

A photograph of three surgeons in an operating room, wearing blue scrubs, masks, and surgical caps. They are focused on a patient lying on the table. The room is brightly lit with overhead surgical lights. Medical equipment, including a monitor and a large camera system, is visible in the background.

AROA BIOSURGERY (ARX)

FULL YEAR RESULTS MAY 2022

Unlocking regenerative healing for everybody



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AROA at a Glance

Well established high-growth soft tissue regeneration company



Product Sales
FY22 NZ\$39m
81% YoY growth



Forecast FY23
\$51-55m¹
Product Sales



Strong
NZ\$56m
cash balance



6 patented
product families
 selling in United States



>US\$2.5b² TAM
 for existing products



AROA ECM™ platform
 for new products, line extensions
 & enables AROA's Dead Space
 Management platform



Gross Margin
FY22 76%
Forecast FY23 77%¹



>40
 Peer Reviewed Publications

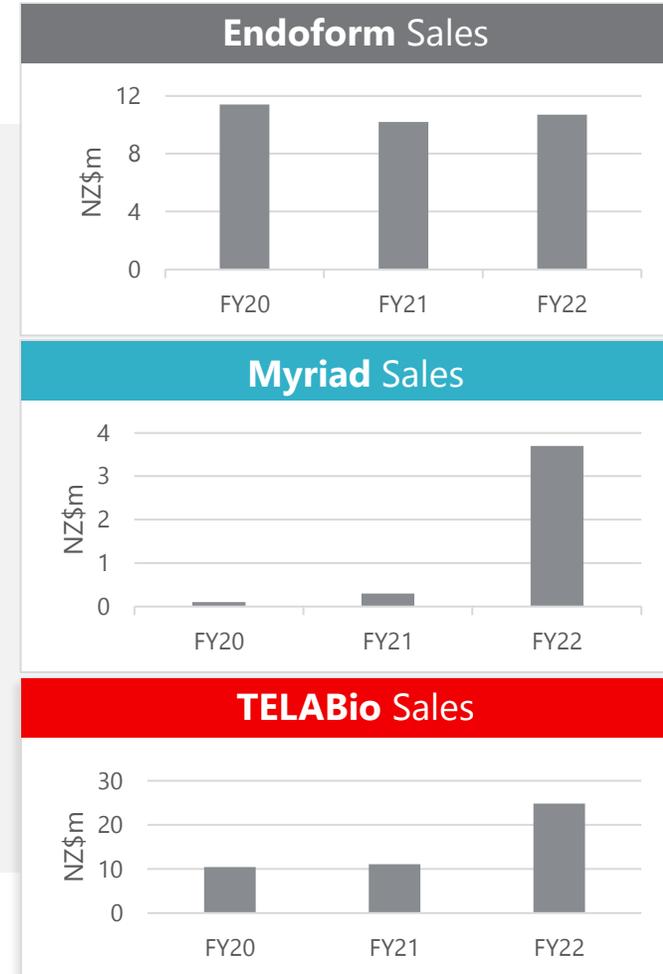
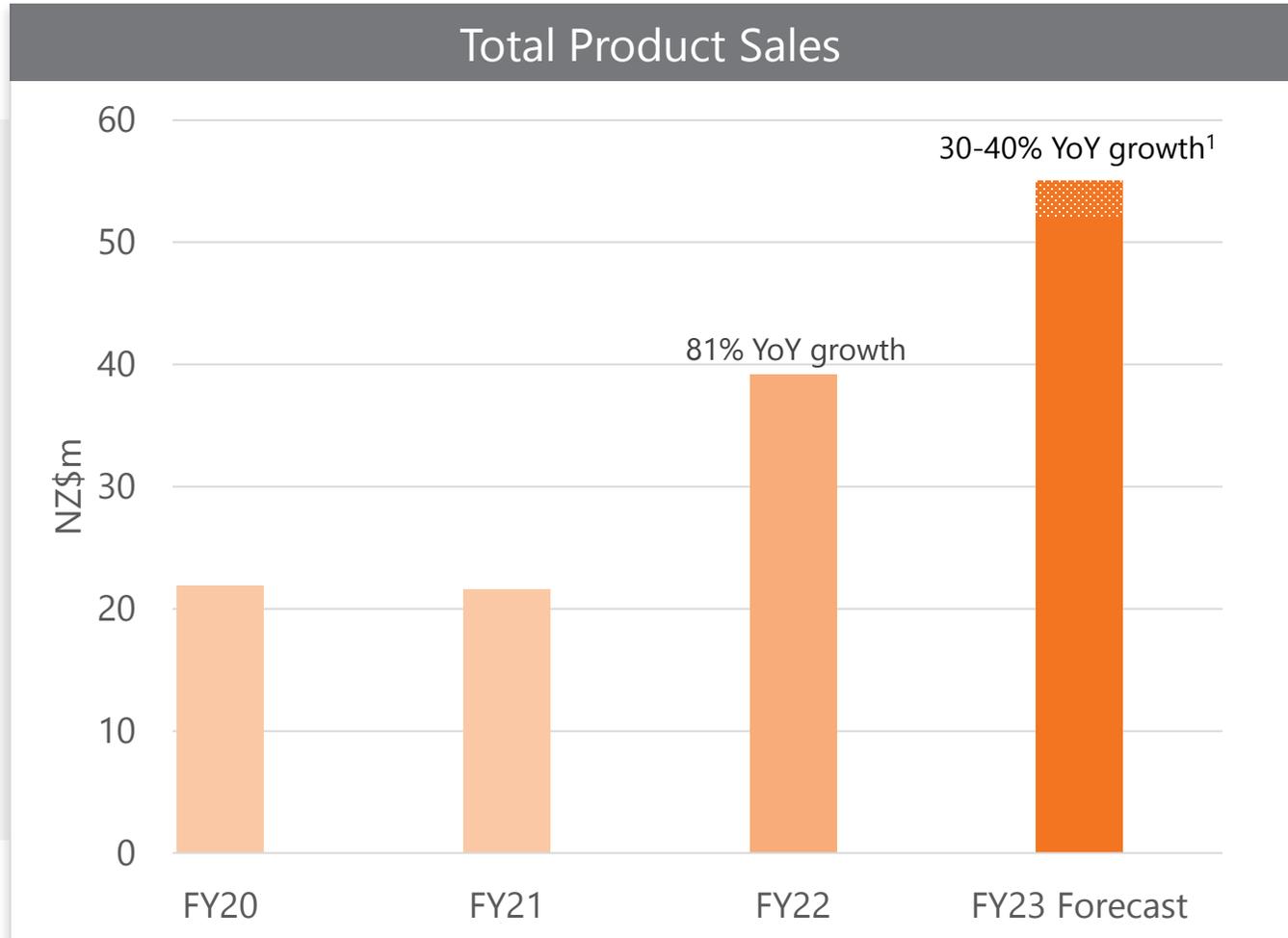


