

## COMPANY PROFILE 2020



## Opening Statement

Joint is committed to operating its business with integrity and in accordance with all applicable laws, rules and regulations, including those that relate to medical device manufacturers, importers, distributors, government officials, health care professionals and any other operator involved. Our commitment to ethical business practices is reflected in our Code of Conduct. This Company Profile is intended to help you to learn more about us, our background and history, and our relationships with all operators involved with our supply chain and all different stakeholders directly or indirectly interested by our business operations.

All information contained in this document are provided to the best of our knowledge and supersede any information included in previous releases of the Company Profile.

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## Message from Eros Dinelli, Managing Director

As we celebrate our 20th anniversary in 2019, we are truly grateful for your continuous support and guidance. Since the company was established in 1999, Joint has cultivated its status as a pioneer in the selection and distribution of cutting edge solutions in the field of ortobiology and regenerative medicine at large.

The global business environment has experienced drastic changes in the last few years. Rapid advancement in the field of information technology has helped expedite the installation of new networking infrastructure around the world. As it becomes possible to process more and more data at ever-faster speeds, information technologies continue to change how we do business and how we live our lives.

Companies should not merely be satisfied with different variations of conventional ideas. They must also have the creativity to proactively identify perpetually changing market needs, as well as the agility to quickly respond to changes.

With an aging population and a demand of rationalisation of public expenditure, we are at the forefront of an industry challenged daily to find new cost-effective solutions to add quality to the life of people.

We accepted the challenge two decades ago and, since then, we renew our commitment every single day.

This document is part of our corporate response to the challenge, in search for a continuous improvement of our efficiencies. In other words, is intended as an instruments to present ourselves to our stakeholders in an efficient manner while we stay focused on what matters more: identifying and promoting innovative solutions for patients and surgeons alike.

Eros Dinelli

## Description of the Business

Joint was founded in March 1999 with the aim of providing customers with the experience and the expertise gained in the field of Regenerative Medicine through the exclusive national distribution and development of products with a high technological content.

With this in mind Joint cooperates with companies and manufacturers specialized in biomaterials and biotechnologies for cartilage, bone and tissue regeneration, the treatment of bone infections and the symptomatic treatment of osteoarthritis.

All products distributed are sourced from companies ISO 9000 Quality System and/or GMP certificated and meeting all EEC requirements and regulations. Each marketed product is the result of an extensive research and clinical trials in cooperation with Italian and international institutions and hospitals.

## Leadership: Eros Dinelli

Eros Dinelli is the founder and managing director of Joint. Eros has many years of experience in the distribution and assembling of medical devices. He has great experience as product specialist in multinational corporations operating in the orthopedic sector.

Eros brings with him a wealth of experience in the health sector gained directly on the field as he has been working for 13 years, prior the launch of Joint, as a professional nurse. This experience puts him in a privileged position when it comes to a deep understanding of the national health system, a market of primary importance for the devices commercialized by Joint.

## Sector background

### The industry of medical devices in Italy

The medical devices sector is characterized by the heterogeneity of the families of products and is the field of application of numerous scientific and technical disciplines.

It is a sector very intensive in terms of technological innovation, with significant investments in research and development (R&D), clinical studies and attracts specialized employment with high educational qualifications.

The industrial landscape is made up of numerous companies, above all micro and small ones, and a strong component of technological start-ups.

Many manufacturing companies work mainly as third-party producers: this articulation of industrial relations configures that of medical devices as a “widespread factory” sector.

The main target market is the public health sector, attracting over 65% of the sales in value. Recently, exports have been growing for 8 consecutive years with +4.7% and more than 5 billion euros. Imports are also increasing (+ 3.4%), especially towards Germany, Holland and Belgium.

There are more than 2,100 manufacturing companies in our country, 1,655 distribution companies and 202 service companies, producing and distributing approximately 1.5 million medical devices per year.

