

Reva expands in seven new countries

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Medical device company, REVA Medical has announced the geographic expansion of its commercial operations in seven European countries with the addition of four new distribution partnerships.

These partnerships will allow REVA to expand access to its Fantom Encore drug-eluting bioresorbable scaffold, building on existing distribution partnerships and direct-selling efforts already underway.

Fantom Encore is a sirolimus-eluting bioresorbable scaffold developed as an alternative to metallic stents for the treatment of coronary artery disease. After restoration of blood flow, bioresorbable scaffolds support the artery through the healing process and then disappear (or “resorb”) from the body over a period of time.

REVA will work with the following companies for expanded commercial distribution: A care a.s. in Czech Republic and Slovakia, Polimed in Poland, Techno project, Ltd. in Russia, and Danmeda in Lithuania, Estonia and Latvia.

Together, these countries represent a \$290 million medical device market with over 350,000 percutaneous coronary intervention procedures performed annually.

Reggie Groves, CEO of REVA Medical said, “These new distribution partnerships deliver on our commitment to expand geographic access to Fantom Encore. These partners were selected based on their proven track records and their local knowledge of the coronary and peripheral interventions markets. We expect that they will add to the commercial momentum that we have already seen with Fantom Encore.”

Similar to REVA’s existing distribution partnerships in Italy and Turkey, each distributor will be responsible for all sales, marketing, customer training and support in their respective regions. REVA is currently working with each distributor on local regulatory registrations and expects to begin commercialization during the next three to twelve months following local approval and successful completion of REVA’s training program by distributor personnel.