5 million+
 AROA products applied in
 treating patients

1. Given the dynamic and evolving impact of COVID-19, guidance is subject to no material decline in US medical procedure numbers or sustained disruption to AROA's manufacturing or transportation activities and TELA Bio, Inc. delivering on its revenue guidance of US\$40-45million in CY22 (TELA Bio press release dated 10 May 2022). It also assumes an average NZD/USD exchange rate of 0.70.
2. SmartTRAK BiomedGPS data 2020; DRG Millennium Research data; Hernia Repair Devices, 2020, AROA management estimates; DRG Millennium Research, Breast Implants & Reconstructive devices, 2018. Market data was prepared before the onset of COVID-19, the economic effect of which is currently not possible to predict with any certainty. Consequently, while the Company has no reason to believe that the market data does not remain accurate based on the relevant markets operating normally, the impact of COVID-19 on the market data that is referenced is not possible to currently predict with any certainty and investors are cautioned against placing undue reliance on such data.



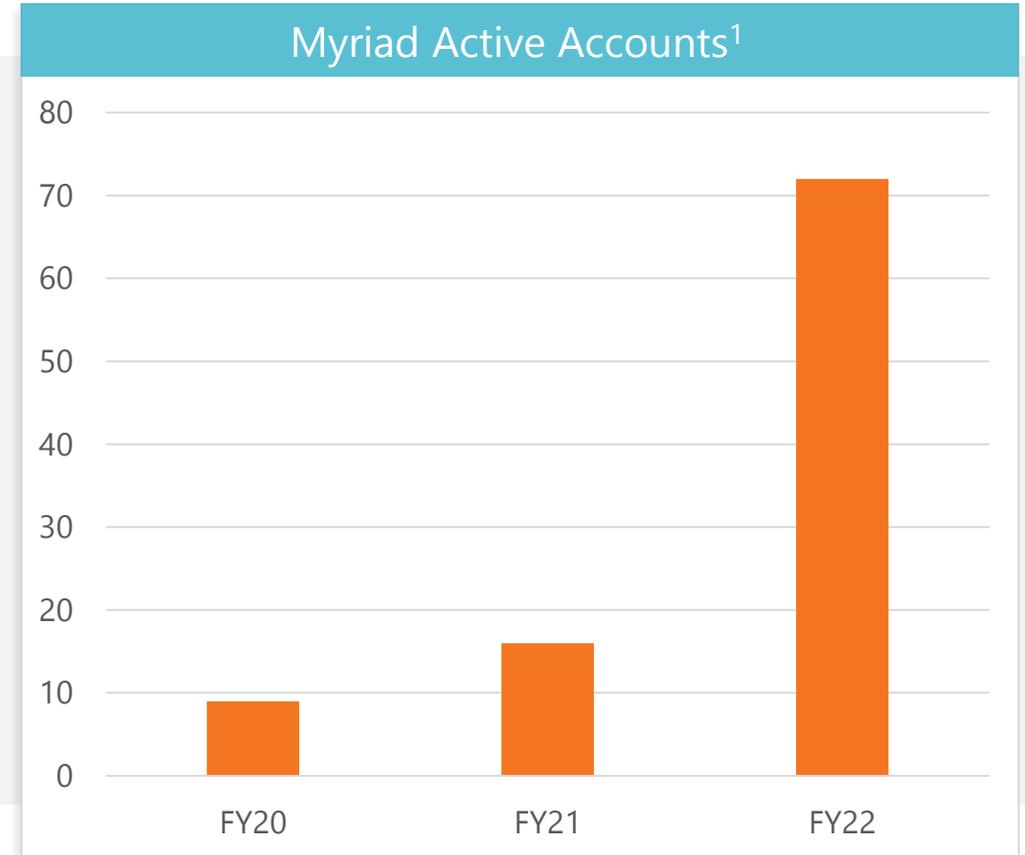
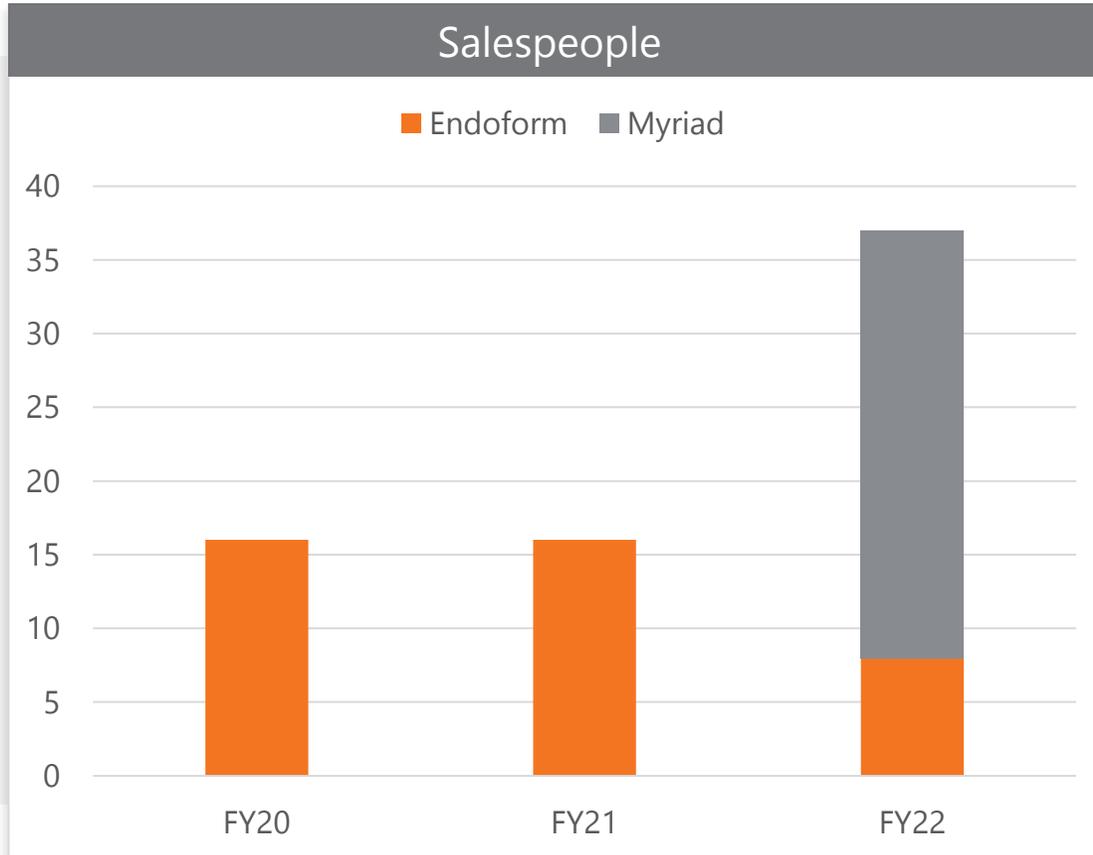
Products sales have grown 81% YoY



1. Given the dynamic and evolving impact of COVID-19, guidance is subject to no material decline in US medical procedure numbers or sustained disruption to AROA's manufacturing or transportation activities and TELA Bio, Inc. delivering on its revenue guidance of 36-53% growth in CY22 compared to CY21. It also assumes an average NZD/USD exchange rate of 0.70.



