

# **Investor Fact Sheet February 16, 2006**

NuVasive, Inc. • NASDAQ: NUVA • www.nuvasive.com

#### Market Profile as of 02/15/06

 Price (2/15/06)
 \$21.16

 Shares Outstanding
 33 m

 Market Capitalization
 \$697.5 m

 Float
 22.3 m

 Avg Daily Volume (10 day)
 211,172

## **Secondary Offering Information**

Completion Date	02/07/06		
Shares Offered	7.8 m		
Offering Price	\$19.25		
Net Proceeds	\$142.3 m		

### Assets (mm) as of 12/31/05

Cash, cash equivalents and	
short term investments	\$19.5
Total assets	\$71.5

### Analyst Coverage

Banc of America Securities, LLC Steven M. Lichtman • 212-847-5082

<u>Leh man Br others, Inc.</u> Bob H opkins • 212-526-4919

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Thomas Weisel Partners, LLC David Lewis • 415-364-2939

William Blair & Co, L.L.C. Ben Andrew • 312-364-8170



MaXcess - a minimally disruptive surgical system introduced in the fourth quarter of 2003. Shown here in use with the new SpheRx Pedide Screw System, MaXcess employs a urique split blade design to provide enhanced surgical access to the spine. Designed with input from leading surgeons, SpheRx was launched in the third quarter of 2004, expanding the Company's array of MAS implants. The FDA granted clearance for the product in April of 2004.

# **Company Profile**

We are a medical device company focused on the design, development and marketing of products for the surgical treatment of spine disorders. Our product portfolio is focused on applications in the over \$2.9 billion U.S. spine fusion market. Our current principal product offering includes a minimally disruptive surgical platform that we call Maximum Access Surgery, or MAS<sup>TM</sup>, as well as classic fusion implants.

The MAS platform offers advantages for both patients and surgeons such as reduced surgery and hospitalization time, and faster recovery. MAS combines three categories of our current product offerings: NeuroVision®, a proprietary software-driven nerve avoidance system; MaXcess®, a unique split-blade design retraction system; and specialized implants, like SpheRx® and CoRoent® which collectively minimize soft tissue disruption during spine surgery while allowing maximum visualization and surgical reproducibility. Our classic fusion portfolio is comprised predominantly of proprietary saline-packaged bone allografts and fixation products. NuVasive also has a robust R&D pipeline emphasizing both MAS and motion preservation products such as Total Disc Replacement (TDR).

# **Fourth Quarter 2005 Highlights**

- Generated revenues of \$18.6 million up 57% year-over-year
- Gross profit increased to \$15.3 million up 72% year-over-year
- MAS revenue contribution was 80% of total revenue
- Filed IDE for NeoDisc™ investigational device

### Full Year 2005 Highlights

- Revenues of \$61.8 million up 61% over 2004
- Gross profit increase to \$49.4 million versus \$28.2 million in 2004
- Completed 3 acquisitions to enhance product pipeline

KeyPerformance Metrics					
Metric	1Q 2005	2Q 2005	3Q 2005	4Q 2005	
Sales Force Exclusivit y	10%	21%	30%	60%	
Vertically Integrated Hospitals	20%	25%	25%	29%	
# of Surgeons Train ed (YTD)	91	210	309	422	
Revenue : MAS/Classic Fusion	76/24	84/16	77/23	80/20	





#### Senior Man agement

Alexis V. Lukianov Chairman of the Board & CEO

Keith Valentine President

Kevin C. O'Bo yle Executi ve Vice President, Chief Financial Officer

**Jeff R ydin** Senior Vice President, U.S. Sales

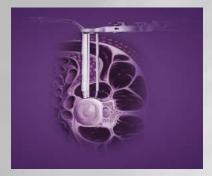
Patrick Miles
Senior Vice President of Marketing

**Jason Hannon** Vice President of Legal Affairs

**G. Bryan Cornwall, Ph.D., P. Eng** Vice President, Research and Development

Jonathan D. Spangler Vice President & Chief Patent Counsel

James J. Skinner
Vice President, Strategic Sales Development



XLIF® 90° (eXtreme Lateral Interbody Fusion) - a technique that enables surgeons to access the spine from the side rather than from the front or back, resulting in less operating time and reduced patient trauma and blood loss.

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**Competitive Strengths** 

- Strong momentum in surgeon/hospital adoption of surgical systems for MAS
- State-of-the-art cadaver operating theater and training facility focused on educating leading surgeons on advantages of NuVasive products and MAS
- Active programs to increase sales and marketing initiatives, meeting increasing demand for the Company's products and establishing an exclusive sales force
- Experienced management and technical team
- Intellectual property: 38 issued U.S. patents, 108 pending U.S. patent applications, 16 international patent applications and 63 foreign patents and patent applications

#### **Market Drivers**

Back pain is the number one cause of healthcare expenditures in the U.S., with a
direct cost of \$50 billion annually for diagnosis, treatment and rehabilitation. Our
product portfolio is focused on applications in the over \$2.9 billion U.S. spine
fusion market.

# **Robust Product Pipeline**

- Cervical and lateral lumbar Total Disc Replacement (TDR) systems under development
- Absolute Responsiveness™ on-site machine shop with real-time, surgeonsupervised prototype manufacturing capabilities, improving responsiveness to spine surgeons and differentiating NuVasive products in the marketplace
- Extensions to our MAS platform and CoRoent product line
- Next generation NeuroVision with MEP capabilities
- Extensions to our Gradient Cervical Plate line; the first cervical plate system to offer rigid, semi-rigid, and hybrid fixation in a single system



NeuroVision - a nerve avoidance system that uses proprietary software algorithms to allow surgeons to avoid critical nerves during spine surgery. NuVasive's system functions by monitoring changes in electrical signals across muscle groups, allowing surgeons to detect underlying nerve activity.

NuVasive cautions you that statements included in this fact sheet that are not a description of historical facts are forward-looking statements that involve risks, uncertainties, assumptions and other factors which if they do not materialize or prove correct, could cause NuVasive's results to differ materially from historical results or those expressed or implied by such forward-looking statements. The patential risks and uncertainties that could cause actual growth and results to differ materially include, but are not limited to: the risk that NuVasive's revenue projections may turn out to be incorrect because of unanticipated difficulty in selling products; the uncertainties could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive's products or devices, including risks that such process could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive's products or devices, including risks that such process could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive's products or devices, including risks that such process could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive sproducts or devices, including risks that such process could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive sproducts or devices, including risks that such process could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive sproducts or devices, including risks that such process could be significantly delayed; the possibility that the FDA may require significant changes to NuVasive sproducts or devices, including risks that such process conded to significantly delayed; the possibility in the the FDA may require significant changes to NuVasive sproducts or devices, including statements to reflect events or circumstances arising after the date on whitch it was made