



## Tigran Technologies AB

# QUARTERLY MANAGEMENT REPORT Q3

The CEO of Tigran Technologies AB (publ) hereby presents the quarterly management report for the third quarter of 2010.

*The numbers in this report refer to the Group's invoicing and earnings*

### Period January–September

*The numbers in brackets reflect the corresponding period in 2009*

- Net sales amounted to MSEK 2.5 (1.5)
- Earnings for the period amounted to MSEK -14.8 (-16.2)
- Earnings per share – number of shares at the end of the period SEK -0.04 (-0.07)
- Number of shares outstanding at the end of the period amounted to 337,437,494 (237,144,357)

### Third Quarter 2010

*The numbers in brackets reflect the corresponding period in 2009*

- Net sales amounted to MSEK 0.2 (0.2)
- Earnings for the period amounted to MSEK -4.3 (-4.4)
- Earnings per share – number of shares at the end of the period SEK 0.01 (-0.02)

### About Tigran Technologies AB

Tigran Technologies AB (publ) is a dental sales- and development company based in Sweden. Tigran offers a system for bone regeneration and implant fixation in the mouth. The technology is based on porous titanium grains acting as climbing frame for the body's bone cells in the process to rebuild jawbone in order to place and stabilize implants and prevent further bone loss. Tigran also develops instruments for an optimized treatment and increased patient comfort in dental bone regeneration procedures.

Tigran runs an extensive development program and has a number of published, submitted and on-going experimental and clinical studies. The company's products, methods and technologies are covered by a strong intellectual property portfolio. The products are CE-marked. Tigran's products are sold through selected distributors and through own sales force. "Tigran" is a registered trademark of Tigran Technologies AB.

Tigran's shares are listed on AktieTorget since November 2008.

## CEO's statement

During some years now, Tigran has pursued experimental and human studies to prove the superiority of Tigran's porous titanium granules for regenerating jawbone, with a focus on bone regeneration in peri-implantitis, i.e. inflammation with concurrent bone resorption around a dental implant. Up until now there has been no scientifically proven method for regenerating dental bone lost as a consequence of the among patients increasingly frequent peri-implantitis.

As the first company in the world, Tigran has now through scientific studies proven that bone can be regenerated with porous titanium granules in peri-implantitis defects. The case report "Micro CT and human histological analysis of peri-implant osseous defects grafted with porous titanium granules – a case report" by Dr Caspar Wohlfahrt has been accepted for publishing in the renowned Journal of Oral Maxillofacial Implantology. Further, a more comprehensive study with equally excellent results has been reported and submitted for publication in another well-known medical journal.

We now have good reason to claim that Tigran's products function also in the severest cases of dental bone regeneration such as peri-implantitis. We have reached one of the goals defined back in 2006 when the investigation of the area of peri-implantitis was first initiated. Our scientific foundation is now established.

Within one of our other core application areas, sinus lift, a five year follow-up of a number of patients from the study "Porous titanium granules used as osteoconductive material for sinus floor augmentation: a clinical pilot study" was recently completed. The follow-up shows very good results of sinus lift with immediate implant placement. In conjunction with this year's EAO congress, a new product package intended for sinus lift surgery was launched. Additional studies within different application areas, of which a couple of international multi-center studies, are ongoing and the initial results for some of these studies will be presented during 2011.

Today Tigran is represented by distributors on a limited number of markets, mostly in Europe. In Germany, where Tigran since February has its own sales staff, we are pleased to see that our efforts begin to pay off. This fall a case report on one of Tigran's main applications, peri-implantitis, was published in Implantologie Journal. The case, with the title "Ein neues Konzept bei Periimplantitis" (A new concept for peri-implantitis), by the well-known opinion leader Dr Fred Bergmann based in Viernheim, Germany, has attracted a substantial interest in Germany. Furthermore, a number of leading German dentists are now evaluating Tigran's system for dental bone regeneration, with very positive initial judgments.

