15 years as Director of Sales at the Matsumoto Group, which was acquired by Stryker in 1994.

Two years ago, the Group submitted the following products for registration: the LOGIC® stem, the SATURNE® and EQUATEUR® acetabular implants and the ANATOMIC® knee prosthesis. The first registration for the hip range occurred in January 2016.

The Group also intends to take advantage of the relationships that Mr Matsumoto has developed with practitioners and opinion leaders in the scientific community to launch its first products by the end of 2016.

At the date of this document, only one product has been registered, which limits the proper functioning of our installation. The Group is making a maximum effort to register the rest of the product range, despite the regulatory requirements imposed by this very specific market. We are very confident about obtaining complementary products in 2018.

## 1.3.5.2 Strengthening its competitive position in the market for extremities

The Group has a presence in the extremities market via two subsidiaries, Novastep SAS in France and Novastep Inc. in the US, both established in 2014, further to the recruitment of an experienced team who previously worked at Memometal, prior to the acquisition of such company by Stryker (5 individuals). Through these subsidiaries, the Group provides innovative solutions for foot and ankle surgery. These businesses employ a total of 29 members of staff, with 22 at Novastep SAS and 7 at Novastep Inc.

The full range of Novastep foot surgery products obtained the CE mark and FDA 510(k) clearance between the end of 2014 and April 2015.

In the US, foot implants are fitted not only by orthopaedic surgeons, but also by podiatrists. The Group plans to develop a presence in both segments through an exclusive distribution network managed by its Novastep Inc. subsidiary. A chief executive officer was recently hired for Novastep Inc. He was previously World M&A Manager for the extremities division of a major international group.

The Group plans to build on this recent expansion to capitalise on the strong prospects for growth that the extremities market offers. This is a newly developed market in which there are few operators as of the date of this Registration Document. A swathe of acquisitions of small, specialist companies by major international groups has resulted from this. It represents a significant opportunity for the Group in this sector. The Group also plans to expand its sales forces, particularly in France.

As there is also strong demand from surgeons for innovation, the Group aims to make its mark through its technological advances in this area. In particular, the Group's implants become stable when moulded directly by the surgeon, using tweezers, in contrast to shape memory alloy implants which are inserted using pins and are moulded and become stable in response to human body temperature.

## 1.3.5.3 Designing the innovations of tomorrow

The Group plans to continue innovating and developing new technologies for its core business, orthopaedic prosthetic implants for the lower limbs.

The initial purpose of research conducted by the Group to expand its product range is to seek constant satisfaction of its customers' needs, while as adapting to specific local characteristics and surgical philosophies and maintaining product and service quality.

Amongst the various research topics currently being addressed by the Group, the AMPLIVISION® system is of particular strategic interest. Building on the success of its computer-assisted surgery system, the Group is developing a new, non-invasive, pinless system which allows the use of Amplivision in the operating room as well as at the consultation stage in advance of or following the surgical procedure, to improve diagnosis and post-operative analysis. The version of this system intended for use in consultation has just obtained the EC mark and was presented during the latest SFA (*Société Française d'Arthroscopie*) congress under the KneeMap® name. The version for use in the operating room is being developed and validated and is expected to be submitted for registration during 2019.

This advance in computer-assisted surgery represents a major technological breakthrough compared with the navigation systems currently present in the market. The Group plans to maintain its technological lead in this area and convince new surgeons or healthcare facilities who have been resistant because of the invasive character of the pins required to fix the sensors and the additional time required to carry out navigated hip or knee surgery. In comparison with a conventional technique, the superiority of a computer-assisted surgery technique in the accuracy and repeatability of implant positioning has already been proven through numerous publications.

This new computer-assisted surgery system, based on accelerometer, gyroscope and electromagnetic sensor technology, the new Navigation system will be available in all countries in which the Group operates. Given the advantages that it presents in comparison with existing systems (which include a lower cost, less invasive technology and a reduction in the time required for implementation), this new technology will be suitable for numerous countries where orthopaedic products and services offer moderate level of added value. The target market covers hip and knee prostheses both at the consultation stage and in the operating room. Intended exclusively for use with the Group's products, this tool will support pre-operative diagnosis and implant fitting quality. The Group also plans to build on its innovative character to persuade new surgeons and healthcare facilities to use this Amplivision computer-assisted surgery system, which could help them to improve the medical services offered to their new patients.

In connection with computer-assisted surgery, the Group is developing intra-articular sensors intended to increase operative accuracy during fitting of a knee prosthesis. Positioned between the tibia and the femur, this force sensor allows the surgeon to adjust the ligament balance of the knee, pre- or post-incision. Up until now, this stage of surgery took place with no external means of measurement. This is a disposable device which is fitted with a Bluetooth transmitter and can communicate with the AMPLIVISION® priority system or a touch-screen tablet. The device will be usable in all procedures for fitting a knee prosthesis.

# 1.4 ORGANISATION

# 1.4.1 Group organisational legal chart

The organisational chart presented below represents the legal organisation of the Group on 30 June 2017:



The percentage of capital holdings and voting rights in the above organisational chart are identical.

The securities in Amplitude SAS held by the Company are subject to first-rank collateral as detailed in paragraph 5.2.2.2 "*Debt*" of this Registration Document.

# 1.4.2 Main subsidiaries

The main direct or indirect subsidiaries of the Company on 30 June 2017 are described below.

None of the Group's subsidiaries are listed companies.

• Amplitude SAS is a simplified joint-stock company incorporated under French law with a share capital of €60,000, having its registered office at 11, Cours Jacques Offenbach, Valence (26000), France and registered under number 414 448 464 in the Trade and Companies Register of Romans. It is the company responsible for the manufacturing, distribution, import, export, sales and preparation of all medical products of the Group worldwide. The Company indirectly holds all the share capital and voting rights of Amplitude SAS.

As of 30 June 2017, Amplitude had generated revenue of €76,990,111 with a profit of €319,617.

• SCI Les Tilleuls is a civil law real estate partnership incorporated under French law with a share capital of €1,530, having its registered office at 11, rue Jacques Offenbach, Valence (26000), France and registered under number 439 216 748 in the Trade and Companies Register of Romans . It is the company holding all rights concerning the Group's real estate at the Valence registered office. The Company indirectly holds all the share capital and voting rights of SCI Les Tilleuls.

SCI Les Tilleuls closes its accounts on 31 December of each year. For the financial year ended 31 December 2016 it had generated revenue of€633,333 and a profit of €32,551.

• Amplitude Benelux is a private limited liability company incorporated under Belgian law with a share capital of €18,550, having its registered office at 475, Avenue Louise, Brussels (1050), Belgium, and registered under number 0549 982 971 in the Brussels Trade and Companies Register. It is the Group holding company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in Belgium. The Company indirectly holds all the capital and voting rights of Amplitude Benelux.

Amplitude Benelux in its financial year ended 30 June 2017 generated revenue of  $\notin 1,710,712$  and a profit of  $\notin 169,459$ .

• Amplitude India Private Ltd is a company incorporated under Indian law with capital of 100,000 rupees, having its registered office at Sr. No. 213, Plot No. 62, Rishiniwas, Kalyani Nagar, Pune (411006), Maharashtra, India, and registered under number U74900PN2013FTC148594 in the Pune Trade and Companies Register. The Company indirectly holds all the capital and voting rights of Amplitude India Private Ltd. This subsidiary does not carry out any activities on the date of this Registration Document.

On the date of this Registration Document Amplitude India has not started up its business.

• Amplitude Latin America is a public limited company under Brazilian law with a share capital of 2,516,494.31 *reais*, having its registered office at 1460, Rua 06, sala 45, Rio Claro (CEP 13500-190), Brazil, and registered under number 10 978 692/0001-09 in the Trade and Companies Register of the State of São Paulo. It is the company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in Latin America.

Amplitude Latam closes its accounts on 31 December of each year. For the financial year ended 30 December 2016, the company generated revenue of 28,961,434 reals ( $\notin$ 7,668,398) and a profit of 5,042,399 reals ( $\notin$ 1,335,125).

• Matsumoto Amplitude Inc. is a company incorporated under Japanese law with a share capital of 10,000,000 yen having its registered office at 1-11-4 Yushima, Bunkyo-ku, Tokyo, Japan, and registered under number 0100-01-157777 in the Trade and Companies Register. It is the company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in Asia. As at the date of this Registration Document, Matusmoto Amplitude Inc. is 80% owned by Amplitude SAS and 20% by Mr Takeshi Matsumoto who also fulfils the duties of representative director.

In the financial year ended 30 June 2016, Matsumoto Amplitude Inc. generated revenues of a 36,836,961 yean ( $\notin 306,450$ ) and a deficit of 125,598,322 yean ( $\notin 1,044,788$ ).

• Amplitude Australia PTY Ltd is a company incorporated under Australian law with a share capital of AU\$136, having its registered office at 263, Clarence Street, Level 7, Sydney NSW 2000, Australia, and registered under number ACN 161 470 622 in the Trade and Companies Register of the State of Victoria. It is the company responsible for the distribution, import, export, sales and

preparation of all medical products of the Group in Australia. As of the date of this Registration Document, Amplitude Australia pty is wholly owned directly and indirectly by Amplitude Surgical.

Amplitude Australia Pty generated revenue of AU\$12,802,876 ( $\in$ 8,826,092) and a deficit of AU\$4,059,891 ( $\in$ 2,798,822) in the financial year ended 30 June 2017.

• **Amplitude Suisse** is a public limited company incorporated under the laws of Switzerland with a share capital of CHF 100,000, having its registered office at 4 rue Pedro-Meylan, Geneva (1208), Switzerland, and registered under number CHE 100 103 729 in the Geneva Trade and Companies Register. It is the company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in Switzerland and abroad. The Company indirectly holds all the capital and voting rights of this company.

Amplitude Switzerland generated revenue of CHF 999,064 ( $\notin$  923,545) and a deficit of CHF 96,124 ( $\notin$  88,858) during the financial year ended 30 June 2017.

• Amplitude GmbH is a company incorporated under German law with a share capital of €25,000, having its registered office at Zotzenheim (55576), Germany, and registered under number HRB 734791 in the Stuttgart Trade and Companies Register. It is the company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in Germany. The Company indirectly holds all the capital and voting rights of this company.

Amplitude GmbH generated revenue of  $\pounds 2,671,813$  and a profit of  $\pounds 33,341$  in the financial year ended 30 June 2017.

• NovaStep SAS is a simplified joint-stock company incorporated under French law with a share capital of €129,032, having its registered office at Espace Performance III Bâtiment P, Saint-Grégoire (35760), France and registered under number 752 292 797 in the Rennes Trade and Companies Register. It is the company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in France and abroad. As at the date of this Registration Document, Novastep SAS is 69% owned by Amplitude SAS and 31% by its founders who also fulfils managerial duties at Novastep.

NovaStep generated revenue of  $\notin$ 4,645,940 and a profit of  $\notin$ 131,940 in the financial year ended 30 June 2017.

• Novastep Inc. is a company incorporated under the laws of the State of Delaware, with a share capital of USD 100,000, having its registered office at 30 Rambland Road, Suite 200, Orangeburg, United States, and registered under number 37 - 1769377 in the Trade and Companies Register of the State of New Jersey. It is the company responsible for the distribution, import, export, sales and preparation of all medical products of the Group in the United States. As of the date of this Registration Document, Novastep Inc. is 85% owned by Amplitude SAS and 15% by its chief executive officer and director.

Novastep Inc. generated revenue of US\$2,659,974 (€2,432,532) and a deficit of US\$1,204,874 (€1,101,851) in the financial year ended 30 June 2017.

• **Amplitude Orthopedics Corp.** is a company incorporated under the law of the State of Delaware, having its registered office at 2711 Centerville Road, Suite 400, Wilmington, Delaware, 19808, County of New Castle. As at the date of this Registration Document, Amplitude Orthopedics Corp. is wholly owned by Amplitude SAS.

Amplitude Orthopedics Corp. did not conduct any activity during the financial year ended 30 June 2017.

• Amplitude South Africa Pty Ltd is a company incorporated under the laws of South Africa, having its registered office at 983 Unit 4 Meadow Brook Business Pk, Jacaranda Road Olivedale, Johannesburg, 3194. On the date of this Registration Document, Amplitude South Africa is wholly owned by Amplitude SAS.

Amplitude South Africa generated revenues of 14,943,002 South African Rand  $\in$ 1,007,500) and a loss of 8,397,081 South African Rand ( $\in$ 569,970) for the financial year ended 30 June 2017.

• Amplitude Ortho SRL is a company incorporated under the laws of Romania having its registered office at Bucuresti Sectorul 6, Splaiul Independentei, nr 202, Partner, Camera C10C, Corp de Proprieta 2. As at the date of this Registration Documents, Amplitude Ortho SRL is wholly owned by Amplitude SAS.

Amplitude Ortho SRL generated revenues of 4,037 Ron (€890) and a loss of 149,950 Ron (€33,061).

- SOFAB Orthopédie is a French simplified joint stock company, with a share capital of €3,339,854, having its registered office at 12, rue Laurent de Lavoisier, 26800 Portes-lès-Valence, and registered with the trade and companies register of Romans under number 822 921 383. This company is a historical and strategic subcontractor of the Group. In addition to the holding company, the SOFAB Ortopédie group holds 3 operating subsidiaries: Poly-Alpes, Poly-Tech and Firm Industries. As of the date of this Registration Documents, SOFAB Orthopédie is held at by 50 % par Amplitude SAS.
- **Amplitude Orthopaedics Limited Ireland** is a company wholly owned by Amplitude Australia Pty, which holds the EC mark of a hip product range This company did not conduct any activity during the financial year ended 30 June 2017.

Contribution by significant subsidiaries as of 30 June 2016 and 30 June 2017 are presented in the table below:

For the half year ended 30 June 2016						
Consolidated values (excluding dividends) (in thousands of euros)	Fixed assets	Current assets	Shareholders' equity (Group share)	Financial debt	Cash flow	Dividends paid and recovered by the Company
Amplitude (Surgical) OrthoFin I	111,141	84,575	117,501	66,062	14,250	-
Amplitude SAS	32,784	110,400	2,011	30,893	11,683	-
Amplitude GmbH	564	2,127	(307)	-	190	-
Amplitude Benelux	44	322	(1)	-	41	-
Amplitude Suisse	188	555	(77)	-	44	-
Amplitude Australia PTY Ltd	4,486	12,322	(370)	-	1,155	-
Amplitude Latin American	92	11,539	3,155	-	3,011	-
Novastep SAS	1,076	4,091	(14)	-	176	-
Novastep Inc.	273	1 989	(1,219)	-	24	-
Matsumoto Amplitude Inc.	422	811	(382)	-	148	-
Amplitude South Africa	800	1,263	(223)	789	257	-
SCI Les Tilleuls	184	1,874	46	133	1,098	-
Intermediary holdings	(8,029)	(118,626)	(2,238)	(16,257)	-	-

For the half year ended 30 June 2016						
Consolidated values (excluding dividends) (in thousands of euros)	Fixed assets	Current assets	Shareholders' equity (Group share)	Financial debt	Cash flow	Dividends paid and recovered by the Company
and consolidation adjustment						
Consolidated totals	144,024	113,241	117,882	81,619	32,080	-

For the half year ended 30 June 2017						
Consolidated values (excluding dividends) (in thousands of euros)	Fixed assets	Current assets	Shareholders' equity (Group share)	Financial debt	Cash flow	Dividends paid and recovered by the Company
Amplitude (Surgical)	111,769	101,301	115,583	96,327	29,754	-
Amplitude SAS	53,022	96,235	2,438	36,242	7,952	-
Amplitude GmbH	428	2,337	(274)	-	478	-
Amplitude Benelux	51	716	168	-	47	-
Amplitude Suisse	275	694	(164)	-	28	-
Amplitude Australia PTY Ltd	4,773	11,387	(3,103)	-	1,245	-
Amplitude Latin American	1,010	9,775	2,499	5,994	985	435
Novastep SAS	1,951	4,254	118	-	98	-
Novastep Inc.	189	2,093	(2,406)	-	50	-
Matsumoto Amplitude Inc.	631	754	(1,317)	-	24	-
Amplitude South Africa	948	1,399	(806)	950	401	-
SCI Les Tilleuls	159	895	78	217	148	-
Amplitude ortho SRL	48	85	(33)	-	9	-
Firm Industrie	250	646	(69)	78	167	-
Poli Alpes	421	1,108	988	183	136	-
Poli Tech	251	485	452	71	62	-
Sofab	3,838	343	3,334	-	212	-
Intermediary holdings and consolidation adjustment	(20,722)	(122,838)	(13,931)	(18,393)	(169)	-
Consolidated totals	159 292	111 669	103 555	121 669	41 627	-

## 1.4.3 Shareholders' agreements and minority interests

## 1.4.3.1 Novastep SAS

The shareholders' agreement entered into on 11 October 2013 between Amplitude SAS and the managers of Novastep SAS includes, inter alia, the following provisions:

#### Reciprocal pre-emptive right:

Amplitude SAS and each of its managers, should they wish to transfer their securities, must have first offered them on a priority basis to the other shareholders (i.e., the other managers and Amplitude SAS,

excluding Olivier Jallabert) who will have a pre-emptive right to acquire them.

## Tag-along right (full and partial):

In the event of any transfer of shares or transaction of any nature whatsoever resulting in the loss by Amplitude of its control over Novastep SAS, this may give rise to exercise of a full tag-along right for each of the managers.

## Drag-along right:

- (*i*) In the event of an offer of acquisition made to one of the parties for all shares of Novastep SAS: in the case of an agreement among parties representing more than 50% of the share capital of Novastep SAS on said offer, all shareholders shall transfer all their shares to the person making the offer under the same terms and conditions.
- (*ii*) In the event of a change of control of the Group for the benefit of a third party industrial enterprise: from 11 October 2015, in the event of an offer of acquisition by a third party industrial enterprise resulting in a change of control of the Group, the Group may require that other shareholders of Novastep SAS transfer all their shares to said third party industrial enterprise making the offer of acquisition.

The price at which the beneficiaries of the undertaking will acquire the underlying shares shall be determined on the basis of the financial conditions of the acquisition offer or with reference to the valuation of the Group's shares, as determined on the basis of revenues or revenues and EBITDA.

## Liquidity clause:

The members shall periodically examine together the financial and strategic procedures for their exit, undertaking to make their best efforts to achieve a successful outcome. In default of total assignment of their securities on 31 December 2018, the managers shall be entitled to confer an exclusive assignment mandate for all the securities.

## Managers' undertaking of sale:

Each of the managers irrevocably and unreservedly undertakes to other managers and to Amplitude SAS to sell them all of their shares in the event of their departure from the company. The price shall be calculated on the basis of the Group EBITDA and the Net Financial Debt of the Group (as defined in the agreement).

## Amplitude undertaking of sale:

Amplitude irrevocably undertakes to sell to the managers all of the sharesit holds from signature of the shareholders' agreement up to 11 October 2015. This undertaking may be exercised by the managers in the event of a change of control of the Amplitude Group for the benefit of a third party industrial enterprise within a deadline of six or twelve months from occurrence of the change of control of the Group or in the event of serious and repeated breach by Amplitude SAS of its obligations according to the shareholders' agreement, as well as in the event of the departure, without fault, of the Chairman of Novastep SAS, without the agreement of two of the three managers. The assignment price shall be based on the cost price of the securities and the nominal value of the shareholder account of Amplitude SAS.

## Amplitude undertaking of purchase:

Amplitude irrevocably undertakes to acquire all sharesheld by managers as from 11 October 2015 throughout the entire residual term of the shareholders' agreement. This undertaking may be enforced by the managers in the event of a change of control of the Group for the benefit of a third party industrial enterprise within a deadline of six months from occurrence of the change of control of the Group. The transfer price

shall be based on the valuation of securities (aligned notably with a multiple of revenues for the last financial year ended or the revenues of the last financial year ended and the EBITDA).

#### Possibility of a contribution of shares held by the managers in Novastep to the Company:

From 11 October 2015, the managers may contribute one third of their sharesas a capital contribution on the basis of the valuation of the Company calculated according to a multiple of EBITDA. This capital contribution may be made to a company dedicated to management.

From the admission of the shares of one of the Group's companies to trading on a regulated market in Europe or a multilateral trading platform in Europe (for example, admission of the Company's shares on the Regulated market of Euronext Paris), the managers shall be entitled to contribute up to 50% of the securities of the company Novastep which they hold, against shares in the listed company. The valuation of shares thus contributed shall be made on the basis of a multiple of revenues and EBITDA, as demonstrated by the valuation in connection with the initial public offering. From 1 January 2019, the Managers may contribute up to 100% of the shares in the Company that they hold against shares in the listed company.

No valuation of the minority interests in Novastep is possible on the date of this Registration Document; the financial aggregates used as the basis for the valuation are very low given the very recent start-up of Novastep's business.

## 1.4.3.2 Novastep Inc.

The shareholders' agreement entered into in December 2014 between Amplitude SAS and the chief executive officer of Novastep Inc., includes the following:

#### Pre-emptive right:

Novastep Inc. and Amplitude SAS shall successively have a pre-emptive right in the event of transfer of securities held by the chief executive officer of the Company.

#### Drag-along Right:

In the event of an offer of acquisition for all shares held by Amplitude SAS, Amplitude SAS may require that the chief executive officer transfer all of his shares to the purchaser under the same terms and conditions.

#### Tag-along right:

Should Amplitude SAS decide to conduct a transaction involving more than 50% of the share capital of Novastep Inc., the minority shareholder must be informed of such transaction and will be entitled to sell a certain portion of its shares under the same terms and conditions.

#### Undertaking of sale by the chief executive officer and call option by Amplitude SAS:

During a period of six months following departure of the chief executive officer or in the event of a change of control of Novastep Inc., Amplitude SAS shall benefit from a call option on all shares held by the chief executive officer. The change of control expressly excludes cancellation of an initial public offering.

Also, during a period of six months following a departure classified as a *"good leaver departure"* or in the event of change of control of Novastep Inc., the chief executive officer shall have the benefit of an undertaking to purchase by Amplitude for all the securities he holds.

In the event that Amplitude's call option is exercised, the exercise price will be equal (i) to the higher of the cost of acquisition of its shares by the chief executive officer and the fair market value in the event of a change of control or a "good leaver departure", and (ii) the lower of the costs of acquisition of its shares by the chief executive officer and the fair market value in the case of a "bad leaver departure". In the event that an undertaking of sale held by the chief executive officer is exercised, the exercise price of the undertaking will be equal to the higher of the cost of acquisition of the shares by the chief executive officer and the fair market value. The fair market value is determined on the basis, according to the case, of the revenue, the gross margin, EBITDA and the debt of Novastep Inc.

No valuation is possible on the date of this Registration Document; the financial aggregates used as the basis for the valuation are very low given the very recent start-up of the Group's business.

## 1.4.3.3 Matsumoto Amplitude Inc.

The shareholders' agreement and option agreement entered into on 19 December 2013 between Mr Takeshi Matsumoto and Amplitude SAS include the following:

## Undertaking of sale:

Mr Matsumoto has granted Amplitude SAS an undertaking of sale in the event of his departure (termination of the duties or cancellation of one of the distribution, sub-distribution or service provision agreements).

## Undertaking of purchase:

Amplitude has granted Mr Matsumoto an undertaking of purchase for all shares held by Mr Matsumoto in the event of a change of control of Amplitude SAS, with a change of control being defined as an acquisition of control of the company Matsumoto Amplitude Inc. by one or more persons other than Apax.

The exercise price of the sale undertaking is equal to (i) 50% of the fair market value for a "good leaver departure" and (ii) 50% of the fair market value or the cost of acquisition of shares held by Mr Matsumoto, in the event of a "bad leaver departure", whichever figure is lower. The exercise price of the purchase undertaking is equal to 50% of the fair market value of the shares concerned. The fair market value is calculated on the basis of the sum of multiples of revenues and EBITDA, reduced by net debt.

No valuation is possible on the date of this Registration Document; the financial aggregates used as the basis for the valuation are very low given the very recent start-up of the Group's business.

## 1.4.3.4 Sofab Orthopédie SAS

The shareholders' agreement entered into on 9 December 2016 between Amplitude SAS on the one hand and Sofab Orthopédie SARL, the historical shareholder, and its sole shareholder, the manager, provides in particular for the following provisions:

## Mutual pre-emption right:

Amplitude SAS, the historical shareholder and the manager, in the event that they wish to sell their shares, must have first offered them to the other shareholders who will have a pre-emptive right to acquire them.

## Proportional tag-along right:

Any proposed transfer of shares by a shareholder in cash or securities may give rise to the exercise of a proportional tag-along right by each of the other shareholders.

## Drag-along right:

In the event of an offer to acquire Sofab Orthopédie SAS's shares and subject to the agreement of the parties to the shareholders' agreement representing more than 70%, said parties may require the other shareholders, who are party to the shareholders' agreement, to transfer all of their shares to the purchaser on the same terms and conditions.

## Undertakings to sell from the historical shareholder and the manager:

Each of the historical shareholder and the manager irrevocably and unreservedly undertakes Amplitude SAS to sell all of its shares to Amplitude SAS in the event of the Manager's departure (retirement, resignation or dismissal).

The exercise price of the commitment to sell shall be equal to (i) the higher of the subscription price of the shares or the calculated value in the case of a "good leaver departure" and (ii) the lower of the subscription price of the securities or the calculated value at which a 40% discount will be applied, in the case of a "bad leaver departure". The calculated value is computed based on the sum of multiples of the group's consolidated operating income, less net financial debt.

Each of the historical shareholder and the manager also undertakes, irrevocably and without reservation, to sell Amplitude SAS (i) 50% of the shares held by the historical shareholder and/or the manager at the end of the fifth year following the date of execution of the agreement and (ii) the outstanding shares held by the historical shareholder and the manager at the end of the seventh year following the date of signature of the agreement.

## Undertakings to purchase of Amplitude SAS:

Amplitude SAS irrevocably and unreservedly undertakes to the historical shareholder and the manager to purchase all of their shares from them in the event of the death of the manager, the recognition of the permanent invalidity of the manager or a change of control of Amplitude Group for the benefit of an industrial third party.

Amplitude SAS also irrevocably and unreservedly undertakes to the historical shareholder and the manager to purchase from them (i) 50% of the shares held by the historical shareholder and/or the manager at the end of the fifth year following the date on which the agreement is signed and (ii) the outstanding shares held by the historical shareholder and the manager at the end of the seventh year following the date on which the agreement is signed.

## 1.5 REAL ESTATE ASSETS, PLANT AND EQUIPMENT

## 1.5.1 Existing or Planned Major Tangible Fixed Assets

The Group companies do not own any real estate assets.

During the financial year ended 30 June 2017, the Group dedicated  $\notin 1,580,146$  to rent and rental expenses and  $\notin 217,994$  to maintenance of the real estate assets. Most of this expenditure is for lease agreements of which the term exceeds one year. The Group considers these real estate assets are adequate to cover its existing needs and that additional appropriate space could be made available should it prove necessary.

# 1.5.1.1 France

## *i.* SCI Les Tilleuls

SCI Les Tilleuls holds a financial leasing agreement for its registered office and that of Amplitude SAS, located in Cours Offenbach in Valence (Land Register section EL: numbers 389 to 391, 396, 397 and 446), entered into on 4 April 2011 for a term of 15 years.

This site comprises:

- a building used as offices of a surface area of approximately 1,563 m<sup>2</sup> constructed on a plot of land of 5,000 m<sup>2</sup>; and
- a second building used as offices of a surface area of approximately  $3,780 \text{ m}^2$  constructed on a plot of land of  $8,797 \text{ m}^2$ .
- a third building used as offices of a surface area of approximately 3,690 m<sup>2</sup> built on a plot of land of 4,850 m<sup>2</sup>.

The amount of investments in financial leasing is  $\notin 5,240,300$  spread over three tranches, the first corresponding to the price and acquisition costs ( $\notin 3,274,600$ ), the second to the cost of works on fitting-out and building a connection between the two buildings ( $\notin 725,400$ ) and the third, to the cost of refurbishment of the historic building ( $\notin 1,240,300$ ).

The rent is payable quarterly and incorporates a portion for reimbursement of the capital and a portion for interest calculated on the outstanding capital at a nominal rate of the three-month EURIBOR + 1.50%.

SCI Les Tilleuls has a call option on the building that is the subject of the financial leasing agreement. This option may be exercised either on maturity of the financial leasing agreement, i.e., 3 April 2026 for a price of  $\notin$ 1.00 or in advance after expiry of the 7th year. In the latter case, the purchase price will be equal to the outstanding capital on the date of exercise of the option plus (i) 3% until the end of the 10th year, (ii) 2% from the start of the 11th year to the end of the 12th year, (iii) 1% from the start of the 13th year to the end of the 14th year (iv) without any increase thereafter.

The building dedicated to business and offices of an approximate surface of  $3,690 \text{ m}^2$  was financed by a financial leasing agreement in August 2016, of an amount of  $\notin 4$  million or for a term of 15 years.

*ii. Amplitude SAS* 

Amplitude SAS is the lessee of the two sites which it occupies, located at Neyron (Ain) and Valence (Drôme) mainly used as offices.

Neyron site

The premises located at Neyron used exclusively as offices, having a surface area of 679 m<sup>2</sup>, are occupied under a commercial lease entered into for a nine-year term from 19 March 2015 from completion of the works by the lessor and at the latest 15 May 2015. The annual rent, ex tax, ex charges is  $\in$ 78,410.52 to which is added additional rent of  $\notin$ 9,000 paid during the first six years of the lease as consideration for performance of fitting-out works by the lessor. The rent (excluding the additional rent) is indexed annually on the basis of variations in the Index for Rent for Premises used for Tertiary Activities (ILAT). Valence site

Amplitude SAS sub leases the premises leased by SCI Les Tilleuls under the financial leasing agreement described above, under a commercial subleasing agreement for use for the manufacture and marketing of all medical-surgical devices and products and for provision of medical-surgical services, of which the term is nine years from 4 April 2011.

Amplitude SAS is also the lessee of storage premises of a surface area of 502 m<sup>2</sup> located in Valence under a commercial lease granted for a nine-year term from 9 July 2015. Amplitude SAS will lease new storage premises of a surface area of 500 m<sup>2</sup> to replace these premises.

The annual rent, excluding tax, excluding charges, is €13,200.

The occupancy of the premises occupied by Amplitude SAS is 90% as of the date of this Registration Document.

# *iii.* Novastep SAS

By virtue of an agreement for the making available of premises and services granted for a term of six years from 1 May 2016, Novastep occupies office premises located in Rennes of a total surface area of 290 m<sup>2</sup>, as consideration for a monthly fee for all services provided of  $\in$  33,350 excluding tax, excluding charges. The rent is indexed annually on the basis of the variation in the INSEE index for rent from tertiary activites, base 2<sup>nd</sup> quarter 2015.

# 1.5.1.2 International locations

The Group also has international locations in the following countries:

- In Australia, the Group is the lessee, under two leases, of premises used as offices occupied in Sydney having a surface area of 186 m<sup>2</sup>, for an initial monthly rent of AU\$3,842 excluding taxes, excluding charges (subject to an annual increase of 3.50%) granted for a term of five years from 1 January 2015 and in Adelaide of a surface area of 533 m<sup>2</sup>, for an initial monthly rent of AU\$5,281.25 (subject to an annual increase of 4%) granted for a term of five years from 1 January 2014;
- In Switzerland, the Group is the lessee, under a commercial lease, of premises in Geneva used as offices having a surface area of 68 m<sup>2</sup>, occupied for an initial rent of CHF27,000 (which may be amended annually in proportion to the variation in the Swiss consumer price index subject to one month's notice from the lessor) granted for a term of five years from 15 December 2011;
- In the United Sates, the Group is the lessee, under a lease, of premises used as office in Nanuet, New York having a surface area of 3,500 square feet (approximately 325 m<sup>2</sup>), occupied for an annual rent of US\$64,890 (inclusive of taxes and upkeep of the common parts) and granted for a term of one year from 1 February 2016;
- In Belgium, the Group has entered into two domiciliation agreements in the framework of a services provision agreement respectively from 14 January and 11 June 2014, for premises located at 523 avenue Louise, 1050 Brussels for a total amount respectively of €100 and €150 excluding tax covering all affiliation costs and granted for an indeterminate period.
- In Japan, the Group is the lessee under a lease of premises used for offices and storage and a car park, located at 1-11-4 Yushima, Bunkyo-ku, Tokyo, of an occupied surface area of 464

m<sup>2</sup> for a rent of 18,180,288 Yen (taxes and maintenance included) per annum, for a term of two years from 1 March 2016, renewable for 2 years.

- In Romania, the Group is the lessee under a lease of premises used as offices, located at Bucharest, Sectorul 6, Splaiul Independentei, nr 202, Partner, Camera C10C, Corp de Proprieta 2, of an occupied surface area of 32 m<sup>2</sup> for a rent of €2,150.40 per annum, granted for a term of two years from 10 June 2016.
- In Brazil, the Group is the lessee under a lease of premises used for offices and storage located at Av. 80-A, 599 Jardim Village, Zip code 13506-095, Rio Claro, of an occupied surface area of 835 m<sup>2</sup> for a rent of 84,000 Reals, granted for a term of 3 years as of 27 April 2017.

#### **1.6 INVESTMENTS**

1.6.1 Investments in the last three financial years

(In €thousands)	Financial year ended 30 June 2017	Financial year ended 30 June 2016	Financial year ended 30 June 2015	
Intangible assets	5,169	4,781	3,435	
Tangible fixed assets	19,714	11,779	6,343	
Total	24,883	16,560	9,778	

The table below sets out the total amount invested by the Group in the last three full financial years:

Investments made during the financial year ended 30 June 2017 concern mainly for intangibles, the cost of registering products in the USA of  $\notin 0.6$  million, the KneeMap project for  $\notin 0.5$  million, product development costs of  $\notin 1.5$  million and re-evaluation of patents to include future royalties of  $\notin 1.9$  million and for tangibles, a new logistics building 4  $\notin 4.0$  million, a clean room for the cleaning and packaging of the implants for  $\notin 2.5$  million and ancillaries made available to new customers in France for  $\notin 8.8$  million, at Novastep for  $\notin 0.5$  million, in Australia for  $\notin 1.5$  million, in Brazil for  $\notin 1.5$  million, in South Africa for  $\notin 0.2$  million and in Japan for  $\notin 0.3$  million and manufacturing resources dedicated to new products for  $\notin 0.4$  million.

Investments made during the financial year ended 30 June 2016 concern mainly for intangibles, the cost of registering products in Japan for  $\notin 0.6$  million, product development costs of  $\notin 1.6$  million, and re-evaluation of patents to include future royalties for  $\notin 0.6$  million and for tangibles, ancillaries made available to new customers in France for  $\notin 6.4$  million, at NovaStep for  $\notin 0.9$  million, in Australia for  $\notin 2.3$  million, in South Africa for  $\notin 0.6$  million and in Japan for  $\notin 0.4$  million, and manufacturing resources dedicated to new products.

The investments made during the financial year ended 30 June 2015 mainly concerned, for the intangible portion, product registration fees in the United States for  $\notin 0.6$  million, product development expenses for  $\notin 1.6$  million and the revaluation of patents in order to take into account future royalties of  $\notin 1.4$  million, and for the tangible portion of the assets made available to new customers for  $\notin 3.2$  million in France, for  $\notin 2.4$  million in Australia, as well as manufacturing tools for new products.

## 1.6.2 Main investments in progress

The Company is currently setting up a clean room, with the full completion of the entire infrastructure. This investment is currently being validated by the Company's teams and should enable it to be operational by 1 January 2018. This investment, with a total cost of  $\notin 2.5$  million, should result in savings of  $\notin 2$  million over a full year, with 90% of the manufacturing flows being internalized. The clean room capacity will enable us

to cope with a fourfold increase in our volume of activity, with the creation of additional teams and the purchase of new sealing machines.

#### 1.6.3 Main future investments

The company is considering to acquire, via SCI Les Tilleuls, a plot of land of 4,000 m<sup>2</sup> opposite the Valence registered office, to accommodate the infrastructure necessary for future subcontracting operations carried out by Sofab and its subsidiaries. The financial commitment for the land is approximately  $\notin 0.3$  million.

Amplitude SAS has signed two letters of intent for the purchase of the Duotech companies, on 8 March 2017 and of DMP entered into on 13 July 2017.

As at the date of this Registration Document, the Company has not entered into any significant firm commitments other than those relating to the shareholder and minority interest agreements described in Section 1.4.3 of this Registration Document, "*Shareholders' agreements and minority interests*" (see Note 28 to the consolidated financial statements for the year ended 30 June 2017, Section 6.1 "*Group Consolidated Financial Statements for the financial year ended 30 June 2017*Group Consolidated Financial Statements for the financial year ended 30 June 2017Group Consolidated Financial Statements for the financial year ended 30 June 2017Group Consolidated Financial Statements for the financial year ended 30 June "of this Registration Document).

## 1.7 LEGISLATION

As a manufacturer of medical devices, the Group must satisfy regulatory requirements in each of the countries where it markets its products. Regulations for the Group's "key" markets, i.e. those where it has a subsidiary, are set out below.

- 1.7.1 Legislation applicable to medical devices
  - 1.7.1.1 Europe
- *i.* Applicable legislation

#### General overview:

The European Union has established a legal framework for the inspection of medical devices within the European Union. The regime obliges manufacturers to ensure that their devices are safe and suitable for their intended purpose before they are marketed in Europe. The aim of the regime is to harmonise the European standards in place to protect against the risks associated with the design, manufacture and packaging of medical devices and enable free movement of these devices in the European internal market.

The European Regime (which is currently being reviewed) is laid down by a number of Directives, including (i) Directive 93/42/EEC relating to medical devices (the Medical Device Directive), which applies to the Group's range of medical devices; (ii) Directive 90/385/EEC on the approximation of the laws of the Member States relating to active implantable medical devices; and (iii) Directive 98/79/EC on in vitro diagnostic medical devices (IVDMD).

These directives, which were transposed into the French Public Health Code and into similar laws and regulations in other European countries, enshrine a number of aspects of medical devices, including in particular:

- Product design, development and manufacture;
- Product testing;
- Storage;
- Marketing;

- Product certification and CE marking;
- Data storage procedures; and
- Post-marketing monitoring (medical device vigilance).

## Manufacturer:

The main obligations under these Directives apply to "manufacturers" of medical devices, namely, the individuals or legal entities responsible for the design, manufacture, packaging and labelling of a device before it is marketed under their own name, regardless of whether these operations are carried out by these individuals or entities or by a third party on their behalf. The key provision that qualifies a medical device manufacturer as such is the fact of placing the medical device on the market "under its own name".

## Classification of devices:

The Medical Device Directive dictates a hierarchy of control such that the level of control over a medical device corresponds to the level of potential risk identified as inherent in the type of device. As a result, a "risk-based" classification system has been set up to determine levels of risk based on the vulnerability of the human body and considering the potential risks associated with devices. A medical device may be determined as falling within one of the following four classes of products, from low risk to high risk: Class I, Class IIa, Class IIb and Class III.

As an example, basic adhesive dressings generally fall within Class I, while hip replacements would generally be considered Class III devices. Commission Directive 2005/50/EC regarding the reclassification of hip, knee and shoulder joint replacements requires that implantable components for total replacement of the hip, knee or shoulder are classified as Class III medical devices, in derogation of the rules in the Medical Device Directive. As indicated below, the higher levels of classification require more demanding assessments.

# Compliance assessment:

Before products are marketed in the European Union, they must have obtained CE marking to prove their compliance with European legislation. This CE marking provides legal authorisation for the manufacturer to distribute their products within the European Union. It is also a guarantee of safety for users and indicates that the manufacturer has made every effort to ensure compliance with European requirements.

To be able to affix the CE mark to one of its medical devices, the manufacturer's products must comply with the "Essential requirements" laid down by European legislation. This comprises a clinical investigation of the device and conformity with the shared harmonised European standards for a number of medical devices.

The nature of the compliance assessment depends on the classification of the medical device (and reflects the perceived risk associated with the device). As a general rule, compliance assessment procedures for Class I devices may be carried out by the manufacturer itself by means of self-certification: once the manufacturer considers that the product meets all the "Essential requirements" of the Directive, it declares that the product complies with the Directive and must register with the competent authority of the Member State in which the device is marketed.

All other classes of device (and sterile Class I devices) require a level of involvement from a "**Notified Body**". Class IIb and Class III devices must be audited or examined, and in the case of Class III devices, a design file must be submitted and approved by the Notified Body. Notified Bodies, which number approximately 80 throughout Europe, are appointed and supervised by Member States and act under the supervision of the Competent Authority.

Notified Bodies are initially selected by the manufacturer. Having been under the authority of German Notified Body DEKRA, the Group has chosen the British Notified Body, the British Standards Institution, with regard to the marketing of its products in Europe. As a French manufacturer, the Group is also supervised by the competent French authority, the French National Agency for Medicines and Health Products Safety (ANSM).

## *ii.* Structure and control of the quality management system

Since it was established, the Group has set up a quality management system covering all of its activities, from product design to distribution. This system applies to all the Group's activities and is audited annually by British Notified Body BSI to ensure that it is effective.

As such, the Group has the ISO 13485 certification, an essential quality system certification for medical device manufacturers, helping to meet various requirements of the Medical Devices Directive.

## Post-marketing surveillance and vigilance reports:

Post-marketing activity may be considered proactive (post-marketing surveillance - PMS) or reactive (medical device vigilance). Manufacturers must establish and maintain a procedure for systematic analysis of the data acquired on devices in the post-production phase and implement appropriate means to apply the corrective or preventive measures that are required to ensure quality management standards. PMS processes generally seek information on the safety and quality of the device which is then used to determine whether the risk assessments conducted previously demand revisions to the device, if the instructions for use necessitate a revision and if a product quality issue needs attention and to be addressed.

In addition, medical device vigilance under the Directive requires manufacturers to publish reports for the Competent Authority immediately it becomes aware of: (i) any malfunction or degradation in the characteristics and/or performance of a device, as well as any inadequacy in the labelling or the instructions for use which might lead or which might have led to the death of a patient or a serious deterioration in their state of health; and (ii) any technical or medical reason connected with the characteristics or performance of a device leading to systematic recall of devices of the same type by the manufacturer for the reasons described in (i).

Manufacturers are also required to inform the Competent Authorities of any field safety corrective actions (FSCA) that they are undertaking. FSCAs are generally carried out in response to problems raised by the manufacturer through the vigilance of PMS programmes and are actions implemented to reduce the risk of death or serious deterioration in the state of health associated with the use of a medical device already on the market. As an example, FSCAs can include modifications to a device, review of the advice pertaining to the use of the device or the return of the device to the manufacturer.

## Implementation:

The Competent Authorities in all Member States have a range of powers for handling and withdrawing from the market products that do not comply with the applicable requirements, and may institute criminal proceedings if local law transposing the Directive is not enforced. As an example, some of the powers granted to the Competent Authorities of Member States include the ability to:

- enter premises, inspect goods, examine manufacturing procedures and arrange tests, and demand that all files be produced for examination;
- seize and hold certain goods or restrict or prohibit the supply of certain goods;
- issue a series of opinions requiring the suspension of deliveries, the restriction of supply, the confiscation of goods, the provision of warning notices and/or the completion of corrective measures to rectify a non-conformity;

- issue recall notices requiring the manufacturer to arrange for return of the product by consumers; and
- bring criminal proceedings, including convictions with fines and prison sentences.

## *iii.* Specific features of the different European Union member countries

The regulatory environment applicable to the Group is set by European Directives and accordingly, the Group must consider the specific characteristics of their transposition into national laws. Some Member States have added conditions relating to registration, notification or additional evaluations in particular. Furthermore, the requirements relating to medical device advertising vary considerably between Member States, with French requirements in respect of advertising under the Bertrand Law being particularly strict (and very similar to the rules that apply to medicinal products).

## 1.7.1.2 United States

## *i. Applicable regulations*

In the United States, the legislation applicable to medical devices was defined by the Medical Device Amendments Act of 28 May 1976 which amended the federal Food, Drug and Cosmetics Act ("FDCA"). This legislation was transposed into Sections 800 to 1299 of the Code of Federal Regulations ("CFR") which defines medical devices, creates a classification scheme for them and describes the necessary standards for a product to be registered. Product and manufacturer registration is directly controlled by the Food and Drug Administration ("FDA").

The basic regulatory requirements with which manufacturers of medical devices distributed in the United States must comply are: (i) registration of the company; (ii) registration of the medical devices; (iii) premarket notification 510(k), unless exempt, or pre-market approval (PMA); (iv) Investigational Device Exemption (IDE) for clinical trials; (v) legislation on the quality system; (vi) labelling; and (vii) reports on medical devices.

# *ii. Medical device registration and inspection procedure*

In the US market, as with most other national markets, medical devices are categorised into classes (on a scale from I to III based on the level of hazard). Depending on the product class, there are two procedures to be used:

<u>the pre-market notification 510(k) procedure</u>: This procedure entails filing a technical submission to demonstrate that the product covered by the submission is substantially equivalent to a product already present on the US market (concept of "Substantial Equivalent"). To demonstrate substantial equivalence, the applicant must demonstrate that their device has the same "intended use" and is as safe and effective as the predicated device. This procedure applies to most Class II (moderate risk) devices. The time-scale for review of a submission by the FDA is a minimum of 90 days. However, the FDA may suspend the time-scale if it considers that the responses with which it has been provided are inadequate. The time-scale may therefore be protracted and may even culminate in failure of the submission. The applicant must pay a small user fee for the submission.

<u>the "pre-market approval" procedure</u> ("**PMA**"): If the products submitted are Class III (high risk) products with no Substantial Equivalent on the market, the FDA then requires the "Pre-market approval" procedure. This procedure is significantly longer and more complex. The PMA must include information on the manufacture, components and principles of operation of the device; on the proposed labelling; and comprehensive reports on all information relating to surveys conducted to evaluate the safety and efficacy of the device. The PMA must include clinical data, and the applicant must pay a substantial user fee.

Class I devices, which present the lowest risk, are generally exempt from any pre-market scrutiny (as mentioned above).

## 1.7.1.3 Japan

## *i. Applicable regulations*

In Japan, the Minister for Health, Employment and Social Protection is competent to legislate on medical devices manufactured or sold on Japanese territory. The most recent update to the law on pharmaceutical products was made in 2005, to align Japanese legislation with market practices, including by adapting ISO 13485:2003 regarding quality systems. The Japanese Pharmaceuticals and Medical Devices Agency (PMDA) was also created; it is responsible for appointing Notified Bodies. All medical devices require pre-marketing authorisation.

## *ii. Medical device registration and inspection procedure*

To obtain this authorisation, the manufacturer must arrange for inspection of its product by a Notified Body (or by the PMDA directly for the highest-risk medical devices), to check that the device complies with the provisions and principles laid down by the law on medical and pharmaceutical products. In addition, for the highest-risk medical products, substantial equivalence to a product already present on the Japanese market must be demonstrated.

The steps required to register a product on the Japanese market may be very protracted (up to 36 months).

## 1.7.1.4 Brazil

The National Health Surveillance Agency (ANVISA) is responsible for the control and regulation of medical devices manufactured or marketed in Brazil under the supervision of the Minister for Health.

## *i. Applicable legislation*

The legislation applicable to medical devices is resolution RDC No. 185 of October 2001. This resolution describes the procedure applicable to the registration of medical products and lists the documents that are necessary. Products are also grouped into 4 different classes.

## *ii. Medical device registration and inspection procedure*

For a medical device to be manufactured or marketed in Brazil, proof must be provided of its compliance with resolution RDC No. 185. Products must have been subject to testing by an accredited laboratory (ILAC, EA or IAAC).

In addition, electrical medical devices must obtain INMETRO certification, issued by a certifying body, and must then be registered directly with the National Health Surveillance Agency.

## 1.7.1.5 Australia

# *i.* Applicable regulations

Medical devices are regulated by the Therapeutic Goods (Medical Devices) Regulations adopted in 2002. This legislation is technically very close to the Medical Device Directive in its requirements and its application procedures. As such, there is a quality system certification procedure in the Australian market that is comparable to the procedure used in the European Union and is based on ISO 13485:2003 certification.

The authority responsible for monitoring and enforcing this legislation is the Therapeutic Goods Administration (TGA). This Administration is also the compliance assessment body for medical device manufacturers.

## *ii. Medical device registration and inspection procedure*

The registration procedure for the Australian market is known as a "Pre-market assessment". This procedure is based on filing a technical submission which must demonstrate that the proposed device complies with ISO 11135 (which specifies the requirements for the development, approval and routine inspection of the sterilisation procedure for medical devices using ethylene oxide) and ISO 11137 (which defines product families for determining and auditing the sterilisation dose to obtain maximum assurance that products are sterile). This evaluation procedure is carried out either by the Australian administration directly or by an approved Notifying Body.

## 1.7.1.6 India

## *i. Applicable regulations*

Historically, most medical devices have been unregulated in India. This has changed in recent years: certain devices have been categorised as medical devices, and the Indian supervisory body, the Central Drug Standard Control Organisation ("**CDSCO**") has introduced guidelines for medical devices and appointed its approval body, the Central Licensing Approval Authority ("**CLAA**"), which is responsible for the supervision of medical devices.

Comprehensive legislation is being implemented which should considerably widen the scope of regulation for medical devices in India. The suggested amendments to the Indian Drugs and Cosmetics Act will probably lead to a review of the existing regulations and standards applicable to medical devices, which may increase the time-scale for approval of devices and the associated costs.

## *ii. Medical device registration and inspection procedure*

At the present time, the CLAA only requires pre-marketing examinations for certain categories of medical device, including cardiac prostheses, cardiac valves, orthopaedic implants and intraocular lenses. In addition, certain medical devices such as condoms, tubal ring IUDs, blood pouches, etc., are regulated in the same way as drugs.

Furthermore, regulated medical devices imported from outside India which have obtained prior approval in the US, the European Union, Canada, Japan or Australia may legally be sold in India by making a technical submission and obtaining the necessary approvals, leading to a limited compliance assessment process. In such cases, those requesting registration of the device must submit all documentation used to support prior authorisations with their request.

## 1.7.2 Liability for defective products

The concept of liability for defective products was established by the European Directive of 25 July 1985 and transposed into French law by Law No. 98-389 of 19 May 1998, reinserted in articles 1245 *et seq.* of the French Civil Code by Order No. 2016-131 of 10 February 2016. In European countries, this legislation establishes the automatic liability of producers for losses caused by product defects.

Any producer within the meaning of Article 1245-5 of the French Civil Code is liable, regardless of whether they are contractually bound to the victim or whether the victim has professional status, provided that the injury has been caused by a product defect and that the product has been put into circulation.

The concept of producer is extremely broad, since it covers any entity acting in a professional capacity and manufacturing a product, producing a raw material or manufacturing a component part, as well as any entity acting in a professional capacity and purporting to be a producer by placing their trade mark or other distinctive sign on the product. Use of the fabless model does not exempt the Group from this liability, and it therefore fits the definition of a producer and is automatically liable for defective products.

The trial judges decide on the defect at their sole discretion pursuant to Article 1245-5of the French Civil Code according to which a product is defective when it does not provide the level of safety that can legitimately be expected.

The principle of compensation is the principle of full compensation for all harm, with no indemnity ceiling.

Health care products and devices used in this context, including orthopaedic prostheses, are thus products within the meaning of French law. However, when the loss is caused by a defect in such a product when it is used to provide a service, particularly a service provided by a hospital facility, the Court of Justice of the European Union ("**CJEU**") considers that the Directive does not cover the service provider's liability because it does not contribute to the manufacturing/distribution chain and is therefore excluded from the scope of persons whose liability is defined by the Directive, provided that there is a means of redress against the producer (CJEU 21 December 2011, Case C.495/10).

The French *Conseil d'Etat* supplemented this decision in a ruling of 9 July 2003, considering that the public hospital service is liable on a no-fault basis for injury caused by the failure of the health care products and devices that it uses. The CJEU does not prosecute this solution when the service provider's redress from the producer is expressly upheld. However, this distinction does not apply if the service provider is acting as the product supplier, when it can be held liable only on the basis of Articles 1245 *et seq.* of the French Civil Code, i.e. its liability is not subsidiary. This is the case for the supply of prostheses in particular (French Court of Cassation, first civil division 12 July 2012, No. 11-17510).

The Group is also subject to equivalent liability in all countries where it distributes its products.

- 1.7.3 Management of relationships with prescribing professionals and managers in public hospitals awarding public contracts
  - 1.7.3.1 France

In France, relationships between manufacturers and distributors of medical devices which are reimbursed by the compulsory health insurance scheme and health care professionals are governed by the provisions of Article L. 4113-6 of the French Public Health Code on benefits granted to health care professionals (the so-called "anti-gift" provision). For the purpose of conforming to the restrictions stipulated by this provision, the Group applies ethical rules based on the following major principles:

- relationships between the Group and health care professionals must not influence purchasing decisions through direct or indirect benefits;
- relationships between the Group and health care professionals must be transparent and comply with the current legislation applicable in this area; and
- relationships between the Group and health care professionals must, in compliance with current applicable provisions, be subject to written agreements, for which templates have been adopted by the Group (with every agreement being submitted to the relevant *conseil départemental des médecins* (French departmental governing body for doctors)).

Furthermore, a significant proportion of the Group's business derives from public supply contracts awarded by public health care facilities covered by the scope of application of the French Code of Public Contracts.

In France, businesses that participate in public contracts are exposed to the risk of criminal sanctions if their behaviour in respect of an awarding authority has the effect of distorting competition conditions in relation to the award procedure. The main risk of criminal sanction is connected with the offence of favouritism, defined by Article 432-14 of the French Criminal Code as the act of procuring or attempting to procure undue advantage by means of an act contrary to the laws and regulations designed to guarantee freedom of access and equality of candidates in public contracts. A business may, under certain conditions, be exposed to aiding and abetting the offence of favouritism and therefore incur (i) criminal penalties and (ii) the cancellation of the public contract by the administrative judge.

There are also other offences, as laid down in Articles 433-1 *et seq*. of the French Criminal Code, with which a bidder for a public contract may be charged, such as active corruption, which includes offering undertakings, gifts or benefits of any kind to a representative of the public authority in exchange for an official duty or for forbearance, or active trading in influence, which includes offering undertakings, gifts or benefits of any kind to a representative for them to abuse their influence for the public authority for them to abuse their influence for the purpose of obtaining public contracts or any other favourable decision from a public procurement authority.

This criminal law framework for public contracts requires the Group to abide by strict ethical rules and principles when it participates in public procurement procedures.

For this purpose, in respect of public health care facilities and their representatives, the Group ensures that it complies with the recommendations of the codes of ethics published by public purchasers and, in particular, that:

- it neither offers (nor accepts) any direct or indirect benefit from (or on the behalf of) the public entity;
- it ensures that the other candidates benefit at the same time from any inside information that is granted (adherence to the principle of equal treatment of candidates);
- it refrains from giving any gifts, particularly during the consultation period (during execution of the contract, only ordinary gifts with token value such as pens or promotional items may be given);
- it refrains from taking representatives of the public customer to a restaurant, particularly during the consultation period; and
- it refrains from inviting its contacts to professional events (such as trade fairs and workshops) or recreational events (such as sporting or cultural events), at the Group's expense.

## 1.7.3.2 United States

In the United States, the Physician Payment Sunshine Act (the "**Sunshine Act**") was adopted in March 2010 in connection with the US law on Patient Protection and Affordable Care and implemented through various regulations adopted by the US Centers for Medicare and Medicaid Services (the body which sets the terms and conditions for health care reimbursement in the US, the "**CMS**") in February 2013. The Sunshine Act demands that drugs, medical devices and biological and medical materials manufacturers covered by the three US health care regimes (Medicare, Medicaid and the health insurance scheme for children, the "**SCHIP**") disclose any payment or item of value given to doctors or university hospitals to the CMS. The CMS also requires certain manufacturers and group purchasing organisations to disclose any contribution to or investment in these bodies by doctors. The information reported is published on the Open Payment Program website managed by the CMS.

The Sunshine Act defines "payments or other items of value" as any item of any value, such as meals, fees or the reimbursement of travel expenses. However, certain payments are expressly excluded from this definition, including educational material and contributions in kind to charity. The information that must be disclosed to the CMS for each payment or item of value must include (i) the name and address of the recipient; (ii) the amount and the date of the payment or item; (iii) the form of the payment or item (monetary or in shares); and (iv) the nature of the payment or item (fees, gifts or entertainment).

Failure to provide this information in due time is punishable by financial penalties. As such, failure to forward the information required is punishable by a civil fine of an amount ranging from \$1,000 to \$10,000 (the total may not exceed \$150,000) for each undisclosed payment, item of value, holding or investment, as required by the Sunshine Act. Knowledge of a failure to provide information to the CMS is also punishable with a civil fine of an amount ranging from \$10,000 to \$100,000 (the total may not exceed \$1,000,000). Failure to provide information and knowledge of such failure to provide information are accounted for separately.

The disclosure of a payment, an item of value, a holding or an investment in the public database in accordance with the Sunshine Act is not necessarily an indication that the individuals in question have engaged in improper or unlawful conduct. However, disclosure of a payment in accordance with the **Sunshine Act** does not protect them from legal liability under other laws, including the Anti-Kickback Statute and the False Claims Act.

## 1.7.4 Advertising restrictions on medical devices

As a manufacturer and distributor of medical devices, the Group is subject to restrictions in France on advertising for its products, in accordance with the provisions of Articles L. 5213-1 and R. 5213-1 *et seq.* of the French Public Health Code transposing the Bertrand Law.

Advertising is defined as all forms of information (including door-to-door), canvassing activity or inducement designed to promote:

- the prescription;
- the supply;
- the sale;
- or the use of medical devices.

To the exclusion of the following forms of information:

- labelling and instructions for use;
- correspondence, possibly accompanied by material of a non-promotional nature, needed to answer a specific question about a device;
- information relating to warnings, precautions for use and adverse effects identified as part of medical device vigilance and in vitro diagnostic medical device vigilance;
- sales catalogues and price lists if they do not feature any information about the device;
- information on human health or human diseases, provided that it does not make reference even indirectly to a medical device.

With regard to medical devices that are reimbursable, including those devices that are partly reimbursable, by compulsory health insurance schemes, advertising to the public is prohibited in principle (Article L. 5213-3 of the French Public Health Code). However, the list of devices for which advertising to the general public is permitted (Class I and IIa medical devices) is set by decree. This advertising is subject to ex-post checking
by the ANSM and there is no requirement to file it with the ANSM. Advertising to the general public is strictly prohibited for reimbursable Class IIb and III devices.

Non-reimbursable medical devices may be advertised to the general public (Article L. 5213-4 of the French Public Health Code). It is subject to *ex-ante* checking by the ANSM if the medical devices are on the list of devices presenting a significant risk to human health (which are authorised for a renewable term of five years). Advertising for other non-reimbursable devices is subject to ex-post checking by the ANSM and there is no requirement to file it with the ANSM.

For all medical devices, both reimbursable and non-reimbursable, advertising to health care professionals for devices on the list of medical devices presenting a significant risk to health is subject to ex-ante checking by the ANSM. Advertising to health care professionals for other medical devices is subject to ex-post checking by the ANSM and there is no requirement to file it with the ANSM.

In all cases where advertising is permitted, its form and content must comply strictly with the obligations and prohibitions prescribed by the French Public Health Code and in particular, by Articles L. 5212-3 and R. 5213-1 to R. 5213-3.

The ANSM monitors and sanctions failure to comply with these constraints and may add daily penalties to its formal demands and prohibit the continuation or distribution of an advertisement.

### 1.7.5 Environmental legislation

Due, on the one hand, to the Group's adoption of a fabless model and, on the other, to the non-hazardous nature of the substances present in the products that it markets (which consist entirely of metals such as titanium, cobalt, etc.), the Group is subject to limited standards and constraints with regard to environmental law.

Given the Group's business, the only provisions applicable to it in France relate to the regulations applicable to electrical and electronic equipment waste.

### 1.7.5.1 Legislation applicable to explosive atmospheres

In France, the Group has an industrial site in Valence, the operation of which is subject to compliance with particular environmental constraints. Although this site is used largely as office premises and storage facilities taking delivery of non-hazardous products, it includes a powder sintering workshop subject to the regulations applicable to explosive atmospheres (Directive 1999/92/EC on minimum requirements for improving the safety and health protection of workers potentially at risk from explosive atmospheres, the so-called "ATEX" Directive, transposed by Articles R. 4227-42 *et seq.* of the French Employment Code).

In the presence of "ATEX" zones, the employer is subject to various obligations involving the implementation of necessary risk prevention measures or measures to limit the propagation of explosions based on an examination of the risks associated with explosive atmospheres, or the creation and updating of a document relating to protection from explosions, as part of the single risk assessment document. The classification of "ATEX" zones and the legislation that applies to these zones are specified in two decrees dated 8 and 28 July 2003.

Only the sintering room on the Valence site operated by the Group is affected by "ATEX" legislation, and in November 2013, Bureau Veritas conducted a study supporting the classification of "ATEX" zones and formulating recommendations.

## 1.7.5.2 Regulations applicable to electrical and electronic equipment waste

In addition, the Group markets AMPLIVISION® computer-assisted surgery systems, which contain electronic components that require the Group to adhere to the regulations on electrical and electronic equipment waste applicable to the French market. On this basis, the Group is included in the national register of electrical and electronic equipment producers.

European Directive 2012/19/EU on waste electrical and electronic equipment ("WEEE") and European Directive 2011/65/EU on the restriction of the use of certain hazardous substances in electrical and electronic equipment (recasting Directive 2002/96/EC and Directive 2002/95/EC) impose obligations on producers of electrical and electronic equipment that govern design, marketing and waste processing for these products. In particular, these directives set incremental targets for the collection and recycling of WEEE by 2020 (a collection target of 65% of electrical and electronic equipment sold, with effect from 2019).

Producers and distributors of electrical and electronic equipment are subject to various obligations in terms of equipment compliance, marketing, declaration, and the collection and processing of waste equipment. Producers may make use of specialist service providers to fulfil their collection obligation for WEEE. Failure to comply with the applicable provisions will incur administrative and criminal sanctions.

Up until this year, the Group collected the WEEE from navigation systems itself, to reuse the parts. With a view to the elimination of WEEE in the future, the Group is currently in negotiations with an approved environmental body which will be responsible for collection and processing.

# **1.8 RESEARCH AND DEVELOPMENT**

### 1.8.1 Research and Development

Research and development ("**R&D**") is the source of Group innovation and is essential for improving existing technology and also, developing new products.

# 1.8.1.1 Key stages in the R&D process

The organisation and design of a medical device, from expression of the need by the requesting party through to validation followed by declaration of CE conformity and controlled placing on the market, takes approximately 36 months. This detailed procedure allows defining the preliminary stages of a project, those relating to its development, as well as those associated with modification of the design. The development procedure and any associated studies, also applies to requests for design of new products or to modify the design of existing products in the range.

The person initiating the design of a medical device is, in general, external to the Group, i.e., a designer surgeon who is an expert in the field of the product under design and development.

The design process for a medical device is based on three main stages: (i) the development stage: development is steered by the R&D Director who guarantees, at his level, general organisation and coordination of the various studies for the development to provide a global response to customers' general needs; (ii) the study stage: the needs expressed by its customers are manifested by more specific technical specifications (functional, of performance and safety); these specifications are processed in the form of studies at the design offices concerned; (iii) the release: for verification of the design (development data deliverables and data from associated studies), validation of the design, the CE declaration of conformity and controlled placing on the market of the devices concerned.

### 1.8.1.2 R&D teams

The R&D activity is conducted entirely and internally by the Group to foster close relationships with surgeons and offer a rapid response to their needs. This also allows constant upgrading of the range of products offered.

The Group's R&D department is structured as three design offices: mechanical, computer-assisted surgery (software) and electronics. These three design offices are assisted by three support departments, namely (i) the Methods department with three centres: validation of special processes, industrialisation and follow-up of technical files; (ii) the Inspection department; and (iii) the I.M.A.G.E® process centre. A highly qualified, dedicated R&D team focuses daily on R&D activities. The team incorporates 45 engineers and/or highly qualified experienced doctors, as well as 11 technicians. The Group has formed strong partnerships with many networks of surgeons (some forty groups comprising from 6 to 12 surgeons) hence access to extensive practical information. During the design process for a device, at least three meetings a week are organised between the Group and the surgeons

# 1.8.1.3 Group investment in R&D activities

Significant resources are deployed to guarantee satisfactory operation and effectiveness of R&D. The Group dedicates a significant proportion of its budget to R&D activities. The R&D expenses represent 7.6% of revenues for the financial year ended 30 June 2017, i.e.,  $\in$ 7.1 million and 9.1% of the revenues for the period ended 30 June 2016, i.e.,  $\notin$ 7.3 million.

# 1.8.1.4 Key technology

The Group offers a wide range of products in the domain of high end orthopaedic prostheses for the entire lower limb (hip, knee, ankle and foot), with emphasis on knee and hip prostheses.

For hip prostheses, the products offered by the Group are adapted to all surgical practices and all operating approaches, whether posterior or anterior. The Group was able to identify a specific demand on the hip market and, in consequence, to mobilise its R&D teams to offer new technologies (in particular the H2 acetabulum and special software developed for hip prostheses) which the Group can exploit to win new market share.

For knee prostheses, the Group is present in two markets existing in France, i.e. (i) the mobile inlay market, with its SCORE knee prosthesis, and (ii) the fixed inlay market, with its ANATOMIC® knee prosthesis. The Group developed the ANATOMIC® knee to meet the demand of surgeons, with the assistance of its R&D teams. The ANATOMIC® knee prosthesis launched by the Group in April 2013 is an illustration of the constant attention paid by the Group to the needs expressed by the various players with whom it collaborates closely in developing its products. The success of this new product was manifested by the increase in the number of products sold by the Group from 1,342 ANATOMIC® knee prostheses in 2013 to 12,952 ANATOMIC® knee prostheses in 2017. Total sales of knee prostheses rose from 14,837 to 26,016 over the same period, i.e., an increase of more than 75% in the volume of products sold during the first year of the product launch, mainly in France. Finally, the Group has also designed two software programmes for the SCORE and ANATOMIC® prostheses: the 4 in 1 software and the 5 in 1 software.

The Group is also supported by associated departments which confer high added value on its product offer, notably its AMPLIVISION® computer-assisted surgery system (on which all its software operates), its i.M.A.G.E® system and its E.T.O.I.L.E® technical platform (extension of tables and associated services) for the anterior operating approach and its KNEEMAP® system (measurement of knee kinematics) (see paragraph 1.3.3 " *"Group business activities"* of this Registration Document).

## 1.8.2 Intellectual property

The Group's activity is dependent on effective protection of its intellectual and industrial property rights and rights under licences granted by third parties to the Company or its subsidiaries.

Industrial property incorporates significant know-how protected by a portfolio of patents. It is also important for the Group to protect itself against the unauthorised use and disclosure of its confidential information and its commercial secrets which are not necessarily the subject of any formal registration. The Group may be required to disclose in various forms, information, technology, processes, know-how, data or information which is not patented and/or patentable to third parties with whom it cooperates on research, development, manufacture and marketing of its products. In these cases, the Group requires the conclusion of confidentiality undertakings, notably in the framework of expert or consultancy agreements.

### 1.8.2.1 Patents

# *i. Description of the patents portfolio:*

The patents portfolio is an essential aspect in the Group's expansion. It provides protection from future competitors and demonstrates its technological advance on the high-end product market for orthopaedic surgery of lower limb joints (implants, instrumentation and computer-assisted surgery system). Since the first patents filed on 19 April 2002, 46 families of patents have been filed by the Group, of which 20 during the last four years.

The Group uses 46 families of patents of which (i) 19 families of which it is the owner, (ii) 2 families of patents which it owns jointly with a third party and (iii) 25 families of patents licensed to it.

PATEN	TS and PATENT applications	AMPLITUDE SAS	Third Parties
Number of families of patents, of which		19	23
	<ul> <li>Implants, of which</li> </ul>	6	16
0	Hip prostheses	4	9
0	Knee prostheses	2	7
	• Instrumentation and ancillaries, of which	10	2
0	Hip instrumentation	2	0
0	Knee instrumentation	8	2
	<ul> <li>Navigation systems, of which</li> </ul>	3	0
0	System for hip	0	0
0	System for knee	2	0

PATE	NTS and PATENT applications	AMPLITUDE SAS	Third Parties
Number of patents/patent applications, of which:		33	59
Number of patents:		18	34
	<ul> <li>Implants, of which</li> </ul>	9	31
0	Hip prosthesis	8	18
		1	13
0	<ul> <li>Knee prosthesis</li> <li>Instrumentation and ancillaries, of which</li> </ul>	7	3
0	Hip instrumentation	3	0
0	Knee instrumentation	4	3
	<ul> <li>Navigation system, of which</li> </ul>	2	0
0	System for hip	0	0
0	System for knee	1	0
	atent applications:	15	25
-	<ul> <li>Implants, of which</li> </ul>	4	22
0	Hip prosthesis	3	16
0	Knee prosthesis	1	6
	<ul> <li>Instrumentation and ancillaries, of which</li> </ul>	10	3
0	Hip instrumentation	0	0
0	Knee Instrumentation	10	3
	<ul> <li>Navigation systems, of which</li> </ul>	1	0
0	System for hip	0	0
0	System for knee	1	0
(*): Includin parties, in	ountries where application filed: g 5 patents jointly owned with third cluding one family for knee ion and one family for knee implants.	6: Australia, Belgium, Brazil, France, Italy, Mexico,	12: Germany, Australia, Belgium, Brazil, Spain, United States, France, Italy, India, Japan, Liechtenstein, Luxembourg, United Kingdom

PATENTS and PATENT APPLICATIONS	NOVASTEP SAS	Third parties
<ul> <li>Foot implants</li> <li>Instrumentation and ancillaries</li> </ul>	4 3	1 0
Number of countries where patents filed:	France, EU, 1 in the USA, 1 in Japan	France, PCT in progress

The term of validity of the patents is 20 years from the date of filing the application; hence the first patents to expire will not expire before 2018.

Patent applications are filed in France each time a patentable invention can be protected without disclosing know-how for which protection by industrial secrecy would be more appropriate. International protection is examined on a case by case basis, preferring the countries where the Company may have markets on a 20-year horizon (term of a patent) and countries in which competitors are located. The majority of these patents were filed in Europe, and some have been extended outside Europe, i.e. to Brazil, Australia, Mexico, United States, India and Japan.

The filing of each patent application is preceded by research on the prior art carried out by industrial property consultants to ensure the invention the subject of the technology concerned satisfies the criteria for patentability and that the patent can be issued by the corresponding offices and maintained as such, on conclusion of any opposition proceedings.

The costs for filing and maintaining the validity of patents in the various countries where they are filed requires a budget of approximately  $\notin$  218,939 for the financial year ended 30 June 2017, compared with an amount of  $\notin$  127,000 for the financial year ended 30 June 2016.

As at the date of this registration document, no objection has been filed against the patents held or operated by the Company.

# *ii. Jointly owned patents*

Some patents and/or patent applications are owned jointly with third parties. On the one hand, the family of patents "LCA cortex fixing" with priority of the French patent filed on 28 July 2011 under number FR20110056911 is jointly owned with COUSINS BIOTECH. No royalty for use of the patents is paid by the Group or by COUSINS BIOTECH.

On the other hand, the family of patents "Method of surgery and method of designing a surgical implant" with priority of the Australian patent filed on 19 October 2012 under number AU2013/001217 is now fully owned by Amplitude as a result of payment of the last tranche at the end of April 2016. Since use of the patent had not yet begun as of the date of this Registration Document, no royalties have been paid. The Company will pay Sydney Knee Specialists Ply Ltd royalties for use of the family of patents proportionate to the revenues generated for the patented product.

In the absence of a joint ownership agreement, the additional provisions provided in Article L.613-29 of the French Intellectual Property Code will apply to the French patent: each joint owner may use the patent for its own purposes and grant non-exclusive licence (subject to indemnifying the other joint owner for unilateral

personal use or unilateral granting of a non-exclusive licence). The proposed concession must, however, be notified to the other joint owners together with an offer for transfer of the quota for a fixed price; on the other hand, a unanimous decision is required to grant an exclusive licence.

It is important to note that the French provisions apply exclusively to patents under French law, including a patent resulting from French validation following proceedings before the European Patents Office (EPO). Thus, given EPO proceedings, including the designation of various validation territories for a jointly owned patent the joint ownership of each of the patents is subject to the regime in each of the validating States.

### *iii.* Patents for which the Group holds an operating licence

The main patents, essential to Group activity, are not held directly by the Company but were developed in partnership with one or more surgeons and licensed to the Company under an exclusive licensing agreement by one or more surgeons who generally combine to form a civil partnership, for a term of twenty years, i.e. the term of validity of the underlying patents. In this framework, the Group has undertaken to comply with certain conditions. These notably consist in development and marketing initiatives for products incorporating the licensed technology or the payment of (i) inclusive fees during performance of predefined stages or (ii) fees proportionate to the revenues generated by sales achieved by the Group in the territories where the patent was filed.

Some licensing agreements were not registered with the competent industrial property offices. The only consequence of absence of registration of the licensing agreements is that the latter are not enforceable against third parties, but exclusively against parties to the agreement. The registration formalities for the various licensing agreements at the various competent industrial property offices, for the purpose of rendering the Company's rights enforceable against third parties, are in progress.

### 1.8.2.2 Trademarks

The trademarks filed by the Group are essential for identification of its products (notably the trademarks ANATOMIC®, AMPLIVISION®, i.M.A.G.E® and E.T.O.I.L.E®). The Company holds a portfolio comprising 60 trademarks (131 registrations).

These trademarks were almost all exclusively filed in class 10 of the Nice Classification, i.e., for surgical, medical or dental instruments and devices and artificial limbs; orthopaedic articles; suture materials, prostheses, artificial implants, knee prostheses, hip prostheses and their component parts, orthopaedic prostheses, special fittings for medical use, operating tables, scalpels, ancillary equipment for computer assisted surgery, ancillaries for total knee prostheses, osteotomy plates, bone screws and bars used in surgery, acetabulums.

Some of these trademarks such as the "AMPLITUDE®", "AMPLIFIX®", "AMPLIRENT®", "AMPLITUDE MOVEMENTS FOR AN ACTIVE LIFE®", "AMPLIVISION®" and "E.T.O.I.L.E®" trademarks were also filed in class 5 (for pharmaceutical products, medical hygiene products, chemical preparations for medical use, plasters, equipment for bandages, bone cement for surgery and orthopaedics, surgical fabrics, alloys of precious metals for surgical, orthopaedic or dental use, disinfectants); in class 9 (for information technology hardware and software for use in surgery and orthopaedics, equipment for processing information and computers, computer peripherals, magnetic recording support media, optical discs, devices for recording, transmitting, reproduction or processing sound or images); in class 42 (scientific research services in the field of surgical instruments and devices, surgical prostheses, design and development of prostheses and implants); in class 44 (for surgical and medical services, surgical and medical assistance, leasing of medical devices, leasing of medical appliances and machinery, leasing of appliances and facilities in the field of medical technology, leasing of operating tables, orthopaedic tables, making available of information on surgical instruments and appliances, surgical prostheses, the fitting of artificial limbs, prosthetic appliances, prostheses and implants).

The countries covered by the registrations are as follows; France, Argentina, Brazil, European Union, Australia, Switzerland, Algeria, Japan, Morocco, Mexico, Norway, Tunisia, Turkey, Vietnam, Benelux, Germany, Italy, Lichtenstein, Sweden, United Kingdom, United States, Bulgaria, Cyprus, Czech Republic, Denmark, Estonia, Spain.

Like patents, trademarks are the subject of major free availability searches prior to filing. The Company policy is to secure trademarks as soon as possible once an upstream need has been identified. In addition, managers of the Company's intellectual property are particularly vigilant concerning defence of trademark rights and regularly oppose the filing of trademarks which may infringe the trademarks held by the Company.

### 1.8.2.3 Domain names

Amplitude SAS uses five domain names "amplitude-ortho.fr", "amplitude-ortho.com", "amplitude-ortho.ch", "amplitude-ortho.be", "amplitude-ortho.de" and "amplitude§ortho.ro" of which it is the owner as well as (i) the domain name "amplitude-ortho.com.au" registered in the name of its subsidiary Amplitude Australia Pty Ltd and (ii) the domain name "novastep-ortho.com" registered in the name of its subsidiary Novastep SAS and "novasteportho.com" registered in the name of its subsidiary Novastep Inc.

# **1.9 KEY CONTRACTS**

### 1.9.1 Shareholders' agreement

The main Group shareholders' agreements are described in Section 1.4.3 "Shareholders' agreements and minority interests" of this Registration Document and include notably:

- a shareholders' agreement between Amplitude SAS and Novastep SAS entered into on 11 October 2013;
- a shareholders' agreement between Amplitude SAS and the chief executive officer of Novastep Inc. concerning the company Novastep Inc.;
- a shareholders' agreement between Amplitude SAS and Antiq, in connection with Sofab; and
- a shareholders' agreement between Amplitude SAS and Mr Takeshi Matsumoto entered into on 19 December 2013 concerning the company Matsumoto Amplitude Inc.

### 1.9.2 Real estate agreements

The key real estate agreements are described in Section 1.5 "*Real Estate Assets, Plant and Equipment*" of this Registration Document and include notably:

- a real estate financial leasing agreement entered into on 4 April 2011 for a term of fifteen years for the registered office of the company SCI Les Tilleuls and the company Amplitude SAS;
- a commercial lease entered into on 19 March 2015 by Amplitude SAS for two sets of premises located in Neyron;
- a commercial lease entered into on 1 May 2015 for storage premises of Amplitude SAS;
- a commercial lease entered into on 1 May 2016 by Novastep SAS for premises located in Rennes; and

- a commercial lease entered into on 12 August 2016 with SCI Les Tilleuls, for a term of 15 years for the logistical building of Amplitude SAS.
- 1.9.3 Cash and equity capital

A factoring programme with Natixis Factor was established on 29 June 2004 by Amplitude SAS and amended by a first amendment dated 17 September 2013, a second amendment dated 2 September 2014 and then a third amendment dated 25 June 2016 as described in Section 5.2 "*Cash and Capital Equity*" of this Registration Document).

In addition to these agreements, the agreements described hereunder entered into with its suppliers CeramTec and Marle are also key agreements for the Group.

#### 1.9.4 Marle

On 2 May 2013, Amplitude SAS and Etablissements Maurice Marle (Marle) entered into a framework subcontracting agreement entitled "Cooperation agreement" which stipulates the conditions and procedures according to which Amplitude SAS subcontracts to Marle the manufacturing, and more specifically, the forging of implants and ancillary parts. Under the terms of this agreement, Marle undertakes to manufacture the contractual products exclusively on behalf of Amplitude SAS and to refrain from making them available to any other person. Amplitude is the sole owner of all intellectual property rights for the subcontracted product. The understanding of the two parties on the price and deadlines for the services is confirmed with each order.

This agreement was entered into for a term of one year, renewable by tacit agreement for periods of the same duration, unless either of the parties was to cancel it subject to at least two months' notice prior to expiry of the current period.

#### 1.9.5 Ceramtec

On 9 November 2012, Amplitude SAS signed a procurement agreement, as well as a quality assurance agreement, with the German company CeramTec GmbH (CeramTec) which produces high performance ceramics used as components in Amplitude SAS hip prostheses.

The procurement agreement defines the commercial aspects of cooperation between the companies. It is entered into for an indeterminate term and may be cancelled by either of the parties subject to three months' prior notice. The sale price for all CeramTec products is fixed in this agreement. Under certain conditions, Amplitude may be required to pay compensation to CeramTec in the event of cancellation of the agreement prior to expiry of its term in the absence of any fault by CeramTec or in the hypothesis where product orders by Amplitude are significantly reduced for reasons beyond the control of CeramTec.

The purpose of the quality assurance agreement is to define technical aspects on quality and safety and in the scope of liability of each party. It is entered into for an indeterminate term and may be cancelled by either of the parties subject to six months' notice prior to the end of the year.

# Chapter 2 RISK FACTORS

### 2.1 **RISK FACTORS**

The Group conducts its business in an environment which poses a number of risks, some of which are beyond its control.

Before deciding to purchase or subscribe Company shares, investors are invited to examine carefully each of the risks described below, as well as all the information set out in this Registration Document. These risks are, as of the date of this Registration Document, those which the Company considers could, should they occur, have a significant unfavourable effect on the Group, its business, its financial position, its results, its expansion or its prospects; consequently, knowledge of such risks is important when making any investment decision. The Company draws investors' attention to the fact that the risks and uncertainties set out below are not the only ones confronting the Group. Other risks and uncertainties of which the Company is currently unaware or which it considers insignificant as of the date of this Registration Document could also have a significant unfavourable effect on the Group, its business, its financial position, its results, its expansion or its prospects. The Company has conducted a review of risks that could have a significant unfavourable effect on its business, its financial position or its ability to achieve its objectives) and considers no significant risks other than those described, exist.

2.1.1 Risks relating to markets on which the group operates

2.1.1.1 Risks relating to market and living conditions

Changing demands in the healthcare sector are generally, relating to changes in macroeconomic conditions, in particular the evolution of gross domestic product in countries in which the Group operates, as well as on levels of private and public sector expenditure on healthcare. In general, recessions or deflationary periods are likely to exert a negative effect on the healthcare industry and related demand with, in consequence, a reduction of personal expenditure on healthcare. On the date of this Registration Document, growth was limited in the Eurozone and, specifically in France, as demonstrated by the forecasts of the International Monetary Fund for 2017, which are conservative (+1.7% for the Eurozone and + 1.4% for France). (*Source: IMF, Update of World Economic Outlook, April 2017*)

The economic difficulties could also lead governments, insurance companies and other third parties to reduce healthcare costs, which could impact on the Group revenues or margins (as was the case in Italy following measures adopted during the 2009 economic crisis).

An unfavourable economic climate may also exert downward pressure on prices and, in consequence, on margins. In fact, when patients must directly or indirectly (through an increase in their private health insurance policy premiums) pay all or part of the cost of a surgical operation (including the costs of prostheses and their implantation), personal decisions on reducing healthcare costs may reduce demand for the Group's products and services.

More generally, a reduction in household disposable income (whether real or simply perceived) during periods of economic slowdown may reduce personal expenses for healthcare, including private insurance coverage and the extent of such cover, irrespective of the percentage reimbursement by public social security systems.

Moreover, living standards and conditions are continuously improving both in European Union countries and the United States and in developing countries such as Brazil. This improvement may result in improved quality of life, increased attention to the health of individuals and therefore a reduction in health problems and, correlatively, a downturn in the Group's business. Some markets, notably those in which the Group has

recently begun activity, e.g., Brazil for example - have a younger population than countries in which the Group was established historically. This may contribute to a reduction in health problems, notably in the orthopaedic field again causing a downturn in the Group's business.

In general, the Group is not in a position to anticipate economic market trends with any certainty. Although on the date of this Registration Document, certain orthopaedic markets in which the Group is active or intends to expand (such as notably the United States and Japan) are sizeable, prediction of demand trends in future years is not possible. In addition, economic growth in these countries may end or decline with a consequent fall in demand for medical products and services.

If one of the aforementioned risks should occur, this could have a significant unfavourable effect on the Group, its business, its financial position, its results, its expansion or its prospects.

2.1.1.2 Risks relating to existing and future competition facing the Group

The sector including orthopaedic prostheses for knee, hip and extremities surgery is a highly competitive market, dominated by major international players, such as Zimmer- Biomet, DePuy Synthes (J&J Group), Stryker, or Smith & Nephew, which dominate the world orthopaedic prostheses market. These firms generated cumulated revenues of 82.6% on this market in 2015. (*Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016*)

These enterprises are well-established and dispose of significant resources, exceeding those of the Group and are more high-profile. By comparison, the Group began marketing its products in France in 1999 and, more recently, expanded internationally.

