



JENAVALVE NAMES VETERAN SALES AND MARKETING EXECUTIVE JEFF WORKMAN CHIEF COMMERCIAL OFFICER

Newly-Created Position Dedicated to Broadening Commercial Outreach

Wilmington, Delaware and Munich, Germany – January 09, 2014 – JenaValve Technology, Inc., a privately-held, venture-backed developer, manufacturer and marketer of transcatheter aortic valve implantation (TAVI) systems for the treatment of aortic valve disease, announced today that it has named veteran sales and marketing executive Jeff Workman to the newly created position of Chief Commercial Officer, effective immediately. Workman reports directly to Chief Executive Officer Helmut J. Straubinger.

In his new role, Workman, who is based in Munich, will be responsible for global commercial activities, driving international sales and the planning, execution and go-to-market strategies necessary to meet JenaValve's global sales targets, Straubinger noted.

Before joining JenaValve, Workman was Senior Vice President Sales and Marketing U.S. and Japan and the leader of the U.S. Heart Valve business unit for Sorin Group.

“Jeff has the kind of background and sales and marketing expertise we need as we broaden our commercial outreach into important regions such as the United States, the rest of North America, and Asia,” Straubinger said. “He has a proven ability to perform on a global scale, develop strong commercial teams and manage a broad and successful sales and marketing program. In addition, he has worked specifically in the heart valve business so he has the kinds of direct experiences we need at this very important time for JenaValve. We are currently in the clinic with our transapical TAVI program and have begun our transfemoral transcatheter valve solution clinical trial. I look forward to working with Jeff to maximize the growth in current and new markets.”

Prior to his work with the Sorin Group, Workman spent 11 years at Edwards Lifesciences where he was Vice President, Marketing for the Vascular and Endovascular Technologies business unit. Before joining Edwards, Workman spent 10 years with Johnson & Johnson in its Ethicon and Ethicon Endo-Surgery companies.

Workman has a Bachelor of Science degree in microbiology and immunology from UC Berkeley.

About TAVI

Transcatheter aortic valve implantation (TAVI) systems have already yielded nearly \$1 billion in revenues worldwide and the market is expected to grow to over \$3 billion in 2016¹. Clinicians are now focused increasingly on TAVI technical and procedural refinements and advancements found in second-generation products such as JenaValve's that address and resolve issues including ease of implantation, the need for post-procedure pacemaker implantation and post-implant paravalvular leakage.

About the JenaValve™ TAVI System

The JenaValve is a true second-generation catheter-based aortic valve implantation system engineered and manufactured to the highest quality standards. The JenaValve transapical TAVI system is currently being sold in Europe. The First-in-man trail for the company's transfemoral TAVI system started in

December 2013 and is anticipated to be commercial available end of 2014.

- **The JenaValve prosthesis** consists of a natural aortic porcine root bioprosthesis fitted with an outer porcine pericardial patch, a so-called skirt, before being sewn onto a Nitinol self-expanding stent. The high-quality bioprosthesis is durable, ensuring long-term aortic valve function.
- **JenaValve's unique "3-feeler element"** allows the clinician to accurately position the prosthesis in the anatomically correct position during implantation thus ensuring to achieve the correct implantation height and commissural alignment within the patient's native valve.
- **JenaClip™ anchoring and clipping mechanism** allows the valve to be clipped onto the patient's native valve leaflets enabling the JenaValve to be firmly anchored in the correct anatomical position and provide active fixation and resistance to migration independent from the calcification level of the native valve.
- **The JenaValve implantation** is conducted on the beating heart. Hemodynamic flow is maintained without cardiac arrest and rapid pacing is not required during the procedure. The low profile of the stent prosthesis ensures open flow to the coronaries after the implantation. The JenaValve is available in three sizes, 23mm, 25mm and 27mm, covering aortic valve annuli from 21mm to 27mm.
- **JenaValve is retrievable and repositionable** thereby contributing to a successful procedure and confidence of the clinician.

About JenaValve Technology, Inc.

JenaValve Technology, Inc., a U.S. corporation with primary operations in Munich, Germany, develops, manufactures and markets transcatheter aortic valve implantation (TAVI) systems to treat patients suffering from aortic valve disease. JenaValve was founded in 2006 by cardiologists and inventors Prof. Hans R. Figulla, M.D. and Prof. Markus Ferrari, M.D.. The Company's transapical TAVI system is CE marked and currently marketed in Europe and other markets worldwide. JenaValve is backed by world-class U.S., European and Asian investors. Additional information is available at www.jenavalve.com

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