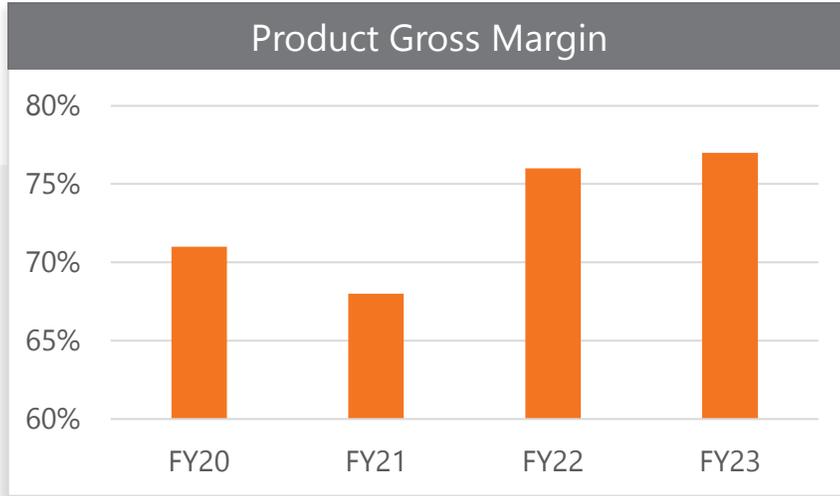
Sales force has grown by 130%



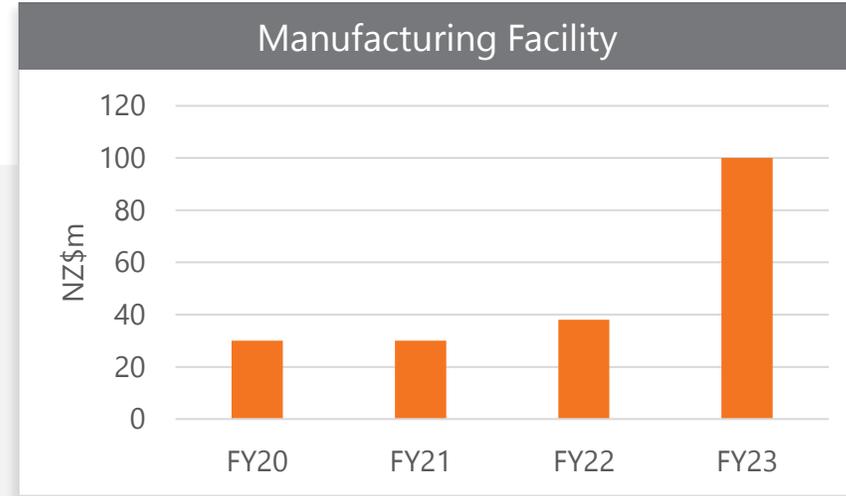
1. Represents accounts to which sales were made in Q4 of the relevant year.



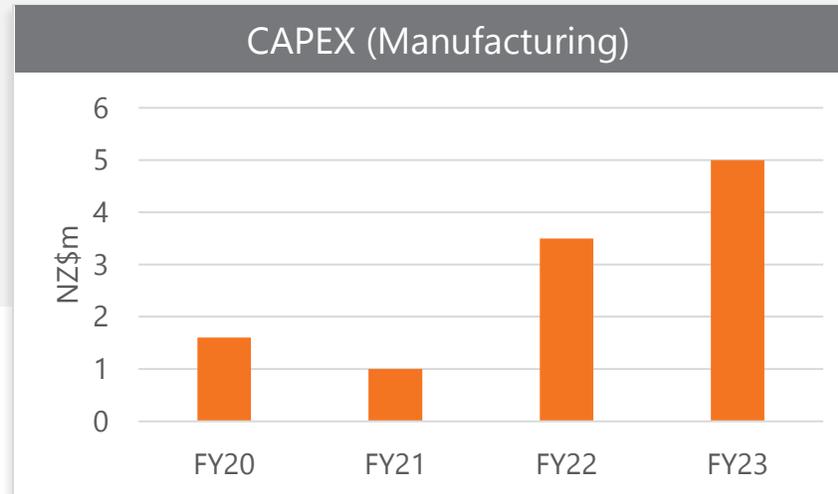