The Group also competes with local or more specialised firms, both French and foreign, such as Tornier (listed in the United States) in France, Aesculap (a subsidiary of B. Braun) or Link in Germany, Lima Corporate in Italy, Mathys or Medacta in Switzerland, Corin Group in the United Kingdom, Arthrocare, Exactech or Wright Medical in the United States.

This competition influences the following aspects and therefore may have an impact on:

- prices, notably in countries where the prices for prostheses are not regulated or set during invitations to tender;
- technology, reliability, performance and quality of products insofar as manufacturers may seek to reduce their outgoings to increase the profitability of their products against a background of falling prices;
- extent of the product range;
- human and financial resources;
- budgets allocated to Research & Development;
- management of intellectual property rights;
- deadlines and resources allocated to product sales and marketing;
- relations with surgeons, healthcare establishments and third parties funding healthcare services;
- product and customer services;
- infrastructure;
- experience in and resources for product launches, promotion, marketing and distribution;
- relations with distributors, sales agents, suppliers and subcontractors;
- geographical cover; and

• the communication policy.

The Group cannot guarantee that it will be able to increase or retain its existing market share, that the prices of its products will remain competitive or that it will be capable of making the investments required given increased competition. The occurrence of any of these risks could have a significant unfavourable effect on the Group, its business, financial position, results, development or prospects.

The major multinational groups have expanded by external growth, through absorption of other enterprises. The orthopaedic prostheses sector is experiencing widespread consolidation as demonstrated by the mergers completed in 2015 between Zimmer and Biomet or between Medtronic and Responsive Orthopedics in 2016. This trend towards consolidation strengthens the competitive positioning of the enterprises concerned and makes gaining market share all the more difficult. In consequence, the Group cannot be certain that it will continue to gain market share or that it will reflect trends in the sector by itself forming associations with other players. Moreover, another consequence of this scenario is an extension of the product range offered by new entrants to the sector; the Group may not necessarily be in a position to offer an equivalent full range without major investments. The Group could also be faced by the entry to the orthopaedic prosthesis market of players currently active in other branches of the medical sector.

In addition, competing technologies, whether existing, in course of development or even not developed to date, could, enable competing groups to acquire significant market share and restrict the Group's capacity for successful marketing of its products at some time in the future. The Group cannot guarantee that new players or new competing technologies will not emerge or expand.

The intensification of competition on the orthopaedic prostheses market (concerning both players and products) could drive down the price of products, resulting in a reduction in the Group's profit margin and market share as well as a deterioration of its competitive positioning with, in consequence, an unfavourable impact on the Group, its business, financial position, results, expansion or prospects.

The intensification of competition is particularly apparent in the context of public sector tenders. Given that these are public sector contracts, the purpose of the associated regulations is to enable hospitals or public healthcare establishments to select the co-contractor best able to meet their needs. In addition to compliance with very precise specifications, companies in the medical sector dealing with public healthcare establishments as customers must offer highly attractive commercial conditions to gain a position in such markets if they are to be successful in tendering procedures. Invitations to tender generate competition among the different suppliers of medical devices, imposing the need to make significant efforts in terms of pricing.

The Group cannot guarantee that it will be in a position to submit competitive offers or to make the necessary investments when responding to invitations to tender. In addition, hospitals may decide to combine, e.g., as Economic Interest Groupings or central purchasing bodies and issue invitations to tender as such entities, so they can pool their costs and again exert downward pressure on prices, given their significantly increased negotiating power (e.g., La Générale de Santé or Vitalia).

Finally, in a context of consolidation in the sector, players may acquire health insurance companies or private mutual healthcare funds and/or establishments and decide to withdraw or refuse approval for Group products or those of other competitors for the policyholders of the insurance company or mutual fund concerned.

Should any of these events occur, this could have a significant, unfavourable effect on the Group, its business, its financial position, results, expansion or prospects.

### 2.1.1.3 Risks relating to the development of new technology

The Group's growth and strategy are notably based on technologies (whether for products or services) which it succeeds in developing and marketing. In the long term the Group's success depends, to some extent, on its ability permanently to improve and extend its offer of products and services to meet the constantly changing market demands, withstand stiff technological and competitive pressure and expand its geographical coverage.

The Group may be required to incur significant expenses to develop new technology. The Group may also need selectively to acquire new or complementary technologies. The deployment of the Group's strategy depends, in part, on its capacity to identify attractive targets, to implement such acquisitions under satisfactory conditions and successfully incorporate them in its existing operations or technologies. The Group cannot guarantee that it will be capable of identifying the best opportunities and implementing acquisitions and cannot guarantee it will successfully integrate any other technology it may acquire. Acquisition and development of technology and the conclusion of other significant transactions could impose significant costs on the Group. The Group may also be required to finance such acquisitions by taking out loans or issuing securities giving entitlement to capital, which could result in financial risks and certain restrictions or which may dilute the holdings of existing shareholders.

Moreover, the innovation of competitors could affect the future growth of the Group. The Group cannot guarantee that its competitors will not successfully develop new technologies or technologies or products at lesser cost, or which are more innovative than those currently marketed or in course of development by the Group. In addition, the products developed by the Group's competitors could be placed on the market before its own products. It cannot be excluded that competitor's products could prove more successful than the products currently marketed or in course of development by the Group.

Concomitantly, the development of new surgical and non-surgical technologies could result in reduced demand for Group products or render them obsolete. For example, medical innovation in the preventive treatments of pathologies presently treated by existing orthopaedic surgery may reduce or delay the need for orthopaedic prostheses and, in the medium term, offer an alternative to them.

Finally, patients, surgeons and healthcare establishments could have new needs and expectations in orthopaedic surgery, such as a reduction in operating times, a significant reduction in adverse effects, reduced post-operative rehabilitation periods, etc. The Group cannot guarantee it will be capable of meeting such expectations and that it will appropriately anticipate the latter and adapt to new market demands.

The materialisation of one or more of these risks could have a significant and unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

### 2.1.1.4 Risks relating to public healthcare policies

The Group's activities in the healthcare sector are influenced by the associated regulatory and economic environment. Levels of expenditure on healthcare and of reimbursement exert a direct impact on the Group's business. The Group is dependent on public healthcare policies and may be obliged to reduce its prices to win tenders issued by public sector hospitals or to remain competitive in an environment of controlled healthcare expenditure.

The methods generally used by governments to control healthcare expenditure are to fix such costs by regulation and, if applicable, lower prices or their percentage reimbursement to reduce the number of surgical operations prescribed, as well as to limit the medical procedures that are covered by healthcare, insurance or social security schemes. Changes in the reimbursement regimes established by governments frequently seek to limit the number or proportion of the medical devices covered and some pre-existing or innovative products generating high margins for the Group may be excluded from coverage.

In many countries, notably in France, the Group's activities are subject to regulated prices insofar as its products are provided in the framework of public healthcare schemes which are fully or partially funded by governments. Orthopaedic surgery is subject to prices or price fixing methods that are imposed and generally set by government authorities and the Group has no control over their levels, creating real dependency on public healthcare policy. Prices may be revised at any moment, notably downwards, resulting in significant reductions. In 2013, in France, the Economic Committee for Medicinal products implemented a three-year regulated price reduction programme (2013, 2014 and 2015) of 10.5% for hip and 5.5% for knee prostheses. The Group cannot exclude new reductions in future. By a decision dated 3 December 2015, the French *Conseil d'Etat* [Council of State] annulled a decision reducing the prices initiated in 2013. Moreover, the Economic Committee for Medicinal 19 February 2016 reduced the prices imposed on 14 March 2016 by 12.30% for hip prosthesis and 7.40% for knee prostheses. Finally, in an order of 18 April 2016, the Council of State cancelled the reduction for some hip implants only.

In June 2017, the French economic committee for healthcare products (CEPS) suggested a new plan for price reductions over 2 years.

On 21 August 2017, a 3.5% decrease on average was applied to hip and knee implants. The plan also provides for a 1.75% decrease in July 2018 on hip and knee implants.

The CEPS undertakes not to implement any other price decreases on all of the orthopaedic implants referred to in article 1 of such plan and included in a generic description prior to 1 August 2019.

In other countries, notably Germany, there is a "price per activity" system (T2A). In a "price per activity" based system the allocation of resources within healthcare establishments and, in consequence, product pricing depends on the nature and volume of activities in the hospitals and health establishments concerned. In consequence, product prices may vary according to the healthcare establishment, the speciality concerned or the volume of activity. The Group cannot exclude that countries currently basing pricing on products and services may increasingly move to "price per activity" systems, which could affect price or reimbursement levels for the Group's products.

In addition, in some countries, notably France, budgets allocated to public hospitals may vary and impact invitations to tender for orthopaedic prostheses. Allocations from the budget available to each hospital per speciality are decided by the establishment and the Group cannot influence a preferential allocation from the budget to the orthopaedic field.

Moreover, the Group cannot guarantee that it will be capable of obtaining the same price and reimbursement levels in all the countries in which it wishes to market its products, nor will it be capable of foreseeing any changes in the funding and reimbursement conditions in the different countries. Nor can the Group rule out that countries operating a private healthcare system will decide to adopt public policies that affect the prices or reimbursement of Group products.

The adoption of more restrictive reimbursement measures or the absence of government cover for Group products will result in patients incurring new or additional costs, which may limit the number of surgical operations and consequently the number of products purchased from the Group, leading to a down turn in Group business.

Finally, in some countries, the Group's products are approved by public health bodies or by private mutual funds. These may modify the approval granted for Group products (and therefore reduce the associated reimbursement rate), call into question such approvals for existing Group products or refuse to grant approval for new products offered by the Group. Consequently, the reimbursement rate for Group products may be decreased, or Group products may be excluded from reimbursement schemes, resulting in a reduction in demand for Group products and leading to a direct impact on the margins and results achieved by the Group.

If any of the aforementioned risks should materialise, this could have a significant and unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

- 2.1.2 Risks relating to group business and products
  - 2.1.2.1 Risks relating to the Group's research and development policy

The Group devotes a significant proportion of its expenditure and its teams to research and development (R&D), to develop new products, services and new ancillary technologies and, insofar as necessary, to improve its existing products and technologies, services and ancillary technologies. This expenditure, notably royalties for surgeons who have contributed to developing patents, represents a significant cost ( $\notin$ 7.1 million for the six months ended 30 June 2017 and  $\notin$ 7,3 million for the six months ended 30 June 2016, respectively, representing 7.6% and 9.1% of revenues).

The Group cannot guarantee that its R&D works will automatically result in a satisfactory finished product that can be patented, such as to obtain the necessary regulatory approval for marketing. Moreover, the Group cannot guarantee that there will not be delays in developing a product compared to the initially anticipated timeframes or that the finished product will be financially or commercially viable, since the production or distribution costs may prove too high. The Group cannot guarantee that when it develops a technology, such technology will provide an adequate return on investment and that its sales will prove sufficiently profitable for the Group.

Even if the Group succeeds in patenting its products and ensuring that the other products it markets are covered by patents that are filed and awarded the necessary certification of the Notified Body (e.g., CE Marking in the European Union and 510(k) in the United States) for products and technologies of which the development has been finalised, the acceptance of surgeons and patients of Group products may not be forthcoming or may not be obtained within a deadline compatible with the Group's objectives. In addition, acceptance of new products by the markets in which the Group operates depends on multiple factors, such as the effectiveness of the device, the governmental reimbursement policy, implementation of an effectiveness marketing and communication strategy (when this is possible in compliance, for example, with the Bertrand Law in France), the number of establishments which may use such technologies, the methods and quality of training in use of the products and the support of renowned medical experts.

If any of the aforementioned risks should materialise, this could have a significant unfavourable effect on the Group, its business, financial situation, results, expansion or prospects.

2.1.2.2 Risks relating to the protection of intellectual or industrial property rights held by the Group

The Group's business depends on effective protection of its intellectual and industrial property rights and those under licences granted by third parties to the Company or its subsidiaries.

### *i.* Intellectual and industrial property rights

Of the 40 families of the primary patents on which the Group's business is based and which are vital for its activities, the majority is not owned directly by the Group but was developed in partnership with one or more surgeons. Exclusive operating licences are then granted to the Group by one or more surgeons who generally form a company (in France, civil partnerships of which the corporate purpose is dedicated to innovation), for a maximum term of twenty years, which is the term of validity of the underlying patents.

The Group has undertaken to comply with certain conditions to retain its rights over these patents. These conditions consist in initiatives for the development and marketing of products incorporating the licensed technology or the payment of (i) royalties during implementation of the predefined stages or (ii) royalties

proportionate to the revenues generated by sales achieved by the Group from the sale of products in the territories in which the patents have been filed.

Some licensing agreements provide for early cancellation of the agreement in the event of violation of the contractual provisions or of Company's insolvency or bankruptcy. In particular, the exclusive licensing agreement entered into on 16 September 2011 for the ANATOMIC® prosthesis provides for automatic immediate cancellation of the licence by surgeons or by the surgeons' civil partnerships should product sales fall by more than 25% in any one year.

Any violation by the Company or one of its subsidiaries of the conditions for retaining the right to a patent may result in the loss of use of the technology or rights covered by such patents. If the Group should lose one or more licences for one or more of these patents, or if it is unable to obtain rights similar to those held under the licensing agreements under reasonable conditions, it may be unable to develop, manufacture or market its products.

### *ii.* Protection of intellectual or industrial property rights

The patents held or used by the Group are generally filed locally and not necessarily on a wider scale (e.g., European or world scale). Therefore, the protection attached to such patents is reduced and they may be infringed in countries in which they are not protected. In addition, although certain technologies are protected by patents, comparable technology may be reproduced by other players in markets in which the Group operates.

Finally, all products marketed by the Group are not necessarily subject to patent protection. Approximately 10% of Group products are not protected and could therefore be used by third parties.

### *iii.* Use and disclosure of confidential information

It is essential for the Group to protect itself against unauthorised use or disclosure of its confidential information and commercial secrets which are not necessarily officially registered. The Group may be required to provide information, technologies, processes, know-how, data or information in various forms which is not patented and/or patentable to third parties with which it collaborates, on research and development and the manufacturing and marketing of its products. In these scenarios, the Group generally imposes confidentiality agreements. However, these provide only limited protection and may not prevent unlawful use or disclosure by a third party of confidential information and know-how held by the Group.

The Group cannot guarantee that the third parties concerned will protect the confidentiality of its unpatented innovations or developments which are not patented and its know-how and that such third parties will not disclose commercial secrets of the Group to its competitors or that they will not themselves further develop such commercial secrets.

### iv. Trademarks

The trademarks registered by the Group are important assets for the identification of its products (notably the Amplitude trademark). Despite the registration of the Group's trademarks, third parties could use or attempt to use them.

The efforts made to protect the Group's trademarks may be in vain in certain jurisdictions in which the Group operates. These infringements could generate a commercial loss and jeopardise the Group's image.

### v. Violations of the intellectual or industrial property rights of the Group or of third parties

The Group cannot guarantee the non-violation by third parties of the intellectual and industrial property rights of which it is the owner or for which it has a right of use. It cannot avoid fraudulent or unauthorised

use of its products and technology, notably in foreign countries where the Group's rights are less protected given the restricted territorial scope of certain intellectual property rights. Third parties may seek to use aspects of the Group's technology, whether protected by intellectual property rights or not, which could be damaging to the Group.

The Group cannot guarantee that the employment contracts of Group employees systematically incorporate a clause on mandatory complementary compensation due to any employee creating a patentable invention in the framework of their missions under their employment contract and more generally, which comply with French law. In consequence, there is a risk that Group employees who have created patentable inventions and who are not awarded additional compensation as a result could request additional compensation, incurring significant expense and unfavourable consequences for the Group's results.

The Group cannot give any assurance that its products do not and will not infringe or violate other patents or intellectual property rights held by third parties and that there are no other intellectual property rights covering certain Group products owned by third parties that could initiate proceedings for infringement or violation of their rights. Such third parties could claim damages and interest from the Group and also demand the cessation of manufacture or marketing of such products or use of the trademarks in question.

In particular, proceedings brought against the Group on the basis of an asserted violation of an intellectual or industrial property right, notably in the United States, irrespective of the outcome, could generate significant costs and compromise the Group's reputation and financial position. This could affect the Group's ability to continue all or a proportion of its business insofar as it may be required to (i) cease to sell or use a product covered by the disputed intellectual property right in a given geographical zone, which would reduce its revenue, (ii) be obliged to obtain a licence from the holder of the right, which may prove possible only under unfavourable conditions or which may not be obtainable, and (iii) review its design or rename its products to avoid infringing third party intellectual property rights, which may prove impossible or extremely time-consuming and expensive with a significant impact on the Group's sales and marketing initiatives.

If any of the aforementioned risks should materialise, this could have a significant and unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

2.1.2.3 Risks relating to the information technology systems used by the Group

The Group has recourse to complex information systems, notably for the management of production, sales and logistics, accounting and reporting (e.g., the IFS system), which are essential for the conduct of its business as well as its research and development activity.

The Group has established a policy for the reinforced back-up of its information system software programmes and hardware infrastructure, including a business continuity plan for the above scenarios. The Group has also reinforced its security policy for connections to the IT network for staff and for passwords (notably mandatory renewal). However, it cannot guarantee that a failure of any such system will not occur, which could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

The Group may be exposed to complex targeted attacks on its information technology networks. The technologies deployed for hacking, interrupting, damaging the quality or sabotaging information technology systems are undergoing constant evolution and frequently it is impossible to identify them before an attack is launched. The Group may not be capable of protecting itself against these hacking techniques or rapidly deploying an appropriate and effective response system.

Any failure or interruption of the Group's information technology services relating to hacking or other factors could have a significant unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

The Group develops information technology in the framework of the products it markets, notably its AMPLIVISION® computer-assisted surgery system or its i.M.A.G.E® technique. These technologies are the subject of specific protection so the systems are not exposed to hacking or other possible damage to the instrumentation. Any hacking, failures, or violation of property rights relating to the information technology developed by the Group could have a significant unfavourable effect for the Group, its business, its financial position, results, expansion or prospects. By recourse to information technology the Group could infringe or violate rights attached to such software held by third parties. It cannot provide an assurance that such third parties will not act against the Group claiming damages and interest but also demanding the cessation of the use or marketing of said software.

If any of the aforementioned risks should materialise, this could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

2.1.2.4 Risks relating to acceptance by healthcare professionals, opinion leaders and patients of Group products

The Group considers that surgeons and other healthcare professionals do not generally use products unless they are convinced, due primarily to scientific publications, that such products offer advantages or constitute a better alternative for products already existing on the market. Some professionals may be reluctant to change their medical treatment practices or may reconsider the use of certain Group products, primarily for the following reasons:

- their lack of experience in use of Group products;
- absence of proof of the beneficial nature of the products for patients;
- fear of incurring liability by using new products and new operating procedures;
- restrictions on reimbursement under public or private health insurance schemes or by local authorities; and
- the time necessary for training.

Moreover, surgeons or other healthcare professionals may consider the training provided by the Group to be inadequate or too long or more generally, that it does not correspond to their expectations. The introduction on the market of new products developed by the Group's competitors could also result in a lack of interest on the part of certain professionals given the obsolescence of Group products.

If the Group does not succeed in convincing surgeons and other healthcare professionals to use its products, market penetration will be low, which could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

The Group has successfully established relations with various "opinion leaders", which it considers essential for the awareness of and use of its products by practitioners. These opinion leaders are respected scientists whose conduct is likely to exert an influence both on the practices and medical prescriptions of surgeons and on the evolution of Group products. Although the Group has formed partnerships with these opinion leaders, it cannot guarantee that they will remain loyal to Group products or continue to maintain relationships and exchanges with the Group. Concerning the Group's international expansion, the opinion leaders are most frequently the sole entry point to these closed markets. Without the cooperation of these key scientists, expansion of the Group's business may be hindered in certain countries, which could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

The Group's image and the acceptance by patients, surgeons and healthcare establishments of products developed by the Group may also be negatively influenced by adverse effects (such as an allergic reaction) following the implantation of prostheses developed by the Group or by some of its competitors or the way in which the devices function. These adverse effects may result in the regulatory authorities limiting or

prohibiting use of these or similar products, thus restricting the potential market for Group products. The occurrence of such adverse effects could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

In addition, although the Group is developing a training programme and documentation for the use of its products, surgeons may use the Group's products inappropriately. Improper use could compromise the Group's image and, in some cases, result in judicial proceedings against it. Any such consequences could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.5 Risks relating to the penetration of certain geographical markets

Expansion of Group business into some markets (notably mature markets such as the American and Japanese markets or those undergoing expansion, such as in Brazil and India) is a major priority for the future strategy and growth of the Group. In addition to the specific risks associated with the regulatory environment, future sales of the Group's products in these markets depend on their acceptance by numerous local players.

Acceptance by the medical community, healthcare professionals, local opinion leaders and users of medical devices is an essential element in the success of the Group's sales and marketing policy in unfamiliar foreign markets. If the Group fails to convince the various players, penetration of these new markets will be low with a potential significant unfavourable effect on the Group, its businesses, its financial situation, its results, expansion or its prospects.

The Group intends to expand its business over the next few years in various developing countries in which markets remain relatively unstructured. The distribution channels are, on occasion, not sufficiently well-developed for total penetration of these markets.

For successful sales of the Group's medical devices and to stand out from competitors and, in the medium term, retain its position on the various local markets, the Group must adapt its organisational structure, expand its distribution network and reinforce its dedicated qualified marketing and sales teams to achieve increasing international expansion. If the Group fails to establish such an organisational structure, to recruit the teams it needs or if it experiences any delays in organising its marketing and distribution resources or in recruitment of qualified sales and marketing teams, this could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

The Group's medical devices are aimed at a "top end" market, which may not reflect all the needs and expectations of local populations and markets. The Group activities in South America and more specifically, in Brazil could lead the Group to re-orientate its positioning by developing an intermediate range of products to meet the needs and expectations of local healthcare professionals and populations. This reorientation poses different commercial and financial risks. In addition, the Group may incur significant expenses with a view to developing, manufacturing and marketing these new products. In particular, the Group's sales and marketing of these new products may prove a failure. The Group cannot guarantee it will achieve a return on investment that renders the investment profitable. The materialisation of one or more of these risks could have negatively impact on the Group's margin and its revenues, increase its costs and the time necessary for certification, which could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

In addition, the Group cannot guarantee its success in these new markets and it may be constrained to end local sales and marketing of its products or to close a local branch. In this case, it would be required to sever relations with the Group's local distributor or close a design office, or possibly dissolve an existing subsidiary. This could adversely affect the Group's capacity to produce, develop and market its products in that country, which could have financial consequences impacting negatively on Group business.

If any of the aforementioned risks should materialise, this could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.6 Risk of dependency on third parties involved in marketing Group products

The Group markets its products in France and internationally according to three distinct models: (i) the establishment of operating subsidiaries with recourse to the commercial teams of said subsidiaries, (ii) recourse to exclusive distributors or (iii) recourse to sales agents. According to specific local aspects, the Group may also have recourse to the commercial teams of its subsidiaries as well as sales agents (e.g., in the United States).

Some markets are not directly accessible to the Group through establishment of a local subsidiary and require recourse to exclusive distributors, both in and outside the European Union. On occasion, the Group's direct location in a market occurs during a second phase. For example, initially the Group established itself in the Australian market through an exclusive distributor, then during a second stage it partially acquired this business and then established its subsidiary, Amplitude Australia Pty. The Group could be dependent on its exclusive distributors. In fact, the successful international marketing of Group products depends on financial resources as well as the expertise and the clientele of its distributors. The Group cannot guarantee that it will be able to retain its distributors or conclude new distribution agreements or that the distributors will devote the necessary resources to ensure the commercial success of its products.

In addition, the implementation of exclusivity clauses in the distribution agreements could be called into question notably under French and European regulations. In certain circumstances, these clauses could be considered unlawful, notably insofar as they have as their purpose or effect the restriction of free competition through restrictive practices or abuse of dominant position, which is prohibited pursuant to Articles L. 420-1 et seq. of the French Commercial Code or Articles 101 and 102 on the Treaty on the Functioning of the European Union, Regulation No. 330/2010 of 20 April 2010 and the associated guidelines. Exclusive distribution agreements entered into with independent distributors could, in consequence, fail to provide the desired protection for the Group, resulting in penalties if certain clauses in the distribution agreements are deemed unlawful.

The Group also has recourse to sales agents with whom it concludes exclusivity agreements. As a result, the Group must identify competent sales agents and then deploy the resources to win their loyalty. To this end, the Group pays a significant proportion of the revenues each commercial agent generates as an incentive, which the Company considers comparable with market levels. However, the Group cannot, guarantee that it will be capable of finding sales agents with sufficient expertise and experience and to conclude agreements with and retain them. In particular, the Group may have to compete with other players on the markets in which it operates.

The cancellation or non-renewal of an agreement by a sales agent could have a significant impact on the capacity to market Group products in a given geographical zone and payment of indemnities incumbent on the Group associated with the end of the agreement could constitute a significant expense. Conversely, an agreement entered into with an agent who does not satisfy Group expectations, notably concerning revenues generated, must be cancelled by the Group, which would require the Group to pay an indemnity to such agent, which also could be significant. Thus, Prothys obtained in 2017 the payment of an indemnity given cancellation of a commercial agency agreement.

In addition, a sales agent may cease to operate, notably on retirement. The sales agent may, in the first place, identify a party to take over the business. In this hypothesis, such new party must be approved by the Group. The Group may also acquire the business and authorisation of the sales agent concerned. In the event of a disagreement regarding either of the two previous solutions, the Group could be required to pay commission on sales achieved within the scope of application of the commercial agency agreement.

A commercial agency agreement may be the subject of reclassification as an employment contract, such reclassification giving rise to additional obligations incumbent on the Group (payment of an indemnity) or new liabilities (new taxes and social security charges to be paid by the Group). Such risk could also emerge in disputes involving Group Companies, with the associated additional expenditure and time demands.

Moreover, third parties participating in marketing Group products, whether exclusive distributors or sales agents, may fail to respect all applicable laws and regulations, notably concerning corruption (for example, the Bertrand Law and the "*anti-gift*" law in France, the U.S. Foreign Corrupt Practices Act of 1977, as *amended*, and the Sunshine Act in the United States or the Bribery Act 2010 in the United Kingdom). The Group's image and that of its products, as well as the Group revenues could be negatively affected.

The occurrence of one or more of these risks could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

2.1.2.7 Risks relating to outsourcing manufacturing of products and dependency on subcontractors

The Group operates according to a "*fabless*" model, which consists in outsourcing all the various operations for the manufacture of its products and markets exclusively the "finished product". As a result, the Group is dependent on third parties for the manufacture of all its products and its commercial success relies, in part, on its ability to identify, build up and maintain ongoing relationships with its subcontractors and to obtain high quality manufactured products which comply with the regulatory provisions in the quantities and by the deadlines required, while generating a profit (see paragraph 1.3.3.5 "*Suppliers*" of this Registration Document).

For example, the Group is reliant on CeramTec, its long-term supplier, for its ceramic procurement.

Dependency on third party manufacturers exposes the Group to additional risks, which it would not bear if it manufactured the products itself, including:

- non-compliance with the regulations and quality control standards of products manufactured by third parties;
- default or non-fulfilment by the subcontractor;
- violation by subcontractors of their agreements with the Group; and
- the termination or non-renewal of agreements for reasons beyond the Group's control.

The majority of the Group's subcontractors hold certification ISO 13485 and 9001. In fact, in some countries, registration of the Group's products may require that all manufacturing stages are performed by ISO certified subcontractors. Loss of certification by one or more subcontractors could have an impact on the manufacture, registration or marketing of the products concerned. In addition, the Group could be obliged to identify and conclude agreements with new subcontractors holding ISO certification, which could require significant time and generate additional costs.

Problems could occur during the manufacture and distribution of Group products. In particular, the Group's subcontractors and suppliers are exposed to the risks of natural disasters. The materialisation of one or more of these risks could prevent subcontractors and suppliers from complying with their obligations toward the Group, generating delays in the procurement of the products concerned. This could give rise to increased costs, a reduction in sales, jeopardise customer relations and in some cases, require product recalls which could prove damaging to the Group's reputation and pose a risk of the Group's liability being invoked in its capacity of manufacturer, in particular if the defective products are only discovered subsequent to their sales and marketing.

Manufacture of the Group's products is complex and demanding, particularly given the applicable regulations and the specifications imposed by the Group. All manufacturing processes for prostheses fall within the scope of application of the certification obtained by the Group. Thus, the CE marking certification applies to the products sold by the Group as well as the entire manufacturing process, including sterilisation, polishing, etching, coating, cleaning, assembly and packaging.

In the hypothesis in which the Group changes its product suppliers, it would be required to identify a supplier satisfying the regulations for maintaining CE marking or other regulatory authorisations. The Group must also repeat the procedure for qualification of the subcontractor, which could be extremely expensive, time consuming and require the attention of the Group' most highly qualified staff. Finding a new supplier could also delay the production, development and marketing of products and increase their manufacturing cost given the requalification process to be performed.

In addition, the Group cannot guarantee that its subcontractors, suppliers and representatives comply with and will continue to comply with the regulations, authorisations and standards in force. If products manufactured by suppliers fail to comply with the regulatory provisions or standards in force, penalties could be imposed on the Group. These penalties could include fines, injunctions, damages, rejection by the regulatory authorities of tests in progress, suspension or withdrawal of authorisation or certificates obtained, the revoking of licences, seizure or recall of products, operating or use restrictions and criminal proceedings. Such measures could have a significant negative impact on the Company's business.

Although the Group is seeking new suppliers for its entire production and distribution chain, it cannot guarantee it will be capable of retaining the subcontracting agreements in existence or of concluding new agreements under acceptable commercial conditions, given the restricted number of specialist companies in possession of the infrastructure, experience, approvals and/or certifications to manufacture this type of medical device. In addition, the Group could be confronted by competition from other players in the markets in which it operates, who may seek to solicit the subcontractors with whom the Group currently works. Finally, the subcontractors and suppliers with whom the Group works may be acquired by the Group's competitors. In the event of termination or deterioration of its relationships with its subcontractors, which could adversely affect its capacity successfully to produce, develop, market and sell its products.

The materialisation of one or more of these risks could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.8 Risks relating to Group logistics

From its French head office and through its subsidiaries, the Group manages its entire stock of finished products, whether intended for French or international customers. Despite its procurement policy and daily tracking of the available inventory, the Group cannot guarantee that it will not face any stock shortages, notably in the event of a delay in procurement by its subcontractors. Moreover, the Group is exposed to the risk of a potential major accident at any of its sites (notably, the registered office located in Valence) or any other event creating a situation of force majeure. The Group's inventory could be destroyed as a result, the premises could be rendered inaccessible for a certain period, which could result in a temporary or even a permanent shut-down of activities at that site. In addition, the Group cannot be assured that it will always be capable of anticipating demand for finished products or that it will be able to satisfy order volumes. The Group's reputation could be prejudiced and this could adversely affect its sales and marketing initiatives.

Moreover, the Group is exposed to the same types of risks for transport and delivery of products to its customers. Through its recourse to third party service providers, the Group cannot guarantee it will be systematically capable of delivering products when required by customers. The Group may also be exposed to the consequences of events beyond its control, including strikes, heavy snowfall, storms or other external factors which could have an impact on the deadlines for delivery of products to customers.

Also, despite the Group's constant monitoring of the inventory, some are subject to shelf life expiry dates, according to the raw materials used. Thus, products incorporating polyethylene (e.g., tibial inlay, acetabulum inlay, patella inlay) have a shelf life of five years in France and then may not be re sterilised. As a result, the Group is exposed to the risk of stock wastage. Moreover, the shelf life of the inventory according to the raw materials used varies from one country to another; therefore, the Group may suffer more significant stock wastages in some countries in which the legislation is more rigorous.

If any of the aforementioned risks should materialise, this could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.9 Risks relating to the enforcement of the Group's liability

In addition to the legal guarantees, the Group could be exposed to risks of liability when developing or during commercial exploitation of its products, in particular, product liability. Although the Group operates according to the "*fabless*" model, it retains the status of manufacturer and the associated liability. Civil or criminal charges or judicial proceedings could be filed or brought against the Group by users (patients, practitioners, researchers and other professionals in the healthcare or research industries), regulatory authorities, certain distributors or any third party using or marketing its products, e.g., in relation to the quality of materials used for its products, the unsatisfactory functioning of its products or the Group's inability to deliver them at the desired time.

Where a defect occurs during the product manufacturing stage, the Group may be exposed to a "serial" risk, i.e., that a batch of products manufactured at the same time will present the same defects and constitute (i) either a direct loss for the Group if it identifies the defect prior to commercialisation, (ii) or a major risk that the defective products will be the subject of judicial or administrative proceedings brought by the victims. This risk is multiplied in the United States and in France given the possibility of initiating "class actions". In addition, each Notified Body has the power to conduct several inspections on site and on each item, which may reveal defects during the product manufacturing stages. These defects are then published in a local register. Cooperation between the various notified bodies is currently increasing and identification of a defect in a Group product will be made public in the majority of countries in which the Group operates. Moreover, if a significant volume of the Group's products presenting a defect that is made public, this could trigger the recall of products manufactured by the Group or even withdrawal of a previously granted certification, which would have an adverse impact on the Group's image in such countries.

If any of these risks should materialise, this could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

To date, the Group has not been the subject of any product liability claims or proceedings and has subscribed a civil third party liability insurance policy for products delivered providing coverage of a maximum of  $\in 10$  million per claim and year of insurance (subject to certain limitations and exclusions).

The Group cannot guarantee that its current insurance coverage will be adequate to satisfy liability actions which may be brought against it or against one of its subcontractors, who may not have sufficient individual coverage. If the Group's liability is enforced and it is not possible to obtain or maintain appropriate insurance coverage at an acceptable cost or to protect itself against product liability actions, this could, as a consequence, significantly affect sales and marketing of its products and more specifically, compromise its activities, its results, its financial situation, its expansion or its prospects.

In addition, any breach of the conformity obligations could incur penalties including fines, injunctions, civil penalties, refusal to award CE marking or any other authorisation, delay in production, seizure or recall of products, restrictions on their use and criminal proceedings, which would significantly increase the costs sustained by the Group, delay its expansion and the marketing of new devices.

The occurrence of any of these situations could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

## 2.1.2.10 Reputation risk

The Group's reputation is vital for the presentation of its products, and in the framework of its customer loyalty strategy and its efforts to conquer new markets. The Group's success in recent years is largely associated with its reputation as a leading enterprise on the French market and its reliability, as well as the quality and extensive range of the products it offers. Because of its reputation, the Group has consolidated its position and this has significantly boosted its expansion.

Moreover, the Group operates in a sector (that of healthcare) subject to high media exposure, far greater than in many other industries, specifically relating to product defects. This media exposure is increased by the use of new media, such as the Internet.

Although the Group closely controls the quality of its products and associated services, it cannot guarantee that it will never encounter difficulties deriving from the quality or reliability of its products and/or its services or more generally its ability to provide the service level anticipated by its customers in certain business sectors or geographical zones. The Group is also exposed to judicial or administrative proceedings, whether well-founded or otherwise. The occurrence of such events, specifically extensive media coverage, could have a severe impact on the Group's reputation and a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

# 2.1.2.11 Risks relating to the Group's growth

The Group's growth policy is based on both external growth through the acquisition of other companies and internal growth in response to increasing demand.

Concerning external growth, the Group could acquire new entities with a view to the selective acquisition of new or complementary technology or establishing itself in certain geographical zones. The Group could decide to acquire one of its exclusive distributors to gain independence in a given geographical zone and then establish a subsidiary. Such acquisitions could prove costly for the Group, which could discover material problems only after the acquisition that were not identifiable through the normal due diligence process. In addition, the Group could fail to achieve the synergy necessary following the acquisition of the entity concerned. The acquisition of technologies or entities and the conclusion of any significant transactions could impose significant costs on the Group. The Group could also be required to finance such acquisitions by taking out loans or issuing securities giving entitlement to capital which could result in taking financial risks or even the imposition of certain restrictions or dilute the holdings of existing shareholders.

Concerning internal growth, the Group could be required to recruit additional staff and to develop its operating capacities or extend its network of distributors or sales agents. These developments could mobilise internal resources and require significant investment. In particular, in the United States the Group has established a sales force at its subsidiary, Amplitude Orthopedics Corp, and also has recourse to sales agents to market the products of its subsidiary Novastep Inc.

The Group must:

- train, manage, incentivise and retain an increasing number of employees;
- identify and implement ongoing commercial relations with distributors in the countries concerned;
- anticipate the expenses generated by growth and the associated financing requirements;
- anticipate the demand for its products and the revenues they are likely to generate;

- increase the capacity of its existing operating information technology, financial and management systems; and
- increase the inventory level of products and ancillaries available to surgeons and healthcare establishments.

The Group's incapacity to manage its growth, or unexpected difficulties encountered during its expansion could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.12 Risks of dependency on key individuals

The Group's success largely depends on the work and expertise of members of its top management and key scientific employees, in particular its Chairman, Olivier Jallabert. His departure or that of other key individuals from the Group could result in:

- the loss of know-how and increased vulnerability of certain businesses, all the more so in the event of a transfer to a competitor; or
- a lack of technical skills which could slow down activities and, in the medium term, compromise the Group's capacity to achieve its objectives.

The departure of key individuals, in particular subsidiary managers, could affect the Group's capacity to implement its strategy.

The Group could then be required to recruit new management executives and qualified scientific staff to expand its activities, which could impose significant costs on the Group, both for locating new staff and winning their loyalty.

The Group competes with other companies, research organisations and academic institutions for the recruitment and retention of highly qualified scientific, technical and management staff. Insofar as such competition is very intense, the Group could fail to attract or to retain key staff under economically acceptable conditions.

The Group's inability to attract and retain key individuals could prevent the overall achievement of its objectives and have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.13 Risks relating to existing and future strategic cooperation

The Group works in close collaboration with various surgeons on developing new products and new technologies or with other surgeons on follow-up of the clinical database. The cessation of such cooperation could delay the development of various Group technologies.

Also, the Group does not hold the entire share capital of some of its subsidiaries as third parties own minority interests (e.g., in Australia, Brazil, the United States, France and Japan). Generally, the minority shareholders contribute local know-how or a technological advantage for the Group or facilitate its penetration of the market. The Group has entered into agreements with these shareholders to organise management of these entities, requiring prior authorisation by shareholders or the management bodies of the entities concerned, possibly by an increased majority for certain decisions (e.g., issue of securities, appointment or dismissal of executives, amendment of the by-laws, changes in business or the launch of new business, approval of the business plan, approval of the budget, significant commitments or collateral, acquisition or transfer of significant assets, restructuring, distribution of dividends to shareholders, appointment of statutory auditors, bankruptcy proceedings). These agreements may also organise the transfer

of securities and provide for purchase and sales promises which could be enforced upon the occurrence of certain events (financial performance, change of control, departure), pre-emptive rights, rights of first refusal, follow-on rights or forced assignment rights.

The loss of such cooperation agreements or any impasse in the Group's partnerships could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

## 2.1.2.14 Risks relating to the international nature of the Group's business

The Group currently operates in 35 countries worldwide, of which 11 through an operating subsidiary. Given the international dimension of its business, the Group is confronted by a number of risks. These risks are associated with its status as a decentralised multi-national company and problems deriving from the legislative and regulatory requirements in force in the various jurisdictions in which it operates.

The adoption of decisions and compliance with local legal requirements could be more difficult given conflicts of laws and regulations, notably concerning:

- the foreign exchange policy ;
- regulations on foreign investments;
- employment, social security and collective bargaining;
- immigration;
- health and safety;
- public sector contracts;
- competition;
- the controls on international trade; and
- environmental protection.

The level of regulation and protection may also vary significantly from one country to another, since various countries have legal regimes and judicial and administrative systems that are more restrictive than others.

In addition, the Group may be confronted by political and social uncertainties in some of the countries in which it operates or to which it proposes to extend its activities. The political systems in these countries may be fragile when confronted by dissatisfaction expressed through public opinion. Any interference or instability in the political or social environment in these countries could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

The Group delegates significant operating responsibilities to its subsidiaries. Although the Group has established procedures, reporting policies and codes of conduct and carries out regular visits and audits of its facilities in each country, the Group could experience incidents given the conduct of some senior executives in certain countries or regions, which do not conform to Group policies or executives could perpetrate irregularities or accounting anomalies or deliberate or other violations of local legislation, notably corruption (e.g., the Bertrand Law and the so-called "anti-gift" provisions in France, the U.S. Foreign Corrupt Practices Act of 1977 and the Sunshine Act in the United States or the Bribery Act 2010 in the United Kingdom). The occurrence of such events could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

### 2.1.2.15 Risks relating to procurement of raw materials

The manufacturing of Group products relies on the use of various raw materials. The Group may be dependent on third parties for the procurement of certain materials necessary for the manufacture of its products (e.g., titanium, cobalt chromium, ceramics, and polyethylene). In addition, procurement by the

Group of one or more of these materials could be reduced or interrupted. In this case, the Group may not be capable of finding other suppliers of materials of equivalent quality, at appropriate volumes and at an acceptable cost by a deadline allowing it to satisfy orders. If its main suppliers default or if the procurement of such materials is reduced or interrupted, the Group may not be capable of continuing to develop, produce and market its products competitively by its deadlines. In addition, since these materials are subject to strict manufacturing requirements and rigorous testing, delays in completion and validation of manufacturing facilities and processes for such materials at the Group's suppliers could affect the Group's capacity to produce and market its product profitably and within reasonable lead times.

If the Group should encounter procurement difficulties and is not capable of maintaining its existing procurement agreements or concluding new agreements in future, this could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

- 2.1.3 Legal risks, litigation and tax risks
  - 2.1.3.1 Risks relating to the regulations applicable to medical devices developed by the Group and their amendment

The inspection, manufacture and sale of Group products are subject to obtaining and retaining the legal and regulatory authorisations and certifications necessary to market medical devices. As a result, Group products are subject to strict regulations subject to constant change. Compliance with this regulatory framework could require following long and complex procedures as well as significant costs and no guarantee can be given that such authorisations will be obtained and maintained or by the expected deadlines.

The applicable regulations on medical devices are generally country specific. Given the nature of its activities, the Group is therefore exposed, to the requirements of multiple national and international standards with which it must comply. It must adapt to the various requirements and specific deadlines, notably for market authorisation (in particular the deadlines and conditions for registration, the absence of a single authority tending to increase the time-scales) and the associated transparency obligations.

Thus, within the European Economic Area (EEA), the Group's products are included in the category of medical devices and are governed, *inter alia*, by the provisions of European Directive 93/42/EEC which harmonises the conditions for the sale and free circulation of the Group's products within the EEA. These products may notably not be placed on the market until certificates allowing CE marking have been obtained.

In addition, the American market is governed by the regulations established by the U.S. Food and Drug Administration (FDA), which regulates the quality of testing, manufacture, labelling, drawings and design of products and equipment, the certification, quality assurance, storage, transportation, packaging, distribution and promotion of medical devices. The marketing on the American market of products such as those manufactured by the Group is subject to different procedures (including the so-called 510 (k) procedure which allows demonstrating the equivalence of the product with other devices already registered on this market). For products which have no equivalent, "pre-market approval" must be obtained, which may prove a long, complex and costly procedure. FDA authorisations may also subsequently be withdrawn and the FDA may require product recalls, prohibit sales or seize products.

More generally, in other countries in which the Group operates, placement on the market of medical devices imposes following specific procedures to obtain the necessary authorisations. Obtaining these authorisations is possible only on completion of a very long and expensive process (for example, in Japan, the necessary steps take on average four years).

The Group's incapacity to obtain authorisation or renewal of the certificates necessary for its products could delay marketing of products by the Group, or even prohibit their sale. The materialisation of one or more of

these risks could have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

Although the Group takes into consideration potential changes in regulations or in the standards or regulations applicable in the countries in which it markets or intends to market its products, new regulatory constraints could prevent the sale of Group products in the event of withdrawal or suspension of market authorisations or could slow sales by rendering production of the devices more expensive. The procedures for obtaining market authorisation could be extended or the conditions could be multiplied and the associated transparency obligations reinforced.

Such a situation, if it occurred, would be likely to have a significant unfavourable effect on the Group, its businesses, financial position, results, expansion or prospects.

The Group is also subject to other specific regulations, notably concerning conflicts of interest and independence. For example, in France, Article 2 of the Bertrand Law (Article L. 1453-1 of the French Public Health Code updated by the law of 7 October 2016 for a digital Republic) and the so-called "*anti-giff*" provisions (Article L. 4113-6 of the French Public Health Code) impose significant restrictions in this respect. Furthermore, surgeons are subject to the control of the French Medical Association which monitors the fulfilment by all of its members of their professional duties and their compliance with the rules in the Code of Ethics applicable in this respect, specifically to guarantee independence of the medical profession. In particular, Article L. 4113-6 of the French Public Health Code prohibits physicians from receiving, and enterprises offering services or manufacturing or marketing products covered by the social security compulsory regimes from procuring or offering benefits in kind or in cash, in any form whatsoever, whether directly or indirectly.

The interaction between the Group and its practitioner customers facilitates the access of the Group's authorised staff to operating rooms. This special relationship allows the Group to innovate and improve its range of products better to meet the needs of the profession. The special relationship between the Group and its practitioner customers is also manifested by their participation in seminars and conferences organised by the Group. Although participation at seminars or conferences by the Group's practitioner customers does not in principle come within the scope of the prohibition in Article L. 4113-6 of the French Public Health Code, this regulation or the position of the French Medical Association could change and restrict the future participation of practitioners at such seminars. On the other hand, if practitioners' participation at seminars gives rise to the conclusion of agreements and/or the award of remuneration or benefits in kind exceeding a value of  $\varepsilon$ 10, the Bertrand Law obliges companies marketing the medical devices to publicise the existence and the nature of the remuneration or benefits in kind on an official website accessible to the public. The Group is subject to equivalent regulations in other countries (for example, the *U.S. Foreign Corrupt Practices Act of 1977* and the *Sunshine Act* in the United States or the *Bribery Act 2010* in the United Kingdom).

A tightening in the regulations described above could have a significant unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

More generally, the Group is subject to a strict standardised set of regulations and compliance therewith is extremely expensive. It could be unable to comply with all these standards or incapable of adapting to new standards entering into force which could have a significant unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

### 2.1.3.2 Risks relating to malfunctions in industrial processes

The Group's products are classified as medical devices and are subject to specific regulations in all countries where they are manufactured, tested or marketed. Such regulations impose obligation in relation to matters of:

- design;
- manufacture, quality control and quality assurance of products;
- labelling of products, including their use instructions;
- storage of products;
- identification and traceability of products;
- procedures for retaining data; and
- post-market supervision and notification of incidents associated with use of the products (death, serious injury, malfunction, etc.)

These regulations apply to the Group in its capacity as manufacturer of such products. Since 27 March 2015, the Notified Body in Europe which supervises the Group is the British Standard Institution ("**BSI**"), known for its high standards of quality control and for the granting of authorisations, which could increase the Group's exposure to the risk of penalties for malfunctions.

The Group cannot guarantee that its suppliers or subcontractors comply with and will in future comply with the applicable regulations. The Notified Body during a certification or follow-up audit, the regulatory authorities during an inspection or any other regulatory process could identify breaches of applicable regulations or standards and require these to be remedied by corrective action, which could interrupt the manufacture and supply of Group products. The suspension, total shutdown or total or partial prohibition on the activities of Group suppliers could compromise the Group's reputation. In addition, should the Group lose the benefit of contracts entered into with its suppliers, its business, results, financial position, expansion or prospects could be significantly compromised.

# 2.1.3.3 Risked relating to compliance with environmental law

The industrial plant of the Group located in Valence incorporates several installations which, by their nature, could be qualified as ICPE (French classified installations for the protection of the environment) should they exceed the classification thresholds provided by applicable regulations in terms of their output, volume or emissions. The installations could, according to the applicable regime, be subject to registration, declaration or authorisation.

Amendments of the environmental regulations applicable to the Group could modify the applicable classification thresholds and render classifiable the Group's installations that are not classified as ICPE under current regulations.

If, in future, certain installations owned by the Group fall within the purview of the ICPE requirements, the Group, as an operator, will be subject to strict prescriptions in the Environmental Code and specific regulations applicable to activities at the plant or any other individual administrative orders concerning operating authorisations, as well as any injunctions, warnings or similar measures adopted by the Public Authorities responsible for monitoring compliance with environmental regulations (Prefect, DREAL (Regional Directorates of the Environment, Development and Housing), etc.). These prescriptions notably concern emissions, water, the use and handling of dangerous substances, the storage and disposal of dangerous substances and waste, the prevention and management of technological risks and accidental pollution, as well as the restoration to its original condition and decontamination of the site at the end of operations. Respect for the applicable prescriptions and, more generally, the Group's responsibilities could impose significant operating expenses or regular investments by the Group. In addition, the Group's responsibility for restoration of the site to its original condition persists for 30 years after declaration of the final shutdown, during which time authorities could, at any time, order additional restoration measures.

In such eventuality, the Group's business, financial situation, results, expansion or prospects could suffer a significant negative impact.

### 2.1.3.4 Risks relating to litigation to which the Group is a party

During the normal course of their business, Group Companies could be party to a number of judicial, administrative, criminal or arbitral proceedings, notably having regard to third party liability, product liability, competition law, intellectual property law, tax, industrial and environmental law and discrimination.

The most significant litigations in progress or of which the Group has received notice is detailed below. In the framework of some of these proceedings, significant financial claims have been made or are likely to be made against one or more Group Companies. The corresponding provisions, if any, which the Group may be required to establish in its accounts could prove inadequate. In addition, it cannot be excluded that in future new proceedings, related or otherwise to existing ones or to risks identified by the Group or new risks could be brought against one of the Group Companies.

As of the date of this Registration Document, there are no administrative, criminal, judicial or arbitration proceedings other than those referred to below,, including any pending or threatened proceedings known to the Group which could have, or has had during the last twelve months, a significant unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

### *i. Dispute between Amplitude SAS and Prothys*

Under a commercial agency agreement dated 27 September 2005 (hereinafter "the **Agency Agreement**"), Amplitude SAS conferred on Mr Christian Vezine a mandate for distributing its products in a specific territory. By amendment of 17 July 2009, the commercial agency card of Mr Vezine was transferred, with the agreement of Amplitude SAS, to the company Prothys, a limited liability company of which he is the manager.

In a letter dated 19 December 2011, Amplitude SAS notified Prothys of cancellation of the Agency Agreement with immediate effect, for serious breach, that is its marketing of competing products to Amplitude customers without previously informing Amplitude or obtaining its approval.

Prothys then sought authorisation from the President of the Lyon Commercial Court to summons Amplitude SAS as a matter of urgency. By an interlocutory ruling dated 21 February 2012, the President granted the application. The same day, Prothys summonsed Amplitude SAS as a matter of urgency to appear before Lyon Commercial Court.

In a ruling dated 10 July 2012, Lyon Commercial Court accepted the objection of territorial incompetence raised by Amplitude SAS and declared itself without jurisdiction *rationae loci*, in favour of the Romans sur Isère Commercial Court.

After the parties were referred to a more competent court, the Romans sur Isère Commercial Court ordered Amplitude SAS to pay Prothys (i) an amount of  $\notin$ 149,374.74 for an indemnity for the period of notice that is 3 months (plus legal interest); and (ii) an amount of  $\notin$ 1,228,192.30 as a clientele indemnity (plus legal interest). The Court, moreover, rejected Prothys' claim for provisional enforcement of the ruling and all claims of the parties pursuant to Article 700 of the French Code of Civil Procedure.

On 21 February 2013, Amplitude SAS appealed this ruling. By judgment of 7 September 2017, the Grenoble Court of Appeal ordered Amplitude SAS to pay Prothys (i) an amount of  $\notin$ 149,374.74 in respect of the indemnity relating to the notice period, i. e. 3 months (in addition to statutory interest), (ii)  $\notin$ 959,716 in respect of the severance indemnity (in addition to statutory interest) and (iii) the sum of  $\notin$ 12,000 in respect of the procedural indemnity.

At 30 June 2017, Amplitude SAS had booked a provision of €1,150,656.43 for this dispute. Amplitude SAS paid an amount of EUR 1 150 686.43 in September 2017. This payment settled the dispute.

### *ii.* Dispute between Amplitude SAS and Zimmer Biomet France

By subpoena dated 15 June 2017, Zimmer Biomet France brought proceedings before the Commercial Court of Romans against (i) B. R. A., with whom it had entered into a commercial agent's agreement dated 20 February 2006 which expired on 30 June 2016, in breach of the non-compete clause contained in such agreement, and (ii) Amplitude SAS for being complicit in the breach of such agreement and thus having committed acts of unfair competition in respect of Zimmer Biomet France.

Zimmer Biomet seeks joint and several sentencing of Amplitude and of BRA to pay damages in an amount of €9,800,000 in compensation for the damage suffered.

Amplitude SAS denies the existence of acts unfair competition.

A first procedural hearing was held on 10 July 2017.

No amount has been booked as a provision by Amplitude SAS in its financial statements as at June 30, 2017 in respect of this dispute.

*iii.* Dispute between Amplitude SAS and URSSAF on the specific contribution for commercial agents' fees.

Amplitude SAS markets its products notably through independent agents, mandated according to commercial agreements with payment of commission.

In July 2009, URSSAF initiated an audit of Amplitude SAS' compliance with the social security legislation for the period 1 January 2006 to 31 December 2008. Following said audit, URSSAF notified Amplitude SAS, by registered mail dated 21 December 2010, of a reassessment of  $\in$ 881,315. The reassessment concerned exclusively contributions on commission paid by Amplitude SAS to its commercial agents for implantable medical devices of 10% (increased to 15% at the end of 2009) provided by Articles L. 245-5-1 and L. 245-5-2 of the French Social Security Code.

The Company challenged these reassessments and seized the French Arbitration Committee ("**CRA**") in order to state its position. It objects in particular the method of calculation established based on the argument that the provisions of the French Social Security Code referred to above do not refer to the amounts paid to commercial agents (who have the status of freelance workers) but only compensation granted to persons having an employee status . In October 2011, the CRA rejected the challenge and maintained the URSSAF reassessment in its entirety.

Amplitude SAS then seized the French Social Security Affairs Court (the "**TASS**") for cancellation of the reassessment. On 7 November 2013, the TASS of Valence rejected Amplitude SAS' claims and sentenced it to pay the amount of €981,315 under the reassessment. Amplitude SAS appealed the decision.

A first hearing was held on 2 December 2014 during which Amplitude filed a request for a **QPC** (priority preliminary ruling on the issue of constitutionality). The case was the subject of a new hearing on 9 June 2015. On 8 September 2015, Grenoble Appeal Court held that the formal demand sent on 21 December 2010 was null and void since it was irregular and subsequently granted tax relief for the adjustments. The Appeal Court however was of the opinion that it was not appropriate to transmit the priority question of constitutionality which had been filed.

By a judgment dated 15 December 2016, the second civil division of the *Court of Cassation* (i) quashed and annulled, in all its provisions with the exception of those stating that there is no need to transmit the QPC, the judgment issued on 8 September 2015 by the Grenoble Appeal Court of and (ii) remitted the case to the Appeal Court of Chambéry. The Appeal Court of Chambéry, in a ruling dated 12 September 2017, upheld the judgment of the Valence TASS.

Amplitude SAS appealed against this decision.

In parallel with this dispute, the Amplitude SAS was once again the subject of an URSSAF audit in July 2014 covering the period from 1 January 2011 to 1 June 2014. URSSAF notified Amplitude SAS of an adjustment in a total amount of  $\in$ 5,500,610 (including increase for late payment as of 19 December 2014) on the same basis and for the same reasons as set out during the first audit. Amplitude SAS challenged the second adjustment by letter dated 23 January 2015 sent to the CRA.

By a ruling dated 28 April 2017, the CRA partially rejected Amplitude SAS's challenge, with the exception of the reduction in the amount of the adjustment from  $\notin$ 4,947,676 to  $\notin$ 4,938,905 (excluding the late payment penalty).

On 10 August 2017, Amplitude SAS filed an appeal against this decision with the TASS of Valence.

On 30 June 2017, Amplitude SAS has booked provision in an amount of  $\notin$ 13,924,931.48 (including increases and interest for late payment for both disputes as at 30 June 2016).

*iv.* Dispute between Amplitude Surgical and the minority shareholders of Amplitude Australia Pty and dispute between Amplitude Surgical and Australia Orthopaedic Fixations

In February 2017, the Company entered into a settlement agreement with Australia Orthopaedic Fixations, a minority shareholder of its subsidiary Amplitude Australia Pty. This agreement confirms Amplitude Surgical's purchase of the remaining 25% of the subsidiary's capital by Amplitude Surgical and provides for an indemnity payment of AU\$12.7 million (i.e.,  $\in$ 8.8 million).

The Company finalized a settlement agreement with Austofix, a minority shareholder of Amplitude Australia Pty on 28 February 2017. The provision for litigation initially booked for an amount of  $\notin$ 9 million was reversed in the Company's accounts.

### v. *Provisions for disputes*

On 30 June 2017, the total amount of provisions for the Group's commercial disputes totalled  $\notin$ 1,150,656.43 and related only to the dispute between Amplitude SAS and Prothys (see note 25 to the Financial statements).

On 30 June 2017, the Group had booked a provision of  $\notin 13,924,931.48$  relating to its disputes with the URSSAF (see note 25 to the Financial statements).

An unfavourable outcome of such proceedings could have a significant unfavourable effect on the Group, its business, financial position, results, expansion or prospects.

# 2.1.3.5 Tax risks

# *i. Risk relating to the general tax regime to which the Group is exposed*

Independently of the Group's policy of complying with applicable laws and regulations in each of the countries in which Group Companies operate their business, some tax provisions could be the source of risks given their imprecision, the difficulties in their interpretation or possibly, changes in the interpretation by local authorities. When local tax regulations are complex or if their application is uncertain, compliance with such regulations may result in unforeseen tax consequences (e.g., relating to transfer pricing).

Moreover, in the normal context of their business, Group Companies are liable to tax audits by local authorities. Tax audits may result in adjustments and, on occasion, tax litigation before the competent jurisdictions.

In addition, several Group Companies enjoy tax accreditation decisions granted by the competent authorities. These accreditation decisions could possibly be called into question.

By way of example, the breach of an undertaking by the Company or companies party to an accreditation decision on which the decision depends and/or a change in the factual circumstances on which the accreditation decision was granted and/or a change in the position of the competent tax authority, could call such decisions into question.

Changes in the tax regimes to which Group Companies are subject are likely to have a significant, unfavourable effect on the Group, its business, results, financial position, expansion or prospects.

### *ii. Risks relating to the Research Tax Credit*

The Group benefits from the Research Tax Credit ("**CIR**" being the French acronym) scheme for its research and development expenses. Expenses eligible for CIR include compensation of researchers and research technicians, depreciation of research equipment and amortisation of patents, research projects subcontracted to approved (public or private sector) research bodies and the fees for filing, maintaining and defending patents.

At 30 June 2017, the CIR booked in the financial statements amounted to  $\notin 693,000$ , compared to  $\notin 684,000$  at 30 June 2016.

The Group cannot exclude that the tax administration could call into question its methods for calculating the research and development expenses of the Group, or that the CIR could be called into question following a change in regulations or a challenge by the tax administration, even if the Group complies with the documentation and eligibility requirements. This situation could have an unfavourable impact on the Group, its business, results, financial position, expansion or prospects.

### *iii. Risks relating to the contribution for the first sale in France of medical devices.*

Until 31 December 2014, manufacturers and importers conducting their first sale in France of the medical devices specified in Article L. 5211-1 of the French Public Health Code and medical devices for in vitro diagnostics specified in Article L. 5221-1 of the same Code were taxed at 0.29% of the value of sales of the relevant devices achieved during the previous calendar year, ex tax and excluding exports. (Article 1600-0 O of the French General Tax Code).

The amount of tax totalled  $\in$ 133,118 for the calendar year ended 31 December 2015, and  $\in$ 124,915 for the calendar year ended 31 December 2014.

The tax was duly paid by the Group.

For sales from 1 January 2015, this tax was replaced by the contribution required under Article L. 245-5-5-1 of the French Social Security Code, of which the scope, the causal event and rates are identical to such tax. The basis for the contribution is constituted by the amount of ex tax sales of medical devices and in vitro diagnostic devices achieved in France during the calendar year in which it is due. The contribution is not due if the total amount of annual sales is below  $\notin$ 500,000 ex tax.

The contribution must be paid in advance on 1 June of each year to the *Agence Centrale des Organismes de Sécurité Sociale* (the French Central Agency for Social Security Organisations – ACOSS being the French acronym) from 2016. The tax is adjusted on 1 March of the following year.

On the one June 2016, a provisional contribution of  $\notin 115,292$  was paid by the Group. On one March 2017, and adjustment of an amount of  $\notin 53,885$  was paid by the Group.

Changes to the regulations on this contribution in France and the introduction and/or increase in similar contributions or taxes in other countries could have an unfavourable impact on the Group, its business, results, financial position, expansion or prospects.

### iv. Risk relating to the tax on promotion of medical devices

Manufacturers of medical devices are subject to the contribution required under Article L. 245-5-1 of the French Social Security Code based on the expenses sustained by the enterprise, for the promotion, sale or presentation of medical devices.

The charges include (i) compensation of any nature (including payroll savings and the associated social security contributions) for salaried and non-salaried staff of the taxable enterprises, operating in France for the purposes of presenting, promoting or selling medical devices, (ii) transport costs, (iii) costs for publication and purchase of advertising space and (iv) costs for scientific or advertising conferences incurred in the framework of such activities as well as outsourced services of the same nature. The basis of the contribution is established with deduction of a flat rate abatement of  $\notin$ 50,000.

The contribution is levied at a rate of 15% and is not eligible for deduction from corporation tax.

Companies of which the ex-tax revenues achieved in mainland France or French overseas departments for the products and services included on the list in Article L.165-1 of the French Social Security Code is less than  $\in 11$  million are exempt from this contribution. The exemption does not apply to companies which (i) are at least 50% owned subsidiaries of a company or a group of which the consolidated ex tax revenues (as defined above), exceeds  $\in 11$  million or (ii) own at least 50% of the capital of one or more companies of which the revenues, when consolidated with their own revenues (as defined in the previous paragraph), exceeds  $\in 11$  million.

Changes in the regulations applicable to this contribution, and the introduction and/or increase in similar taxes or contributions, could have an unfavourable impact on the Group, its business, results, financial position, expansion or prospects.

### 2.1.4 Financial risks

2.1.4.1 Risks relating to control of the working capital requirement and investment expenses

The sale and marketing of orthopaedic prostheses requires that the Group:

- maintenance available consignment stock with customers and occasionally, with its distribution network; and
- the sale and marketing or making available of ancillaries (accessory surgical instruments) available for the various types of surgery and which can be adapted to the specific needs of each patient.

Consignment stock comprises a full range of prostheses (kits, sizes, accessories) available for the various types of surgery. Invoicing of orthopaedic prostheses, either to the distributors or healthcare establishments occurs on communication of information on the implantation of prostheses and generates a request for restocking of items on consignment from the Group's customers to replace the products used.

A significant increase in Group business (volume and number of customers) and the territorial expansion of its distribution network could significantly increase the level of consignment stock, the amount of receivables due from customers and the volume of ancillaries necessary for implanting the prostheses. Moreover, although the Group remains vigilant regarding compliance with payment deadlines, it cannot exclude any extension of the average payment deadline by distributors and healthcare establishments, which

could have a negative impact on the variation in its working capital requirement. In addition, a reduction of such payment deadlines imposed by the Group's suppliers could have a negative impact on the variation in its working capital requirement.

The Group's difficulties in controlling its working capital requirement and its growth could have a significant unfavourable impact on its business, results, financial position, expansion or prospects.

# 2.1.4.2 Risks relating to the Group's debt

The Group currently carries significant debt. On 30 June 2017, total Group debt amounted to €121.7 million (see paragraph 5.2.2.2 in this Registration Document). This debt includes in particular:

- 2016 Non-convertible Bonds governed by terms and conditions (the "**Terms and Conditions of the 2016 Bonds**") of a nominal amount of €65 million; 2014 Non-convertible Bonds governed the terms and conditions (the "**Terms and Conditions of the 2014 Bonds**") of a nominal amount of €31 million, further to the early repayment of an amount of €35 million;
- two medium-term loans entered into with BPI of €3 million and €5 million respectively;
- a medium-term loan entered into with CIC for the construction of the clean room for €1.8 million;
- financial lease agreements for €13.7 million, and a factoring agreement for €1.8 million.

The Group's significant debt could have negative consequences, such as:

- requiring the Group to allocate a significant proportion of cash flow generated by its operational businesses to the remuneration and reimbursement of its debt, such as reducing the Group's capacity to allocate available cash flow to finance its organic growth, make investments and satisfy other general needs of the enterprise;
- increasing the Group's vulnerability to any slowing down in business or deterioration of economic conditions;
- placing the Group in a less favourable financial situation to that of its competitors carrying less debt as a ratio to cash flow;
- limiting the Group's flexibility in planning or reacting to changes in its business or sectors; and
- limiting the capacity of the Group and of its subsidiaries to borrow additional funds or to raise capital in future and increase the costs of any additional finance.

Furthermore, the Group's capacity to meets its obligations, to pay interest on its loans or to refinance or reimburse its loans according to the procedures provided, will depend on its future operational performance, which may be influenced by several factors (economic climate, market conditions for the debt, regulatory changes etc.) some of which are beyond the Group's control.

In the event of inadequate liquidity to service the debt, the Group could be constrained to reduce or delay acquisitions or investments, to dispose of assets, refinance its debt or seek complementary finance which could have a significant unfavourable impact on its business, results, financial position, expansion or prospects. The Group could be incapable of refinancing its debt or obtaining additional finance under satisfactory conditions.

The Group is also exposed to the risks of fluctuations in interest rates insofar as remuneration of its debt is at a floating rate equal to EURIBOR increased by a margin (see paragraph 2.1.5.3 in this Registration Document), despite rate hedging instruments subscribed that only partially cover the amount of the floating rate debt.

The 2014 and 2016 Terms and Conditions of the Bonds require the Group to comply with covenants, notably financial and specific ratios (see Section 5.2 "Cash and Capital Equity" in this Registration Document). These covenants, *inter alia*, limit the Group's capacity to:

- make acquisitions and investments in the framework of joint ventures;
- take out any additional loans other than as additional debt in the limit of €17,500,000 which could be extended to €25,000,000 according to the trends of the Group's EBITDA;
- contract any debts or grant guarantees;
- constitute collateral;
- pay dividends or other unauthorised payments;
- make certain investments;
- sell, transfer or assign certain assets;
- merge or group with other companies;
- conclude settlements with related entities;
- amend its by-laws and reduce its registered capital; and
- issue securities giving direct or indirect entitlement to capital.

The restrictions set out in the Term and Conditions of the Bonds and the agreements relating to the Bonds could affect the Group's capacity to operate its business and limit its capacity to react to the market or seize commercial opportunities, which may arise. By way of example, these restrictions could affect the Group's capacity to finance the investment in its business, make strategic acquisitions and investments or alliances, restructure its organisation or finance its capital requirements. In addition, the Group's capacity to respect the restrictive covenants could be influenced by events beyond its control, such as economic, financial and industrial conditions. Any default by the Group on its commitments or covenants could result in default under the terms of the aforementioned agreements.

In the event of a default which is not remedied or waived, the relevant creditors could terminate their commitments and/or demand immediate repayment of all outstanding amounts. This could result in cross-defaults under other Group loans.

The materialisation of these risks could have a significant unfavourable effect on the Group, its business, results, financial position, expansion or prospects, including bankruptcy or liquidation of the Group.

2.1.4.3 Risks deriving from pledging of the Group's various assets

The Group has granted pledges on some Group assets (notably the shares of some Group Companies, bank accounts and some receivables) which in the event of a payment default, could be enforced by the beneficiaries of said pledges. This could have a significant unfavourable effect on the Group's businesses.

Having regard to the Intercreditor Agreement notably on Non-convertible Bonds, some Group Companies have granted guarantees *in rem* over various Group assets (notably first-ranked rights). In default of payment of Non-convertible Bonds, the guarantees agent, acting on behalf of the creditors concerned, may enforce the rights under one or more of these guarantees, and in particular, the pledging of shares of Companies in the Group (see Section 5.2 "*Cash and Capital Equity*" in this Registration Document. This type of event could
have a significant unfavourable effect on the Group, its business, results, financial positions, expansion or prospects.

#### 2.1.4.4 Risks relating to debt collection and the write-down of goodwill and deferred taxes

At 30 June 2017, goodwill totalled €92.5 million (see note 15 of the consolidated financial statements for the financial year ended 30 June 2017 financial year included in Section 6.1 "*Group Consolidated Financial Statements for the financial year ended 30 June 2017* Group Consolidated Financial Statements for the financial year ended 30 June" in this Registration Document). The Group cannot exclude that the occurrence of future events could result in the write-down of certain intangible fixed assets and/or goodwill. Given the significant amount of intangible fixed assets and goodwill posted in the Group's financial statements, any significant write-down could have a significant unfavourable effect on its business, results and financial position in the financial year in which said charges were recorded.

At 30 June 2017, deferred taxes posted as assets in the Group's consolidated financial statements totalled  $\in$ 10.1 million (see note 14 of the consolidated financial statements for the financial year ended 30 June 2017 financial year included in Section 6.1 "Group Consolidated Financial Statements for the financial year ended 30 June " in this Registration Document). These deferred taxes are posted as assets in the Group's financial statements in an amount that the Group estimates it could collect within a reasonable deadline and in any event, prior to possible expiry of deficits concerning the proportion of deferred taxes included as assets relating to the tax deficits eligible to be carried forward. Nevertheless, the Group could be unable to realise the anticipated amount of deferred taxes if its future taxable revenues and the associated taxes are less than anticipated. The Group also based its forecasts on the use of deferred taxes on its understanding of the application of tax regulations, which, however, could be called into question either by changes in such tax and accounting regulations or tax audits or litigation that could affect the amount of deferred taxes. If the Group considered it could not, in future years, realise its deferred taxes, it could no longer post such assets in its financial statements, which would have a significant unfavourable impact on the net result of the Group and on its financial position.

#### 2.1.5 Market risks

### 2.1.5.1 Exchange rate Risks

In general, the Group manufactures its products and incurs the corresponding expenses in euros, except for certain products manufactured in Australia and the United States. Conversely, the Group sells in local currency when marketing its products through its foreign subsidiaries and invoices in euro when selling products to distributors located abroad.

Furthermore, the Group prepares its financial statements in euros. As a result, when it prepares its financial statements, the Group must convert the assets, liabilities, revenues and expenses evaluated in foreign currency to euros by adopting the applicable exchange rates. As a result, changes in exchange rates could affect the value of these items in its financial statements (and therefore have an impact on its margin) even if their intrinsic value remains unchanged.

The main monetary fluctuations affecting the Group's results are those of the euro, on the one hand, and of the Australian dollar and the Brazilian real, on the other. As of the date of this Registration Document, the Group does not hold any exchange rate hedging instruments.

As of 30 June 2017, 22.9% of the income from the Group's ordinary business was realised in currencies other than the euro, mainly US dollars, Australian dollars, Swiss francs and Brazilian *reais*, representing respectively 3%, 10%, 1% and 8% of the income from the Group's ordinary business.

The table below presents the Group's exposure to exchange rate risks for the US dollar on 30 June 2017:

USD (in thousands of euros except for the average rate of risk exposure)	Amount in the currency of commitment	Conversion at the historic rate (a)	Average rate of risk exposure	Equivalent value of the fixing rate (b)	Potential gross difference (a) – (b)
Commercial risk					
Revenues as at 30 June 2017	3041	2781	1.09	2662	119
Export invoices (balance)	671	613	1.09	587	26
Import invoices (balance)	547	500	1.09	478	21
Net commercial risk	124	113	1.09	109	5
Financial risk					
Forward-selling commitment	0	0	0	0	0
Debit balance - bank	55	50	1.09	48	2
Financial Risk - debit	55	50	1.09	48	2
Forward-purchasing commitment	0	0	0	0	0
Credit balance - bank	0	0	0	0	0
Financial Risk - credit	0	0	0	0	0
Net financial risk	55	50	1.09	48	2
Net position excluding options	179	163	1.09	156	7

A variation of +/-5% in the rate for the American dollar would have an impact of  $\in(1)$  thousand or  $\in11$  thousand on the net result and  $\in(1)$  thousand or  $\in16$  thousand on equity capital.

The table below presents the Group's exposure to exchange rate risks for the Australian dollar on 30 June 2017:

AUSD (in thousands of euros except for the average rate of risk exposure)	Amount in the currency of commitment	Conversion at the historic rate (a)	Average rate of risk exposure	Equivalent value of the fixing rate (b)	Potential gross difference (a) – (b)
Commercial risk					
Revenues as at 30 June 2017	12,870	8,872	1.45	8,661	211
Export invoices (balance)	3,107	2,142	1.45	2,091	51
Import invoices (balance)	2,776	1,914	1.45	1,868	46
Net commercial risk	331	228	1.45	422	5
Financial risk					
Forward-selling commitment	0	0	0	0	0
Debit balance - bank	806	1,245	1.45	1,215	30
Financial Risk - debit	806	1,245	1.45	1,215	30
Forward-purchasing commitment	0	0	0	0	0
Credit balance - bank	0	0	0	0	0
Financial Risk - credit	0	0	0	0	0
Net financial risk	1,806	1,245	1.45	1,215	30
Net position excluding options	2,137	1,473		1,438	35

A variation of +/-5% in the rate for the Australian dollar would have an impact of  $\in(5)$  thousand or of  $\in17$  thousand on the net result and of  $\in(35)$  thousand or  $\in113$  thousand on equity capital.

The table below presents the Group's exposure to exchange rate risks for the Swiss franc on 30 June 2017:

CHF (in thousands of euros except for the average rate of risk exposure)	Amount in the currency of commitment	Conversion at the historic rate (a)	Average rate of risk exposure	Equivalent value of the fixing rate (b)	Potential gross difference (a) – (b)
Commercial risk					
Revenues as at 30 June 2017	999	923	1.08	912	11
Export invoices (balance)	196	181	1.08	179	2
Import invoices (balance)	306	283	1.08	280	3
Net commercial risk	110	102	1.08	101	-1
Financial risk					
Forward-selling commitment	0	0	0	0	0
Debit balance - bank	30	28	1.08	28	0
Financial Risk - debit	30	28	1.08	28	0
Forward-purchasing commitment	0	0	0	0	0
Credit balance - bank	0	0	0	0	0
Financial Risk - credit	0	0	0	0	0
Net financial risk	30	28	1.08	28	0
Net position excluding options	-80	-74	1.08	-73	-1

A variation of +/- 5% in the rate for the Swiss franc would have an impact of  $\notin$ 4 thousand or  $\notin$ (7) thousand on the net result and  $\notin$ 3 thousand or  $\notin$ (5) thousand on equity capital.

The table below presents the Group's exposure to exchange rate risks for the Brazilian real on 30 June 2017:

BRL (in thousands of euros except for the average rate of risk exposure)	Amount in the currency of commitment	Conversion at the historic rate (a)	Average rate of risk exposure	Equivalent value of the fixing rate (b)	Potential gross difference (a) – (b)
Commercial risk					
Revenues as at 30 June 2016	26,485	7,486	3.54	7,016	470
Export invoices (balance)	15,765	4,456	3.54	4,176	280
Import invoices (balance)	6,984	1,974	3.54	1,850	124
Net commercial risk	8,781	2,482	3.54	2,326	156
Financial risk					
Forward-selling commitment	0	0	0	0	0
Debit balance - bank	3,485	985	3.54	923	62
Financial Risk - debit	3,485	985	3.54	923	62
Forward-purchasing commitment	0	0	0	0	0
Credit balance - bank	0	0	0	0	0
Financial Risk - credit	0	0	0	0	0
Net financial risk	3,485	985	3.54	923	62
Net position excluding options	12,266	3,467	3.54	3,249	218

A variation of +/-5% in the rate for the Brazilian real would have an impact of  $\in$ 38 thousand or of  $\in$ 287 thousand on the net result and of  $\in$ 53 thousand or of  $\in$ 400 on equity capital.

Although the Group controls and evaluates trends on exchange rate variations regularly, it cannot exclude that unfavourable changes in the exchange rate for the aforementioned currencies could have an unfavourable effect on the Group's financial position and results.

### 2.1.5.2 Credit/counterparty risks

Credit or counterparty risk refers to the risk that a party to an agreement entered into with the Group will default on its contractual obligations causing a financial loss to the Group.

The financial instruments that could expose the Group to concentrated counterparty risk are primarily its customer receivables, cash flow and cash flow equivalents, investments and derivative financial instruments. Overall, the net book value of financial assets posted in the Group's consolidated financial statements for the financial years ended 30 June 2017 and 2016, net of depreciation, represents the Group's maximum exposure to the credit risk.

The Group considers it has limited exposure to concentrated credit risk relating to customer receivables. The significant size and width of the customer base and the credit insurance provided by Natixis Factor against the risk of insolvency of various Group customers whose receivables are refinanced by the Factoring Programme render the problem of concentrated customer risk insignificant in the Group's consolidated financial statements.

Moreover, the Group concludes hedging contracts with leading financial institutions and considers that the risk of default by its counterparties is very low, since the financial exposure of each of these financial institutions is limited.

2.1.5.3 Interest rate risks

The Group is exposed to the risk of fluctuating interest rates under the Terms and Conditions of the Bonds for which the interest rate is indexed against the Euro Interbank Offered Rate ("**EURIBOR**"), plus a margin.

The Group holds derivatives to hedge its cash flow. On 30 June 2017, the fair value of the interest rate swaps entered into by the Group totalled 0.5 million gross of deferred tax, i.e.,  $\notin 0.4$  million net of deferred tax, posted as liabilities (derivatives) against equity capital.

On 30 June 2017, the outstanding variable rate debt was 94.6 million, i.e., 77.7% of the total Group debt on that date.

The characteristics of the swap contracts entered into by the Group are as follows:

Date of Processing	Bank	Direction	Type	Nominal outstanding (millions)	Currency	Start	Maturity	Remaining term (years)	Rate	Frequency (months)
25/02/11	CIC	Е	SWAP	2.169	EUR	21/03/11	22/12/25	10.5	3.29%	3
16/12/14	LCL	Ε	SWAP	10	EUR	16/12/14	18/09/17	2.2	0.03%	1
16/12/14	LCL	Е	SWAP	15	EUR	16/12/14	17/09/18	3.2	0.07%	1
16/12/14	PAL	Е	SWAP	10	EUR	16/12/14	17/09/18	3.2	0.07%	1
16/12/14	LCL	Е	SWAP	8.5	EUR	16/12/14	16/09/19	4.2	0.13%	1

The Group's exposure to interest rate risk is mainly associated with its net financial debt. The distribution of the Group's financial debt between fixed and floating rates after hedging at 30 June 2017 is set forth below:

(in millions of euros)	<b>30 June 2017</b>
Summary of debts prior to hedging	
Fixed rate	27.1
Floating rate	94.6
Total	121.7
Summary of debts after hedging	
Fixed rate	73.0
Floating rate	48.7
Total (after hedging)	121.7

After hedging, an increase of 1% in the floating rate on 30 June 2017 would have had an impact of  $\notin 0.5$  million on the net result, a decrease of such rates (the latter being negative) would have no impact, and of  $\notin 0.5$  million in the event of an increase and of  $\notin (0.5)$  million in the case of a fall of rates on reserves, taking into account the fluctuation of the fair value of the swaps

### 2.1.5.1 Liquidity risks

The Company has conducted a specific review of its liquidity risk and on the date of this Registration Document, the Company estimates it can meet its future commitments upon maturity for the next twelve months.

The table below presents a breakdown of the financial liabilities of the Company per contractual maturity date as of 30 June 2017:

(in millions of euros)	< 1 year	2 to 5 years	> 5 years	Total on 30 June 2017
Loans from credit establishments				
Bond loan	0.1	-	96.3	96.4
Capitalisation of loan expenses	(0.3)	(1.2)	(0.2)	(1.7)
Bank overdrafts				
Bank overdrafts	-	-	-	-
Interest accrued on overdrafts	-	-	-	-
Other financial debts and loans				
Finance leases	2.2	7.4	4.1	13.7

(in millions of euros)	< 1 year	2 to 5 years	> 5 years	Total on 30 June 2017
Interest accrued on loans	-	-	-	-
Other loans from the parent company	-	-	-	-
Other loans and financial debts	2.2	7.4	3.7	13.3
Derivative financial instruments	-	-	-	-
Financial debt	4.2	13.6	103.9	121.7

Amplitude SAS has a Factoring Programme under which it has undertaken to assign all of its "buyer" balance receivables (except for certain customers expressly excluded from the scope of the Factoring Programme or with which Amplitude SAS has financial connections or common shareholders or managers) to Natixis Factor by subrogation (see Section 5.2 "*Cash and Capital Equity*" in this Registration Document).

The objective of this programme, in addition to optimising management of receivables and their collection is to provide the cash flow necessary for Amplitude SAS to finance its operations and its external growth.

As of 30 June 2017, the receivables assigned by Amplitude SAS to Natixis Factor represent an amount of  $\notin$ 9.2 million for finance obtained of  $\notin$ 1.8 million. The methods of accounting for the Factoring Programme are detailed in the accounting principles in note 22 to the consolidated financial statement for the financial year ended 30 June 2017 shown in Section 6.1 "Group Consolidated Financial Statements for the financial year ended 30 June 2017Group Consolidated Financial Statements for the financial in this Registration Document.

The agreement on the Factoring Programme was entered into without a term and each party may terminate it unilaterally, without any need to state a reason for the decision, subject to three months' prior notice sent by registered letter with return receipt. In addition, Natixis Factor may cancel the agreement without notice and/or require payment by Amplitude SAS of all receivables assigned and not yet collected from the relevant customers, (see Section 5.2 "*Cash and Capital Equity*" of this Registration Document).

The Group manages liquidity risk using appropriate reserves, bank credit lines (factoring, lease finance, overdraft, etc.) and reserve borrowing lines, by preparing cash flow projections and monitoring the actual cash flow by comparing the latter with its projections and seeking optimum alignment of the maturity date profiles for financial assets and liabilities.

The main stipulations in the Group's existing financing agreement (notably covenants, default clauses, early reimbursement cases) are set forth in Section 5.2 *"Cash and Capital Equity"* in this Registration Document.

### 2.1.5.2 Share risks

On the date of this Registration Document, the Group does not hold any financial securities apart from securities in companies included in its consolidated financial statements. As a result, the Group considers it is not exposed to market risk or that for other significant financial instruments.

### 2.2 INSURANCE

The Group has established a policy for covering the main insurable risks with coverage it considers compatible with the nature of its business. The expenses posted by the Group in its financial statements for

all insurance policies was  $\notin 0.505$  million,  $\notin 0.522$  million and  $\notin 0.480$  million for the financial years ended 30 June 2017, 30 June 2016 and 30 June 2015.

No significant claim was made by the Group during the financial years ended 30 June 2017, 30 June 2016 and 30 June 2015. These insurance policies were not the subject of any significant actions against the Group during the financial years ended 30 June 2017, 30 June 2016 and 30 June 2015.

Since 1 July 2016, the Group has had civil liability insurance with the insurance company HDL.