*Confindustra Dispositivi Medici. <https://www.confindustriadm.it/>. Last visualization: 2020, 13 Jul*

#### DISTRIBUTORS

42% - 1655

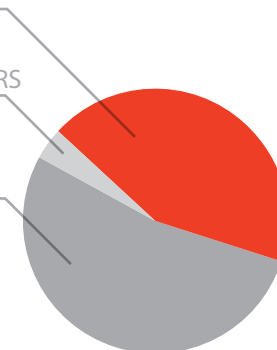
#### SERVICE PROVIDERS

4% - 202

#### MANUFACTURERS

53% - 2100

INDUSTRY SPLIT



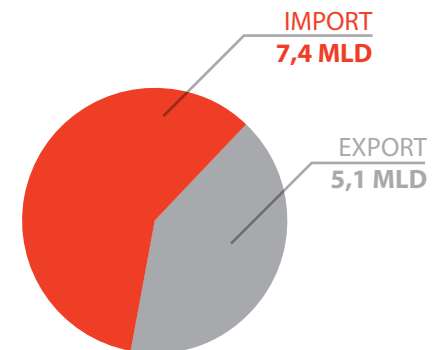
#### IMPORT

7,4 MLD

#### EXPORT

5,1 MLD

NATIONAL vs  
MULTINATIONAL



**76.400**  
WORKERS

# Product Portfolio

Joint has a growing portfolio of innovative products with a clear focus in the area of regenerative medicine. The company has a commercial capacity covering the entire country through a strong sales network and direct operations in the north-east of Italy, in the regions of Veneto, Friuli Venezia Giulia and Trentino Alto Adige.

For detailed information about any specific product, please contact [info@joint-biomateriali.it](mailto:info@joint-biomateriali.it) or visit the web site [www.joint-biomateriali.it](http://www.joint-biomateriali.it).



 <p><b>CARTIREGEN</b> Anecolcollagene iniettabile per la riparazione dei difetti condrali</p> <p>BIOMATERIALI</p>	 <p><b>PERBONE</b> La perfusione a circuito chiuso con midollo osseo autologo</p> <p>BIOMATERIALI</p>	 <p><b>PerOssal®</b> Assorbibile Bone Substitute Sostituto osseo per il trattamento delle infezioni ossee</p> <p>BIOMATERIALI</p>	 <p><b>PERINFECTIONS®</b> EROSAL Una soluzione innovativa per il trattamento delle infezioni ossee</p> <p>BIOMATERIALI</p>	 <p><b>BIOVISC ORTHO SINGLE</b> Hyaluronic Acid   For Intra-Articular Single Injection</p> <p>BIOMATERIALI</p>
 <p><b>ADIPREP</b> Kit sterile monouso per la produzione di concentrato adiposo</p> <p>BIOMATERIALI</p>	 <p><b>CHondroGrid Kit</b> Collagene idrolizzato iniettabile</p> <p>BIOMATERIALI</p>	 <p><b>JOINT PRP KIT</b> Kit per la produzione di concentrato piastrinico - PRP</p> <p>BIOMATERIALI</p>	 <p><b>CHONDROVITA</b> L'integratore alimentare indicato per tutti coloro che soffrono di disagio articolare e cartilagineo</p> <p>INTEGRATORI</p>	 <p><b>EGIS</b> Matrice dermica acellulata (ADM) per la ricostruzione dei tessuti molli</p> <p>BIOMATERIALI</p>
 <p><b>HARVEST SMARTPREP 2</b> Sistema Harvest SmartPrep 2® Piattaforma biologica multicellulare</p> <p>BIOMATERIALI</p>	 <p><b>VISCOSEAL</b> Favorisce il recupero post-attropico di ginocchio e spalla</p> <p>BIOMATERIALI</p>	 <p><b>Osteoplast   ACTIVABONE</b> Una gamma completa di innesti in osso spugnoso e corticale</p> <p>BIOMATERIALI</p>		

## Marketing & Communication



lettere di  
**ORTOBIOLOGIA**

Joint is heavily involved in the field of regenerative medicine and prides itself of pioneering the concept of orthobiology in Italy. Joint contributes actively to the spread of orthobiology, not only through the commercialisation of its highly focussed product portfolio, but also through a dense communication programme and a strenuous congress and educational activity.

OrthoBiology is a biomedical technology which develops treatment to repair and regenerate injured tissue. It represents an advance within the context of more classic regenerative medicine, whose goal is to bring the research into the clinical world, applying knowledge of biomechanics and biology to the development of treatments and solutions for problems affecting the musculoskeletal system.

As an example and among others, therapies using Plasma Rich in Platelets (PRP) belong to this biomedical sector of orthobiology.

**Subscribe to our newsletter to be always updated:** [www.joint-biomateriali.it/news/lettere-di-ortobiologia-2/](http://www.joint-biomateriali.it/news/lettere-di-ortobiologia-2/)



## Quality Assurance



*Joint Srl has a Quality Management System  
Certified by Kiwa Cermet Italia S.p.A.  
according to the standard  
UNI CEI EN ISO 13485:2016  
KIWA/CERMET certificate n.18427-m, 22.05.2020*

Our commitment to quality stems from being a “Customer-Oriented” company. Our products are chosen on the basis of the requirement specified by the customers and on the basis of Joint considerable experience.

