



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

#### Market Profile as of 07/24/08

 Price (07/24/08)
 \$46.84

 Shares Outstanding
 35.9 m

 Market Capitalization
 1,858 m

 Float
 33.7 m

 Avg Daily Volume (10 day)
 613,000

#### Assets (mm) as of 06/30/08

Cash, cash equivalents and Investments \$265 Total assets \$453

#### **Analyst Coverage**

BMO Capital Markets

Joanne Wuensch • 212-883-5115

Craig-Hallum Capital Group Brooks West • 612-334-6347

<u>Dawson James Securities</u> John Putnam • 561-208-2950

Morgan Stanley
David Roman • 212-761-0071

Needham and Company Ed Shenkan • 415-262-4868

Piper Jaffray Matt Miksic • 212-284-9335

Rodman & Renshaw Vivian Cervantes • 212-430-1770

Stanford Group Company
Jan Wald • 617-598-1357

<u>ThinkPanmure</u> Stephan Ogilvie • 212-468-7022

Thomas Weisel Partners, LLC Raj Denhoy • 212-271-3762

Wachovia Securities
Michael Matson • 212-214-8017

William Blair & Co, LLC
Ben Andrew • 312-364-8828



MaXcess - a minimally disruptive surgical system introduced in the fourth quarter of 2003. Shown here is the MaXcess III launched in 2006. MaXcess employs a unique split blade design to provide enhanced surgical access to the spine.

## **Company Profile**

We are a medical device company focused on the design, development and marketing of products for the surgical treatment of spine disorders. The Company's product portfolio is focused on applications in the over \$4.2 billion U.S. spine fusion market. The Company's current principal product offering includes a minimally disruptive surgical platform called Maximum Access Surgery, or MAS<sup>®</sup>, as well as a growing offering of cervical and motion preservation products.

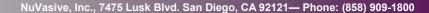
The MAS platform offers advantages for both patients and surgeons such as reduced surgery and hospitalization time and faster recovery. MAS combines three categories of current product offerings—NeuroVision®, a proprietary software-driven nerve avoidance system; MaXcess®, a unique split-blade design retraction system; and specialized implants, like SpheRx® and CoRoent®—that collectively minimize soft tissue disruption during spine surgery while allowing maximum visualization and surgical reproducibility. NuVasive's product offering is also focused on cervical internal fixation products and its R&D pipeline emphasizes both MAS and motion preservation. The biologics platform includes Formagraft®, used as a bone void filler to facilitate fusion.

## Second Quarter 2008 Highlights:

- Total revenues of \$57.4 million; up 61.2% from the second quarter of 2007
- Gross profit of \$47.8 million; up 65.5% from the second guarter of 2007
- Gross margin of 83.3% compared to 81.2% in the second quarter of 2007
- GAAP loss per share for the quarter was \$(0.01)
- Non-GAAP earnings per share was \$0.14



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





### **Senior Management**

Alexis V. Lukianov Chairman & CEO

**Keith C. Valentine**President & Chief Operating Officer

Kevin C. O'Boyle Executive Vice President & Chief Financial Officer

Patrick S. Miles
Executive Vice President
Product Marketing & Development

Jeff P. Rydin Senior Vice President, U.S. Sales

Jason M. Hannon Senior Vice President & General Counsel



XLIF<sup>®</sup> (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.

Investor Relations Contact
Kevin O'Boyle, EVP & Chief Financial Officer
NuVasive, Inc.
(858) 909-1800
investorrelations@nuvasive.com

Nick Laudico, Sr. Vice President The Ruth Group, Inc. (646) 536-7030 nlaudico@theruthgroup.com

### **Competitive Strengths**

- Lateral approach to lumbar surgery (XLIF®) using differentiated patented technology
- Exclusive sales force totaling 269
- Broad suite of innovative MAS<sup>®</sup> (Maximum Access Surgery) products enabling surgical procedures that deliver minimal disruption to the patient
- State-of-the-art cadaver operating theater and training facility focused on educating leading surgeons on advantages of NuVasive<sup>®</sup> products and MAS
- Experienced management and technical team
- Intellectual property as of July 24, 2008: 52 issued U.S. patents, 33 foreign national patents, and 254 pending patent applications, including 189 U.S. applications, 9 international (PCT) applications and 56 foreign national 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 \$4.2 billion U.S. spine fusion market

### **Robust Product Pipeline**

- MaXcess® Thoracic retractor system, facilitates minimally disruptive lateral access to the thoracic spine in the same manner as an XLIF procedure
- SpheRx® DBR® II system, a minimally disruptive pedicle screw system utilizes our unique "dual ball rod" technology. Adoption of this system along with the SpheRx II system and XLP™ Lateral Plate has strengthened our MAS platform since mid-year 2007
- Anterior cervical expansion includes the NuVasive<sup>®</sup> Helix ACP™ and NuVasive<sup>®</sup> Helix Mini ACP™ along with VuePoint™, our posterior cervical system
- Platform expansion of NeuroVision<sup>®</sup> in 2008 includes next generation NeuroVision nerve monitoring system offering full spinal cord monitoring
- Cervical and lateral lumbar motion preservation products under development
- Absolute Responsiveness<sup>®</sup> on-site machine shop with real-time, prototype manufacturing capabilities, improving responsiveness to spine surgeons and differentiating NuVasive products in the marketplace



MaXcess® Thoracic Retractor System



NuVasive<sup>®</sup> Helix ACP™ System



SpheRx® II Spinal System

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 potential risks and uncertainties that could cause actual growth and results to differ materially include, but are not limited to: the uncertain process of seeking regulatory approval or clearance for 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 clinical studies; the risk that products or devices under development may not perform as intended and may therefore not achieve commercial success; the risk that competitors may develop superior products or may have a greater market position enabling more successful commercialization; the risk that additional clinical data may call into question the benefits of NuVasive's products to patients and surgeons; and other risks and uncertainties more fully described in NuVasive's press releases and periodic filings with the Securities and Exchange Commission. NuVasive does not intend to update any forward-looking statement to reflect events or circumstances arising after the date on which it was made.