Insurance	Assurer	Risks covered	Amount of guarantee	Excess	Date of entry into effect and expiry
Insurance for transportation of merchandise (Territory: whole world)	Helvetia	Air, road, maritime transport, on own account, by post Trade fairs and exhibitions	From €5,000 to €150,000	N/A	01/07/2012 01/07/2013 then renewable by tacit agreement
Business use vehicle insurance (Territory: mainland France, EU member states and all countries in which the so- called "green card" insurance is valid	AXA	Insurance of staff vehicles	From €8,000 to €400,000	N/A, except €500 for: Fire, storm, theft, all accident damage	01/01/2012 01/01/2013 then renewable by tacit agreement
Delivered product liability insurance	HDI	Third party liability during operations or works	From €200,000 to €8,000,000	Up to €5,000	01/07/2017 for a two-year period
(Territory: worldwide, except for permanent establishments located outside France and		Third party liability after delivery	Between €1,500,000 and €15,000,000	From €30,000 to €75,000	
Germany)		Professional indemnity liability	€2,000,000	€10,000	
		Criminal defence and claims	Maximum €16,000 per claim		
Vehicle fleet insurance (Territory: mainland France, EU member states for the professional third party liability guarantee)	AXA	Third party liability Claims and advance on claims	From €100 million to unlimited Claims (€8,000) and advances on claims (€16,000)	N/A N/A	01/01/2011 01/01/2012 then renewable by tacit agreement
		Natural risks	Conventional value or loss adjuster	According to type of vehicle	
		Theft	Conventional value or loss adjuster	According to type of vehicle	
		Guarantee for personal effects and items and professional accessories	€305 per vehicle and per claim	N/A	
		All accident damage	Conventional value or loss adjuster	According to type of vehicle	
		Glass breakage		N/A	
		Natural disasters	Conventional value or loss adjuster	Amounts fixed by public authorities	
		Roadside rescue and towing	€400	N/A	
		Financial loss	Up to residual value of finance	N/A	
		Driver guarantee	€310,000	N/A	

Insurance	Assurer	Risks covered	Amount of guarantee	Excess	Date of entry into effect and expiry
Third party liability of corporate executives (Territory: worldwide )	CHUBB Insurance	Liability guarantees for executives:	€8,000,000 \$1,000,000 for the contract entered into with Amplitude Suisse, Matsumoto Amplitude Inc. and Amplitude Latam and Amplitude Australia Pty Ltd.	€10,000 in the USA	01/07/2011 01/07/2012 then renewable by tacit agreement
		Extension of guarantee of executives:	From €30,000 to €8,000,000		
		Guarantees for the company:	From €45,000 to €6,000,000		
Contract Business Class	ACE	Capital on death	€30,000		
(Territory: worldwide)	Europe	Capital on total or partial permanent disability	€30,000		
		Psychological support	Up to €1,000		
		Information support	Telephone hotline		
		Assistance to the enterprise	Organisation of service		
		Medical expenses	Up to €1,000,000		
		Assistance to persons	Actual cost	€50	
		Travel incidents	Up to €5,000		
		Luggage insurance	Up to €3,000		
		Loss, theft or destruction of samples	Up to €3,000		
		Legal assistance	€4,000		
		Advance of bail payments	€15,000		
		Third party liability private life	Up to €5,000,000		
Multi-risk industrial and commercial damages	Generali -	Guarantee for damage to property:	From €200,000 to €53,659,350	€15,000 for main guarantees	01/07/2011 to 30/06/2012
insurance (Territory: all of France, excluding Corsica)		Financial loss	€53,659,350		then renewable by tacit agreement
Key individual insurance	AXA	Capital guaranteed in the event of death of Mr Jallabert	€5,016,000	N/A	03/12/2014 Expiry upon maturity date of non-convertible bonds (single tranche debt) or at the latest on the date on which Olivier Jallabert reaches the age of 60 years

### 2.3 INTERNAL CONTROL AND RISK MANAGEMENT PROCEDURES

#### 2.3.1 Internal control

The Group views internal control and risk management as a set of policies intended to provide a reasonable degree of assurance that the operating objectives will be achieved, that financial information is reliable and also, that there will be compliance with the laws and regulations in force. These functions are supported by:

- the organisation and functioning of the corporate management bodies as described above;
- a "quality" system implementing controls, with indicators and risk assessments;
- procedures and an organisational structure for the preparation of accounting and financial information.

Internal Control is under the responsibility of the Administration and Finance Director. He supervises the analysis, upgrading and evaluation of the risk control systems in place within the Group. Reporting to the Chief Executive Officer with direct access to the Board of Directors, he co-ordinates his mission with the operating and functional top management in the scope of all Group business. With his teams, he also co-ordinates deployment of the Ethics Charter and reinforces actions to prevent the risk of fraud.

### 2.3.1.1 The Amplitude Surgical "quality" system

The Company implements its quality initiatives pursuant to the legislation governing medical devices, notably to meet the challenges of regular reinforcement of the regulations applicable to manufacturing and the sale of its products, whether in Europe, Brazil, Australia or the United States.

The Group, through all its subsidiaries, is committed to a continuous improvement process which seeks to foster individual responsibility to:

- safeguard the health and safety of men and women contributing to its business;
- guarantee the safety of its establishments and reduce their impact on the environment, to protect the natural world;
- comply, wherever it conducts its business, with the applicable quality, safety and environmental laws;
- maintain relationships based on transparency and dialogue with all stakeholders.

All divisional Directors (Vice-Chairmen) or Directors of subsidiaries are responsible for the establishment and follow-up of the quality, safety and environment programmes within their respective remits and for ensuring the information and active contribution of all staff.

The Company's quality system guarantees:

- formalising of activities in a documentary system defining the methods and responsibilities;
- regular staff training;
- upstream and downstream traceability of all product batches;
- the conducting of internal audits;
- implementation of corrective actions to remedy non-conformities detected and to meet needs for improvements to activities. The quality system is regularly inspected by ANSM (*Agence Nationale de la Sécurité du Médicament et des Produits de Santé*) and by its foreign equivalents in countries where the Company's products are marketed.

2.3.1.2 Internal control procedures regarding preparation and processing of financial and accounting information

Internal control procedures regarding preparation and processing of financial and accounting information seek to ensure that within the Group, all financial and accounting information complies with the laws and regulations. Internal control also aims to ensure implementation of the instructions and priorities decided by top management.

The activities of the Group's top management, finance management and management control executive bodies are centralised at Amplitude Surgical. Some Group subsidiaries have administrative and finance departments or outsource their accounts management.

Solely the Company has capacity to enter into undertakings on deposits and guarantees or market instruments; these are reviewed periodically by the recently-established Audit Committee and regular reports are made to the Board of Directors.

The Group top finance management has established an accounting plan and procedures applicable for all French entities of the Group and uses standard local accounting plans in countries in which the Group is located.

The procedures cover budget control and information feedback.

Furthermore, Group subsidiaries are committed to applying the main general procedures (notably, the Group financial policy) through charters they conclude with the parent company.

The Group's consolidated accounts are prepared by teams at the parent company. A consolidation bundle adjusted to comply with Group standards is prepared for each consolidated subsidiary on the basis of accounting data sourced from local information systems.

Finally, the Group organises internal audits to validate the degree of compliance with the policies and procedures in force.

#### 2.3.1.3 Risk Management

Risks to which the Company is exposed are identified, assessed and ranked.

Each process, project and business area regularly analyses its risks to allow putting in place prevention and risk exposure level reduction measures.

The actions put in place are followed up in the continuous improvement plans.

The Group's safety and environmental policy is founded on two main priorities:

- preserving health and safety at Group subsidiaries; and
- controlling the impacts of our activities on the environment.

#### Chapter 3 CORPORATE GOVERNANCE

#### 3.1 ADMINISTRATIVE AND MANAGEMENT BODIES

- 3.1.1 The Company's administrative, management and supervisory bodies and senior management
  - 3.1.1.1 Members of administrative, management, and supervisory bodies and of senior management

As of the date of this Registration Document, the Company is a French public limited company governed by the laws and regulations in force and by its articles of association. The Company is managed by a Board of Directors comprising 4 members of which one independent member (Mr Daniel Caille).

A description of the main provisions of the articles of association and the internal regulations on the Board of Directors, its committees and senior management of the Company, in particular their operating and powers, are given in Section 3.1.2 "*Functioning of the Company's administrative and management bodies*" of this Registration Document.

#### *i.* Board of Directors

#### **Composition of the Board of Directors**

The table below represents the composition of the Board of Directors at 30 June 2016.

Mr Olivier JALLABERT	PROFESSIONAL AD	DRESS:	NUMBER OF SHARES HELD: 15 000
(49 years)	11, Cours Jacques Offer	bach, Valence (26000)	shares
EXPERIENCE AND EXPERTISE			
Chairman and Chief Executive Officer, memb	er of the Board of Direct	ors	
Olivier Jallabert founded the Amplitude Group Manager). He has more than 25 years' experience		5	n groups (in particular Biomet as Europe R&D
TERM OF OFFICE			
First appointment: 10 June 2015			
shares to trading on the Paris Euronext regulated	market		o the prospectus for admission of the Company's
LIST OF CORPORATE MANDATES AND C BUSINESS YEARS	OTHER DUTIES IN FRI	INCH AND FOREIGN	COMPANIES DURING THE LAST FIVE
Corporate mandates and duties at the Group		Corporate mandates a	nd duties outside the Group
Current:		Current:	
In France		In France	
Amplitude Surgical (Chair	man and CEO)	N/A	
Amplitude SAS (Chairman	n)		
Novastep SAS (Director)			
SCI Les Tilleuls (Manager	)		
Abroad		Abroad	

	Amplitude Benelux (Manag	ger)	N/A	
	Amplitude GmbH (Chairma	an)		
	Amplitude India Pvt Ltd (C			
	Amplitude Australia (Direc			
	Amplitude Suisse (Chairma			
	Amplitude Matsumoto (Dir			
	•			
	• Novastep Inc. (Director)	``		
	• Joint Research Ltd. (Directo	or)		
During th	e last five financial years:		During the last five finat	ncial vears:
In France			In France	
_	OrthoFin I (Permanent representative of	of Olisa, Chairman)	- Olisa (Mana	19F)
-	OrthoFin II (Permanent representative		Olisa (Manag	501)
-	Amplitude Group (Permanent rep			
	Chairman)	,		
-	Amplitude SAS (Chairman)			
-	AEM Medical (Permanent representati	ve of Olisa, Chairman)		
-	Novastep SAS (Director)			
-	OrthoManagement (Chairman)			
-	SCI Les Tilleuls (Manager)			
Abroad			Abroad	
Abroau				
-	Amplitude GmbH (Chairman)		N/A	
-	• • •			
- APAX Pa	nrtners MidMarket	PROFESSIONAL AD	DRESS:	NUMBER OF SHARES HELD:
APAX Pa Represente	• • •	PROFESSIONAL AD	DRESS:	NUMBER OF SHARES HELD: 1 share
APAX Pa Represente (46 years)	artners MidMarket d by Mrs Annick BITOUN		DRESS:	
APAX Pa Represente (46 years) EXPERI	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE	1, rue Paul Cézanne, Paris (	<b>DRESS:</b> 75008)	1 share
APAX Pa Represente (46 years) EXPERI Director,	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE	1, rue Paul Cézanne, Paris (	<b>DRESS:</b> 75008)	
APAX Pa Represente (46 years) EXPERI Director, Compenss Annick B	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September	1, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of	DRESS: 75008) Committee, member of t	1 share 1 share the Appointments Committee, member of the ted her career at Crédit Lyonnais, then, after the
APAX Pa Represente (46 years) EXPERI Director, Compens Annick B merger, a	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within	1, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece	I share I shar
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, a firm Valli	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within itot & Le Guerevé-Abitbol, where she wa	1, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece	1 share 1 share the Appointments Committee, member of the ted her career at Crédit Lyonnais, then, after the
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, a firm Valli hoc mand	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within tot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings .	1, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece	I share I shar
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, a firm Valli hoc mand	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within itot & Le Guerevé-Abitbol, where she wa	1, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece	I share I shar
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, at firm Valli hoc mand She is a g	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within ot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t <sup>7</sup> Debt Manager. She star rance division. More rece cturing of companies in di	l share he Appointments Committee, member of the ted her career at Crédit Lyonnais, then, after the ntly, Annick Bitoun worked with legal receivers ifficulty, listed or nonlisted, through amicable ad
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, a firm Valli hoc mand She is a g	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within ot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t <sup>7</sup> Debt Manager. She star rance division. More rece cturing of companies in di	I share I shar
APAX P2 Represente (46 years) EXPERIT Director, Compens Annick B merger, at firm Valli hoc mand She is a g LIST OF FINANC	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within tot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t <sup>7</sup> Debt Manager. She star rance division. More rece cturing of companies in di	I share I shar
APAX P2 Represente (46 years) EXPERIT Director, Compens Annick B merger, at firm Valli hoc mand She is a g LIST OF FINANC	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within itot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University CORPORATE MANDATES AND C IAL YEARS	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece cturing of companies in di RENCH AND FOREIG	I share I shar
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, at firm Valli hoc mand She is a g LIST OF FINANC	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within iot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University CORPORATE MANDATES AND C IAL YEARS ments and duties in the Group	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece cturing of companies in di RENCH AND FOREIG Appointments and dut	I share I shar
APAX P2 Represente (46 years) EXPERIT Director, Compens Annick B merger, at firm Valli hoc mand She is a g LIST OF FINANC Appointm Current: In France - N/A	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within iot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University CORPORATE MANDATES AND C IAL YEARS ments and duties in the Group	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t 2 Debt Manager. She star rance division. More rece cturing of companies in di RENCH AND FOREIG Appointments and dut <u>Current:</u> In France - N/A	I share I shar
APAX P2 Represente (46 years) EXPERI Director, Compens Annick B merger, at firm Valli hoc mand She is a g LIST OF FINANC Appointm Current: In France - N/A Abroad	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within tot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University CORPORATE MANDATES AND C IAL YEARS nents and duties in the Group	I, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t Toebt Manager. She star rance division. More rece cturing of companies in di RENCH AND FOREIG Appointments and dut Current: In France - N/A Abroad	I share I shar
APAX Pa Represente (46 years) EXPERI Director, Compens Annick B merger, at firm Valli hoc mand She is a g LIST OF FINANC Appointm Current: In France - N/A Abroad - N/A	artners MidMarket d by Mrs Annick BITOUN ENCE AND EXPERTISE member of the Board of Directors, ation Committee itoun joined Apax Partners in September t Crédit Agricole CIB as Director within tot & Le Guerevé-Abitbol, where she wa ate / conciliation proceedings . raduate of the Paris Dauphine University CORPORATE MANDATES AND C IAL YEARS nents and duties in the Group	1, rue Paul Cézanne, Paris ( member of the Audit C er 2014 in the capacity of n the Leverage Finance F as in charge of the restruct y.	DRESS: 75008) Committee, member of t 2 Debt Manager. She star rance division. More rece cturing of companies in di RENCH AND FOREIG Appointments and dut <u>Current:</u> In France - N/A	I share I shar

In France		In France	
- N/A		- N/A	
Abroad		Abroad	
- N/A		- N/A	
Mr Bertrand PIVIN	PROFESSIONAL AD	DRESS:	NUMBER OF SHARES HELD: 1 share
(57 years)	1, rue Paul Cézanne, Pa	ris (75008)	
EXPERIENCE AND EXPERTISE			
Director, member of the Board of Directors, Compensation Committee	member of the Audit C	Committee, member of t	the Appointments Committee, member of the
Bertrand Pivin joined Apax Partners in 1993. He	is the investment manag	er in the Services and He	althcare sectors. He began his career as an R&D
Engineer at Alcatel in France, then went to the	United States to supervis	e R&D projects for Nort	h American Telecoms operators. Bertrand is the
Partner responsible for our responsible investor p	policy. He is a graduate of	f the école Polytechnique	, of Telecom ParisTech and holds an MBA from
Harvard Business School.			
TERM OF OFFICE			
First appointment: 10 June 2015			
Current mandate: four years from the date of t Company's shares to trading on the Paris Euronex		Autorité des marchés fin	nanciers to the prospectus for admission of the
LIST OF CORPORATE MANDATES AND FINANCIAL YEARS	OTHER DUTIES IN FI	RENCH AND FOREIG	N COMPANIES DURING THE LAST FIVE
Corporate mandates and duties at the Group		Corporate mandates a	nd duties outside the Group
Current:		Current:	
In France		In France	
<ul> <li>Amplitude Surgical (Director, member of Member of the Appointments Committee Compensation Committee)</li> </ul>		- Apax Partners Mid	Market SAS (Director)
		- Financière MidMa	rket SAS (Director)
		- INSEEC Association	on (Member of the Supervisory Board)
		- Insignis SAS (Chai	irman of the Board of Directors and Director)
		- Insignis Manageme	ent SAS (Chairman)
		- Société Civile Hay	dée (Partner Manager)
		- SCI La Princesse (1	Partner Manager)
		- SCI La Caravelle (	Partner Manager)
Abroad		Abroad	
- N/A		- Hephaestus III B.V Board)	V.(Non-Executive Director and Chairman of the
		- Hephaestus IV Coo	operatief UA (Managing Director)
		- European Educatio	n Centre Ltd. (Director)
		- Mobsat Gérance Sa	àrl (Manager)
		- International Unive	ersity of Monaco SAM (Director)
		- Chrysaor S.àr.l (Cl	ass A Manager)
		- Dantes (Chairman	of the Board of Directors and Director)

		<ul> <li>Toruk AS (Chairman</li> <li>Makto Sarl (Manager)</li> <li>Ikran Sarl (Class A M</li> </ul>		
		- Ikran 2 SA (Class A I	Director)	
		- Ikran 1 SCA (member	r of the Supervisory Board)	
During the last five financial years:		During the last five financi	al years:	
In France		In France		
<ul> <li>OrthoFin I SAS (Director)</li> <li>OrthoFin II SAS (Director)</li> </ul>		<ul> <li>Centre d'Etudes Européen pour l'Enseignement Supérieur (Chairman)</li> <li>Insignis SAS (Chairman)</li> </ul>		
Abroad		Abroad		
- N/A		1	f the Board) RL (representative of Captor) of the Board of Directors and Director) naging Director) rector)	
Mr Daniel CAILLE	PROFESSIONAL ADI	DRESS: N	NUMBER OF SHARES HELD: 10 shares	
(65 years)	61, Avenue Victor Hugo	o, 75116 Paris		
EXPERIENCE AND EXPERTISE				
Director, member of the Board of Directors, member of the Audit Committee, member of the Appointments Committee, member of the Compensation Committee				
Daniel Caille was in turn the deputy CEO of Viv	rendi Universal, the CEO of	of La Poste, the chairman an	nd founder of Générale de Santé and currently,	
is an independent director, a member of ad hoc of	committees and a consulta	nt on behalf of French and	foreign companies in the environment, health,	
home care services, service employment checks,	, home services and care	home sectors. Moreover, in	France, he has notably been the chairman of	

Vivalto since 2006, chairman of Vivalto Santé SAS since December 2009, chairman of Vivalto Santé Holding and the chairman and chief executive officer of Vivalto Santé SA since November 2015, chairman of Vivalto Vie SAS since December 2014 and chairman of Vivalto Santé SA.

#### TERM IN OFFICE

First appointment: 10 June 2015

Current mandate: four years from the date of the *visa* granted by the *Autorité des marchés financiers* to the prospectus for admission of the Company's shares to trading on the Paris Euronext regulated markets

## LIST OF CORPORATE MANDATES AND OTHER DUTIES IN FRENCH AND FOREIGN COMPANIES DURING THE LAST FIVE BUSINESS YEARS

Corporate mandates and duties at the Group	Corporate mandates and duties outside the Group			
Current:	Current:			
In France	In France			
- Amplitude Surgical (Director, member of the Audit Committee, Member of the Appointments Committee and member of the Compensation Committee)	<ul> <li>5 Santé (member of the Supervisory Board)</li> <li>Clinique Past Lanroze (Director)</li> <li>Clinique Générale (Chairman)</li> <li>Domco 2 (Deputy Chairman of the Supervisory Board and member of the Supervisory Board)</li> <li>Europe Santé Gestion (Director)</li> <li>Flex Industrie (Chairman)</li> <li>Foncière Vivalto Santé (Chairman and CEO and Director)</li> <li>GIE Robotique Medical Vivalto Santé (Director)</li> </ul>			
	- GIE Vivalto Santé Services Partagés (Chairman of the Board of			

Abroad

N/A

#### During the last five financial years:

In France

- N/A

Directors and Director)

- GSC Vivalto Santé Enseignement, Recherche, Innovation (Chairman of the Board of Directors, member of the Board of Directors and alternate director)
- Institut Vivalto Santé pour la Recherche Clinique, l'Innovation et la Formation Médicale (Chairman of the Board of Directors and Director)
- Keraudren Grand Large (Director)
- Laurad Management (Manager)
- Rilleux Sané (Chairman)
- Sarl Château de Beaumel (Manager)
- SCI Château Beaumel (Manager)
- SCI Clotibeo (Managing Partner)
- SCI du Domaine de Saint Pry (Manager)
- SCI Du Petit Essart (Manager)
- SCI Juliette Drouet (Managing Partner)
- SCI Mabrisa (Managing Partner)
- SCI Villa Lerins (Managing Partner)
- Services Immobiliers Participations (Chairman)
- SIS Holding (Chairman)
- UFFI Participations SAS (Chairman)
- Vivalrec (Chairman and Chairman of the Monitoring Committee)
- Vivalto (Chairman)
- Vivalto Dom (Chairman)
- Vivalto Santé Holding (Chairman and Member of the Strategic Committee)
- Vivalto Santé SA (Chairman and CEO and Director)
- Vivalto VIE (Chairman and member of the Supervisory Board)
- Vivalto VIE Management (Chairman and member of the Steering Committee)
- Vivra (Chairman)

#### Abroad

- Laurad Groupe Holding SARL (Manager)
- Sinequanon Health Care SA (Chairman of the Board of Directors and Director)
- Sinequanon Invest SARL (Manager)
- Sinequanon Partners SA (Chairman of the Board of Directors and Director)
- Vivalto Ambiente SGPS SA (Director)
- Vivalto BEL (Chairman of the Board of Directors, Director and Deputy Chairman)
- Vivalto Home (Chairman of the Board of Directors and Director
- Vivalto Home Partners (Director)
- Vivalto International SARL (Manager)

#### During the last five financial years:

#### In France

- Amor Vision (Chairman)
- Centre Hospitalier Privé de l'Europe (Director)
- Clinique Générale (Chairman)
- Clinique Pasteur Lanroze (Director)
- Cliniques Privées Associées (Chairman and CEO and Director)
- Domiserve (Director)
- Domiserve+ (Director)
- Europe Santé Gestion (Chairman and CEO)
- Financial Asset Management Entreprise "FAME" (Chairman)
- GIE Vivalto Saint Management (Chairman of the Board of Directors)
- GIE Vivalto Santé Management (Chairman of the Board of

Directors and Director)

- Immobilière Laffitte (Chairman)
- Khéops (Manager) \_
- \_ La Breteche (Chairman and CEO, Manager and Director)
- La Clé de Sol (Manager) \_
- -La Picaudrie (Manager)
- La Réverie (Manager)
- La Roseraie (Manager)
- \_ Laurad Management - Zur Centre Ouest (Chairman)
- Laurad Management Zur Grand Lyon (Chairman) \_
- \_ Laurad Management – Zur Ile de France Nord Ouest (Chairman)
- . Laurad Management - Zur Lyon Rhone (Chairman)
- Laurad Management Zur Montagne (Chairman) -
- -Laurad Management - Zur Nord (Chairman)
- \_ Laurad Management - Zur Sud Ouest (Chairman)
- \_ Les Feuillants (Manager)
- \_ Les Hyades (Manager)
- Les Jardins de Montplaisir (Manager) \_
- Maison de retraite des Tamisiers (Manager)
- \_ Polyclinique de Kerio (Manager)
- \_ Polyclinique de la Baie (Director)
- -Polyclinique du Pays de Rance (Director)
- \_ Polyclinique Lyon-Nord (Director)
- -Résidence Bellevue (Manager)
- -Résidence Le Bocage SARL (Manager)
- -Rillieux Santé (Chairman and Director)
- \_ SCI Cigogne (Managing Partner)
- SCI Clorbeau (Managing Partner)
- . SCI de la Baie du Mont St Michel (Managing Partner)
- \_ SCI Polyclinique de la Baie (Director)
- SCI Polyclinique de la Baie (Managing Partner) \_
- \_ St Vincent Participations (Manager)
- Uffi SAS (Chairman)
- Vivalto Santé Groupe (Chairman and Member of the Supervisory Board)
- Vivalto Santé Ile de France (Chairman)
- Vivalto Santé SAS (Chairman and Chairman of the Board of Directors)
- Vivalto Sport (Chairman)
- \_ Immobilière Laffitte (Chairman)
- \_ Zur Centre Est (Chairman)

#### Abroad

- DC Lux SARL (Manager) -
- DS Care Italia (Director)
- Laurad Management Participation SARL (Manager)
- \_ Olympe Management SA (Chairman of the Board of Directors and Director)
- Participations Services Investissements Immobiliers (PS2I) (Chairman)
- Sinequanon Capital Partner Belgium (Director and Deputy \_ Chairman)
- Sinequanon General Partner Luxembourg SA (Director) \_
- Sinequanon Real Estate Services General Partner SA (Chairman of \_ the Board of Directors and Director)
- Sinequanon Real Estate Services SCA (Commissaire) \_
- \_ UFFI Real Estate Asset Management (Director)
- Vivalto Home (Chairman of the Board of Directors and Director)

Abroad

- N/A

For the purposes of their corporate mandates, members of the Board of Directors shall have their address for service at the Company's registered office.

#### Nationality of members of the Board of Directors

No director is currently of foreign nationality.

#### Gender balance

During its Initial Public Offering in the financial year ended 30 June 2015, the Company undertook to submit to the shareholders, at the latest at the shareholder's meeting approving the financial statements for the financial year ended 30 June 2016, the appointment of three women as independent directors.

The Company is not yet in a position to identify three profiles meeting its requirements. The Company intends to appoint at least three new independent women directors as soon as possible.

#### Departure, appointment and reappointment of members of the Board of Directors

From the time of conversion of the company into a public limited company on 10 June 2015, there have been no departures, appointments or reappointments to the Board of Directors.

#### **Combination of corporate mandates**

Regarding the combination of corporate mandates, the Company intends to comply with the recommendations in the AFEP-MEDEF Code.

#### **Independent members**

Pursuant to the corporate governance principles and good practices set out in its internal regulations, the Board of Directors and each of its committees include independent members elected or co-opted as such.

During its Initial Public Offering in the financial year ended 30 June 2015, the Company undertook to submit to the shareholders, at the latest at the shareholder's meeting approving the financial statements for the financial year ended 30 June 2016, the appointment of three women as independent directors. On the date of this Registration Document, a member of the Board of Directors of the Company is an independent director.

The Company is not yet in a position to identify three profiles meeting its requirements. The Company intends to appoint at least three new independent women directors as soon as possible.

#### Gender balance within the Board of Directors

#### ii. Déclarations concerning members of the Board of Directors

To the knowledge of the Company, there are no family ties between members of the Board of Directors of the Company identified above.

During the last five years, no member of the Company's Board of Directors identified above:

- has been sentenced for fraud or convicted or the subject of an official public penalty pronounced against him by the statutory or regulatory authorities;
- has been implicated in bankruptcy, receivership or liquidation proceedings as a director or corporate representative; nor

• have they been prevented by a court from acting in the capacity as member of an administration, management or supervisory body, or participating in the management or conduct of an issuer's business.

#### *iii. Senior management*

Oliver Jallabert is the Chief Executive Officer of the Company.

The wish to combine the positions of Chairman of the Board of Directors and of Chief Executive Officer by appointing Olivier Jallabert as Chairman & Chief Executive Officer given his substantial contribution and the results achieved under his leadership at the head to the Group reflects both the desire to streamline the decision-making process and foster cohesive management and administrative powers, thus facilitating deployment of Group strategy.

### 3.1.1.2 Conflicts of Interests in Administration Bodies and Senior Management

On the date of this Registration Document and to the Company's knowledge, there are no existing or potential conflicts between duties vis-à-vis the Company of the persons listed in Paragraph 3.1.1.1 of this Registration Document and their private interests or other duties.

3.1.2 Functioning of the management and supervisory bodies of the Company

The functioning of the Company's Board of Directors is determined by the statutory and regulatory provisions, the Company's articles of association and the internal regulations of the Board of Directors of which the main stipulations are given in this Section 3.1.2.

The articles of association and the internal regulations of the Board of Directors described in this Registration Document are those in force on the date of fixing the Initial Public Offering Price in the framework of admission to trading on the Regulated market of Euronext Paris.

The articles of association and the internal rules of the Board of Directors described in this Registration Document are those of the Company on the date of this Registration Document.

The internal regulations described in this Registration Document are those of the Company as approved on the date of signature of the prospectus and that will enter into force on fulfilment of the condition precedent of fixing the Initial Public Offering Price on the Regulated market of Euronext Paris.

### 3.1.2.1 Term in Office of Members of Administrative and Management Bodies

See section 3.1.1.1 of this Registration Document.

### 3.1.2.2 Operating of the Board of Directors

### *i. Powers of the Board of Directors*

The Board of Directors determines the priorities for Company business and monitors their implementation. Subject to powers expressly reserved to the shareholders' meetings and in the limit of the corporate purpose, all issues regarding the satisfactory performance of the Company and its business affairs are resolved by decisions of the Board of Directors. In addition, it conducts all the checks and inspections it deems appropriate. In connection with its mission but on a non-exhaustive basis, the following matters fall within the purview of the Board of Directors:

- Adoption of annual budget and strategic plan;
- Appointment, dismissal of key executives and establishing the compensation policy;
- Adoption of significant changes in accounting policies;
- Distributions (in particular of dividends or reserves) to shareholders;
- Issue of shares and securities giving entitlement to Company capital or that of a company of which it owns directly or indirectly more than one half of the share capital;
- Allocation of share subscription or purchase options, free shares or other plans for the benefit of employees of the Company or of its subsidiaries;
- Share buyback programmes;
- Acquisition and assignment of business divisions, of equity interests, assets and all investment expenditure, up to a value threshold determined by the Board of Directors;
- Creation of a business division or subsidiary, investment in or acquisition of an equity interest in a country in which the Company does not conduct any business;
- Borrowing or assumption of liabilities up to a value threshold determined by the Board of Directors;
- Merger, spin-off or partial contribution of assets;
- Any transactions causing a significant change in the scope of the business of the Company and of its subsidiaries; and
- Any settlement or compromise, up to a value threshold determined by the Board of Directors, in relation to any dispute.

#### *ii. Operating procedures of the Board of Directors*

Board Meetings are convened by the Chairman or any of its members by any means, including orally. The party calling the meeting shall indicate the agenda.

The Board shall meet as frequently as required by the best interest of the Company. Members of the Board of Directors may participate in Board of Directors meetings by videoconference or using any other means of telecommunications guaranteeing their identification and actual participation under the conditions provided by the applicable laws and regulations.

A proposed schedule of Board of Directors' meetings is prepared several months in advance to facilitate Directors' attendance at the meetings.

Attendance at Board of Directors meetings is recorded in an attendance register and its business in minutes in accordance with the legal and regulatory conditions.

#### *iii.* Works of the Board of Directors during the financial year ended 30 June 2017

During the financial year ended 30 June 2017, the Board of Directors met 8 times.

The Board of Directors resolved, inter alia, on the following matters:

• Review and approval of the company and consolidated financial statements for the financial year ended 30 June 2016

- Review and approval of draft management forecasts
- Review and approval of the proposal for allocating the result for the financial year ended 30 June 2016
- Review and approval of the management report for the financial year ended 30 June 2016
- Review and approval of the Chairman's report
- Review and approval of the list of related-party agreements
- Review of the work of the Board of Directors' Committees
- Review and approval of the compensation of the Chairman and Chief Executive Officer
- Approval of the free share allocation plan
- Amount of directors' fees
- Preparation and convening of the mixed shareholder's meeting of 14 December 2016
- Financial disclosure; and
- Self-assessment works by the Board of Directors.

Lastly, the Board of Directors was informed of changes in the main structural projects conducted by subsidiaries of the Amplitude Group.

Directors	Board of Dire	ctors	Audit Committee		Compensation Committee		Appointments Committee	
	Number of meetings	Percentage attendance	Number of meetings	Percentage attendance	Number of meetings	Percentage attendance	Number of meetings	Percentage attendance
Olivier Jallabert	8	100%	2	100 %		-		-
Apax	8	100%	2	100 %		-		-
Bertrand Pivin	8	100%	2	100 %	2	100%		-
Daniel Caille	8	75%	2	100 %	2	100%		-
Average Rate	94	9%	10	00 %	1	.00%		

#### *iv.* Assessment of organization and operation of the Board of Directors

The Board of Directors of the Company carries out on a regular basis and at least once per year, a selfassessment of its performance.

For the year 2017, the assessment shows, firstly, that it would be appropriate to appoint new directors, and, in particular, female independent directors having experience or specific expertise in the medical field. The assessment also shows that the operation of the Board of Directors and of its committees seems appropriate,

that their duties are adequately determined and that the directors can easily have access to the management team. Lastly, improvements remain possible and proposals have been made in such respect in order to improve the individual contributions of each of the directors.

3.1.2.3 Information on Service Agreements binding members of the Board of Directors to the Company or one of its Subsidiaries

There are no service agreements binding members of the Board of Directors to the Company or one of its subsidiaries.

3.1.2.4 Board of directors committees

Pursuant to Article 15 of the Company's articles of association and Article 8 of the Board of Directors' internal regulations, the Company's Board of Directors may decide to establish Committees tasked to examine questions which the Board or its Chairman submits to them.

The Committees have been tasked to notify the Board of Directors of their opinions, proposals or recommendations. They have exclusively consultative powers and exercise their duties under the responsibility of the Board of Directors.

As of the date of this Registration Document, the Company has established Audit Committee, a Compensation Committee and an Appointments Committee.

*i.* Audit Committee

#### Members (Article 2 of the internal regulations of the Audit Committee)

The Audit Committee comprises at least three members, one of which is appointed from among the independent members of the Board of Directors pursuant to applicable regulations. The Audit Committee will seek to include a number of independent directors in accordance with the recommendations in the AFEP-MEDEF Code. The membership of the Audit Committee may be amended by the Board of Directors acting at the request of its Chairman, and in any event its amendment is mandatory in the event of a change in the general membership of the Board of Directors (Article 2 of the internal regulations of the Audit Committee).

Notably, pursuant to the applicable legal provisions, members of the Committee must possess specific skills in finance and/or accounting.

All members of the Committee, when appointed, will be provided with details on specific aspects of the Company's special accounting, financial and operational methods.

The term of office of members of the Audit Committee coincides with that of their term of office as member of the Board of Directors. This term may be renewed at the same time as the latter.

The Chairman of the Audit Committee is appointed, after a specific review by the Board of Directors, upon proposal of the Appointments Committee from among the independent members. The Audit Committee shall not include any executive directors.

The secretariat services for the Committee's work will be provided by any person appointed by the Chairman of the Committee or with the latter's agreement.

### **Responsibilities (Article 1 of the internal regulations of the Audit Committee)**

The mission of the Audit Committee is to follow up questions on preparation and auditing of accounting and financial information and to ensure effectiveness of the system for monitoring risks and operational internal controls, in order to facilitate the fulfilment by the Board of Directors of its associated missions of control and verification.

In this framework, the Audit Committee shall notably carry out the following main missions:

- monitoring the processes for preparing financial information;
- monitoring the effectiveness of internal control and audit systems and for risk management having regard to the financial and accounting information;
- monitoring independent auditing of the corporate and consolidated financial statements by the Company's Statutory Auditors; and
- monitoring the independence of the Statutory Auditors.

#### **Operation (Article 3 of the internal regulations of the Audit Committee)**

The Audit Committee may validly resolve, either during a meeting or by telephone or videoconference, under the same conditions as the Board, when convened by the Chairman or the secretary of the Committee provided at least one half of members participate in the work of the Committee.

Notices of meetings shall include an agenda and may be sent orally or by any other means.

The Audit Committee shall adopt decisions by majority vote of members attending the meeting, each member holding one vote. In the event of a tied vote, the Chairman shall have a casting vote.

The Audit Committee shall meet whenever necessary and in any event, at least twice a year when preparing the annual and half yearly financial statements and, if possibly, quarterly.

Meetings will be held before Board of Directors meeting and, insofar as possible, at least two days prior to said meeting when the agenda for the Audit Committee includes examining the half yearly and annual financial statements prior to their examination by the Board of Directors.

Since the Audit Committee was created on the date of admission of the Company's shares to the Paris Euronext regulated market, i.e., on 26 June 2015, the Audit Committee did not meet prior to closing of the financial year ended 30 June 2015.

During the financial year ended 30 June 2017 the Audit Committee met on two occasions.

#### *ii.* Compensation Committee

#### Members (Article 2 of the internal regulations of the Compensation Committee)

The Compensation Committee comprises at least three members, of which one is an independent member of the Board of Directors. They are appointed by the latter from among its members considering notably their independence and competence in the matter of selection or compensation of executive directors of listed companies. The Compensation Committee will seek to include a number of independent directors according to the formulations in the AFEP-MEDEF code. The Compensation Committee shall not include any executive directors (Article 2 of the internal regulations of the Compensation Committee).

The membership of the Committee may be amended by the Board of Directors at the request of its Chairman, and in any event, it will be modified in the event of any change in the general membership of the Board of Directors.

The term of office of members of the Compensation Committee coincides with that of their term of office as member of the Board of Directors. This term may be renewed at the same time as the latter.

The Chairman of the Compensation Committee is appointed from among the independent members of the Board of Directors.

The secretariat services for the Committee's work will be provided by any person appointed by the Chairman of the Committee or with the latter's agreement.

#### **Responsibilities (Article 1 of the internal regulations of the Compensation Committee)**

The Compensation Committee is a specialist Committee of the Board of Directors with, as its main mission, assisting the latter in determining and regularly assessing all compensation and benefits for executive directors or senior managers of the Group, including all deferred benefits and/or all severance indemnities for voluntary or forced departure from the Group.

In this framework, the Compensation Committee shall notably carry out the following main missions:

- examination and proposal to the Board of Directors on all aspects and conditions for compensation of the Group's key executives;
- examination and proposals to the Board of Directors on the method of distributing directors' fees; and
- extraordinary missions concerning all extraordinary compensation for special missions entrusted, if applicable, by the Board of Directors to some of its members.

#### **Operation (Article 3 of the internal regulations of the Compensation Committee)**

The Compensation Committee may validly resolve, either during a meeting or by telephone or videoconference, under the same conditions as the Board, when convened by the Chairman or the secretary of the Committee provided at least one half of members participate in the work of the Committee. Notices of meetings shall include an agenda and may be sent orally or by any other means.

The Compensation Committee adopts decisions by a majority of members attending the meeting, each member being entitled to one vote. The Committee shall make recommendations to the Board of Directors indicated the number of favourable votes obtained for said recommendations.

The Audit Committee shall meet whenever necessary and in any event, at least once a year, prior to the Board of Directors meeting pronouncing on the situation of members of the Board of Directors having regard to the independence criteria adopted by the Company and, in any event, prior to any meeting of the Board of Directors pronouncing on the fixing of compensation of the members or Senior Management or the distribution of directors' fees.

Since the Compensation Committee was created on the date of admission of the Company's shares to the Paris Euronext regulated market, i.e., on 26 June 2015, the Compensation Committee did not meet prior to closing of the financial year ended 30 June 2015.

During the financial year ended 30 June 2017, the Compensation Committee met on two occasions.

#### *iii.* Appointments Committee

#### Members (Article 2 of the internal regulations of the Appointments Committee)

The Appointments Committee comprises at least three members, of which one is an independent member of the Board of Directors. They are appointed by the latter from among its members considering notably their independence and competence in the matter of selection or compensation of executive directors of listed companies. The Appointments Committee will seek to include a number of independent directors according to the formulations in the AFEP-MEDEF code. The Appointments Committee shall not include any executive directors (Article 2 of the internal regulations of the Appointments Committee).

The membership of the Committee may be amended by the Board of Directors at the request of its Chairman, and in any event, it will be modified in the event of any change in the general membership of the Board of Directors.

The term of office of members of the Appointments Committee coincides with that of their term of office as member of the Board of Directors. This term may be renewed at the same time as the latter.

The Chairman of the Appointments Committee is appointed from among the independent members of the Board of Directors.

The secretariat services for the Committee's work will be provided by any person appointed by the Chairman of the Committee or with the latter's agreement.

#### **Responsibilities (Article 1 of the internal regulations of the Appointments Committee)**

The Appointments Committee is a specialist Committee of the Board of Directors with, as its main mission, assisting the latter in determining the composition of management bodies of the Company and the Group.

In this framework, the Committee shall notably carry out the following main missions:

- proposals on appointing members of the Board of Directors, Senior Management and the Advisory Committees; and
- annual evaluations of independence of members of the Board of Directors.

#### **Operation (Article 3 of the internal regulations of the Appointments Committee)**

The Appointments Committee may validly resolve, either during a meeting or by telephone or videoconference, under the same conditions as the Board, when convened by the Chairman or the secretary of the Committee provided at least one half of members participate in the work of the Committee. Notices of meetings shall include an agenda and may be sent orally or by any other means.

The Appointments Committee adopts decisions by a majority of members attending the meeting, each member being entitled to one vote.

The Appointments Committee shall meet whenever necessary and in any event, at least once a year, prior to the Board of Directors meeting pronouncing on the situation of members of the Board of Directors having regard to the independence criteria adopted by the Company.

During the financial year ended 30 June 2017, the Compensation Committee did not meet.

#### **3.2** COMPENSATION OF CORPORATE OFFICERS

Under the new Article L.225-37-2 of the French commercial code, "the principles and criteria for determining, distributing and allocating the fixed, variable and exceptional items making up the total compensation and benefits of any kind" paid to the corporate officers of the Company must be subject to the vote of the shareholders.

The purpose of this section is to present the structure of compensation as determined by the Board of Directors, upon the opening of the Compensation Committee, i.e., the principles and criteria used by the Board of Directors in order to determine, distribute and allocate the compensation of corporate officers.

3.2.1 The Group's compensation policy

The Company's compensation policy is to award fixed annual compensation, of which the amount is determined both according to criteria specific to the person concerned (experience, length of service, responsibilities) and criteria linked to the sector of activity.

In addition, employees may receive variable compensation of which the purpose is to correlate their compensation and the results for Group business. The variable compensation is calculated depending on the achievement or otherwise of individual or Group-related targets. The individual targets are quantitative targets determined according to the person concerned, the duties exercised in the Group and the missions entrusted to the employee. The Group-related targets are quantitative targets based on Group results and aggregates used in the framework of analysing its financial situation.

3.2.2 Compensation of executive corporate officers

#### Compensation of the Chairman and Chief Executive Officer

The Compensation of the Chairman and Chief Executive Officer is set by the Board of Directors after hearing the opinion of the Appointments and Compensation Committee.

The compensation includes a fixed element and a variable element. It is reviewed periodically with other compensation and the performance of the Group's executives.

#### • Fixed portion

The Chairman and Chief Executive Officer receives fixed annual compensation.

The fixed annual compensation is regularly reviewed according to the Company's compensation policy. The regular evolution of the fixed compensation is moderate; it is evaluated in the context of the evolution of the business and scope of the Group, market evolutions and similar companies in the same business sector, and is determined consistently with his duties attached to the position of Chairman and Chief Executive Officer.

#### Variable portion

The Chairman and Chief Executive Officer also receives variable compensation. The variable element is intended to correlate compensation of the Chairman and Chief Executive Officer with the results of the Group's business. The variable element of his compensation is calculated according to whether or not Group and personal targets are met. The targets are both qualitative and quantitative.

#### • Other compensation

The Chief Executive Officer may also be awarded bonuses of which the granting and amount depend on constraints linked to exercise of his duties and the performance of exceptional missions or works.

#### • Directors' fees

The Chairman and Chief Executive Officer may receive directors' fees for corporate mandates exercised in the Group.

#### • Benefits in kind

The Chief Executive Officer may also be awarded benefits in kind resulting from duties exercised in the Group.

#### Compensation of Board members

The Shareholder's meeting of Amplitude Surgical may allocate directors' fees to members of the Board of Directors.

The Board of Directors:

- distributes the fees among directors at its discretion;
- may allocate exceptional compensation for missions or corporate mandates entrusted to members of the Board of Directors; and
- may authorise the reimbursement of travel costs and expenses incurred by Board members in the interest of the Group.
- 3.2.3 Compensation and benefits of any form awarded to corporate executive directors

The compensation of the Chairman and Chief Executive Officer is fixed by the Board of Directors after hearing the view of the Compensation Committee.

The compensation items of Olivier Jallabert as the Company's Chairman and Chief Executive Officer were fixed by the Board of Directors on 10 June 2015, then amended by the Board of Directors' meeting of 14 December 2016.

These items are:

- a fixed item: fixed gross annual compensation of €290,000;
- a variable item: variable gross compensation of €105,000 subject to performance conditions (quantitative criteria based on the Group's revenue and EBITDA as well as qualitative criteria);

Quantitative objectives: the quantitative objectives govern payment of 80% of the variable compensation and are calculated as follows:

Criterion	Target at least equal to 110%	Target equal to 90%	Target between 110% and 90%
Amount of bonus based on sales	€54,600	€29,400	Amount determined by linear interpolation between the two limits of the target (110% / 90%)
Amount of bonus based on EBITDA	€54,600	€29,400	Amount determined by linear interpolation between the two limits of the target (110% / 90%)

Qualitative objectives: development and marketing of new products, the registration of new products in key territories, expansion of the Group's geographical locations and development of the extremities business.

If 100% of the qualitative objectives are achieved, the entire 20% of the amount of variable compensation will be due.

- a benefit in kind by the making available of a company car;
- the benefit of a profit-sharing agreement set up within the Company on 22 July 2016, for an amount of €14,545.26 (before Social Contributions) in respect of the financial year ended the 30 June 2017 and eligible for payment onto the Company Savings Plan; and
- a defined-contribution additional pension scheme for the benefit of the Company's Chief Executive Officer of a maximum amount equal to eight times the social security cap (i.e. approximately €22,625 per annum).

No compensation in any form has been granted by any Group Companies to any other corporate executives, directors or other members of the Company's administration bodies for the financial years ended 30 June 2017, 30 June 2016 and 30 June 2015. However, it should be noted that all members of the holding OrthoManagement are beneficiaries of the defined-contribution additional pension scheme.

Table 1 – Summary table of compensation, options and shares awarded to each executive director						
(In euros)	Financial year ended 30 June 2016	Financial year ended 30 June 2017				
Olivier Jallabert						
Compensation due for the financial year ( <i>detailed in table 2</i> )	€275,000	€228,500				
Value of long-term variable compensation awarded during the financial year	€20,163	€61,740				
Valuation of options awarded during the financial year ( <i>detailed in table 4</i> )	-	-				
Valuation of options awarded gratuitously ( <i>detailed in table 6</i> )	-	-				
TOTAL	€295,163	€344,240				

Table 1 – Summary table of compensation, options and shares awarded to each executive director					
(In euros)	Financial year ended 30 June 2016	Financial year ended 30 June 2017			
OLISA					
Compensation due for the financial year ( <i>detailed in table 2</i> )	-	-			
Value of long-term variable compensation awarded during the financial year	-	-			
Valuation of options awarded during the financial year <i>(detailed in table 4)</i>	-	-			
Valuation of options awarded gratuitously ( <i>detailed in table 6</i> )	-	-			
TOTAL	-	-			

Table 2 – Summary table of compensation of each executive director (in Euros)						
Olivier Jallabert	Financial year ended 30 June 2016		Financial year ended 30 June 2017			
	Amounts due	Amounts paid	Amounts due	Amounts paid		
Fixed compensation	€275,000	€275,000	282,500	282,500		
Variable annual compensation	€103,889 <sup>(1)</sup>	€20,163	61,740	75,800		
Variable long-term compensation	-	-	-	-		
Extraordinary compensation	-	-	-	-		
Directors' fees	-	-	-	-		
Benefits in kind	€12,959	€12,959	12,712	12,712		
TOTAL	€391,848	€308,122	356,952	371,012		

<sup>(1)</sup> The variable compensation due for the financial year ended 30 June 2016 had been estimated and included the portion due to Olisa. The amount determined by the Board of Directors went approving the financial statements closed on 30 June 2016 is of  $\epsilon$ 75,800.

Table 2a – Summary table of compensation of executive director							
OLISA	Financial year en	ded 30 June 2016	Financial year ended 30 June 2017				
	Amounts due Amounts paid		Amounts due	Amounts paid			
Fixed compensation	-	-	-	-			
Variable annual compensation	-	-	-	-			
Variable long-term compensation			-	-			
Extraordinary compensation			-	-			
Directors' fees		-		-			
Benefits in kind	-	-	-	-			
TOTAL	-	-	-	-			

### 3.2.4 Compensation and benefits of any form awarded to non-executive directors

Table 3– Table showing directors' fees and other compensation received by non-executive officers (in euros						
Non-executive officers	Amounts paid at 30 June 2016	Amounts paid at 30 June 2017				
Olivier Jallabert						
Directors' fees	-	-				
Other compensation	-	-				
Apax Partner MidMarket (represented by Annick Bitoun)						
Directors' fees	-	-				
Other compensation	-	-				
Bertrand Pivin						
Directors' fees	-	-				
Other compensation	-	-				
Daniel Caille						
Directors' fees	-	9,615				
Other compensation	-	-				

3.2.5 Options for share subscriptions, share purchase and performance-related shares

# Table 4 – Options for share subscriptions or share purchase awarded during the financial year to each executive director by the issuer and by any Group Company

For the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017, no option for share subscriptions or share purchase was awarded whether gratuitously or for consideration to the executive director of the Company.

# Table 5 – Options for share subscriptions or share purchasing exercised during the financial year by each executive director

For the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017, no option for share subscriptions or share purchase was exercised by the executive director of the Company.

# Table 6 – Performance Shares allocated during the financial year to each executive director by the issuer and any Group Company

For the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017, no performance shares were allocated to the executive director of the Company.

#### Table 6 bis - Free shares granted to each corporate officer

Performance shares allocated during the financial year to each senior corporate officer of the company by the issuer and by any group company							
Name	No. and date of plan	Number of free shares allocated during financial year	Valuation of the shares as per method used for consolidated financial statements	Vesting date	Date of availability	Performance conditions	
Olivier Jallabert	AGA Plan of 27	Tranche A: 410,636	€788,418	27 July 2018	28 July 2020	(1)	
	January 2016	Tranche B: 205,316	€261,777	The later of: (i) the 2 <sup>nd</sup> anniversary of the initial allocation date and (ii) the date of meeting of the Board of Directors that will acknowledge the completion of the criteria referred to above	The 2 <sup>nd</sup> anniversary following the date of final vesting of the shares		

<sup>(1)</sup> The presence and performance criteria are detailed in paragraph 8.3.4 of this Registration Document.

#### Table 7 – Free shares allocated available to each executive director

For the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017, no free shares allocated became available to the executive directors of the Company.

#### Table 8 – History of allocation of share subscriptions or share purchase options

No award of share subscriptions or share purchase option occurred.

Nevertheless, on 27 July 2016, the Board of Directors made an award of free shares under the conditions described in paragraph 8.2.1.1 of this Registration Document.

#### Table 9 – History of free shares allocated

No free shares were allocated to employees or executive directors.

# Table 10 – Options for share subscriptions or share purchase allocated to the top ten employees who were not executive directors and exercise of said options by the latter

For the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017, no option for share subscriptions or share purchase was allocated to the top ten employees who were not executive directors and the latter did not exercise any options.

3.2.6 Details of conditions for compensation and other benefits granted to executive directors

#### Table 11 – Employment Contract

Executive directors	Employment contract		Additional pension scheme		Indemnities or benefits due or that may be due on the cessation or change of duties		Indemnity under a non- competition clause	
	Yes	No	Yes	No	Yes	No	Yes	No
Olivier Jallabert		Х	X		Х			Х
Chairman - Chief Executive Officer								
Start of term of office:								
10 June 2015								
End of term of office: N/A								

### 3.2.7 Directors' fees

At its meeting of 16 October 2015, the Board of Directors decided that from the 2015/2016 financial year, independent directors would receive fees of a maximum amount of  $\notin 15,000$  per independent director per annum, calculated according to actual attendance of independent directors at Board of Directors meetings.

3.2.8 Elements of compensation, indemnities or benefits due or which may be due given the acceptance, cessation or change of duties of the company' s chief executive officer.

On 10 June 2015, the Company's Board of Directors resolved to grant Olivier Jallabert, in his capacity as Chief Executive Officer, a severance indemnity in the event of involuntary departure decided by the Company's Board of Directors equivalent to 24 months' salary (currently the amount of  $\in$ 550,000) subject to performance conditions (quantitative criteria based on Group revenue and EBITDA). A detailed description of these items is given in Section 3.3 "*Main Transactions with Related Parties*" in this Registration Document.

3.2.9 Amounts provisioned by the Group for payment of allowances, pensions or other benefits to executives

The Company has not provisioned any amounts for payment of allowances, pensions or similar other benefits to executives, including Olivier Jallabert.

3.2.10 Agreements entered into between the Company or its subsidiaries with its executives or members of the Board of Directors of the Company

See Section 3.3 "*Main Transactions with Related Parties*" in this Registration Document concerning the agreements entered into between the Company or its subsidiaries and its senior executives.

Furthermore, there is no service agreement entered into between the members of the Board of Directors of the Company and the Company or its subsidiaries.

3.2.11 Loans and guarantees granted to executives

N/A

3.2.12 Consultation on the individual compensation of company executive directors

Pursuant to paragraph 24.3 of the AFEP-MEDEF Code, the tables below present the compensation of each executive director for the financial year ending 30 June 2017 submitted for consultation of shareholders during the shareholders' meeting:

Olivier Jallabert (Chairman and Chief Executive Officer)					
Compensation items due or granted in respect of the financial year ended 30 June 2017	Amount or accounting valuation submitted to a vote	Description			
Fixed annual compensation	€290,000	Olivier Jallabert was appointed as Chief Executive Officer of Amplitude Surgical on 10 June 2015.			
		The Board of Directors meeting held on 10 June 2015, then on 14 December 2017 fixed his fixed gross annual compensation as €290,000.			
Variable annual compensation	€75,800	See paragraph 3.2.3 of this Registration Document.			
Deferred variable compensation	Not applicable	Not applicable			
Multiannual variable	Not applicable	Not applicable			

compensation		
Share subscription or purchase options	Not applicable	Not applicable
Free share allotment	€1,050,195	The Board of Directors meeting of 27 July 2016 decided to allocate 1,407,897 free ordinary shares of the Company for the benefit of the senior corporate officers and certain employees of the Amplitude Surgical group. Olivier Jallabert was allocated 615,952 free shares.
		See paragraph 8.3.4 of this Registration Document for the financial year ended the 30 June 2017
Other long term compensation items	Not applicable	Not applicable
Profit-sharing	€14,545.26	The amount of the profit-sharing paid to Olivier Jallabert for the financial year ended 30 June 2017 amounts to €14,545.26 pursuant to a profit-sharing agreement of the Company dated 22 July 2016.
Directors' fees	No payment	No payment
Valuation of benefits of any kind	€12,712	See paragraph 3.2.8 of this Registration Document.
Severance payments	No payment	On 10 June 2015, the Board of Directors decided to grant Olivier Jallabert, as Chairman and Chief Executive Officer of the Company, a gross severance payment in an amount equal to 24 monthly salary payments (i.e. currently €550,000) subject to performance conditions (criteria based on the level of turnover and EBITDA of the Amplitude Group). See paragraph 3.2.8 of this Registration
Non-competition indemnity	Not applicable	Document.           Not applicable
Additional retirement scheme	No payment	<ul> <li>Olivier Jallabert benefits from an additional contribution-based retirement scheme limited to the annual social security threshold multiplied by eight (approximately €22,625 per annum).</li> <li>See paragraph 3.2.8 of the Registration Document.</li> </ul>

### 3.3 MAIN TRANSACTIONS WITH RELATED PARTIES

This Chapter describes the main agreements between the Company and related parties, i.e., members of the Company's top management, members of the Company's Board of Directors and the subsidiaries of the Company under the conditions of Articles L.225-38 *et seq* of the French Commercial Code, in force on 30 June 2017, concerning the following transactions:

- 3.3.1 Main transactions with related parties
  - 3.3.1.1 Main transactions entered into with related parties during previous financial years to the financial year ended 30 June 2016 of which implementation was continued during the financial year ended 30 June 2017

#### *i.* Service-provision agreement between Amplitude Surgical SA and Amplitude SAS

On 10 October 2011, Amplitude SAS entered into a service-provision agreement with OrthoFin II for assistance and advisory services related to the reorganisation of the business of Amplitude SAS. Under the terms of this agreement, OrthoFin II undertakes to assist Amplitude SAS in various areas (financial, accounting, marketing and information technology, research and development, management of patents and relations with prostheses designers, supervision of the quality department, communication, strategy and safety).

This agreement, initially entered into for a term of one year from 1 July 2011, is tacitly renewable for subsequent periods of one year, unless cancelled by either of the parties by registered letter or personal service against receipt, with three months' notice.

The financial conditions of this agreement are defined below: OrthoFin II will receive consideration corresponding to the costs incurred for provision of the aforementioned services plus a 5% margin.

This agreement was transferred from OrthoFin II to the Company during the legal reorganisation of subsidiaries in the perspective of the stock market launch.

The amounts paid under this agreement for the financial years ended 30 June 2015, 30 June 2016 and 30 June 2017 were respectively,  $\notin 2,061,002, \notin 2,183,816$  and  $\notin 2,220,617$ .

ii. Cash-poolingagreement of 31 October 2011

The Company and Amplitude SAS entered into a cash-pooling agreement dated 31 October 2007, for a term of one year, tacitly renewable.

The advances granted earn interest at the 3-month EURIBOR plus 1 point

At 30 June 2017, the status in respect of this agreement was as follows:

	Balance on 30 June 2017 of the current account at Amplitude Surgical (excluding interest accrued)	Financial revenues recorded by Amplitude Surgical on 30 June 2017	
Amplitude SAS	+€67,983,553	+€522,790	

This cash-pooling agreement allows cash advances to be made available for Amplitude SAS for the purposes of financing certain investments. The cash-pooling agreement also allows the management of intragroup payments, in particular in case of payment of dividends or reimbursement of funds advanced.
## *iii.* Tax consolidation agreement

The Company has entered into a tax consolidation agreement with Amplitude SAS, OrthoFin II (merged in the Company during the financial year ended 30 June 2015), Amplitude Group (merged in the Company during the financial year ended 30 June 2015), AEM Medical (merged in the Company during the financial year ended 30 June 2015) from the financial years commencing 1 July 2011. The agreement is entered into for a term of 5 years.

The agreement provides that the subsidiary companies should post their tax charges in the same way as in the absence of consolidation of tax, any tax consolidation bonus being posted in the accounts by the Company.

Under this tax consolidation agreement, on 30 June 2016, the Company recorded tax income for the companies of €850,269.

This agreement allows offsetting profits and losses from a tax standpoint between the various French subsidiaries of the Group held at over 95%.

- 3.3.1.2 Main transactions entered into with related parties during the financial year ended 30 June 2016 of which performance continued during the financial year ended 30 June 2017
- *i.* Agreement establishing the so-called "article 83" basic pension scheme and the additional contribution-based pension scheme of Olivier Jallabert

At its meeting held on 10 June 2015, the Company's Board of Directors determined the compensation and benefits of Olivier Jallabert as Chief Executive Officer of the Company and notably the so-called "article 83" basic pension scheme and the additional contribution-based pension scheme, for a maximum amount equal to eight times the social security limit (i.e., approximately €26,152 per annum).

This agreement was established in the context of the change of governance of the Company resulting in replacement of the company Olisa directly by Olivier Jallabert as its Chief Executive Officer.

# *ii.* Intra-group loan agreement

On 16 September 2014, an intragroup loan of  $\notin$ 16,405,110.54 was entered into between OrthoFin II (now merged with the Company) and its subsidiary Amplitude SAS following reimbursement of the senior debt and the drawdown of the CAPEX credit facilities.

The loan earns interest at the 12-month EURIBOR plus 3.5 points.

	Balance on 30 June 2017 of the loan at Amplitude Surgical (excluding interest accrued)	Financial revenues recorded by Amplitude Surgical on 30 June 2017
Amplitude SAS	+€17,679,049.36	+€628,340.40

This loan was set up following reimbursement of the senior debt and associated so-called "CAPEX" loans allocated to Amplitude SAS.

*iii.* Agreements pursuant to Article L.225-42-1 of the French Commercial Code entered into by the Company during the financial year ended 30 June 2016 and continued during the financial year ended 30 June 2017:

#### **Deferred compensation items of Olivier Jallabert**

A severance indemnity was determined for Olivier Jallabert in his capacity as Chief Executive Officer as follows, it being specified that Olivier Jallabert does not have any contract of employment, at one of the Group's companies:

- In the event of cessation of his corporate mandate, Olivier Jallabert will receive a gross severance indemnity equivalent to 24 months of his reference monthly compensation
- The reference monthly compensation is understood as the fixed gross annual compensation increased by the gross average amount of the last two variable bonuses received, excluding any exceptional bonuses, all divided by 12 months.
- The severance indemnity is applicable only in case of forced departure caused by a change of control or of strategy. The severance indemnity is not due in the event of dismissal for serious negligence or wilful misconduct, resignation or retirement.

The severance indemnities of Olivier Jallabert are subject to the following performance conditions pursuant to the provisions of Article L.225-42-1 of the French Commercial Code:

- payment of one half of the indemnity will be conditional on the Group's revenue. The payment will be due 100% if the revenue calculated on the basis of the Group's consolidated financial statements for the last two financial years ended prior to the date of cessation of the corporate mandate (the reference financial years) attains as a minimum on average, 100% of the values budgeted for said two financial years. If, during one or other of the two reference financial years, the economic and financial position of the Group and/or the economic and financial conditions of the market deteriorate, the average amount to be achieved may be reviewed by the Board of Directors on a proposal of the Compensation Committee and submitted for approval by the shareholders' meeting to ensure consistency of the objective having regard to the difficulty of its implementation;
- payment of one half of the indemnity will be conditional on the Group's EBITDA. The payment will be due 100% if the EBITDA, calculated on the basis of the Group's consolidated financial statements for the last two financial years ended prior to the date of cessation of the corporate mandate (the reference financial years) attains as a maximum on average, 100% of the budgeted performance for said two financial years. If, during one or other of the two reference financial years the Group's economic and financial position and/or the economic and financial conditions of the market deteriorate, the average level to be achieved may be reviewed by the Board of Directors on a proposal of the Compensation Committee and submitted for approval by the shareholders' meeting to ensure consistency of the objective having regard to the difficulty of its implementation.
- 3.3.1.3 Main transactions entered into with related parties during the financial year ended 30 June 2016

No new regulated agreements pursuant to Articles L.225-38 *et seq* of the French Commercial Code were entered into by the Company during the financial year ended 30 June 2016.

- 3.3.2 Special reports of the Statutory Auditors on regulated agreements and undertakings
  - 3.3.2.1 Special report of the Statutory Auditors on regulated agreements for the financial years 2016 and 2015

The special reports of the Company's Statutory Auditors on regulated agreements for the financial years ended 30 June 2016 and 30 June 2015 are included respectively in the Registration Document filed with the *Autorité des marchés financiers* on 28 October 2016 under number R.16-075 and in the Base Document filed with the *Autorité des marchés financiers* on 30 October 2015 under number R.15-077.

3.3.2.2 Special report of the Statutory Auditors on regulated agreements for the financial year 2016

This is a free translation into English of the Statutory Auditors' report on related party agreements and commitments issued in French and it is provided solely for the convenience of English speaking users. This report should be read in conjunction with and construed in accordance with French law and professional auditing standards applicable in France.

#### Statutory Auditors' special report on regulated agreements and commitments

To the Shareholders:

In our capacity as statutory auditors of your Company, we hereby present our report on related party agreements and commitments.

It is our responsibility to inform you, on the basis of the information provided to us, of the main characteristics, terms and conditions as well as the purposes, in respect of the best interest of the company of the agreements and commitments of which we have been informed. It is not our role to determine whether these agreements and commitments are beneficial or appropriate; nor are we required to ascertain whether any other agreements or commitments exist. It is your responsibility, pursuant to Article 225-31 of the French commercial code, to assess the benefits arising from the entry into these agreements and commitments in view of their approval.

Furthermore, it is our duty, where applicable, to communicate to you the information provided in article R.225-31 of the French commercial code in connection with the performance, during the past financial year, of the agreements and commitments already approved by the shareholders meeting.

We have performed those procedures which we considered necessary in accordance with professional guidance issued by the national auditing body (*Compagnie Nationale des Commissaires aux Comptes*). These procedures have consisted in verifying that the information provided to us is in agreement with the underlying documentation from which it was extracted.

#### AGREEMENTS AND COMMITMENTS SUBMITTED TO THE APPROVAL OF THE SHAREHOLDERS MEETING

We inform you that we have not been notified of any agreement or commitments authorized during the past financial year to be submitted to the approval of the shareholders meeting pursuant to the provisions of article L.225-38 of the French commercial code.

#### AGREEMENTS AND COMMITMENTS ALREADY APPROVED BY THE SHAREHOLDERS MEETING

Pursuant to article R.225-30 of the French commercial code, we have been informed that the performance of the following agreements and commitments approved by the shareholders meeting in prior years, has continued during the past financial year.

# Service agreement entered into between Orthofin II and Amplitude SAS

## Description, terms and conditions:

On 10 October 2011, Orthofin II (subsequently merged with your company) entered into a service agreement with Amplitude SAS, the purpose of which was the provision of assistance and advice in connection with the reorganization of the business of Amplitude SAS. This agreement is tacitly renewed for successive terms of one year, unless terminated.

## Related parties:

Olivier Jallabert, Chairman and Chief Executive Officer of Amplitude Surgical and President of Amplitude SAS.

## Terms and conditions:

Your company receives a consideration corresponding to the costs borne in connection with the performance of the services referred to above, plus a 5% margin.

The amount received by your company in respect of the financial year ended the 30 June 2017 is €2,220,617.

## Cash-pooling agreement

## Description, terms and conditions:

On 31 October 2011, Orthofin II (now merged with your company) entered into a cash-pooling agreement with Amplitude SAS. The funds advanced bear interest at the EURIBOR 3-month rate +1 point.

## Related parties:

Olivier Jallabert, Chairman and Chief Executive Officer of Amplitude Surgical and President of Amplitude SAS.

#### Terms and conditions and purpose:

This cash-pooling agreement allows financing investments carried out by Amplitude SAS and any other transaction.

The amount of interest received by your company in respect of the financial year ended the 30 June 2017 is €522,790. The outstanding amount due by Amplitude SAS is €67,983,553.

#### Tax consolidation agreement

#### Description, terms and conditions:

On 1 July 2011, your company entered into a tax integration agreement with Amplitude SAS for a term of 5 years. The agreement provides that the subsidiary shall record its tax burden as if in the absence of tax integration, any potential tax integration gains being recorded by the parent company.

#### Related parties:

Olivier Jallabert, Chairman and Chief Executive Officer of Amplitude Surgical and President of Amplitude SAS.

# Terms and conditions and purpose:

This agreement allows compensating from a tax perspective the losses and profits among the various French subsidiaries of the group held at 95% or more.

Under this agreement, your company recorded 80 corporate income tax benefit of €850,269 at 30 June 2017.

# Agreement determining the additional pension plan and benefits granted to the Chairman and Chief Executive Officer

## Description, terms and conditions:

On 10 June 2015, the Board of Directors of your company determined the compensation and benefits of Mr. Olivier Jallabert in his capacity as Chairman and Chief Executive Officer of the company and in particular:

- a basic pension plan referred to as "article 83 of the French General tax code", as well as an additional defined-contribution pension plan for a maximum amount equal to 8 times the social security limit (i.e., approximately €26,152 per year).

## Related parties:

Olivier Jallabert, Chairman and Chief Executive Officer of Amplitude Surgical.

## Terms and conditions and purpose:

This agreement was set up in connection with the change of governance of the company that led to the replacement of Olisa by Mr. Olivier Jallabert in the capacity of Chairman and Chief Executive Officer. Its purpose is to offer attractive compensation in line with market practices in consideration of the management duties carried out.

This agreement has had no impact on the financial statements closed at 30 June 2017.

# Intra-group loan agreement

# Description, terms and conditions:

On 31 October 2011, Orthofin II (now merged with your company) entered into a loan agreement for an amount of  $\in 16,405,111$  with its subsidiary Amplitude SAS.

#### Related parties:

Olivier Jallabert, Chairman and Chief Executive Officer of Amplitude Surgical and President of Amplitude SAS.

#### Terms and conditions and purpose:

This loan was set up in view of the repayments of the senior debt and associated loans known as "CAPEX". The loan bears interest at the EURIBOR 12-month rate +3.5 points.

The amount of financial proceeds recorded by your company in respect of the financial year ended the 30 June 2017 is  $\notin 628,790340$  The outstanding amount of the loan entered into with Amplitude SAS is  $\notin 17,679,049$ .

## Deferred compensation items of Mr. Olivier Jallabert

#### Description, terms and conditions:

On 10 June 2015, the Board of Directors of your company determined the severance indemnity subject to performance criteria of Mr. Olivier Jallabert. Since Mr. Olivier Jallabert is not a party to any employment agreement, he shall benefit from a gross severance indemnity equal to 24 months of reference monthly compensation in the event of the termination of his corporate mandate.

The monthly reference compensation is defined as the fixed gross annual compensation plus the gross average of the last two bonus payments received with the exception of any exceptional bonus, divided by 12 months.

This severance indemnity shall not apply in the event of a dismissal for serious misconduct (*faute grave*) or gross misconduct (*faute lourde*) or in case of departure or forced retirement.

Pursuant to the provisions of article L225-42-1 of the French commercial code, this indemnity shall be subject to performance criteria. The performance criteria have been determined based on two items: firstly, the amount of revenues made by the group and secondly, the EBITDA level, and shall be calculated as follows:

- the payment of half of the indemnity would depend on the revenues of the Amplitude group. This payment would be due for 100% if the level of revenues, calculated based on the audited consolidated financial statements of the Amplitude group in respect of the two past financial years closed prior to the termination date of the corporate mandate (the reference financial years) reaches at least an average of 100% of the budgeted performance for such two financial years. If, during one or both reference years, the economic situation and financial condition of the Amplitude group and / or the economic and financial conditions on the market deteriorate, this level may be adjusted by the Board of Directors upon proposal of the Compensation Committee, and submitted for approval to the annual shareholders' meeting in order to ensure consistency of the target with its difficulty of implementation;
- the payment of half of the indemnity would depend on the EBITDA level of the Amplitude group. This payment would be due for 100% if the level of EBITDA, calculated based on the audited consolidated financial statements of the Amplitude group in respect of the two past financial years closed prior to the termination date of the corporate mandate (the reference financial years) reaches at least an average of 100% of the budgeted performance for such two financial years. If, during one or both reference years, the economic situation and financial condition of the Amplitude group and / or the economic and financial conditions on the market deteriorate, this average level may be adjusted by the Board of Directors, upon proposal of the Compensation Committee, and submitted for approval to the annual shareholders' meeting in order to ensure consistency of the target with its difficulty of implementation.

Related parties:

Mr. Olivier Jallabert, Chairman and Chief Executive Officer of Amplitude Surgical.

We Terms and conditions and purpose:

The granting of such indemnity is justified by the need to offer Mr. Olivier Jallabert, in consideration for the management duties carried out by him and the related responsibilities, attractive compensation in line with market practice.

These undertakings have had no impact on the financial statements of your company in the financial year ended the 30 June 2017.

Signed in Lyon and Villeurbanne on 30 October 2017

The Statutory Auditors

DELOITTE & ASSOCIES

Dominique VALETTE

MAZARS

Pierre BELUZE

# **3.4** APPLICATION OF THE AFEP-MEDEF GOVERNANCE CODE FOR LISTED COMPANIES -PARAGRAPH 27.1 OF THE AFEP-MEDEF CODE

The Company will refer to the recommendations in the Code of Governance for Listed Companies of the *Association Française des Entreprises Privées* (AFEP - French Association for Private Enterprises) and of the *Mouvement des Entreprises de France* (MEDEF - French Enterprise Movement), (the "AFEP-MEDEF Code") in particular for preparing the report of the Board of Directors provided by Article L. 225-37 of the French Commercial Code on the membership of the Board on application of the principle of gender balance on the Board, the conditions for preparing and organising the work of the Board and the internal control and risk management procedures established by the Company.

The Company intends, in particular to guarantee the presence of independent members on the Board of Directors and to confer on the specialised Committees responsible for making recommendations on the strategy for auditing the financial statements and the compensation of executives and the prior approval of the Board of Directors of the implementation of a number of decisions which may have significant consequences on the Group's business or that of a Group Company, their assets or results.

The AFEP-MEDEF Code to which the Company refers may be consulted on the Internet at the following address: http://www.medef.com. The Company shall permanently keep copies of the Code available to members of its corporate bodies.

For aspects of its corporate governance known at the date of this Registration Document, the Company complies with most of the recommendations in the AFEP-MEDEF Code, insofar as the principles established are compatible with the Company's organisation, size and resources, with the exception of the following elements:

AFEP-MEDEF Code	Position of the Company		
Members of the Board of Directors			
Independent directors			
The proportion of independent directors must be at least half of the members of Board of Companies with a widely-spread share capital without any controlling shareholder. In controlled companies (pursuant to Article L.233-3 of the French Commercial Code), the proportion of independent directors must be at least a third. The directors who represent employee shareholders as well as those directors representing the employees are not taken into account for establishing such percentages.	On the Initial Public Offering in the financial year ended 30 June 2015, the Company undertook to submit for approval of the shareholders, at the latest at the shareholder's meeting approving the financial statements for the financial year ended 30 June 2016, the appointment of 3 women as independent directors. On the date of this Registration Document, the Company is not in a position to identify 3 new independent directors. Nevertheless, the Company intends to comply with the recommendations of the		
	AFEP-Medef Code and appoint 3 women independent directors as soon as possible. On the date of this Registration Document, 1		
	member of the Board of Directors of the Company is an independent director.		
Board Committee			
<u>Audit Committee</u> The proportion of independent directors on the audit committee must be at least two thirds and the Committee must not include any executive directors.	On the Initial Public Offering in the financial year ended 30 June 2015, the Company undertook to submit for approval of the shareholders, at the latest at the shareholder's meeting approving the financial statements for the financial year ended 30 June 2016, the appointment of 3 women as independent directors.		
	On the date of this Registration Document, the Company is not in a position to identify 3 new independent directors. Nevertheless, the Company intends to appoint 3 women independent directors as soon as possible.		
	On the date of this Registration Document, 1 member of the Board of Directors of the Company is an independent director.		

Appointments Committee The appointments committee must not include any executive director and must be composed of a majority of independent directors.	On the Initial Public Offering in the financial year ended 30 June 2015, the Company undertook to submit for approval of the shareholders, at the latest at the shareholder's meeting approving the financial statements for the financial year ended 30 June 2016, the appointment of 3 women as independent directors. The Company thus intended to expand the composition of the Appointments Committee so that at least half would be made up of independent members.
	On the date of this Registration Document, the Company is not in a position to identify 3 new independent directors. Nevertheless, the Company intends to appoint 3 women independent directors as soon as possible.
	On the date of this Registration Document, 1 member of the Board of Directors of the Company is an independent director.
<b>Compensation Committee</b> The Compensation Committee must not include any executive director and be composed of a majority of independent directors. It is recommended that it be chaired by an independent director, and that an employee director be a member of it.	On the Initial Public Offering in the financial year ended 30 June 2015, the Company undertook to submit for approval of the shareholders, at the latest at the shareholder's meeting approving the financial statements for the financial year ended 30 June 2016, the appointment of 3 women as independent directors. The Company thus intended to expand the composition of the Compensation Committee so that at least half would be made up of independent members.
	On the date of this Registration Document, the Company is not in a position to identify 3 new independent directors. Nevertheless, the Company intends to appoint 3 women independent directors as soon as possible.
	On the date of this Registration Document, 1 member of the Board of Directors of the Company is an independent director.

Holding of a share in the Company by members of	the Board of Directors
The Board of Directors determines a minimum number of shares that must be held in the registered form by the senior corporate officers until the termination of their duties. This decision is reviewed at least at each renewal of their term of office.	Insofar as on the date of this Registration Document the Board of Directors is not yet fully appointed, the internal regulations of the Company's Board of Directors do not require that directors should hold other than a minimum of one share in the Company, which must be registered to them until the end of their mandate.
	The internal rules of the Company will, if applicable, be reviewed to provide for an obligation to hold a significant number of shares when the Board of Directors is fully constituted.
Compensation of executive corporate officers and a	award of share options and performance shares
Performance shares	Staff incentive schemes were put in place at Amplitude Surgical and its subsidiaries from 1 July
The award of share options and performance shares does not benefit all employees; hence an alternative plan to ensure other staff benefit from the Company's performance is required (incentive scheme, special profit sharing agreement, award of free shares, etc.). Ensure that the share options and performance shares are evaluated according to IFRS standards and do not represent a disproportionate percentage of all compensation, options and shares awarded to each corporate executive.	2016. The Company's Board of Directors undertook at in the Company's Initial Public Offering to establish a plan for the award of free shares for the benefit of the Chairman and Chief Executive Officer and incentive schemes and profit sharing agreements have been put in place by the Group for the benefit of employees.
To avoid an excessive focussing on awards to management and executive directors	
Succession of executive directors	
The Appointments Committee must establish a succession plan for the corporate officers. This is one of the main tasks of this committee, although it may be entrusted by the Board to an ad hoc committee. The chairman may be part of all of the associated with the works of the committee for the performance of this duty.	The Board of Directors, upon suggestion of the Appointments Committee, has started elaborating a succession plan for the corporate officers of the Company in order to be in a position to provide for succession solutions, in particular in case of unpredictable vacancy.
	The implementation and follow-up of such plan is to continue during the 2017/2018 financial year.

## Chapter 4 CORPORATE, ENVIRONMENTAL AND SOCIAL RESPONSIBILITY

## 4.1 **INFORMATION**

4.1.1 Methodological Note: organisation and method of reporting

For the financial year ended 30 June 2017, the statistics were collected from:

- the Administration and Finance Division
- the Human Resources Division
- the management of the group's subsidiaries.

Corporate, environmental and social management is centralised at the Administration and Finance Division.

The quantitative indicators are the subject of reports.

The qualitative indicators are collected continuously on the basis of information issued by the accounts department or third parties.

## 4.1.1.1 Reporting scope and period

The data presented relate in majority to the Amplitude Group, with the exception of certain data that relate to Amplitude SAS solely.

The scope is indicated in each paragraph of this document.

The data concern the financial year ended 30 June 2017, unless otherwise stated in the body of the report.

#### 4.1.1.2 Relevance of the selected indicators

The relevance of the indicators may be assessed in respect of the corporate, environmental and social impacts of Group Companies' activities and the risks associated with the challenges of its businesses.

Having regard to the Amplitude Group activities, the following information was not considered relevant and is therefore excluded from the report:

- amount of provisions and guarantees for environmental risks.
- consideration of noise or any other form of pollution specific to an activity.
- use of land; and
- the fight against food wasting
- 4.1.1.3 Methodological details

Energy consumption take into account the energy used for heating or air conditioning of the buildings.

Water consumption considers use for sanitary facilities, maintenance of premises and the water-based permanant automatic splinkler system

All water and energy consumption is calculated according to the same method, the recording of invoices defining the period of consumption.

The workforce includes employees present on 30 June 2017, whether under permanent or fixed-term, professional training or apprenticeship contracts.

Employees who had left the Group on 30 June 2017 are excluded from the workforce.

Employees joining or leaving the company include those holding permanent or fixed-term, professional training or apprenticeship contracts.

In the event of multiple-fixed term contracts over the period, only conclusion of the first contract is included with a single departure being recorded during the period.

Conversions of fixed-term to permanent contracts are neutralised.

Having regard to compensation and its uprating, salaries include the 641 account heading after deducting the 649-account heading (CICE) and the charges include account headings 645, 647 and 648.

Having regard to the rate of absenteeism, absence for sickness including occupational sickness, absence caused by an occupational accident or when travelling to and from work and absence for family events are included.

The method of calculation is based on theoretical working hours and the actual hours of absence.

Occupation accidents are accidents occurring from 1 July 2015 to 30 June 2016 (excluding accidents when travelling to and from work).

The rate is calculated as follows: (number of accidents declared with sick leave, excluding accidents when travelling to and from work) / number of hours worked) x 1,000,000.

The number of hours worked is equivalent to the number of theoretical working hours reduced by absences during the period.

The accident severity rate is calculated as follows: (number of calendar days off sick following accidents / number of hours worked) x 1,000.

Training hours include CPF (*Compte Personnel de Formation*), training in the workplace, deductible and non-deductible training and internal and external training.

4.1.1.4 External verification procedures

The corporate, environmental and social information was verified by an independent third party body, Mazars SAS, a member of the Mazars SA Network and the company's Statutory Auditors, duly accredited by COFRAC (*Comité Français d'Accréditation*), under number 3-1058 of which the remit can be consulted on the website www.cofrac.fr.

Their conclusions are presented in paragraph 4.4 "Report of the independent third party body" in this Registration Document.

4.1.2 Corporate responsibility

4.1.2.1 Corporate information

The success of Group strategy is founded on the commitment and motivation of its employees as well as compliance with the regulations in force.

The Group complies with the stipulations in the founding agreements of the International Labour Organization on:

- respect for the freedom of association and the right of collective bargaining;
- elimination of discrimination in respect of employment and occupation;
- elimination of forced or compulsory labour;
- effective abolition of child labour.
- 4.1.2.2 Workforce
- *i. Total workforce (Amplitude Group)*

On 30 June 2017, the Amplitude Group employed 368 staff, distributed as follows:

Country	Workforce
France	302
including Amplitude SAS	201
including Amplitude Surgical	4
including Novastep SAS	22
including Sofab Orthopédie	65
Australia	17
Switzerland	2
Germany	8
Belgium	3
United States	7
South Africa	10
Brazil	18
Romania	1
Total	368

## *ii.* Distribution of workforce per type of contract

The Group employs few people on fixed-term or temporary contracts. Recourse to this type of contract is essentially made to cater for occasional peak demand.

Amplitude Group (in percentage)	30/06/2017	30/06/2016
Permanent (CDI)	98%	96%
Fixed-term (CDD)	2%	4%

Amplitude SAS ( <i>in percentage</i> )	30/06/2017	30/06/2016	30/06/2015
Permanent (CDI in the French acronym)	99%	96%	91%
Fixed-term (CDD in the French acronym)	1%	4%	9%

*iii.* Distribution of workforce by grade (Amplitude Group)

Amplitude Group	Management	Non-Management
On 30 June 2017	131	237

*iv.* Distribution of workforce per age range (Amplitude Group)

Age range	Number of staff members
18-30	118
31-45	161
> 45 years	89

v. Distribution of staff by gender (Amplitude SAS)

The Amplitude Group is committed to achieving gender balance in its workforce throughout all stages of professional life.

On 30 June 2017, women represented 44% of the Amplitude SAS workforce including 29% in management grade posts.

On 30 June 2016, men represented 56% of the Amplitude SAS workforce, including 41% in management grade posts.

# 4.1.2.3 Employment dynamics and induction

# Recruitment

The Group recruited 62 staff members including all types of contract (permanent, fixed-term, apprenticeship and professional training) and all grades.

Amplitude SAS	30/06/2017	30/06/2016
Permanent (CDI)	22	32
Fixed-term (CDD)	6	11
Total	28	43

Amplitude inducts new staff members, for example by presenting the Company and issuing a welcome booklet, and fosters staff loyalty through periodic interviews and opportunities for internal promotion and mobility.

# Departures

During the financial year ended 30 June 2017, 55 employees left the Group, including for Amplitude SAS.

Amplitude SAS	30/06/2017	30/06/2016
Dismissals	1	1
Resignations/Expiry of fixed-term contracts/Expatriation	18	14
Termination of contract	8	6
Total	27	21

# Staff loyalty

• Turnover

The turnover of the Group is 15.24% between 1 July 2016 and 30 June 2017 (Departures / Workforce at the start of the period).

• Average length of service

On 30 June 2017, the average length of service of Amplitude SAS staff employed under permanent contracts of employment was 5.2 years (compared to 4.6 on 30 June 2016).