The process to obtain market approval in additional countries is ongoing. I November, the titanium brush Tigran™ Brush No 1 (for debridement of implants in peri-implantitis treatment) was approved for sales in South Korea, one of the world's greatest dental markets.

Saleswise the third quarter is traditionally weak, and this year many industry colleagues report that the period has been weaker than normal due to macroeconomic factors. Tigran's invoicing year to date reaches 2.5 MSEK to be compared with last year's 1.5 MSEK.

The market establishment of Tigran proceeds and with ongoing regulatory processes for market clearance in additional countries as well as several ongoing, larger clinical studies we face a positive development ahead.



Björn Sellert  
CEO

## Business Operations during the Period January–September 2010

### Sales & Marketing

Invoicing during the third quarter amounted to the same level as corresponding period 2009. For the whole period, invoicing amounted to 67% more than corresponding period 2009.

### Clinical and Experimental Studies

The Case report "Micro CT and human histological analysis of a peri-implant osseous defect grafted with porous titanium granules- a case " has been accepted for publication in International Journal of Oral & Maxillofacial Implants (JOMI).

## Shares and owners

Shares and warrants	30.09.2010	31.12.2009	30.09.2009
Ordinary shares	131,986,665	131,986,665	131,986,665
Preference shares*	204,450,829	105,157,692	105,157,692
Warrants 2009/ 2010 series**	0	105,759,792	105,759,792
Warrants 2008/ 2011 series***	1,100,000	1,100,000	1,100,000

\* Each and every preference share shall provide entitlement to dividends before ordinary shares with amount of SEK 0.30 plus an additional 15% calculated as of 1 February 2010. Dividends, after deducting the current distribution for preference shares as above, will be distributed evenly between all of the Company's shares regardless of the type of share. In the event of the Company's dissolution or liquidation, each preference share shall have priority over ordinary shares in terms of the distribution of dividends with a total amount of SEK 0.30 plus an additional 15% calculated as of 1 February 2010, after deducting the previous distribution for preference shares.

\*\* 1 warrant corresponds to 1 preference share

\*\*\* 1 warrant corresponds to 1 ordinary share

Principal Owners	30.09.2010	30.06.2010
Gilera/Cambo	34.6%	34.6%
Alted/Monterro/Dirbal	10.0%	10.0%
Oracle Opportunities	7.7%	7.7%
Arve Nilsson	7.3%	7.3%
Familjen Bruce incl. companies	5.3%	5.3%
Bertil Gylling	4.0%	4.0%
Weijber family	2.7%	2.7%
Advanced Medical Products	2.2%	2.2%
Knut Ramel	2.1%	2.1%
Other Board members and employees	4.0%	4.1%
Others	20.2%	20.1%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>

## Significant Events Following Period-End

### Sales & Marketing

After the end of the period, Tigran has changed the name for the granule products from Natix® and Natix®White to Tigran™ PTG and Tigran™ PTG White.

At the EAO congress in Glasgow, Tigran launched Tigran™ PTG 1.5 ml – a vial especially designed for sinus lift surgery.

In November, Tigran™ Brush No 1 for debridement of dental implants was approved for sales on the South Korean market.

### Clinical and Experimental Studies

Dr Steveling held a poster presentation at EAO in Glasgow with the title "Porous Titanium Granules for bone regeneration in peri-implantitis related defects". At the same congress, Dr Caspar Wohlfahrt presented his main study within peri-implantitis "Porous titanium granules in the surgical treatment of pre-implant osseous defects – a randomized clinical trial". At the 20th International Expert Symposium for Regenerative Treatment in Dentistry on Fuerteventura, Dr Bergmann presented his case study "Periimplantitis bony defect and soft tissue complications".

### Audit

This quarterly management report has not been reviewed by the Company's auditors.

### Future reports

Tigran Technologies AB (publ) will submit the Year End report for 2010 on February 28, 2011.