Manufacturing



Ongoing margin improvement



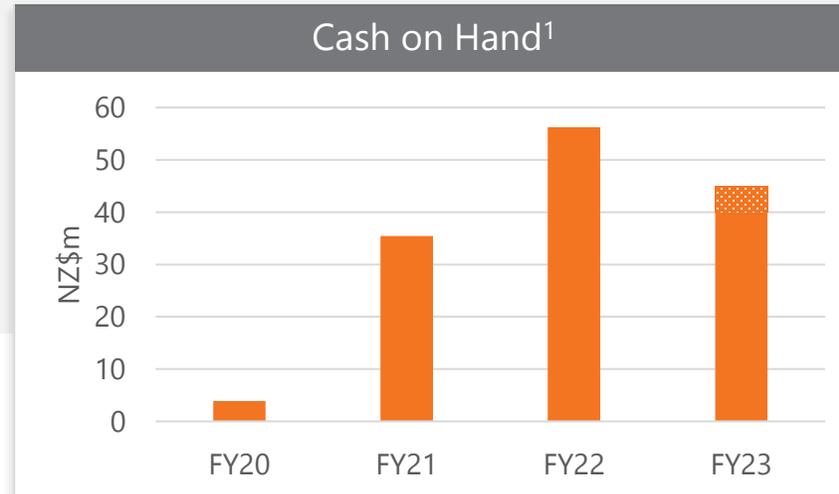
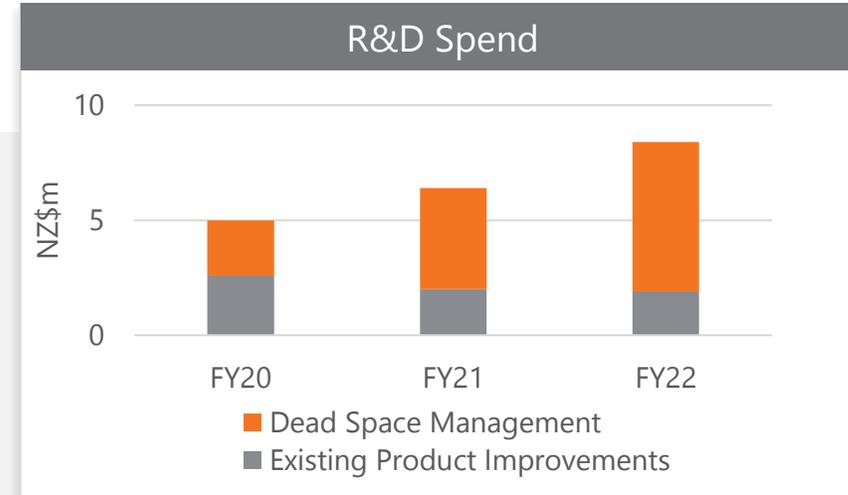
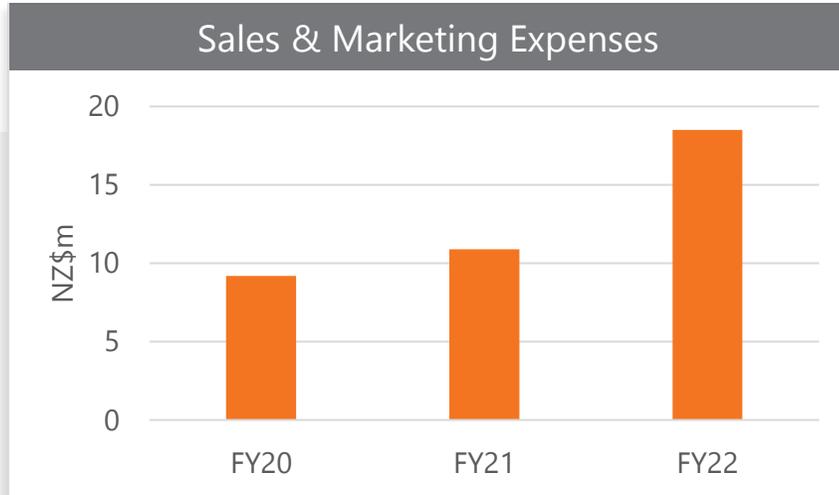
New facility increases capacity