Average length of service by subsidiary in years Amplitude Groupe	30/06/2017
Amplitude SAS	5.20
Amplitude Surgical	8.13
Novastep SAS	2.21

Sofab Orthopédie	4.42
Australia	2.64
	2.04
Switzerland	3.21
Germany	5.60
Belgium	1.93
United States	1.53
South Africa	1.40
Brazil	1.90
Romania	0.93

# 4.1.2.4 Compensation

# *i.* Trends of Amplitude SAS staff costs

Amplitude SAS <i>(in €K)</i>	30/06/2017	30/06/2016	30/06/2015
Salaries	7,883	7,185	6,223
Charges	3,687	3,511	2,835

# 4.1.2.5 Organisation of working time

# *i.* Duration and distribution of working time

The Group complies with local legislation on working time.

At Amplitude SAS, management grade staff are all contracted to work a set number of days throughout the year; full time non-management staff are bound by the collective fixed working time applicable at the Company, which is 38 hours per week.

# Recourse to part-time working

The number of full-time employees within the Amplitude Group was 21 at 30 June 2017, i.e., 6% of the headcount.

The number of part-time employees within Amplitude SAS was 17 at 30 June 2017 (compared to 18 on 30 June 2016), i.e., 8% of the workforce.

# 4.1.2.6 Working Conditions

# *i. Health and safety conditions*

The Group has always paid special attention to the health and safety of its staff.

In March 2015, Amplitude SAS published a safety booklet which is issued to all staff members and new recruits.

This booklet details the prevention organisation of the company by listing the most frequent risks to which staff are exposed and the means of reducing these to a minimum.

No health and safety at work agreement has been signed.

# *ii. Number of accidents*

As of 30 June 2017, 6 accidents (excluding accidents travelling to and from work) were recorded at Amplitude SAS (compared to 5 June 2016).

Amplitude SAS	30/06/2017	30/06/2016
Number of occupational accidents at (excluding accidents when travelling to and from work)	6	5
of which number of occupational accidents followed by sick leave	1	2

# *iii.* Accident Frequency rate

The frequency rate of occupational accidents (excluding accidents travelling to and from work) at Amplitude SAS calculated as the number of occupational accidents followed by sick leave, per millions of hours worked, was 2.67 on 30 June 2017 (compared to 5.82 on 30 June 2016).

# *iv.* Accident severity rate

The occupational accident severity rate (excluding accidents travelling to and from work) of Amplitude SAS calculated as the number of days' sick leave per 1,000 hours worked, was 0.005 on 30 June 2017 (compared to 0.006 on 30 June 2016).

# v. Fire-fighting and first aid in the workplace training

Between 1 July 2016 and 30 June 2017, 35 employees of Amplitude SAS attended a first aid rescue worker initial training or refresher course.

# vi. Occupational illnesses

No occupational illness has ever been declared in the Group.

# 4.1.2.7 Equality of treatment - Equality of men-women

The Group is committed to equal treatment of men and women in comparable situations and in all areas: recruitment, compensation, careers, training, etc.

In 2013, Amplitude SAS committed to an action plan based on three criteria:

- Equality in the actual compensation of men and women,
- Non-discrimination on recruitment,
- Satisfactory work/life balance, review of working times to improve compatibility with parental responsibilities.

# 4.1.2.8 Training and skills management

# *i. Training*

The training plan focuses on several key areas:

- the Group's strategic priorities,
- the needs compiled during annual interviews,
- access to training by CPF and CIF,
- specific needs linked to the profession (regulatory changes, legal, etc.).

On 30 June 2017, 246 Amplitude SAS employees followed training courses totalling 5133.21 hours (compared to 209 employees and a total number of hours of 4,605 on 30 June 2016).

The average number of training hours followed by employees who received training was 20.86 hours on 30 June 2017 (compared to 22.03 hours on 30 June 2016).

On 30 June 2017, the budget allocated by Amplitude SAS to training was €89,273 (compared to €115,066 on 30 June 2016).

Training provided for staff covered various topics: products, regulatory change, management, health and safety, information technology, etc.

In particular, the following training sessions were carried out:

- improvement of IT desktop situation training
- stacking training;
- electrical accreditation for B1 B2 BC class electrician; and
- professional risks assessment training.

# *ii.* Annual reviews

For several years, the Amplitude Group has been organising annual reviews for its employees.

The review is conducted with the manager, with a view to preparing an inventory of the previous year and planning the strategic priorities for the following year.

During the financial year ended 30 June 2017, 291 employees of the group benefited from an annual interview.

# 4.1.2.9 Employees and the enterprise

# *i.* Employee survey

In 2015, Amplitude SAS conducted its first survey involving 192 members of staff. The rate of participation in the survey was 70%. It emerged that a majority of employees are highly motivated and satisfied at work.

The company renewed this survey in September 2017, the findings will be known in October 2017.

#### ii. Absenteeism

The average absenteeism rate at Amplitude SAS was 4.74% on 30 June 2017 (compared to 3.70% on 30 June 2016).

#### *iii. Labour relations*

## **Staff representative bodies**

There is a works council, and staff representatives who meet as the sole staff representative body at Amplitude SAS, along with a health and safety in the workplace committee.

The sole staff representative body comprises 7 elected holders (4 for the "operatives and office staff" college and 3 for the "technicians, supervisors and management" college) with the same number of deputies. The results of the latest elections were announced on 23 January 2015, the mandates having entered into effect on 29 January 2015 for a term of 4 years.

The health and safety in the workplace committee comprises 2 members (1 for the "operatives and office staff" college and 1 for the "technicians, supervisors and management" college) appointed on 12 June 2017 until the renewal of their term of office in January 2019.

The Top Management of Amplitude SAS considers it maintains good relations with the staff representative bodies.

## **Collective agreements**

The following collective agreements have been entered into at Amplitude SAS:

- employees' profit sharing agreement dated 20 June 2008 entered into for an indeterminate period.
- rules for the company savings plan dated 14 June 2005, entered into for a term of one year, renewable automatically;
- rules of the collective pension savings plan dated 6 November 2014, entered into for an indeterminate period; and
- a profit sharing agreement signed on 15 June 2016 for a term of three years. This agreement is effective from the 2016-2017 financial year.

The following collective agreement was entered into within Amplitude Surgical:

• a profit-sharing agreement, executed on 22 July 2016, for a term of three years. This agreement is effective as from the 2016-2017 financial year.

The following agreement was entered into within Novastep:

- a profit-sharing agreement, executed on 26 May 2016, for a term of three years. This agreement is effective as from the 2016-2017 financial year.
- *iv. Disabled employees*

On 30 June 2017, Amplitude SAS employed 3 disabled workers (compared to 4 disabled workers on 30 June 2016).

Amplitude SAS also orders a proportion of its office supplies from ESAT (*Etablissement de Service d'Aide par le Travail*) and has been subcontracting the cleaning of transport containers to these ESATs.

#### v. Combating discrimination

The Group's Ethics Charter sets the principle of providing and maintaining a work environment free from abuse and inappropriate biases.

The Group offers and maintains a working place free from abuse based on ethnicity, colour, sexual orientation, age, religion, national origin, disability, personal data or veteran status; The workplace must also be free from abuse based on any status protected under applicable law. Any abuse in violation of this policy, under any form and at any level, will not be tolerated.

The Group holds as a principle that it will intervene by anticipation in order to take all the necessary measures to avoid any violation of this policy. Therefore, it is essential that any conduct likely to violate this policy, whether such violation affects such employee or a third party, be duly reported.

All abuse allegations must be taken seriously and must be promptly and thoroughly investigated. Confidentiality must be preserved to the full extent possible during the investigation.

Moreover, in 2013, Amplitude SAS produced a guide to good practices for combating recruitment discrimination.

The guide informs managers on the prohibition of all forms of discrimination during the recruitment process. It also indicates the information that may not be requested from applicants.

# 4.2 SOCIAL INFORMATION

4.2.1 Territorial, economic and social impact of the company's business

The impact on employment and regional development is assessed according to the number of jobs created directly and indirectly by regional subcontracting of products.

Furthermore, the Group's impact on local or neighbouring populations is based on a recruitment policy which favours local recruitment; however, given the specific nature of the profiles sought, recruitment is also on a national basis.

#### 4.2.2 Sponsorship

The partnership established with the Fondation Robert Ardouvin during the last financial year was continued.

The *Fondation Ardouvin* offers accommodation to children and adolescents referred by the *Aide Sociale à l'Enfance* (Children's Social Services) or directly by the children's judges in application of a child protection measure. It favours keeping siblings together.

The Foundation's *Village d'enfants* in Vercheny can accommodate 65 girls and boys aged from a few months old to 18, from the Drôme and other French geographical departments. Some children may remain at the centre up to the age of 21 years under a "young adult" contract should they wish to continue their studies or if they are experiencing difficulties in entering the world of work.

Sponsorship aims to improve the care for the children concerned, notably by financing the Foundation's projects to this end.

Amplitude made a donation of €12,500 to this Foundation during the financial year ended 30 June 2017.

Amplitude SAS also made a €5,000 donation to the French national association of congenital cardiac patients.

## 4.2.3 Subcontractors and suppliers

On 30 June 2017, Amplitude SAS cooperated with 101 suppliers and subcontractors (implants and instruments) of which 85% are based in France.

On 30 June 2017, Amplitude SAS had purchased goods totalling €18,394,550 from its French subcontractors and suppliers.

## 4.2.4 Ethical commitment of the Amplitude Group

The purpose of the Ethics committee is to define the values and principles guiding our activities and the conduct of our collaborators and to ensure that they are followed.

The Ethics committee met on 30 May 2017 and validated the Business Ethics Charter that will be applicable in all countries where the Group is established. It is currently being distributed to all of the staff members of the Group.

The points addressed in the Business Ethics Charter are:

- ethics in the world of medical devices;
- conflicts of interest;
- confidential and IP data protection;
- donations to non-profit organizations;
- gifts, invitations and various benefits;
- competition;
- working with healthcare professionals;
- work environment;
- capital market ethic; and
- implementation of the Charter and whistleblowing.

It is distributed to all group collaborators.

4.2.5 Relationships with persons and organisations involved in the company's business

Apprenticeship tax is paid to training establishments and schools from which we recruit students for professional training or apprenticeship contracts.

Amplitude SAS welcomed 17 trainees and 3 work placements during the financial year ended 30 June 2017.

4.2.6 Consideration of social and environmental challenges in the purchasing policy

Given the importance of subcontracting and the supply of products for our business, but also given the lengthy selection and validation process, particular care is taken in maintaining long-term relationships of trust with our co-contractors.

## 4.2.7 Actions initiated to prevent corruption

Law No. 2011-2012 of 29 December 2011 on reinforcing the health standards for medicines and health products imposes an obligation to publish the existence of agreements or benefits offered to health professionals by companies manufacturing or marketing health products.

Amplitude strives to comply with its obligations and publishes on the "public transparency" website any agreements or benefits for health professionals.

This matter is also referred to in the Business Ethics Charter of the Group.

4.2.8 Measures adopted to promote the health and safety of consumers

The Group undertakes to comply with the health and safety requirements stipulated in the Council Directive 93/42/EEC of 14 June 1993.

To be placed on the market in the European Union, a medical device must comply with the health and safety requirements defined in the Directive.

The placing on the market of a medical device is subject to obtaining CE marking before it is offered for sale. The CE marking certifies conformity of the medical device to the health and safety requirements set out in European legislation.

The manufacturer must compile an application which proves the resources used to meet the health and safety objectives set by the legislation.

Devices must be designed so that their use does not compromise the clinical condition of patients or the health and safety of patients and users. In addition, devices must fulfil the performance standards claimed by the manufacturer and any risks must be acceptable, having regard to the benefits for the patient.

EC marking applications are assessed by a notified body. This is a third-party organisation responsible for evaluating the compliance of a medical device with the requirements for placing on the market provided for in the Directive. Notified bodies, which are appointed by the competent authorities in the various EU countries, must satisfy the criteria of independence, integrity and impartiality, training and competence.

4.2.9 Other actions undertaken in favour of Human Rights.

Over the financial year ended 30 June 2017, the Group has not undertaken any action.

# 4.3 ENVIRONMENTAL INFORMATION

4.3.1 General Environmental Policy

The type of business of the Company and its subsidiaries does not generate any significant environmental risks.

4.3.2 Organisation of the company with regard to environmental questions and, if applicable, the procedures for environmental assessments and certification.

The various development works on the Valence buildings have resulted in improvements in the consumption of electricity and water by including, for example, movement detectors to manage the switching on and off of lights, but also infrared detection taps.

In the first half year of 2016, Amplitude SAS had an energy audit carried out by an external agency.

The company intends relying on the developments proposed in the report concerning energy consumption.

The environmental safety booklet distributed to all Amplitude SAS employees raises awareness of employees and incorporates the following message:

# "Energy

Once the lighting levels are adequate, I will remember to turn off the light.

At night, and during any prolonged absence, I will switch off my computer and all devices which do not need to remain on standby. I will use the heating and air conditioning sensibly.

## Water

I will not throw used chemicals or waste into wash basins, toilets or drains. To avoid waste, I will always turn off taps after using them. I will notify my line manager if I observe a water leak.

# Paper

To reduce consumption, I will remember: To print only when necessary To print on both sides of the page To reuse paper for rough drafting"

4.3.3 Means allocated to environmental risks prevention

Taking into account the Group's businesses, no specific mean dedicated to the prevention of environmental and contamination risks has been set-up.

4.3.4 Pollution and waste management

The business of Amplitude SAS is notably subject to environmental regulations under European Directives and Regulations:

- Directive 2012/19/EU of the European Parliament and of the Council of 4 July 2012 on Waste Electrical and Electronic Equipment (the so-called "WEEE" directive); on 30 June 2017, no WEEE has been scrapped.
- Directive 2012/27/EU of the European Parliament and of the Council of 25 October 2012 providing for the mandatory carrying out of energy audits in European Union large enterprises.

Amplitude SAS recycles boxes, approximately 611 cubic metres in the financial year ended 30 June 2017 (compared to 855 cubic metres in the financial year ended 30 June 2016), as well as papers, toners and batteries.

Toners and batteries are recovered by brokers. Papers are recycled by the municipality.

4.3.5 Measures for prevention, reduction and reparation regarding waste in the air, water and soil adversely affecting the environment

The Valence carparks are equipped with a hydrocarbon separator to trap hydrocarbons contained in rainwater.

## 4.3.6 Energy consumption

# 4.3.6.1 Energy consumption

# *i. Amplitude SAS energy consumption*

Amplitude SAS	Data at 30/06/2017	Data at 30/06/2016
Electricity in kWh	978,431	539,156
Gas in kWh	224,205	225,439

The electricity and gas consumption stated above covers the period from mid-May 2016 to mid-May 2017 in order to use the actual data rather than estimates.

*ii.* The increase of electrical consumption over this financial year is due to the construction of the cleaning and packaging line at our Valence site. Consumption of fuel for business travel

On 30 June 2017, the fleet of Amplitude SAS comprised 42 vehicles (private and commercial) (compared to 41 on 30 June 2016); 72,633 litres of diesel were consumed over the financial year ended 30 June 2017 (compared to 67,474 litres of diesel over the previous financial year).

# 4.3.6.2 Water consumption

Amplitude SAS uses water in its commercial and administrative buildings, notably in the air conditioning and sanitary systems and for upkeep of the premises. Water is extracted from the mains system.

Amplitude SAS water consumption was approximately 8,458 cubic metres on 30 June 2017 (compared to 3,977 cubic metres on 30 June 2016).

The water consumption given above refers only to the Valence Site and covers the period June 2016 to May 2017, for water from the mains system and for the calendar year 2016, for water from the Bourne canal.

To show consumption over 12 months, an estimate is made when bills have not been received.

The significant increase of consumption is due to the setting-up of a permanent water sprinkler system in one of our buildings containing our stocks of implants and instruments.

4.3.7 Greenhouse gas emissions and combating climate change

The manufacture and marketing of company products generates few direct CO2 emissions.

Direct CO2 emissions are generated by the natural gas used to heat the premises and vehicle emissions (transport during production and deliveries to customers, the company fleet, employees' travel).

# **Emissions in CO2 tonnes equivalent**

Amplitude SAS	Data at 30/06/2017	Data at 30/06/2016
Transportation between the Valence site and customer establishments in France	162	172
Transportation (train and plane) by the Company in France and internationally	271	337

4.3.8 Resources allocated to preventing environmental risks and pollution.

The parking areas at the Valence site are equipped with a hydrocarbon separator to process rainwater which may be contaminated by hydrocarbons in open air parking areas.

A draining procedure is carried out annually.

4.3.9 Consumption of raw materials and measures adopted to improve use efficiency

The Group has extensive recourse to subcontracting; however, Amplitude SAS has a sintering machine which uses polyamide powder.

Consumption of polyamide powder is used to manufacture custom cutting guides. The company has established a policy for reasonable consumption of the raw material using the residual powder from manufacture of the guides, to produce prototypes.

4.3.10 Fighting against food wasting

The Group has not carried out any actions in connection with food wasting

4.3.11 Biodiversity measures

Over the financial year ended 30 June 2017, the Group has not undertaken any action concerning biodiversity.

4.3.12 Adaptation to the consequences of climate change

Taking into account the Group's activities and its geographical locations, no measure has been planned.

# 4.4 **REPORT OF THE INDEPENDENT THIRD PARTY BODY**

This is a free translation into English of the Statutory Auditors' report issued in French and is provided solely for the convenience of English speaking readers. This report should be read in conjunction with, and construed in accordance with, French law and professional standards applicable in France.

# Report of the independent third party body on the consolidated corporate, environmental and social information in the management report

Financial year ended 30 June 2017

To the shareholders,

In our capacity of third party independent body, a member of the Mazars network, the statutory auditors of Amplitude Surgical, accredited by COFRAC under number 3-1058, we present our report on the consolidated corporate, environmental and social information for the financial year ended 30 June 2017 in the management report (hereinafter the "RSE Information"), pursuant to Article L.225-102-1 of the French Commercial Code.

## **Responsibility of the company**

It is the responsibility of the Board of Directors to prepare a management report incorporating the CSR Information provided at Article R.225-105-1 of the French Commercial Code according to the Registration Documents used by the company (hereinafter the "Registration Documents") of which a summary is given in the management report and available on request.

## Independence and quality control

Our independence is defined by the regulatory texts, the code of ethics for the profession and pursuant to Article L.822-11 of the French Commercial Code. Furthermore, we have established a quality control system which incorporates documented procedures and policies ensuring compliance with the ethical rules and the applicable statutory and regulatory texts.

# **Responsibility of the Independent Third Party Body**

It is our responsibility on the basis of our work:

- to certify that the required CSR Information is presented in the management report or in the case of omission, explained pursuant to paragraph 3 of Article R.225-105 of the French Commercial Code (Certificate of inclusion of CSR Information);
- to provide a conclusion of moderate assurance that the CSR Information, taken overall, is presented, in all significant aspects, sincerely and pursuant to the Registration Documents (reasoned opinion on the sincerity of the CSR Information).

Our mission was performed by a team of 4 people between August and September 2017 over a period of approximately 2 weeks.

We conducted the works described below in accordance with the Order of 13 May 2013 providing the methods according to which an independent third party body must conduct its mission as well as with the professional guidelines of the French Statutory Auditors' Association relating to this intervention and , concerning the reasoned opinion on sincerity, with International Standard ISAE 3000<sup>12</sup>.

<sup>12</sup> 

ISAE 3000 - Assurance engagements other than audits or reviews of historical financial information

## I – Certification of presence of CSR Information

On the basis of interviews with the managers of the departments concerned, we were informed of the statement of priorities for sustainable development given the corporate and environmental consequences of the company's activities and its social commitments and, if applicable, the resultant actions or programmes.

We have compared the CSR Information presented in the management report with the list in Article R.225-105-1 of the French Commercial Code.

In the absence of certain detailed consolidated information, we have verified that the explanations were provided pursuant to Article R.225-105 (3) of the French Commercial Code.

We have verified that the CSR Information covers the scope of consolidation, i.e., the company and its subsidiaries pursuant to Article L.233-1 and the companies it controls pursuant to Article L.233-3 of the French Commercial Code, subject to the limits specified in the methodological note presented in paragraph 4.1.1 "Methodological Note: organisation and method of reporting" of the management report.

On the basis of these works and considering the limits referred to above, we certify the presence in the management report of the required CSR Information.

## II – Reasoned opinion on the sincerity of the CSR Information

#### Nature and extent of our mission

We conducted 4 interviews with the top management representatives responsible for preparing the CSR Information and its compilation and, if applicable, also responsible for the internal control and risk management procedures, in order:

- to assess the appropriateness of the Registration Documents having regard to their pertinence, comprehensiveness, reliability, neutrality, comprehensibility and, if applicable, having regard to good practices in the sector;
- to verify the establishment of a process for collecting, compiling, processing and checking the comprehensiveness and consistency of the CSR Information and to become acquainted with the internal control and risk management procedures regarding the CSR Information.

We have identified the nature and extent of our tests and controls according to the nature and importance of the CSR Information having regard to the characteristics of the company, the corporate and environmental challenges of its business, its priorities on sustainable development and sector-specific good practices.

For the CSR Information which we considered most important, we have:

- for the consolidating entity, we have consulted the documentary sources and conducted interviews to corroborate the qualitative information (organisation, policies, actions); we also analysed quantitative information and verified, on the basis of sampling, the calculations and consolidation of data and verified their consistency and concordance with other information in the management report;
- for a representative entity that we selected according to the nature of its business, its contribution to the consolidated indicators, its location and a risk analysis, we have conducted interviews to verify correct application of the procedures and carried out detailed tests on the basis of samples, to verify the calculations made and reconcile the data in the documentary proof. The sample thus selected represents 57% of the work force, considered as a representative portion of the labour aspects and 100% of the environmental data is considered as representative of the environmental aspects.

For other consolidated CSR Information, we assessed its consistency in relation to our knowledge of the company.

Finally, we assessed the pertinence of the explanations, if applicable, of the total or partial absence of certain information.

We consider that the sampling methods and the size of samples selected by exercising our professional judgement enable us to express a conclusion of moderate assurance; a higher standard of assurance would have required a more extensive audit. Given recourse to sampling and other limitations intrinsic to the functioning of any information system and internal control, the risk of non-detection of a significant anomaly in the CSR Information cannot be totally eliminated.

## Conclusion

On the basis of our work, we did not detect any significant anomalies of a nature to doubt that the CSR Information, taken overall, is presented sincerely, according to the Registration Documents.

Signed in Villeurbanne and Paris La Défense, 30 October 2017

Independent third party body

MAZARS SAS

Pierre BELUZE

Partner

Edwige REY

Partner, Department for CSR & Sustainable Development

## Chapter 5 INFORMATION ABOUT THE GROUP

## 5.1 EXAMINATION OF THE FINANCIAL POSITION AND OF THE RESULTS

In application of Article 28 of Commission Regulation (EC) No. 809/2004 of 29 April 2004, the following information is incorporated by reference in this Registration Document: examination of the financial position and results of the Group for the financial years ended 30 June 2016 and 30 June 2015 shown on pages 201 to 237 of the Registration Document filed with the *Autorité des marchés financiers* on 28 October 2016 as number R.16-075 (page 65 to 67 of the English version). The parts which are not included in this document are either not pertinent for investors or covered elsewhere in the Registration Document.

Readers are invited to read the following information regarding the financial results of the Group in conjunction with the consolidated Group financial statements for the financial year ended 30 June 2017, as highlighted in paragraph 6.1 "*Group Consolidated Financial Statements for the financial year ended 30 June 2017*Group Consolidated Financial Statements for the financial year ended 30 June 2017Group Consolidated Financial Statements for the financial year ended 30 June 2017Group Consolidated Financial Year ended Ye

The Company's financial year runs from 1 July to 30 June of the following year.

The Group's consolidated financial statements for the financial year ended 30 June 2017 were prepared in accordance with IFRS standards as adopted by the European Union. The auditors' reports on the consolidated financial statements for the financial year ended 30 June 2017 are presented in paragraph 6.2 *"Report of the Statutory Auditors on the consolidated financial statements for the financial year ended 30 June 2017"* of this Registration Document.

The review of the financial statements and profit is presented in euros, and all values are rounded to the nearest tenth of a million, unless otherwise indicated. The totals and sub-totals contained in the review of the financial statements and profit are given in thousands of euros, and all values are rounded to the nearest tenth of a million. Consequently, the totals may not add up because of roundings.

#### 5.1.1 Overview

5.1.1.1 Introduction

The Group is one of the leading French players in the provision of lower limb prostheses (hip, knee, and lower extremities). (Source: GlobalData, Hip and Knee Reconstruction - Global Analysis and market forecast - July 2016)

The Group was established in December 1997, and launched its first products onto the market in 1999. The Group has operations in 36 countries, through 14 subsidiary operating companies (3 in France and 11 in the rest of the world). In terms of market share, the Group is currently ranked second and fourth in the French market in knee and hip prostheses, respectively.

The Group designs and markets a complete and innovative range of orthopaedic products for surgical use, covering the main pathologies of the lower limbs, which could affect the hip, the knee, and the lower extremities (foot and ankle). The Group's product range includes the SCORE® range of moving plate knee prostheses, and the ANATOMIC® range of, fixed plate knee prostheses. Hip prostheses include the INTEGRALE® pin, the SATURNE® acetabulum (double mobility acetabulum), or the H2 acetabulum (in Delta ceramic). The Group is also active in the lower extremities sector through its subsidiaries Novastep SAS and Novastep Inc. Lower limb prostheses include the intramedullary implant LYNC® designed for the treatment of Hallux Valgus. For the financial year ended 30 June 2017, the Group sold 61,080 prostheses, of which 18,389 were hip prostheses, 26,016 were knee prostheses and 16,675 were foot prostheses (compared to 51,993 prostheses, of which 17,054 were hip prostheses, 23,592 were knee prostheses and 11,347 were foot prostheses for the financial year ended 30 June 2016). This product offering is enhanced through

additional innovative services with a high added-value (e.g., training, instrumentation, navigation, clinical follow-up). In particular, the Group has developed its AMPLIVISION® computer-assisted surgery system, i.M.A.G.E® system and E.T.O.I.L.E® technical platform (a global offering for the anterior approach in the context of hip surgery).

The Group's products are used in 461 establishments in France and over 600 international ones. The Group seeks to respond in the best way possible to the needs of patients, surgeons, and healthcare establishments. Its primary objectives are to increase the accuracy of fitting and insertion, patient safety in relation to operative follow-up and the timeframe of the operation itself in order to reduce patient rehabilitation time, as well as to offer surgeons ergonomic instruments which allow minimally invasive procedures. The Group distributes its products directly, through its subsidiaries, and indirectly, through agents and exclusive distributors, or through a combination of these by employing its own sales force or that of its distributors.

The Group has developed close relationships with surgeons, opinion leaders in France and abroad, with a view to developing innovative techniques and assuring clinical follow-up of the fitted prostheses.

During the financial years ended 30 June 2017 and 30 June 2016, the Group achieved revenues of  $\notin$ 93.4 million and  $\notin$ 80.8 million respectively, and an EBITDA of  $\notin$ 15.5 million and  $\notin$ 13.5 million respectively.

As at 30 June 2017, the Group employed 368 salaried staff, in France and overseas, of which 56 were engineers, dedicated to research and development.

# 5.1.1.2 Significant accounting principles

The following are the significant accounting principles applied by the Group:

## *i.* Segment reporting

All Group activity is reported within the specific branch of the business activity, namely, research & development and sales of orthopaedic prostheses and associated instrumentation. No distinction is made at a single operational level between hip and knee. Furthermore, the "extremities" activity is included within an identical operational team. The commercial subsidiaries and distributors distribute the same range of products. Finally, the Group has centralised all of its management duties (administration, commercial and R&D) at its headquarters. As a result, the Group has two cash-generating units ("CGUs"), one corresponding to the Company and the other bringing together all its consolidated international subsidiaries.

The Group revenues can be broken down by geographic area, which corresponds to the internal reporting units used by the management of the Group, to the internal organisation of the Group and the different developments of the Group within these markets:

- the French market, where the Group has built up long-term customer relationships and a strong position through its network of exclusive selling agents; and
- the rest of the world, where the Group has a presence either through its direct sales subsidiaries, or through its distribution network.

The Company is able to separate its activity into two cash-generating units (CGUs), with the activity carried out from France on the one hand, and the activity carried out internationally from its subsidiaries on the other. Thus, the Company's goodwill shall be allocated to each of these CGUs, and shall form the subject of an individualised impairment test.

The goodwill test carried out to 30 June 2017, based on the two CGUs, gives recoverable values higher than the amounts of assets to be tested recorded in the financial statements, based on projected discounted cash flow.

#### ii. Revenues

The Group revenues can be broken down by customer type:

- public and private hospitals and clinics (both in and outside of France);
- distributors (outside of France); and
- sales agents (both in and outside of France), to whom the Group either sells products or leases ancillaries.

<u>For hospitals and clinics</u>: only prostheses are sold to hospitals and clinics. Ancillaries and software, for example, the AMPLIVISION® computer-assisted surgery software or the i.M.A.G.E system, are generally provided free of charge.

There are two invoicing methods for prostheses:

- prostheses sold on consignment: volume of inventory is adjusted according to the level of activity of the establishment concerned. The Group is informed on a daily basis of the number of fittings carried out, on the basis of which the Group invoices and replenishes the consigned inventory. Revenues are recognised when an invoice is issued;
- prostheses which are not sold on consignment: all sizes and types of prostheses necessary for planned operations are delivered to the hospital in time for the procedure. After the surgical procedure has been carried out the unused prostheses stock is returned to the Group and the hospital is invoiced for the prostheses used.

Ancillaries and software (notably AMPLIVISION® or the i.M.A.G.E® system) are provided free of charge in France. In other countries (e.g., Switzerland) they are leased for a daily charge. Ancillaries provided free of charge or leased are included in tangible assets.

The Group requires a significant level of traceability. For this reason the expiry dates and batch numbers detailed on the invoice are necessary for the calculation of revenues, and payment could be delayed if they are not included.

<u>For distributors</u>: The Group sells prostheses and ancillaries to its distributors. Revenues are recognised when the products are despatched, according to the Incoterms applied. In most cases delivery is ex-works, with the Group relinquishing ownership as soon as the products leave its premises.

<u>For sales agents</u>: Generally, sales agents do not take ownership of the Group's products. However, in France some of them may purchase or lease ancillaries. In the case of purchase, revenues are recognised as soon as the ancillary is despatched to the agent. Where an item is leased, revenues are recognised in the month during which the product is leased, according to the negotiated terms of the agreement.

#### *iii.* Tangible fixed assets

The sale of orthopaedic prostheses necessitates the sale or supply of ancillaries (accessory surgical instruments) to be made available for different surgical procedures and which are adaptable to the specific needs of each patient. Ancillaries are included in tangible fixed assets.

Tangible fixed assets are included on the balance sheet at their historical purchase cost. They are not revalued.

Items of significant value financed under finance lease agreements, where the risks and benefits of their ownership are transferred to the Group, are included as assets on the balance sheet. The corresponding debt is included as a liability under financial debt.

Investment grants are included in liabilities under Other current liabilities.

The components of a fixed asset are accounted for separately if there is a significant difference in the estimated length of their useful economic life, and therefore in their amortisation period.

Amortisation is calculated on the depreciable amount, which is the cost of the asset or any other amount equal to the cost. Given the nature of the tangible assets, no value is considered at the end of their useful economic life.

Amortisation on expenses is calculated on a straight-line basis on the estimated use of each component of a fixed asset, which represents the best estimated rate of consumption of the future economic benefit of the asset.

Leased assets are amortised on the shorter of the term of the leasing agreement, and their useful economic life, unless the Group is reasonably certain of assuming ownership by the end of the lease term.

Land is not amortised.

Estimated durations are detailed in Note 3.7 of the consolidated financial statements for the financial year ended 30 June 2016, which is highlighted in paragraph 6.1 "Group Consolidated Financial Statements for the financial year ended 30 June 2017" of this Registration Document.

Amortisation methods, useful economic life, and residual values are reviewed every financial year end and adjusted accordingly.

The replacement cost of a tangible fixed asset is included in its book value if the Group is likely to derive future economic benefit from the asset and if its cost can be determined using a reliable method.

The book value of the replaced asset is excluded.

Current care and maintenance costs are included in expenses at the time they are incurred.

#### iv. Inventory

The Group's marketing of orthopaedic prostheses also necessitates the provision of consignment stock to customers and, periodically, to its distribution network. Consignment stock is comprised of a complete range of prostheses (kits, sizes, accessories) for different surgical procedures. Invoicing of orthopaedic prostheses, either to distributors or to healthcare establishments, occurs on communication of information related to the fitting of the prostheses, and triggers a request from the customers to replenish consignment stock of the products.

Inventory of materials and finished products are valued at the lower of cost and net realisable value.

Goods and raw materials are valued using the weighted average unit cost method. Storage expenses are not included in inventory values.

Products in progress and finished products are valued at their production cost. A proportion of indirect costs of production is calculated on the normal basis of production capacity, excluding all idle capacity and storage costs.

A provision for inventory depreciation is made when the gross value, calculated using the method detailed above, is greater than or equal to the realisable value, after subtracting the proportional sales cost.

In compliance with legal requirements, the Group has implemented a traceability system for all of its products. In particular, before the expiry date has passed, the inventory is returned and rejected (for perishable inventory, e.g., prostheses made from polyethylene), or is resterilised (in the case of other materials, for example metal prostheses, the expiry date of which is relating to sterilisation). Since the inventory is rotated on a regular basis in respect of its expiry date, the number of prostheses actually rejected is low.

## v. Goodwill

Business combinations are accounted for according to the acquisition method. The assets and contingent liabilities of the acquired entity are valued at fair value on the date of acquisition. Valuation differences identified after the date of acquisition are accounted for within the individual asset and liability accounts in question. The residual difference, which represents the difference between the cost of the acquisition of the securities, and the proportionate Group share in the fair value valuation of identified assets and liabilities, is included in goodwill.

Goodwill is subject to an impairment test at least once annually. Depreciation analyses are carried out on the assets tested, either individually or at the cash-generating unit level of the smallest identifiable group of assets which generates cash inflows independently. Goodwill is tested at the level of the cash-generating unit concerned. An amount for depreciation is booked when the carrying amount of the goodwill is greater than its recoverable amount. The recoverable amount is the projected cash flow realised from continued use of the assets concerned. Depreciation allocated to the cash-generating unit is imputed in order, first to goodwill, then to the value of the other assets within the cash-generating unit, up to their recoverable amount.

The items included in goodwill as at 30 June 2017 are detailed in Section 5.2 "*Cash and Capital Equity*" of this Registration Document.

As at 30 June 2017, impairment testing was carried out on the basis of the discounted cash flow method, using the following parameters and assumptions:

- taking into account the business plan for the period from 1 July 2017 to 30 June 2027;
- a perpetuity growth rate of 2.5%;
- actualisation at a rate of 10% of expected cash flows; and
- the value test confirmed the carrying amount of the assets of two CGUs (including goodwill).

#### vi. Intangible assets

Intangible assets are presented on the balance sheet at cost. Any intangible assets identified at the time of an acquisition are also included in this figure. These assets consist mainly of patents and software.

The Company exploits patents which it owns outright, or which it holds under licensing agreements.

Only patents owned outright are included in intangible assets. Licensing agreements are not included in assets (the relevant royalties being included in external expenses).

The Group holds some patents which have been developed in partnership with inventors, some of which give rise to the payment of royalties which are indexed on future sales. Historically, these patents have been accounted as assets by estimating flow of future royalties, and as counterpart a debt has been accounted for the same amount. The patent is subsequently amortised on a non-straight-line basis, based on the royalties effectively due for the period, the initial debt being settled as the royalties are paid.

The above described accounting treatment has been reviewed in light of the applicable IFRS standards. The new accounting treatment that will be applied will result in a revaluation of the amount of debt accounted for in respect of royalties based on the valuation of the total amount of royalties to be paid over the utilisation period of the asset.

The Group has been applying this accounting method since closure of the accounts prepared for the year ended 30 June 2015. The difference in accounting treatment does not have a significant impact on the liabilities of the Group. This difference does not have a significant impact on the other accounting aggregates of the Group.

## vii. Research and development costs

Research and development expenses are booked in the financial year in which they are incurred. Research Tax Credit is posted in other operational income in the income statement.

Research and development costs can be capitalised immediately (as intangible assets) in respect of certain projects (for example certain prototypes), but only where the Group can demonstrate that the following conditions are fulfilled:

- its intention and financial ability to carry out the development project from start to finish;
- any future revenues benefit attributable to these development costs are likely to flow back to the Group; and
- the cost of the asset can be assessed using a reliable method.

## viii. Provisions for risk

Provisions are made where the Group has a legal or implied obligation resulting from a past event, and where there is the likelihood of an outflow of economic resources, without a corresponding inflow, in order to meet the obligation.

These provisions are estimated taking into account the most probable assumptions on the date of preparation of the financial statements.

If the effect of their value over time is significant, the provisions are discounted.

## ix. Tax

Tax on profits (expense or income) comprises the tax liability expense (income) and the deferred tax expense (income). Current and deferred taxes are booked to the profit and loss account unless they relate to a business combination, to items that are recorded directly in capital reserves or to other elements of the consolidated profit and loss account.

Tax due is comprised of:

- the estimated total tax due (or receivable) as income (or expense) in a given period, determined by using tax rates in force at the date of closing of the accounts; and
- all adjustments of tax liability relating to prior periods.

The Group calculates deferred taxes on the basis of timing differences between the book value of assets and liabilities, and their tax basis. The following elements are not included in the deferred taxes calculation:

- the initial recording of an asset or liability in a transaction which is not a business combination and which impacts neither the book profit nor the taxable profit; and
- timing differences related to shareholdings in subsidiary companies and joint ventures to the extent that they are not likely to be reversed in the foreseeable future.

Deferred taxes are not calculated on the taxable timing differences generated the first time that goodwill is booked. Deferred tax assets and liabilities are valued at the rates of tax in force or expected to be in force for the period during which the asset would be realised and the liability settled, on the basis of the tax rules in force or applicable at the date of closing of the accounts. Deferred tax assets and liabilities are offset in accordance with tax legislation which allows for the offsetting of taxable assets and liabilities, and if this relates to tax levied on profits by the same tax authority, whether it relates to the same taxable company or a different taxable company, but which has the intention of settling the taxable assets and liabilities on the basis of their net value, or of realising the assets and settling the liabilities at the same time.

A deferred tax asset is not recorded in respect of deductible timing differences, unused tax losses and tax credits, except to the extent that the Group is likely to have future taxable profits against which to offset them.

Deferred tax assets are reviewed on the date of closing of the accounts.

## *x. Fair value*

A certain number of accounting policies and a certain amount of information are necessary in the calculation of the fair value of financial and non-financial assets and liabilities. Fair value calculation related mainly to interest rate hedging instruments such as Convertible Bonds and share subscription warrants ("**BSAs**").

Fair values are determined for the purposes of evaluation or supplied information, using the following methods:

- tangible fixed assets: the fair value of tangible fixed assets recorded after a business combination is based on market value. The market value of property is the estimated amount for which this asset can be sold, as at the date of valuation, after the appropriate advertising, between well-informed and consenting parties acting within normal market conditions. The fair value of fixtures, fittings and equipment is based on market approach and the profit approach by using the price quoted for similar items where this is available, or the cost of replacement where appropriate;
- intangible assets: the fair value of intangible assets is based on expected discounted cash flow on the use and eventual re-sale of the assets;
- inventory: the fair value of inventory acquired as part of a business combination is determined on the basis of the estimated sale price in the course of normal business activity, less the estimated completion and resale costs, and at a reasonable profit to reward the necessary efforts required to finish and sell the goods; and
- derivatives: the fair value of interest rate swaps is based on broker quotes. Fair values reflect the credit risk of the instrument and include adjustments for the credit risk of the Group Company concerned, and of the counter party where appropriate.
- 5.1.1.3 Main items in the profit and loss account

The main items included in the profit and loss account on which the Group's management relies to analyse its consolidated financial results are set out below.

*i. Revenues* 

Revenues comprise (i) sales of prostheses to healthcare establishments and to distributors, and (ii) sales of ancillaries to distributors. The Group may also occasionally sell or lease ancillaries to its sales agents. In France, the price booked is the price set by the LPPR (or its equivalent outside France) where the customer is a private establishment, or the price quoted in an invitation to tender where the customer is a public establishment.

The Group's distribution models are described in paragraph 1.3.3.8 in this Registration Document.

*ii. Fixed asset inventory* 

Fixed asset inventory refers to inventories of prostheses and ancillaries. Ancillaries comprise different instruments and components. These instruments and components are stocked, and then assembled to make an
ancillary. Instruments and components are removed from the inventory, and ancillaries that are made from them are capitalised on their first use.

## iii. Expenses

Expenses essentially comprise:

- purchases of components and all the constituent elements and parts of a product (e.g., forging, packaging, instructions);
- processing operations which are included in the price invoiced by suppliers for the following processes: factory handling, polishing, carving, assembly, packaging, surface treatment and sterilisation;
- other purchases and external expenses, which mainly comprise commissions paid to selling agents (based on the revenues generated), or to the supplier of services, subsidiaries' expenses, insurance premiums, temporary staff expenses and travel expenses;
- taxes, levies and related payments such as Company land and property tax (French CFE), tax on medical devices, payroll tax, (e.g., apprenticeship, continuous professional development, paid training). The expense for Company value added tax is included under the heading "tax on profits" and not in operational expenses; and
- employee expenses, made up of salaries and related costs, retirement severance pay, employee profit share and incentive bonuses.

### *iv.* Impairment allowances and provisions, net of reversals

Impairment allowances relate primarily to ancillaries, patents owned by the Group, the building in Valence which is owned by the Group, and provisions for risks and charges (mainly in respect of legal disputes to which the Group is exposed).

#### v. Other operating income and expenses

Other operating income and expenses mainly comprise licence fees paid in respect of exclusive licensing agreements granted to the Group (royalties), in addition to income from the Research Tax Credit (French CIR).

#### vi. Operating income

Operating income is revenues less operating expenses.

Operating income can include non-recurring items (e.g., occasional payments in relation to registering a product or to the discontinuation of a product). In particular, the Group incurred exceptional expenses when the Notified Body was changed (from the DEKRA to the BSI) and when the ERP was launched.

Operating income relates to current operating income less non-recurring items.

The company includes as non-current charges, charges or provisions for current disputes at the Company.

#### vii. Financial income

The Group's financial income consists of financial revenues less financial expenses.

Financial revenues essentially comprise financial revenues relating to investments and gains on foreign exchange.

Financial expenses are essentially interest paid or capitalised in respect of the Group's debt (senior loan contract and mezzanine debt prior to 2014, bonds from 2014, Convertible Bonds, property finance leasing and securitisation (factoring)).

## viii. Tax on profits

Tax on profits represents the tax expense for the financial year made up of corporation tax paid or deferred, value added tax payments, and allowances and reversals on tax provisions.

### *ix. Deferred taxes*

The Group calculates deferred taxes on the basis of timing differences between the book value of assets and liabilities, and their tax basis.

### *x. Net profit*

Net profit represents the profit after current and deferred taxes. The minority share relates to interests held by third parties in Group subsidiaries in Australia and Japan, as well as in the United States and France (Novastep Inc. and Novastep).

## 5.1.1.4 Main factors affecting profit

Certain key factors as well as key past events and operations had, and could continue to have, an effect on the business and profits of the Group. These factors are described below.

## *i. Health policies and reimbursement prices*

Group business activities are carried out within the healthcare field, and are therefore affected by the prevailing regulatory and economic environment. More specifically, public health policies and reimbursement levels have a direct effect in those countries in which the Group sells directly to healthcare establishments (this is especially true where the price is fixed by health insurance policies), or indirectly where the Group sells its products through distributors who are themselves subject to these policies. The total sum of healthcare costs and the level of reimbursement therefore have a direct impact on Group business activities and on its profits.

The selling price of the Group's products is the most important element of its profits, since this price is often fixed by law. For example, in 2012, the French government, with a view to reducing healthcare costs, changed the medical reimbursement rates for hip and knee prostheses by 10.5% and 5.5% respectively. This reduction was phased in over three years, namely 2013, 2014 and 2015 (the final reduction having taken effect on 1 September 2015).

The French *Conseil d'Etat* (Council of State) by a decision dated 3 December 2015 cancelled the reduction of tariffs initiated in 2013. A decision of the Economic Committee for Medicinal Products dated 19 February 2016 established a reduction in the tariffs imposed on 14 March 2016 in the order of 12.30% for hip prostheses and 7.40% for knee prostheses. By an order of 18 April 2016, the French *Conseil d'Etat* cancelled the latter reduction exclusively for a part of the hip implants.

In June 2017, the French economic committee for healthcare products (CEPS) suggested a new plan for price reductions over 2 years.

On 21 August 2017, a 3.5% decrease on average was applied to hip and knee implants.

The plan also provides for a 1.75% decrease in July 2018 on hip and knee implants. The CEPS undertakes not to implement any other price decreases on all of the orthopaedic implants referred to in article 1 of such plan and included in a generic description prior to 1 August 2019.

Each such rate reduction can have a significant impact on Group profits on the basis that 62% of its revenues is attributable to France.

## *ii.* Regulatory background and developments

The control, manufacture and sale of the Group's products are dependent on obtaining and maintaining the necessary legal and regulatory certifications for the sale and marketing of medical devices. The Group's products are the object of strict regulatory rules which are constantly changing. Adherence to these regulations can prove to be expensive. These regulatory changes can have a significant impact on the Group's business activities, and therefore on its profits. In particular, each regulatory change could require the Group to conform to a new set of rules, and could force it to reapply for authorisations or licences.

For example, the regulation of medical devices is similar to applicable requirements in the pharmaceutical sector. The Group is forced to undertake a great deal of preparatory validation and clinical work in order to justify keeping its products on the market. The Group therefore has to ask surgeons to follow up with their patients every 5 years (primarily to check whether the product is still correctly positioned, and in good condition).

## *iii. Currency fluctuations*

As a result, the Group generally manufactures its own products and pays for this in euros, with the exception of certain products that are manufactured in Australia and the United States. On the other hand, the Group sells its products in local currency when marketing products through its foreign subsidiaries and invoices in euros when selling products to distributors located abroad.

Therefore, the Group presents its financial statements in euros. Consequently, in preparing its accounts the Group has to convert its assets, liabilities, revenues and expenses from foreign currency into euros, using the relevant exchange rates in effect. Exchange rate differences can therefore affect the value of these items within the accounts (and can also impact the profit expressed in euros) even if their intrinsic value remains unchanged.

The main currency fluctuations affecting the Group's results are those between the euro on one hand, and the US dollar, the Australian dollar, the Swiss franc and the Brazilian real on the other. As at the date of this Registration Document, the Group did not hold any hedging instruments for currency fluctuations.

## *iv. Operating expenses*

The Group's has a significant number of operating expenses, which primarily include:

- <u>research and development costs</u>: the Group carries out research and development activities in Valence, France, and in Adelaide, Australia. Research and development costs are financed by the Group using shareholders' equity. The majority of research and development costs are booked as expenses, except those research and development costs that fulfil the necessary criteria allowing them to be capitalised as assets. These costs are not identified separately, but are included in operating expenses. Research and development costs are categorised by type and destination. They mainly comprise costs related to the registration of products (e.g., FDA, ANVISA, JPMA, TGA);
- <u>sales and marketing expenses</u>: advertising and marketing expenses relate essentially to commissions paid to selling agents (the total of which is booked proportionally as revenue), product launches, conferences attended by the Group and recruitment of the Group's sales force; and

• <u>administrative expenses</u>: administrative expenses are essentially the costs of setting up in a country, Group structuring expenses, and employee expenses.

Other operating expenses	Financial year ended 30 June		
(in thousands of euros)	2017	2016	2015
Revenues	93,356	80,788	71,090
Gross profit	70,519	62,213	54,139
As a% of revenues	75.6%	77.0%	76.2%
Sales and marketing expenses	38,626	32,115	26,802
Administrative expenses	9,321	9,297	7,845
R&D costs	7,072	7,327	6,045

## v. Internationalisation of Group business

The Group is growing significantly on an international level, on the one hand, by increasing the number of countries in which it distributes its products through distribution agreements, and on the other, through establishing subsidiaries internationally. This international growth significantly impacts all of the Group's expenses, in particular those falling under "sales and marketing expenses", to which all expenses relating to distribution subsidiaries are booked. Given the significant growth in international sales, this item increased in proportion to an increase in international sales through distribution subsidiaries.

#### vi. Seasonality

The Group's business activities are affected by seasonality in certain countries. For example, very few surgical procedures are carried out in August in France or in January in Australia. Group business activity in France generally increases in January and October. This seasonality is reinforced in France by the fact that the Group builds up inventory in preparation for the busiest periods (mainly in December). Inventory levels can respond to the seasonality of sales, with one or two months of lead time. This generally results in a much weaker EBITDA in end-December than in end-June.

Group business activity is less affected by seasonality in other countries.

## vi. Sources of financing

The business of marketing orthopaedic prostheses necessitates:

- the provision of consignment stock to the distribution network;
- the marketing or supplying of ancillaries (accessory surgical instruments) which are made available for different surgical procedures, and made adaptable to the specific needs of each patient.

As a consequence, every new customer procured by the Group results in investment expenses being incurred (which represent around one third of revenues or more where the Group sells its products directly to the end customer, rather than through a distributor). This also results in an increase in the need for working capital, which has to be financed by the Group. In order to achieve this, the Group takes, or could take, advantage of different sources of financing: leasing of equipment or property, medium-term credit (notably for ancillaries), self-financing, factoring or letters of credit.

## vii. Financial expenses

The Group's financial expenses were high, given that the Group has entered into various borrowing agreements, and has already been the subject of three LBOs so far (see Section 5.2.2.2 "*Debt*" of this Registration Document).

A large part of the of the Group's cash flow is affected by the servicing and repayment of its debt, notably:

- interest on Non-convertible Bonds (2014 and 2016 unitranche debt) are included in total financial expenses every year. It consists of a portion paid in cash every month, and a capitalised portion;
- interest related to property finance leasing is included in financial expenses.
- 5.1.1.5 Principal performance indicators

The Group uses as its principal performance indicators revenues, EBITDA, EBITDA margin, and net profit exclusive of financial expenses in relation to Convertible Bonds.

Performance indicators	Financial year ended 30 June		
(in thousands of euros)	2017	2016	2015
Revenue	93,356	80,788	71,090
EBITDA	15,500	13,473	13,447
EBITDA margin	16.6%	16.7%	18.9%
Net profit excluding financial expenses relating to Convertible Bonds and extraordinary items	(5,230)	(174)	244

#### *i. Revenues*

See definition of revenues in paragraph 5.1.1.3 of this Registration Document.

#### *ii.* EBITDA and EBITDA margin

EBITDA represents current operating profit, plus impairment allowances, less non-recurring items. The EBITDA margin represents EBITDA as it relates to Group revenues.

Performance indicators	Financial year ended 30 June			
(in thousands of euros)	2017	2016	2014	
Current operating income	17	3,477	5,128	
+ Amortisation allowances	13,328	9,903	7,228	
+ Non-recurring items <sup>(1)</sup>	2,155	94	1,091	
EBITDA	15,500	13,473	13,447	
EBITDA margin	16.6%	16.7%	18.9%	

(1) The main non-recurring items include:

• For the financial year ended 30 June 2016: charges for the cessation of sale of products (€0.6 million), amounts for bad debts written-off (€0.2 million), APAX support services (€0.2 million).

• For the financial year ended 30 June 2017: charges concern costs relating to an external growth project which did not go through.

• For the financial year ended 30 June 2017: expenses related to the repurchase of cards and indeminties (€0.3 million), the free shares plan for a total of €1.4 million, the performance of a structural and organisational audit for €0.2 million and the termination of sale of products for €0,2 million.

EBITDA and EBITDA margin are not standardised accounting calculations, with a single generally accepted definition. They should not be considered as a substitute for operating profit, net profit, cash flow from operating income, or as a measure of liquidity. EBITDA and EBITDA margin may be calculated differently by different companies with similar or different business activities. For this reason, the EBITDA and EBITDA margin calculated by the Company should not be compared with those used by other companies.

## iii. Net profit excluding financial expenses in respect of Convertible Bonds and extraordinary items

A significant portion of the Group's cash flow is affected by the servicing of its debt, particularly interest in respect of Convertible Bonds (subscribed by the shareholders) which is fully booked to financial expenses every year and is compounded annually.

Compound interest generated by this borrowing can proportionately reduce net profit. It will either be converted or paid in the event of repurchase.

Consequently, the Group shows a net profit exclusive of financial expenses in respect of Convertible Bonds which are designed to be converted into ordinary shares at the time of the Company's initial public offering, and excluding extraordinary items. This total represents net profit plus financial expenses in respect of Convertible Bonds, less tax withheld on these financial expenses (calculated based on a tax rate of 33 1/3%) and less extraordinary items.

Performance indicators	Financial yea	r ended 30 June	
(in thousands of euros)	2017	2016	2015
Net profit	(12,314)	(174)	(17,722)
+ Financial expenses in respect of Convertible Bonds			4,935
- Income on deconsolidation of 25% from Australia		-9,000	
+ other extraordinary items:			
• Charge for reimbursement of senior debt	+1,231		+1,500
• IPO expenses + monitoring fees			+2,035
• Provision for URSSAF dispute	+2,599	+2,375	+7,906
• Revaluation of debts/Australian minority interests	-1,513	+9,000	+3,235
• Provision on dispute, Australia			
• Other non-recurring items <sup>(1)</sup>	+5,129		
- Tax <sup>(2) (3)</sup>	-2,177	3,000	1,645
Net profit excluding financial expenses in respect of Convertible Bonds and excluding	(2,631)	(799)	244

Performance indicators	Financial yea				
(in thousands of euros)	2017	2017 2016			
extraordinary items <sup>(2)</sup>					
<ul> <li>(1) The other non-recurring items are:</li> <li>Adjusted non-recurring items for EBITDA: K€ 2,155</li> <li>Turkey and Prothys provisions (K€ 709): K€ 1,151</li> <li>Slow Moving Inventory Provisions (including € 1 million in Australia): K€ 1,412</li> </ul>					
<ul> <li>Non-recurring forex losses: K€ 411</li> <li>(2) At theoretical rate of 33 1/3% and now at 28% for 2017.</li> <li>(3) This adjustment does not take into account the impact of adjusting the financial costs in the fiscal deficits eligible for carrying forward</li> </ul>					

This calculation is not a standardised accounting calculation, with a single generally accepted definition. It should not be considered as a substitute for operating profit, net profit, cash flow from operating income, or as a measure of liquidity. This total maybe calculated differently by different companies.

5.1.2 Analysis of Consolidated Results for financial years ended 30 june 2017 and 30 june 2016

Profit and loss account	Financial year end	led 30 June
(in thousands of euros)	2017	2016
Revenue	93,356	80,7788
Fixed asset inventory	8,054	25,0192
Raw materials, goods and other supplies	(16,610)	(24,533)
Outsourcing expenses	(9,871)	(15,050)
Other purchases and external expenses	(34,242)	(30,241)
Taxes, levies and related payments	(1,153)	(931)
Employee expenses	(23,432)	(18,270)
Impairment allowances and provisions, net of reversals	(13,328)	(9,903)
Other operating income	1,677	966
Other operating expenses	(4,451)	(4,382)
Capital gains/losses on disposals	18	13
CURRENT OPERATING INCOME	17	3,477
Impairment losses	-	
Non-current operating income	9,265	-
Dispute over tax on promotion of medical devices	(2,499)	(2,375)
Non-current operational expenses	(7,729)	
OPERATING INCOME	(1,046)	(8,259)
Total dividends		-
Other financial income	754	12,168
Total financial income	754	12,168
Interest and financial expenses	(8,141)	(5,935)
Changes in fair value of financial instruments	-	-

5.1.2.1 Profit and loss account

Other financial expenses	(1,124)	(882)
Total financial expenses		(6,817)
FINANCIAL INCOME	(8,510)	5,352
Current and deferred taxes	(2,758)	2,733
Income from equity affiliates	-	-
NET INCOME	(12,314)	(174)
Of which: - Group share	(12,052)	219
- Minority interest share	(262)	(393)

### 5.1.2.2 Revenues

Revenues increased from €80,8 million in the year ended 30 June 2016 to €93,4 million on 30 June 2017, which represents a 15.6% increase.

Revenues are split between France and International as follows:

Revenues (in thousands of euros)		Financial year ended 3	0 June
	2017	2016	Change (as a%)
France	58,144	52,318	11.1%
Distributor export	9,822	7,939	23.6 %
Subsidiary export	25,390	20,531	23.9%
International	35,212	28,470	23.8%
Total	93,356	80,788	15.6 %

## 5.1.2.3 Fixed asset inventory

Fixed asset inventory increased from  $\notin$ 25.0 million in the year ended 30 June 2016 to  $\notin$ 8.1 million on 30 June 2017, which represents a 68% decrease due to the decrease of inventory of work-in progress on finished goods.

#### 5.1.2.4 External income and expenses

External income and expenses	Financial year ended 30 June				
(in thousands of euros)	2017	2016	Change (as a%)		
Raw materials, goods and other supplies	(16,610)	(24,533)	-32.3%		
Outsourcing expenses	(9,871)	(15,050)	-34.4%		
Other purchases and external expenses	(34,242)	(30,241)	13.2%		
Taxes, levies, and related payments	(1,153)	(931)	23.8%		
Employee expenses	(23,432)	(18,270)	28.3%		
Total	(85,308)	(89,025)	-4.1%		

Total external income and expenses increased from €89.0 million on 30 June 2016 to 85.5 on 30 June 2017, representing a decrease of 4%.

## 5.1.2.5 Impairment on amortisation and provisions, net of reversals

Depreciation, amortisation and provisions increased from  $\notin 9.9$  million at 30 June 2016 to 13.3 million at 30 June 2017, representing a growth of 34% due to the significant investments made over the last two years, but also to an additional provision for the Prothys litigation amounting to  $\notin 0.7$  million, and the impairment of a receivable from the distributor in Turkey amounting to  $\notin 0.4$  million and a provision for slow turnover in Australia of  $\notin 1.0$  million following the discontinuation of supplies to the Company's former minority shareholder until the manufacturing circuit is re-established in Europe.

# 5.1.2.6 Other operating income and expenses

Total operating income and expenses amounted to a net operating expense of  $\notin 3.4$  million in the year ended 30 June 2016 and  $\notin 2.8$  million in the year ended 30 June 2017, representing an increase of 17.6% in operating expenses due to the incorporation of the business external to the Group carried bout by the Sofab Group over the second half-year of 2016/2017.

# 5.1.2.7 EBITDA and EBITDA Margin

EBITDA increased from  $\notin 13.5$  million in the year ended 30 June 2016 to  $\notin 15.5$  million in the year ended 30 June 2017, representing an increase of 14.8%. Moreover, the EBITDA margin grew from 16.7% on 30 June 2016 to 16.6% at 30 June 2017. After adjustment of the start-up costs of the new commercial subsidiary launched in early January 2016 in of K $\notin (906)$ , and the impact on EBITDA of the reduction in the Brazilian Real and the Australian Dollar in an amount of  $\notin 643$  group EBITDA was  $\notin 15.8$  million, an increase of 17.0% i.e. 16.9% of revenues.

# 5.1.2.8 Non-recurrent items in the period

Non-recurrent items increased from  $\notin 0.01$  million on 30 June 2016 to  $\notin 2.2$  million on 30 June 2017, which represents a very significant growth due to the taking into account of the free share plan for an amount of 1.4 million, the payment of an indemnity for the reorganization of a territory for  $\notin 0.3$  million, the performance of an audit on the control of working capital requirements for  $\notin 0.2$  million and the recognition of scraps following the cessation of the sale of a product for  $\notin 0.2$  million.

For the financial year ended June 30, 2017, the Group recorded non-recurring expenses of €2.2 million.

For the financial year ended 30 June 2016, the Group recorded a non-recurring cost relative to an external growth project which was discontinued.

# 5.1.2.9 Current operating income

Current operating income fell from  $\notin 3.5$  million at 30 June 2016 to zero euros at 30 June 2017, a sharp drop explained on the one hand by one-off charges and provisions for  $\notin 2.1$  million and on the other hand by the non-recurring items identified above for  $\notin 2.2$  million.

Excluding non-recurring items, recurring operating income would have been €4.3 million.

# 5.1.2.10 Financial income

Financial income represented a net loss of  $\in$ 5.4 million at 30 June 2016, compared with a loss of  $\in$ 8.5 million at 30 June 2017; this financial income includes interest on financial debt, foreign exchange losses and a one-off charge related to the early redemption of part of the bonds for  $\in$ 1.2 million. Financial expenses for the debt were  $\in$ 6.3 million at 30 June 2017.

## 5.1.2.11 Net loss

Net income amounted to a net loss of  $\notin 0.2$  million in the year ended 30 June 2016, compared to a loss at 30 June 2017 of  $\notin 12.3$  million.

Tax expense increased from €0.8 million in the year ended 30 June 2016 to €0.9 million on 30 June 2017.

Deferred taxes increased from  $\in$ (3.5) million on 30 June 2016 to  $\in$ 1.9 million at 30 June 2017 due to the impact of the decrease of the Corporate Tax rate on the balance of tax losses activated at 30 June 2017.

5.1.3 Analysis of company results for the financial year ended 30 june 2017

During the 12-month financial year, the company generated revenues of  $\notin 2.2$  million compared to revenues of  $\notin 2.2$  million in the previous financial year.

Operating expenses of €4.5 million were recorded resulting in an operating deficit of €2.0 million.

After posting financial income of  $\in 1.3$  and financial expenditure of  $\in 5.2$  million, the pre-tax current income was a deficit of  $\in 5.9$  million, compared to a loss of  $\in 7.2$  million during the previous financial year.

Having regard to the exceptional income and expenditure resulting in a net deficit of  $\notin 9.5$  million, of which  $\notin 9.0$  million relating to Australia, and the income from tax integration of  $\notin 1.4$  million, the financial year ended 30 June 2017 ends with an accounting deficit of  $\notin 12.3$  million.

5.1.4 Table of company results for the last five financial years

Financial table	30/06/2017	30/06/2016	30/06/2015	30/06/2014	30/06/2013
I – Financial					
situation at end of					
financial year					
a) Share capital	469,298	469,298	469,298	319,060	276,037
b) Number of shares	46,929,852,	46,929,852,	46,929,852	31,906,070	27,603,765
issued					
c) Number of bonds	0	0	0	46,558,734	40,280,648
convertible to shares					
II – Overall result					
of actual					
transactions					
a) Revenues ex tax	2,220,617	2,183,816	2,206,637	/	/
b) Profit before tax,	-11,552,393	-4,271,275	-7,480,302	-4,492,198	-3,812,844
amortisation and					
provisions					
c) Tax on profits	850,269	1,369,703	614,107	1,564,414	1,041,629
d)Profit after tax,	-3,307,404	-12,310,034	-6,015,481	-2,950,857	-2,794,288
amortisation and					
provisions					
e) Profit distributed	0.00	0.00	0.00	0.00	0.00
f) Employees' profit	0.00	0.00	0.00	0.00	0.00
sharing					
III – Result of					
transactions					
reduced to a single					
action					
a) Profit after tax but	-0.23	-0.06	-0.15	-0.09	-0.10
before amortisation					
and provisions					
b) Profit after tax,	-0.07	-0.26	-0.13	-0.09	-0.10
amortisation and					
provisions					
c) Dividend	0.00	0.00	0.00	0.00	0.00

distributed per share					
IV – Breakdown of					
share types					
a) Number of shares	0.00	0.00	0.00	28,438,482	24,603,765
with a priority					
dividend					
b) Maximum number	1,407,897	0.00	0.00	46,558,734	40,280,648
of future shares to be					
created					
c) By exercise of	0.00	0.00	0.00	2,910,300	2,910,300
subscription rights					
V - Workforce					
a) Number of	4	4	5	/	/
employees					
b) Payroll	1,051,715	1,020,006	797,166	0.00	0.00
c) Amounts paid for	669,451	406,630	348,368	0.00	0.00
social benefits					
(social security,					
charities)					

#### 5.1.5 Payment deadlines

Pursuant to the article L.441-6-1 paragraph 1 of the French commercial code, for financial years commencing after 1 July 2016, companies whose accounts are certified by a statutory auditor must publish information on the deadlines for payments of suppliers and customers.

Pursuant to Articles L.441-6-1 and D.441-4 of the French Commercial Code, on closing of the financial years ended 30 June 2017 and June 2016, the breakdown of the balance of debts and receivables outstanding to suppliers and customers by due date was as follows:

- During the financial year ended 30 June 2017, accounts payable total €394,430 and are all debts not yet due.
- During the financial year ended 30 June 2016, accounts payable total €505,185 and are all debts not yet due.

#### 5.2 CASH AND CAPITAL EQUITY

#### 5.2.1 Overview

The main financing needs of the Group include its working capital requirements, funds for investments (especially for the design and purchase of ancillaries provided to medical practitioners), interest payments, and loan repayments.

The Group's primary source of regular liquid funds comprises cash from operating activities. Available cash and cash equivalents totalled  $\notin$ 41.6 million and  $\notin$ 32.1 million as at 30 June 2017 and 2016 respectively. The Group uses cash and cash equivalents to finance its current needs. The Group's cash is denominated partly in euros. Its future ability to generate cash from operating activities will depend on its future operational performance, which is, in turn, dependent to a great extent on economic, financial, competitive, market, regulatory, and other factors. The majority of these are outside the Group's control (see risk factors described in Chapter 2 of this Registration Document).

The Group is also financed by debt. In June 2011, the Group finalised a senior credit facility, and issued bonds relating to share subscription warrants ("**OBSA**"). This debt was refinanced in its entirety in September 2014 (through the issuance of Non-convertible Bonds due 2021). In June 2011 the Group had also issued Convertible Bonds into shares, subscribed by the shareholders, with a maturity date of 2026,

which were all converted into shares at the time of the Company's initial public offering. The Group finalised a property lease agreement used to finance its Head Office in Valence. Finally, the Group implemented a system of securitisation of certain of its receivables (*factoring*).

In November 2016, the Group issued €65 million of non-convertible bonds maturing in 2022, redeemed €35 million of 2014 non-convertible bonds by anticipation, and deferred the balance to September 2023.

Group debt totalled €121.7 million and €81.6 million as at 30 June 2017 and 2016, respectively (see paragraph 5.2.2.2 of this Registration Document).

### 5.2.2 Shareholders' Equity and Debt

5.2.2.1 Shareholders' equity

The Group share of shareholders' equity amounted to €103.6 million and €117.9 million as at 30 June 2017 and 2016, respectively.

Available cash and cash equivalents amounted to  $\notin$ 41.6 million and  $\notin$ 32.1 million as at 30 June 2017 and 2016, respectively.

5.2.2.2 Debt

The Group's debt amounted to €121.7 million and €81.6 million as at 30 June 2017 and 2016, respectively. The movements in debt during the periods were primarily due to the elements below.

The table below sets forth the breakdown of the gross debt of the Group for the dates indicated:

(in thousands of euros)	As at 30 June 2017	As at 30 June 2016
Convertible bond issuances	-	-
Bond issuances	94,354	63,481
Borrowings from credit establishments	9,817	5,010
Interest on borrowings	268	567
Various financial debts	1,700	4,100
Debt obligations under financed leasing	13,720	8,012
FACTOR financial debts	1,793	441
Bank funding	17	9
Total gross debt	121,669	81,619

In addition, the table below gives a breakdown of the gross debt of the Group The Group's net debt can be broken down as follows (A) the sum of (i) short, medium and long-term bank credit, bond issuances , (ii) financial debts under re-stated equipment and property finance leases, (iii) amounts due to the factor in respect of factored contracts, and (iv) unexpired notes presented for discount, (B) less the sum of (A) bank funding and (B) cash in hand and the value of investments.

(in thousands of euros)	As at 30 June 2017	As at 30 June 2016
Convertible bond issuances subscribed by mezzanine investors	-	-
Bond issuances	94,354	63,481
Borrowings from credit establishments	9,817	5,010
Interest on borrowings	268	567
Debt obligations under financed leasing	13,720	8,012
Financial debts net of Factoring	1,793	441
Bank overdrafts	17	9
Cash at bank and in hand	(41,627)	(32,080)
Total net financial debt	78,342	45,440

As at 30 June 2017, and as at 30 June 2016, the Group's ratio of net financial debt to EBITDA was 5.05x and 3.37x respectively.

The net financial debt may be adjusted in the event of a possible disbursement in respect of the litigation with Australian minority shareholders.

EBITDA may be subject to adjustments (adjusted EBITDA) in particular:

- neutralising the negative contribution of Group subsidiaries with registered offices in South Africa, Japan and the United States; and
- in the event of an acquisition during the financial year, the adjustment of changes in the scope of consolidation, in order to take into account an annual EBITDA assuming an entry in the scope of consolidation on the first day of the period.

The main elements making up the Group's financial debt are detailed below:

#### *i.* Non-convertible Bonds

On 9 September 2014, OrthoFin II (taken over by Amplitude Surgical) issued 6,500 Non-convertible bonds with a nominal value of  $\notin$ 10,000 each, being a nominal total of  $\notin$ 65,000,000, carrying (i) interest at a rate of 6% above EURIBOR applicable during the interest period and (ii) interest compounded annually at a rate of 0.75%, and maturing in 2021 (the "**2014 Non-convertible Bonds**"). These Non-convertible Bonds were used to (i) refinance an existing senior bank loan as well as all of the existing mezzanine bonds of the Group at the issuance date, (ii) finance the general needs of the Group and (iii) finance all the costs and expenses related to them.

In the context of its initial public offering, the Group modified the terms and conditions of its Nonconvertible Bonds by an amendment dated 26 May 2015, entering into force as from admission of the Company's shares to trading on the regulated market Euronext in Paris.

On 30 November 2016, Amplitude Surgical issued 65,000,000 non-convertible bonds with a nominal value of  $\notin 1$  each, i. e. a total nominal amount of  $\notin 65,000,000$ , bearing (i) interest at a rate of 5% plus EURIBOR applicable to the interest period and maturing in 2022 (the "**2016 Non-Convertible Bonds**"). These 2016 Non-Convertible Bonds were used to (i) repay part of the 2014 Non-Convertible Bonds, (ii) finance the Group's general requirements and (iii) finance all related costs and expenses. At the same time, the 2014 Non-Convertible Bonds were amended to reduce the interest rate from 6% to 5%, while retaining the capitalized interest rate of 0.75%, but increasing the maturity date to September 2023.

### Guarantees

The Non-convertible Bonds are guaranteed by:

- a senior pledge of the securities accounts in which all the securities held by the Company and issued by Amplitude SAS are registered;
- a senior pledge of the bank accounts in respect of the balances of the entirety of the bank accounts held by the Company;
- a senior pledge of bank accounts in respect of the balances of the entirety of bank accounts held by Amplitude SAS;
- a senior pledge of intra-group receivables in respect of receivables resulting from intragroup loans afforded to Amplitude and / or all other Group members by Amplitude Surgical; and
- a transfer of key person insurance in respect of Olivier Jallabert.

## **Commitments and restrictive clauses**

The terms and conditions of the Non-convertible Bonds contain restrictive covenants, namely that the Company and other members of the Group will not:

- undertake acquisitions or investments within the framework of a joint venture;
- undertake additional loans in any way with the exception of an additional debt of up to €17.5 million, extending to €25 million as a means of increasing the Group's EBITDA;
- honour all debts or grant guarantees;
- provide collateral:
- (i) pay dividends except where the gearing ratio is lower than 2.0x (before and after the said distribution of the dividends), and except where the early payment is in progress, or would not occur after said distribution and/or (ii) of all other non-authorised payments;
- undertake certain investments;
- sell, transfer or give up certain shares;
- combine or consolidate with other companies;
- undertake transactions with related parties under other than normal commercial conditions and in the course of normal business;
- change its statutes and reduce its capital; or
- issue securities that give direct or indirect access to its capital.

The terms and conditions of the Non-convertible Bonds also contain affirmative undertakings applicable to Amplitude Surgical and all other Group members, including matters relating to obtaining and maintaining authorisations, adherence to legislation, bank accounts, asset maintenance, maintaining the rank of creditors, subscription and maintenance of insurance, access of the bondholders' representative, intellectual property rights, signing of supplementary guarantees, subscription of hedging agreements, retaining of company financial year ends, the appointment of a statutory auditor, cash management and replacing of the key person and of key directors.

Furthermore, the terms and conditions of the Non-convertible Bonds also impose adherence to financial commitments, in particular, adherence to a sole financial ratio which limits the amount of the debt that can be entered into by Group members. In particular, Amplitude Surgical is committed to maintaining:

• a gearing ratio: (defined as ratio of net total financial debt divided by adjusted EBITDA).

Test period ending:	<b>R1</b> lower than or equal to:	
31 December 2016	5.50x	
30 June 2017	5.25x	
31 December 2017	4.75x	
30 June 2018	4.25x	
31 December 2018	4.00x	
30 June 2019	3.75x	
31 December 2019	3.75x	
30 June 2020	3.75x	
31 December 2020	3.75x	
30 June 2021	3.75x	
31 December 2021	3.75x	
30 June 2022	3.75x	
31 December 2022	3.75x	
30 June 2023	3.75x	

Leverage ratio refers to the ratio of net financial debt divided by EBITDA adjusted for the negative contribution of Group subsidiaries with registered offices in South Africa, Japan and the United States, and adjusted for changes in the scope of consolidation to take into account the first day of the period.

Finally, the terms and conditions of the Non-convertible Bonds require the Company to provide holders of Non-convertible Bonds with a certain amount of financial information, in particular half-yearly and annual financial information. In order to respect the principle of equivalence of information, the Company envisages coordinating the provision of this information with the financial information that will be communicated to the market when the Company shares are admitted to trading on the Regulated market of Euronext Paris.

#### **Compulsory early redemption**

The Non-convertible Bonds become automatically subject to early redemption, in whole or in part, in the event of a change or transfer of control, a transfer or disposal of the assets, in the event of a disaster, or in the event the shares of any Group member are listed and traded on a regulated stock market ("**Listing**").

In the event of a change or transfer of control, the Company is required to undertake immediate early redemption of all of the Non-convertible Bonds that have not yet been redeemed.

(i) In the event of a Listing that does not entail a change of control, the Company is required to attribute all or part of the income which it receives from such Listing to early redemption of the Non-convertible Bonds in the following way:

- a proportion (up to 100% as appropriate) of the net income from listing, up to the gearing ratio (namely the Total Net Financial Debt divided by the EBITDA) calculated after such attribution for the most recent of the test periods, but not exceeding 3.0:1.0;
- then, if all or a part of the net income from listing has not been applied in accordance with the above paragraph, a proportion up to 50% of the balance of the net income from listing, up to the gearing ratio calculated after the such attribution for the most recent of the test periods, but not exceeding 2.5:1.0.

In the event that the early redemption by the Company due to the listing of a Group member's shares is funded by one of its subsidiaries, the total sum to be redeemed early by the Company is to be calculated as follows: (net income after taking into account the final deductible amount applicable in relation to the cash funds provided by the subsidiary concerned, less any authorised reinvestments and re-attributions) x (percentage of dividend rights that can be paid by the subsidiary held directly or indirectly by the Company).

(ii) In the event of a early redemption, there is no penalty.

## Early repayment

The Terms and Conditions of the Non-convertible Bonds provide for a certain number of eventualities for early repayment, including, in particular, defaults on payment, failure to adhere to the financial ratios, failure to fulfil other commitments in relation to financing documents, inaccuracy of declarations and guarantees, the occurrence of simultaneous defaults, bankruptcy proceedings, seizure or final charging order, any illegality, failure to adhere to the equity subordination agreement, cessation of trading, failure to submit the financial statements for auditing, expropriation or nationalisation measures, legal dispute, the occurrence of a significant unfavourable event, the lack, invalidity or alteration of the guarantees, capital reduction, or the occurrence of any event making it impossible to maintain the tax consolidation of the Group.

### Normal redemption

Notwithstanding any voluntary early redemption, compulsory early redemption or early repayment, all 2014 Non-convertible Bonds not already redeemed before 9 September 2023 will become redeemable on such date, and, all 2016 Non-convertible Bonds not already redeemed at such date shall be redeemed on 30 November 2022.

### *ii.* Finance leases

The operation of finance leases are described in Section 1.5 "*Real Estate Assets, Plant and Equipment*" of this Registration Document.

#### *iii.* Factoring programme

## Background and financial data

On 29 June 2004, Amplitude SAS entered into a factoring programme with Natixis Factor, a limited company authorised as a credit establishment by the French Prudential and Resolution Control Authority and which is not part of the Group (the "**Factoring Programme**").

Under the terms of this programme, Amplitude SAS is committed to selling all of its euro trade or business receivables, arising from closed sales, from delivery of products or from the provision of services to all its customers in metropolitan France, with the exception of receivables from certain customers that have been specifically excluded from the Factoring Programme, and receivables for corporate customers with whom Amplitude SAS has financial ties, shareholders, or directors in common.

The Factoring Programme was modified on 17 September 2013 by a first supplementary clause, which had the effect of including within the scope of the Programme receivables due from customers located in Martinique, Guadeloupe, and Reunion Island, of including credit insurance from Natixis Factor against the risk of insolvency of the customers of Amplitude SAS, up to the credit limits set by Natixis Factor, and of modifying the financial conditions of the Factoring Programme to take into account the changing characteristics of Amplitude SAS's portfolio of accounts receivable, as evaluated by Natixis Factor.

The Factoring Programme was later modified by a second additional clause on 2 September 2014, which had the effect of including within the scope of the Programme receivables of customers located in French Guiana and New Caledonia, and in the countries of the European Union (excluding Greece) and Switzerland, but excluding customers in the European Union and Switzerland from the scope of the credit insurance agreed to

by Natixis Factor within the context of the Factoring Programme, and modifying the financial conditions of the Factoring Programme to take into account the changing characteristics of Amplitude SAS's portfolio of accounts receivable, as evaluated by Natixis Factor.

The Factoring Programme was amended by a third amendment dated 27 June 2016 with the effect, notably, of deconsolidating the Factoring Programme given the quality of the customer portfolio.

In 2014, 2016 and 2017, the key features of the portfolio of accounts receivable of Amplitude SAS included within the scope of the Factoring Programme, the corresponding amounts collected, and the applicable financial conditions are set out in the table below:

	2015	2016	2017
Revenues factored	€50 million	€63 million	€63 million
Average invoice value	€1,700	€1,700	€1,700
Number of debtors assigned	540 + 100 (annual fee)	540 + 100 (annual fee)	540 + 100 (annual fee)
Percentage of accounts not settled within 60 days of due date	3.3%	0.8%	0.8%
Average collection period	60 days	60 days	60 days
Percentage of unpaid values	3%	3%	3%
Total financing for the period	€4.5 million	€0.4 million	€1.8 million
Factoring commission (calculated on the total sum of assigned receivables and credit notes)	0.175% with a minimum factoring commission of €65,000	0.165% with a minimum factoring commission of €58,000	0.165% with a minimum factoring commission of €58,000
Financing commission (calculated on an annual basis of 360 days and applied to the total sums deducted by Amplitude on its current account)	3-month EURIBOR rate + 0.95% per year on an annual basis of 360 days, and increased by 1 point in the event of deterioration of the customer's financial position	3-month EURIBOR rate + 0.95% per year on an annual basis of 360 days	3-month EURIBOR rate +0.95% per year on an annual basis of 360 days
Effective global rate	1.24% per annum for payment by cheque or wire transfer on the basis of an assigned annual figure of EUR 46 million, an average settlement period of 60 days and a guarantee fund rate of 7 %.	1.063% per annum for payment by cheque or wire transfer on the basis of an assigned annual figure of EUR 63 million, an average settlement period of 60 days and a guarantee fund rate of 9 %.	0.984% per annum for payment by cheque or wire transfer on the basis of an assigned annual figure of EUR 60 million, an average settlement period of 60 days and a guarantee fund rate of 5 %.

#### Factoring programme key features

The Factoring Programme has three key features:

- receipt of funds on demand by Amplitude SAS in anticipation of collection of trade accounts receivable delegated to Natixis Factor;
- administration and recovery of the trade accounts receivable assigned to Natixis Factor; and
- a guarantee against the risk of insolvency of Amplitude SAS customers (with the exception of customers located in the European Union and Switzerland).

# **Receipt of funds**

The Factoring Programme is based on all transactions between Natixis Factor and Amplitude SAS that fall within the scope of the programme being booked as either a credit or a debit to a single current account, in the name of Amplitude SAS, within Natixis Factor's accounts, and reimbursement of the reciprocal debts between Natixis Factor and Amplitude SAS that are booked to this account. This current account comprises all open sub-accounts for each customer included within the scope of the Factoring Programme.

Natixis Factor purchases all of the trade accounts receivable of eligible Amplitude SAS customers that are included in the account "purchasers" of Amplitude SAS, at least once every 30 calendar days, and no more than once weekly, at the face value of the amount receivable (total tax inclusive amount of invoices issued) by way of a subrogation and booking of a credit to the current account, the total sum of accounts receivable purchased by Natixis Factor, up to the limit approved by Natixis Factor for each of the customers in question.

After booking this gross amount to its current account, Natixis Factor calculates the outstanding available amount by deducting from the gross amount the totals corresponding to the debtor balance of the account to be recharged, (i) the trade accounts receivable of the customers excluded from the scope of the Factoring Programme, (ii) the trade accounts receivable which were not settled within 30 days of their due date, (iii) the accounts receivable of the Factoring Programme. This total amount available is then provided to Amplitude SAS who may use it, if they so choose, as a promissory note, cheque, or bank transfer (the first two subject to payment of an additional commission).

A reserve fund for an amount corresponding to 9% of the total outstanding available and, in any event, a minimum of  $\notin 250,000$ , is issued by Natixis Factor in the form of cash collateral, which allows Natixis Factor to deduct, at any given moment, the necessary amounts to cover the total debit balance of the current account. Furthermore, provision is made for Natixis Factor to establish, by debiting the current account, a reserve fund specially set up in the form of cash collateral in their own favour, for the tax inclusive sum of all of the accounts receivable which are not settled within 30 days of their due date.

# Management and recovery of the accounts receivable assigned

Before the occurrence of a default, the collected amounts in respect of trade accounts receivable are paid by customers into a dedicated open account within the books of Natixis Factor in the name of Amplitude SAS, and are periodically paid into a sub-account in the current account (recharge account).

Amplitude SAS continues to attempt recovery of all the trade accounts receivable assigned to Natixis Factor, on behalf of Natixis Factor, and is still responsible for payment of the collected amounts booked to the dedicated account, and for the management of unpaid amounts and arrears in respect of trade accounts receivable.

The mandate for management and recovery of trade accounts receivable given to Amplitude SAS may be revoked by Natixis Factor in the event of non-payment, in which case Natixis Factor may inform the

customers of Amplitude SAS that their debts have been assigned in its favour by way of subrogation, and demand immediate and direct payment of all sums due.

### Guarantee against risk of insolvency of Amplitude SAS customers

Natixis Factor guarantees Amplitude SAS against the risk of insolvency of any of their customers that fall within the scope of the Factoring Programme, with the exception of customers located in the European Union and Switzerland.

To invoke the credit insurance, Amplitude SAS must submit to Natixis Factor all litigation requests no later than 90 days after the payment due date of the invoices assigned, or no later than 15 days after cancellation of the approval given by Natixis Factor of the total sum of receivables that may be bought in respect of a given customer. A litigation request will result in revocation of Amplitude SAS's recovery mandate, in the event of which Natixis Factor may then take charge of all litigation proceedings against the customer in question, in respect of the invoices still booked to the current account of Amplitude SAS on the date of the demand.

### Early payment and cancellation

The Factoring Programme agreement was drafted without a time limit. Amplitude SAS and Natixis Factor may impose a time limit unilaterally, without the need for justification, provided three months' written notice is given by registered letter with acknowledgement of receipt.