We have implemented and certified a Quality Management System in accordance with the provisions of ISO 13485: 2016.

This guarantees quality standards of products and services that are always high and ensures customers a punctual and constantly improving service.

Joint carefully verifies the mutual compatibility of the medical devices included in the system, in accordance with the manufacturers’ instructions and prepares appropriate instruction for use for each procedure pack incorporating relevant instructions from the manufacturers.

All kits for the operating field of which Joint is an assembler are assembled in accordance with dedicated procedures, in dedicated environments, following predefined hygiene rules and the activities are carried out by adequately trained personnel, as well as subjecting both the products and the processing stages to documented checks.

All these activities are subjected to appropriate methods of internal control and inspection according to documented procedure.

Joint, for commercial choice, only assembles and/or distributes products manufactured by companies with ISO and / or GMP certification.

Moreover, all medical devices distributed by Joint are subjected to incoming controls according to specific operative instructions before they are made available on the market. The results of these controls are recorded and maintained.

Joint keeps a register of complaints received from customers, healthcare professionals, patients or users and has implemented a documented procedure for the management of these complaints and the non-conforming devices. Joint makes all possible efforts to maintain a good relationship with its partners (i.e. the manufacturers), to ensure a direct and effective exchange of information with them. This is, in turn, reflected in the communication with customers.



## <<< Quality Assurance

Equipped with a temperature controlled warehouse, Joint ensures that, while the device is under his responsibility, storage conditions comply with conditions established by the manufacturer, so as to guarantee of products along the entire supply chain. Joint is able to collaborate with its suppliers (manufacturers of DM) to fulfill the obligations of product traceability and market surveillance.

Thanks to the certified QMS, a high quality service is guaranteed; Joint is an organization constantly monitored and well defined by consolidated internal procedures so as to minimize the risk of delays or problems. Control over the products offered is constant as is communication and control over the entire distribution chain.

## Business Integrity

### **Government relationships**

Joint does not have any relationship with Government Officials.

None of the Company's owners, officers, directors or employees is serving in any elected, appointed or other capacity for the local or national government of the country or territory, nor they who are current or past Government Officials

Directors and Officers of the company are not in a position (directly or indirectly) to exercise influence over the purchasing decisions of any government or government-owned or controlled entity (such as a government-owned company), including by virtue of holding a leadership position in a political party.

Directors and Officers are not involved in any business relationship, including acting as an agent or consultant for, or holding common ownership of any business enterprise or partnership with any current Government Official (or close family member) of any government, including any government ministry, agency, or government-owned or controlled entity (such as a government-owned company).

No government, government agency, government-owned organization, or other organization performing a governmental function own any interest or exercise any control over the company or its directors and Officers.

The company nor its Directors and Officers have made donation or contribution (whether in cash or in kind), at least in the last three calendar years, to any political party, governmental entity or department.

**Ethics of relationships**

For the purposes of this document, a Government Official means:

- any officer or employee (including any person nominated or appointed to be an officer or employee) of a government or department, agency, or instrumentality of a government (including a government-controlled enterprise)
- any person acting in an official capacity on behalf of a government or any department, agency, or instrumentality of a government
- any officer or employee of a company or business controlled or owned in whole or part by a government
- any officer or employee of a public international organization, such as the World Bank or the United Nations

Joint only distributes products from companies ISO and / or GMP certified. In carrying out his business, precisely in consideration of the peculiar market in which it operates, Joint has always maintained and keeps constant attention to expectations of the community and customers, whether intended as professional users (doctors, paramedics and health care institutions), and as end-users (patients), with the aim of always guarantee the best possible qualitative standard.

Joint takes ethical aspects into serious consideration of its entrepreneurial action and adopts the best techniques available for mitigating the resulting impacts from its activities, even considering that the company operates on non-manufacturing level.

In carrying out its business, Joint respects the laws and regulations in force in all the countries in which it operates.

Joint repudiates any discrimination based on sex, races, languages, personal conditions, social, religious, political beliefs and especially repudiates child labour.

Joint favours a work environment inspired by respect, fairness and cooperation. The company also promote a work environment allowing the involvement and empowerment of employees and collaborators based on the experience gained in their respective fields of competence.

The company applies its ethical and behavioural believes following the provision included in the following written documents:

- anti-bribery/anti-corruption compliance policy according to Legislative Decree No. 231/2001
- Ethic code of conduct



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