Adding new plant & equipment



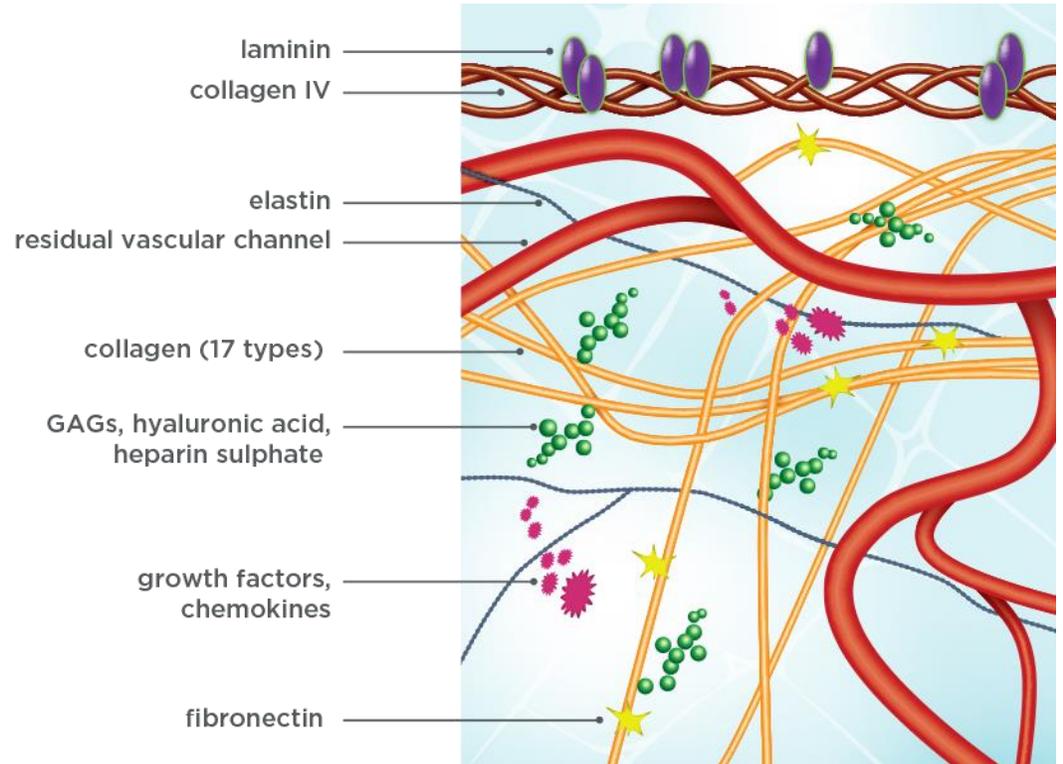
Use of Funds



1. As at 31 March of the relevant year.

AROA ECM – Structure & Biology for Regenerative Healing

Unique Extracellular Matrix (ECM) derived from ovine forestomach

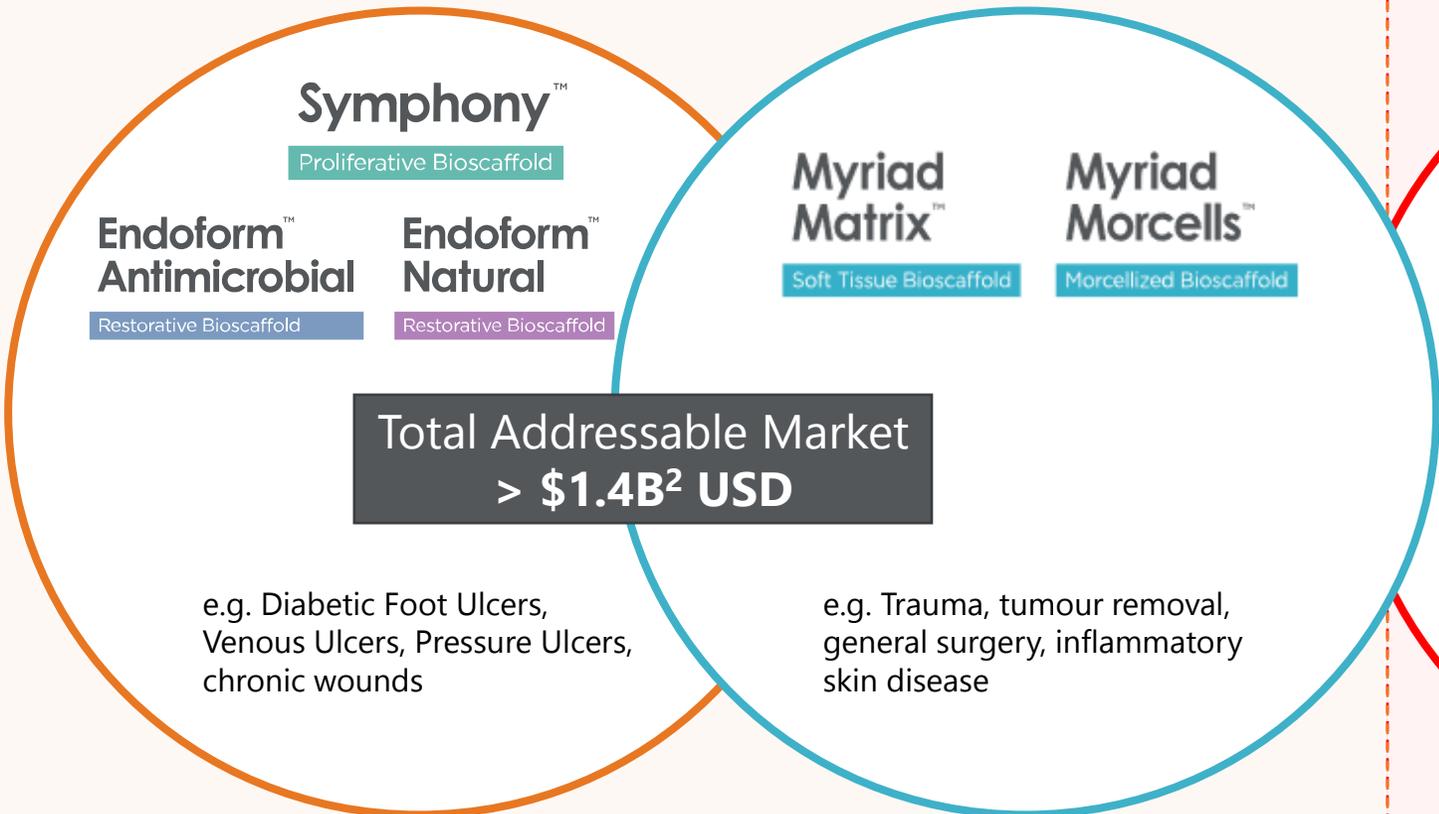


Substantial Growth Opportunities > \$2.5B¹ TAM



Complex Wounds

Soft Tissue Reconstruction

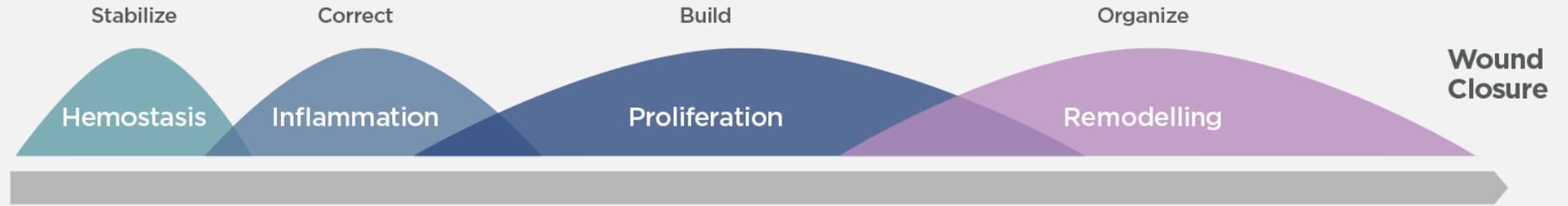


1. SmartTRAK BiomedGPS data 2020; DRG Millennium Research data; Hernia Repair Devices, 2020, AROA management estimates; DRG Millennium Research, Breast Implants & Reconstructive devices, 2018.
 2. SmartTRAK BiomedGPS data 2020. Aroa management estimates.
 3. DRG Millennium Research data; Hernia Repair Devices, 2020. DRG Millennium Research, Breast Implants & Reconstructive devices, 2018.