Natixis Factor may also cancel the agreement at any time in the event that Amplitude SAS fails to fulfil their contractual obligations under the Factoring Programme, is late in paying its social security contributions, tax or salary debts, has its bank accounts frozen or assets seized, in the event of any payment incident recorded by the Bank of France, in the event of serious irregularity discovered in its financial reporting, failure to provide those documents that are required to be provided under the terms of the agreement, loss of full and total legal, commercial, or professional capacity of its directors, any change in its structure, business activities or directors, or any cancelling of or failure to renew the personal guarantees provided under the terms of the agreement. This cancellation will take effect no earlier than 48 hours after notice of cancellation has been given.

Furthermore, Natixis Factor may demand immediate payment from Amplitude SAS for all trade accounts receivable assigned to it by Amplitude SAS, and which have not yet been recovered from the customers concerned, in the event that Amplitude SAS assigns to Natixis Factor a non-issued invoice or an invalid credit note, or an invoice or credit note that falls out with the contractually prescribed time limits, in the event that Amplitude SAS fails to pay over to Natixis Factor any funds received from a customer in settlement of a debt assigned to Natixis Factor, in the event of a dispute over the existence or reality of trade accounts receivable assigned to Natixis Factor, or in the event that Natixis Factor has been assigned accounts receivable already assigned elsewhere.

5.2.3 Company cash flow analysis for the financial years ended 30 June 2017 and 2016

The table below summarises the cash flow of the Group for the financial years ended 30 June 2017 and 2016:

Cash flow	Financial year ended 30 June		
(in thousands of euros)	2017	2016	
Gross profit on self-financing (before changes in working capital requirement)	(2,747)	17,758	
Changes in working capital requirement	6,334	(14,978)	
Net cash flow from operating activities	2,680	1,987	

Net cash flow from investment activities	(32,328)	(18,083)
Net cash flow from financing activities	39,214	(8,219)
Cash flow movement	9,566	(24,315)

## 5.2.3.1 Net cash flow from operating activities

Cash flow generated by the operating activity at 30 June 2017 amounted to  $\notin 2.7$  million while the cash flow from operating activities for the year ended 30 June 2016 totalled  $\notin 2.0$  million.

Adjusted for finance charges and other non-recurrent elements, net cash flow used by operating activities fell from  $\notin$ (3.4) million for the year ended 30 June 2016 to generating  $\notin$ 10.7 million for the year ended 30 June 2017, taking into account the strong mobilisation of working capital requirements in order to cope with our strong business growth.

## 5.2.3.2 Net cash flow generated by investment activities

Cash flow generated by investment activities totalled  $\in$ 32 million in the year ended 30 June 2017, compared to a total of  $\in$ 18.7 million in the year ended 30 June 2016, representing an increase of  $\in$ 14 million (77%), due primarily to fitting ancillaries made available to our new clients over the period in the main subsidiaries of the Group and further to the real estate investments, as well as in the industrial tools, with Sofab and the clean room.

## 5.2.3.3 Net cash flow utilisation from financing activities

Cash flow generated from financing activities totalled  $\in$ 39.2 million in the year ended 30 June 2017, whilst the flow used by financing activities totalled  $\in$ 8.2 million in the year ended 30 June 2016, taking account of the setting in place of a new Unitranche debt of  $\in$ 65 million and the redemption of  $\in$ 35 million from the previous issuance.

## 5.2.3.4 Utilisation of sources of financing

The Group's sources of financing are directed primarily towards investment expenses, payment of interest and re-payment of loans, and their working capital requirements.

## 5.2.3.5 Investment expenses

The Group's investment expenses are split between intangible assets on the one hand, and tangible assets on the other.

The Group's investment expenses for the years ended 30 June 2017 and 2016 totalled respectively €32.2 million and €18.1 million, respectively.

Further data on the Group's historic, current, and future investment expenses is contained in Section 1.6 *"INVESTMENTS"* of this Registration Document.

## 5.3.3.6 Interest and loan repayments

A large part of the of the Group's cash flow is used for the servicing and repayment of its debt.

The Group paid interest of  $\notin 6.3$  million and  $\notin 5.9$  million for the financial years ended 30 June 2017 and 2016, respectively.

## 5.2.3.7 Financing of working capital

The Group's working capital requirement comprises the value of inventory, plus trade accounts receivable and other operational debtors, less trade accounts payable and other operational creditors.

The variation in the working capital requirement resulted from a marked use of the inventory of products in progress and finished products in as well as the introduction of new instrumentation for new customers in our international subsidiaries.

Working capital requirement	Financial year ended 30 June				
(in thousands of euros)	2017	2016			
Working capital requirement	41,410	46,818			
Changes in inventories	5,567	(17,555)			
Changes in trade accounts receivable and other receivables	7,443	(3,202)			
Changes in trade accounts payable and other payables	(6,037)	6,813			
Other	62	(57)			
Net changes in income tax liability	(701)	(977)			
Changes in working capital requirement	6,334	(14,978)			

## 5.2.4 Goodwill

At 30 June 2017, goodwill totalled €92.4 million and comprised the following items:

• (see Note 15 to the consolidated financial statements for the financial year ended 30 June 2017, included in Section 6.1 "*Group Consolidated Financial Statements for the financial year ended 30 June 2017*" of this Registration Document).

	able of contingent liabili As a	at 30 June 2017			
Office rental agreement	Location	Area	Duration	Rent	Lease ends
	Neyron (France)	679 m²	3/6/9	€74.411 / year	31/07/2020
	Saint-Grégoire	290 m²	Six years	€2,779 / month	30/04/2022
	(France)				
	Geneva	68 m²	One year	2,900 CHF /	31/12/2017
	(Switzerland)			month	
	Adelaide (Australia)	533 m²	5 years	\$8,750 / month	31/12/2019
	Brussels (Belgium)	10 m²	One year renew.	€150 / month	31/12/2017
Long-term rental agreement	Duration:		2014-2020		
	Total commitments		€673,457	Of which less	€306,253
				than one year	
				Of which more	€0
				than five years	
Fixed asset leasing	Pledging of finance le	asing agreement i	in favour of the less	or	
	Guarantee by the Amp	plitude Group in f	avour of the lessor		
Forward contract			Total	Rate	Lease ends
	Rate hedging (propert	y finance lease)	€2,648,000	3.29%	22/12/2025
	Rate hedging (financia	al debts)			
		Swap	€10,000,000	0.03%	18/09/2017
		Swap	€15,000,000	0.072%	17/09/2018
		Swap	€10,000,000	0.07%	17/09/2018
		Swap	€8,500,000	0.125%	16/09/2019

## 5.2.5 Contingent Liabilities and Other Financial Commitments

For a break-down of the Company's financial liabilities per contractual maturity date at 30 June 2017 see paragraph 2.1.5.1 in this Registration Document.

# 5.3 OUTLOOK

5.3.1 Information on trends and objectives

5.3.1.1 Business Trends

A detailed description of the Group's results for the financial year ended 30 June 2017 and the financial year ended 30 June 2016 is given in Section 5.1 "*Examination of the Financial Position and of the results*" of this Registration Document.

## 5.3.1.2 Medium Term Future Prospects

The targets and trends presented below are based on data, assumptions and estimates considered as reasonable by the Group on the date of this Registration Document.

These future prospects and targets, reflecting the Group's strategic priorities, do not represent forecasts or estimates of the Group's profits. The data and assumptions given below may change or be amended, notably following changes in the regulatory, economic, financial, competitive, accounting or tax environment or given other factors of which the Group is not aware on the date of this Registration Document.

In addition, the materialisation of one or more of the risks described in Chapter 2 "RISK FACTORS" in this Registration Document may have an impact on the business, financial position, results or prospects of the Group, and therefore call into question its capacity to achieve the targets set out below.

Moreover, achievement of the targets assumes success of the Group's strategy. The Group enters into no commitments and gives no guarantees on attaining the targets included in this section.

## *i.* Group targets

The Group's ambition is to become a leading international player in the orthopaedic prosthesis market for lower limb joints and intends to maintain its accelerated growth over the next few financial years.

To achieve this target, the Group intends to base its operations on its strategy (see Section 1.3.5 "*Group strategy*" of this Registration Document) aimed at:

- sustained growth in the strategic countries where it has established a presence, such as Brazil and Australia;
- expanding its business in the United States, a market which represents approximately 55%<sup>13</sup> of world demand for orthopaedic prostheses for the lower limbs, and then during a second stage, in Japan with the main focus on the launch of products adapted to that market (for example, the ANATOMIC® fixed plateau knee prosthesis or the double mobility acetabulum for hip prostheses) and its range of innovative services;
- maintaining and extending, notably in the United States, relations with sales agents and distributors, taking advantage whenever possible of opportunities arising from the ongoing consolidation of the major players in this market;
- relying on the growth of its subsidiaries Novastep SAS and Novastep Inc., strengthening its competitive positioning on the extremities market, which offers strong prospects for growth; and
- maintaining its offer of innovative products and services, notably with the launch of two products or services every year on average to drive Group sales (see paragraph 1.3.5.3) of this Registration Document as well as forming close relationships with practitioners, opinion leaders and sales agents.

# *ii. Revenues targets*

In the Registration Document filed on 30 October 2016, concerning the financial year ending 30 June 2016, the Group set the objective of doubling the consolidated revenues during the next five years, i.e., at the latest, at the end of the financial year ended on 30 June 2021, on the basis of the Company's revenues on 30 June 2016 ( $\in$ 80,788,000), i.e. approximately  $\in$ 160 million which represents an average growth rate in the order of 15% per annum.

Based on the figures achieved at 30 June 2017, these targets have been restated and maintained.

# *iii. EBITDA margin target*

The Group previously aimed to achieve a stable EBITDA margin by 2017/2018, at a comparable level compared to the EBITDA margin recorded in 2013/2014, but considering investments in subsidiaries, this objective will not be achieved given the number of subsidiaries in the start-up phase.

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See paragraph 6.3.1 "Expanding its presence in the United States and Japan" in this Registration Document; Source: Millennium Research Group, market analysis. March 2013.

Nevertheless, the Group intends returning to an EBITDA margin of over 20%<sup>14</sup> by 2020/2021.

iv. Investment target

The Group is also seeking to achieve a ratio of investment to revenues gradually reducing in relation to current levels, to approximately 8% of revenues for the 2020/2021 financial year, considering notably expansion of business in countries where the reimbursement price of inlays largely exceeds that in France (see Section 1.3.2 *"The Group's markets")* of this Registration Document.

# v. Net financial debt leverage (adjusted) /(adjusted<sup>15</sup>) EBITDA target ratio

The Group's initial target was to maintain a leverage ratio below 3.5x.

As of 30 June 2017, taking into account the disbursement related to the litigation with Australian minority shareholders, the leverage ratio stood at 4.39x. After restatement of the related disbursement, the ratio would be 3.73x as at 30 June 2017.

The Group intends to comply with the leverage ratios mentioned in section 5.2.2.2 of this Registration Document.

# 5.3.1.3 Comparison of results forecasts for 2017 with achievements

In the Registration Document filed on 26 October 2016 under number R.16-075, the Group did not give any results forecasts for the financial year ended 30 June 2017.

# 5.3.1.4 Forecasts for the financial year ended 30 June 2018

The Company does not make any forecasts for the next financial year.

# 5.4 SIGNIFICANT CHANGES IN THE FINANCIAL OR COMMERCIAL SITUATION

Excluding the information given in this Registration Document, the Group is not aware of any significant changes in the financial or commercial situation since 30 June 2017.

<sup>&</sup>lt;sup>14</sup> This EBITDA margin objective is understood to imply the same level of URSSAF litigation.

<sup>&</sup>lt;sup>15</sup> As defined in the Non-Convertible Bond issue contract (see section 5.2.2.2 of this Registration Document).

# Chapter 6 CONSOLIDATED FINANCIAL STATEMENTS

## 6.1 GROUP CONSOLIDATED FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

#### 6.1.1 Consolidated balance sheet

# Assets

In thousand of euros	Note	30-june-17	30-june-16
Goodwill	15	92,491	90,427
Tangible fixed assets	16	39,125	27,310
Intangible assets	15	16,926	14,110
Other financial assets, including derivatives		664	411
Deferred tax assets	14	10,086	11,767
Total non-current		159,292	144,024
Stocks	17	45,300	50,721
Current tax debt	18	3,537	3,285
Account receivable and other debtor	18	21,204	27,155
Cash and cash equivalants	19	41,627	32,080
Total current assets		111,669	113,241
Total of assets		270,961	257,265

# Liabilities

In thousand of euros	Note	30-june-17	30-june-16
Share capital	20	469	469
Inssuance premium		146 686	145 507
Other reserves		- 31 389	- 28 050
Items booked directly to capital and reserves		- 160	- 264
Net profit group share		- 12 052	219
Minority Interests		- 419	238
Total capital and reserves		103 136	118 756
Borrowings and financial liabilities	5 & 21	117 262	75 803
Derivative instrument liabilities	23	505	1 041
Retirement commitments	24	445	451
Provision for non current risk and expenses	25	13 925	20 426
Deferred tax	14	821	474
Other non current liabilities		80	137
Total non current liabilities		133 038	98 332
Bank overdraft	5 & 22	17	9
Factoring financing liabilities	5 & 22	1 793	441
Borrowing and financial liabilities	5 & 21	2 596	5 366
Current deferred tax liabilities		1	869
Account payableand other creditors including derivatives	26	28 631	33 532
Provisions for risk and expenses	25	1 749	597
Total current liabilities		34 787	40 814
Total liabilities capital and reserves		270 961	257 265

# 6.1.2 Consolidated statement of profit and loss

In thousand of euros	Notes	30-june-17	30-june-16
		12 months	12 months
Revenues	8	93,356	80,788
Fixed asset inventory		8,054	25,019
Raw material, goods and other suppliers		-16,610	-24,533
Third-party expenses		-9,871	-15,050
Other purchases and external expenses	9	-34,242	-30,241
Taxes, levies and related payments		-1,153	-931
Employee expenses	10	-23,432	-18,270
Impairment allowances and provisions net of reversals	11	-13,328	-9,903
Other operating incomes	12	1,677	966
Other operating expenses	12	-4,451	-4,382
Capital gain/losses on disposals		18	13
CURRENT OPERATING INCOME		17	3,477
Impairment losses		-	-
IPO expenses		9,265	-
Tax legal dispute over Makerting of MD	1 & 25	-10,328	-11,736
OPERATING INCOME		-1,046	-8,259
Change financial debt associated with acquisition of subsidiaries			11,637
Other financial income		754	531
Total financial incomes		754	12,168
Interest and financial charges	13	-8,141	-5,935
Movements in fair value on financial instruments		-	-
Other finance charges		-1,124	-882
Total finance charges		-9,264	-6,817
FINANCIAL INCOME		-8,510	5,352
Current and deferred tax	14	-2,758	2,733
NET PROFIT		-12,314	-174
-The Group		-12,052	219
-Minority interest share		-262	-393
Group share of net profit per share (euros)		-0.257	0.005
Diluted Group share of net profit per share (euros)		-0.253	0.005
Number of shares retained (in thousands)		0.200	0.000
For net earings per share		46,930	46,930
For her earnings per share For diluted earnings per share		40,930	46,930
r or annieu eurnings per snure		47,750	40,930

# 6.1.3 Compared statement of other income

In thousands of euros	Note	30-june-17	30-june-16
Net consolidated profit for the year		-12,314	-174
Cash flow hedges		357	-229
Currency translation adjustements		106	40
Total re-usable items		463	-189
Actuarial losses and gains		63	-108
Deferred taxes on actuarial losses and gains		-21	36
Total non re-usable items		42	-72
Total other income		-11,809	-435
Group share		-11,547	-42
Minority interest share		-262	-393

#### 6.1.4 Consolidated cash flow statement

In thousands of euros	Note	30-june-17	30-june-16
OPERATING ACTIVITIES PROFIT after tax		-12,314	-174
Exlusion of items not impacting cash flow orunrelated to operating		12,017	1/1
activities			
Amortisation, provisions and impairment losses(*)	11	5,648	20,679
Plus of minus capital gain on disposal		-18	-13
Income taxes payables	14	2,758	-2,733
GROSS PROFIT ON SELF FINANCING before tax		-2,747	17,758
Tax paid	14	-907	-794
Changes in inventories		5,567	-17,555
Changes in trade account receivable and other receivables		7,443	-3,202
Changes in trade account payable and other payables		-6,037	6,813
Other		62	-57
Net movement in income tax liability		-701	-977
CHANGES IN WORKING CAPITAL REQUIREMENT		6,334	-14,978
Net cash flow from opérating activities		2,680	1,987
INVESTMENT ACTIVITIES			
Purchase of intangible assets	15	-5,169	-4,781
Purchase of tangible fixed assets	16	-22,714	-13,196
Proceed from/loss on disposal of tangible and intangible assets		3,048	263
Purchase of financial assets		-250	-363
Proceeds from / loss on disposal of financial assets excluding tax			4
Purchase / sale of businesses		-7,244	-10
Net cash flow from investment activities		-32,329	-18,083
FINANCING ACTIVITIES			
Capital increase			
Dividends paid to the parent shareholders			
Dividends paid to the minority			
FACTORING Financing	22	1,352	-5,259
Cost of borrowing		48,205	9,128
Change in finance charges (**)		-566	494
Repayment of loans (***)		-9,608	-12,582
Net cash flow from financing activities		39,214	-8,219
CASH FLOW MOVEMENT		9,565	-24,315
Exchange rate losses		-26	321
CASH and equivalant at BEGINING OF YEAR		32,071	56,065
CASH and equivalant at ENF OF YEAR		41,610	32,071

(\*) including provision for reversal of risk provision as of June 30, 2017 related to the litigation with the minority shareholders of Amplitude Australia ( $\epsilon$  9,000 thousand)

(\*\*)Interest capitalized on unitranche loan

(\*\*\*) including variation, as of June 30, of the financial debts related to the minority interests of Amplitude Australie (9,139 K $\in$ ) and Amplitude Brésil (2,498 K $\in$ ). As at 30 June 2017, the repayment of loans related to the payment of the earn-out of the 40% of Amplitude Brésil for 4,100 K $\in$  and the repayment of the unitranche loan for 35 M $\in$ .

(\*\*\*\*) additional financing of 65  $M \epsilon$  + neaw leasing agreements for 7  $M \epsilon$ .

The reconciliation between cash and cash equivalent totals which appear on the balance sheet and the net cash total which appears in the table of changes in cash flow is as follows:

## Cash and cash equivalents

In thousand of euros	30-june-17	30-june-16
Cash and cash equivalents	41,627	32,080
Bank overdrafts	-17	-9
Net cash flow statement	41,610	32,071

Changes in WCR – In thousands of euros	June 17	Change scope	June 16	Changes
Inventories	45,300	146	50,721	5,567
Receivable and other receivables	21,204	1,492	27,155	7,443
Trade and other payables and liabilities included derivatives	28,631	1,136	33,532	-6,037
Current tax liabilities	1		869	-869
Current tax receivable	3,537	85	3,285	167
				-701

## 6.1.5 Consolidated statement of change in shareholders' equity

In thousand of euros	Number of shares (in thousand)	Capital	Premiums	Other reserves and profit	Shareholders' equity- group share	Minority interest	Shareholders' equity
Position as at 30 June 2015	46,930	469	145,507	-27,219	118,757		118,757
Changes in accounting policies					_		_
Position as at 1st july 2015	46,930	469	145,507	-27,219	118,757		118,758
Consolidated profit for the year				219	219	-393	-175
Changes in fair value on financial instruments				-228	-228		-228
Actuarial adjustements				-72	-72		-72
Currency translation adjustement				40	40	-29	11
Total other income				-42	-42	-422	-465
Capital increase							
Allocation of capital							
increase costs (net of tax)							
Changes in financial liabilitiies							
Dividend paid							
Reduction in percentage interest without loss of	control			-672	-672	672	
Other changes				-161	-161	-11	-172
Position as at 30 june 2016	46,930	469	145,507	-28,095	117,881	238	118,120
Changes in accounting policies					_		_
Position as at 1st july 2016	46,930	469	145,507	-28,095	117,881	238	118,120
Consolidated profit for the year				-12,052	-12,052	-262	-12,315
Changes in fair value on financial instruments				357	357		357
Actuarial adjustements				42	42		42
Currency translation adjustement				105	105	25	130
Total other income				-11,549	-11,549	-237	-11,786
Capital increase							
Allocation of capital			1,179		1,179		1,179
increase costs (net of tax)			1,179		1,179		1,179
Changes in financial liabilitiies				-169	-169		-169
Dividend paid							
Reduction in percentage interest without loss of	control			-3,701	-3,701	-419	-4,120
Other changes				-86	-86		-86
Position as at 30 june 2017	46,930	469	146,686	-43,600	103,555	-419	103,136

On 25 June 2015, Amplitude Surgical completed the process for admission of its shares to trading on the regulated market of Euronext Paris. The changes in capital were as follows:

• Creation of 10,000,000 ordinary shares in respect of a capital increase,

• Conversion of convertible bonds, exercise of share warrants, conversion of preference shares into 5,023,782 ordinary shares.

A total number of 15,023,782 shares were issued, share capital from thenceforth comprising 46,929,852 ordinary shares.

On 27 July 2016, a free share allocation plan was implemented for managers of the group, covering 1,407,897 shares.

## NOTES TO THE FINANCIAL STATEMENTS

#### NOTE 1. ENTITY PRESENTING THE FINANCIAL STATEMENTS

Amplitude Surgical (the "Company") is a company domiciled in France. The registered office of the Company is located in Valence (26). The consolidated financial statements for the year ended 30 June 2017 are those of the Company and its subsidiaries (altogether referred to as the "Group" and each of which is individually referred to as "Group company"). The Group's activities consist mainly of the manufacture and marketing of prostheses.

The consolidated financial statements for 30 June 2017 relate to a twelve-month period (i.e., the period from 1 July 2016 to 30 June 2017).

Significant events

#### Dispute with minority shareholders in the subsidiary Amplitude Australia

On 30 June 2015 Amplitude Surgical held 75% of its Australian subsidiary, Amplitude Australia. Amplitude Australia, fully consolidated at an interest rate of 100% considering the assignment undertaking of the minority shareholders, represents approximately 10% of Group revenues. The remaining 25% of the capital of Amplitude Australia is held by the Australian Austofix group. Amplitude Surgical and Austofix agreed on a contribution of securities of the subsidiary, remunerated by the issue of Amplitude Surgical securities in two tranches: one for 19% of the capital of Amplitude Australia on 30 September 2017 and the other, the balance of 6% on 30 September 2017, according to the revenues realised respectively on 30 June 2015 and 30 June 2017.

During the contribution process, the Austofix group refused to sign the contribution agreement, essential for making the contributions and allowing the appraisal auditors to prepare reports on the evaluation and exchange parity adopted, as provided in the agreement. Austofix then challenged the agreement fixing the exchange parities and filed a claim in the Australian courts for indemnity for non-performance. Amplitude considers the claim of Austofix is extremely doubtful, both concerning the evaluation of the 25% of Amplitude Australia and the amount of damage.

At 30 June 2016, upon closing the Amplitude financial statements and given the uncertainty on the acquisition of 25% of minority interests in the subsidiary and the outcome of the current dispute with Austofix, the 25% had been deconsolidated resulting in a reclassification of the Group minority interest reserves of  $\epsilon$ 672,000. The debt to cover this additional acquisition had been cancelled and recorded in the net financial result ( $\epsilon$ 9M) and a provision for risk of the same amount recorded based on the calculation of the values used to estimate the debt provided in the agreement.

On 28 February 2017, the Company finalized a settlement agreement with Austofix, a minority shareholder of Amplitude Australia Pty, on 28 February 2017. This agreement confirms the repurchase of the remaining 25% of the capital of this subsidiary, as well as an indemnity to settle the dispute for a total amount of AUD 12.7 million (€8.79 million). The portion of the agreement corresponding to the purchase of the 25% minority stake was valued on the basis of an expert valuation of December 2016, i. e. €4.1 million and the balance corresponding to the indemnity, i. e. €4.69 million.

The impact of this agreement on the consolidated financial statements is as follows:

In the income statement:

• Reversal of the provision for litigation, recognition of the transactional indemnity and recording of attorney fees on the "non-current operating expenses" line for  $\in 1.9$  million.

In the balance sheet:

• The difference between the repurchase of 25% of the shares, the difference between the repurchase value ( $\notin$ 4.1 million) and the minority interests ( $\notin$ 0.4 million) was recorded as a reduction in shareholders' equity for  $\notin$ 3.7 million.

## Tax legal dispute over "marketing of MD"

As at 30 June 2017, the Group had made an additional provision for risk in respect of a legal tax dispute surrounding the marketing of medical devices (MD).

On 23 October 2014, the company was assessed for a further  $\notin$ 5.5 million in respect of this legal dispute in relation to the years 2011, 2012, 2013 and 2014. The group took the decision to make a provision at 30 June 2017 for the full liability of the risk associated with this dispute (see Note 25).

By a ruling dated 15 December 2016, the second civil division of the Court of Cassation has (i) quashed and annulled, in all its provisions with the exception of those stating that there is no need to transmit the QPC, the ruling handed down on 8 September 2015 by the Grenoble Court of Appeal and (ii) referred the case to the Chambéry Court of Appeal. The Chambéry Court of Appeal, in a judgment dated 12 September 2017, upheld the judgment of the Valence TASS.

Amplitude SAS has appealed in cassation against this decision.

### **Financing transaction**

As indicated in the activity report, Amplitude Surgical finalized in December 2016 a new  $\in$ 65 million bond issue, offering the Group a  $\in$ 30 million package to pursue its international expansion and enabling the early repayment of  $\in$ 35 million in old debt.

#### Acquisition

In mid-December 2016, the Group acquired a 50% stake in SOFAB Orthopédie, a historical and strategic industrial subcontractor, which owns Firm Industrie, Poli-Tech and Poli-Alpes. These companies were fully consolidated as of 1 January 2017. The acquisition price for the 50% is K $\in$ 1,670. There is a firm undertaking to purchase and sell the remaining 50% valued at  $\in$ 1,700K.

## NOTE 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

The Amplitude Group consolidated income statements are prepared in accordance with IFRS as adopted within the European Union.

The appended notes concern significant events in the financial year and should be read in conjunction with the consolidated financial statements as of 30 June 2017 included in the Registration Document filed with the *Autorité des Marchés Financiers* (AMF) and available on the company's website www.amplitude.surgical.com in the investors' space.

The consolidated financial statements of Amplitude Surgical and its subsidiaries (the Group) are presented in thousands of euros.

#### 2.2 Basis of valuation

The consolidated financial statements were prepared using the historical cost convention, with the exception of certain categories of assets and liabilities valued at fair value in accordance with IFRS. The categories in question are highlighted in the following notes.

## 2.3 Functional and reporting currency

The Amplitude Surgical Group's consolidated financial statements are presented in euros in accordance with IAS 21. The Group's functional currency is the euro, since this is the currency in which the majority of its transactions are carried out.

Foreign currency transactions are converted into the respective functional currencies of the Group companies at the exchange rate in effect on the date of the transaction. The exchange rates of the group companies are detailed in paragraph 3.3 of this annex.

All financial information given in euros has been rounded up to the nearest thousand.

## 2.4 Critical accounting estimates and assumptions

The preparation of financial statements in accordance with IFRS requires the Directors to exercise judgment and to make certain estimates and assumptions which affect the application of accounting policies, the figures relating to assets and liabilities, revenues, income and expenses. The final values established as transactions unwind may differ from estimates made at the date of closing of the accounts.

The underlying estimates and assumptions are reviewed on an ongoing basis. The impact of changes in accounting estimates is accounted for during the period of the change and all subsequently affected periods.

Information relating to critical judgments exercised by applying accounting policies which have the most significant impact on the consolidated financial statements is included in the following notes:

- Note 3.4 goodwill
- Note 3.5 intangible assets
- Note 3.13 provisions for risks and expenses.
- Note 3.9 Valuation and impairment of inventories.

#### 2.5 Changes to accounting policies

As at 30 June 2017, only standards which have been published, approved and deemed mandatory by the European Union have been applied in advance.

The impact of IFRIC 21, which became mandatory from 1 January 2014, was not considered by the Group to be significant.

#### 2.6 Standardisation

The financial statements of all Group companies included in the consolidated financial statements were standardised in accordance with IFRS accounting rules and principles of Group accounting. The consolidated financial statements are presented on the basis of the financial position as at 30 June 2017.

## NOTE 3. PRINCIPAL ACCOUNTING POLICIES

### **3.1 Presentation of the financial statements**

The accounting policies used in the preparation of the consolidated financial statements conform to IFRS standards and their interpretation as adopted within the European Union as at 30 June 2017. These accounting policies are the same as those used in the preparation of the annual consolidated financial statements for the financial year ending 30 June 2016.

The following new standards and their interpretations applied during the financial year did not have a significant impact on the consolidated financial statements for the year to 30 June 2017:

• IFRS improvements – updates to IAS 1, IAS 16, IAS 38 and IAS 19.

The Group did not apply standards or interpretations coming into effect after 30 June 2017.

With respect to IFRS 15, the Group analysed the contracts for the supply of implants and instruments, which allowed it to conclude that the standard had no impact on implant sales revenues.

## **3.2 Principles of consolidation**

All Companies within the Group already have, or are in the process of having, a financial year end of 30 June.

The Group exercises exclusive control of all companies included within the consolidated financial statements, listed in Note 29. They were consolidated in accordance with the principles of full consolidation. As indicated in note 29, the subsidiaries in the process of starting up in Ireland, India and the United States are not included in the scope of consolidation due to their non-material nature at 30 June 2017.

A subsidiary is a company wholly controlled by the Group. Subsidiary financial statements were included in the consolidated financial statements from the date on which control was obtained until the date on which control ceased. The accounting policies of subsidiaries are standardised and aligned with those adopted by the Group.

All balance sheet balances and transactions, income and expenses resulting from intra-group transactions are excluded.

## **3.3** Conversion method

## **Foreign currency transactions**

Foreign currency transactions are converted into the Company's functional currency on the date of the transaction.

Foreign currency monetary assets and liabilities (debtors and creditors) are converted into the currency of the financial statements at the rate in force on the closing date. The resulting exchange rate losses and gains are booked to the statement of profit and loss for the period.

## Conversion of financial statements of Group companies with functional currencies other than the euro

The consolidated financial statements are presented in euro.

The financial statements of subsidiaries which use a different functional currency are converted into euros using:

- the official exchange rate as at the closing date of the accounts for assets and liabilities; and
- the average exchange rate for the period for profit and loss items and the cash flow statement.

Exchange rate differences in the financial statements of Group companies are included in "conversion differences" within Other items in the statement of other income.

Goodwill and fair value adjustments resulting from the acquisition of an overseas company are considered to be assets and liabilities of the overseas company. They are therefore expressed in the functional currency of the overseas company, and are converted at the rate in effect on the closing date of the accounts.

The exchange rates of the Companies outside the Eurozone are as follows:

	June	17	June 16		
Country	Average value	Closing value	Average value	Closing value	
Australia	0.689384	0.672979	0,659185	0,691500	
Brazil	0.282658	0.264901	0,248261	0,288619	
Franc Suisse	0.924411	0.913375	0,918490	0,959279	
US Dollar	0.914495	0.875304	0,902947	0,897300	
YEN	0.008319	0.007780	0,008720	0,007344	
AFS	0.067877	0.066950	0,059900		
Roumania	0.220480	0.219180			

### 3.4 Goodwill

The business combination was accounted for according to the method of acquisition. The assets, liabilities and contingent liabilities of the acquired entity are valued at fair value on the date on which it was acquired. Valuation differences identified after the date of acquisition are accounted for within the individual asset and liability accounts in question.

The residual difference, which represents the difference between the fair value of the consideration paid, and the proportionate share of the Group in the fair value valuation of identified assets and liabilities, is included in Goodwill.

Only two cash-generating units (CGUs) are affected by Goodwill. These units are defined by the geographic areas where the Group has a business presence, namely the French market and international markets. At 30 June 2017, goodwill was subjected to impairment testing.

#### **Depreciation**

In accordance with IFRS 3 "Business Combinations", goodwill is no longer amortised. It is subject to an impairment test at least once annually.

Depreciation analyses are carried out on the assets tested, either individually or at the cash-generating unit level of the smallest identifiable group of assets which generate cash inflows completely independently. Goodwill is tested at the level of the cash-generating unit concerned.

A provision for depreciation is booked when the carrying amount of the Goodwill is greater than its recoverable amount, which corresponds to the higher of market value less disposal costs and value in use. The useful value is the discounted projected cash-flow.

Depreciation allocated to the cash-generating units is imputed in order, firstly to goodwill, then to the value of the other assets within the cash-generating units, up to their recoverable amount.

As at 30 June 2017, impairment testing was carried out on the basis of the realised cash flow method, using the following parameters and assumptions:

- in view of the current business plan for the end of the accounting period from 1 July 2017 to 30 June 2027;
- perpetuity growth rate of 2.5%;
- discount at a rate of 10% of expected cash inflows.

The value test confirmed the carrying amount of the assets of the cash-generating units (including goodwill).

Sensitivity tests in a range of +/-1 point on the discount rate and growth rate to infinity respectively did not allow the identification of impairment risks. The Group has not identified any likely scenarios that would lead to the recognition of impairment losses.

Taking into account the 10-year business plan corresponds to the company's investment assumptions for this period.

## **3.5** Intangible assets

Intangible assets are presented on the balance sheet at their cost price. Any intangible assets identified at the time of an acquisition are also included in this figure. They consist mainly of patents and software.

With regard to patents, the company exploits patents which it owns outright, or which it holds under licensing agreements.

Only patents owned outright are included in intangible assets, since licensing agreements are not considered as assets (the relevant licence fees being included in external expenses).

The gross value of capitalised patents is equal to the estimated value of any royalties on the date of acquisition of the patent by Amplitude SAS, the corresponding entry being to a debt owing to the transferor of the invention.

The likelihood of using these patents after the date of complete amortisation of the intangible asset is substantial given the level of royalties paid and the duration of the licensing agreements signed with assignors of the inventions.

At the end of each financial year, the debt due on patents is recalculated on the basis of the total amount of future royalties payable, commensurate with the revaluation of the value of the patent as an asset.

These patents are amortised annually, commensurate with the licensing fees proportional to revenues paid to the inventor. As licence fees are paid, the amounts are debited to the supplier's asset account.

Software is amortised on the basis of the length of its expected use by the Group, i.e., 3 to 5 years.

#### **3.6** Research and development costs

In accordance with IAS 38, research expenses are included in costs for the financial year in which they are incurred.

In line with IAS 38, development costs are included within intangible assets if the Group can demonstrate that the following conditions are fulfilled:

- Its intention and financial ability to carry out the development project from start to finish;
- Any future revenue benefit attributable to these development costs will flow back to the Group; and
- the method of assessing the cost of the asset must be reliable.

#### **Amortisation**

Development costs in respect of new products are booked to fixed assets in progress, until the product is launched for sale, after which time it is capitalised and amortised over a period of 4 to 10 years.

Expenses relating to brand renewal or certificate renewal are included in assets until the start date of the new certificate, then they are capitalised and amortised over the duration of the new certificate (5 years).
## **3.7** Tangible fixed assets

Tangible fixed assets are stated on the balance sheet at their historical purchase cost. They are not revalued.

Items of significant value financed under leasing agreements, where the risks and benefits of their ownership are transferred to the Group, are included as assets on the balance sheet. The corresponding debt is included as a liability under financial debt.

Investment grants are included in liabilities under Other current liabilities.

The components of a fixed asset are accounted for separately if there is a significant difference between the estimated length of their useful economic life and the length of their amortisation.

## Amortisation

Amortisation is calculated on the depreciable amount, which is the cost of the asset less the residual value at the end of its useful economic life. Given the nature of the tangible assets, no value is considered at the end of the economic life set out below.

Amortisation is calculated on expenses on a straight-line basis, on the estimated use of each component of a fixed asset, which represents the best estimated rate of consumption of the future economic benefit of the asset.

Leased assets are amortised on the shorter of the term of the leasing agreement, and their useful economic life, unless the Group is reasonably certain of assuming ownership by the end of the leasing term.

Land is not amortised.

Estimated useful economic life is as follows:

Fixed assets type	Method	Duration
Constructions	Linear	20 years (*)
Materials and tools	Linear	5 to 10 years
General facilities	Linear	3 to 10 years
Transport equipment	Linear	3 years
Office equipment	Linear	1 to 4 years
Office furniture	Linear	4 to 7 years
Recyclable packaging	Linear	3 to 5 years

\* Constructions financed by leasing agreements entered into by SCI Les Tilleuls.

Amortisation methods, useful life and residual values are reviewed every financial year end and adjusted accordingly.

#### **Future costs**

The replacement cost of a tangible fixed asset is included in its book value if the Group is likely to derive future economic benefit from the asset, and if its cost can be determined using a reliable method.

The book value of the replaced asset is excluded.

Current care and maintenance costs are included in expenses at the time they are incurred.

## 3.8 Leased assets

## Finance leases

Items of significant value financed under leasing agreements are capitalised where the leasing agreement transfers almost all of the risks and benefits of ownership to the Group. Such contracts are valued primarily using the following criteria:

- The relationship between the leasing term of the assets and their useful economic life
- The total sum of future payments in relation to the fair value of the financed asset
- The existence of a transfer of ownership at the end of the leasing agreement term
- The existence of a favourable purchasing option
- The specific nature of the leased asset.

Assets held under financed leasing agreements are amortised on the shorter of their useful economic life, or the term of the leasing agreement.

# **Operating leases**

Leasing agreements which are not financed are reported as operational leasing agreements and only the lease payments are included in the statement of profit and loss.

## 3.9 Inventory

In compliance with IAS 2, stock of purchased goods and finished products are valued at the lower of cost and net realisable value.

# Valuation of used stock

Goods and raw materials are valued using the weighted average unit cost method. Storage expenses are not included in stock values.

# Valuation of manufactured stock

Goods in progress and finished products are valued at their cost of production. A proportion of indirect costs of production is calculated on the normal basis of production capacity, excluding all below capacity and storage costs.

#### **Depreciation of stocks of finished product**

A provision for inventory depreciation is made when the gross value, calculated using the method detailed below, is greater than or equal to the realisable value deduction made from the proportionate cost of re-sale.

# 3.10 Accounts receivable and other debtors

Accounts receivable are amounts owing from customers for products sold and services provided in the course of the Group's normal business activities. Amounts due in less than twelve months are booked as current assets, while those due in more than twelve months are included in non-current assets. A provision for doubtful debts was made where there was an objective probability that the Group would be unable to recover the full amount payable under the conditions prevailing at the time of the original transaction. Significant financial difficulty encountered by the debtor, the probability of a debtor defaulting or carrying out financial restructuring, and a debtor's failure or inability to pay are considered to be factors that justify making a provision for doubtful debts.

## 3.11 Cash and cash equivalents

This item comprises cash, liquid assets, and financial investments of minimal risk, capable of being liquidated or transferred quickly and that are undertaken by the Company during the course of its normal cash flow management. Such investments represent financial transaction assets, and are therefore valued at their fair value with a corresponding profit and loss effect.

Cash and cash equivalents comprise cash on hand and demand deposits whose maturity is less than or equal to three months from their start date. For the purposes of the cash flow statement, cash and cash equivalents comprise a significant part of the Company's cash management, and include banking shortfalls repayable on demand.

Banking losses in relation to financing are included in "Borrowings and current financial debts".

# **3.12** Employee benefits

#### **Defined benefit plans**

The net obligation of the group in respect of defined benefits plans is valued separately for each plan by estimating the total future benefit to the employee in exchange for service performed over the course of the current period and prior periods. This amount is then discounted and the fair value of the assets within the plan is deducted.

Calculation of debts in respect of defined benefit plans are carried out every financial year end using the projected unit credit method.

Revaluations of the net liability in respect of defined benefit plans, which consist of actuarial differences, the return on the plan's assets, and, if applicable, the differences resulting from the limits on the asset, are included immediately in other items within the statement of other income.

As the benefits of the plan are modified, or in the event that the plan is reduced, the impact of past services performed by the employee, or the profit (or loss) resulting from the reduction of the plan, is immediately included in net profit. The Group books gains and losses resulting from the liquidation of a defined benefit plan at the time liquidation occurs.

#### Short term employee benefits

Obligations in respect of short term benefits are valued on a non-discounted basis and included when the service in question is performed.

A liability is calculated where the Company expects to make payments in respect of profit sharing plans and short-term regulated premiums, if the Group has a legal or implied obligation to make such payments in exchange for past services performed by the employee, and if the obligation can be quantified using a reliable method.

#### 3.13 **Provisions for risk and expenses**

In accordance with the requirements of IAS 37, provisions are made where the group has a legal or implied obligation resulting from a past event, and where there is the likelihood of an outflow of resources representing economic benefits, without a corresponding inflow, in order to meet the obligation.

These provisions are estimated taking into account the most probable assumptions on the date of preparation of the financial statements.

If the effect of their time value is material, the provisions are discounted.

## 3.14 Financial instruments

## Non-current financial assets

Other financial assets include deposits and guarantees which have an expiry date of longer than twelve months.

## **Other current financial assets**

At each closing date, the book values of the Group's other current assets (apart from inventory and deferred tax assets) are reviewed in order to determine whether there is any indication that their value has diminished. If there is any such indication, the recoverable value of the asset is estimated.

This entry essentially contains the business and tax debts of the Group.

#### **Borrowings and financial debts**

These are initially valued at fair value of the amount received, less any directly attributable transaction costs. They are then valued at amortised cost on the basis of the interest rate in effect.

In accordance with the requirements of IAS 39, borrowing issuance costs are calculated exclusive of the amount borrowed, and included in the effective interest rate. The difference between the interest expense calculated using the effective interest rate and the interest paid over the period is booked as an increase or decrease in the debt.

Medium and long term borrowings and financial obligations are included in non-current liabilities. Shortterm loans and financial obligations, in addition to the proportion of medium and long term borrowings and financial obligations repayable within one year, are included in current liabilities.

#### Non-derivative financial assets

The company initially values loans, debts and deposits on the date on which they are generated. All other financial assets are initially calculated on the date of the transaction through which the Company became a party to the contractual provisions of the instrument.

Loans and debts are fixed or variable payment financial assets which are not quoted on any active market. Such assets are initially valued at fair value plus any directly attributable transaction costs.

Loans and debts consist of customer and other debts.

#### **Non-derivative financial liabilities**

All other financial assets are initially calculated on the date of the transaction through which the Company became a party to the contractual provisions of the instrument.

The Group does not report financial liability for which its contractual obligations have been fulfilled, nullified or expired.

The Group has the following non-derivative financial liabilities: borrowings, bank overdrafts, supplier debts and other debts.

These financial liabilities are initially valued at fair value plus any directly attributable transaction costs, then valued at amortised cost.

#### **Derivative financial instruments and hedge accounting**

These derivative instruments are recorded on the balance sheet at their fair value.

For derivative instruments not designated as hedging instruments, the subsequent changes in fair value are included in financial income.

# Rate hedging

The Group holds financial derivative instruments to mitigate its exposure to interest rate risk.

These derivative instruments act as cash flow hedges.

From the initial designation as hedges, the Group formally documents the relationship between the hedging instrument and the instrument hedged, with a view to managing the risk and the strategy employed from the start of the hedging process, in addition to the methods used to evaluate the effectiveness of the hedging relationship.

From the beginning of the hedging process and on a continual basis, the Group assesses whether these instruments are going to be "highly effective" in protecting the cash flow of the hedged elements for the periods during which the hedging is designated to occur, and also evaluates whether the effective results of each hedge fall within the range of 80 to 125%.

# Cash flow hedges

Once a derivative is designated as a hedging instrument for hedging cash flow fluctuations attributable to a particular risk associated with a recorded asset or liability, or a future transaction highly likely to affect profit, the effective part of the fair value adjustments of the derivative is included in other items within the statement of other income, and in the reserve for hedging in capital and reserves. The total included within other elements of the statement of other income is taken out, and included in the statement of profit and loss for the period during which the cash flow hedge affected the statement of profit and loss. This total is included on the same line in the statement of other income as the element hedged. The ineffective parts of the fair value adjustments of the derivative are immediately included in the statement of profit and loss.

# 3.15 Revenues

Group revenues comprise revenue from the sale of orthopaedic products, reported net of customer returns and discounts.

Revenues are recognised on the basis of the following criteria: all risks and benefits of ownership of the goods are transferred to the customer, the Group has no effective control over the goods sold, all revenues and costs associated with the sale are capable of being valued in a reliable manner, and the Group derived economic benefits from the sale.

Revenues are recorded on a net basis, in accordance with IFRS standards.

# **3.16** Financial expenses and income

Financial income and expenses consist of interest on investments, changes in fair value of financial instruments, interest on borrowings, various bank commissions and foreign exchange income.

# 3.17 Tax on profits

Tax on profits (expense or income) comprises the tax liability expense (income) and the deferred tax expense (income). Tax liability and deferred tax expenses are booked to the statement of profit and loss unless they relate to a business combination, to items that are recorded directly in capital reserves or to other elements within the statement of other income.

Tax liability is comprised of:

- the estimated total of tax due (or receivable) as income (or expense) in a given period, determined by using tax rates in force or applicable at the date of closing of the accounts; and
- all adjustments of tax liability relating to prior periods.

Deferred tax is calculated on the basis of timing differences between the book value of assets and liabilities and their tax basis. The following elements are not included in the deferred tax calculation:

- the initial recording of an asset or liability in a transaction which is not a business combination and which impacts neither the book profit nor the taxable profit; and
- timing differences related to shareholdings in subsidiary companies and joint ventures to the extent that they are not likely to be reversed in the foreseeable future.

Furthermore, deferred tax is not calculated on taxable timing differences generated the first time that goodwill is booked. Deferred tax assets and liabilities are valued at the rates of tax in force or expected to be in force for the period during which the asset will be realised and the liability settled, on the basis of the tax rules in force or applicable at the closing date of the accounts. Deferred tax assets and liabilities are offset in accordance with tax legislation which allows for the offsetting of taxable assets and liabilities, and if this relates to tax levied on profits, whether it relates to the same taxable company or a different taxable company, but which has the intention of settling the taxable assets and liabilities on the basis of their net value, or of realising the assets and settling the liabilities at the same time.

A deferred tax asset is not recorded in respect of deductible timing differences, unused tax losses and tax credits, except to the extent that the Group is likely to have future taxable profits against which to offset it.

Deferred tax assets are reviewed as at each date of closing of the accounts, and are reduced to the extent that they are no longer likely to provide a tax advantage.

## 3.18 Earnings per share

Net earnings per share are calculated by dividing the Company's net profit by the weighted average number of ordinary shares outstanding during the period.

Diluted net earnings per share are calculated by increasing the number of the weighted average number of ordinary shares outstanding during the financial year by the number of shares issuable upon convertible bonds and the exercise of the warrants.

#### **3.19 Performance indicators**

#### Reconciliation of current operating result and EBITDA

The EBITDA is equivalent to the current operating result to which is added the allocations for amortisation/depreciation after deduction of non-recurring items. The EBITDA margin is equivalent to the EBITDA in relation to Group revenues. The EBITDA and the EBITDA margin are not standardised accounting aggregates having a unique and generally accepted definition. They must not be considered as a substitute for the operating result, the net result, the cash flow generated by operating or as a measure of liquidity. The EBITDA and the EBITDA margin may be calculated differently by different companies operating similar different businesses. Hence, the EBITDA and the EBITDA margin calculated by the Company may not be comparable to those used by other enterprises.

In thousand of euros	30-june-17	30-june-16
current operating income	17	3,477
+ Allocation to amort./deprec.	13,328	9,903
+ Non-recurring items (1)	2,155	93
EBITDA	15,500	13,473
EBITDA margin	16.6%	16.7%

<sup>(1)</sup> The principal non-recurrent items include:

For the financial year ended 30 June 2017: expenses related to repurchases of cards and indemnities (€0.3 million), the free share plan for a total of €1.4 million, the performance of a structural and organisational audit for €0.2 million, and the cessation of marketing of products (€0.2 million).

# NOTE 4. FAIR VALUE CALCULATION

A certain number of accounting policies and information is necessary in the calculation of the fair value of non-financial assets and liabilities. Fair values are determined for the purposes of evaluation or information to be supplied, using the following methods. Additional information regarding assumptions used in determining fair value are highlighted, if necessary, in the notes for the specific asset or liability concerned.

## Tangible fixed assets

Fair value of tangible fixed assets recorded after a business combination is based on market value. The market value of property is the estimated amount for which it could be sold in a normal transaction, between market participants on the date of the valuation.

## Intangible assets

The fair value of other intangible assets is based on expected actualised cash flow on the use and eventual resale of the assets.

## **Inventory**

The fair value of inventory acquired as part of a business combination is determined on the basis of the estimated sale price in the course of normal business activity, less the estimated completion and resale costs, and at a reasonable profit to reward the necessary efforts required to finish and sell the goods.

# **Derivatives**

The fair value of unlisted financial instruments for which there is observable market data is determined using valuation techniques such as the valuation models used for options, or by using the discounted cash flow method.

The models used for valuing these instruments include assumptions based on market data, in accordance with IFRS 13. The fair value of interest rate swaps is calculated on the basis of future discounted cash flows.

Fair values reflect the credit risk of the instrument and include adjustments for the credit risk of the Group company concerned, and of the counter party where appropriate.

# NOTE 5. FINANCIAL RISK MANAGEMENT

The Group carries out the following rate hedging operations:

In thousand of euros	30-june-17	30-june-16
Variable rate debt obligations	94,622	81,170
Fixed rate debt obligations	-	-
Debts obligations carrying interest	94,622	81,170
As cash flow hedges (variable rates swapped with fixed rates)	45,669	50,868

A sensitivity analysis was carried out based on the net cash flow position after hedging as at 30 June 2017.

The Group is exposed to interest rate fluctuations, particularly because of changes in the conditions of its variable rate financing. However, the Group has implemented a system of active rate management to limit this risk.

As at 30 June 2017 and 30 June 2016, the Group held the following derivative instruments:

30-june-17	
A cash flow hedges – financing of project at variable rates swapped with fixed rates (in thousands e	uros)

A cash flow hedges – financing of project at variable rates swapped with fixed rates (in thousands euros)									
Processing date	Туре	Direction	Nominal in progress (millions)	Currency	Start	Maturity	Time remaining (years)	Rate	Market value
25/02/11	SWAP	Е	2.169	EUR	21/03/11	22/12/25	8.5	3.2900%	-335
25/02/11	SWAP	Р	2.169	EUR	21/03/11	22/12/25	8.5	Euribor 3M	28
16/12/14	SWAP	E	10.000	EUR	16/12/14	18/09/17	0.2	0.0300%	-1
16/12/14	SWAP	Р	10.000	EUR	16/12/14	18/09/17	0.2	Euribor 1M	-8
16/12/14	SWAP	Е	15.000	EUR	16/12/14	17/09/18	1.2	0.0720%	-13
16/12/14	SWAP	Р	15.000	EUR	16/12/14	17/09/18	1.2	Euribor 1M	-60
16/12/14	SWAP	Е	10.000	EUR	16/12/14	17/09/18	1.2	0.0700%	-9
16/12/14	SWAP	Р	10.000	EUR	16/12/14	17/09/18	1.2	Euribor 1M	-40
16/12/14	SWAP	Е	8.500	EUR	16/12/14	16/09/19	2.2	0.1250%	-24
16/12/14	SWAP	Р	8.500	EUR	16/12/14	16/09/19	2.2	Euribor 1M	-44
Total			45.669						-505

E : emprunteuse

*P* : prêteuse taux variable

30-june-16 A cash flow hedges – financing of project at variable rates swapped with fixed rates (in thousands euros)

Processing date	Туре	Direction	Nominal in progress (millions)	Currency	Start	Maturity	Time remaining (years)	Rate	Market value
27/07/11	SWAP	Е	5.000	EUR	30/09/11	30/06/16	0.5	2.5600%	-65
27/07/11	SWAP	Р	5.000	EUR	30/09/11	30/06/16	0.5	Euribor 3M	-8
25/02/11	SWAP	E	2.368	EUR	21/03/11	22/12/25	9.5	3.2900%	-414
25/02/11	SWAP	Р	2.368	EUR	21/03/11	22/12/25	9.5	Euribor 3M	-11
16/12/14	SWAP	Е	10.000	EUR	16/12/14	18/09/17	1.2	0.0300%	-4
16/12/14	SWAP	Р	10.000	EUR	16/12/14	18/09/17	1.2	Euribor 1M	-56
16/12/14	SWAP	Е	15.000	EUR	16/12/14	17/09/18	2.2	0.0720%	-24
16/12/14	SWAP	Р	15.000	EUR	16/12/14	17/09/18	2.2	Euribor 1M	-164
16/12/14	SWAP	Е	10.000	EUR	16/12/14	17/09/18	2.2	0.0700%	-16
16/12/14	SWAP	Р	10.000	EUR	16/12/14	17/09/18	2.2	Euribor 1M	-109
16/12/14	SWAP	E	8.500	EUR	16/12/14	16/09/19	3.2	0.1250%	-35
16/12/14	SWAP	Р	8.500	EUR	16/12/14	16/09/19	3.2	Euribor 1M	-136
Total			50.868						-1,041

E : emprunteuse

P : prêteuse taux variable

## **Introduction**

The Group is exposed to the following risks associated with the use of financial instruments:

- credit risk;
- liquidity risk;
- market risk; and
- operational risk.

This note outlines information relating to the Group's exposure to each of the above risks, its objectives, policies and procedures for evaluating and managing such risk, as well as its management of capital. Quantitative data is included in other notes within the financial statements.

#### **Risk management framework**

It is the responsibility of the Chairman to define and oversee the Group's risk management framework.

The Group's risk management policy is aimed at identifying and analysing the risks to which the Group is exposed, to define the boundaries within which risk should be kept and the controls that need to be put into place, to manage the risk and to maintain oversight of the defined limits.

#### Credit risk

The Group is exposed, by virtue of its operational and financial activities, to the risk of default by its counter parties (customers, suppliers, partners) where they may be unable to fulfil their contractual obligations.

#### **Customers and other debtors**

Gross outstanding trade accounts receivable and other debtors with overdue payments is analysed below:

In thousand of euros	Non ii	mpaired asset	aired assets due as at date of closing		Assets	Non impaired	Total
	0-6 mois	6-12 mois	au-delà d'1 an	total			
As of 30 june 2017	2,789	78	275	3,142	929	12,926	16,997
As of 30 june 2016	2,511	143	415	3,069	438	17,881	21,388

Credit risk is the risk of financial loss suffered by the Group in the event that a customer or the counter party of a financial instrument fails to fulfil its contractual obligations. This risk essentially originates from customer debt and investment securities.

The book value of financial assets represents the maximum exposure to credit risk.

#### **Guarantees**

Group policy is to provide financial guarantees only to wholly-owned subsidiaries.

#### <u>Liquidity risk</u>

Liquidity risk is the risk of the Group having difficulty in fulfilling its obligations in respect of financial liabilities which would be normally settled from cash flow or other financial assets. The approach of the Group in managing liquidity risk is to ensure, to the greatest extent possible, that it always has sufficient

liquidity to honour its liabilities when they come due, under normal or "challenging" conditions, without incurring unacceptable losses or damage to the Group's reputation.

As at 30 June 2017, the non-discounted contractual flows in outstanding financial debts by maturity date and by type were as follows:

As at 30 june 2017

In thousand of euros	Total	2018	2019	2020	2021	2022	Over 5 years
Convertible bond issuances	94,354						94,354
Unitranche bond inssuance	268						268
Accrued interest on Unitranche bond inssuance	8,000		1,150	1,600	1,600	1,600	2,050
Borrowings with credit establishments	1,817	422	394	360	350	291	
Debt obligations in relation to acquisition of subsidiaries	1,700						1,700
Debts obligations under finance leasing	13,720	2,174	2,199	2,161	1,751	1,302	4,133
Bank overdraft and cash current account	17	17					
Dettes financières FACTOR	1,793	1,793					
Outstanding debt obligations	121,669	4,406	3,743	4,121	3,702	3,193	102,505
Assets linkes to financing							
Cash and cash equivalant	41,627						
Net debt	80,043	4,406	3,743	4,121	3,702	3,193	102,505
As at 30 june 2016							
In thousand of euros	Total	2017	2018	2019	2020	2021	Over 5 years
Convertible bond issuances							
Unitranche bond inssuance	63,481						63,481
Accrued interest on Unitranche bond inssuance	567						567
Borrowings with credit establishments	5,010	10	1,000	1,000	1,000	1,000	1,000
Debt obligations in relation to acquisition of subsidiaries	4,100	4,100					
Debts obligations under finance leasing	8,012	1,256	1,277	1,300	1,252	858	2,069
Bank overdraft and cash current account	9	9					
Dettes financières FACTOR	441	441					
Outstanding debt obligations	81,619	5,816	2,277	2,300	2,252	1,858	67,116
Assets linkes to financing							
Cash and cash equivalant	32,080						
Net debt	49,540	5,816	2,277	2,300	2,252	1,858	67,116

#### **Operational risk**

Operational risk is the risk of direct or indirect loss generated by a number of internal factors related to the Group's procedures, staff, technology, and infrastructure, and by external factors not including credit risk, market risk or liquidity risk. Such external factors may include adherence to legislation and regulation, or the rules of professional conduct. All of the Group's operations present operational risk.

The Group's objective is to manage its operational risk in a balanced fashion, allowing it to avoid financial losses or reputational damage, while also avoiding the implementation of control procedures that could stifle initiative and creativity.

## NOTE 6. CHANGES IN SCOPE

As indicated in the significant events, the Group acquired a 50% interest in SOFAB Orthopédie, a historical and strategic industrial subcontractor, which owns Firm Industrie, Poli-Tech and Poli-Alpes. There is a firm undertaking to purchase and sell the remaining 50%. In view of this undertaking and of the fact that the group represents a significant proportion of their business, the companies have been fully consolidated since 30 June 2017.

A subsidiary (Romania) was set up, the value of shares totalling  $\notin 110,000$  and the percentage ownership being 100%. The Company was integrated within the scope of consolidation on 30 June 2017.

## NOTE 7. SEGMENT REPORTING

All Group activity is carried out within a specific area of business activity, namely, research, development, and sales of orthopaedic prostheses and associated instrumentation.

Consequently, the Group's segment reporting is broken down by geographic area, which corresponds to the internal reporting units used by the directors in their management of the Group.

Geographic areas are divided into two sub-groups, corresponding to the internal organisation of the Group and Amplitude's varying degrees of expansion throughout these markets:

- the French market, where the Amplitude Surgical Group has built up strong, long-term client relationships through its network of exclusive selling agents; and
- international markets, or the rest of the world, where the Group has a presence either through its direct sales subsidiaries, or through its distribution network.

## Geographic data

Segment data is provided by geographical breakdown of revenues, segregating the French data on the one hand and the international data from the overseas subsidiaries on the other. All income and expenses have been allocated. Data for France includes research and development costs, financial costs and those Group support functions which are carried out in France.

	Fi	scal year june 20	17	Fiscal year june 2016			
In thousands of euros	France	International	Total	France	International	Total	
Revenues	67,955	25,400	93,356	60,278	20,510	80,788	
Current operating income	2,667	-2,650	17	3,281	197	3,477	
Financial income	-7,123	-1,386	-8,510	6,449	-1,097	5,352	
Taxes	-2,021	-737	-2,758	3,230	-497	2,733	
Net profit	-7,108	-5,206	-12,314	1,223	-1,398	-174	
- amortisation allowances	8,660	2,249	10,909	7,494	1,623	9,116	
- other expenses without cash consideration	1,460	958	2,418	787		787	
Segment assets	226,315	44,646	270,961	212,238	45,490	257,265	
- Goodwill	77,616	14,875	92,491	75,552	14,875	90,427	
- intangible assets	12,587	1,523	16,926	12,587	1,523	14,110	
- tangible fixed assets	21,536	5,773	39,125	21,536	5,773	27,310	
Shareholders' equity	103,058	78	103,136	117,128	992	118,120	
Segment liabilities excluding borrowings	39,594	6,058	45,652	52,745	5,130	56,486	
Debts obligations	122,173		122,173	82,660		82,660	
Segment investments							
- intangible	4,475	306	4,781	4,475	306	4,781	
- tangible	11,925	1,271	13,197	11,925	1,271	13,197	

## Breakdown of revenues by product range

Revenue breakdown proportionally by product range is as follows:

In %	30-june-17	30-june-16
Hips	30.60%	33.12%
Knees	56.98%	58.17%
Foot & Ankle	6.70%	4.67%
Others	5.72%	4.04%
Total	100.00%	100.00%

## NOTE 8. REVENUES

Revenue breakdown by type and geographic area is as follows:

# By type

In thousands of euros	30-june 17	in %	30-june 16	in %
Sales of goods Sales of finished products	93,356	100%	80,788	100%
Services provided Total	93,356	100%	80,788	100%
Total	95,550	100 70	00,700	100 70

# By geographic area

	30-june-17	In %	30-june 16	In %
Revenue - France	58,144	62%	52,338	65%
Revenue – Distributor export	9,812	11%	7,940	10%
Revenue – Subsidiary export	25,400	27%	20,510	25%
TOTAL	93,356	100%	80,788	100%

## NOTE 9. OTHER PURCHASES AND EXTERNAL EXPENSES

Other purchases and external expenses consist of the following:

In thousands of euros	30-june-17	30-june 16
Non-stock purcahses	925	612
Rents	1,451	1,028
Repair and maintenance	891	760
Insurance premiums	520	674
Studies and research	3,019	2,701
Temporary staff	671	965
Commissions paid to the salespersons	14,986	13,717
fees	4,044	2,724
Advertising	1,375	891
Transporation	1,872	1,884
Travel and subsistence	3,202	2,960
Banking fees and share purchase fees	665	865
Other purchase and external expenses	620	460
Total	34,242	30,241

# NOTE 10. PERSONNEL EXPENSES AND DATA

## **Personnel expenses**

In thousands of euros	30-june-17	30-june-16
Salaries and wages	17,848	13,167
Social security and contributions	5,440	4,737
Contributions to post employment defined benefit plans	1	68
Employee shares	144	298
Total	23,432	18,270

Share-based payment costs relate to a free share allocation plan, the terms of which are set out in note 20.

#### Number of staff

In numbers	30-june-17	30-june-16
Sales & Marketing	90	83
General & administrative	215	152
R&D	63	62
Total	368	297

#### **Directors' compensation**

Since 1<sup>st</sup> July 2015, the CEO has received the following compensation in respect of his duties over the financial year:

- Gross salary: €283,000
- Benefit in kind: €13,000
- Pension Plan Art. 83: €7,000
- Target bonus: €76,000

## NOTE 11. PROVISIONS FOR CURRENT ASSETS, NET OF REVERSALS

In thousands of euros	30-june-17	30-june-16
Amortisation of intangible assets	2,354	2,636
Amortisation of tangible fixes assets	7,144	5,865
Amortisation of leased materials	1,356	674
Provision for inventory, net of reversals	1,768	666
Provision for current assets, net of reversals		1
Provision for risk and expenses, net of reversals	706	61
Total	13,328	9,903

## NOTE 12. OTHER OPERATING INCOME AND EXPENSES

In thousands of euros	30-june-17	30-june-16
Other operating income		
Research tax credit	693	684
Other	984	282
Total	1,677	966
Other operating expenses		
Licence fees paid	4,413	4,057
Tax and social security penalties		
Gift and donations		

In thousands of euros	30-june-17	30-june-16
Bad debt write offs		
Other	38	325
Total	4,451	4,382

# NOTE 13. FINANCIAL INCOME AND EXPENSES

Financial income essentially comprises the following elements:

- cost of borrowing: €6,287,000
- recognition as an expense of the issue costs of the loan repaid in December 2016 for €1,230,000
- exchange rate gains and losses, a deficit of €1,034,000.

#### NOTE 14. INCOME TAX EXPENSE

# • Details of income tax expense

In thousands of euros	30-june-17	30-june-16
Current income taxes	-907	-794
Deferred income taxes	-1,851	-3,527
Total	-2,758	2,733

The deferred tax charge is mainly impacted by the reduction in the tax rate to 28%, applicable in 2019 for the Group. The negative impact for the financial year 2016/2017 amounts to  $\notin$ 1.8 million.

## • Analysis of tax expense

In thousands of euros	30-june-17	30-june-16
Profit before tax	-9,556	-2,907
Taxable income	33.33%	33.33%
Tax payable	3,185	969
Effect of the permanent differences	-573	-579
Tax credit	320	318
IFRS 2 charges	-391	
Current year deductions not taken	-2,020	-953
Prior year deductions not taken	80	191
CVAE reclassification	-277	-365
Tax base effect Brazil	-406	
<i>Provisions (not subject to tax) fir tax legal dispute over marketing of MD</i>	-877	-838
Lowering tax rate to 28%	-1,876	
Total charges in prince of associates (not subject to	_	3,879
tax)		5,575
Other	76	111
Group tax expense	-2,758	2,733

## **Balance sheet deferred tax**

Deferred tax assets and liabilities recorded on the balance sheet are broken down as follows:

In thousands of euros	30 juin 16	Impact on reserves	Impact on profit	30 june 2017
Deferred tax assets			_	
Organic	11		5	16
Expenses on share purchases	76		-43	33
Employee shares	99		-59	40
Retirement severance pay	140	21	-50	111
Gain on asset disposal	774		161	935
Deductions taken	10,006		-1,600	8,406
Hedging instrument	347	-199		148
Margin on stocks	2,422		-323	2,099
Other	-31		-60	-91
Deferred tax assets / deferred tax liabilities	2 077		465	1 612
(IDA/ADPà offset	-2,077		403	-1,612
Total	11,768	-178	-1,504	10,086
Deferred tax liabilities				
Regulated provisions				
Fair value assets	102		-16	86
Use of ancillaries	1,262		-81	1,181
Gain on assets disposal	251		129	380
Gain on assets disposal	142		-35	107
Equity instrument	701		-148	553
Finance leasing	94		33	127
Deferred tax assets / deferred tax liabilities	-2,077		465	-1,612
(IDA/ADPà offset	-2,077		405	-1,012
Total	474		347	821

Deferred tax assets in respect of timing differences mainly relate to pensions and severance pay on retirement, provisions for Organic expenses, and the fair value computation of interest rate hedging instruments.

Deferred tax assets in relation to timing differences relate essentially to tangible assets.

Deferred tax assets were recognised to the extent that recovery was deemed likely, in accordance with IAS 12.

Tax losses are utilised where Senior Management considers it likely that the Group will have future taxable profits against which the losses can be offset. This decision is based on the updated business plan.

The rate reduction to 28% for French companies was applied at 30 June 2017, with a negative impact of  $\in 1.8$  million recorded as a deferred tax charge.

#### NOTE 15. INTANGIBLE ASSETS

#### Goodwill

As stated in Note 3.4 of this annex, goodwill is allocated to two cash-generating units.

As stated in Note 3.4, an impairment test was carried out on 30 June 2017, using the discounted cash flow method. The value test confirmed the carrying amount of the assets of the cash-generating units (including goodwill).

Goodwill is primarily in respect of the Amplitude Group following its acquisition by Amplitude Surgical on 29 June 2011. The Amplitude Group of companies consist of Amplitude Group, Amplitude Finance, Amplitude, SCI Les Tilleuls, and Amplitude GMBH.

The purchase price of the Amplitude Group acquisition was determined on the basis of the Company's ability to generate profit and revenue, the expertise of the companies within the Group, and their relationships with clients and doctors. Goodwill in respect of the purchase of the Amplitude Group totalled  $\notin$ 75,462,000.

#### Amplitude Australia PTY

In October 2013, Australian company Amplitude PTY, established on 1 July 2013, was the beneficiary of an asset transfer, mainly of fixed assets and inventory, and took over the distribution activities of Austofix. The assets and inventory are valued at their fair value as at the date of acquisition.

The goodwill in relation to this purchase will total €4,722,000.

As at 30 June 2017, an agreement was signed for the purchase of the 25% held by Austofix for  $\notin$ 4,119,000 the difference between the price paid and the book value of the minority interests was recorded under shareholders' equity for  $\notin$ 3,700,000.

## Amplitude Brazil

On 12 February 2014, the Group acquired 50% of the capital of the Brazilian company Unimplant. The assets and inventory are valued at their fair value as at the date of acquisition. The purchase price for 50% of this subsidiary was €2,247,000.

The agreement provides for the purchase of an additional 10% within two years, and the remaining 40% within three years (Put and Call combined).

According to our estimates as at 30 June 2014, the cash purchase price will total  $\in 8,109,000$ , and this will be included in financial debts within the consolidated financial statements for 30 June 2014 (see Note 3.1 in relation to corrections made to the financial statements for the financial year to 30 June 2014).

The first tranche in the amount of €1,139,000 was paid in April 2015.

In July 2016, the last tranche was acquired for  $\notin$ 4,082,000 this debt had been estimated at  $\notin$ 4,100,000 as of 30 June 2016, i. e., a difference of  $\notin$ 18,000 in financial income.

Goodwill in relation to this purchase totalled €9,785,000.

#### Amplitude Suisse

The Group acquired 100% of the Swiss Company for €456,000 in June 2016. Goodwill in relation to this acquisition totalled €369,000.

#### SOFAB GROUP

In December 2016, the Group acquired a 50% stake in SOFAB Orthopédie, a historical and strategic industrial subcontractor (see note 1). The acquisition price for the 50% was  $\notin$  1,670,000. There is a firm undertaking to purchase and sell the remaining 50% valued at  $\notin$ 1,700,000. The goodwill recognised in connection with this acquisition amounts to  $\notin$  2,064,000.

#### **Development expenses**

Given the criteria outlined in note 3.6, development costs totalling €2,754,000 as at 30 June 2017 were included in intangible assets. These expenses were included in intangible assets in progress and in development costs. These costs are amortised over 4 to 10 years. Treatment of these expenses as at 30 June

2017 was based on best estimates regarding completion of the projects as at the date of preparation of the financial statements.

# Other intangible assets

In thousands of euros	30 june 2016	Purchases (net allocation)	(Disposal)/ profit from disposal	Currency translation adjustements	Changes in perimeter and reclass	30-june 17
Concession and patents	10,028	1,888	2	0	189	12,104
Stock in trade	557					557
Development expenses	1,063	228		-18	90	1,363
Other intangibles assets	4,328	8			3,707	8,043
Intengible assets in progress	7,200	3,044		0	-3,954	6,291
Gross values	23,176	5,169	2	-18	33	28,358
Concessions, and patents	6,654	1,099	2	-1	23	7,774
Stock in trade	114					114
Other intangibles assets and						
development cost	2,300	1,255		-10		3,545
Amortisation and						
depreciation	9,068	2,354	2	-10	23	11,433
NET VALUES	14,110	2,814		-8	10	16,926

# NOTE 16. TANGIBLE FIXED ASSETS

# Tangible fixed assets

In thousands of euros	20 inno 2016	Purchases (net	(Disposal)/ profit from	Currency translation	Changes in perimeter and reclass	20 inno 17
	<b>30 june 2016</b>	allocation)	disposal	adjustements	and reclass	<b>30-june 17</b>
Land	436	193				629
Constructions	4,940	3,807				8,747
Technical fixtures and						
fitings	48,564	16,813	6,642	-76	1,379	60,038
Other tangible fixed assets	4,613	476	5	-3	696	5,778
Fixed assets in progress	213	3,211	91		-35	3,297
Gross values	58,766	24,500	6,738	-79	2,040	78,489
Land	37	14				52
Constructions	941	422		2		1,365
Technical fixtures and						
fitings	27,861	7,471	1,376	-55	512	34,413
Other tangible fixed assets	2,616	596	5	-4	329	3,533
Amortisation and						
depreciation	31,456	8,502	1,380	-57	841	39,364
NET VALUES	27,310	15,997	5,357	-22	1,199	39,125

"Changes in scope and other changes" relate to reclassification of fixed assets under construction over the previous period.

# NOTE 17. INVENTORY

In thousands of euros	30 june 2016	30 june 2017
Raw materials	1,299	1,881
In process stock	17,532	23,707
Intermediate and finished product stock	29,141	26,892
Gross values	47,972	52,480
Depreciation	2,671	1,758
Net stock and in-process	45,300	50,721

## NOTE 18. RECEIVABLES

#### Accounts receivables

In thousands of euros	30 june 2017	30 june 2016
Gross value	16,997	21,388
Depreciation	929	438
Net value	16,068	20,950

Current tax assets essentially comprise research tax credits and employment competitiveness tax credits.

Accounts receivable due within one year.

#### Other current assets

In thousands of euros	30 june 2017	30 june 2016
Tax liabilities (excluding tax on benefits)	2,665	3,208
Social securities liabilities	59	47
Pre payment	1,045	1,173
Advances payment and instalment	166	517
Other current assets	1,203	1,259
Total	5,136	6,205

Given the type of these trade debtors and their due dates, it is considered that their book value after possible depreciation corresponds to their fair value.

## NOTE 19. CASH AND CASH EQUIVALENTS

In thousands of euros	30 june 2017	30 june 2016
Marketable securities	13,170	425
Bank accounts and other cash assets	28,458	31,655
Total	41,627	32,080

#### NOTE 20. CAPITAL AND RESERVES

The share capital is  $\notin$  469,298.52, divided into 46,929,852 shares, each with a nominal value of one cent, all fully paid up.

In accordance with the terms of the Extraordinary Shareholders Meeting of 9 December 2015, the Board of Directors meeting of 27 July 2016 decided to allocate 1,407,897 free ordinary shares of the Company for the benefit of the 4 employees of the Company. The allocation is subject to presence and performance criteria (EBITDA, revenues), and the vesting period is 2 years. The share price as at the date of the meeting of 27 July 2016 was  $\in$ 3. Depending on the performance indicators, the estimated number of shares to be issued during the first year would be 800,154 shares at 30 June 2017.

#### NOTE 21. BORROWINGS

This note provides details on the contractual terms of borrowings undertaken by the Group that are subject to interest, and which are valued at amortised cost.

## Breakdown of debt by type

	30-june-17		30-june-16	
	Non		Non	<b>a</b>
In thousands of euros	courants	Courants	courants	Courants
Convertible bon issuances				
Unitranche bond inssuance	94,354		63,481	
Accrued interest on Unitranche bon inssuance	268		567	
Borrowing with credit establishment	9,395	422	5,000	10
Debt obligations in relation to acquisitions or subsidiaries	1,700			4,100
Debts obligation under finance leasing	11,546	2,174	6,756	1,256
Total	117,262	2,596	75,803	5,366

As at 30 June 2017, the fair value of rate hedging instruments totalled ( $\notin$ 505,000) before deferred tax, or ( $\notin$ 364,000) after deferred tax, included in the liability (derivative), with a corresponding booking to capital and reserves.

Amplitude Surgical finalized in early December 2016 a new  $\notin 65$  million bond issue, offering the Group a  $\notin 30$  million package to pursue its international expansion and enabling the early repayment of  $\notin 35$  million in old debt (see activity report).

Financial debts for acquisition of subsidiaries concern Amplitude Brazil and the companies of the group SOFAB Orthopédie SAS.

## Covenant

The Group made undertakings under its Unitranche loan agreement to comply with the following financial ratios: the gearing ratio, which refers to net total debt divided by EBITDA. At 30 June 2017, this ratio, which is required by the Unitranche loan agreement, is complied with.

# NOTE 22. BANK FUNDING AND FACTORING

In thousands of euros	30 june 2017	30 june 2016
FACTORING financial debts*	1,793	441
Dailly cash advances		
Bank funding	17	9
Total	1,810	450

\*Within the IFRS consolidated financial statements, the Group progressed towards offsetting of the following elements:

- financial debt in relation to factoring (entirety of the portfolio of accounts receivable factored);
- account factoring in progress (available for use by the company); and
- reserve accounts and provision funds.

This treatment allowed debts to be included in the IFRS consolidated balance sheet for only the amount of the payment received by the Group on an open factored account.

On 30 June 2016, the reserve accounts and provision funds totalled  $\notin$ 7,450,000 and the financial debt  $\notin$ 8,332,000 i.e. a debt in relation to factoring recorded in "Factoring finance debts" of  $\notin$ 441,000.

At 30 June 2017, the amount of factored debt was  $\notin 3,296,000$ , and accounts receivable totalled  $\notin 1,503,000$ , being a net debt of  $\notin 1,793,000$ , included in "Bank funding and factoring".

On 25 June 2016, the factoring agreement was the subject of an amendment rendering it deconsolidating, given the quality of the customer portfolio. At June 30, 2016, the outstanding factored debt not reported as financial debt amounted to  $\notin$ 440,000 compared to  $\notin$ 5,274,000 at 30 June 2017. This amount is recorded less trade receivables.

#### NOTE 23. DERIVATIVES

The Group subscribes to swap type interest rate hedging instruments. The aim of these is to protect the Amplitude Surgical Group from the interest rate increases to which it is exposed through its loans.

Derivatives qualified as cash flow hedges, in the meaning of IAS 39, totalled €46 million as at 30 June 2017 and €51 million as at 30 June 2016.

The fair value of derivatives is included as a balance sheet liability under the heading "Derivative".

For the qualified hedging derivatives under IFRS:

- The consideration for the efficient portion of the change in the fair value of derivatives designed to hedge future periods is included in capital and reserves under ("Other items in the statement of other income").
- Changes in fair value of the time value of options, and the inefficient portion of hedging relationships are included in income.

For derivative instruments not designated as hedging instruments, changes in the value of the derivatives are included in income.

	30 june 2017		30-june 2016	
In thousands of euros	Assets	Liabilities	Assets	Liabilities
Rate dérivatives (fair value)		505		1,041
Non hedging derivatives				
Total		505		1,041

## **NOTE 24. EMPLOYEE BENEFITS**

The total amount of all benefits conferred on employees in the form of severance pay on retirement, and, assuming that the Company will still be in existence at the retirement age of the employees, was  $\notin$ 445,000 inclusive of social security contributions as at 30 June 2017.

This amount is fully included in provisions for risk and expenses.

#### NOTE 25. PROVISIONS FOR RISK AND EXPENSES

#### **Closing balance**

In thousands of euros	30 june 2017	30 june 2016
Provisions for non-current risks and expenses	14,470	20,877
Dispute, DM promotion tax	14,025	11,426
Dispute, buyback of amplitude shares in Australia		9,000
Employees benefits	445	451
Provisions for current risks and expenses	1,649	597
Provisions for legal disputes	1,608	562
Other current provisions	42	35
Total	16,119	21,474

#### Changes in financial year end

In thousands of euros	
Value at june 2015	9,870
Allocations	11,506
Write back used	11
Write back not used	
Changes in group structure	108
Valeur au 30 juin 2016	21,474
Allocations	3,798
Write back used	9,090
Write back not used	
Changes in group structure	-63
Valeur au 30 juin 2017	16,119

#### **Provisions for risk**

Provisions were made during the financial year to cover business and commercial risks, or risks associated with legal disputes in progress, by analysing the files kept by the company's management.

#### **Commercial legal dispute**

During financial year 2012/2013, Amplitude was ordered by the court of first instance to pay the sum of  $\notin$ 1.4m in a litigation relating to the severing of commercial ties. The Amplitude group appealed the ruling. Given the evidence against the opposing party in the litigation, the directors had made a provision voluntarily limited to  $\notin$ 450,000. The Grenoble Court of Appeal ruled on 7 September 2017 that Amplitude SAS was liable to pay the claimant  $\notin$ 1,150,000 including interest. The provision is thus supplemented by  $\notin$ 700,000.

# Tax legal dispute over marketing of MD

On 7 November 2013, the Social Security Appeals Tribunal of Valence ordered Amplitude SAS to pay a total of  $\notin$ 981,000 to the URSSAF, in relation to an assessment for back contributions relating to the years 2006, 2007 and 2008, under Articles L 245-5-1 and L 245-5-2 of the French Social Security Code. The Company appealed the ruling and is contesting the inclusion, in the calculation of social security contributions, of commissions paid to selling agents (the Company considers such commission payments to be outside the scope of Articles L 245-5-1 and L 245-5-2 of the French Social Security Code).

During 2014, the Company underwent a new URSSAF audit covering the period from 1 January 2011 to 1 June 2014. At the end of the audit, the Company received a new notice of assessment, dated 23 October 2014, in respect of the same contributions. The amount of the assessment for the period covered by the audit totalled  $\notin$ 4,947,000 (excluding late payment penalties, which totalled  $\notin$ 554,000).

As at 31 December 2014, the total amount assessed by the URSSAF against Amplitude was €6,482,000 (including late payment penalties) for the years 2006, 2007, 2008, 2011, 2012, 2013 and 2014.

Details of the URSSAF assessment are as follows (the amounts detailed below for the years 2011 to 2014 do not include late payment penalties):

Periods	Statuts of case	Total at stake (thousands of euros)	Total assessment includinf late interest
2006 to 2008	Unfavourable ruling from Valence TASS – Appeal		
2000 10 2000	Lodged by group in progress	981	981
Sub total		981	981
2011	Adjustment notice received october 2014 – appeal lodged by Group in progress before appeals		
	commision	1,331	
2012		1,296	
2013		1,366	
2014		954 (*)	
Sub total		4,947	5,501
Total adjustments		5,928	6,482

(\*) Authorities' estimate based on 75% of contributions recalculated by the URSSAF in respect of 2013

The Company is appealing the basis of these quasi-tax contributions assessed by the tax authorities, which erroneously treat selling agents like salaried employees.

On the basis of this, and the opposing arguments, the Company had limited the provisions made to the total amounts of the salaries effectively declared by the agents, while waiting to receive a favourable ruling in this dispute. However, following the new assessment, in light of the amounts involved, and in strict adherence to the principles of prudence, the Company decided to make a provision for the entire amount of the dispute, including amounts previously and recently assessed, penalties and late payment interest, in addition to any further amounts which the authorities could assess in respect of non-prescribed periods up until the closing date of these annual financial statements.

This additional provision for a total of  $\notin 2,599,000$  on 30 June 2017 is included in the statement of profit and loss under the heading "Non-current operating expenses", ; the Company will make provisions for future amounts based on the methods used by the Authorities in their calculation of the assessment, for as long as the case continues before the Tribunal.

Hence, as at 30 June 2017, a provision for this risk was made in the amount of €13,925,000. The provision made by the Group in relation to this legal dispute is analysed as follows:

Provisions	Balance
30-juin-13	952
31-déc13	1,049
30-juin-14	1,145
30-juin-15	9,051
30-juin-16	11,426
30-juin-17	14,025

Since this tax is not deductible against the Company's taxable profit, no deferred tax has been booked.

At the same time, the Company is appealing the basis on which this tax is being applied to the marketing of medical devices, the aim of which, as claimed by the Ministry of Health, is to allow surgeons to fit recommended implants with precision. However, in the field of orthopaedic surgery, surgeons' recommendations are dictated solely by the existence of clearly identifiable pathologies in patients, and are never, at any stage, influenced by the actions of "commercial marketing" of their manufacturers.

#### Favourable ruling in Amplitude's legal tax dispute with the URSSAF

With regard to the tax dispute between Amplitude and the Rhône office of the URSSAF, the Grenoble Court of Appeal issued a ruling in favour of Amplitude on 8 September 2015. It dismissed the case which had been brought on 21 December 2010, and, in doing so, also dismissed the assessments that had been raised. The Court concerned itself only with arguments of form, and made no judgments regarding arguments of substance. Furthermore, the Judge stated that there was no longer any need to forward the QPC which had been filed with them. The Rhône URSSAF decided in November 2015 to appeal the ruling.

The case pleaded in court on 14 June 2017 was set aside for deliberation until 13 September 2017.

By a judgment dated 15 December 2016, the second civil division of the Court of Cassation has (i) quashed and annulled, in all its provisions with the exception of those stating that there is no need to transmit the QPC, the ruling handed down on 8 September 2015 by the Grenoble Court of Appeal and (ii) referred the case to the Chambéry Court of Appeal. The Chambéry Court of Appeal, in a judgment dated 12 September 2017, upheld the judgment of the Valence TASS.

Amplitude SAS has appealed in cassation against this decision.

#### Dispute with the minority shareholders of the subsidiary Amplitude Australia

As referred to in note 1, the Group had a dispute with the minority shareholders of the subsidiary Amplitude Australia (Austofix) on the buy-back of 25% of the equity interest.

The Company finalized a settlement agreement with Austofix, a minority shareholder of Amplitude Australia Pty on 28 February 2017 (see note 1). The litigation provision was reversed by K€9,000.

#### NOTE 26. ACCOUNTS PAYABLE AND OTHER CREDITORS

In thousands of euros	30 june 17	30 june 16
Trade creditors	16,176	23,830
Tax liabilities (excluding tax on benefits)	1,912	1,138
Social securities liabilities	4,378	3,967
Fixed asset suppliers	2,585	1,843
Deferred revenue	13	96
Current accounts outside the group	826	
Other current liabilities	2,742	2,658
Total	28,631	33,532

For trade accounts payable, the Company has determined that amortised cost constitutes a reasonable estimation of their fair value.

# NOTE 27. RELATED PARTY TRANSACTIONS

No transaction between related companies was carried out during the period.

# NOTE 28. OFF-BALANCE SHEET LIABILITIES

#### **Financial commitments**

The Amplitude Surgical Group made the following financial commitments:

- Transfer of key individual insurance (€5,000,000)
- Commitment to pay rents: €674,000

In respect of a Unitranche debt of €65,000,000;

- Pledging of Share accounts,
- Pledging of bank accounts, and
- Pledging / transfer of key individual insurance.

Under the loans granted by BPI France: €400,000 warranty deduction

#### Undertaking to purchase shares

As at 30 June 2016, there was an undertaking to purchase the additional shares of the Company SOFAB Orthopédie SAS. This transaction is detailed in Note 15.

# NOTE 29. GROUP COMPANIES

Company and legal structure	SIREN (company registration number)	Registered office	Methods of consolidation applied	% control 30 june 2017	% control 30/06/2016
Amplitude Surgical (ex				Société	Société
Orthofin 1)	533.149.688	France	Parent company	mère	mère
Amplitude	414.448.464	France	Full consolidation	100.0%	100.0%
Amplitude GMBH	NA	Allemagne	Full consolidation	100.0%	100.0%
Amplitude Australia Pty	NA	Australie	Full consolidation	75.0%	75.0%
Amplitude Brésil	NA	Brésil	Full consolidation	100.0%	100.0%
Amplitude Suisse	NA	Suisse	Full consolidation	100.0%	100.0%
Amplitude Benelux	NA	Belgique	Full consolidation	100.0%	100.0%
Novastep	752.292.797	France	Full consolidation	69.0%	69.0%
Novastep Inc.	NA	Etats-Unis	Full consolidation	85.0%	85.0%
Matsumoto Amplitude Inc.	NA	Japon	Full consolidation	80.0%	80.0%
Amplitude Afrique du Sud	NA	Afrique du Sud	Full consolidation	100.0%	100.0%
Amplitude Roumanie	NA	Roumanie	Full consolidation	100.0%	/
Sofab Orthopédie SAS	822.921.383	France	Full consolidation	100.0%	/
Firm Industrie	523.415.073	France	Full consolidation	100.0%	/
Poli-Tech	448.895.474	France	Full consolidation	100.0%	/
Poli-Alpes	407.572.940	France	Full consolidation	100.0%	/
SCI Les Tilleuls	439.216.748	France	Full consolidation	100.0%	100.0%

Shareholdings in the companies Joint Research Ltd Ireland, Amplitude Orthopedics Corp. and Amplitude India Private Limited are not included within the consolidated accounts given their immaterial nature as at 30 June 2017.

# NOTE 30. SUBSEQUENT EVENTS

Amplitude SAS signed two letters of intent to purchase: the Duotech companies, signed on 8 March 2017, and the DMP company, signed on 13 July 2017. These two companies develop a technical services activity with surgeons regarding the use of instrumentation necessary for the placement of orthopaedic implants and medical devices.

No other significant events having an impact on the business activities, the financial position and results, or the assets and liabilities of the Group as at 30 June 2017 took place after the closing date of the accounts.

# NOTE 31. CONTINGENT LIABILITIES

In the course of its normal business activities, the Group is involved in legal proceedings and is subject to tax, customs and administrative audits. The Group makes a provision each time that a risk is identified and able to be quantified.

A legal dispute with the URSSAF is in progress in relation to an assessment for social security contributions under Articles L 245-5-1 and L 245-5-2 of the French Social Security Code. Details of this dispute are contained in Note 25.

#### Pending tax audit

Amplitude Surgical is subject to a tax audit for the period from 1 July 2013 to 30 June 2016. The administration's notification concerns:

- The payroll tax for the financial years ended in June 2015 and 2016
- The tax authorities have challenged the carry-forward of losses carried forward from the financial years ended June 2012, 2013 and 2014. Amplitude SAS disputed the validity of this position by letter dated 19 July 2017.

#### NOTE 32. ENVIRONMENTAL RISK

The Group had oversight for the analysis of rules and regulations relating to the protection of the environment, and did not anticipate any significant future event that might have an impact on its business activities, financial position or results, or assets of the Group.

## NOTE 33. STATUTORY AUDITORS' FEES

	MAZARS	DELOITTE
Amount in TTC		
	30-June-17	30-June-17
Audit		
Issuer	71,800	56,200
Sub total (1)	71,800	56,200
SACC provided at the request of the entity		
Issuer	11,200	1,200
Sub total (2)	11,200	1,200
TOTAL	83,000	57,400

# 6.2 REPORT OF THE STATUTORY AUDITORS ON THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

This is a free translation into English of the statutory auditors' report on the consolidated financial statements issued in French and it is provided solely for the convenience of English speaking users.

The statutory auditors' report includes information specifically required by French law in such reports, whether modified or not. This information is presented below the audit opinion on the consolidated financial statements and includes an explanatory paragraph discussing the auditors' assessments of certain significant accounting and auditing matters. These assessments were considered for the purpose of issuing an audit opinion on the consolidated financial statements taken as a whole and not to provide separate assurance on individual account balances, transactions or disclosures.

This report also includes information relating to the specific verification of information given in the group's management report.

This report should be read in conjunction with and construed in accordance with French law and professional auditing standards applicable in France

To the general shareholders' meeting of AMPLITUDE SURGICAL,

#### Opinion

In performance of the assignment entrusted to us by your shareholders' meeting, we have audited the attached consolidated financial statements of AMPLITUDE SURGICAL for the financial year ended 30 June 2017.

We hereby certify that the consolidated financial statements, in accordance with the IFRS standards as adopted by the European Union, give a true and fair view of the results of operations for the past financial year and of the financial position and assets and liabilities at the end of the financial year of all persons and entities included in the scope of consolidation.

The opinion expressed above is consistent with the content of our report to the Audit Committee.

#### **Basis of Opinion**

#### Audit standards

We have conducted our audit in accordance with professional standards applicable in France. We believe that the information we have gathered is sufficient and appropriate to form our opinion.

Our responsibilities under these standards are set out in the "Statutory Auditors' Responsibilities for the Audit of the Consolidated Financial Statements" section of this report.

#### Independence

We have carried out our audit mission in compliance with the independence rules applicable to us, over the period from 1 July 2016 to the date of issue of our report, and in particular we have not provided services prohibited by Article 5 (1) of Regulation (EU) No. 537/2014 or by the code of ethics of the auditing profession.

#### Observation

Without calling into question the opinion expressed above, we draw your attention to notes 1 "Entity presenting the financial statements - Significant events" and 25 "Provisions for liabilities and charges" to the consolidated financial statements, which set out the procedures for handling the ongoing litigation with the URSSAF and

relating to the contribution provided for by articles L. 245-5-1 and L. 245-5-2 of the French social security code (litigation relating to the tax known as "*taxe promotion des dispositifs médicaux*").

## Justification of assessments - Key audit points

Pursuant to the requirements of Articles L. 823-9 and R. 823-7 of the French Commercial Code relating to the justification of our assessments, we bring to your attention the key points of the audit relating to the risks of material misstatement which, in our professional judgment, were the most significant for the audit of the consolidated financial statements for the financial year, as well as the responses that we have provided to these risks.

These assessments were made in the context of the audit of the consolidated financial statements taken as a whole and the preparation of our opinion expressed above. We do not express an opinion on individual items in these consolidated financial statements.

## Valuation of goodwill - impairment tests

## Risk identified

As part of its creation and development, the Group carried out targeted external growth transactions and therefore recognized several goodwill items. These goodwill items, which correspond in this case to the difference between the price paid and the fair value of assets and liabilities at the acquisition date, have been allocated to two groups of cash-generating units (CGU), defined according to the Group's geographic location, i. e. the French market and international markets (see notes 3.4 and 15 to the consolidated financial statements).

At each financial year, the management ensures that the book value of these goodwill items, shown in the balance sheet for an amount of  $\notin$  92.5 million, is not higher than their recoverable amount and does not present any impairment risk.

The methods used to test for impairment and the details of the assumptions used are described in Note 3.4 to the consolidated financial statements. The recoverable amount was determined by reference to the value in use calculated on the basis of the discounted value of the expected cash flows of the groups of assets that made up the two CGUs.

The determination of the recoverable amount of the goodwill, which represents a particularly significant amount, requires significant judgment on the part of management, particularly with regard to the growth rate used for cash flow projections and the discount rate applied to them. We therefore considered the measurement of goodwill as a key point of the audit.

## Our response

We have reviewed the Company's methodology for compliance with current accounting standards.

We have also carried out a critical review of the methods of implementing this methodology and verified in particular:

- the comprehensiveness of the elements composing the book value of the CGU groups and the consistency of the determination of this value with the way in which cash flow projections have been determined for value in use;
- the consistency of cash flow projections with the economic and financial environment and the reliability of the estimation process by examining the causes of differences between forecasts and actuals;
- the consistency of these cash flow projections with management's latest estimates, as presented to the Board of Directors as part of the budget process;

- the consistency of the growth rate used for projected flows with market analyses and the consensus of the main players;
- the calculation of the discount rate applied to the estimated cash flows of the business by verifying that the various discount parameters composing the weighted average cost of capital of the groups of CGUs made it possible to approximate the reference rate for these groups of CGUs. As a result, we have relied on our valuation experts;
- the calculation and appropriateness of the sensitivity test on value in use, carried out by management to change in the main assumptions used.

## Valuation of work-in-progress and finished goods inventories

## Risk identified

The Group's inventories are shown in the consolidated balance sheet at 30 June 2017 for a gross amount of  $\notin$ 48 million, with an impairment charge of  $\notin$ 2.7 million. They consist mainly of outstanding amounts and intermediate and finished products, valued at cost of production and depreciated based on historical sales (see notes 3.9 and 17 to the consolidated financial statements).

Due to the nature of the business, the Group provides hospitals and clinics with surgical prostheses of different sizes (this is a regulatory obligation) that can lead to long rotation cycles for atypical sizes. In addition, the spare parts of the installation instruments (ancillaries) are stored so that the group can be able to handle their replacement.

The assessment of the depreciation percentage based on the number of months of sales in inventory requires the company's judgment in a context of rapid sales growth, both in France and in new territories.

There is therefore a risk that the net realizable value of certain references, corresponding to the sales price expected by the Group, may be lower than their manufacturing cost and therefore a risk of overvaluation of stocks of intermediate and finished products.

We considered this subject as a key point of the audit because any provisions arising from it are by nature dependent on assumptions, estimates or assessments made by the Group's management.

#### Our response

Our work consisted in assessing the data and assumptions used by management to determine the net realizable value and thus identify the items that should be recorded at this value.

#### We have:

- reviewed the internal control procedures in place to identify slow-moving or time-limited items;
- tested the effectiveness of key controls over these procedures;
- compared, on a test basis, the cost of items in stock with the net selling price charged;
- identified, based on a computer request, slow-moving items and verified their correct valuation at net realizable value when this is less than their weighted average unit cost of purchase or production cost.

# Provisions for liabilities and charges - Accounting treatment of the provisions of the AUSTOFIX agreement

# Risk identified

In accordance with note 25 of the notes to the consolidated financial statements, provisions are booked for disputes, the amounts of which are established in accordance with IAS 37 "Provisions". In particular, the Group was exposed to a dispute with AUSTOFIX, which arose during the financial year, as indicated in Note 1 "Entity presenting the financial statements - Significant events" to the consolidated financial statements.

This agreement, which resulted in a total payment of  $\in 8.8$  million, was recorded, in part, as non-recurring operating expenses for the portion corresponding to the indemnity paid to AUSTOFIX and, in the remainder, less shareholders' equity for the 25% stake acquired in the Australian subsidiary.

We have considered the unwinding of this dispute as a key point of the audit taking into account the amounts involved and the level of judgment required to break down the settlement agreement in the consolidated financial statements between the indemnity portion and the fair value of the investment.

## Our response

As part of our audit of the consolidated financial statements, our work consisted mainly in:

- reviewing the procedures implemented by the Group in order to identify and list all the elements relating to the final agreement;
- reviewing the risk analysis of the amount settled by the Group, its breakdown between the portion of the indemnity and that relating to the fair value of the investment, as well as the corresponding documentation;
- reviewing the independent appraisal of the subsidiary's value and Amplitude's reasons for choosing the amount booked;
- obtaining written consultations from the Group's external advisors in order to assess the sufficiency of the amounts recognized in relation to the absence of residual risk incurred by the Group;
- verifying the appropriateness of the information relating to this agreement presented in the notes to the consolidated financial statements.

# Verification of the Group information provided in the management report

In accordance with the professional standards applicable in France, we have also performed the specific verification required by law of information relating to the Group, as provided for in the Board of Directors' management report.

We have no observation to report on their truthfulness and consistency with the consolidated financial statements.

# Information resulting from other legal and regulatory obligations

#### Appointment of the statutory auditors

We have been appointed statutory auditors of AMPLITUDE SURGICAL by the General Meeting of 21 December 2011 for MAZARS and 14 December 2016 for DELOITTE & ASSOCIES.

As of 30 June 2017, MAZARS was in the  $6^{th}$  year of its continuous engagement and DELOITTE & ASSOCIES in the  $2^{nd}$  year, including 3 and 2 years respectively since the company's shares were admitted to trading on a regulated market.

# Responsibilities of the Management and persons representing corporate governance with respect to the consolidated financial statements

It is the responsibility of the Management to prepare consolidated financial statements that present a true and fair view in accordance with IFRS as adopted by the European Union, and to put in place such internal control as it deems necessary for the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

When preparing the consolidated financial statements, the Management is responsible for assessing the Company's ability to continue as a going concern, for disclosing in these financial statements, if applicable, the necessary information relating to the going concern and for applying the going concern accounting policy, unless it is planned to liquidate the Company or cease operations.

The audit committee is responsible for monitoring the financial reporting process and the effectiveness of internal control and risk management systems and, where applicable, internal audit with respect to the procedures relating to the preparation and processing of accounting and financial information.

The consolidated financial statements have been approved by the Board of Directors.

## Statutory auditors' responsibilities relating to the audit of the consolidated financial statements

## Audit objective and approach

It is our responsibility to prepare a report on the consolidated financial statements. Our objective is to obtain reasonable assurance that the consolidated financial statements taken as a whole are free from any material misstatement. Reasonable assurance is a high level of assurance, but does not guarantee that an audit conducted in accordance with professional standards will always detect any material misstatement. Abnormalities can be fraudulent or error-related and are considered material when they can reasonably be expected to influence, either individually or cumulatively, the economic decisions that account users make based on them.

As specified by article L. 823-10-1 of the French Commercial Code, our audit mission is not to guarantee the viability or quality of your company's management.

As part of an audit conducted in accordance with the professional standards applicable in France, the statutory auditor exercises his professional judgment throughout the audit. Furthermore:

- it identifies and assesses the risks of material misstatement in the consolidated financial statements, whether due to fraud or error, defines and implements audit procedures to address these risks, and collects information that it considers sufficient and appropriate to base its opinion upon. The risk of undetected material misstatement arising from fraud is greater than the risk of undetected material misstatement resulting from an error, as fraud may involve collusion, forgery, wilful omission, misrepresentation or circumvention of internal control;
- it takes into consideration the internal control procedures that are relevant to the audit in order to define audit procedures that are appropriate in the circumstances, and not to express an opinion on the effectiveness of internal control;
- it assesses the appropriateness of the accounting practices used and the reasonableness of the accounting estimates made by the Management, as well as the information provided in the consolidated financial statements;
- it assesses the appropriateness of Management's application of the going concern accounting policy and, depending on the information collected, whether or not there is significant uncertainty related to events or circumstances that could affect the Company's ability to continue as a going concern. This assessment is based on the information collected up to the date of its report, although it should be

kept in mind that future circumstances or events could affect the continuity of operations. If it concludes that there is significant uncertainty, it draws the attention of the readers of its report to the information provided in the consolidated financial statements about such uncertainty or, if such information is not provided or is not relevant, it issues a qualified certification or a refusal to certify;

- it assesses the overall presentation of the consolidated financial statements and assesses whether the consolidated financial statements reflect the underlying transactions and events in such a way as to give a true and fair view;
- with regard to the financial information of the persons or entities included in the consolidation scope, it collects information that it considers sufficient and appropriate to express an opinion on the consolidated financial statements. It is responsible for the management, supervision and conduct of the audit of the consolidated financial statements and the opinion expressed thereon.

# • Report to the Audit Committee

We submit a report to the Audit Committee, which includes the scope of the audit work and the work programme implemented, as well as the conclusions resulting from our work. We also bring to its attention, where appropriate, any material weaknesses in internal control that we have identified with regard to the procedures relating to the preparation and processing of accounting and financial information.

Among the elements disclosed in the report to the audit committee are the risks of material misstatement that we believe to have been the most significant for the audit of the consolidated financial statements for the year and which are therefore the key points of the audit. These points are described in this report.

We also provide the audit committee with the declaration required by Article 6 of (EU) Regulation No. 537-2014 confirming our independence, within the meaning of the rules applicable in France as set out in Articles L. 822-10 to L. 822-14 of the French Commercial Code and in the code of ethics of the auditing profession. Where appropriate, we discuss with the audit committee the risks to our independence and the safeguards applied.

Signed in Lyon and Villeurbanne on 30 October 2017

The Statutory Auditors

MAZARS

**DELOITTE & ASSOCIÉS** 

Pierre BELUZE

Dominique VALETTE

# Chapter 7 FINANCIAL STATEMENTS

# 7.1 FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2017

# 7.1.1 Balance sheet

Assets		Period			Previous period	
	100010		Gross Amount	Depr. or Allow.	Net amount	at: 30/06/2016
	Uncalled subscribed capital					
	Intangible fixed assets	Start up costs Research and development costs Franchises, patents and similar assets Goodwill (1) Other intangible fixes assets Intangible assets in progress Advance payments on intangible fixed assets				85,458,545
Fixed assets	Financial fixed assets Tangible fixed assets	TOTAL Land Buildings Industrial fixtures and equipment Other tangible fixed assets Tangible fixed assets in progress Advance paymments on tangible fixed assets TOTAL Investments measured using the equity method Other investments Loans to group and related companies Investments held in portfolio for the long term Other investments Loans Other financial assets	93,594,738		93,594,738	<b>85,458,545</b> 8,136,193 17,545,782
	Ē	TOTAL	111,768,861		111,768,861	25,681,975
		Total fixed assets	111,768,861		111,768,861	111,140,521
Si	Inventories	Raw material and supplies Work in progress (goods) Work in progress (services) Finished goods and by-production Merchandise				111,110,521
Isset	Advar	ices to suppliers				
Current assets	Other Receveibles	Trade accounts receivable Other receivables Unpaid called capital TOTAL Marketable securities (of which own shares :) Cash instruments Available funds	72,125,376 <b>72,125,376</b> 13,345,214 16,414,950	6,445	72,125,376 <b>72,125,376</b> 13,338,769 16,414,950	896 68,252,517 <b>68,253,413</b> 424,592 13,825,943
		TOTAL	29,760,164	6,445	29,753,719	14,250,536
Prepai	d expens	Ses	53,142		53,142	55,427
		Total current assets	101,938,684	6,445	101,932,238	82,559,377

Deferred charge Premiums on re rate differences	edemption of borrowings Exchange	1,704,067		1,704,067	2,013,613 2,373
	TOTAL ASSETS	215,411,613	6,445	215,405,167	195,715,884
References:		<ul> <li>(1) Of which lease rights</li> <li>(2) Of which portion at less than 1 year (gross) of financial assets</li> <li>(3) Of which receivables at over 1 year</li> </ul>		18,174,122	67,894,239
Title retention clause Fixed assets Inventories Accounts receivable					

	Liabilities	Period	Previous period
	Share capital (of which paid up :469,298Share premiums (mergers, contributions)8Revaluation variance8Emiltiple reserves8	469,298 144,542,186	469 298 144,542,186
Shareholder's funds	Equity reserve Reserves Legal reserve Statutory reserves Tax regulated reserves Other reserves	46,929	46,929
Share	Profit and loss account brought forward Previous results not yet alloted	-26,167,523	-13 857 489
	Result for the financial year (profit or loss) Net worth before allocation	-3,307,403 <b>115,583,487</b>	-12 310 034 <b>118 890 890</b>
	Investment grants Special provision for tax purposes		
	Total	115,583,487	118,890,890
Other funds	Subordinated equity Advances subject to covenants		
0	Total		
Provisions	Provisions for risks Provisions for future costs	89,016	9,002,373 65,524
Pr	Total	89,016	9,067,897
	Financial liabilities Convertible debenture loans Other debenture loans	1 (02	924
	Borrowing from credit institution Other borrowings	1,683 96,325,780	824 66,060,820
liabilities	Total	96,327,464	66,061,644
ilidi	Advances received on orders		
Lia	Trade accounts payable and related liabilities	394,430	505,184
	Taxes and social debts Liabilities related to fixed assets	3,008,173	1,155,099
	Other debts Cash instruments	2,595	24,826
	Total	3,405,199	1,685,111
	Income recorded in advance		
	Total liabilities and income recorded in advance Exchange rate differences liabilities	99,732,663	<b>67,746,755</b> 10,340
	TOTAL LIABILITIES	215,405,167	195,715,884

Leasing for buildings Leasing for other equipment		
Non expired discounted notes receivable		
Deferred debt and income, except (1) at more than on	e year 96,057,633	65,888,601
at less than one	year 3,675,030	1,858,154
References: (2) of which current bank assistance and bank credit balances		
(3) of which equity loans		

# 7.1.2 Income statement

		France	Export	Total	Previous period
	Sales of purchased goods				
	Sales of manufactured goods				
	Sales of services	2,220,617		2,220,617	2,183,81
_	Net sales	2,220,617		2,220,617	2,183,81
berating inco	Changes in stock of manufacture Production of fixed assets capital Partial profits on long term contra Trading incentive grants Write back of depreciation, provi Other income	ised	charges	271,127 10,900	40,369 19,962
			Total	2,502,646	2,244,14
	Goods Purchases Change in inventory Raw materials and other supplies Other purchases and expenses	Purchases Change in invent	ory	1,122,707	965,879
Itio	Taxes			18,499	34,39
oita	Wages and salaries			1,051,715	1,020,00
[d]	Social security charges			669,451	406,63
l'ey	Depreciation • on fixed asset	s Depreciation		1,575,341	386,24
esc	• on current assets: provi	1	18		, i i i i i i i i i i i i i i i i i i i
arg	Provisions • for risks and f	uture costs: provisior	18	23,492	14,22
ປິ L	Other expenses			19,232	1
			Total	4,480,440	2,827,39
		(	Operating result A	-1,977,794	-583,24
	Profit attributed or loss transferred Loss attributed or profit transferred		B C		
	From shares in group companies			556,182	584,96
	From other investments			628,340	635,46
inc	Interests and similar incomes	aformed oborrood		7,999	85,80
al	Write back of provisions and tran Exchange gain	sterreu charges		10,683	3
nci	Net profit on disposals of current	financial investment	te.	53,631	5,52
ina	Net profit on disposais of current	inialiciai nivestilicii	Total	1,256,837	1,311,80
	Increase of provisions against fin	ancial assets	10141	6,445	7,99
	Interests payable and similar char			5,122,561	4,874,31
cial	Exchange loss	500		19,296	4
anc	Net losses on disposals of current	t financial investmen	ts	65,537	75,30
Financial	ľ		Total	5,213,841	4,957,67
_		Net finan		-3 957 003	-3,645,87
	JLT OF ORDINARY OPERATION	IS BEFORE CORPOR	RATE TAX ON	-5 934 798	-4,229,12
	FIT (±A+B-C±D)EOn operating items				
	On capital items				4,45
ept	Write back of provisions and tran	sferred charges		9,000,000	1,10
EX .	r		Total	9,000,000	4,45
na	On operating items			7,121,423	454,40
tio	On capital items			101,451	66
cep	Depreciation and provisions				9,000,00
ĒX	-		Total	7,222,874	9,455,06
		Net exce	ptional result F	1 777 125	-9,450,61
	oyees' profit sharing plan		G		
	orate tax on profit		Н	-850,269	-1,369,70
PRO	FIT OR LOSS ( $\pm E \pm F - G - H$	.)		-3,307,403	-12,310,03

# 7.1.3 Annexes

7.1.3.1 Highlights

# Significant events during the financial year

The major highlights occurring during the course of the financial year were as follows:

# Follow-up of pending disputes

Reversal of the  $\notin$ 9,000,000 provision for risks and charges posted on 30 June 2016 in connection with the dispute with the Australian minority shareholder further to the finalization of a settlement agreement dated 28 February 2017 for an amount of  $\notin$ 8,790,000 (see note at section 2.2.6).

# Issuance of new bond loan

Finalization of a new issuance of bonds for  $\in$ 65 million and partial early redemption for  $\in$ 35 million of the bond loan issued in September 2014.

# Allotment of free shares

Allotment of 1,407,897 free ordinary shares of the Company, subject to presence and performance criteria, within a maximum term of 2 years to four employees of the Company (see note at section 4.10)

# Tax Audit

Tax audit undergone over the period from 1 July 2013 to 30 June 2016.

- Notification regarding the payroll tax for the financial years ended in June 2015 and 2016. A provision was recorded in such respect (see note in section 2.2.8).
- The tax authorities have challenged the carry-forward of losses from the financial years ended June 2012, 2013 and 2014. Amplitude SAS disputed the validity of this position by letter dated 19 July 2017.

# **Events post-closing**

No event likely to have a significant influence on the financial situation occurred since the date of closing.

# Accounting principles, rules and policies

The financial statements for the financial year ended 30 June 2017 have been prepared in accordance with the rules of the French Authority of Accounting Standards (Autorité des Normes Comptables) No. 2014-03 of 5 June 2014, as complemented at the date of issuance of such financial statements.

General accounting conventions on the principle of prudence have been applied, on the basis of the following assumptions:

- going concern,
- consistency of use of accounting principles in each financial year,
- independence of financial years,

and in compliance with the general accounting principles governing the preparation and presentation of financial statements.
All elements within the financial statements are valued using the historical cost convention.

The main principles used were as follows:

#### Issuance expenses

With regard to bond issuance costs, the Company opted to spread these across the lifetime of the bonds. These costs were first booked to banking expenses. In terms of accounting treatment, they were carried on the bond issuance costs balance sheet account, after which they were amortised on a straight-line basis over the period of the lifetime of the bonds.

# Provisions for risk and expenses

These were made in accordance with the opinion of the CNC published on 20 April 2000.

- "a provision is a liability, the amount and due date of which are unspecified.
- a liability is an element of a company's asset base which has a negative economic impact on the company, namely an obligation on the part of the company with respect to a third party where there is the likelihood or certainty that it will result in an outflow of funds to that third party, with no corresponding consideration expected from them".

#### Investments

The gross value of investments is, on the one hand, their purchase price, if they are purchased for a consideration, or the market value if they are contributed in kind and, on the other hand, any directly attributable costs (such as the following costs: transfer, deed, and other fees, and commissions). For tax purposes, the cost of purchase of investments were amortised over five years starting from the date of purchase, using an accelerated depreciation method.

Where there was a loss of value, a value test had to be carried out. The value of the investment inventory was then calculated, as necessary, on the basis of a number of different criteria, using the following valuation methods: the discounting of projected available cash flows, the financial ratios of comparable companies, and the comparable transactions methods.

Where the calculated value of the inventory was lower than the gross value, a depreciation provision was made for the difference.

#### Receivables and payables

Receivables and payables were valued at their nominal value.

Receivables were depreciated using a provision where the value of the inventory was lower than the net book value.

#### *Change in accounting methods*

Further to ANC Rule 2015-06, technical losses from simplified mergers at the benefit of Amplitude Surgical were allocated, at 1 July 2016, to the Amplitude SAS equity securities (see note 2.1.4).

The impact on the presentation of the financial statements is a reclassification by €85 million from intangible assets to financial assets (see note 2.1.1).

The total fixed assets were not impacted.

# 7.1.3.2 Information relating to the balance sheet

# i. Assets

# Intangible assets - Principal changes

In thousands of euros	30 June 2016	Purchases / (net allocations)	(Disposals)/profit from disposals/transfers	30 June 2017
Concessions and patents Stock in trade Development expenses	85,458		85,458	0
Other intangible assets Intangible assets in progress			07.470	
Gross values Concessions and patents Stock in trade	85,458		85,458	0
Other intangible assets and development costs				
Amortisation and depreciation NET VALUES	85,458		85,458	0

# Set-up costs

These costs include: - Nil.

# **Research and development costs**

These costs include:

- Nil

# **Goodwill – Merger costs**

# In euros

Absorbed Company	Merger costs Profit
AEM Médical	19,474,878
Amplitude Group	14,679,080
OrthoFin II	8,518,356
OrthoManagement	1,069
Merger cost ( <i>Mali de Fusion</i> ) from Absorbed Company	
Amplitude cadre	949,877
FInancière Prothée	182,435
Amplitude Finance	41,652,851
TOTAL	85,458,545

These mergers were carried out within the context of the legal restructuring of the Group in accordance with the terms of the agreement dated 4 May 2015, and the addenda dated 13 May 2015.

These technical losses from simplified mergers at the benefit of Amplitude Surgical were allocated, at 1 July 2016, to the Amplitude SAS equity securities for an amount of €85.5 million.

# Depreciation

Fixed asset type	Method	Duration
Company formation costs		
Start-up costs		
Capital increase costs		
Research and development costs		
Tenancy rights		
Stock in trade		
Software		

# Tangible fixed assets. Main changes

The main investments undertaken during the course of the financial year were:

Fixed asset type	Tota	Totals			
	Direct investments	Lease finance.			
Transport equipment		4			
Office materials		<b>/</b>			
Total		0			

Tangible fixed assets. Depreciation

Fixed asset type	Method	Duration
Construction		
Materials and tools		
Fixtures and fittings		
Transport of materials		
Office materials		
Office furniture		

# List of associates and shareholders

In euros

Company	Shareholders' equity	Capital retained	Net value of investments	Revenues excluding tax brought forward	Profit brought forward	Dividend retained for year
Amplitude SAS	2,438,132	100%	8,035,265	76,990,111	319,617	0
SCI Les Tilleuls	54,297	99%	100,928	633,333	32,551	32,551 (1)

(1) SCI les Tilleuls profit transferred to Amplitude SAS.

# **Equity securities**

The value test carried out (cf. paragraph 1.3 of section "Equity securities" of these notes) confirmed the amount booked to investments and, as at 30 June 2017, no provision was necessary.

# Other financial assets

Under the Group's financial restructuring programme, an intra-group loan totalling €16,405,110 was made between OrthoFin II, absorbed by Amplitude Surgical, and Amplitude SAS. In 30 June 2017, the loan plus capitalised interest totals €17,679,049.

This loan plus compound interest will be repaid by the borrower on the 8th anniversary of the date it was made (16th September 2014).

Provisioned accrued interest at 30 June 2017 amounts to €495,013.

# Discounted notes not yet due

Nil

# **Receivables assigned under guarantee (DAILLY)**

Nil

# Current assets - categorised by due date

	RE	CEIVABLES	Gross amount	Short term	Long term
ĽE	Receivables from equity interests				
	Loans				
INTANGIBLE ASSETS	Other financia	l assets	18,174,123		18,174,123
	Doubtful or di	sputed trade receivables			
	Other custome	er receivables			
	Receivables for given in guara	or securities loaned or ntee			
LAL	Staff and relat	ed receivables	3,500	3,500	
WORKING CAPITAL	Social security and other social organisations		180	180	
Ŋ		Tax on profits	3,185,437	3,185,437	
SKI	State and	Value Added Tax	57,773	57,773	
MOF	other public organisations	Other taxes, duties and similar payments			
		Miscellaneous	25,639	25,639	
	Group and associates		68,753,803	68,753,803	
	Sundry debtors		99,044	99,044	
Pre-pa	aid charges		53,143	53,143	
		Total	90,352,642	72,178,519	18,174,123

#### Accrued income

Interest on Amplitude loan:	€495,013
Interest on current accounts of associate companies:	€523,499
State – CVAE tax reimbursment:	€25,639
	€1,044,101

#### **Investment securities**

The "Amplitude Surgical SAS" Investment Securities are recorded at their historical cost in a value of  $\notin$ 173,691. The liquidating value of Investment Securities held on 30 June 2017 at the price of  $\notin$ 4.45 is  $\notin$ 169,131. This valuation represents a latent loss included in the financial provisioned for  $\notin$ 4,560.

The NATIXIS SICAV are recorded at historical cost of  $\notin 12,926,369$ . Asset value at 30 June 2017 amounts to  $\notin 12,924,483$ . Hence, an unrealized loss provisioned for  $\notin 1,886$ .

#### **Issuance expenses**

As stated in the introductory note (1.3), issuance costs will be amortised over seven years dating from 16 September 2014.

Initial expenses:	+€2,703,700
Amount amortised as at 30 June 2017:	- €60,087
Balance to be amortised as at 30 June 2017:	- €2,013,613
Expenses on loan issuance of €65 million of 30 June 2016	+€1,265,796
Issuance expenses recorded as losses further to the	
partial redemption of the initial loan	- €1,230,892
Amount amortized as at 30.06.2017	- €344,449
Balance to be amortized at 30.06.2017	€1,704,068

#### Management of the interest rate risk

The Group enters into "swap"-type interest rate hedging instruments. The purpose is to protect the Amplitude Surgical Group from rising interest rates to which it is exposed for its financing.

At 30 June 2017, the financing of fixed-rate variable-rate swap projects was as follows:

#### 30 June 2017

Cash flow hedges – financing of projects at variable rates swapped with fixed rates (in thousands euros)

Date processed	Туре	Direction	Nominal in progress (millions)	Currency	Start	Maturity	Time remaining (years)	Rate	Market value
25/02/11	SWAP	В	2.169	EUR	21/03/11	22/12/25	8.5	3.2900%	-335
25/02/11	SWAP	L	2.169	EUR	21/03/11	22/12/25	8.5	Euribor 3M	28
16/12/14	SWAP	В	10.000	EUR	16/12/14	18/09/17	0.2	0.0300%	-1
16/12/14	SWAP	L	10.000	EUR	16/12/14	18/09/17	0.2	Euribor 1M	-8
16/12/14	SWAP	В	15.000	EUR	16/12/14	17/09/18	1.2	0.0720%	-13
16/12/14	SWAP	L	15.000	EUR	16/12/14	17/09/18	1.2	Euribor 1M	-60
16/12/14	SWAP	В	10.000	EUR	16/12/14	17/09/18	1.2	0.0700%	-9
16/12/14	SWAP	L	10.000	EUR	16/12/14	17/09/18	1.2	Euribor 1M	-40
16/12/14	SWAP	В	8.500	EUR	16/12/14	16/09/19	2.2	0.1250%	-24
16/12/14	SWAP	L	8.500	EUR	16/12/14	16/09/19	2.2	Euribor 1M	-44
TOTAL			45.669						-505

B: Borrower

L: Variable-rate Lender

# *ii. Liabilities*

# Consolidated statement of changes in shareholders' equity

In euros	N-1	+	-	Ν
Capital	469.298	0	0	469,298
Statutory reserve	46,930	0		46,930
Issuance premiums	144,452,186	0	0	144,542,186
Carried forward	-13,857,489	-12,310,034,		-26,167,523
Profit	-12,310,034	-3,307,404	12,310,034	-3,307,404
Regulated provisions	0		0	0
Other				
Total	118,890,891	-15,617,438	12,310,034	115,583,487

# Capital

Capital is made up of 46,929,852 shares, each with a nominal value of 0.01 euro. During the financial year the changes were as follows: no changes during the financial year.

	Capit	Issuance	
	Number of shares	Capital in euros	premium in euros
Opening balance	4,929,852	469,299	144,542,187
Movement in financial year	0	0	0
Closing balance	46,929,852	469,299	144,542,187

#### **Tax-based valuations**

- Negative impacts on profit and shareholders' equity during the financial year

-	Taxable Profit for the financial year	+	- 4,128,877
-	Tax on profits at 33% <sup>(1)</sup>	+	0
-	Profit before tax	=	- 4,128,877
-	Changes in regulated provisions		0
-	Profit before tax-based valuations		-4,128,877

<sup>(1)</sup> Statutory tax rate applicable at end of year

#### **Provisions for risk and expenses**

In euros	Montant au début de l'exercice	Dotations de l'exercice	Reprises utilisées	Reprises non utilisées	Reprises par fonds propres	Montant à la fin de l'exercice
Pension provisions	30,579	16,825				47,404
Tax provisions	34,945	6,667				41,612
Provision for foreign exchange risk	2,373		2,373			0
Provision for Austofix risk	9,000,000		9,000,000			0
Total	9,067,897	23,492	9,002,373			89,016

# Summary of provisions for risks and charges

#### Undertakings made regarding retirement

The total amount of all benefits conferred on employees in the form of severance pay on retirement, and, assuming that the Company will still be in existence at the retirement age of the employees, was  $\notin$ 47,404 inclusive of social security contributions.

This amount is fully included in provisions for risk and expenses.

#### Australia - provision for risk

Dispute with the minority shareholder Austofix which holds 25% of the shares of Amplitude PTY in the process of buy-back of its shares.

The minority shareholder Austofix having refused to sign the contribution agreement, it challenged the agreement fixing the exchange parities, claiming indemnification for non-performance in the Australian courts.

Amplitude Surgical had engaged in legal proceedings with Austofix and had set aside a provision of  $\notin 9,000,000$  evaluated on the basis of the calculation used to estimate the debt according to the contractual provisions.

A settlement agreement with Austofix was signed on 28 February 2017. This agreement confirms the purchase of the remaining 25% of the capital of this subsidiary, as well as an indemnity to settle the dispute for a total amount of  $\in 8.79$  million.

# Financial obligations - Categorised by due date (in euros)

	Gross Total	Not exceeding 1 year	More than 1 year and not exceeding 5 years	More than 5 years
Convertible bonds				
Other bonds				
Borrowings with credit establishments				
- Originally up to 1 year max	1,683	1,683		
- Originally more than 1 year				
Miscellaneous borrowings and financial liabilities	96,325,781	81,800		96,243,981
Trade accounts payable	394,430	394,430		
Staff costs	98,901	98,901		
Social security and other agencies	428,033	428,033		
Tax on profits	2,335,168	2,335,168		
VAT	24,386	24,386		
Guaranteed bonds				
Other taxes and levies	121,685	121,685		
Amounts due on fixed assets				
Group and related companies				
Other debts	2,596	2,596		
Amounts due on borrowed or rep. (sic) securities Guarantor				
Deferred revenue				
TOTAL	99,732,663	3,675,030		96,057,633

# Bond loan of 9 September 2014

On 9 September 2014, within the context of its debt re-negotiation, OrthoFin II, which merged with Amplitude Surgical on 26 June 2015, issued 6,500 non-convertible bonds each with a nominal value of  $\notin 10,000$ , being a nominal total of  $\notin 65,000,000$ , with interest at a rate of 6% above EURIBOR applicable during the interest period, plus interest compounded annually at a rate of 0.75%, and maturing in 2021. These bonds were used to re-finance an existing senior bank loan as well as all of the existing mezzanine

bonds of the Group at the issuance date, to finance the general needs of the Group, and to finance all the costs and expenses related to them.

# Bond loan of 30 November 2016

At 30 November 2016, in connection with the refinancing transaction, Amplitude Surgical entered into the new bond loan for  $\in$ 65 million by issuance of 65 million bonds of  $\in$ 1 each, bearing interest at 5% and maturing on 30.11.2022.

The initial loan has been partly redeemed for  $\notin$ 35 million. The issuance costs of the initial loan, i.e.,  $\notin$ 2,704,000, had been spread over 7 years. Further to the transaction,  $\notin$ 1,231,000 concerning the initial portion of the loan that has been redeemed by anticipation have been recorded as a loss over the financial year.

The issuance costs of the new loan, i.e., €1,265,000, have been spread over its term, i.e., until November 2022.

# Guarantees

The bonds are guaranteed by:

- A senior pledge of the securities accounts in which any share issued by Amplitude SAS and held by Amplitude Surgical is registered.
- Pledging of bank accounts:
  - A senior pledge of bank accounts in respect of the balances of the entirety of bank accounts held by the Company;
  - A senior pledge of bank accounts in respect of the balances of the entirety of bank accounts held by Amplitude SAS;
  - A senior pledge of intra-group receivables in respect of receivables resulting from intragroup loans afforded to Amplitude and / or all other Group members by Amplitude Surgical;
  - A transfer of key person insurance in respect of Olivier Jallabert.

#### Expenses payable (in euros)

Captions	Total
ACCRUED HOLIDAY	
Holiday provisions	74,651
Provisions for Company expenses	30,983
Tax provisions	
ACCRUED INTEREST	
Borrowings and similar debt	
Group share of debt	
Non-group share of debt	
Amounts owing to partner	
companies	
Suppliers	
Associates and related parties	
Banks	1,683
Current bank funding	

Captions	Total
OTHER EXPENSES	
Accrued expenses	261,250
Discounts and rebates to be	2,596
granted, credit notes to be issued	
Employee shares	
Employees	10,553
Social security <sup>(1)</sup>	246,358
Other tax expenses <sup>(2)</sup>	117,094
Miscellaneous	
TOTAL	745,168

<sup>(1)</sup> Including a provision for employers' social contributions of 20% of the amount of the allotment of free shares, i.e., €240,046.

The calculation has been carried out based on the share price as at the date of the meeting of the Board of Directors of 27 July 2016, i.e.  $\in$ 3.

Depending on the performance indicators, the number of shares to be issued during the first year would be 64% of the total shares to be issued.

<sup>(2)</sup> Provision for tax audit. Reassessment of the tax on payroll further to notification.

7.1.3.3 Information relating to the income statement

#### Analysis of revenues

In euros

	France	Export and European Union sales	Total
Sales of Goods			
Sales of finished			
- Goods			
- Services	2,220,618		2,220,618
Net revenues	2,220,618		2,220,618

# **Charge transfers**

-	Transfer of expenses on loan issuance costs:	€220,019
-	Benefits in kind:	€36,365
-	2016 CVAE reimbursement provision:	€14,744

# Financial income (in euros)

	[]
Dividend income	0
SCI Les Tilleuls income	32,552
Interest on Amplitude & Tilleuls current account	523,630
Interest on Intra-group loan	628,340
Proceeds from VMP disposal	53,631
Reversal provision depreciation	8,000
Forex gains	10,683
Total financial income	1,256,836
Interest on €65,000,000 bond	4,853,133
Other bank interest	267,638
Interest on current account	0
Charges on VMP disposal	65,537
Other finance charges	8,237
Forex losses	19,296
Total finance charges	5,213,841
Financial income	-3,957,005

# **Exceptional income**

Exceptional costs, Austofix dispute	-€7,052,930
Reversal provision for Austofix dispute risk	+€9,000,000
Trade settlement indemnity	-€52,850
Tax reassessment – payroll tax	<b>-</b> €117,094
	€1,777,126

# 7.1.3.4 Other information

# Parent company details

As of 01.07.2011

SA Amplitude Surgical, 11 cours Jacques Offenbach, 26000 Valence.

SIREN number : 533149688

The group is made up as follows:

Company	Registered office	% control 30 June 2017
Amplitude Surgical	France	Parent company
Amplitude	France	100.0%
Amplitude GMBH	Germany	100.0%
Amplitude Australia Pty	Australia	100.0%
Amplitude Brazil	Brazil	100.0%
Amplitude Suisse	Switzerland	100.0%
Amplitude Benelux	Belgium	100.0%
Novastep SAS	France	69.0%
Novastep INC	USA	85.0%
Amplitude India	India	100.0%
Amplitude Orthopedics Corp	USA	100.0%
Matsumoto Amplitude Inc.	Japan	80.0%
Joint Research LTD	Ireland	100.0%
Amplitude South Africa	South Africa	100.0%
SCI Les Tilleuls	France	100.0%
Sofab Orthopédie	France	50%
Amplitude Ortho SRL	Romania	100%

#### Analysis of staff numbers as at 30 June 2017

	Salaried sales staff	Available staff
Managers	4	
Expert agents and technicians	-	
Employees	-	
Labourers	-	
Total	4	

#### **Director's compensation**

Compensation of Olivier Jallabert with effect from 25 June 2015.

Compensation of the Company's authorised representatives are not included in the annex since this information would permit individual compensation to be identified.

#### Loans made to senior executives

There were no loans made to the company's senior executives during the year.

# Tax grouping

With effect from 29 June 2011, the Company has been in a tax grouping arrangement with Amplitude SAS, Amplitude Surgical being the parent company. In accordance with the rules on tax grouping, the benefit afforded by this arrangement was enjoyed by the parent company.

Revenues recognised in relation to this arrangement for 2016/2017 totalled €850,000.

# **Deficits carried forward**

There were no carried forward deficits from any of the Group companies.

#### Deferred tax items

Details of pending items giving tax relief: Nil.

#### **Commitments already highlighted**

Note No.	Headings
2.1.12	- Discounted notes not yet due
2.1.13	- Receivables assigned - Dailly Act
2.2.5	- Adjustment
Nil	- Finance lease

# **Financial commitments**

In relation to the €65,000,000 bond issue carried out by Amplitude Surgical:

- Pledging of Amplitude Surgical shares.
- Senior pledge of bank accounts in respect of the balances of the entirety of bank accounts held by Amplitude Surgical.

# Free share plan

In accordance with the terms of the Extraordinary Shareholders Meeting of 9 December 2015, the Board of Directors meeting of 27 July 2016 decided to allocate 1,407,897 free shares to the 4 employees of the Company.

The allocation is subject to presence and performance criteria (EBITDA, Revenues)

The vesting period is 2 years.

The share price as at the date of the meeting of the Board of Directors of 27.07.2016 was €3.

Depending on the performance indicators, the number of shares to be issued during the first year would be 600,702 shares, i.e. 64%.

# 7.2 REPORT OF THE STATUTORY AUDITORS ON THE ANNUAL FINANCIAL STATEMENTS FOR THE FINANCIAL YEAR ENDED 30 JUNE 2017

This is a free translation into English of the statutory auditors' report on the financial statements issued in French and it is provided solely for the convenience of English-speaking users.

The statutory auditors' report includes information specifically required by French law in such reports, whether modified or not. This information is presented below the audit opinion on the financial statements and includes an explanatory paragraph discussing the auditors' assessments of certain significant accounting and auditing matters. These assessments were considered for the purpose of issuing an audit opinion on the financial statements taken as a whole and not to provide separate assurance on individual account balances, transactions or disclosures.

This report also includes information relating to the specific verification of information given in the management report and in the documents addressed to the shareholders.

This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards.

#### Report of the statutory auditors on the annual financial statements

Financial year ended 30 June 2017

To the general shareholders' meeting of AMPLITUDE SURGICAL,

#### Opinion

In performance of the assignment entrusted to us by your shareholders' meeting, we have audited the attached annual financial statements of AMPLITUDE SURGICAL for the financial year ended 30 June 2017.

We hereby certify that the annual financial statements, in accordance with the French accounting standards, give a true and fair view of the results of operations for the past financial year and of the financial position and assets and liabilities of the Company at the end of such financial year.

The opinion expressed above is consistent with the content of our report to the Audit Committee.

# **Basis of Opinion**

#### Audit standards

We have conducted our audit in accordance with professional standards applicable in France. We believe that the information we have gathered is sufficient and appropriate to form our opinion.

Our responsibilities under these standards are set out in the "Statutory Auditors' Responsibilities for the Audit of the Annual Financial Statements" section of this report.

#### Independence

We have carried out our audit mission in compliance with the independence rules applicable to us, over the period from 1 July 2016 to the date of issue of our report, and in particular we have not provided services prohibited by Article 5 (1) of Regulation (EU) No. 537/2014 or by the code of ethics of the auditing profession.

# Observation

Without jeopardizing the opinion expressed above, we draw your attention on node 1.3 "accounting principles, rules and methods - change in accounting methods" of the notes, which explains the change of accounting methods in relation to ongoing concerns and merger costs, father to the implementation of rule 2015-06 of the French Accounting Standards Authority (*Autorité des Normes Comptables*) of 23 November 2015.

# Justification of assessments - Key audit points

Pursuant to the requirements of Articles L. 823-9 and R. 823-7 of the French Commercial Code relating to the justification of our assessments, we bring to your attention the key points of the audit relating to the risks of material misstatement which, in our professional judgment, were the most significant for the audit of the annual financial statements for the financial year, as well as the responses that we have provided to these risks.

These assessments were made in the context of the audit of the annual financial statements taken as a whole and the preparation of our opinion expressed above. We do not express an opinion on individual items in these annual financial statements.

# Valuation of the equity securities of AMPLITUDE SAS

# Risk identified

The equity securities, set out in the balance sheet of 30 June 2017 for a net amount of  $\notin$ 93.6 million, including  $\notin$ 93.5 million of Amplitude SAS shares as presented in note 2.1.8 to the annual financial statements, represent one of the largest items of the balance sheet. The variation between June 2016 and 2017 is related to the allocation of technical costs to equity securities, in accordance with ANC Rule 2015-06  $\notin$ 85.5 million, as detailed in note 2.1.4. Equity securities are depreciated on the basis of their value in use.

The value in use is assessed on the basis of a multi-criteria approach incorporating the following valuation methods: discounting method for projected free cash flow, market multiples of comparable companies and comparable transaction methods (see notes 1.3 and 2.1.9 to the consolidated financial statements)

Estimating the value in use of these securities requires management's judgment in selecting the items to be considered. In this context, we have considered that the correct valuation of equity securities was a key point of the audit.

#### Our response

In order to assess the reasonableness of the estimate of the value in use of the equity securities of AMPLITUDE SAS, our work consisted mainly in verifying that the estimate of this value determined by the Management was based on an appropriate justification of the valuation method and the numerical elements used.

We have:

- obtained the cash flow and operating forecasts of AMPLITUDE SAS's activity prepared by the Management and approved by the Board of Directors, and assessed their consistency with forecast data from the latest strategic plans;
- verified that the assumptions used were consistent with the economic environment at the balance sheet and financial statements preparation date;
- compared the forecasts used for previous periods with the corresponding achievements in order to assess the achievement of past objectives.

• Verified the appropriateness of the information provided in the notes to the financial statements.

# Audit of the management report and other documents sent to shareholders

In accordance with professional standards applicable in France, we have also performed the specific verifications required by law.

We have nothing to report on the fair presentation and consistency with the financial statements of the information given in the management report of the Board of Directors and in the other documents sent to shareholders on the financial position and the financial statements.

With regard to the information provided in accordance with the provisions of Article L. 225-102-1 of the French Commercial Code on compensation and benefits paid to the Company's directors, as well as on the commitments made in their favour, we have verified their consistency with the financial statements or with the data used to draw up these financial statements and, where applicable, with the information collected by your company from companies controlling or controlled by your company. On the basis of this work, we certify the accuracy and fairness of this information.

In accordance with the law, we have verified that the various disclosures relating to the identity of shareholders and holders of voting rights have been disclosed to you in the management report.

# Information resulting from other legal and regulatory obligations

# Appointment of the statutory auditors

We have been appointed statutory auditors of AMPLITUDE SURGICAL by the General Meeting of 21 December 2011 for MAZARS and 14 December 2016 for DELOITTE & ASSOCIES.

As of 30 June 2017, MAZARS was in the 6th year of its continuous engagement and DELOITTE & ASSOCIES in the 2nd year, including 3 and 2 years respectively since the company's shares were admitted to trading on a regulated market.

# Responsibilities of the Management and persons representing corporate governance with respect to the annual financial statements

It is the responsibility of the Management to prepare annual financial statements that present a true and fair view in accordance with the French accounting standards, and to put in place such internal control as it deems necessary for the preparation of annual financial statements that are free from material misstatement, whether due to fraud or error.

When preparing the annual financial statements, the Management is responsible for assessing the Company's ability to continue as a going concern, for disclosing in these financial statements, if applicable, the necessary information relating to the going concern and for applying the going concern accounting policy, unless it is planned to liquidate the Company or cease operations.

The audit committee is responsible for monitoring the financial reporting process and the effectiveness of internal control and risk management systems and, where applicable, internal audit with respect to the procedures relating to the preparation and processing of accounting and financial information.

The annual financial statements have been approved by the Board of Directors.

#### Statutory auditors' responsibilities relating to the audit of the annual financial statements

#### Audit objective and approach

It is our responsibility to prepare a report on the annual financial statements. Our objective is to obtain reasonable assurance that the annual financial statements taken as a whole are free from any material

misstatement. Reasonable assurance is a high level of assurance, but does not guarantee that an audit conducted in accordance with professional standards will always detect any material misstatement. Abnormalities can be fraudulent or error-related and are considered material when they can reasonably be expected to influence, either individually or cumulatively, the economic decisions that account users make based on them.

As specified by article L. 823-10-1 of the French Commercial Code, our audit mission is not to guarantee the viability or quality of your company's management.

As part of an audit conducted in accordance with the professional standards applicable in France, the statutory auditor exercises his professional judgment throughout the audit. Furthermore:

- he identifies and assesses the risks of material misstatement in the annual financial statements, whether due to fraud or error, defines and implements audit procedures to address these risks, and collects information that it considers sufficient and appropriate to base its opinion upon. The risk of undetected material misstatement arising from fraud is greater than the risk of undetected material misstatement resulting from an error, as fraud may involve collusion, forgery, wilful omission, misrepresentation or circumvention of internal control;
- he takes into consideration the internal control procedures that are relevant to the audit in order to define audit procedures that are appropriate in the circumstances, and not to express an opinion on the effectiveness of internal control;
- he assesses the appropriateness of the accounting practices used and the reasonableness of the accounting estimates made by the Management, as well as the information provided in the annual financial statements;
- he assesses the appropriateness of Management's application of the going concern accounting policy and, depending on the information collected, whether or not there is significant uncertainty related to events or circumstances that could affect the Company's ability to continue as a going concern. This assessment is based on the information collected up to the date of its report, although it should be kept in mind that future circumstances or events could affect the continuity of operations. If it concludes that there is significant uncertainty, it draws the attention of the readers of its report to the information provided in the annual financial statements about such uncertainty or, if such information is not provided or is not relevant, it issues a qualified certification or a refusal to certify;
- he assesses the overall presentation of the annual financial statements and assesses whether the annual financial statements reflect the underlying transactions and events in such a way as to give a true and fair view.

#### Report to the Audit Committee

We submit a report to the Audit Committee, which includes the scope of the audit work and the work programme implemented, as well as the conclusions resulting from our work. We also bring to its attention, where appropriate, any material weaknesses in internal control that we have identified with regard to the procedures relating to the preparation and processing of accounting and financial information.

Among the elements disclosed in the report to the audit committee are the risks of material misstatement that we believe to have been the most significant for the audit of the annual financial statements for the year and which are therefore the key points of the audit. These points are described in this report.

We also provide the audit committee with the declaration required by Article 6 of (EU) Regulation No. 537-2014 confirming our independence, within the meaning of the rules applicable in France as set out in Articles L. 822-10 to L. 822-14 of the French Commercial Code and in the code of ethics of the auditing profession. Where appropriate, we discuss with the audit committee the risks to our independence and the safeguards applied.

Signed in Villeurbanne and Lyon on 30 October 2017

The Statutory Auditors

MAZARS

**DELOITTE & ASSOCIÉS** 

Pierre BELUZE

Dominique VALETTE

# Chapter 8 INFORMATION ABOUT AMPLITUDE SURGICAL AND ITS CAPITAL

# 8.1 FOUNDING DEEDS AND ARTICLES OF ASSOCIATION

The main provisions described below stem from the Company's articles of association adopted by the shareholders' meeting on 10 May 2015 and entered into force on 26 June 2015.

#### 8.1.1 Corporate purpose (Article 3 of the articles of association)

The purpose of the Company, in France and abroad is:

- the manufacture and marketing, in all forms, of any and all surgical products and equipment; the provision to individuals and to all types of business of any and all services in the medical-surgical sector; the Company's participation, by any means, directly or indirectly, in any transaction potentially relating to its corporate purpose, through the creation of new companies, contribution, subscription or purchase of shares and associated rights, merger or other transaction, creation, acquisition, rental, leasing of any business of place or business, the takeover, acquisition, use or assignment of all processes and patents concerning its activities; completion of any and all industrial, commercial and financial, and movable and real property transactions potentially relating, directly or indirectly, to the corporate purpose and to all similar and related purposes.
- any and all transactions, on its own behalf, for the purchase, sale and management of French and foreign securities of any nature and of all enterprises, the purchase, subscription, management, sale, exchange of said securities and all corporate rights, the acquisition of holdings and equity interests, whether direct or indirect, in all companies or enterprises established or that may be established by any means (by the incorporation of new companies, capital contributions, subscriptions, acquisition or exchange of securities, bonds, warrants, corporate assets or rights, mergers, partnerships, economic interest groupings or otherwise, as well as through shareholder current accounts or loans, in the short and long term); the acquisition and allocation for its benefit of all movable and immovable assets, the operation of said assets, their sale and capital contribution to a company; participation in all operations for the operation, management and administration of all businesses or enterprises; the purchase or leasing of real estate necessary for the corporate purpose;
- the provision of all services, whether administrative, financial, accounting, commercial, relating to information technology or management, for the benefit of (i) subsidiaries of the Company or any other companies in which it holds an equity interest and (ii) any other company having an equity interest in the Company;
- and generally, directly or indirectly, any and all operations of any nature whatsoever, whether legal, economic and financial, civil and commercial, which may relate directly or indirectly, either on its own behalf or that of third parties, alone or with third parties, to achieving the corporate purpose or any similar, related or complementary purposes, or which may be instrumental to achieving said purposes or which may promote their development or fulfilment, in particular through the lending or borrowing or granting of guarantees and securities covering its obligations or those of affiliate companies.
- 8.1.2 Provisions in the articles of association on administration and management bodies Internal Regulations of the Board of Directors

The description hereunder summarises the main provisions of the articles of association and the Internal Regulations of the Board of Directors, in particular its operating procedures and its powers.

The Internal Regulations specify, in addition to provisions on the Board of Directors referred to above, the procedures for organisation and operation, remits and powers of committees which the Board of Directors has established internally (see paragraph 3.1.2.4 in this Registration Document).

- 8.1.2.1 Board of Directors (Articles 14 to 20 of the Articles of Association)
- *i.* Composition of the Board of Directors (Article 14 of the Articles of Association)

The Company is administered by a Board of Directors comprising at least three members and at most eighteen members.

The limit of eighteen members may be increased if necessary by directors representing shareholding employees, appointed pursuant to the provisions of paragraph 8. The limit may also be increased, if applicable, by directors representing employees appointed pursuant to the provisions of paragraph 9 or in the event of a merger, pursuant to Article L. 225-95 of the French Commercial Code.

The directors may be:

- natural persons, or
- legal persons. In this case, at the time of appointment, the legal person directors must appoint a permanent representative who will be subject to the same conditions and obligations and incur the same liabilities as if a director in his/her own name, without prejudice to the joint and several liability of the legal person represented.

During the term of the Company, directors are appointed, re-appointed or removed from office under the conditions provided by the regulatory and legislative provisions in force and these articles of association.

Each director, as well as the representatives of shareholding employees and employees' representatives must hold shares in the Company under the conditions and according to the methods provided by the stipulations in the Board of Director's internal regulations. Should a director cease to hold the required number of Company shares, he/she will be granted a deadline, according to the provisions in the internal regulations, to remedy the situation otherwise he/she shall be deemed to have resigned.

Directors are bound by the legislative and regulatory provision on the combination of corporate mandates.

Pursuant to the legislative and regulatory provisions in force and subject to compliance with the conditions on combining duties as director with a contract of employment, the number of directors bound to the Company by an employment contract (disregarding directors representing shareholding employees and directors representing employees or a collective investment fund created by an enterprise holding shares in the Company) shall not exceed one third of directors in office.

The contracts of employment between directors who are removed from office or whose corporate mandates expire shall not be terminated by said removal from office or expiry.

If the report presented by the Board of Directors to the shareholders' meeting pursuant to Article L. 225-102 of the French Commercial Code states that shares held by company employees as well as by related companies (as defined in Article L. 225-180 of the French Commercial Code) represent more than 3% of the share capital, a director representing the shareholding employees is appointed by the shareholders' meeting according to the procedures established by the legislative and regulatory provisions in force and by these articles of association, provided the Board of Directors does not already include as members, one or more directors appointed from among members of the supervisory boards of corporate collective investment funds representing employees, or one of more employees elected pursuant to Article L. 225-27 of the French Commercial Code.

Prior to the shareholders' meeting called to appoint a director representing shareholding employees, the Chairman of the Board of Directors shall notify the supervisory board of corporate collective investment funds created in the scope of a corporate employees' savings scheme and that of associate companies defined pursuant to Article L. 225-180 of the French Commercial Code, which are invested predominantly in Company shares and consult the shareholding employees according to the conditions established by these articles of association.

Candidates for appointment are nominated under the following conditions:

- when the voting right attached to shares held by employees is exercised by members of the supervisory board of a corporate collective investment fund, the supervisory board may appoint two candidates selected from its permanent members who represent employees. If there are several corporate collective investments funds, the supervisory boards of the funds may agree, by identical resolutions, to present two joint candidates selected from all the permanent members who represent employees;
- when the voting right attached to shares held by employees is exercised directly by the latter, candidates may be nominated during consultation sessions organised by the Company. These consultations are preceded by a call for candidates and may be held by the Company availing itself of any technical means, guaranteeing the reliability of voting, including electronic or postal systems. To be admissible, the candidates must be nominated by a group of shareholders representing at least 5% of shares held by employees who exercise their voting rights individually.

An *ad hoc* electoral committee, constituted by the Company, may be tasked to monitor due conduct of this process.

The shareholders' meeting will then vote exclusively on the two candidates presented either by the supervisory boards of corporate collective investment funds or by groups of shareholding employees.

The minutes prepared by the corporate collective investment fund supervisory board(s) or by the *ad hoc* electoral committee presenting the candidates must be forwarded to the Board of Directors at the latest, eight days prior to the Board meeting called to prepare the resolutions that will be voted on at the shareholders' meeting to appoint directors representing shareholding employees.

To be admissible, each proposal must nominate a candidate permanent director and a candidate alternate director. The candidate alternate director, who shall satisfy the same eligibility conditions as the candidate permanent director, will be co-opted by the Board of Directors to succeed the permanent director appointed by the shareholders' meeting should the latter be unable to fulfil his/her mandate, until the date fixed for expiry of the original appointee's mandate. Co-option of the alternate director by the Board of Directors is subject to ratification at the next shareholders' meeting.

In order to guarantee continuity of representation of shareholding employees until expiry of the permanent director's mandate and in the eventuality of the alternate director being unable of fulfilling the mandate until its expiry, the Chairman of the Board of Directors shall notify the body which initially appointed the candidate (supervisory board of corporate collective investment funds or group of shareholding employees) so that the latter may nominate a new candidate, whose appointment will be put to vote at the next shareholders' meeting.

The procedures for appointing candidates which are not defined by the legal and regulatory provision in force, or these articles of association, shall be determined by the Chairman of the Board of Directors, notably having regard to the timetable for nominating candidates.

The director representing shareholding employees is appointed by the shareholders' meeting under the conditions applicable to any appointment of a director.

Said directors are not included when calculating the minimum and maximum number of directors provided by paragraph 1 above.

The term of office of the director representing shareholding employees is four years. His/her duties shall cease after the shareholders' meeting called on to approve the accounts for the previous financial year in the year in which the mandate expires.

However, the mandate shall end *ipso jure* and the director representing shareholding employees shall be deemed to have resigned automatically on loss of the status of Company employee (or that of employee of a related company or economic interest grouping defined pursuant to Article L. 225-180 of the French Commercial Code), or of shareholder (or of member of a corporate collective investment fund holding shares in the Company).

Should a vacancy arise as a director representing the shareholding employees for any reason whatsoever, a replacement will be appointed under the foregoing conditions, the new director being appointed by the shareholders' meeting for the remaining term of office of his/her predecessor.

Until the date of replacement of the director (or if applicable, the directors) representing shareholding employees, the Board of Directors may meet and validly resolve.

The provisions of subparagraph one of paragraph 8 shall cease to apply if, at the end of a financial year, the percentage of capital held by Company employees and employees of associate companies defined pursuant to pre-cited Article L. 225-180, in the framework of the provisions of pre-cited Article L. 225-102, represents less than 3% of capital, it being specified that the mandate of any director appointed in application of the first sub-paragraph of paragraph 8 shall expire on reaching its term. The provisions of paragraph 14.5 on the number of shares which a director must hold do not apply to directors representing shareholding employees. Nevertheless, each director representing shareholding employees must hold, either individually or through a corporate collective investment fund created in the framework of the group employee savings scheme, at least one share or a number of units in said fund which is equivalent to at least one share.

Directors representing shareholding employees are not counted for application of the provisions in paragraph Article 16 below.

In the hypothesis where the provisions of Article L. 225-27-1 of the French Commercial Code are applicable, the Board of Directors must include one or two directors representing the Group's employees depending on the number of directors.

The number of directors representing employees is two if the number of directors exceeds twelve on the date of appointment of directors representing employees and one if the number of directors is equal to or less than twelve on the date of appointment of the director representing employees (without counting, in both cases, directors representing shareholding employees and directors representing employees).

The reduction of the number of directors to twelve or less (discounting directors representing shareholding employees and directors representing employees) has no effect on the term of the current corporate mandates of directors representing employees, which shall continue until their expiry date.

However, on expiry of the corporate mandates of directors representing employees and in the hypothesis where the number of directors remains equal to or less than twelve on the date of appointment of the directors representing employees (without counting the directors representing shareholding employees and directors representing employees), the number of directors representing employees is reduced to one.

If subsequently, the number of directors exceeds twelve (without counting the directors representing shareholding employees and directors representing employees), a second director representing employees is appointed pursuant to the provisions below, within a deadline of six months from co-option by the Board of Directors, or from the appointment by the shareholders' meeting, of the new director.

Directors representing employees are elected under the conditions provided by Article L. 225-28 of the French Commercial Code and according to the procedures described below.

The directors representing employees are elected by all employees having the status of voter, voting as a single body.

Pursuant to Article L. 225-28 of the French Commercial Code, the elections shall be conducted as a singleround vote on the list of candidates according to proportional representation and without any combinations. Each list shall incorporate a number of candidates double that of the positions to be filled with a strict balance of men and women. No alternates are elected.

The list of candidates will be presented exclusively by one or more trade union organisations which are representative at Group level.

The elections are organised by top management. The timetable (notably the date for registering candidates and the date of voting) and the procedures for electoral procedures not stipulated in the legislative or regulatory provisions in force or in these articles of association (notably, the choice of voting methods) shall be established by top management after consultation with the representative trade union bodies.

The timetable is established so that the announcement of the election results is made at the latest fifteen days prior to the expiry of the mandate of outgoing directors. Having regard to the first election held, pursuant to Law No. 2013-504 of 14 June 2013, the timetable is established so that the announcement of results of the elections may be made at the latest prior to expiry of the deadline of six months following the extraordinary shareholders' meeting which amended the articles of association as provided by Article L. 225-27-1 III of the French Commercial Code.

For each election, top management shall establish the list of the Company's direct or indirect subsidiaries with registered offices located in France pursuant to Articles L. 225-27-1 and L. 225-28 of the French Commercial Code.

Votes may be cast electronically, by a paper ballot, by post or a by combination of these means.

When votes are cast electronically, the election may be conducted at the workplace or remotely and may extend over a period not exceeding fifteen days. The design and the setting-up of the electronic voting system may be outsourced to an external service provider. The system must guarantee confidentiality of the data sent, a secure means of authentication, completion of attendance sheets, registration and counting of votes.

If the collegiate body presents no candidates, the corresponding seats shall remain vacant until the next elections renewing the mandate of directors representing employees.

In the event of a permanent vacancy of a seat for a director representing employees, the vacant seat shall be filled pursuant to Article L. 225-34 of the French Commercial Code, i.e. by the candidate on the same list with the number of votes immediately following the candidate elected.

Status of directors representing employees:

Directors representing employees are not included when calculating the maximum and minimum number of directors provided by paragraph 1 above.

The term of office of directors representing employees is five years.

In the event of termination of a contract of employment, the director representing employees is deemed to have resigned automatically. He/she is replaced under the conditions defined above.

Directors representing employees who are newly elected enter into office on expiry of the mandate of the outgoing directors representing employees.

Directors representing employees are not included for application of the provisions of Article 16 below.

In the hypothesis where the legal conditions governing the obligation to appoint one or more directors representing employees are no longer satisfied, the mandate of directors representing employees expires on conclusion of the meeting during which the Board of Directors formally acknowledges the lapsing of said obligation.

# *ii.* Organisation of the Board of Directors (Article 15 of the Articles of Association)

The Board of Directors appoints, from among its members, a Chairman and at the case may be a Vice-Chairman who is, on penalty of invalidity of appointment, a natural person.

The Chairman of the Board of Directors determines the compensation of the Chairman and the Vice-Chairman, which is added to his/her share in the overall amount of directors' fees.

Chairman and the Vice-Chairman are appointed for a term which shall not exceed that of their mandate as directors. They are eligible for re-election.

The Chairman and the Vice-Chairman may be removed from office at any time by the Board of Directors.

The age limit for serving as Chairman and Vice-Chairman of the Board of Directors is seventy (70) years, so that:

- no director may be appointed as Chairman or Vice-Chairman of the Board of Directors if he/she has attained the age of seventy (70) years; and
- on reaching the age of seventy (70) years during his/her mandate, the Chairman or Vice-Chairman of the Board of Directors is deemed to have resigned automatically from office after the ordinary shareholders' meeting following his/her seventieth (70) birthday.

The Chairman of the Board of Directors organises and directs the work of the Board of Directors and reports on its actions to the shareholders' meeting. The Chairman is responsible for proper working of the corporate bodies and in particular, ensuring that directors are capable of fulfilling their missions. Should the Chairman be impeded in fulfilment of his duties, the Vice-Chairman fulfils said duties and enjoys the same prerogatives as the Chairman.

The Board of Directors may appoint a Secretary to the Board who need not be a director or a shareholder.

The Board of Directors may decide to establish any Board of Directors' committee with responsibility for examining questions submitted to it for said purpose by the Board of Directors or its Chairman, notably having regard to the preparation and auditing of accounting and financial information, appointments and compensation, strategy and major projects.

The composition, the procedures and powers of the committees are established by the internal regulations of the Board of Directors.

# *iii. Term of office – age limits (Article 16 of the Articles of Association)*

Subject to the legislative and regulatory provisions applicable in the event of temporary appointments by the Board of Directors, directors are appointed for a term of four years.

Their mandate ends after the ordinary shareholders' meeting called to approve the accounts for the previous financial year held in the year during which their mandate expires.

Directors are eligible for re-election.

Notwithstanding the provisions of paragraphs 1 and 2 above:

- the number of directors (natural persons or the representatives of legal persons) who have reached the age of seventy (70) years shall not exceed one-quarter of directors in office, rounded, if applicable, up to the next whole number;
- no-one may be appointed as a director if having attained the age of seventy (70) years, his/her appointment would increase the number of directors having exceeded this age to more than one quarter of the directors in office, rounded, if applicable, up to the next whole number; and
- if the number of directors exceeding the age of seventy (70) years represents more than one quarter of directors in office, in default of resignation of a director aged over seventy (70) years, the oldest director is deemed to have resigned automatically.

By exception, the shareholders' meeting may provide, when appointing certain members of the Board of Directors, that their mandate shall be less than four years to allow for the rolling renewal of corporate mandates of members of the Board of Directors.

# *iv.* Compensation (Article 17 of the Articles of Association)

The shareholders' meeting allocates an annual fixed amount to directors in the form of directors' fees, of which it determines the amount for the current and subsequent financial years, until a new decision is pronounced.

The Board of Directors may freely distribute the directors' fees among its members pursuant to the rules in the Board of Director's internal regulations.

Notably, it may allocate a higher proportion thereof to the Chairman and members of the committees provided for in paragraph 4 of Article 15 above and in the Board of Director's internal regulations, than to other directors.

The Board of Directors may allocate special compensation to directors for specific missions or corporate mandates conferred on them.

The Board of Directors may authorise the reimbursement of travel, subsistence and other expenses incurred by directors in the Company's interest.

# v. Operation of the Board of Directors (Article 18 of the Articles of Association)

The Board of Directors prepares internal regulations which stipulate and supplement its operating procedures, of which the principles are set out in this article.

The Board of Directors shall meet as many times as required in the interests of the Company and at least once a calendar quarter as a minimum, it being understood that at least one meeting per annum must be held with the physical presence of participants.

Meetings are called by any means by the Chairman or by at least two (2) Board members. Notices of meetings are sent out at least three (3) business days in advance of the meeting. Notices of meetings state the date, time and venue for the meeting (or the means of communication if the meeting is not held in person), as well as the agenda. Prior to each meeting, concomitantly with its calling, the author of the notice of the meeting sends every Board member information on the agenda items for the meeting (specifically, documentation on the transactions which must be submitted for prior approval of the Board of Directors during the meeting).

As an exception to the foregoing, no deadline or formality for calling a meeting is required if all members of the Board of Directors are present or represented (including by video-conference or teleconference).

A member of the Board of Directors may be represented by another member of the Board of Directors to the exclusion of any other person by conferring a written power of attorney. A member of the Board of Directors may be vested with several powers of attorney.

Meetings of the Board of Directors may occur by any means (including personal attendance, video-conference or telephone link) which allows holding discussions.

The Board of Directors may validly resolve only if at least one half of directors are present.

An attendance record is kept of each Board of Director's meeting. The attendance sheet is duly signed in the margin by members of the Board of Directors who are personally present or represented at the time they enter the meeting (or by fax, by members of the Board of Directors not personally present or represented at the meeting, but who participate therein using any appropriate means of communication). The powers of attorney vested in each representative or a copy thereof, as well as the faxes referred to above, are appended to the attendance record.

Board of Directors meetings are chaired by the Chairman or by the Board member appointed by the latter. In the absence or impediment of the Chairman and if the latter has not appointed a member to replace him/her, the Board of Directors will appoint a Chairman of the meeting. The Board of Directors may appoint a Secretary who need not be a Board member. Meetings of the Board of Directors are conducted in French.

All decisions of the Board of Directors are taken by a simple majority vote of members present or represented. In the event of a tied vote, only the permanent Chairman of the Board of Directors shall have a casting vote. It is specified that if the permanent Chairman of the Board of Directors does not attend the Board of Director's meeting, the ad hoc acting Chairman of the meeting shall not have a casting vote.

Decisions of the Board of Directors are recorded in minutes prepared by the Secretary and signed by the Chairman and at least one director attending the meeting. The minutes are kept in a special initialled and numbered register. Certified copies and excerpts of the minutes are validly certified by the signature of the Chairman and that of one other member of the Board of Directors.

# vi. Powers of the Board of Directors (Article 19 of the Articles of Association)

The Board of Directors determines the priorities for the Company's activities and ensures they are implemented. Without prejudice to powers expressly reserved for the shareholders' meetings and within the limits of the corporate purpose, the Board of Directors is competent to address any issues having regard to the satisfactory conduct of the Company and to pass resolutions settling Company business.

In particular, and without the list being exhaustive, the Board of Directors, pursuant to the legislative and regulatory provisions in force and under the conditions and according to the procedures established, if applicable, by the Board of Director's internal regulations:

- is competent to convene the Company shareholders' meeting and establish the agenda;
- approves the Group's annual budget presented by the Chief Executive Officer and any amendment of said budget;
- prepares the medium-term finance plan for the Group
- prepares the individual company and consolidated accounts and prepares the annual management report;
- authorises the agreements referred to in Article L. 225-38 of the French Commercial Code;
- decides on the procedure for general management of the Company, pursuant to paragraphs 1 and 4 of these articles of association;

- appoints or removes from office the Chairman of the Board of Directors, the Chief Executive Officer and if applicable, following a proposal by the Chief Executive Officer, any Deputy Chief Executive Officer(s);
- defines the powers of the Chief Executive Officer, and if applicable, in consultation with the latter, those of any Deputy Chief Executive Officer(s);
- may co-opt a director;
- sets the compensation of the Chairman of the Board of Directors, of the Chief Executive Officer and, if applicable, of any Deputy Chief Executive Officer(s);
- appoints members of the Board of Director's committees established pursuant to the legislative and regulatory provisions in force, these articles of association and the internal regulations of the Board of Directors;
- distributes the directors' fees among Board members pursuant to the provisions of the Board of Director's internal regulations;
- decides on the award of any indemnification for observers (non-voting members of the Board of Directors);
- approves the report of the Board of Directors on its own operations, internal auditing and risk management;
- may decide to issue debt securities that do not give entitlement to capital;
- authorises the Company's Chief Executive Officer, with a right of sub-delegation, to grant security deposits, endorsements and guarantees;
- grants prior authorisation for any transaction which does not fall within the scope of ordinary Company business, including disposals of assets, transactions on intellectual property rights and external growth operations, according to the criteria defined in the internal regulations;

The Board carries out any checks and monitoring operations deemed opportune and included in its remit.

In particular, the Board must confirm:

- satisfactory operation of the internal auditing bodies and the satisfactory nature of the conditions for fulfilment of the board of statutory auditors' mission;
- satisfactory operation of the committees it has established.

In addition to the legislative and regulatory obligations on prior authorisation of the Board of Directors, certain transactions listed in the Board of Director's internal regulations are, within the framework of the Group's internal organisation, subject to the express approval of the Board of Directors prior to implementation by the Company's Chief Executive Officer or if applicable, by a Deputy Chief Executive Officer.

Each director will receive all information necessary for fulfilment of his/her mission and may, within said limit, call for communication of all documents or information he/she considers instrumental to said purpose.

#### vii. Observers (Article 20 of the Articles of Association)

The shareholders' meeting may appoint as members of the Board of Directors, observers selected from among shareholders.

The number of observers shall not exceed three.

The observers are appointed for a term not exceeding four (4) years, it being specified that the ordinary shareholders' meeting of the Company may remove them from office at any time. Their duties end after the ordinary shareholders' meeting called to approve the accounts for the previous financial year held in the year during which their mandate expires.

Observers are eligible for re-election

Any observer reaching the age of seventy (70) years is deemed to have automatically resigned.

The missions and, if applicable, the method for indemnifying observers falls within the remit of the Board of Director's and is defined by the Board of Director's internal regulations.

8.1.2.2 Executive Management (Articles 21 to 26 of the Articles of Association)

*i. Choice of executive management operating procedures (Article 21 of the Articles of Association)* 

Executive management is performed under the Company's responsibility:

- either by the Chairman of the Board of Directors,
- or by another natural person, appointed by the Board of Directors from among or outside its members, with the title of Chief Executive Officer.

The term of office of the Chief Executive Officer is set by the Board of Directors in the decision appointing the latter, subject to the provisions in Article 21 below.

Should executive management of the Company be performed by a director, the latter shall be deemed to have automatically resigned as Chief Executive Officer on expiry of his/her mandate as a director.

The Board of Directors, resolving according to the quorum and majority conditions in Article 18 of these articles of association, decides between the two methods for fulfilling the executive management duties referred to in Article 21 above. This management option remains applicable until any decision to the contrary. The choice falls within the exclusive remit of the Board of Directors.

If the Chairman of the Board of Directors fulfils the executive management duties, the legislative and regulatory provisions and those in the paragraphs below on the role of Chief Executive Officer are applicable to him/her and the Chairman has the title of Chairman & Chief Executive Officer.

Any change in the method for executive management of the Company does not require any amendment of these articles of association.

*ii. Powers (Article 22 of the Articles of Association)* 

The Chief Executive Officer is vested with the most extensive powers to act in all circumstances in the name of the Company.

The Chief Executive Officer exercises said powers within the limits of the corporate purpose and subject to:

- powers which the legislative and regulatory provisions in force award expressly to shareholders' meetings and the Board of Directors; and
- powers reserved to the Board of Directors and any requirements for the latter's prior approval, pursuant to the provisions of the internal regulations of the Board of Directors.

In addition, the Board of Directors may, notably for a specific operation, set specific limits on the scope of the Chief Executive Officer's powers.

The Chief Executive Officer represents the Company in its relationships with third parties.

The Company is bound, including by actions of the Chief Executive Officer which are not included in the scope of the corporate purpose unless it can prove the third party is aware that said actions exceeded said purpose or the third party could not have been unaware thereof having regard to the circumstances.

Provisions of the articles of association or decisions of the Board of Directors limiting the powers of the Chief Executive Officer are unenforceable against third parties.

If the Chairman of the Board of Directors and the Chief Executive Officer are two separate persons, the Chief Executive Officer may request the Chairman of the Board of Directors to convene a Board of Directors' meeting to discuss a set agenda.

# *iii.* Deputy executive management (Article 23 of the Articles of Association)

On a proposal by the Chief Executive Officer, the Board of Directors may appoint from among or outside its members, one or two natural persons to assist the Chief Executive Officer, with the title of Deputy Chief Executive Officer.

By agreement with the Chief Executive Officer, the Board of Directors determines the scope and the term for powers conferred on each of the Deputy Chief Executive Officers.

Vis-à-vis third parties, Deputy Chief Executive Officers hold the same powers as the Chief Executive Officer.

# *iv.* Compensation (Article 24 of the Articles of Association)

The compensation of the Chief Executive Officer and, if applicable, of any Deputy Chief Executive Officer, is set by the Board of Directors.

#### v. Age limit (Article 25 of the Articles of Association)

The age limit is set at seventy (70) years for exercise of the duties of Chief Executive Officer or Deputy Chief Executive Officer.

No-one many be appointed as a Chief or Deputy Chief Executive Officer after attaining the age limit of seventy (70) years.

If the Chief Executive Officer or Deputy Chief Executive Officer attains the age of seventy (70) years during his/her mandate, he/she shall be deemed to have resigned automatically, respectively as Chief Executive Officer or as Deputy Chief Executive Officer on conclusion of the ordinary shareholders' meeting following his/her seventieth (70) birthday.

#### vi. *Removal from office and impediment (Article 26 of the Articles of Association)*

The Chief Executive Officer may be removed from office at any time by the Board of Directors.

Equally, by proposal of the Chief Executive Officer, the Deputy Chief Executive Officers may be removed from office at any time.

Should the Chief Executive Officer leave office or be impeded in the exercise of his/her duties, the Deputy Chief Executive Officers will retain their duties and responsibilities until appointment of a new Chief Executive Officer unless otherwise decided by the Board of Directors.

On appointment of a new Chief Executive Officer, the Board of Directors will resolve whether or not to retain the Deputy Chief Executive Officers on a proposal by the new Chief Executive Officer.

8.1.2.3 Rights, privileges, restrictions and obligations attached to shares (Articles 9, 10, 11, 12 and 30 of the Articles of Association)

# *i.* Form of shares – Identification of shareholders (Article 9 of the Articles of Association)

Fully paid shares may be registered or bearer shares at the shareholder's discretion, subject, however, to application of the legislative and regulatory provisions and those of the Board of Director's internal regulations on the form of shares held by certain persons.

# *ii.* Indivisibility of shares – Bare ownership and usufruct (Article 10 of the Articles of Association)

Shares are indivisible vis-à-vis the Company.

The joint owners of undivided shares are represented at shareholders' meetings by one of them or by a single proxy. In the event of disagreement, the proxy is appointed by the Court at the request of the most diligent joint owner.