Product portfolio

Purposefully designed for specific wound types, stage of healing & site of care



Healing Complex Wounds

Operating Room/Physician Office/Home

E.g. Diabetic Foot Ulcers, Venous Ulcers, Pressure Ulcers

Endoform™ Antimicrobial
Restorative Bioscaffold

Endoform™ Natural
Restorative Bioscaffold

(+/-) Symphony™
Proliferative Bioscaffold

Soft Tissue Reconstruction

Operating Room/Physician Office

E.g. Trauma, Dehiscence, Tissue Loss, Breast Surgery, Inflammatory Skin Lesions, Hernia

Myriad Matrix™
Soft Tissue Bioscaffold

Myriad Morcells™
Morcellized Bioscaffold

(+/-) Endoform™ Natural
Restorative Bioscaffold

(+/-) Endoform™ Natural
Restorative Bioscaffold

REINFORCED TISSUE MATRIX
OVITEX® [PR^S]

Healing Difficulty:

..... Difficult - - - - - Very Difficult

Clinical Evidence

78
PRESENTATIONS / PUBLICATIONS

Endoform™

18
PRESENTATIONS / PUBLICATIONS

Myriad™

27
PRESENTATIONS / PUBLICATIONS

REINFORCED BIOSCAFFOLD
OVITEX®



Rapid formation of well vascularized and functional tissue^{1,2}



Tolerated a contaminated field and resistant to infection³⁻⁵



No negative inflammatory response reported²⁻⁵



Reduced surgical complexity⁴⁻⁶

Endoform Venous Leg Ulcers
Real World Study

Myriad Registry
75 patients recruited & >2 publications
Myriad reconstruction of complex lower extremity wounds

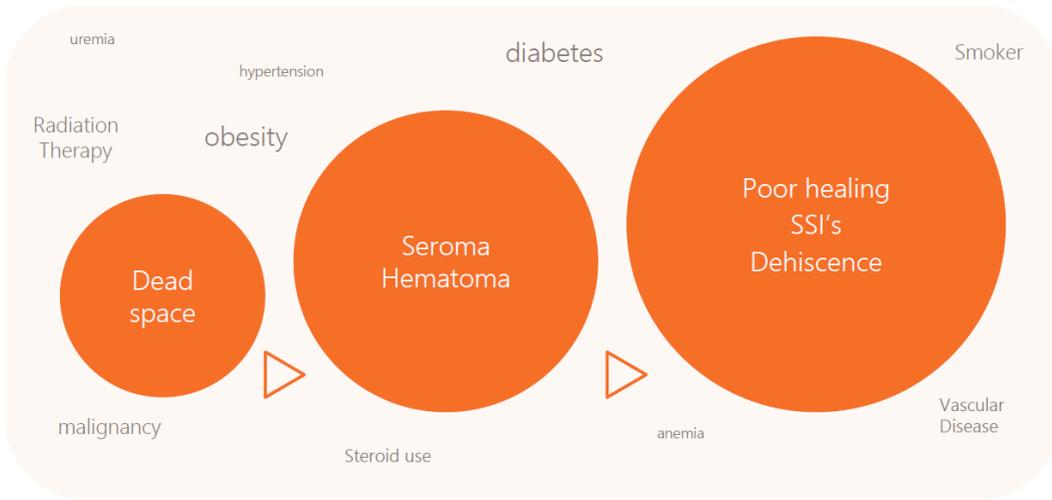
Symphony Pilot Study - Completed by Mar'23
Symphony Randomised Control Trial Initiated

BRAVO I Study – 24-month final data

1. Irvine, S. M., et al. (2011). "Quantification of in vitro and in vivo angiogenesis stimulated by ovine forestomach matrix biomaterial." *Biomaterials* 32(27): 6351-6361. 2. Bohn, G. A. and A. E. Chaffin (2020). "Extracellular matrix graft for reconstruction over exposed structures: a pilot case series." *J Wound Care* 29(12): 742-749. <https://www.magonlineibrary.com/doi/full/10.12968/jowc.2020.29.12.74217>. 3. Parker, M. J., R. C. Kim, M. Barrio, J. Socas, L. R. Reed, A. Nakeeb, M. G. House and E. P. Ceppa (2020). "A novel biosynthetic scaffold mesh reinforcement affords the lowest hernia recurrence in the highest-risk patients." *Surg Endosc* 35(9): 5173-5178. 4. Chaffin A et al. Surgical reconstruction of pilonidal sinus disease with concomitant extracellular matrix graft placement: a case series. *Journal of Wound Care*; Vol 30, No. 7, July 2021. <https://www.magonlineibrary.com/doi/full/10.12968/jowc.2021.30.Sup7.S28>. 5. Chaffin, A. E. and M. C. Buckley (2020). "Extracellular matrix graft for the surgical management of Hurley stage III hidradenitis suppurativa: a pilot case series." *J Wound Care* 29(11): 624-630. <https://www.magonlineibrary.com/doi/full/10.12968/jowc.2020.29.11.624>. 6. Desvigne, M. N., K. Bauer, K. Holifield, K. Day, D. Gilmore and A. L. Wardman (2020). "Case Report: Surgical Closure of Chronic Soft Tissue Defects Using Extracellular Matrix Graft Augmented Tissue Flaps." *Frontiers in Surgery* 7(173). <https://www.frontiersin.org/articles/10.3389/fsurg.2020.559450/full>

Enivo (Dead Space Management Platform)