If a usufruct is registered on shares, the voting right is exercised by the holder of the usufruct at ordinary shareholders' meetings and by the bare owner at extraordinary shareholders' meetings; however, the bare owner and the usufruct holder may agree between them on any other distribution of voting rights at shareholders' meetings.

In this case, the distribution agreement shall be notified by registered letter with return receipt to the Company which will then be bound to adopt the agreement at any shareholders' meeting provided one month has elapsed from receipt of said letter.

The shareholder's right of communication or of consultation may be exercised by either of the joint owners of undivided shares, by the usufruct holder and by the bare owner of shares.

#### *iii.* Transfer of shares (Article 11 of the Articles of Association)

Shares, whether registered or bearer may be freely traded, without prejudice to any contrary regulatory or legislative provisions. Shares are registered in the shareholder's account and are transferred from account to account according to the procedures defined by the regulatory and legislative provisions in force.

#### *iv.* Rights and obligations attached to the shares (Article 12 of the Articles of Association)

Each share gives entitlement to ownership of the corporate assets, profits distributed and the liquidation surplus in proportion to the percentage of share capital it represents.

Each share gives entitlement to attend, under the conditions established by the applicable regulatory and legislative provisions and in these articles of association, shareholders' meetings and to vote on resolutions.

In addition, each share confers the right to be informed on the performance of the Company and to obtain communication of certain corporate documents at the times and under the conditions provided by the regulatory and legislative provisions in force and in these articles of association.

Shareholders are liable for corporate liabilities exclusively within the limit of their capital contributions.

Whenever it becomes necessary to hold several shares to exercise any whatsoever right, in the event notably of the exchange, grouping, division or allotment of shares or in consequence of a capital increase or a capital reduction, a merger, demerger, partial capital contribution of assets, distribution of dividends or any other transaction, any securities held in a number below that required shall not entitle their holders to exercise said rights against the Company; in such cases the shareholders are responsible for grouping together the number

of necessary shares or rights and possibly, for the sale or purchase of the required number of rights or securities.

Ownership of a share implies *ipso jure* acceptance of these articles of association and the decisions of shareholders' meetings.

The rights and obligations attached to a share follow the security into whosever hands it passes.

# v. Holding general shareholders' meetings (Article 30 of the Articles of Association)

Each shareholder is entitled to as many votes as shares owned or represented, without prejudice to any contrary regulatory or legislative provisions.

Any mechanism which confers *ipso jure* a double voting right on shares proved to have been registered for at least two years in the name of the same shareholder is expressly revoked by these articles of association, pursuant to the applicable legal provisions in Article L. 225-123 of the French Commercial Code.

# 8.1.2.4 Amendment of shareholders' rights

Shareholders' rights may be amended under the conditions provided by the regulatory and legal provisions. There are no specific provisions governing the amendment of shareholders' rights which are more restrictive than the in the legislation.

8.1.2.5 Shareholders' meetings (Article 27 to 34 of the Articles of Association)

# *i.* Notice of meetings, venue for meetings (Article 27 of the Articles of Association)

Shareholders' meetings are called under the conditions established in these articles of association and the legislative and regulatory provisions in force.

Shareholders' meetings may be held at the registered office or any other venue in mainland France as stated in the notice of the meeting.

#### *ii.* Agenda (Article 28 of the Articles of Association)

The agenda is prepared in principle by the person calling the meeting.

One or more shareholders representing the proportion of share capital required by the legislative and regulatory provisions in force may, however, require the inclusion on the agenda of special items or draft resolutions.

The shareholders' meeting may not resolve on any matters not included on the agenda.

Nevertheless, the shareholders' meeting may, in all circumstances, remove from office one or more members of the Board of Directors and replace them.

#### *iii. Right to attend meetings (Article 29 of the Articles of Association)*

Any shareholder is entitled to attend shareholders' meetings and to take part in the deliberations, either personally or represented by a proxy.

Any shareholder may participate personally or be represented by a proxy at shareholders' meetings under the conditions established by the regulations in force, on proof of identity and ownership of shares registered in an account, under the conditions provided by the legislative and regulatory provisions in force.

Any shareholder may vote remotely or grant a power of attorney pursuant to the regulations in force using a form prepared by the Company and sent to the latter under the conditions provided by the regulations in

force, including electronically or by telecommunications means on a decision of the Board of Directors. The form must be received by the Company under the regulatory conditions for it to be counted.

Any shareholder may also, if the Board of Directors so decides when calling the shareholders' meeting, participate and vote at the shareholders' meeting by video-conference or by electronic or other remote telecommunications means, including by internet, which allows identification of the parties under the conditions determined by the legislation. For calculation of the quorum and majority, shareholders attending the shareholders' meeting by video-conference or any other electronic telecommunications or remote transmission means which permits their identification under conditions provided by Law, shall be deemed present at the meeting.

Shareholders' meetings are chaired by the Chairman of the Board of Directors or, in his/her absence or default, by a member of the Board specifically delegated for said purpose by the Board of Directors. Otherwise the meeting elects its own chairman.

Minutes of the meeting are prepared and copies are certified and delivered according to the regulations in force.

The legal representatives of shareholders who are legally incapacitated and natural persons representing legal person shareholders may participate at meetings, whether or not they are shareholders in their own right.

# *iv. Meeting officials – secretary (Article 30 of the Articles of association)*

Meetings are chaired by the Chairman of the Board of Directors or in the latter's absence, by a director specially delegated for said purpose by the Board of Directors.

Otherwise the shareholders' meeting elects its own chairman.

The two members present at the meeting who hold the largest number of votes act as scrutineers, provided they accept said appointment.

The meeting officials appoint the secretary, who need not be a shareholder.

An attendance record is kept, duly signed by participants and certified as accurate by the meeting officials.

v. Ordinary shareholders' meeting (Articles 31 and 32 of the Articles of Association)

#### Quorum - majority (Article 31 of the Articles of Association)

An ordinary shareholders' meeting held on first call may pass valid resolutions provided the shareholders present or represented hold at least one fifth of shares with voting rights.

On the second call, resolutions may be validly passed irrespective of the number of shares held by shareholders present or represented.

Resolutions are passed by simple majority of votes held by shareholders present or represented.

Powers (Article 32 of the Articles of Association)

The ordinary shareholders meeting resolves on all proposals which do not fall within the exclusive competence of an extraordinary shareholders' meeting.

Notably, the ordinary shareholders' meeting:

• hears the report of the Board of Directors and of the Board of Statutory Auditors submitted to the annual shareholders' meeting;

- discusses, approves, amends or rejects the annual individual company accounts and consolidated accounts for the financial year and resolves on the dividends to be distributed and the amounts to be carried forward;
- resolves on the constitution of any reserve funds, any deductions to be made from the latter and on their distribution;
- determines the overall amount of directors' fees for the Board of Directors that will be distributed by the latter pursuant to the provisions of the Board of Director's internal regulations;
- appoints or re-elects directors or removes them from office;
- ratifies temporary appointments of directors made by the Board of Directors;
- appoints the Board of Statutory Auditors; and resolves, if necessary, on any special reports prepared by the latter pursuant to law.

# Extraordinary shareholders' meeting (Articles 33 and 34 of the Articles of Association)

# Quorum - majority (Article 33 of the Articles of Association)

An extraordinary shareholders' meeting may pass valid resolutions exclusively if the shareholders present or represented possess at least:

- on the first call, one quarter of shares with voting rights, or
- on the second call, one fifth of shares with voting rights.

Resolutions are adopted by a majority of two thirds of votes held by shareholders present or represented.

If the extraordinary shareholders' meeting resolves to approve a capital contribution in kind or to grant any special benefits, the contributor or the beneficiary, if a shareholder in the Company, is not be entitled to vote on his/her own behalf or as a proxy. The shares concerned are not counted when calculating the quorum or majority.

# Powers (Article 34 of the Articles of Association)

The extraordinary shareholders' meeting may amend any provisions of the articles of association and may decide to convert the Company into a company of any other legal form, subject to the provisions in the following paragraph.

The extraordinary shareholders' meeting may under no circumstances, except by unanimous vote of shareholders, increase shareholder's commitments or violate the equality of shareholder's rights.

8.1.2.6 Clauses in the articles of association which may influence a change of control

The articles of association of the Company do not incorporate any provisions which allow delaying, deferring or preventing any change of control.

8.1.2.7 Exceeding the statutory threshold (Article 13 of the Articles of Association)

While the shares of the Company are admitted for trading on a regulated market, in addition to the declarations of exceeding the thresholds expressly provided by the legislative and regulatory provisions in force, any natural or legal person in possession, directly or indirectly, alone or jointly, of a proportion of 1% of the capital or of voting rights (calculated pursuant to Articles L. 233-7 and L. 233-9 of the French Commercial Code and the provisions of the general regulations of the *Autorité des marchés financiers*), or any multiple of said percentage, shall notify the Company of the total number (i) of shares and voting rights

held directly or indirectly, alone or jointly, and (ii) of securities giving entitlement in future to Company capital held directly or indirectly, alone or jointly and voting rights potentially attached thereto. Said notification is sent by registered letter with return receipt within four stock exchange business days from the time the threshold is exceeded.

The obligation to notify the Company also applies according to the same deadlines and under the same conditions if the capital holding or voting right of a shareholder falls below one of the above-mentioned thresholds.

In the event of failure to comply with the duty of declaration of exceeding the aforementioned thresholds, the penalties provided by law for breaching the obligation to declare the exceeding of legal thresholds shall apply to the thresholds in the articles of association exclusively at the request, as recorded in the minutes of the shareholders' meeting, of one or more shareholders holding at least one percent of capital or voting rights in the Company.

Subject to the foregoing provisions, this obligation of the articles of association is governed by the same provisions as those imposing a legal obligation to declare exceeding of said thresholds, including in cases of assimilation with shares held as provided by the regulatory and legislative provisions.

8.1.2.8 Identification of bearers of securities (Article 9 of the Articles of Association)

While company shares are admitted to trading on a regulated market, the Company is entitled to require identification of persons holding securities which confer immediately or in future, voting rights at shareholders' meetings, as well as the number of securities held by such persons under conditions provided by the legislative and regulatory provisions in force.

When the person who received a request for said information fails to provide the latter by the deadline provided by the legislative and regulatory provisions in force or provides incomplete or erroneous information on their status, on the holders of securities or on the quantity of securities held by each of them, the shares or securities which give immediate or future access to capital and which are registered in said person's account, are devoid of voting rights at any shareholders' meeting held until the date of regularisation of the identification information required; payment of the corresponding dividend is likewise deferred until that date.

8.1.2.9 Special provisions governing changes in the share capital (Article 7 of the Articles of Association)

Concerning changes in the share capital, the articles of association of the Company do not set out any special provisions that are more restrictive than the legislative provisions.

# 8.1.2.10 Financial year (Article 35 of the Articles of Association)

Each financial year commences on 1 July of a year and terminates on 30 June of the following year.

# 8.2 IDENTIFICATION OF SHAREHOLDERS

# 8.2.1 Main shareholders

i.

8.2.1.1 Identification of shareholders

# Distribution of capital and of voting rights

As of the date of this Registration Document, the capital and voting rights of the Company are distributed as follows (on an undiluted basis):

Shareholding	Number of shares <sup>(1)</sup>	% of capital and of voting rights
Olisa	4,564,815	9.73
Apax companies, of which:	19,799,594	42.19
FPCI Apax France VIII A	9,447,138	20.13
FPCI Apax France VIII B	6,298,093	13.42
FPCI Apax Ortho	4,031,518	8.59
Midinvest	22,845	0.05
Management	351,061	0.75
Public <sup>16</sup>	22,214,382	47.34
Total	46,929,852	100%

(1) All company shares are ordinary shares.

The organigramme below shows the Company's shareholders on 30 June 2017:



On ending the financial years 2016, 2014 and 2013 the capital and voting rights of the Company were distributed as follows:

<sup>&</sup>lt;sup>16</sup> The public includes notably the Allianz Global Investors GmbH and Amundi Asset Management Funds which have declared they have exceeded the thresholds described in paragraph 18.1.2 "*Exceeding the thresholds*" on 28 April 2017
Shareholding	Position as at 30/06/2016			Position as at 30/06/2015			Position as at 30/06/2014		
	Number of shares	% of capital	% of voting rights	Number of shares	% of capital	% of voting rights	Number of shares	% of capital	% of voting rights
Olisa	4,564,815	9.73	9.73	4,564,825	9.73	9.73	4,115,037	12.89	12.89
OrthoManagement				-	-	-	517,253	1.62	1.62
Apax companies, of which:	19,799,594	42.19	42.19	20,972,543	44.69	44.69	27,096,905	84.91	84.91
FPCI Apax France VIII A	9,447,138	20.13	20.13	10,006,798	21.32	21.32	12,928,963	40.52	40.52
FPCI Apax France VIII B	6,298,093	13.42	13.42	6,671,198	14.22	14.22	8,619,309	27.01	27.01
FPCI Apax Ortho	4,031,518	8.59	8.59	4,270,349	9.10	9.10	5,517,368	17.29	17.29
Midinvest	22,845	0.05	0.05	24,198	0.05	0.05	31,265	0.09	0.09
CIC Mezzanine 2	440,681	0.94	0.94	466,789	1.00	1.00	94,333	0.29	0.29
Idinvest Private debt	385,599	0.82	0.82	408,442	0.87	0.87	82,542	0.25	0.25
Management	517,253	1.10	1.10	517,253	1.10	1.10	-	-	-
Public <sup>17</sup>	21,221,910	45.22	45.22	20,000,000	42.62	42.62	-	-	-
Total	46,929,852	100%	100%	46,929,852	100%	100%	31,906,070	100,%	100,%

A description of changes in share capital during the financial years ended 30 June 2016, 2014 and 2013 is shown in paragraph 8.3.8 "Changes in the Company's share capital over the last three financial years" in this Registration Document.

# *ii. Exceeding the thresholds*

The Company has received the following declarations of exceeding the thresholds during the financial year ended 30 June 2017:

- on 2 June 2017, Federal Finance Gestion reported that it held 479 518 shares of the Company representing the same amount of voting rights, i.e., 1.02% of the share capital and voting rights;
- on 28 April 2017, Amundi Asset Management, Société générale Gestion, Etoile Gestion, CPR Asset Management and BFT Investment Managers jointly reported that they had crossed downwards the threshold of 1% of the share capital and voting rights of the Company and that they held 418,155 shares of the Company, representing the same amount of voting rights, i.e., 0.89% of the share capital and voting rights; and
- on 25 November 2016, La Banque Postale reported that it had crossed downwards the threshold of 1% of the share capital and voting rights of the Company and that it held 461,000 shares of the

<sup>&</sup>lt;sup>17</sup> The public includes notably the Allianz Global Investors GmbH and Amundi Asset Management Funds which have declared they have exceeded the thresholds described in paragraph 18.1.2 "*Exceeding the thresholds*".

Company, representing the same amount of voting rights, i.e., 0.98% of the share capital and voting rights.

# *iii.* Equity interests of directors

As of 30 June 2017, the direct and indirect holdings of members of the Board of Directors and executives in the Company's capital is as follows:

	Number of shares
Members of the Board of Directors	
Apax Partners MidMarket	1
Bertrand Pivin	1
Daniel Caille	10
Chairman & Chief Executive Officer	
Olivier Jallabert	15,000

# *iv.* Transactions performed by members of the Board of Directors and the Chairman and Chief Executive Officer

During the financial year ended 30 June 2017, no transaction was performed by members of the Board of Directors or by the Company's Chairman and Chief Executive Officer.

#### v. Award of free shares

The shareholder's meeting of 9 December 2015 authorised the Board of Directors to make an award of free shares (fourteenth decision) to Company executives and staff.

On 27 July 2017, the Company's Board of Directors awarded 1,407,897 free performance shares to executives and employees of the Amplitude Surgical Group, under the conditions described in paragraph 8.3.4 below.

#### vi. Presentation of the principal shareholders

Olisa

Olisa is a limited liability company with registered office at 11, Cours Jacques Offenbach, in Valences (26000), registered in the Romans Trade and Companies under number 534 074 273. Its capital is  $\epsilon$ 8,501,000 divided into 8,501,000 shares each of nominal value of one euro. Olisa is 100% owned by Olivier Jallabert and his family.

# Apax companies

Apax is a major player in private equity in France and concentrates on the French speaking midcap market.

Since its creation, Apax has leveraged more than €2.5 billion of funds in France for major international investors.

The fund management company, Apax Partners Midmarket is a French company, approved by the AMF and 100% owned by its shareholders. It retains historic links with Apax Partners LLP, based in London which focuses on large cap transactions.

Since 1990, Apax has been based on a sector-specific organisation: teams have developed strong expertise in growth sectors, including technologies, telecommunications, media, distribution, services and health.

The team incorporates 20 investment professionals including 7 partner directors.

# 8.2.1.2 Shareholders' Voting Rights

On the date of this Registration Document, no shareholder has special voting rights. One vote is attached to each Company share (with the exception of treasury shares).

Following the proposed initial public offering, the Company has exercised the option provided by Article L.225-123(3) of the French Commercial Code, deciding that fully paid shares, for which it can prove registration for at least two years in the name of the same shareholder, will not benefit from a double voting right.

# 8.2.1.3 *Control of the Company*

On the date of this Registration Document, the Company is controlled by Apax (FPCI Apax France VIII A, FPCI Apax France VIII B, FPCI Apax Ortho and Midinvest) represented by the management company Apax Partners MidMarket SAS, which act in concert. The Apax companies together hold 19,799,595 shares, representing 42.19% of the capital and voting rights in the Company. Having regard to the proposed operations for the Company's initial public offering, the equity interest of Apax companies in the Company capital will automatically be reduced.

# 8.2.1.4 Agreements which may result in a Change of Control of the Company

On the date of this Registration Document, there is no agreement of which the implementation could result in a change of control of the Company.

8.2.2 Dividend distribution policy

# 8.2.2.1 Dividends distributed during the last six financial years

During the last three financial years, the Company has not distributed any dividend.

# 8.2.2.2 *Period of prescription*

Unclaimed dividends are prescribed and paid to the State after five years has elapsed since they were made available for payment.

# 8.3 SHARE CAPITAL

8.3.1 Share capital subscribed and share capital authorised but not issued

On the date of this Registration Document, the share capital of the Company is  $\notin$ 469,298.52 divided into 46,929,852 shares, each of nominal value one hundredth of one euro ( $\notin$ 0.01) fully paid.

The table below presents the delegated powers and authorisations granted by the shareholders' meeting held on 14 December 2016.

Current authorisations					Authorisat	Authorisations proposed to the shareholders' meeting of 24 November 2017		
Type of delegated power	Date of shareholders' meeting	Duration (expiry date)	Maximum authorised amount	Purpose	(Resolution No.)	Duration	Сар	
	(Resolution No.)							
Increase of share capital								
Issue with retention of the preferential subscription right	14 December 2016 (resolution 10)	26 months (4 February 2019)	Capital securities: €600,000 Debt securities: €300,000,000 These caps are common to all resolutions on the issue of capital and/or debt securities	None	10	26 months	Capital securities: €600,000 Debt securities: €300,000,000 These caps are common to all resolutions on the issue of capital and/or debt securities	
Issue by public offering with elimination of the preferential subscription right.	14December2016(resolution10)	26 months (4 February 2019)	Capital securities: €250,000 Debt securities: €150,000,000	None	11	26 months	Capital securities: €250,000 Debt securities: €150,000,000	
Issue pursuant to para. II of Article L.411-2 of the French Monetary and Financial Code with elimination of the preferential subscription right.	14 December 2016 (resolution 12)	26 months (4 February 2019)	Capital securities: €250,000 Debt securities: €150,000,000	None	12	26 months	Capital securities: €250,000 Debt securities: €150,000,000	
Authorisation granted to increase the amount of the initial issue with retention or elimination of the preferential subscription right	14 December 2016 (resolution 13)	26 months (4 February 2019)	15% of initial issue	None	13	26 months	15% of initial issue	
Fixing price of public offering or of offering pursuant to II of article L.411-2 of the French Monetary and Financial Code, with elimination of the preferential subscription right, limited to 10% of capital per annum	14 December 2016 (resolution 14	26 months (4 February 2019)	10% of capital on the day of decision of the Board of Directors fixing the issue price per 12-month period	None	14	26 months	10% of capital on the day of decision of the Board of Directors fixing the issue price per 12-month period	
Issuance of securities with cancellation of the preferential subscription right of the shareholders for the benefit of certain categories of persons	-	-	-	-	15	18 months	Shares: €250,000 Bonds: €150,000,000	

Current authorisations					Authorisations proposed to the shareholders' meeting of 24 November 2017		
Type of delegated power	Date of shareholders' meeting (Resolution No.)	Duration (expiry date)	Maximum authorised amount	Purpose	(Resolution No.)	Duration	Сар
Issue limited to 10% of capital, as compensation for capital contributions in kind	14 December 2016 (resolution 15)	26 months (14 February 2019)	10% of capital on the day of decision of the Board of Directors meeting for the issue	None	16	26 months	10% of capital on the day of decision of the Board of Directors meeting for the issue
Capital increase by incorporation of premiums, reserves, profits or other items of which capitalisation is permitted	14 December 2016 (resolution 18)	26 months (14 February 2019)	€250,000 This cap is not set off against any other cap	None	19	26 months	€250,000 This cap is not set off against any other cap
Employees' shareholdings, award o	f subscription or sh	are purchase options,	award of free shares		I	•	
Issue with elimination of the preferential subscription right for benefit of members of a savings plan	14December2016(resolution16)	26 months (14 February 2019)	2% of capital on the day of decision of the Board of Directors	None	17	26 months	2% of capital on the day of decision of the Board of Directors
Award of free ordinary shares	14 December 2016 (resolution 17)	26 months (14 February 2019)	3% of capital on the day of decision of the Board of Directors	None	18	26 months	3% of capital on the day of decision of the Board of Directors
Capital reduction by cancellation of	shares					-	
Reduction of capital by cancellation of shares	<ul><li>14 December</li><li>2016 (resolution</li><li>9)</li></ul>	26 months (14 February 2019)	10% of capital on the date of cancellation per 24-month period	None	9	18 months	10% of capital on the cancellation date per 24-month period
Redemption by Amplitude Surgical	of its own shares						
Authorisation to be granted to the Board of Directors for redemption of Company shares	14 December 2016 (resolution 8)	26 months (14 February 2019)	€40 million	Implemented as part of a liquidity agreement	8	18 months	€40 million

#### 8.3.2 Securities not giving entitlement to capital

On the date of this Registration Document, the Company has not issued any securities not representing or giving entitlement to its capital.

- 8.3.3 Shares held by the Company or on its own behalf
- 8.3.3.1 Information about the share redemption programme approved by the general shareholders' meeting of 14 December 2016

#### Characteristics of the share buy-back programme

The ordinary and extraordinary shareholders' meeting of Amplitude Surgical of 14 December 2016 authorized the Board of Directors, pursuant to Article L.225-209 *et seq* of the French Commercial Code, Articles 241-1 to 241-6 of the General Regulations of the *Autorité des marchés financiers* and of EU regulations applicable to market abuse, to purchase or have purchased a maximum number of Amplitude Surgical shares representing up to 10% of the share capital of Amplitude Surgical.

The characteristics of the redemption programme are as follows:

Securities concerned	Shares
Maximum percentage of capital that may be redeemed	10% (it being specified that the number of shares acquired by Amplitude Surgical with a view to their retention and subsequent award as payment or in exchange as part of a merger, de-merger or capital contribution shall not exceed 5% of the capital of Amplitude Surgical)
Maximum number of securities that may be acquired	4,692,985 shares (i.e., 10% of the capital on the date of this Registration Document)
Maximum overall amount of programme	€40 million
Maximum unit purchase price	200% of the IPO price, i.e., €10
Duration of programme	18 months, i.e., until 14 June 2018

The objectives of the programme in decreasing order of priority are as follows:

- To ensure liquidity and stimulate trading in Amplitude Surgical shares through an investment service-provider acting in total independence under a liquidity agreement and in compliance with an ethics charter accepted by the AMF;
- To honour the obligations for the award of share options, free shares or awards of other benefits, allocations or assignments of shared to Amplitude Surgical employees or executives or of a related enterprise and to perform any hedging transactions relevant to said operations, under the conditions provided by the market authorities and at times decided by the Board of Directors or its authorised representative;

- To ensure hedging of the undertakings of Amplitude Surgical for settlement of rights in cash given an increase in the market price of Amplitude Shares issued to the employees or executives of Amplitude Surgical or of a related enterprise;
- The retention and subsequent award of Amplitude Surgical shares in exchange or as payment as part of external growth operations according to accepted market practices and the applicable regulations;
- The award of Amplitude Surgical shares given exercise of rights attached to securities giving access either immediately or in future, Amplitude Surgical shares;
- The cancellation of all or some of the shares redeemed under statutory conditions subject to authorisation of the extraordinary shareholders' meeting; and
- Any other practice that may be permitted or accepted under the legislation or by the *Autorité des marchés financiers* or any other objective compliant with the regulations in force.

#### Overview of share buy-back programme

On 30 June 2017, the Group owned 38,007 shares, of which 38,007 in the context of the liquidity agreement entered into with Natixis.

In the framework of the liquidity agreement, the Company purchased 1,120,268 shares during the financial year ended 30 June 2017 at an average price of  $\notin$ 3.56 and a total cost of  $\notin$ 3,989,402 representing approximately 2.39% of the Company's share capital. Moreover, in the framework of this liquidity agreement, the Company assigned 1,148,836 shares for an average price of  $\notin$ 3.51.

During the financial year ended 30 June 2017, transactions performed by the Group on its own securities in the framework of the authorised buy-back programme are as follows:

Number of shares cancelled during the last 24 months	0					
Number of treasury shares in the portfolio at 30 June 2016	66,575					
Purchase of shares	1,120,268					
Sale of shares	1,148,836					
• Transfer of shares	0					
Cancellation of shares	0					
• Number of shares in portfolio as at 30 June 2017	38,007					
Percentage of capital held directly or indirectly by the Company on 30 June 2017	0.08%					
Book value of portfolio	173,691,€					
Market value of portfolio on 30 June 2017 169,131,€						
Details of transactions performed by Amplitude Surgical in 2017, by objective:						
• Liquidity agreement						

Purchase of shares	1,120,268
Sale of shares	1,148,836
Number of shares held in portfolio on 30 June 2017	38,007
Cancellation of shares	
Number of shares cancelled	0
Number of shares held in portfolio on 30 June 2017	0
• Awards to employees	
Purchase of shares	0
Transfer of shares	0
Number of shares held in portfolio on 30 June 2017	0

The Company does not have any open put or call positions on derivatives as of 30 June 2017.

The expenses incurred by the Company for implementing the share buy-back programme totalled  $\in 25,000$  ex tax for the financial year ended 30 June 2017.

8.3.3.2 Description of the share buy-back programme to be submitted to the Shareholder's Meeting

# *i. Purpose of the share buy-back programme for 2018*

The objectives of the programme by decreasing order of importance are as follows:

- to guarantee liquidity and market-making for Company shares through an investment service provider acting independently in the framework of a liquidity agreement pursuant to a code of ethics recognized by the AMF;
- honouring obligations for the allotment of share options, award of free shares or other awards, allotments or assignment of shares to employees or to executives of the Company or a related company and performing any hedging operations for said transactions under the conditions provided by the market authorities, by the Board of Directors or the person acting with delegated authority of the Board of Directors;
- hedging of the Company's commitments on rights with payment in cash for positive trends in the Company's share price on the stock exchange granted to Company employees and executives or those of an associate company;
- the retention and subsequent submission of Company shares for exchange or payment in the framework of external growth operations, pursuant to acknowledged market practices in compliance with applicable regulations;
- the delivery of Company shares when exercising rights attached to securities giving access by any means, immediately or in future, to Company shares;

- the cancelling of all or some of the shares bought back, under conditions provided by law, subject to authorisation of an extraordinary shareholder's meeting; and
- any other practice that may be admitted or acknowledged by law or the AMF or any other objective which complies with the regulations in force.
- *ii. Maximum proportion of capital, maximum number and characteristics of securities that may be acquired in connection with the 2018 buy-back programme*

The maximum proportion of the capital which the buy-back is authorised is 10% of the total number of shares comprising the share capital at any time, this percentage applying to a capital adjusted according to transactions post-dating the shareholder's meeting.

For information, on the basis of the share capital existing on 30 June 2017 after deducting the 38,007 shares on the same date, the maximum number of shares that may be acquired is 4,654,978.

The securities the Company envisages acquiring are ordinary shares.

# *iii. Maximum purchase price*

The maximum purchase price per share is  $\in 10$ , it being specified that, for transactions on capital, notably by incorporation of reserves and award of free shares, division or grouping of shares, this price will be adjusted to consider the impact of these transactions on the share value.

#### *iv.* Purchase and assignment methods

Acquisition, assignment or transfer of shares may be made or paid by any means, on the market or by negotiation, including by transactions for blocks of shares or a public offering, options, derivatives, purchase of options or securities all in compliance with the applicable regulatory conditions.

In the event of a public offering of Amplitude Surgical securities paid in full in cash, Amplitude Surgical cannot continue execution of its share buy-back programme.

# v. Term of the share buy-back programme

The share buy-back programme will have a term of 18 months from the shareholder's meeting, i.e. until 24 June 2019.

# 8.3.4 Award of free shares

# Plan for award of free shares established on 27 July 2016

Pursuant to the authorisations granted by the ordinary and extraordinary shareholder's meeting of 9 December 2015, the Board of Directors resolved, at its meeting of 27 July 2016, to award 1,407,897 free, ordinary shares in the Company, under the conditions described below.

The shares awarded in the context of the plan for the award of free shares are divided into two tranches: (i) Tranche A (938,599 shares) and (ii) Tranche B (469,298 shares) of which the characteristics are described below:

• <u>Conditions of presence on the date of acquisition</u>: (i) being an employee with a permanent employment contract with the Company or a company of which the Company holds or controls the majority of capital and voting rights, and not be subject to notice of redundancy, resignation or a

procedure for breach of contract (ii) hold a mandate as chief executive officer or deputy chief executive officer in the Company and not be subject to notice of cessation of duties for any reason whatsoever.

• <u>Performance conditions</u>:

Concerning Tranche A:

• Acquisition of 80% of the number of shares in tranche A by each beneficiary is dependent on achieving a pre-defined consolidated revenue of the Company during the financial year ended 30 June 2017 as follows:

Number of shares tranche A	Level of revenues on 30/06/2017 (N)
0%	< €80 million
30% + 0% to 25%	> or = €80 million and < €90 million
	(Adjusted pro-rata realisation (90 -N)/(90-80) )
30% + 25% + 0% to $25%$	> or = €90 million and < to €106 million
	(Adjusted pro-rata realisation (90-N)/(106-90))
30% + 25% + 25%	Equal or greater than €106 million

• Acquisition of 20% of the number of shares in tranche A by each beneficiary is conditional on achieving an EBITDA (X) on 30/06/2017 of  $\notin 21$  million, with a minimum of  $\notin 14$  million, adjusted by application of a pro-rata (X-14)/(21-14).

Concerning Tranche B:

• Acquisition f 80% of the number of shares in tranche A by each beneficiary is dependent on achieving a defined consolidated revenue of the Company during the financial year ended 30 June 2018 as follows:

Number of shares in tranche B	Level of revenues on 30/06/2018 (N)
0%	<€85 million
0% to 40%	> or = €85 million and $<$ €105 million
	(Adjusted pro-rata realisation (N-85)/(105- 85))
40% + 0% to 40%	> or = €105 million and $<$ €130 million

	(Adjusted pro-rata realisation (N-105)/(130-105))
40% + 40%	Equal to or greater than €130 million

 Acquisition of 20% of the number of tranche B shares by each beneficiary is conditional on an EBITDA (X) on 30/06/2018 of €26 million, with a minimum of €17 million, adjusted by application of a pro-rata (X-17)/(26-17)

AWARDEES	TRANCHE	NUMBER OF SHARES	EVALUATION OF SHARES AWARDED	DATE OF ACQUISITION	DATE OF ASSIGNABILITY	CONDITIONS <sup>(1)</sup>
CORPORATE EX	XECUTIVES					
Olivier Jallabert	Tranche A	410,636	€788,418	27 July 2018	28 July 2020	(1)
	Tranche B	205,316	€261,777	Latest date between (i) second anniversary of date of initial award and (ii) date of meeting of the Board of Directors recording realisation of the conditions described above	Second anniversary following date of definitive acquisition of shares	
3 TOP EMPLOY	EES					
Employee #1	Tranche A	205,988	€395,496	27 July 2018	28 July 2020	(1)
	Tranche B	87,994	€112,194	Latest date between (i) second anniversary of date of initial award and (ii) date of meeting of the Board of Directors recording realisation of the conditions described above	Second anniversary following date of definitive acquisition of shares	
Employee #2	Tranche A	175,988	€337,896	27 July 2018	28 July 2020	(1)
	Tranche B	87,994,	€112,194,	Latest date between (i) second anniversary of date of initial award and (ii) date of meeting of the Board of Directors recording realisation of the conditions described above	Second anniversary following date of definitive acquisition of shares	
Employee #3	Tranche A	145,987	€280,296	27 July 2018	28 July 2020	(1)
	Tranche B	87,994	€112,191	Latest date between (i) second anniversary of date of initial award and	Second anniversary following date of definitive acquisition of shares	

# On 27 July 2016 the following shares were awarded:

			EVALUATION			
		NUMBER OF	OF SHARES	DATE OF	DATE OF	
AWARDEES	TRANCHE	SHARES	AWARDED	ACQUISITION	ASSIGNABILITY	CONDITIONS <sup>(1)</sup>
				(ii) date of meeting		
				of the Board of		
				Directors recording		
				realisation of the		
				conditions		
				described above		

(1) See the performance criteria adopted for the plan of 27 July 2017 above.

On the date of this Registration Document, no shares have been acquired definitively by the corporate officers.

8.3.5 Other securities giving entitlement to capital

On the date of this Registration Document, there are no securities giving entitlement to the Company's capital.

8.3.6 Conditions governing any right of acquisition and/or any obligations attached to capital subscribed but not paid

None.

8.3.7 Share capital of any Group company the subject to an option or an agreement for the future exercise of an option

See Section 1.4.3 "Shareholders' agreements and minority interests" in this Registration Document.

8.3.8	Changes in the Compan	y's share capital over the	last three financial years

Date	Nature of the operation	Capital prior to the operation	Number of shares prior to the operation	Number of ordinary shares issued (cancelled)	Number of preference shares issued (cancelled)	Total number of shares after the operation	Nominal value (in euros)	Capital after the operation
31/03/2014	Capital increase	€318,014.66	31,801,466	11,375	93,229	31,906,070	0.01	€319,060.70
26/06/2015	Conversion of convertible bonds	€319,060.70	31,906,070	22,973,167	0	54,879,237	0.01	548,792.37
26/06/2015	Exercise of BSA	€548,792.37	54,879,237	980,743	1,054,800	56,914,780	0.01	€569,147.80
26/06/2015	Conversion of preference shares	€569,147.80	56,914,780	9,508,354	(29,493,282)	36,929,852	0.01	€369,298.52
26/06/2015	Increase in capital (by public offering)	€369,298.52	36,929,852	10,000,000	0	46,929,852	0.01	€469,298.52

#### 8.4 OTHER FACTORS LIKELY TO HAVE AN IMPACT IN THE EVENT OF AN IPO

The agreements entered into by the Group with minority shareholders are described in paragraph 14.3 "Shareholders' agreements and minority interests" in this Registration Document.

The financing agreements entered into by the Group are described in Section 5.2 "Cash and Capital Equity" in this Registration Document.

The key contracts entered into by the Group are described in Section 1.9 "KEY CONTRACTS" of this Registration Document.

# 8.5 DOCUMENTS ACCESSIBLE TO THE PUBLIC

The articles of association of the Company, this Registration Document and other corporate documents must be made available to shareholders, pursuant to the regulations in force. They may be consulted at the Company's registered office.

Copies of this Registration Document are available without charge from the Company (11, Cours Jacques Offenbach, Valence (26000), as well as on the Company's websites (www.amplitude-surgical.com) and that of the *Autorité des marchés financiers* (www.amf-france.org).

# Chapter 9

# ORDINARY AND EXTRAORDINARY SHAREHOLDERS' MEETING OF 24 NOVEMBER 2017

#### 9.1 MANAGEMENT REPORT

The management report for the financial year ended 30 June 2017 included the following information from chapters 1 to 9 of this Registration Document.

# 9.2 REPORT OF THE CHAIRMAN OF THE BOARD OF DIRECTORS

9.2.1 Report of the Chairman of the Board of Directors

The report of the Chairman of the Board of Directors is composed of the following information included in Chapter 3 "Corporate Governance" and Section 2.3 "Internal control and risk management procedures" of this Registration Document.

9.2.2 Report of the Statutory Auditors on the report of the Chairman of the Board of Directors

This is a free translation into English of the Statutory Auditors' report issued in French and it is provided solely for the convenience of English-speaking users. This report should be read in conjunction with and construed in accordance with French law and professional standards applicable in France.

### Report of the statutory auditors drawn up pursuant to Article L.225-235 of the French Commercial Code, on the report from the chairman of the Board of Directors

Financial year ended 30 June 2017

To the shareholders,

In our capacity as Statutory Auditors of Amplitude Surgical and pursuant to the provisions of Article L.225-235 of the French commercial code, we hereby present our report on the report drawn-up by the Chairman of your Company in accordance with the provisions of Article L.225-37 of the French commercial code for the financial year ended 30 June 2017.

It is the responsibility of the Chairman to draw up and submit to the approval of the Board of Directors a report describing the internal control and risk management procedures implemented within the Company and providing the other information required by Article L.225-37 of the French commercial code, relating, in particular, the corporate governance system.

It is our responsibility:

- to inform you of our observations on the information contained in the report of the Chairman concerning the internal control and risk management procedures in connection with the preparation and processing of accounting and financial information, and
- to certify that the report contains the other information required by Article L.225-37 of the French commercial code, it being specified that our mission does not consist in verifying the accuracy of such other information.

We have performed our procedures in accordance with professional guidelines applicable in France.

# Information relating to the internal control and risk management procedures relating to the preparation and processing of accounting and financial information

The professional guidelines require us to perform procedures to assess the fairness of the information set out in the Chairman's report on the internal control and risk management procedures relating to the preparation and processing of financial and accounting information. In particular, these procedures included:

- reviewing the internal control and risk management procedures relating to the preparation and processing of financial and accounting information underlying the information set out in the Chairman's report, and of the relevant documentation;
- reviewing how the information contained in the report was prepared and documented;
- considering whether any significant deficiencies in internal control procedures for the preparation and processing of financial and accounting information which we may have identified during our audit have been satisfactorily disclosed in the Chairman's report.

On the basis of these procedures, we have no matters to report in connection with the information on the internal control procedures relating to the preparation and processing of financial and accounting information, as contained in the report of the Chairman of the Board of Directors, prepared pursuant to the provisions of Article L.225-37 of the French commercial code.

# Other information

We hereby certify that the Chairman's report contains the other information required by Article L.225-37 of the French commercial code.

Signed in Villeurbanne and Lyon on 30 October 2017

The Statutory Auditors

MAZARS

**DELOITTE & ASSOCIÉS** 

Pierre BELUZE

Dominique VALETTE

#### 9.3 REPORT OF THE BOARD OF DIRECTORS ON THE COMPENSATION POLICY

To the Shareholders,

The ordinary and extraordinary shareholders' meeting of Amplitude Surgical, a French *société anonyme* having its registered office at 11, Cours Jacques Offenbach 26000 Valence ("**Amplitude Surgical**" or the "**Company**") has been convened by the Board of Directors on 24 November 2017 at 9 AM at the registered office of the Company.

We present to you in this report, pursuant to Article L.225-37-2 of the French commercial code and of paragraph 26 of the Corporate Governance code for listed companies issued by AFEP and MEDEF, as amended in November 2016, which code the Company refers to pursuant to Article L.225-37 of the French commercial code, the principles and criteria for determining, distributing and allocating the fixed, variable and exceptional items making up the full compensation and any benefits in kind attributable to executive corporate officers. It is specified that the payment of the variable and exceptional compensation items is subject to the approval by an ordinary shareholders' meeting of the compensation items of the relevant person within the terms of Article L. 225-100 of the French commercial code.

In this report, unless indicated otherwise, the term "Group" refers to both the Company and its consolidated subsidiaries.

# GENERAL PRINCIPLES OF THE COMPENSATION POLICY APPLICABLE TO EXECUTIVE CORPORATE OFFICERS

The main principles of the compensation policy are determined by the Board of Directors after the issuance of an opinion by the Compensation Committee. In accordance with the corporate governance structure in place, the Company only has one executive corporate officer, i.e., the Chairman and Chief Executive Officer.

The Company's compensation policy consists in applying fixed annual compensation, the amount of which is determined based on the own criteria of the relevant person (experience, length of service, responsibilities), as well as industry-related criteria.

Furthermore, variable compensation, the purpose of which is to correlate compensation and the business performance of the Company, may be granted. Variable compensation is calculated on the basis of the performance or non-performance of individual criteria or Company-related criteria.

# Principles and criteria for determining, distributing and allocating the various compensation items currently provided to the benefit of the Chairman and Chief Executive Officer:

The compensation of the Chairman and Chief Executive Officer is determined by the Board of Directors after the issuance of an opinion by the Compensation Committee. This compensation includes a fixed and a variable portion.

It is reviewed periodically along with the compensation and performance of the top executives of the Group.

# Fixed portion

The Chairman and Chief Executive Officer benefits from fixed annual compensation.

This fixed annual compensation is reviewed on a regular basis, generally at the end of the calendar year, in accordance with the Company's compensation policy.

The amount of this fixed annual compensation is determined based on the own responsibility level of the relevant person, on industry-related criteria and on the general economic environment (economic growth level, inflation in France and in Europe) and takes into account the growing international nature of the operations of the Company.

#### Variable portion

The Chairman and Chief Executive Officer also receives variable compensation subject to performance criteria. This variable compensation aims at correlating the Chairman and Chief Executive Officer's compensation and the business performance of the Company.

Variable compensation is thus calculated on the basis of the performance or non-performance of Grouprelated criteria or individual criteria. The quantitative criteria are based on the Group's revenues and EBITDA. The individual criteria are based on the relevant person, his/her duties within the Group and the missions entrusted to him/her.

In accordance with the provisions of Law No. 2016-1691 of 9 December 2016, the payment of the variable portion in respect of the past financial year can only take place after the approval of the compensation items of the relevant person by a shareholders' meeting.

#### Director's fees

The Chairman and Chief Executive Officer may receive director's fees in respect of the duties carried out within the Group.

#### Benefits in kind

The Chairman and Chief Executive Officer may also receive benefits in kind, resulting from the duties carried out within the Group. These benefits in kind include, in particular, the use of a company car.

#### Long-term compensation: allotment of free shares

The Board of Directors may allot free shares or free share subscription or share purchase options to the Chairman and Chief Executive Officer in order to associate and involve him in the development of the Group and its results.

The Chairman and Chief Executive Officer is currently eligible for a free share allotment plan, a motivation and loyalty improvement process for employees and managers of the Group.

These shares are fully subject to performance criteria (based on the Group's revenues and EBITDA) and cumulatively to a condition of presence within the Company.

The total allocation is limited to 3% of the share capital over a term of 38 months.

#### Incentive agreement

The Chairman and Chief Executive Officer may also benefit, in consideration of the size of the Group, of an amount of employee savings scheme in connection with the incentive agreement set up within the Company. The Chairman and Chief Executive Officer may be included in a Company Savings Scheme (*Plan d'Epargne d'Entreprise* or PEE).

This incentive agreement is solely indexed on the growth of the Group's EBITDA.

#### Severance indemnity

The compensation policy of executive corporate officers determined by the Board of Directors provides, subject to certain conditions, for the payment of indemnity in case of departure.

Severance indemnities are limited to an amount that cannot exceed 24 months of reference monthly compensation of the Chairman and Chief Executive Officer (the monthly reference compensation is defined as the fixed gross annual compensation plus the gross average of the last two bonus payments received with the exception of any exceptional bonus, divided by 12 months).

The severance indemnity is only applicable in case of forced departure and related to a change of control or off strategy. The severance indemnity shall not apply in the event of dismissal for serious misconduct (*faute grave*) or gross misconduct (*faute lourde*) or in case of departure or forced retirement.

The severance indemnity is subject to performance criteria pursuant to the provisions of article L225-42-1 of the French commercial code. The performance criteria have been determined based on two items: firstly, the amount of revenues made by the Group and secondly, the EBITDA level.

The Board of Directors may decide that a manager is not eligible to these severance indemnities in respect of his/her corporate mandate based on specific situations (profile, career...).

# Basic retirement plan known as "Article 83" and additional defined-benefit retirement plan

The Chairman and Chief Executive Officer benefits, in respect of his corporate mandate, of a defined-benefit retirement plan within the meaning of article L.137-11 of the French social security code.

#### Miscellaneous: Exceptional compensation and start of duties allowance

The Board of Directors considers that it is in the best interest of the Group that it not be excluded, as a principle, that exceptional compensation or bonuses may be paid to the Chairman and Chief Executive Officer in very specific circumstances. The payment of such compensation must be justified and the reasons having led to their implementation must be explained.

The Board of Directors also considers that it should be allowed to consider the payment of the start of duties allowance to an executive corporate officer, if the best interest of the Group so justifies, in order to attract a new talented manager.

In any case, these compensation items would meet the requirements of the AFEP-MEDEF Code and comply, in particular, with the principles of restraint and of fair balance among the various interests in presence.

In accordance with the provisions of Law No. 2016-1691 of 9 December 2016, the payment of in exceptional compensation items can only take place after the approval of the compensation items of the relevant person by a shareholders' meeting.

# 9.4 TEXT OF THE DRAFT RESOLUTIONS SUBMITTED TO THE ORDINARY AND EXTRAORDINARY SHAREHOLDERS' MEETING OF 24 NOVEMBER 2017

9.4.1 Text of the draft resolutions

#### I. <u>Resolutions submitted to the Ordinary Shareholders' Meeting</u>

#### **FIRST RESOLUTION**

#### (Approval of the annual financial statements for the financial year ended 30 June 2017)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the reports of the Board of Directors and of the statutory auditors on the annual financial statements for the financial year ended 30 June 2017,

Approved the annual financial statements, *i.e.*, the balance sheet, the income statement and the notes thereto, for the financial year ended 30 June 2017, as presented to it, as well as the transactions reflected in such financial statements and summarized in these reports.

The annual financial statements show a loss of  $\notin$  3,307,403.67.

For the financial year ending 30 June 2017, the Company did not incur any expenses referred under article 223 quinquies of the French General Tax Code.

#### SECOND RESOLUTION

#### (Approval of the consolidated financial statements for the financial year ended 30 June 2017)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the reports of the Board of Directors and of the statutory auditors on the consolidated financial statements for the financial year ended 30 June 2017,

Approved the consolidated financial statements, i.e., the balance sheet, the income statement and the notes thereto, for the financial year ended 30 June 2017, as presented to it, as well as the transactions reflected in such financial statements and summarized in these reports.

The consolidated financial statements show a loss of  $\in$  12,314,000.

#### **THIRD RESOLUTION**

#### (Allocation of profit for the financial year ended 30 June 2017)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the report of the Board of Directors,

Decided to allocate the profits for the year ended 30 June 2017, which amounted a loss of  $\in$  3,307,403.67 as follows:

Origin of the amounts to be allocated:

Profits from the financial year 2017 (loss)	€ 3,307,403.67					
Previous carry forward at 30 June 2017 (debtor)	€ 26,167,523.83					
Total	€ 29,474,927.50					
Allocation:						
The totality to the carry forward account (loss)	€ 29,474,927.50					
Total	€ 29,474,927.50					

The Shareholders' Meeting decides that no dividend will be distributed for the financial year ended 30 June 2017 and takes note that no dividend has been paid in respect of the last three years.

#### **FOURTH RESOLUTION**

# (Authorization of a related-party agreement referred to in articles L.225-38 and seq. of the French Commercial Code)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report on relatedparty transactions governed by articles L.225-38 and seq. of the French Commercial Code,

Observed that no related party agreements have been entered into during the financial year ended 30 June 2017 and acknowledged the information relating to the agreement entered into and the commitment undertaken during the previous financial year and continued during the financial year ended 30 June 2017 and which are mentioned in the auditor's special report on related-party transactions governed by articles L. 225-38 and seq. of the French Commercial Code.

#### **FIFTH RESOLUTION**

# (Opinion on the elements of compensation due or granted for the financial year ended 30 June 2017 to Olivier Jallabert, Chief Executive Officer)

The Shareholders' Meeting, consulted in accordance with the recommendations of paragraph 26 of the AFEP-MEDEF Code of corporate governance of November 2016, to which the Company refers in application of article L. 225-37 of the French Commercial Code, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the *Document de référence* of the Company for the financial year ended 30 June 2017,

Gave a favourable opinion on the elements of compensation due or granted in respect of the financial year ended 30 June 2017 to Olivier Jallabert, Chief Executive Officer, as described in the *Document de référence* of the Company for the financial year ended 30 June 2017, under paragraph 3.2.1.12 "Consultation on the corporate officers' individual compensation".

#### SIXTH RESOLUTION

(Approval of the principles and criteria for the determination, distribution and allocation of the fixed, variable and exceptional components composing the total remuneration and benefits of any kind attributable to the Chief Executive Officer)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the report of the Board of Directors provided for in Article L. 225-37-2 of the French Commercial Code,

Approved the principles and criteria for the determination, distribution and allocation of the fixed, variable and exceptional components composing the total remuneration and benefits of any kind attributable to the Chief Executive Officer as a result of his mandate as detailed in the above mentioned report.

#### **SEVENTH RESOLUTION**

#### (Renewal of the term of office of the Statutory Auditor)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the report of the Board of Directors,

Having noted the expiry, effective from the end of this meeting, of the term of office of Deloitte & Associés represented by Dominique Valette,

Decided to renew Deloitte & Associés, represented by Dominique Valette as statutory auditor, effective from the end of this meeting,

For six financial years, i.e. until the close of the ordinary general meeting called to resolve on the financial year ending 30 June 2023,

The Shareholders' Meeting took note that Deloitte & Associés will be represented by Dominique Valette.

The Shareholders' Meeting took also note that Deloitte & Associés had already indicated that it will accept the mandate of statutory auditor of the Company if the Shareholders' Meeting were to decide its appointment and that Deloitte & Associés was not subject to any incompatibility provided by law.

# **EIGHTH RESOLUTION**

#### (Authorization to be granted to the Board of Directors to carry out transactions on the Company's shares)

The Shareholders' Meeting, deciding under the quorum and majority requirements for ordinary shareholders' meetings,

Having reviewed the report of the Board of Directors,

Decided to authorize the Board of Directors, with the option to sub-delegate such authorization, in accordance with the provisions of article L.225-209 of the French Commercial Code, of articles 241-1 to 241-7 of the General Regulations of the French financial markets authority (the "AMF") and of the European regulation relating to market abuse, to purchase or cause to be purchased shares of the Company, in order of highest to lowest priority, with a view to:

- ensuring liquidity and activity in the market for the shares of the Company through an investment services provider, acting independently under a liquidity agreement in accordance with a market ethics charter acknowledged by the AMF;
- satisfying the obligations arising out of allocations of stock options, allocations of free shares or any other granting, allocation or sale of shares to the employees or the corporate officers of the Company or of an associated enterprise and carrying out any hedging operation relating to such transactions, in accordance with the conditions set forth by the market authorities and at such times that the Board of Directors or any person acting upon the authority of the Board of Directors implements such actions;
- ensuring the coverage of the undertakings of the Company under rights with a settlement in cash and relating to the positive evolution of the trading price of the share of the Company granted to the employees or the corporate officers of the Company or of an associated enterprise;
- retaining shares and delivering shares further to an exchange or as a consideration in the context of external growth transactions, in accordance with acknowledged market practices and applicable regulations;
- granting shares in connection with the exercise of rights attached to securities conferring access by any means, immediately or in the future, to shares of the Company;
- canceling all or part of the shares so repurchased, in accordance with applicable laws and subject to an authorization being granted by the extraordinary shareholders' meeting; and
- any other action that is or will become permitted by French law or the AMF or any purpose that may comply with the applicable regulations.

The acquisition, sale or transfer of the shares shall be carried out or paid by any means, on the market or over the counter, including through transactions involving blocks of securities or takeover bids, option mechanisms, derivatives, purchase of options or of securities in conformity with the applicable regulatory conditions. The portion of the plan carried out through transactions involving blocks of shares may reach the total amount of the share repurchase plan.

This authorization shall be implemented pursuant to the following conditions:

- the maximum number of shares that the Company may purchase under this resolution shall not exceed 10% of the shares making up the share capital as at the date of completion of the repurchase of the shares of the Company;

- the number of shares acquired by the Company in view of holding them for subsequent payment or exchange in a merger, spin-off or contribution may not exceed 5% of the Company's share capital;
- the total maximum amount allocated to the repurchase of the shares of the Company shall not exceed € 40 million;
- the maximum purchase price per share of the Company has been set at € 10, it being specified that in the event of transactions on the share capital, in particular by way of incorporation of reserves and allocation of free shares, division or grouping of shares, this maximum purchase price shall be adjusted accordingly by using a multiplying factor equal to the ratio between the number of shares making up the share capital prior to the relevant transaction, and the number of shares further to such transaction; and
- the shares owned by the Company shall not represent at any time more than 10% of its share capital.

The shares repurchased and retained by the Company will be deprived of voting rights and will not give right to the payment of dividends.

Full powers were granted to the Board of Directors, with the option to delegate such powers to any person so authorized in accordance with the legislative and regulatory provisions, to achieve this share repurchase program of the Company's shares, and in particular to give any stock exchange orders, enter into any agreement for the keeping of the purchase and sale registers, make any disclosures to the AMF and any other authorities, prepare any documents, in particular information documentation, allocate and, as the case may be, reallocate, subject to the conditions provided by the law, the shares acquired for the various purposes envisaged, carry out any formalities and, more generally, do as necessary.

This authorization is granted for a term of 18 months as from the date of this Shareholders' Meeting.

This authorization shall cancel, to the extent of the unused portion, and supersede the authorization granted by the eighth resolution of the ordinary shareholders' meeting of the Company of December 14, 2016.

The Board of Directors will, every year, inform the shareholders' meeting of the operations carried out pursuant to this resolution, in compliance with article L. 225-211 of the French Commercial Code.

#### II. <u>Resolutions submitted to the Extraordinary Shareholders' Meeting</u>

#### **NINTH RESOLUTION**

(Authorization to be granted to the Board of Directors to carry out a share capital decrease by cancellation of shares)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the Statutory Auditors' special report,

Authorized the Board of Directors to reduce the share capital, with the option to delegate such powers to any person so authorized in accordance with the legislative and regulatory provisions, in one or several occurrences, in the proportions and at the times that it shall deem appropriate, by cancellation of all or part of the Company's shares acquired pursuant to any share repurchase programs authorized by the shareholders' meeting, within the limits of 10% of the share capital of the Company as at the date of the cancellation per period of 24 months, in accordance with the provisions of articles L. 225-209 and seq. of the French Commercial Code.

This authorization is granted for a term of 18 months as from the date of this Shareholders' Meeting.

Full powers were granted to the Board of Directors, with the power to delegate such powers in accordance with the legislative and regulatory provisions, in order to:

- reduce the share capital by cancellation of shares;
- determine the final amount of the share capital decrease;
- determine the terms and conditions thereof and acknowledge its completion;
- deduct the difference between the book value of the cancelled shares and their nominal amount from any available reserve and premium accounts;
- and, in general, do as necessary for the proper performance of this authorization, amend the by-laws accordingly and carry out any required formalities.

This authorization shall cancel and supersede any prior authorization with the same purpose.

# **TENTH RESOLUTION**

(Delegation of authority to be granted to the Board of Directors in order to decide upon the issuance, with upholding of the shareholders' preferential subscription right, of ordinary shares or of securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, or of securities giving access to equity securities to be issued)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report, having acknowledged that the share capital has been fully paid-up, and deciding in accordance with the provisions of article L. 225-129 and seq. of the French Commercial Code, in particular articles L. 225-129-2, L. 225-132, L. 225-133 and L. 225-134, and the provisions of article L. 228-91 and seq. of the French Commercial Code:

1. Delegated its authority to the Board of Directors, with the option to delegate such powers to any duly empowered person in accordance with the legislative and regulatory provisions, to decide the issuance, in one or several occurrences, to the extent and at the times that it deems appropriate, both in France and abroad, in euros, foreign currencies or units determined by reference to several currencies, of (i) ordinary shares, or (ii) securities that are equity securities giving access, immediately or in the future, to other equity securities of the Company or of a company of which the Company holds, directly or indirectly, at least 50% of the share capital, or giving right, immediately or in the future, to be issued of the Company or of a company of which the Company holds, directly or indirectly, at least 50% of the share capital, which may be subscribed in cash, including by offsetting due and payable receivables, or partly in cash and partly by capitalization of reserves, profits or issuance premiums;

- 2. Decided that this delegation of authority expressly excludes any issuance of preferred shares and of securities conferring access by any means, immediately or in the future, to preferred shares;
- 3. Decided that the maximum nominal amount of the share capital increases to be carried out, immediately or in the future, pursuant to this resolution shall be  $\in 600,000$ , it being specified that:
  - the global maximum nominal amount of the share capital increases that may be carried out pursuant to this delegation, as well as under the eleventh to seventeenth resolutions submitted to this Shareholders' Meeting, may not exceed this global amount of € 600,000; and
  - this global cap may be complemented, as the case may be, by the nominal amount of the ordinary shares to be issued in order to maintain the rights of the holders of securities or other rights giving access to the share capital of the Company, in accordance with the law and with any applicable contractual provisions providing for other cases of adjustment;
- 4. Decided that the nominal amount of debt securities that may be issued pursuant to this delegation may not exceed € 300,000,000 or the equivalent value in euros as at the date of issuance, it being specified that:
  - the amount of all the debt securities, the issuance of which may be carried out pursuant to this resolution as well as under the eleventh to seventeenth resolutions submitted to this Shareholders' Meeting may not exceed this global amount of € 300,000,000;
  - this cap does not apply to debt securities the issuance of which may be decided or authorized by the Board of Directors pursuant to article L. 228-40 of the French Commercial Code nor to the other debt securities referred to under articles L. 228-92 last paragraph, L. 228-93 last paragraph and L. 228-94 last paragraph of the French Commercial Code;
  - this cap shall be increased, if necessary, by any redemption premium in excess of the par value;
- 5. Decided that, in accordance with the legal and regulatory provisions and the conditions set by the Board of Directors, the shareholders shall have, in proportion to the number of shares they own, a preferential subscription right on an irreducible basis in respect of the ordinary shares, of the securities that are equity securities giving access to other equity securities of the Company or giving right to the allocation of debt securities as well as of the securities giving access to equity securities to be issued, issued pursuant to this delegation of authority. The Board of Directors may establish a preferential subscription right on a reducible basis to the benefit of the shareholders, which shall be exercised in proportion to their rights and, in any case, to the extent of their applications.

If the subscriptions on an irreducible basis and, as the case may be, on a reducible basis, do not result in the full subscription of an issuance of shares, of securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, as well as of securities giving access to equity securities to be issued of the Company, decided pursuant to this delegation of authority, the Board of Directors may use, in the order that it deems appropriate, one or several of the options provided by article L. 225-134 of the French Commercial Code, i.e.:

- limit, as the case may be, the issuance to the amount subscribed, subject to the reaching by the said issuance of at least three-fourths of the issuance initially decided;
- freely distribute all or part of the unsubscribed securities among any persons at its discretion; or

- offer to the public all or part of the unsubscribed shares;
- 6. Acknowledged that this delegation of authority automatically implies waiver by the shareholders, to the benefit of the holders of securities conferring access to the share capital of the Company, of their preferential subscription right in respect of the ordinary shares of the Company that such securities may be entitled to;
- 7. Decided that the issuances of share subscription warrants (*bons de souscription d'actions*) of the Company may be carried out either by subscription in cash under the terms set forth above, or by allocation free of charge to the owners of the existing sharesl;

In case of allocation free of charge of individual subscription warrants (*bons autonomes de souscription*), the Board of Directors will have the option to decide that the fractional allocation rights are not tradable, and that the relevant securities will be sold;

- 8. Decided that the Board of Directors will have full powers, with the option to sub-delegate such powers to any duly empowered person in accordance with the legislative and regulatory provisions, to perform this delegation of authority, *inter alia* for the purposes of:
  - deciding the issuance of the securities and determining the terms and conditions of any issuance, including the amount, the dates, the issuance price, the way they shall be paid-up, their dividend entitlement date (with a retroactive dividend entitlement date, where applicable), the terms under which the securities issued pursuant to this delegation will give right to equity securities of the Company;
  - determining the nature, the number and the characteristics of the securities to be issued (including, where applicable, rights to conversion, exchange, redemption, including through the delivery of assets of the Company, attached to the shares or securities giving access to the share capital to be issued) and, if the securities to be issued consist in or are associated with debt securities, their term (fixed or open-ended), whether they are subordinated or not (and, where applicable, their subordination ranking), their remuneration, the compulsory or optional events of suspension or non-payment of interest, the ability to reduce or increase the nominal amount of the securities and other terms of issuance (including the fact of granting guarantees or security thereon) and of redemption (including redemption by delivery of assets of the Company); modifying, during the term of the relevant securities, the characteristics described above, in accordance with applicable formalities;
  - determining the terms under which the Company will have the option, as the case may be, to purchase or exchange on the market, at any time or during specific time periods, the securities issued or to be issued immediately or in the future, with the purpose of canceling such securities or not, taking into account the applicable legislative and regulatory provisions;
  - provide for the ability to potentially suspend the exercise of the rights attached to these securities in accordance with legislative and regulatory provisions;
  - determining and implementing any adjustments aiming at taking into account the impact of transactions on the share capital of the Company, and determining any other modalities allowing to maintain, as the case may be, the rights of the holders of securities or other rights giving access to the share capital;

- at its sole option, charging the expenses of the share capital increase against the amount of the relevant premiums and deducting from such amount the necessary amounts for the legal reserve; and
- taking all appropriate actions and entering into any agreements in view of the performance of this delegation of powers, in particular in view of the proper performance of the contemplated issuances, acknowledging their completion and amend the by-laws accordingly, and carrying out any appropriate formalities and declarations for the issuance, listing and financial servicing of the securities issued pursuant to this delegation and for the exercise of the rights attached thereto, and applying for any necessary authorizations for the completion and proper performance of these issuances;
- 9. Decided that this delegation of powers is granted for a term of 26 months as from the date of this Shareholders' Meeting.
- 10. Decided that this delegation of powers shall cancel and supersede any previous delegation of powers having the same purpose, as regards the unused portion of this delegation.

# **ELEVENTH RESOLUTION**

(Delegation of authority to be granted to the Board of Directors in order to decide upon the issuance, with cancellation of the shareholders' preferential subscription right, by way of a public offering, of ordinary shares or of securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, or of securities giving access to equity securities to be issued)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report, having acknowledged that the share capital has been fully paid-up, and deciding in accordance with the provisions of article L. 225-129 and seq. of the French Commercial Code, in particular articles L. 225-129-2, L. 225-135 and L. 225-136, the provisions of article L. 225-148 of the French Commercial Code, and the provisions of articles L. 228-91 and seq. of the French Commercial Code:

- 1. Delegated its authority to the Board of Directors, with the option to sub-delegate such powers to any duly empowered person in accordance with legislative and regulatory provisions, to decide the issuance, by way of public offering as defined at articles L.411-1 and seq. of the French Monetary and Financial Code, including by way of an offer including a public offering, in one or several stages, to the extent and at the times that it deems appropriate, both in France and abroad, in euros, foreign currencies or units determined by reference to several currencies, of (i) ordinary shares, or (ii) securities that are equity securities giving access, immediately or in the future, to other equity securities of the Som of the share capital, or giving right, immediately or in the future, to the allocation of debt securities, or (iii) securities giving access, immediately or in the future, to equity securities to be issued of the Company or of a company of which the Company holds, directly or indirectly, at least 50% of the share capital, which may be subscribed in cash, including by offsetting due and payable receivables;
- 2. Decided that this delegation of authority expressly excludes any issuance of preferred shares and of securities conferring access by any means, immediately or in the future, to preferred shares;

- 3. Decided that the maximum nominal amount of the share capital increases to be carried out, immediately and/or in the future, pursuant to this resolution shall be € 250,000, it being specified that:
  - the nominal amount of the share capital increases that may be carried out pursuant to this delegation shall be deducted from the global nominal cap of  $\in$  600,000 determined by the tenth resolution above;
  - the nominal amount of the share capital increases that may be carried out pursuant to this delegation and to the twelfth, fifteenth and sixteenth resolutions shall be deducted from this cap of € 250,000;
  - this global cap may be complemented, as the case may be, by the nominal amount of the ordinary shares to be issued in order to maintain the rights of the holders of securities or other rights conferring access to the share capital of the Company, in accordance with the law and with any applicable contractual provisions providing for other cases of adjustment;
- 4. Decided that the nominal amount of debt securities that may be issued pursuant to this delegation may not exceed € 150,000,000 or the equivalent value in euros as at the date of issuance, it being specified that:
  - this cap shall be increased, if necessary, by any redemption premium in excess of the par value;
  - this cap does not apply to debt securities the issuance of which may be decided or authorized by the Board of Directors pursuant to article L.228-40 of the French Commercial Code nor to the other debt securities referred to under articles L.228-92 last paragraph, L.228-93 last paragraph and L.228-94 last paragraph of the French Commercial Code; and
  - this amount shall be deducted from the global cap of  $\in$  300,000,000 for the issuance of debt securities determined by the tenth resolution above;
- 5. Decided to cancel the preferential subscription right of the shareholders in respect of the securities which may be issued pursuant to this delegation, and that the Board of Directors shall nevertheless be left with the option to establish, to the benefit of the shareholders, a right of priority on an irreducible basis and/or on a reducible basis which does not entitle to the creation of tradable rights, pursuant to the provisions of article L. 225-135 of the French Commercial Code;
- 6. Acknowledged that this delegation of powers implies a waiver by the shareholders of their preferential right to subscribe for the equity securities of the Company to which the securities that may be issued pursuant to this delegation give right;
- 7. Decided that, without prejudice to the terms of the fourteenth resolution below:
  - the issuance price of the new shares issued shall be determined in accordance with the applicable legal and regulatory provisions on the date of issuance (at the date of this meeting, the average weighted trading price of the Company's shares over the last three trading days on the regulated market of Euronext in Paris prior to the determination of such price, reduced, as the case may be, by a maximum discount of 5%);
  - the issuance price of the securities giving access to the share capital of the Company shall be determined so that the amount immediately received by the Company, plus, as the case may be, any amount that may be received by the Company in the future, be at least equal, for

each share issued as a result of the issuance of such securities, to the issuance price determined in the paragraph above;

- 8. Decided that, if subscriptions of shareholders and of the public do not result in the full subscription of an issuance of shares or securities giving access to the share capital as defined above, the Board of Directors may use, in the order that it deems appropriate, one or more of the following options:
  - limit, where appropriate, the issuance to the amount subscribed, subject to said issuance reaching at least three-fourths of the issuance initially decided;
  - freely allot all or part of the unsubscribed securities among any persons at its discretion; or
  - offer to the public all or part of the unsubscribed shares;
- 9. Decided that the Board of Directors may use this delegation in consideration of the shares brought to a public exchange offer initiated by the Company on its own shares or the shares of another company, within the limits and under the conditions set forth under article L.225-148 of the French Commercial Code;
- 10. Decided that the Board of Directors shall have full powers, with the option to delegate such powers to any duly empowered person in accordance with the legal and regulatory provisions, to perform this delegation of authority, inter alia for the purposes of:
  - deciding the issuance of the securities and determining the terms and conditions of any issuance, including the amount, the dates, the issuance price, the way they shall be paid-up, their dividend entitlement date (with a retroactive dividend entitlement date, where applicable), the terms under which the securities issued pursuant to this delegation will give right to equity securities of the Company;
    - determining the nature, the number and the characteristics of the securities to be issued (including, where applicable, rights to conversion, exchange, redemption, including through the delivery of assets of the Company, attached to the shares or securities giving access to the share capital to be issued) and, if the securities to be issued consist in or are associated with debt securities, their term (fixed or open-ended), whether they are subordinated or not (and, where applicable, their subordination ranking), their remuneration, the compulsory or optional events of suspension or non-payment of interest, the ability to reduce or increase the nominal amount of the securities and other terms of issuance (including the fact of granting guarantees or security thereon) and of redemption (including redemption by delivery of assets of the Company); modifying, during the term of the relevant securities, the characteristics described above, in accordance with applicable formalities;
  - determining the terms under which the Company will have the option, where applicable, to purchase or exchange on the market, at any time or during specific time periods, the securities issued or to be issued immediately or in the future, with the purpose of canceling such securities or not, taking into account the applicable legal and regulatory provisions;
  - provide for the ability to potentially suspend the exercise of the rights attached to these securities in accordance with legislative and regulatory provisions;
  - determining and implementing any adjustments aiming at taking into account the impact of transactions on the share capital of the Company, and determining any other modalities allowing to maintain, as the case may be, the rights of the holders of securities or other rights giving access to the share capital;

- in case of issuance of securities in consideration of securities brought to a public exchange offer, determining the exchange ratio and, if applicable, the amount of the cash adjustment (*soulte*) to be paid, it being specified that the price determination modalities set for under paragraph 7 of this resolution shall not apply, acknowledging the number of shares contributed to the exchange, and determining the issuance modalities;
- at its sole option, charging the expenses of the share capital increase against the amount of the relevant premiums and deducting from such amount the necessary amounts for the legal reserve; and
- taking all appropriate actions and entering into any agreements in view of the performance of this delegation of powers, in particular in view of the proper performance of the contemplated issuances, acknowledging their completion and amend the by-laws accordingly, and carrying out any appropriate formalities and declarations for the issuance, listing and financial servicing of the securities issued pursuant to this delegation and for the exercise of the rights attached thereto, and applying for any necessary authorizations for the completion and proper performance of these issuances;
- 11. Decided that this delegation of powers is granted for a term of 26 months as from the date of this Shareholders' Meeting;
- 12. Decided that this delegation of powers shall cancel and supersede any previous delegation of powers having the same purpose, as regards the unused portion of these delegations.

#### **TWELFTH RESOLUTION**

(Delegation of authority to be granted to the Board of Directors in order to decide upon the issuance, with cancellation of the shareholders' preferential subscription right, by way of an offering as defined in article L. 411-2 II of the French Monetary and Financial Code, of ordinary shares or of securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, or of securities giving access to equity securities to be issued)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report, having acknowledged that the share capital has been fully paid-up, and deciding in accordance with the provisions of article L. 225-129 and seq. of the French Commercial Code, in particular articles L. 225-129-2, L. 225-135, L. 225-136 and the provisions of articles L. 228-91 and seq. of the French Commercial Code:

1. Delegated its authority to the Board of Directors, with the option to delegate such powers to any duly empowered person in accordance with legislative and regulatory provisions, to decide upon the issuance, by way of an offering as defined in article L.411-2 II. of the French Monetary and Financial Code (meaning an offering exclusively to the benefit of (i) persons providing investment services consisting in portfolio management for third parties or (ii) qualified investors or a limited group of investors, to the extent that such investors are acting on their own behalf), in one or several occurrences, to the extent and at the time that it deems appropriate, both in France and abroad, in euros, foreign currencies or units determined by reference to several currencies, of (i) ordinary shares, or (ii) securities that are equity securities giving access, immediately or in the future, to other equity securities of the Company or of a company of which the Company holds, directly or indirectly, at least 50% of the share capital, or giving right, immediately or in the future, to equity securities to be issued of the Company or of a company of which the Company holds, directly or

indirectly, at least 50% of the share capital, which may be subscribed in cash, including by offsetting due and payable receivables;

- 2. Decided that this delegation of authority expressly excludes any issuance of preferred shares and of securities conferring access by any means, immediately or in the future, to preferred shares;
- 3. Decided that the maximum nominal amount of the share capital increases to be carried out, immediately and/or in the future, pursuant to this resolution shall be € 250,000, it being specified that:
  - issuances of equity securities carried out under this delegation by an offer as defined in article L.411-2 II of the French Monetary and Financial Code may not exceed the caps set forth by applicable laws as of the date of the issuance (for illustration purposes, at the date of this Shareholders' Meeting, issuances of equity securities by way of an offering as described in article L.411-2 II of the French Monetary and Financial Code are limited to 20% of the share capital of the Company per year, with such share capital being considered on the date of the decision of the Board of Directors to use such delegation);
  - the nominal amount of the share capital increases that may be carried out pursuant to this delegation shall be deducted from the maximum nominal limit of  $\in$  250,000 determined by the eleventh resolution above and from the global nominal limit of  $\in$  600,000 determined by the tenth resolution above;
  - this global cap may be complemented, as the case may be, by the nominal amount of the ordinary shares to be issued in order to maintain the rights of the holders of securities or other rights giving access to the share capital of the Company, in accordance with the law and with any applicable contractual provisions providing for other cases of adjustment;
- 4. Decided that the nominal amount of debt securities that may be issued pursuant to this delegation may not exceed € 150,000,000 or the equivalent value in euros as at the date of issuance, it being specified that:
  - this cap shall be increased, if necessary, by any redemption premium in excess of the par value;
  - this cap does not apply to debt securities the issuance of which may be decided or authorized by the Board of Directors pursuant to article L. 228-40 of the French Commercial Code nor to the other debt securities referred to under articles L. 228-92 last paragraph, L.228-93 last paragraph and L. 228-94 last paragraph of the French Commercial Code; and
  - this amount shall be deducted from the global limit of € 300,000,000 for the issuance of debt securities determined by the tenth resolution above;

- 5. Decided to cancel the shareholders' preferential subscription right to the securities that may be issued in application of this delegation;
- 6. Acknowledged that this delegation of powers implies a waiver by the shareholders of their preferential right to subscribe for the equity securities of the Company to which the securities that may be issued pursuant to this delegation give right;
- 7. Decided that, without prejudice to the terms of the fourteenth resolution below:
  - the issuance price of the new shares issued shall be determined in accordance with the applicable legal and regulatory provisions on the date of issuance (at the date of this meeting, the average weighted trading price of the Company's shares over the last three trading days on the regulated market of Euronext in Paris prior to the determination of such price, reduced, as the case may be, by a maximum discount of 5%);
  - the issuance price of the securities giving access to the share capital of the Company shall be determined so that the amount immediately received by the Company, plus, as the case may be, any amount that may be received by the Company in the future, be at least equal, for each share issued as a result of the issuance of such securities, to the issuance price determined in the paragraph above;
- 8. Decided that the Board of Directors shall have full powers, with the option to sub-delegate such powers to any duly empowered person in accordance with the legal and regulatory provisions, to perform this delegation of authority, *inter alia*, for the purposes of:
  - deciding the issuance of the securities and determining the terms and conditions of any issuance, including the amount, the dates, the issuance price, the way they shall be paid-up, their dividend entitlement date (with a retroactive dividend entitlement date, where applicable), the terms under which the securities issued pursuant to this delegation will give right to equity securities of the Company;
  - determining the nature, the number and the characteristics of the securities to be issued (including, where applicable, rights to conversion, exchange, redemption, including through the delivery of assets of the Company, attached to the shares or securities giving access to the share capital to be issued) and, if the securities to be issued consist in or are associated with debt securities, their term (fixed or open-ended), whether they are subordinated or not (and, where applicable, their subordination ranking), their remuneration, the compulsory or optional events of suspension or non-payment of interest, the ability to reduce or increase the nominal amount of the securities and other terms of issuance (including the fact of granting guarantees or security thereon) and of redemption (including redemption by delivery of assets of the Company); modifying, during the term of the relevant securities, the characteristics described above, in accordance with applicable formalities;
  - determining the terms under which the Company will have the option, where applicable, to purchase or exchange on the market, at any time or during specific time periods, the securities issued or to be issued immediately or in the future, with the purpose of canceling such securities or not, taking into account the applicable legal and regulatory provisions;
  - providing for the ability to potentially suspend the exercise of the rights attached to these securities in accordance with legislative and regulatory provisions;
  - determining and implementing any adjustments aiming at taking into account the impact of transactions on the share capital of the Company, and determining any other modalities

allowing to maintain, as the case may be, the rights of the holders of securities or other rights giving access to the share capital;

- at its sole option, charging the expenses of the share capital increase against the amount of the relevant premiums and deducting from such amount the necessary amounts for the legal reserve; and
- taking all appropriate actions and entering into any agreements in view of the performance of this delegation of powers, in particular in view of the proper performance of the contemplated issuances, acknowledging their completion and amend the by-laws accordingly, and carrying out any appropriate formalities and declarations for the issuance, listing and financial servicing of the securities issued pursuant to this delegation and for the exercise of the rights attached thereto, and applying for any necessary authorizations for the completion and proper performance of these issuances;
- 9. Decided that this delegation of powers is granted for a term of 26 months as from the date of this Shareholders' Meeting;
- 10. Decided that this delegation of powers shall cancel and supersede any previous delegation of powers having the same purpose, as regards the unused portion of these delegations.

# THIRTEENTH RESOLUTION

# (Delegation of authority to be granted to the Board of Directors to increase the amount of issuances, with upholding or cancellation of the shareholders' preferential subscription right, pursuant to the tenth, eleventh and twelfth resolutions)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report, and deciding in accordance with article L.225-135-1 of the French Commercial Code:

- 1. Delegated to the Board of Directors the authority, with the option to sub-delegate such powers to any duly empowered person in accordance with the legislative and regulatory provisions, to decide to increase the number of shares, of equity securities or of other securities to be issued in the context of any issuance undertaken pursuant to the tenth, eleventh and twelfth resolutions above, at the same price as that applied to the initial issuance, within a time period and subject to the limitations set forth by the applicable regulations at the date of the issuance (at the date of this Shareholders' Meeting, for a period of 30 days as from the closing of the subscription period and within a limit of 15% of the initial issuance);
- 2. Decided that the nominal amount of the issuances decided in application of this delegation shall be deducted from the cap applicable to the initial issuance and from the global nominal limit of  $\in$  600,000 set by the tenth resolution of this Shareholders' Meeting;
- 3. Decided that this delegation of powers is granted for a term of 26 months as from the date of this Shareholders' Meeting;
- 4. Decided that this delegation of powers shall cancel and supersede any previous delegation of powers having the same purpose, as regards the unused portion of this delegation.

# FOURTEENTH RESOLUTION

(Authorization to be granted to the Board of Directors to determine the price of issuances of ordinary shares or of securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, or of securities giving access to equity securities to be issued, by way of public offering as defined in article L. 411-2 II of the French Monetary and Financial Code, with cancellation of the shareholders' preferential subscription right, within the limit of 10% of share capital per year)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report, and deciding in accordance with article L.225-136 of the French Commercial Code:

- 1. Authorized the Board of Directors, with the option to sub-delegate such authorization to any duly empowered person in accordance with the legislative and regulatory provisions, in respect of issuance of (i) ordinary shares, or (ii) securities that are equity securities giving access, immediately or in the future, to other equity securities, or (iii) securities giving access, immediately or in the future, to the allocation of debt securities, or (iii) securities giving access, immediately or in the future, to equity securities to be issued of the Company, issued under the eleventh and twelfth resolutions of this Shareholders' Meeting, to derogate to the conditions relating to the determination of the price set forth in the abovementioned eleventh and twelfth resolutions, in accordance with the provisions of article L. 225-136 1° §2 of the French Commercial Code, and set such price in accordance with the following conditions:
  - the issuance price for shares will be at least equal to the weighted average price of the Company's shares on the regulated market of Euronext in Paris on the last trading day preceding the issuance, less, as the case may be, a discount of up to 5%;
  - for securities conferring access to the share capital of the Company, the issuance price shall be determined so that the amount received immediately by the Company increased by, as the case may be, any amount which may be received subsequently by the Company, for each Company share issued as a result of the issuance of these securities, be at least equal to the amount referred to above;
- 2. Decided that the maximum nominal amount of any share capital increase resulting from the implementation of this authorization may not exceed 10% of the share capital per year (such share capital to be considered on the day of the decision by the Board of Directors determining the price for the issuance) it being specified that this cap shall be deducted from the amount of the applicable limit determined in the eleventh or the twelfth resolution, as the case may be, and from the global nominal cap of € 600,000 set by the tenth resolution of this Shareholders' Meeting;
- 3. Decided that the Board of Directors shall have full powers, with the option to sub-delegate such powers to any duly empowered person in accordance with legislative and regulatory provisions, to implement this delegation of authority, *inter alia* for the purposes of entering into any agreements in such respect, in particular in view of the proper performance of any issuance, to acknowledge the completion thereof and amend the by-laws accordingly, as well as to carry out any formalities and declarations and apply for any necessary authorizations for the completion and proper performance of any issuance;

- 4. Decided that this authorization be granted for a term of 26 months, as from the date of this Shareholders' Meeting;
- 5. Decided that this authorization shall cancel and supersede any previous authorizations having the same purpose, as regards the unused portion of these authorizations.

#### **FIFTEENTH RESOLUTION**

(Delegation of authority to be granted to the Board of Directors in order to decide upon the issuance, with cancellation of the shareholders' preferential subscription right to the benefit of natural or legal persons, including industrial or commercial companies, or French or foreign investment funds, which regularly invest in the field of the medical, biotechnological, pharmaceutical technologies sectors or to French or foreign investment service providers, or any foreign institution with an equivalent status, capable of guaranteeing the completion of such an operation and, in this context, to subscribe to the securities issued, of ordinary shares or of securities that are equity securities giving access to other equity securities to be issued)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the special report of the Statutory Auditors, in accordance with Articles L. 225-129 et seq. of the French Commercial Code, in particular L. 225-138, and to the provisions of articles L. 228-91 et seq. of the French Commercial Code:

- 1. Delegated to the Board of Directors its competence, with the power to sub-delegate to any empowered person in accordance with the legal and regulatory provisions, on one or several occurrences, to the extent and at the times that deems appropriate, both in France and abroad, to decide the issuance of (i) ordinary shares, or (ii) securities that are equity securities giving access, immediately or in the future, to other equity securities of the Company or of a company of which the Company holds, directly or indirectly, at least 50% of the share capital, or giving right, immediately or in the future, to be issued of the Company or of a company of which the Company holds, directly or indirectly, at least 50% of the share capital, which may be subscribed in cash, including by offsetting due and payable receivables, for the benefit of the persons referred to in paragraph 5 below;
- 2. Decided that this delegation of authority expressly excludes any issuance of preferred shares and of securities conferring access by any means, immediately or in the future, to preferred shares;
- 3. Decided that the maximum nominal amount of the share capital increases to be carried out immediately and/or in the future pursuant to this resolution shall be € 250,000, it being specified that:
  - such maximum amount shall be set off against the maximum nominal amount of  $\notin$  250,000 provided for in the eleventh resolution and the global nominal cap of  $\notin$  600,000 set at the tenth resolution of the present general meeting;
  - this global cap may be complemented, as the case may be, by the nominal amount of the ordinary shares to be issued in order to maintain the rights of the holders of securities or other rights giving access to the share capital of the Company, in accordance with the law and with any applicable contractual provisions providing for other cases of adjustment;
- 4. Decided the nominal amount of debt securities that may be issued pursuant to this delegation may not exceed € 150,000,000, or the equivalent in euros of this amount on the date of issuance, it being specified that:
  - this cap shall be increased, if necessary, by any redemption premium in excess of the par value;
  - this cap does not apply to debt securities the issuance of which may be decided or authorized by the Board of Directors pursuant to article L. 228-40 of the French Commercial Code nor to the other debt securities referred to under articles L. 228-92 last paragraph, L. 228-93 last paragraph and L. 228-94 last paragraph of the French Commercial Code; and
  - this amount shall be deducted from the global limit of  $\notin$  300,000,000 for the issuance of debt securities determined by the tenth resolution above;
- 5. Decided to cancel preferential subscription right of the shareholders to subscribe to the securities referred to in this resolution and to reserve the right to subscribe to the securities referred to in this resolution to natural or legal persons, including industrial or commercial companies, or French or foreign investment funds, which regularly invest in the medical, biotechnological or pharmaceutical technologies sectors or to French or foreign investment service providers, or any foreign institutions with an equivalent status, capable of guaranteeing the completion of such an operation and, in this context, to subscribe to the securities issued.

The Board of Directors shall determine the list of beneficiaries within the above-mentioned category of beneficiaries for which the preferential subscription right has been withdrawn and determine the number of securities to be issued for the benefit of each beneficiary;

- 6. Acknowledged that this delegation of powers implies a waiver by the shareholders of their preferential right to subscribe for the equity securities of the Company to which the securities that may be issued pursuant to this delegation give right;
- 7. Decided that :
  - (i) the issue price of the shares issued pursuant to this delegation will be at least equal to the volume weighted average (in the central order book and excluding the off-market blocks) of the share price of the Company on the Euronext Paris regulated market over the 20 trading days preceding the fixing of the issue price, which may be adjusted if necessary to take account of differences in the dividend entitlement date and may be reduced by a maximum discount of 20%;
  - (ii) the issuance price of the securities giving access to the share capital of the Company shall be determined so that the amount immediately received by the Company, plus, as the case may be, any amount that may be received by the Company in the future, be at least equal, for each share issued as a result of the issuance of such securities, to the issuance price determined in the paragraph above;
- 8. Decided that the Board of Directors will have full powers, with the option to sub-delegate such powers to any duly empowered person in accordance with the legislative and regulatory provisions, to perform this delegation of authority, *inter alia* for the purposes of:
  - deciding the issuance of the securities and determining the terms and conditions of any issuance, including the amount, the dates, the issuance price, the way they shall be paid-up, their dividend entitlement date (with a retroactive dividend entitlement date, where

applicable) the term under which the securities issued pursuant to this delegation will give right to equity securities of the Company;

- determining the nature, the number and the characteristics of the securities to be issued (including, where applicable, rights to conversion, exchange, redemption, including through the delivery of assets of the Company, attached to the shares or securities giving access to the share capital to be issued) and, if the securities to be issued consist in or are associated with debt securities, their term (fixed or open-ended), whether they are subordinated or not (and, where applicable, their subordination ranking), their remuneration, the compulsory or optional events of suspension or non-payment of interest, the ability to reduce or increase the nominal amount of the securities and other terms of issuance (including the fact of granting guarantees or security thereon) of redemption (including redemption by delivery of assets of the Company); modifying, during the term of the relevant securities, the characteristics described above, in accordance with applicable formalities;
- determining the terms under which the Company will have the option, as the case may be, to purchase or exchange on the market, at any time or during specific time periods, the securities issued or to be issued immediately or in the future, with the purpose of canceling such securities or not, taking into account the applicable legislative and regulatory provisions;
- providing for the ability to potentially suspend the exercise of the rights attached to these securities in accordance with legislative and regulatory provisions;
- determining and implementing any adjustments aiming at taking into account the impact of transactions on the share capital of the Company, and determining any other modalities allowing to maintain, as the case may be, the rights of the holders of securities or other rights giving access to the share capital;
- at its sole option, charging the expenses of the share capital increase against the amount of the relevant premiums and deducting from such amount the necessary amounts for the legal reserve; and
- taking all appropriate actions and entering into any agreements in view of the performance of this delegation of powers, in particular in view of the proper performance of the contemplated issuances, acknowledging their completion and amend the by-laws accordingly, and carrying out any appropriate formalities and declarations for the issuance, listing and financial servicing of the securities issued pursuant to this delegation and for the exercise of the rights attached thereto, and applying for any necessary authorizations for the completion and proper performance of these issuances;
- 9. Decided that this delegation is given for a period of 18 months from the date of this Shareholders' Meeting.

#### SIXTEENTH RESOLUTION

(Delegation of powers to be granted to the Board of Directors to decide to issue ordinary shares or securities giving access to the share capital of the Company within the limit of 10% of the share capital, with cancellation of the shareholders' preferential subscription rights, in consideration for contributions in kind granted to the Company)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report and deciding in accordance with the provisions of articles L. 225-129 and seq. and L. 225-147 §6 of the French Commercial Code, L. 228-91 and L. 228-92 of the French Commercial Code:

- 1. Delegated its authority to the Board of Directors, when the provisions of article L.225-148 of the French Commercial Code are not applicable, with the option to sub-delegate such powers to any duly empowered person in accordance with legal and regulatory provisions, to decide, based on the report of the valuing auditor(s) (*commissaire(s) aux apports*) referred to in §2 of article L.225-147 of the French Commercial Code, upon the issuance of ordinary shares and/or securities giving access, immediately or in the future, to equity securities of the Company as a consideration for the contributions in kind granted to the Company and consisting of equity securities or securities giving access to the share capital;
- 2. Decided that the limit of the nominal amount of the share capital increase(s) that may be carried out, immediately or in the future, pursuant to this delegation may not exceed 10% of the share capital of the Company considered as at the date of the decision of the Board of Directors, it being specified that:
  - this cap shall be deducted from the maximum nominal cap of € 250,000 set by the eleventh resolution and from the global nominal cap of € 600,000 set by the tenth resolution of this Shareholders' Meeting;
  - this cap does not include the nominal amount of the shares to be issued in order to maintain the rights of the holders of securities or other rights giving access to the share capital of the Company, in accordance with the legal and regulatory provisions and with any applicable contractual provisions providing for other cases of adjustment;
- 3. Decided to cancel, as necessary, the preferential subscription right of the shareholders in respect of these ordinary shares or securities at the benefit of the holders of equity securities or securities, subjects of the contribution in kind, and acknowledged that this delegation implies a waiver by the shareholders of their preferential subscription right for the equity securities of the Company to which the securities that may be issued pursuant to this delegation may give right;
- 4. Decided that the Board of Directors will have full powers, with the option to delegate such powers to any duly empowered person in accordance with the legislative and regulatory provisions, to perform this delegation of authority, *inter alia* for the purposes of:
  - deciding, on the basis of the report of the valuing auditor(s) (*commissaire(s) aux apports*) referred to in §2 of article L. 225-147 of the French Commercial Code, on the valuation of the contributions in kind and, as the case may be, the granting of special benefits and their valuation;
  - determining the number of shares to be issued in consideration of the contributions as well as the dividend entitlement date of the shares to be issued;
  - deducting, if applicable and if it deems appropriate, from the relevant premiums, the expenses, costs and fees resulting from the issuances and charge against such amounts the amounts necessary to increase the legal reserve to one tenth of the new share capital;
  - acknowledging the final completion of the share capital increases carried out pursuant to this delegation of powers, amending the by-laws accordingly, carrying out any formalities and declarations and applying for any necessary authorizations for the completion of such contributions;

- 5. Decided that this delegation of powers is granted for a term of 26 months as from the date of this Shareholders' Meeting;
- 6. Decided that this delegation of powers shall cancel and supersede any previous delegation of powers having the same purpose, as regards the unused portion of these delegations.

#### **SEVENTEENTH RESOLUTION**

(Authorization to be granted to the Board of Directors to increase the share capital through the issuance of equity securities or securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, or of securities giving access to equity securities to be issued, with cancellation of the shareholders' preferential subscription right to the benefit of members of a company savings plan)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and the statutory auditors' special report and deciding in accordance with, on the one hand, the provisions of articles L. 225-129-2, L. 225-129-6 and L. 225-138-1 of the French Commercial Code and, on the other hand, the provisions of articles L. 3332-1 and seq. of the French Labor Code:

- 1. Authorized the Board of Directors to increase, with the option to sub-delegate such authorization to any duly empowered person in accordance with legislative and regulatory provisions, in one or several occurrences, at its sole option, at the times and under the terms that it shall determine, the share capital of the Company by the issuance of (i) ordinary shares, or (ii) securities that are equity securities giving access, immediately or in the future, to other equity securities, or (iii) securities giving access, immediately or in the future, to the allocation of debt securities, or (iii) securities giving access, immediately or in the future, to be issued of the Company, reserved for members of one or several company savings plan(s) (*plan d'épargne de groupe*) established by the Company and the French or foreign companies that are linked to the Company within the meaning of article L.225-180 of the French Commercial Code and of article L.3344-1 of the French Labor Code;
- 2. Decided to cancel the shareholders' preferential subscription rights in respect of securities to be issued pursuant to this authorization for the benefit of the beneficiaries referred to in the first paragraph above;
- 3. Acknowledged that this delegation of powers implies a waiver by the shareholders of their preferential right to subscribe for the equity securities of the Company to which the securities that may be issued pursuant to this delegation give right;
- 4. Decided that the issuance price(s) of the new shares or of the securities giving access to the share capital shall be determined in accordance with the provisions of articles L.3332-19 and seq. of the French Labor Code and decided that the maximum discount shall amount to 20% of the average of the first trading prices during the 20 trading days preceding the date of the Board of Directors decision determining the opening date of the subscription period. However, the Shareholders' Meetings expressly authorized the Board of Directors to reduce the discount or to grant no discount, in particular in order to take into account the regulations applicable in the countries where the offer will be implemented;
- 5. Decided that the maximum nominal amount of the share capital increase(s) which may be carried out pursuant to this authorization may not exceed 2% of the share capital of the Company considered as

at the date of the decision of use of this authorization by the Board of Directors, it being specified that:

- the maximum nominal amount of any share capital increase(s) that may be carried out pursuant to this authorization shall be deducted from the global cap of  $\notin$  600,000 set by the tenth resolution of this Shareholders' Meeting or by any resolution of a same nature that would be substituted to this resolution; and
- these amounts do not include the nominal amount of the additional ordinary shares to be issued in order to maintain the rights of the holders of securities or other rights giving access to the share capital of the Company, in accordance with the law and with any applicable contractual provisions providing for other cases of adjustment;
- 6. Decided, pursuant to the provisions of article L. 3332-21 of the French Labor Code, that the Board of Directors may decide on the allocation to the beneficiaries referred to in the first paragraph above, free of charge, of shares to be issued or existing, or of other securities giving access to the share capital of the Company, issued or to be issued, in respect of (i) the contribution (*abondement*) that may be paid pursuant to the regulations of the employee savings plan of the Company or of the Group and/or (ii) if applicable, the discount;
- 7. Decided that, should the beneficiaries referred to in the first paragraph above not subscribe to the share capital increase in full within the allocated time period, such share capital increase would only be completed for the amount of subscribed shares and that unsubscribed shares may be offered again to such beneficiaries in the context of a subsequent share capital increase;
- 8. Granted full powers to the Board of Directors, with the option to delegate or sub delegate such powers, in accordance with the legislative and regulatory provisions, to carry out this authorization, and in particular, for the purposes of:
  - determining the eligibility criteria for companies whose employees may benefit from the share capital increases carried out pursuant to this authorization, establishing the list of such companies;
  - determining the terms and conditions of the transactions, the characteristics of the shares, and if applicable, of the other securities, determining the subscription price calculated in accordance with the method defined in this resolution, determine the dates of opening and of closing of the subscription and the dividend entitlement dates and determining the dates and terms and conditions of payment of the subscribed shares;
  - taking any necessary action for the admission to trading of the issued shares in any place where it shall deem appropriate;
  - deducting from the "issuance premiums" account the amount of the expenses relating to these share capital increases and charging, if it deems fit, on this account the necessary amounts to increase the legal reserve to one tenth of the new share capital after each issuance, amending the by-laws accordingly and, in general, carrying out directly or indirectly, any transactions and formalities related to the share capital increases carried out pursuant to this authorization;

- 9. Decided that the authorization granted to the Board of Directors pursuant to this resolution shall be effective for a term of 26 months, as from the date of this Shareholders' Meeting;
- 10. Decided that this authorization shall cancel and supersede any previous authorizations having the same purpose, as regards the unused portion of these authorizations.

#### **EIGHTEENTH RESOLUTION**

### (Authorization to be granted to the Board of Directors to grant free performance shares to the employees and to the corporate officers of the Company and its subsidiaries)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and of the Statutory Auditors' special report, in accordance with the provisions of articles L. 225-129 and seq. and L. 225-197-1 and seq. of the French Commercial Code:

- 1. Authorized the Board of Directors to carry out, with the option to sub-delegate to any duly empowered person in accordance with the legal and regulatory provisions, in one or several occurrences, the allocation of free existing and/or newly-issued shares of the Company to employees and/or the corporate officers of the Company and/or the companies or groups that are, directly or indirectly, linked to it under the conditions set forth in article L. 225-197-2 of the French Commercial Code;
- 2. Decided that the Board of Directors will determine the beneficiaries of the allocations and the number of shares granted to each of them, the terms of the allocation and the eligibility criteria for the allocation of the shares. The Board of Directors shall subordinate to presence and performance criteria the allocation of shares to the corporate officers and to the other salaried personnel members of the Company and/or the companies or groups that are, directly or indirectly, linked to it;
- 3. Decided that the number of shares that may be freely granted pursuant to this resolution may not exceed 3% of the share capital of the Company considered as at the date of the decision by the Board of Directors, it being specified that:
  - (i) this limit do not take into account the legislative, administrative or regulatory adjustments necessary to maintain the beneficiaries' rights;
  - (ii) this limit shall not be comprised in the overall limit of € 600,000 fixed in the tenth resolution of this Shareholders' Meeting; and
  - (iii) the total number of free performance shares allocated cannot exceed 10% of the share capital of the Company considered as at the date of the decision by the Board of Directors;
- 4. Decided that the shares allocated to their beneficiaries will become vested after a minimum period of acquisition of two years and that the beneficiaries will be required to retain such shares for an additional minimum period of two years as from the final allocation of the shares. Notwithstanding the above, the Shareholders' Meeting authorized the Board of Directors to decide that, when the allocation of said shares to their beneficiaries will be vested after a minimum vesting period of four years, the beneficiaries shall then be bound by no retention period;
- 5. Decided that the shares may become vested before the term of the period of acquisition in the event that the beneficiaries become invalid and that such invalidity correspond to the second or third

category set forth under article L. 341-4 of the Social security Code (or equivalent provisions outside of France) and that the shares will immediately become freely transferable;

- 6. Authorized the Board of Directors to carry out, as the case may be, during the period of acquisition, adjustments relating to the numbers of free shares granted on the basis of the potential transactions affecting the share capital of the Company in order to maintain the rights of the beneficiaries;
- 7. In the event of free shares being issued, authorized the Board of Directors to carry out one or several increase(s) in the share capital by capitalization of reserves, profits or issuance premiums reserved for the beneficiaries of such free shares and acknowledged that this authorization includes the related waiver of the shareholders' preferential subscription rights with respect to such shares and to the portion of the reserves, profits and issuance premiums thus capitalized, to the benefit of the beneficiaries; the Board of Directors is granted a delegation of authority in respect of this transaction in accordance with article L. 225-129-2 of the French Commercial Code;
- 8. Decided that the Board of Directors will have full powers, with the option to delegate such powers to any duly empowered person in accordance with legislative and regulatory provisions, to implement this delegation of authority, in particular for the purposes of:
  - (i) determining whether the free performance shares shall be newly-issued shares or existing shares;
  - (ii) determining the beneficiaries and the number of free performance shares granted to each of them;
  - (iii) setting the dates on which free performance shares shall be allocated, in the conditions and limits of applicable law;
  - (iv) deciding upon the other terms and conditions of the allocation of shares, particularly the period of acquisition and the period of retention of the shares thus allocated, in rules for the allocation of free performance shares;
  - (v) deciding upon the conditions under which the number of free performance shares to be allocated shall be adjusted, in accordance with applicable provisions of the law and the by-laws;
  - (vi) more generally, entering into any agreements, executing any documents, acknowledging the share capital increases resulting from definitive allocations, changing the by-laws accordingly, and carrying out any formality or declaration with any organization;
- 9. Decided that this authorization is granted for a term of 38 months, as from the date of this Shareholders' Meeting; and
- 10. Decided that this authorization shall cancel and supersede any previous authorizations having the same purpose, as regards the unused portion of these authorizations.

#### **NINETEENTH RESOLUTION**

## (Delegation of authority to be granted to the Board of Directors to decide to increase the share capital by incorporation of premiums, reserves, profits or other items that may be capitalized)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings,

Having reviewed the report of the Board of Directors and deciding in accordance with the provisions of articles L. 225-129 and seq. and L. 225-130 of the French Commercial Code,

- 1. Delegated to the Board of Directors, with the option to sub-delegate such powers to any duly empowered person in accordance with the legal and regulatory provisions, the authority to decide make one or several increases to the share capital, in proportion to and at such times as it deems appropriate by successive or simultaneous incorporation of reserves, profits, issuance, contribution or merger premiums, or any other item that may be capitalized, in the form of an allocation of free shares and/or an increase in the nominal value of existing shares;
- 2. Decided that the nominal amount of the share capital increase that may be carried out pursuant to this delegation may not exceed € 250,000 it being specified that:
  - this cap may be complemented, as the case may be, by the additional amount of the ordinary shares to be issued in order to maintain the rights of the holders of securities or other rights conferring access to the share capital of the Company, in accordance with the law and with any applicable contractual provisions providing for other cases of adjustment;
  - the nominal amount of the share capital increases which may be carried out pursuant to this resolution will not be deducted from the global cap determined by the tenth resolution of this Shareholders' Meeting;
- 3. Decided that in the event of a share capital increase in the form of an allocation of free shares and in accordance with the provisions of article L. 225-130 of the French Commercial Code, the Board of Directors may decide that the allocation rights on fractional shares will not be tradable and that the corresponding shares will be sold, with the proceeds of the sale being allocated to the holders of such rights in accordance with legal and regulatory requirements;
- 4. Decided that the Board of Directors shall have full powers, with the option to sub-delegate such powers to any duly empowered person in accordance with the legislative and regulatory provisions, to implement this delegation of authority, *inter alia* for the purposes of:
  - determining the amount and nature of the amounts to be capitalized;
  - determining the number of new shares to be issued and/or the nominal amount by which the amount of existing shares shall be increased, the date, including a retroactive date, as of which the new shares shall be entitled to dividend rights or the effective date of the increase in the nominal value of the shares;
  - acknowledging the completion of each share capital increase and in general, taking any action and carrying out any required formalities for the proper performance of each share capital increase and amending the by-laws accordingly;
- 5. Decided that this delegation of authority be granted for a period of 26 months, as from the date of this Shareholders' Meeting;
- 6. Decided that this delegation of powers shall cancel and supersede any previous delegation of powers having the same purpose, as regards the unused portion of these delegations.

#### **TWENTIETH RESOLUTION**

## (Delegation of power to be granted to the Board of Directors to bring the articles of association of the Company into compliance with the new laws and regulations)

The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings, delegated full powers to the Board of Directors to make any necessary amendments to the articles of association of the Company in order to bring them into compliance with the laws and regulations, subject to ratification of these amendments by the next shareholders' meeting.

#### **TWENTY-FIRST RESOLUTION**

#### (Powers to carry out legal formalities)

9.4.2 The Shareholders' Meeting, deciding under the quorum and majority requirements for extraordinary shareholders' meetings, conferred full powers to bearers of originals, copies or extracts of these minutes in order to carry out publication, filing and other necessary formalities. Report of the Board of Directors to the ordinary and extraordinary shareholders' meeting of 24 November 2017

To the Shareholders,

The ordinary and extraordinary meeting of the shareholders of Amplitude Surgical, a French *société anonyme*, having its registered office located at 11, Cours Jacques Offenbach ("**Amplitude Surgical**" or the "**Company**") has been convened by the Board of Directors on 24 November 2017 at 9 am at the registered office of the Company, in order to resolve upon the draft resolutions presented herein.

We are presenting in this report, the motivations for each resolution that are submitted to your vote during the Shareholders' Meeting.

#### 1. Course of business

The Company's course of business and financial condition for the financial year ended 30 June 2017 are described in the *document de référence* of the Company for the year ended 30 June 2017.

#### 2. Resolutions submitted to the Ordinary Shareholders' Meeting

2.1. <u>Approval of the annual and consolidated financial statements (first and second resolutions)</u>

The first and second resolutions present the Company's annual and consolidated financial statements for the financial year ended 30 June 2017, as approved by the Board of Directors for shareholders' approval.

The annual financial statements show a loss of EUR 3,307,403.67

The consolidated financial statements show loss of EUR 12,314,000.

The Company has not incurred any expenses as defined in article 223 quinquies of the French General Tax Code.

We ask that you approve these resolutions.

#### 2.2. <u>Allocation of income (third resolution)</u>

Subject to the annual and consolidated financial statements as presented by the Board of Directors being approved by the shareholders, the third resolution presents the following allocation of income for the financial year ended 30 June 2017 for shareholders' approval:

#### Origin of the amounts to be allocated:

Profits from the financial year 2017 (loss)	- EUR 3,307,403.67
Previous carry forward at 30 June 2017 (loss)	- EUR 26,167,523.83
Total	- EUR 29,474,927.50
Allocation of loss:	
The totality to the carry forward account (loss)	- EUR 29,474,927.50
<b>Total</b>	- EUR 29,474,927.50

As a consequence, no dividend would be distributed for the financial year ended 30 June 2017.

No dividend has been paid in the last three years.

We ask that you approve these resolutions.

#### 2.3. <u>Regulated agreements (fourth resolution)</u>

The fourth resolution relates to the approval by the shareholders' meeting of agreements referred to under articles L.225-38 and seq. of the French Commercial code, i.e. agreements said to be "regulated" which were authorised by the Board of Directors prior to their execution during the financial year ended 30 June 2017.

No new regulated agreements were entered into during the course of the financial year ended 30 June 2017.

Moreover, the shareholders are called to aknowledge the regulated agreement entered into during the previous financial years and which continue during the financial year ended 30 June 2017. These regulated agreements are further detailed in the *document de reference* of the Company for the financial year ended 30 June 2017 and in the special report of the auditors.

The following agreement are concerned:

- retirement agreement named « *article 83* » and the supplementary contribution retirement plan with contribution pension of Olivier Jallabert ;
- Intragroup loan agreement;
- a services agreement entered into between OrthoFin II and Amplitude Surgical ;
- a cash management agreement dated on 31 October 2011 ;
- a tax consolidation agreement ; and

- Agreements related to the compensation of Olivier Jallabert.
- 2.4. <u>Advisory vote on the elements of remuneration due or granted to Olivier Jallabert, Chairman and Chief</u> Executive Officer, for the financial year ended 30 June 2017 (fifth resolution)

In accordance with the recommendations of paragraph 26 of the AFEP-MEDEF Code on corporate governance, revised in November 2016, to which the Company refers in application of article L.225-37 of the French Commercial Code, the ninth resolution submits to your opinion the elements of remuneration due or granted to Olivier Jallabert as Chairman and Chief Executive Officer, for the financial year ended 30 June 2017.

The relevant elements of compensation relate to: (i) the fixed amount, (ii) the annual variable amount and, where applicable, the multiannual variable amount with the objectives contributing to the setting of this variable portion, (iii) exceptional compensations, (iv) shares options, performance-based shares and any other long-term element of compensation, (v) indemnities related to the appointment or to the termination of office, (vi) supplementary pension scheme and (vii) benefits of any nature.

The above-mentioned elements of remuneration are set out in paragraph 3.2.6 of the Company's *document de référence* for the financial year ended 30 June 30 2017 and are set out below:

Olivier Jallabert (Chai	Olivier Jallabert (Chairman and Chief Executive Officer)						
Remuneration items due or granted in respect of the financial year ended 30 June 2017	Amount or accounting valuation submitted to a vote	Description					
Fixed annual remuneration	EUR 290,000	Olivier Jallabert was appointed as Chairman and Chief Executive Officer of Amplitude Surgical effective from 10 June 2015.					
		The Board of Directors of 10 June 2015, and then the Board of Directors of 14 December 2016, fixed the gross annual compensation at EUR 290,000.					
Variable annual remuneration	EUR 75,800	See paragraph 3.2.3 of the <i>Document de référence</i> for the financial year ended 30 June 2017.					
Deferred variable compensation	Not applicable	Not applicable					
Multiannual variable compensation	Not applicable	Not applicable					
Share subscription or purchase options	Not applicable	Not applicable					
Free share allotment	EUR 1,050,195	The Board of Directors of 27 July 2016 decied to allocate 1,407,897 free shares to the employees, officers and directors of the Amplitude Surgical Group. Olivier Jallabert was granted with 615,952 free shares.					
		See paragraph 8.3.4 of the <i>Document de référence</i> for the financial year ended 30 June 2017.					

Olivier Jallabert (Chairman and Chief Executive Officer)					
Amount or accounting valuation submitted to a vote	Description				
Not applicable	Not applicable				
EUR 14,545.26	The Incentive compensation of Olivier Jallabert for the financial year ended 30 June 2017 amounted to EUR 14,545.26 under the incentive plan of the Company dated 22 July 2016.				
Not applicable	Not applicable				
EUR 12,712	See paragraph 3.2.3 of the <i>Document de référence</i> for the financial year ended 30 June 2017.				
No payment	On 10 June 2015, the Board of Directors decided to grant Olivier Jallabert, as Chairman and Chief Executive Officer of the Company, a gross severance payment in an amount equal to 24 monthly salary payments subject to performance conditions (criteria based on the level of turnover and EBITDA of the Amplitude Surgical Group).				
	See paragraph 3.2.8 of the <i>Document de référence</i> for the financial year ended 30 June 2017.				
Not applicable	Not applicable				
No payment	Olivier Jallabert benefits from an additional contribution-based retirement scheme limited to the annual social security threshold multiplied by eight (approximately EUR 22,625 per annum). See paragraph 3.2.3 of the <i>Document de référence</i> for the financial year ended 30 June 2017.				
	Amount or accounting valuation submitted to a vote   Not applicable   EUR 14,545.26   Not applicable   EUR 12,712   No payment   Not applicable   Not applicable				

We ask that you to give a favourable opinion on the elements of remuneration due or granted to Olivier Jallabert as Chairman and Chief Executive Officer for the 2017 financial year.

2.5. <u>Approval of the principles and determination crtiterion, breakdown and allocation of fixed, variable and exceptional components making up the total compensation and benefit of any kind attributable to the Chief Executive Officer (sixth resolution)</u>

We invite you to read the specific report of the Board of Directors prepared in accordance with article L.225-37-2 of the French Commercial Code presenting the principles and determination critierion, breakdown and allocation of fixed, variable and exceptional components making up the total compensation and benefit of any kind attributable to the Chief Executive Officer. We suggest that you approve these principles and determination critierion, breakdown and allocation of fixed, variable and exceptional components making up the total compensation and benefit of any kind attributable to the Chief Executive Officer.

#### 2.6. <u>Renewal of the term of office the statutory auditor (seventh resolution)</u>

The terms of office of the statutory auditor of Deloitte & Associés, represented by Mr Dominique Valette, and the alternate statutory auditor of BEAS, will expire at the end of the Shareholders' Meeting.

As a result, the seventh resolution presents the renewal for shareholders' approval with effect as from the end of this meeting of Deloitte & Associés, represented by Mr Dominique Valette as statutory auditor;

It has been decided to renew the mandate of Deloitte & Associés as Deloitte & Associés is the more able to follow the Company based on its knowledge of its activity.

It has been decided not to proceed to the renewal of BEAS as alternate statutory auditor and not to appoint a second alternate statutory auditor.

These appointment shall take effect for six financial year, i.e. until the shareholders' meeting to approve the financial statements for the financial year ending 30 June 2023.

We ask that you approve this resolution.

#### 2.7. <u>Authorisation to repurchase shares (ninth resolution)</u>

The ordinary shareholders' meeting of 14 December 2016 authorized the Board of Directors to carry out transactions on the Company's shares for a period of 18 months as of the date of said meeting.

This authorization was implemented by the Board of Directors in the conditions described in the *Document de Référence* for the year ended 30 June 2017, in the context of this authorization, 1,120,268 shares have been purchased during the 2017 financial year at an average price of EUR 3.56 and for a global amount of EUR 3,989,402 representing 2.39% of the Company share capital.

This authorization expires in 2018.

Accordingly, the eighth resolution proposes to the shareholders' meeting to authorize the Board of Directors to repurchase shares of the Company within the limits set by the shareholders of the Company and in accordance with the legal and regulatory provisions.

Particularly, the authorization may be implemented with a view to (i) ensuring liquidity in the market, (ii) setting up any share purchase option plan, any allotment of free shares, and any granting, allotment or transfer of shares to the benefit of the group employees and carrying out any hedging operation relating to such transactions, (iii) ensuring the coverage of the undertakings of the Company under rights with a settlement in cash and relating to the positive evolution of the trading price of the share of the Company granted to the employees or the corporate officers of the Company or of an associated enterprise, (iv) delivering shares in the context of external growth transactions, (v) delivering shares in connection with the exercise of rights attached to securities, (vi) cancelling all or part of the share so repurchased.

The authorization that would be, as the case may be, granted to the Board of Directors provides for limitations regarding the maximum repurchase price (EUR 10), the maximum amount for the implementation of the repurchase program (EUR 40 million) and the amount of securities which may be repurchased (10% of the share capital of the Company on the date of the repurchases) or delivered in the context of external growth transactions (5% of the share capital of the Company).

This authorization would be granted for a term of 18 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

We suggest that you approve this resolution.

#### 3. Resolutions to be submitted to the Extraordinary Shareholders' Meeting

### **3.1.** <u>Authorization to be granted to the Board of Directors to carry out a share capital decrease by canceling shares (ninth resolution)</u>

We suggest that you authorize the Board of Directors to reduce the share capital by cancellation of all or part of the Company's shares acquired pursuant to any share repurchase plans authorized by the shareholders' meeting of the Company providing for this objective.

The share capital decreases that the Board of Directors may carry out under this authorization would be limited to 10% of the Company's share capital as of the date of the cancellation per period of 24 months.

This authorization would be granted for a term of 18 months.

We suggest that you approve this resolution.

#### 3.2. <u>Financial authorizations (tenth to eighteenth resolutions)</u>

The shareholders' meeting regularly granted to the Management Board and the Board of Directors the authority or the powers necessary to proceed with the issuance of ordinary shares and/or securities, with upholding or cancellation of shareholders' preferential subscription right, in order to meet the financing needs of the group Amplitude Surgical.

As such, the shareholders' meeting of 14 December 2016 granted the Board of Directors with the delegations of authority and authorizations as described in the table provided at <u>Schedule 1</u> attached to this report, Theses authorizations have been used within the condition specified in the said table.

These delegations of authority and authorizations have been granted for terms that will expire at the end of 2018. Thus, the Company may not have the necessary delegations and authorizations in the event where the Company should decide to proceed with issuances of ordinary shares and/or securities.

Accordingly, it is proposed to the shareholders of the Company to grant the Board of Directors new delegations of authority and authorizations in order to ensure the Company the flexibility to proceed with issuances of ordinary shares and/or securities according to the market and to the growth of the Amplitude Surgical Group, and, as the case may be, to rapidly gather the financial means necessary to the implementation of the growth strategy of the Amplitude Surgical Group, as described in the *Document de référence* for the year ended 30 June 2017.

In the event of an issuance of ordinary shares and/or securities, the Company intends to give priority to transactions upholding the shareholders' preferential subscription right. Nevertheless, particular circumstances may justify the cancellation of the preferential subscription right of shareholders, in accordance with their interests. Accordingly, the Company may seize the opportunities offered by the financial markets, especially considering the markets' current situation. The Company may also involve employees of the Amplitude Surgical Group in its development, notably by way of a share capital increase reserved to said employees or the allotment of free shares. The Company may also carry out the issuance of securities underlying the securities issued by the Company or the Amplitude Surgical Group's subsidiaries. The cancellation of the preferential subscription right would also allow the realization of public exchange or

acquisitions offers paid entirely in securities. Finally, the issuance of securities may remunerate contributions in kind of financial securities that would not be traded on a regulated market or its equivalent.

The maximum amount of all the share capital increases (excluding share capital increases by means of capitalization of reserves or premium and allotment of free shares) would be of EUR 600,000, i.e., 60 million shares, representing 127.8% of the share capital and voting rights of the Company.

In addition, the maximum amount of all the share capital increases with cancellation of the shareholders' preferential subscription right (excluding share capital increases reserved to the employees and allotment of free shares) would be of EUR 250,000, i.e., 25 million shares, representing 53.27% of the share capital and voting rights of the Company.

Thus, the draft resolutions being put to the vote of the shareholders' are relative to:

#### 3.2.1. <u>Issuance of securities with upholding of the shareholders' preferential subscription right (tenth resolution)</u>

The tenth resolution aims at granting to the Board of Directors a delegation of authority to carry out a share capital increase with the upholding of the shareholders' preferential subscription right.

The transactions would be reserved to the Company's shareholders which would receive a preferential subscription right that would be tradable on the market. These transactions would therefore have a limited dilutive impact for the existing shareholders which may decide to participate in the transaction or to sell their rights on the market.

The transactions would comprise the issuance of ordinary shares, or of securities that are equity securities giving right, immediately or in the future, to other equity securities or giving right, immediately or in the future, to the allotment of debt securities, or of securities giving access, immediately or in the future, to equity securities to be issued. The securities could be in the form of equity or debt securities. Access to the share capital of the Company would take place, *inter alia*, by the conversion or exchange of a security or by the presentation of a warrant (*bon*). These issuances may be used to finance external growth transactions.

Share capital increases carried out under this delegation would not exceed a maximum nominal amount of EUR 600,000 (i.e., 60 million shares with a nominal value of EUR 0.01). The nominal amount of the share capital increases that may be carried out pursuant to this delegation as well as under the eleventh to seventeenth resolutions, may not exceed this global amount of EUR 600,000.

The issuance of debt securities would be limited to a maximum nominal amount of EUR 300 million. The amount of all the debt securities, the issuance of which may be carried out pursuant to this delegation as well as under the eleventh to seventeenth resolutions may not exceed this global amount of EUR 300 million.

The subscription price of shares and/or securities which may be issued in application of this delegation would be set by the Board of Directors, in accordance with the legal and regulatory provisions.

This delegation of authority would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

## 3.2.2. <u>Issuance of securities with cancellation of the shareholders' preferential subscription right by way of a public offering (eleventh resolution)</u>

The eleventh resolution aims at granting a delegation of authority to the Board of Directors in order to carry out a share capital increase with the cancellation of the shareholders' preferential subscription right, by way of public offering, including by way of an offer comprising a public offering.

The transactions would be open to the public and would have a dilutive impact for the existing shareholders that would be treated as other investors. The Board of Directors would however be able to grant a priority right (which would not be tradable) to the existing shareholders.

This delegation could also be used in order to compensate the securities brought to a public exchange offering on the securities of the Company or the securities of another company listed on a regulated market. In this context, the Board of Directors would have the power to determine the exchange ratios and, if required, the amount of the cash bonus (*soulte en espèces*) to be paid.

The transactions would comprise the issuance of ordinary shares, or of securities that are equity securities giving right, immediately or in the future, to other equity securities or giving right, immediately or in the future, to the allotment of debt securities, or of securities giving access, immediately or in the future, to equity securities to be issued. The securities could be in the form of equity or debt securities. Access to the share capital of the Company would take place, inter alia, by the conversion or exchange of a security or by the presentation of a warrant (*bon*).

Share capital increases carried out under this delegation would not exceed a maximum nominal amount of EUR 250,000 (i.e., 25 million shares with a nominal value of EUR 0.01). In addition, the maximum amount of all the authorized share capital increases with cancellation of the shareholders' preferential subscription right (excluding share capital increases reserved to employees and allotment of free shares) may not exceed this amount of EUR 250,000.

The issuance of debt securities would be limited to a maximum nominal amount of EUR 150 million.

These caps would be deducted respectively from the caps set forth in the tenth resolution described in the preceding paragraph.

The issuance price of the new shares issued in application of this delegation of authority would be at least equal to the minimum stipulated by the applicable regulatory provisions as of the issue date (i.e. at the date hereof, the average weighted share price of the company's shares over the last three trading days on the regulated market of Euronext in Paris prior to the date of determination of such price, reduced, as the case may be, by a maximum discount of 5%).

In addition, the issuance price of the securities giving access to the share capital of the Company issued in application of this delegation of authority would be determined so that the amount immediately received by the Company, plus, as the case may be, any amount that may be received by the Company in the future, be at least equal, for each share issued as a result of the issue of such securities, to the issue price determined in the paragraph above.

This delegation of authority would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

### 3.2.3. <u>Issuance of securities with cancellation of the shareholders' preferential subscription right by way of private</u> placement (twelfth resolution)

The twelfth resolution aims at granting to the Board of Directors, by a distinct vote by the shareholders in accordance with the guidelines of the *Autorité des marchés financiers*, a delegation of authority to carry out a share capital increase with the cancellation of shareholders' preferential subscription right, by way of an offering as defined in article L.411-2 II of the French monetary and financial Code.

The transactions would thus be carried out by way of private placements with persons providing investment services consisting in portfolio management for third parties, qualified investors or a limited group of investors, to the extent that such investors are acting on their own behalf, in accordance with the provisions of article L.411-2 II of the French monetary and financial Code. These transactions would have a dilutive impact for the existing shareholders that may not be able to participate in the issuance.

The transactions would comprise the issuance of ordinary shares, or of securities that are equity securities giving right, immediately or in the future, to other equity securities or giving right, immediately or in the future, to the allotment of debt securities, or of securities giving access, immediately or in the future, to equity securities to be issued. The securities could be in the form of equity or debt securities. Access to the share capital of the Company would take place, *inter alia*, by the conversion or exchange of a security or by the presentation of a warrant (*bon*).

Share capital increases carried out under this delegation would not exceed a maximum nominal amount of EUR 250,000 (i.e., 25 million shares with a nominal value of EUR 0.01). This limit would be deducted from the limits set forth in the eleventh and twelfth resolutions, described above.

The issuance of debt securities would be limited to a maximum nominal amount of EUR 150 million. This limit would be deducted from the limit set forth in the tenth resolution described above.

In addition, the issuance of equity or debt securities carried out by way of private placement could not exceed the limits stipulated by the law applicable on the issue date. As of the date of this report, issuances of equity securities carried out by way of an offer as defined in article L.411-2 II of the French monetary and financial Code are limited to 20 % of the share capital of the Company per year.

The issuance price of the new shares issued pursuant to this delegation of authority would be at least equal to the minimum stipulated by the regulatory provisions applicable as of the issue date (at the date hereof, the average weighted share price of the company's shares over the last three trading days on the regulated market of Euronext in Paris prior to the date of determination of such price, reduced, as the case may be, by a maximum discount of 5%).

In addition, the issuance price of the securities giving access to the share capital of the Company issued in application of this delegation of authority would be determined so that the amount immediately received by the Company, plus, as the case may be, any amount that may be received by the Company in the future, be at least equal, for each share issued as a result of the issuance of such securities, to the above-mentioned issuance price.

This delegation of authority would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

#### 3.2.4. Increase of the amount of initial issuances (thirtheenth resolution)

The thirtheenth resolution aims to grant a delegation of authority to the Board of Directors to increase the amount of the initial issuances decided pursuant to the tenth, eleventh and/or twelfth resolutions above, carried out with the upholding or cancellation of shareholders' preferential subscription right.

This delegation of authority is intended to allow the Company to accommodate potential oversubscriptions in the event of the issue of securities reserved to shareholders or realized by way of a public offering or an offering as defined in article L.411-2 II of the French monetary and financial Code.

The transactions carried out in the context of this delegation could not exceed 15% of the initial issuance, this limit would be deducted from the limit applicable to the initial issuance and the cap set by the tenth resolution.

The subscription price for shares or securities issued pursuant to this delegation would correspond to the initial issuance price, decided pursuant to the tenth, eleventh and/or twelfth resolutions described above.

The Board of Directors could use this delegation of authority within the time limits stipulated by the law, or, as of the date of this report, for a period of 30 days from the end of the subscription period.

This delegation of authority would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

We suggest that you approve this resolution.

### 3.2.5. Determination of the price of issuances with cancellation of the shareholders' preferential subscription right (fourteenth resolution)

The fourteenth resolution aims at granting an authorization to the Board of Directors to derogate to the conditions relating to the determination of the price set forth in the eleventh and twelfth resolutions relating to the issuances realized by way of a public offering or of an offering as defined in article L.411-2 II of the French monetary and financial Code, with cancellation of shareholders' preferential subscription right.

Therefore, the shares' issuance price would be at least equal to the weighted average price of the Company's shares on the regulated market of Euronext in Paris on the last trading day preceding the date of issuance, less, as the case may be, a discount of up to 5%. For securities giving access to the share capital of the Company, the issuance price shall be determined so that the amount received immediately by the Company increased by, as the case may be, any amount which may be received subsequently by the Company, for each Company share issued as a result of the issuance of these securities, be at least equal to the amount referred to above.

The Board of Directors could use this means within the limit of 10% of the share capital per year.

The limit specific to this authorization would be deducted from the limit applicable to the initial issuance and from the cap set forth in the tenth resolution.

This delegation of authority would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

## 3.2.6. <u>Issuance of securities with cancellation of the shareholders' preferential subscription right to the benefit of cataegory of persons (fifteenth resolution)</u>

The fifteenth resolution aims at granting to the Board of Directors a delegation of authority in order to decide upon the issuance, with cancellation of the shareholders' preferential subscription right to the benefit of natural or legal persons, including industrial or commercial companies, or French or foreign investment funds, which regularly invest in the field of in the medical technology, biotechnological, pharmaceutical technologies sectors or other life science technology sector or technological sector or or to French or foreign investment service providers, or any foreign institution with an equivalent status, likely to carry outcapable of guaranteeing the completion of such an operation and, in this context, to subscribe to the securities issued, of ordinary shares or of securities that are equity securities giving access to other equity securities or giving right to the allocation of debt securities, or of securities giving access to equity securities to be issued.

This authorization aims therefore to provide the Company with the means to quickly raise funds with investors specialized in the medical field and to provide the Company with more flexibility in order to allow the Company to further its development.

This authorization would consist of the issuance of ordinary shares, securities that are equity securities giving access, immediately or in the future, to other equity securities, or giving right, immediately or in the future, to the allocation of debt securities, and/or securities giving access, immediately or in the future, to equity securities to be issued.

Share capital increases carried out under this delegation would not exceed a maximum nominal amount of EUR 250,000 (i.e., 25 million shares with a nominal value of EUR 0.01). In addition, the maximum amount of all the authorized share capital increases with cancellation of the shareholders' preferential subscription right (excluding share capital increases reserved to employees and allotment of free shares) may not exceed this amount of EUR 250,000.

The issuance of debt securities would be limited to a maximum nominal amount of EUR 150 million.

These caps would be deducted respectively from the caps set forth in the tenth and eleventh resolutions described in the preceding paragraphs.

The issuance price of the new shares issued would be at least equal to the volume weighted average (in the central market order book and off-market applications for blocks) share price of the Company over the last twentytrading days on the regulated market of Euronext in Paris prior to the date of determination of such price, this average being corrected, as the case may be, to allow for any variance with the date from which attendant rights come into effect and with the possible application of a discount of 20%.

In addition, the issuance price of the securities giving access to the share capital of the Company would be determined so that the amount immediately received by the Company, plus, as the case may be, any amount that may be received by the Company in the future, be at least equal, for each share issued as a result of the issue of such securities, to the issue price determined in the paragraph above.

This delegation of authority would be granted for a term of 18 months.

We suggest that you approve this resolution.

3.2.7. <u>Issuance of securities in consideration for contributions in kind with cancellation of the shareholders'</u> preferential subscription right (sixteenth resolution)

The sixteenth resolution aims at granting a delegation of powers to the Board of Directors to decide upon an increase of the share capital through the issuance of ordinary shares and securities giving access to the share

capital, immediately or in the future, of the Company in consideration for contributions in kind granted to the Company and consisting of equity securities or securities conferring access to the share capital.

The issuances carried out in the context of this delegation of powers could not exceed 10% of the share capital, appraised as of the date of the decision of the Board of Directors. This limit would be deducted from the cap set forth in the tenth resolution and the cap set forth in the twelfth resolution.

The Board of Directors would have the power necessary to decide, upon the report of the valuing auditor(s) (*commissaire(s) aux apports*), on the valuation of the contributions in kind and the granting of special benefits as well as their valuation.

This delegation of powers would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

We suggest that you approve this resolution.

#### 3.2.8. Share capital increases reserved to employees (seventeenth resolution)

The seventeenth resolution aims at granting an authorization to the Board of Directors to increase the share capital of the Company, with cancellation of the preferential subscription right, reserved for employees of the Amplitude Surgical Group who are members of a company savings plan (*plan d'épargne d'entreprise*) or group savings plan (*plan d'épargne groupe*) established by the Company and the French or foreign companies that are linked to the Company within the meaning of article L.225-180 of the French Commercial Code and of article L.3344-1 of the French Labor Code.

The issuances would comprise the issuance of ordinary shares, or of securities that are equity securities giving access, immediately or in the future, to other equity securities or giving right, immediately or in the future, to the allotment of debt securities, or of securities giving access, immediately or in the future, to equity securities to be issued.

This authorization would be limited to 2% of the share capital of the Company. This cap would be deducted from the cap set forth in the tenth resolution.

The subscription price(s) would be determined by the Board of Directors pursuant to articles L.3332-19 and seq. of the French Labor Code. As a result, concerning the securities that are already traded on a regulated market, the subscription price could not be greater than the average share price for the twenty trading days prior to the date of the decision setting the subscription period opening date. In addition, the subscription price could not be inferior to more than 20% of this average.

In addition, pursuant to the provisions of article L.3332-21 of the French Labor Code, the Board of Directors may decide on the allotment of shares to be issued or existing, or of other securities giving access to the share capital of the Company, issued or to be issued, in respect of (i) the contribution (*abondement*) that may be paid pursuant to the regulations of the employee savings plans of the Company or of the Group and/or (ii) if applicable, the discount (*décote*).

This authorization would be granted for a term of 26 months and would supersede the prior authorization granted to the Board of Directors in respect of the unused portion thereof.

#### 3.2.9. <u>Allocation of performance shares (eighteenth resolution)</u>

In accordance with the provisions of articles L.225-129 and seq. and L.229-197-1 and seq. of the French Commercial Code, the eighteenth resolution relates to the authorization to be granted to the Board of Directors to allocate free existing and/or newly-issued shares of the Company, in one or several occurrences, to the salaried personnel members and/or the corporate officers of the Company and/or the companies or groups that are, directly or indirectly, linked to it under the conditions set forth in article L.225-197-2 of the French Commercial Code.

The granting of this authorization would enable the Board of Directors to set up performance shares allocation plans to the benefit of the management and the employees of Amplitude Surgical group both in France and abroad, subjected to collective attendance and performance criteria determined in connection with the strategy.

The Board of Directors may therefore pursue its policy which aims at associating its employees to its results and its development and to ensure the international competitiveness of their compensation.

While this has been presented in the prospectus prepared for the purposes of its initial public offering, the Company foresees the free allotment of Company shares representing around 1% of the Company's share capital at the date of allotment, including a number of free shares allots to the Company's Chairman and Chief Executive Officer, making up around 40% of the total number of shares allotted, the remaining shares to be allotted to the key executives and managers of the Group

On 27 July, 2016, the Board of directors of the Company has carried out a free allocation of 1,407,897 performance shares to the benefit of the managers and the employees of Amplitude Surgical group, under the conditions described below:

BENEFICIARY	PART	NUMBER OF SHARES	VALUE OF ALLOCATED SHARES	VESTING DATE	DATE OF TRANSFERABILITY OF SHARES	CONDITIONS(1)
CORPORATE OFF	ICERS					
Olivier Jallabert	Part A	410,636	EUR 788,418	27 July 2018	28 July 2020	
	Part B	205,316	EUR 261,777	The later of (i) the second anniversary of the allotment date and (ii) the date of the Board of Directors' meeting acknowledging the fulfilment of the above mentioned conditions		

BENEFICIARY	PART	NUMBER OF SHARES	VALUE OF ALLOCATED SHARES	VESTING DATE	DATE OF TRANSFERABILITY OF SHARES	CONDITIONS(1)
TOP 3 EMPLOYEE	ES					
Employee 1	Part A	205,988	EUR 395,496	27 July 2018	28 July 2020	
	Part B	87,994	EUR 112,194	The later of (i) the second anniversary of the allotment date and (ii) the date of the Board of Directors' meeting acknowledging the fulfilment of the above mentioned conditions	The second anniversary following the vesting date of the shares	
Employee 2	Part A	175,988	EUR 337,896	27 July 2018	28 July 2020	
	Part B	87,994	EUR 112,194	The later of (i) the second anniversary of the allotment date and (ii) the date of the Board of Directors' meeting acknowledging the fulfilment of the above mentioned conditions		
Employee 3	Part A	145,987	EUR 280,396	27 July 2018	28 July 2020	
	Part B	87,994	EUR 112,191	The later of (i) the second anniversary of the allotment date and (ii) the date of the Board of Directors'	The second anniversary following the vesting date of the shares	

BENEFICIARY	PART	NUMBER OF SHARES	VALUE OF ALLOCATED SHARES	VESTING DATE	DATE OF TRANSFERABILITY OF SHARES	CONDITIONS(1)
				meetin acknowledgin	e	
				the fulfilment of		
				the abov	e	
				mentione	d	
				condition	S	

The main terms of of the authorization submitted to the approvak of the Shareholders' meeting are the following:

#### Limits of allocation

The number of shares which may be freely allotted shall not exceed 3% of the Company's share capital, to be assessed when the Board of Directors makes its decision. This limit is independent of the of the overall limit of EUR 600,000 fixed by the tenth resolution of the shareholders' meeting.

This limit of 3% of the Company's share capital shall include, when applicable, the performance shares that would be allocated to the Company's management.

This limit of 3% of the Company's share capital was determined according to the number of employees in the Amplitude Group, the organisation in place and the strategic issues for a period of three years.

The total amount of shares freely allotted shall not exceed 10% of the share capital at the date of the Board of Directors' decision to allocate them.

As mentioned above, on 27 July, 2016, the Board of Directors has carried out a free allocation of 1,407,897 performance shares, representing 2.91% of the share capital and voting rights of the Company.

#### Allocation conditions

The Board of Directors shall determine the conditions on which allotments are to be made and, where applicable, the criteria for allotting shares. The Board of Directors must subject the allotment of shares to collective attendance and performance criteria for the Company's executive officers and for the other Company employees and/or companies or groups which are linked thereto.

The condition of eligibility, of allocation level and assessment of performance are dertermined in a rigorous way by the Board of Directors in accordance with the Amplitude Surgical group's operating performance.

For example, the conditions under the performance shares allocated on 27 July 2016 on the basis of the authorization granted by the General Meeting date on 9 December 2015 are summarized thereafter (for further details, see para 8.3.4 of the *document de reference* of the Company for the financial year ended 30 June 2017):

<u>Attendance condition at the acquisition date</u> : (i) either to be an employee of the Company or a company which holds or control the majority of the share capital of the voting rights with an openended employment contract, and this employee must not be in dismissal, resignation or conventional notice period (ii) or to be Chief Executive or delegated Chief Executive of the Company and not to be in termination of duties notice period for any reason whatsoever. Performance conditions :

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Regarding Tranche A :

• The acquisition of 80 % of the number of shares of tranche A by each beneficiary is subjected by the achievement of a determined consolidated turnover amount of the Company in respect of the financial year ended 30 June 2017 as follows :

Number of shares of tranche A	Turnover on 30/06/2017 (N)
0%	< to €80 million
30% + 0% to 25 %	> or = $\notin$ 80 million and < to $\notin$ 90 million (adapted on a prorata basis depending on the completion (90 -N)/(90-80))
30% + 25% + 0% to 25%	> ou = to €90 million and < to €106 million (adapted on a prorata basis depending on the completion (N-90)/(106-90))
30% + 25% + 25%	Equal or greater than €106 million

• The acquisition of 20 % of shares of tranche A by each beneficiary is subjected by the the achievement of an EBITDA (X) of  $\notin$ 21 million on the 30/06/2017, with a minimum amount of  $\notin$ 14 million, adapted by applying the following prorata (X-14)/(21-14).

Regarding tranche B :

• The acquisition of 80 % of the number of shares of tranche B by each beneficiary is subjected by the achievement of a determined consolidated turnover amount of the Company in respect of the financial year ended 30 June 2018 as follows :

Number of shares of tranche B	Turnover on 30/06/2018 (N)
0%	< to €85 million
0% à 40 %	> or = $\notin$ 85 million d'euros and < to $\notin$ 105 million
	(adapted on a prorata basis depending on the completion (N-85)/(105-85) )
40% + 0% to 40%	> or = to €105 million and < to €130 million
	(adapted on a prorata basis depending on the completion (N-105)/(130-105) )

1001 1001	
40% + 40%	equal or greater than $\in$ 130 million

• The acquisition of 20 % of shares of tranche B by each beneficiary is subjected by the the achievement of an EBITDA (X) of  $\notin$ 26 million on the 30/06/2018, with a minimum amount of  $\notin$ 17 million, adapted by applying the following prorata (X-17)/(26-17).

#### Vesting and retaining period

The allotment of shares shall only be finally after the expiration of a minimum vesting period of two (2) years, the owners having to then retain the shares so received for an additional two (2) years as of the final allotment of the shares. Furthermore, and notwithstanding the foregoing provisions, in the event that said allotments to certain recipients do not become final on the expiration of a minimum vesting period of four (4) years, these recipients shall not be required to retain their shares for any period.

Furthermore, the final allotment of shares may take place before the expiration of the vesting period in the event that the recipients thereof are not eligible and that such ineligibility corresponds with the second or third category set forth in article L.341-4 of the French Social Security Code (or its equivalent outside of France). The shares will therefore be freely transferable with immediate effect.

As mentioned above, The Board of Directors allocated on 27 July 2016 1,407,897 performance shares, representing 2.91% of the share capital and voting rights of the Company. This allotment and its terms covered a period of two (2) years (2016-2018).

#### **Duration of the authorisatoin**

This authorization would be granted for a term of 38 months.

We suggest that you approve this resolution.

#### 3.2.10. <u>Incorporation of premiums, reserves, profits or other items (nineteenth resolution)</u>

The nineteenth resolution aims at granting a delegation of authority to the Board of Directors to decide to increase the share capital by incorporation of premiums, reserves, profits or other items that may be capitalized.

Share capital increases carried out under this delegation would not exceed the maximum nominal amount of EUR 250,000 (i.e., 25 million shares with a nominal value of EUR 0.01).

The Board of Directors would have the power to determine the amount and nature of sums to be capitalized, determine the number of new shares to be issued and/or the amount by which the existing nominal value of the shares of the Company will be increased.

This delegation of authority would be granted for a term of 26 months.

We suggest that you approve this resolution.

#### 3.3. Bringing into compliance of the articles of association of the Company (twentieth resolution)

The twentieth resolution aims at granting to the Board of Directors a delegation of power in order to make any necessary amendments to the articles of association of the Company in order to bring them into compliance with the laws and regulations, subject to ratification of these amendments by the shareholders' meeting. We suggest that you approve this resolution.

#### 3.4. Powers to effect legal formalities (twenty-first resolution)

The twenty-first resolution relates to the powers required to effect the necessary formalities following the shareholders' meeting, in particular those in relation to filing and publicity.

#### Chapter 10 PERSONS RESPONSIBLE FOR THE REGISTRATION DOCUMENT

#### 10.1 PERSON RESPONSIBLE FOR THE REGISTRATION DOCUMENT

Oliver Jallabert, Chairman and Chief Executive Officer of the Company

10.1.1 Certification by the person responsible for the Registration Document

I certify, after adopting all reasonable measures to such purpose, that the information contained in this Registration Document to my knowledge accurately reflects the actual position and does not entail any omissions of a nature as to change its scope.

I certify that to my knowledge the financial statements are prepared according to the applicable accounting standards and faithfully reflect the assets and liabilities, financial position and results of the Company and that the management report included in this Registration Document in accordance with the table of equivalence set forth in section 11.3, presents a faithful picture of business trends, the results and financial position of the Company and all enterprises included in the scope of consolidation as well as a description of the main risks and uncertainties to which it is exposed.

I have obtained an end-of-mission letter from the independent and statutory auditors in which they state they audited the information on the financial position and the financial statements provided in this Registration Document and read the Registration Document in full. Said end-of-mission letter does not incorporate any reservations, observations or warnings.

Signed in Valence

On 31 October 2017 Olivier Jallabert Chairman and Chief Executive Officer

10.1.2 Person responsible for Financial Information

Mr Philippe Garcia Deputy Chairman - Finance Address: 11, Cours Jacques Offenbach, Valence (26000) Telephone: +33 4 75 41 87 41 finances@amplitude-surgical.com www.amplitude-surgical.com

#### **10.2 STATUTORY AUDITORS OF THE FINANCIAL STATEMENTS**

10.2.1 Acting Statutory Auditors

10.2.1.1 Mazars SAS

Le Premium, 131, boulevard de la bataille de Stalingrad, 69624 Villeurbanne Cedex, registered in the Lyon Trade and Companies Register under number 351 497 649

Represented by Mr Pierre Beluze Member of the *Compagnie régionale des Commissaires aux Comptes* of Lyon

Mandate renewed by the shareholders' meeting of 14 December 2016 for a term of six financial years, expiring after the shareholders' meeting approving the financial statements for the financial year ending 30 June 2022.

10.2.1.2 Deloitte & Associés

185, Avenue Charles de Gaulle, 92524 Neuilly-sur-Seine, registered in the Nanterre Trade and Companies Register as number 572 028 041

Represented by Mr Dominique Valette. Member of the Compagnie régionale des Commissaires aux Comptes de Lyon

Appointment at the shareholder's meeting of 9 December 2015 for the remainder of the mandate of its predecessor (Melin et Associés), i.e. until the shareholder's meeting approving the financial statements for the business year ending 30 June 2017.

Renewal of his mandate proposed to the ordinary shareholders' meeting that is to resolve on the financial statements of the financial year ended 30 June 2017.

10.2.2 Alternate statutory auditors

10.2.2.1 Emmanuel Charnavel

Residing at 54 rue de la République, 69002 Lyon

Member of the Compagnie régionale des Commissaires aux Comptes of Lyon

Mandate renewed by the shareholders' meeting of 14 December 2016 for a term of six financial years, expiring after the shareholders' meeting approving the financial statements for the financial year ending 30 June 2022.

#### 10.2.2.2 BEAS

Residing at 195 Avenue Charles de Gaulle 92524 Neuilly-sur-Seine cedex, registered on the commercial and company register of Nanterre under number 315 172 445.

Member of the Compagnie régionale des Commissaires aux Comptes of Versailles

Appointment at the shareholder's meeting of 9 December 2015 for the outstanding mandate of his predecessor (Mr Gilles Claus), i.e. until the shareholder's meeting approving the financial statements for the business year ended 30 June 2017.

	Mazars SAS			Deloitte					
	Amo	ount	9/	0	Amo	Amount		%	
	06/2017	06/2016	06/2017	06/2016	06/2017	06/2016	06/2017	06/2016	
Audit									
Independent audit, certification (1)									
Issuer	81,107	56,800	43.5%	46.3%	63,121	41,200	57.3%	35.2%	
Fully consolidated subsidiaries	101,087	54,550	54.2%	44.5%	47,085	74,700	42.7%	63.8%	
Subtotal (1)	182,194	111,350	97.6%	90.9%	110,206	115,900	100.0%	99.0%	
Other duties and services directly related to the engagement (2)									
Issuer	4,400	11,200	2.4%	9.1%	0	1,200	0.0%	1.0%	
Fully consolidated subsidiaries	0	0	0.0%	0.0%	0	0	0.0%	0.0%	
Subtotal (2)	4,400	11,200	2.4%	9.1%	0	1,200	0.0%	1.0%	
Other services (3)									
A legal, tax, labour	0	0	0.0%	0.0%	0	0	0.0%	0.0%	
Others	0	0	0.0%	0.0%	0	0	0.0%	0.0%	
Subtotal (3)	0	0	0.0%	0.0%	0	0	0.0%	0.0%	
TOTAL	186,594	122,550	100.0%	100.0%	110,206	117,100	100.0%	100.0%	

#### 10.2.3 Table of fees of statutory auditors

#### Chapter 11 TABLE OF EQUIVALENCE

### 11.1 TABLE OF EQUIVALENCE WITH REGULATION (EC) 809/2004

The following equivalence table allows identifying in the Registration Document, the information required by Annex I of Regulation (EC) 809/2004 of the European Commission dated 29 April 2004.

No	ITEM	PARAGRAPH(S)	PAGE(S)
1.	RESPONSIBLE PERSONS	10.1	351
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1.2.	Declaration of persons responsible for the Registration Document	10.1.1	351
2.	INDEPENDENT AUDITORS	10.2	352
2.1.	Name and address of independent auditors of the issuer's financial statements	10.2.1; 10.2.2	352
2.2.	Independent auditors who have resigned, been discounted or not reappointed during the period covered	10.2.1, 10.2.2	352
3.	SELECTED FINANCIAL INFORMATION	1.1	8 to 11
3.1.	Selected historic financial information	1.1	8 to 11
3.2.	Selected financial information for interim periods	Not applicable	-
4.	RISK FACTORS	2	82 to 116
5.	INFORMATION CONCERNING THE ISSUER	1.2, 1.6	11 to 12 ; 63 to 64
5.1.	History and evolution of the company	1.2	11 to 12
5.1.1	Legal name and commercial name	1.2.1	11
5.1.2	Place and number of registration	1.2.2	11
5.1.3	Date of constitution and lifetime	1.2.3	11
5.1.4	Registered office, legal status, legislation, country of origin, address and telephone number of head office	1.2.4	11
5.1.5	Major events in developing activities	1.2.5	12
5.2.	Investments	1.6	63 to 64
5.2.1	Investments made	1.6.1	63

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5.2.3	Future investments	1.6.3	63 to 64
6.	OVERVIEW OF ACTIVITIES	1.3	12 to 52
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6.1.1	Nature of transactions and main activities	1.3.2, 1.3.3, 1.3.4	13 to 21, 21 to 39; 39 to 49
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6.3.	Exceptional events influencing information provided under points 6.1 and 6.2	1.3, 5	13 to 21; 174 to 205
6.4.	Degree of dependence of the issuer on patents or licences, industrial, commercial or financial contracts or new manufacturing processes	1.8	74 to 80
6.5.	Elements on which all declarations of the issuer concerning its competitive position are based	General remarks	2 to 10
7.	ORGANISATION CHART	1.4	52 to 60
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7.2.	List of major subsidiaries of the issuer	1.4.2	52 to 56
8.	REAL ESTATE, PLANT AND EQUIPMENT	1.5, 4.3	60 to 63, 167 to 171
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9.	EXAMINATION OF THE FINANCIAL SITUATION AND RESULT	5	174 to 204
9.1.	Financial situation of the issuer, evolution of financial situation and result of transactions performed during each financial year and interim period for which historic financial information is required	5.1	174 to 191
9.2.	Operating result	5.1	174 to 191
9.2.1	Major factors significantly influencing operating revenue	5.1	174 to 191
9.2.2	Major changes in revenues	5.1	174 to 191
9.2.3	Government, economic, budgetary, monetary or political strategy or factor	5.1	174 to 191

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10.	CASH AND CAPITAL	5.2	191 to 202
10.1	Information on issuer's capital	5.2	191 to 202
10.2.	Source and amount of issuer's cash flow and description of cash flow	5.2	191 to 202
10.3.	Information on loan conditions and finance structure of the issuer	5.2	191 to 202
10.4.	Information on any restriction on use of capital which significantly influences or which could significantly influence, directly or indirectly, the issuer's transactions	5.2	191 to 202
10.5.	Information on anticipated sources of finance necessary to honour commitments referred to in points 5.2.3 and 8.1	1.6, 5.1, 5.2	63-64; 174 to 191; 191 to 202
11.	RESEARCH AND DEVELOPMENT, PATENTS AND LICENCES	1.8	74 to 80
12.	INFORMATION ON TRENDS	1.3, 5.3	12 to 52; 202 to 204
12.1.	Main trends affecting production, sales and stocks, costs and sales price since the end of the last financial year up to the date of the registration document	1.4, 5.3	52 to 60; 202 to 204
12.2.	Known trends, uncertainties or demand or undertaking or event which is reasonably likely to have a significant influence on the issuer's prospects, at least for the current financial year	5.3.	202 to 204
13.	PROFIT FORECASTS OR ESTIMATES	5.3.1	202 to 204
13.1.	Declaration on the main hypotheses on which the issuer based its forecast or estimate	5.3.1	202 to 204
13.2.	Report prepared by accountants or independent auditors	Not applicable	-
13.3.	Profit forecast or estimate prepared on a comparable basis with historic financial information	5.3.1	202 to 204
13.4.	Declaration indicating whether the profit forecast is or is not valid at the date of the registration document, and if applicable, explaining why it no longer is	5.3.1	202 to 204
14.	ADMINISTRATION, MANAGEMENT AND SUPERVISORY BODIES AND EXECUTIVE OFFICERS	3.1	121 to 135
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16.	FUNCTIONING OF ADMINISTRATION AND MANAGEMENT BODIES	3.1.2	128 to 135
16.1.	Date of expiry of current mandate and period during which the person has been in office	3.1.2	128 to 135
16.2.	Information on service contracts binding members of administration, management or supervisory bodies to the issuer or any of its subsidiaries and providing for the granting of benefits or appropriate negative declarations	3.1.2.3	131
16.3.	Information on the audit committee and compensation committee of the issuer	3.1.2.4	131 to 135
16.4.	Declaration indicating whether the issuer complies, or otherwise, with the corporate governance regime in force in the country of origin	3.1	121 to 135
17.	EMPLOYEES	4.1, 4.4	156 to 165; 171 to 174
17.1	Number of employees at the end of the period covered by the historic financial information or average number during each financial year of this period and distribution of employees according to main type of activity and by site	4.1, 4.4	156 to 165; 171 to 174
17.2.	Profit sharing and stock options	8.2	288 to 291
17.3.	Agreement providing for employees' profit sharing in the issuer's capital	8.2	288 to 291
18.	MAIN SHAREHOLDERS	8.2	288 to 291
18.1.	Name of any person not a member of an administration, management or supervisory body holding, directly or indirectly, a percentage of share capital or voting rights in the issuer which must be notified under the applicable national legislation and the amount of the equity interest held, or in default, an appropriate negative declaration	8.2.1	288 to 291
18.2.	Differential voting rights, or appropriate negative declaration	8.2.1	288 to 291
18.3.	Holding control, direct or indirect, of the issuer	8.2.1	288 to 291
18.4.	Agreement, known to the issuer, of which implementation could, on a subsequent date, result in a change of control	8.2.1	288 to 291
19.	TRANSACTIONS WITH RELATED PARTIES	3.3	144 to 152
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20.3.	Financial statements	6.1 and 7.1	205 to 241; 248 to 266

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20.4.1	Declaration certifying that historic financial information has been audited	6.2 and 7.2	242 to 247; 267 to 270
20.4.2	Other information audited by independent auditors	4.4	171 to 174
20.4.3	Information not drawn from the audited financial statements	Not applicable	-
20.5.	Date of latest financial information	6; 7	205 to 247; 248 to 271
20.6	Interim and other financial information	Not applicable	-
20.6.1.	Quarterly or half yearly financial information	Not applicable	-
20.6.2.	Interim financial information covering the first six months of the new financial year	Not applicable	-
20.7	Dividend distribution policy	8.2.2	291
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20.8.	Judicial and arbitration proceedings	2.1.3.4, 6.1 (note of the annex)	106 to 109; 205 to 24
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21.1.	Registered share capital	8.3	291 to 302
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21.1.3.	Shares held by the issuer itself or in its name, or by its subsidiaries	8.3.3	294 to 297
21.1.4.	Convertible, exchangeable securities or securities backed by subscription warrants	8.3.5	301
21.1.5.	Right of acquisition and/or bonds attached to capital subscribed	8.3.6	301
21.1.6	Capital of any member of the group the subject of an option or conditional or unconditional agreement providing for options	8.3.6	301
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21.2.3	Rights, privileges and restrictions attached to each category of existing shares	8.1.2.3	283-284
21.2.4	Amendment of shareholder's rights	8.1.2.4	284
21.2.5	Shareholder's meetings	8.1.2.5	284 to286
21.2.6	Filing of constituting deed, articles of association, charter or regulation of the issuer that could delay, defer or impede a change of control	8.1.2.6	286
21.2.7	Provisions of the constituting deed, articles of association, a charter or regulations establishing a threshold above which any equity interest must be disclosed	8.1.2.7	286-287
21.2.8	Conditions imposed by the constituting deed and articles of association, a charter or a regulation governing changes in capital	8.1.2.9	287
22.	KEY CONTRACTS	1.9, 8.4	80 to 82; 302
23.	INFORMATION ORIGINATING FROM THIRD PARTIES, DECLARATIONS BY EXPERTS AND DECLARATIONS OF INTEREST	Not applicable	-
23.1	Declaration or report attributed to a person acting as an expert	Not applicable	-
23.2	Information originating from a third party	Not applicable	-
24.	DOCUMENTS ACCESSIBLE TO THE PUBLIC	8.5	302
25.	INFORMATION ON EQUITY INTERESTS	1.4	52 to 60

#### 11.2 TABLES OF EQUIVALENCE WITH THE ANNUAL FINANCIAL REPORT

In this Registration Document the table of equivalence below identifies the information constituting the annual financial report which must be published pursuant to Articles L.451-1-2 of the French Monetary and Financial Code and 222-3 of the General Regulations of the Autorité des marchés financiers.

	ANNUAL FINANCIAL REPORT	<b>REGISTRATION DOCUMENT</b>	
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1.	Annual financial statements	7.1	248 to 267
2.	Consolidated financial statements	6.1	205 to 241
3.	Management report	1 à 9	11 to 350
3.1	Information referred to in Articles L.225-100 and L.225-100-2 of the French Commercial Code		
	Analysis of business performance	1.3, 5.1, 5.2, 5.3, 5.4	12 to 52; 174 to 191; 191 to 202; 202 to 204; 204
	Analysis of results	5.1	174 to 191
	Analysis of the financial position	5.1	174 to 191
	Main risks and uncertainties	2	80 to 120
	Summary table of currently valid delegations of powers	8.3.1	291 to 294
3.2	Information referred to in Article L.225-100-3 of the French Commercial Code		
	Items which may have an impact on a public offering	3, 8.1 to 8.4	121 to 152; 272 to 302
3.3	Information referred to in Article L.225-211(2) of the French Commercial Code		
	Share redemption programme	8.3.3	294 to 297
4.	Declaration by natural persons assuming responsibility for the annual financial report	10.1	351
5.	Report of the Statutory Auditors on the annual financial statements	7.2	267 to 273
6.	Report of the Statutory Auditors on the consolidated financial statements	6.2	242 to 247
7.	Fees of the Statutory Auditors	10.2.3	353
8.	Report of the Chairman of the Board of Directors on the functioning of the Board of Directors and internal control	9.2.1	303
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### 11.3 TABLES OF EQUIVALENCE WITH THE MANAGEMENT REPORT

In this Registration Document the table of equivalence below identifies the information constituting the management report.

MANAGEMENT REPORT		<b>REGISTRATION DOCUMENT</b>	
No	ITEM	PARAGRAPH(S)	PAGE(S)
1.	Business and financial position	1.2, 1.3, 5.1, 5.2	11-12; 12 to 52; 174 to 191; 191 to 202
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3.	Research and development	1.8.1	74 to 76
4.	Description of main risks and uncertainties	2	82 to 120
5.	Use of financial instruments	2, 6.1 (notes 3.14), 7.1 (7.1.3.2)	82 to 120; 205 to 241; 252 to 266
6.	Corporate and environmental responsibility	4	156 to 174
7.	Subsidiaries and equity interests	1.4, 6.1, 7.1	52 to 60; 205 to 241; 248 to 266
8.	Company executives (list of corporate mandates and duties, compensation, transactions involving securities)	3, 8.2.1	121 to 156; 288 to 291
9.	Share capital, shareholders and employees' profit sharing	8.2, 8.3	288 to 291; 291 to 302
10.	Dividends distributed over the last three financial years	8.2.2	291
11.	Purchase and sale of own shares	8.3.3	2294
12.	Items which may have an impact on a public offering	3, 8.1 to 8.4	121 to 155, 272 to 302
13.	Other information (payment deadlines, etc.)	6.1, 7.1 (note 7.1.3.2)	205 to 241; 252 to 266
	ANNEXES		
14.	Summary table of currently valid delegated powers	8.3.1	291 to 293
15.	Table of Company results for the last five financial years	5.1.4	190-191
16.	Report of the Chairman of the Board of Directors	9.2.1	303

# 11.4 TABLE OF EQUIVALENCE WITH INFORMATION ON CORPORATE AND ENVIRONMENTAL RESPONSIBILITIES

In this Registration Document the table of equivalence below identifies the information on corporate and environmental responsibility.

	CORPORATE AND ENVIRONMENTAL RESPONSABILITY	<b>REGISTRATION DOCUMENT</b>	
0.	ITEM	PARAGRAPH(S)	PAGE(S)
1.	Corporate information	4.1	156 to 165
	a) Employment		
	Total workforce and distribution of employees	4.1.1	156-157
	Recruitment and dismissals	4.1.2	157 to 165
	Compensation and progression	4.1.2.4	161
	b) Organisation of work		
	Organisation of working time	4.1.2.5	161
	Absenteeism	4.1.2.8	163
	c) Corporate relations		
	Social dialogue organisation	4.1.2.9	163 to 165
	Inventory of collective agreements	4.1.2.9	163 to 165
	d) Health and safety		
	Health and safety in the workplace	4.1.2.6	161-162
	Inventory of agreements signed	4.1.2.6	161-162
	Occupational accidents and illness	4.1.2.6	161-162
	e) Training		
	Policies deployed	4.1.2.8	163
	Total number of hours of training	4.1.2.8	163
	f) Equality of treatment		
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	Measures adopted for job creation of employment and employment of the disabled	4.1.2.9	163 to 165

	CORPORATE AND ENVIRONMENTAL RESPONSABILITY	<b>REGISTRATION DOCUMENT</b>	
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	g) Promotion and respect of the stipulations of the fundamental conventions of the International Labour Organization		
	Respect of freedom of association and the right of collective bargaining	4.1.2.1	157-158
	Elimination of employment and professional discrimination	4.1.2.1	157-158
	Elimination of forced or mandatory labour	4.1.2.1	157-158
	Effective abolition of child labour	4.1.2.1	157-158
2.	Environmental information	4.3	167 to 171
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	Training and information of employees	4.3.3	168
	Resources allocated to preventing environmental risks and pollution	4.3.8	170
	Amount of provisions and guarantees for environmental risks	4.1.2.1	157-158
	b) Pollution and waste management		
	Measures for prevention, reduction or repair of scrapped items	4.3.5	168
	Measures for prevention, recycling and elimination of waste	4.3.5	168
	Consideration of noise and other forms of pollutions specific to an activity	4.1.2.1	157-157
	c) Sustainable use of resources		
	Consumption of water and water supply	4.3.6.2	169
	Consumption of raw materials and measures adopted to improve efficacious use thereof	4.3.9	170
	Energy consumption, measures adopted to improve energy efficiency and use of renewable sources	4.3.6	169
	Use of land	4.1.2.1	157-158
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#### **ANNEX I DEFINITIONS**

The terms below shall have the following meanings when used in this Registration Document:

Acetabulum means the articular (joint) cavity of the ilium (hip bone), located on either side of the pelvis, into which the femoral head (the rounded top of the thigh bone) fits to form the hip joint.

**AMPLIVISION®** means the navigation system developed by the Group and described in Section 1.3.3.3 *"Related services"* in this Registration Document.

**ANATOMIC**<sup>®</sup> means the total knee prosthesis manufactured by the Group and described in Section 1.3.3.2 "*A complete product*" in this Registration Document.

Ancillaries means all accessory surgical instruments and software.

**ANSM** means the *Agence Nationale de la Sécurité du Médicament et des Produits de Santé* (French National Agency for Medicines and Health Products Safety).

**ANVISA** means the Brazilian Health Surveillance Agency, which is in charge of supervising and regulating medical devices manufactured or sold in Brazil. ANVISA is under the supervision of the Brazilian Health Ministry.

**Bertrand Law** means French Law No. 2011-2012 of 29 December 2011 on strengthening the safety of medicine and health products.

**Bluetooth** means a personal wireless network technology (classified as a WPAN, or Wireless Personal Area Network) with a short-range signal enabling the user to connect devices wirelessly.

**BSI** means the British Standards Institution, an independent British Notified Body that has supervised the Group since 27 March 2015.

**CDSCO** means the Indian Central Drugs Standard Control Organisation.

**CFR** means the U.S. Code of Federal Regulations.

**CGU** means a cash-generating unit as defined in Section 5.1.1.2 "*Significant accounting principles*" in this Registration Document.

**CIR** means *crédit impôt recherche* (the French Research Tax Credit), as defined in Section ii, "*Risks relating to the Research Tax Credit*" in this Registration Document.

CJEU means the Court of Justice of the European Union.

CLAA means the Indian Central Licensing Approval Authority.

**Class action** means a common law (Anglo-Saxon) procedure that enables a group of plaintiffs with a common interest to join together as a class to commence an action to assert their right or obtain redress for their injuries.

**Clinirecord**<sup>®</sup> means the CLINIRECORD<sup>®</sup> software and website developed by the Company, which enables surgeons to gather clinical data, as defined in Section 1.3.3.8 in this Registration Document.

**Company** means Amplitude Surgical, a public limited company (*société anonyme*) with its registered office at 11, Cours Offenbach, Valence (26000), registered with the Romans Trade and Companies Register under number 533 149 688, previously known as OrthoFin I and renamed Amplitude Surgical by the general shareholders' meeting of 5 May 2015.

CRA means the French Amicable Settlement Board.

**Cruciate Ligament Tear** means a complete or partial tear of one or both of the knee's cruciate ligaments. It is usually the anterior cruciate ligament (*ligamentum cruciatum anterius*), or ACL, that tears. Cruciate ligament tears are caused by exceeding the ligament's maximum tension.

DEKRA means the independent German Notified Body.

**DREAL** means the *Directions Régionales de l'Environnement, de l'Aménagement et du Logement* (Regional Directorates of the Environment, Development and Housing), which are under the authority of the French Ministry of Ecology and have the primary mission of implementing the Grenelle Environment.

**E.T.O.I.L.E**® means the equipment developed by the Group and described in Section 1.3.3.3 "*Related services*" in this Registration Document.

**EEA** means the European Economic Area.

ERP means the integrated software package "Enterprise Resource Planning".

**Fabless model** means the Group's economic model as described in Section 1.3.4.5 "*A proven operational and financial model*" in this Registration Document.

FCPA means the U.S. Foreign Corrupt Practices Act of 1977, as amended.

FDA means the U.S. Food and Drug Administration.

FDCA means the U.S. Food, Drug and Cosmetics Act of 1938.

GDP means Gross Domestic Product.

**Group** means (i) the Company together with (ii) its consolidated subsidiaries, as described in Section 1.4.1 in this Regsitration Document

**Group Company** means the Company or any other company or entity i.e. directly or indirectly controlled by the Company within the meaning of Article L. 233-3 of the French Commercial Code.

**Hallux valgus, or bunion**, means the abnormal deviation of the big toe toward the second toe. This deviation results in a deformation of the forefoot at the first metatarsal and of the big toe, thus causing difficulty in wearing shoes. Hallux valgus can make walking painful but can also be painless. Where the deformation rubs against the shoe, a callus (hard thickening of the skin) develops and becomes inflamed (red, hot and swollen). This condition, known as bursitis, makes it difficult to find comfortable shoes. This common deformation of the forefoot affects the other toes which, pushed aside by the first, begin to curl.

**i.M.A.G.E**® means the system developed by the Group to permit customised instrumentation using an additional manufacturing machine (3D printer) and described in Section 1.3.3.3 "*Related services*" in this Registration Document.

**ICPE** means *installations classées pour la protection de l'environnement* (French classified installations for the protection of the environment).

**IFRS** means International Financial Reporting Standards.

**Knee meniscus** means the cartilage located between the femur and the tibia. Each knee has two menisci (internal and external). As a result of either age or trauma, the menisci may present various types of lesions: pinches, cracks, tears or dislocation (caused by tears at the points of contact). Sometimes a torn piece of meniscus (or tab) will be found in isolation. The meniscus may also be torn completely in two from front to back. This type of lesion is called a bucket handle meniscus tear. The internal meniscus is more frequently injured than the external meniscus. The menisci undergo repeated micro-traumas throughout life, leading to progressive wear and tear. The degenerative lesions that appear with age are called degenerative tears. Degenerative tears occur more frequently in patients with bow legs (*genu varum*) or knock knees (*genu valgum*) and those who suffer from arthritis of the knee.

**LPPR** means the *liste des produits et prestations remboursables* (list of products and services reimbursable by French Social Security).

**Medical Device Amendments** means the amendments to the FDCA enacted on 28 May 1976 to create a framework for the regulation of medical devices.

Non-convertible Bonds are defined in paragraph 5.2.2.2i "Non-convertible Bonds" in this Registration Document.

**Notified Body** means a body appointed by a State and certified to assess a product's compliance with national and/or international standards.

**OEM** or **Original Equipment Manufacturer** means a company that makes parts for use in the end product of another company (the integrator or assembler).

**Osteoarthritis** means a condition of the joints of mechanical rather than inflammatory origin, manifested as degenerative lesions of the joint and damage to the underlying bone tissue.

**Osteoarthritis of the hip** means the deterioration of cartilage in the joint located at the top of the thigh, between the femur (thigh bone) and the pelvic cavity (coxofemoral joint). It occurs following strong pressure on the cartilage. Arthritis of the hip is one of the most debilitating types, because – like arthritis of the knee – it affects large joints that bear the body's weight. Dysfunction of the coxofemoral joint may significantly impede walking. It begins with deterioration of the cartilage and gradually begins to affect all of the structures in the joint, in particular the bone under the cartilage. However, normal aging of the cartilage over the course of a lifetime cannot by itself cause arthritis.

**Osteoarthritis of the knee** means the deterioration of the cartilage of the knee joint. The most common kind is femorotibial arthritis, which affects the joint between the femur (thigh bone) and the tibia (shin bone), but it may also affect the joint between the patella (knee cap) and the femur (this is called patellofemoral arthritis). In general, it affects both knees.

**Osteotomy** means a surgical procedure in which a long bone is cut in order to change its alignment, size or shape for therapeutic or cosmetic purposes. Such surgeries correct malformations of the lower limb by correcting the tibia or, more rarely, the femur. They are performed by cutting the bone, correcting the malformation and then holding the correction in place. This is a controlled break that requires waiting for the bone to heal through formation of a fibrocartilage callus.

PMDA means the Japanese Pharmaceuticals and Medical Devices Agency.

PMS means the post-marketing surveillance process.

**Polyarthritis** means a chronic inflammatory joint illness that affects several joints and generally alternates between flares and period of remission. It is an autoimmune disorder characterised by the production of antibodies that attack the synovial membrane, which surrounds joints and secretes synovial fluid, causing the membrane to become inflamed. Without treatment, polyarthritis leads to the malformation or progressive destruction of the affected joints (often the hands and the feet).

**Pre-Market Approval** means the authorisation that must be obtained from the FDA before marketing any medical device on the U.S. market and defined in Section 2.1.3.1 *"Risks relating to the regulations applicable to medical devices developed by the Group and their amendment"* in this Registration Document.

**Pre-Market Notification** 510(k) means the registration and supervisory process for medical devices on the U.S. market.

**QPC** means *Question Prioritaire de Constitutionnalité* (a priority preliminary ruling on the issue of constitutionality).

**T2A** means the "price per activity" system in use in several countries. In a price per activity system, the allocation of hospital resources, and, as a result, product pricing, depends on the nature and volume of the hospital activities of the institutions in question.

**TGA** or **Therapeutic Goods Administration** means the Australian authority charged with overseeing and applying medical device regulations.