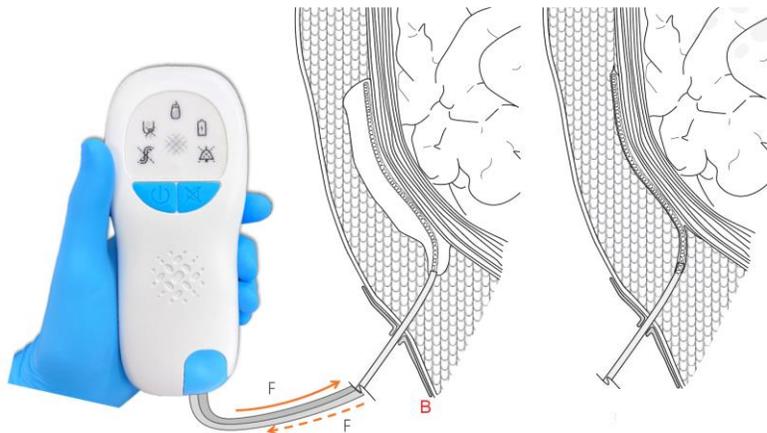
Clinical Need



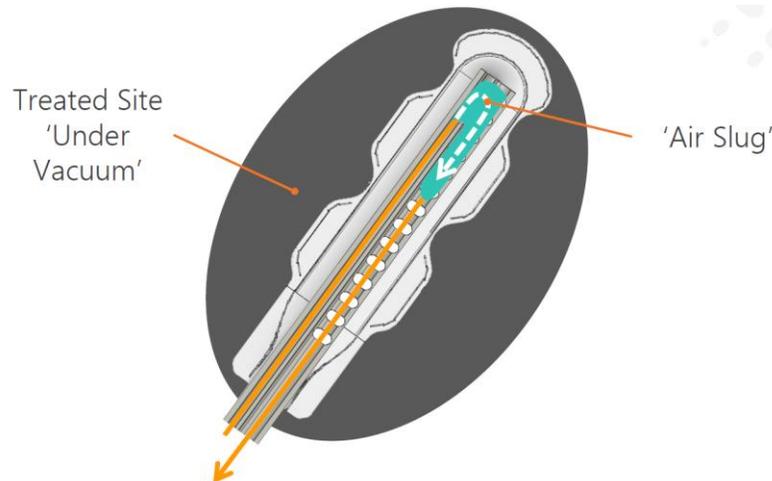
| Clinical Speciality | Surgical Sites | Complications |
|---------------------------|----------------------------------|--|
| General | Various (Hernia, Laparotomy etc) | 9.6% increase in mortality associated with surgical wound dehiscence (SWD) ¹ |
| | | SSIs require 7 – 11 days ² extra hospital care (~US \$38,656) ³ |
| | | Patients with SWD have 61% higher odds of readmission within 30 days ¹ |
| Plastics & Reconstructive | Mastectomy / Breast Recon. | Dehiscence after abdominopelvic surgery requires ~9.4 days of extra hospital care (US \$40,323) ⁴ |
| | Abdominoplasty | |
| Orthopaedics | Trauma | Additional US \$51,364 ⁵ cost to treat orthopaedic trauma patients with SSIs |
| | Hip Revision | |
| Obstetrics & Gynecology | Caesarean | 1.9% to 7.6% incidence ¹ of dehiscence following caesarean section |

1. Ousey et. al. (2018) – Surgical wound dehiscence: improving prevention and outcomes
 2. Anderson et. al. (2014) – Strategies to prevent surgical site infections in acute care hospitals: 2014 update
 3. KCI Prevena Active Incision Management Product Brochure
 4. Shanmugam et. al. (2015) – Postoperative wound dehiscence: predictors and associations
 5. Thakore et. al. (2015) - Surgical site infection in orthopedic trauma: a case-control study evaluating risk factors and cost

Dead Space Management



“Air Purged Vacuum Closure”



US Total Addressable Market >\$1B (AROA management estimate)



Outlook



Post-COVID

Improving access, hospital capacity & operating environment, more advanced sales pipeline.



AROA Direct Sales

Fully dedicated field sales team. Add 10-15 sales representatives in FY23.



TELA Bio[®] Momentum

Clinical outcomes & cost savings driving increasing adoption, revenue guidance 36-53% growth CY22 vs CY21¹



Product Synergies

Myriad Matrix, Myriad Morcells, Symphony & Endoform



Clinical Data

Existing clinical evidence driving adoption. Continuing to build clinical evidence to support use in specific procedures



HealthTrust

Myriad Matrix and Myriad Morcells added to HealthTrust GPO contract



Pipeline Products

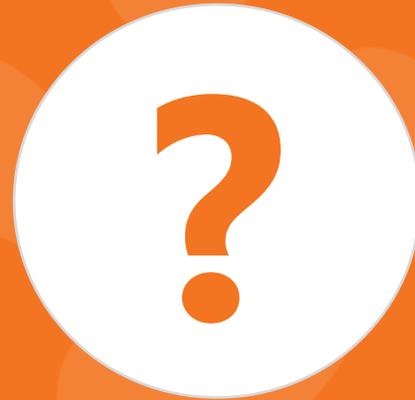
AROA & TELA Bio line extensions
Enivo preclinical publication
Enivo FDA submission



Global Expansion

Regulatory approval in 50 countries, 23 distributors appointed and actively selling

1. TELA Bio, Inc. press release, published 10 May 2022.



Q&A

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