



Aroa Biosurgery (ARX) | Quarterly Report

... UNLOCKING REGENERATIVE HEALING FOR EVERYBODY

Important Notice and Disclaimer



This presentation (**Presentation**) is dated 24 July 2024 and has been prepared by Aroa Biosurgery Ltd, New Zealand company number 1980577, ARBN 638 867 473 (**AROA** or the **Company**).

Information in this Presentation

The information in this Presentation is of a general background nature, is in summary form and does not purport to be complete. This Presentation has been prepared in conjunction with commentary released to the market and an oral presentation, so should not be taken out of context. It does not contain all information relevant or necessary for an investment decision or that would be required to be included in a prospectus or other disclosure document under the Corporations Act for an offer of securities in Australia or in any other jurisdiction. This Presentation is intended for investor education purposes only and is not intended as a medical device advertisement. Products shown may not be available in your region. Results may vary. The content of this Presentation is provided as at the date of this Presentation (unless otherwise stated). Except as required by applicable law, AROA does not plan to publicly update or revise any information contained in, or provided with, this Presentation whether as a result of any new information, future events, changed circumstances or otherwise.

Not a prospectus or an offer of securities

This Presentation is not a prospectus or any other offering document under Australian law (or under the law of any other jurisdiction in which an offer of securities may be received). Nothing in this Presentation should be construed as an invitation, offer or recommendation of securities in AROA (or any of its subsidiaries) for subscription, purchase or sale in any jurisdiction. Potential investors should read this presentation in conjunction with AROA's other periodic and continuous disclosure

announcements lodged with ASX and should rely solely on their own judgement, review and analysis when making an investment decision about AROA.

Future performance

Past performance information in this Presentation is given for illustrative purposes only and should not be relied upon (and is not) an indication of future performance. The Presentation contains certain "forward-looking statements". The words "forecast", "outlook", "expect", "anticipate", "estimate", "intend", "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. These statements are based on current expectations and assumptions regarding AROA's business and performance, the economy and other circumstances. As with any projection or forecast, forward-looking statements in this Presentation are inherently uncertain and susceptible to changes in circumstances. Opinions involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. Actual results, performance or achievements may differ materially from those expressed or implied in forward looking statements and statements of opinion. In particular, market data reflects estimates only and investors are cautioned against placing undue reliance on it.

IP notice

AROA, Aroa Biosurgery, AROA ECM, Endoform, Myriad, Myriad Matrix, Morcells, Myriad Morcells, Myriad Ultra, Myriad Flow, Symphony and Enivo are trademarks of Aroa Biosurgery Limited. All other trademarks are properties of their respective owners. ©2024 Aroa Biosurgery Limited

Q1 FY25

Financial Highlights

01

Cash receipts from customers of NZ\$17.8 million.
Net cash outflow from operations was NZ\$3.6 million (post-financial year payments, Symphony™ RCT). Expect to be operating cash flow positive in H2 FY25.¹
Net cash outflow from investing activities was NZ\$1.6 million for plant & equipment capacity in the quarter.

02

Strong cash balance of NZ\$23.9 million as at 30 June 2024.

03

FY25 revenue guidance¹ **maintained at NZ\$80-87 million** & EBITDA profit guidance¹ **at NZ\$2-6 million**

1. Assumes an average NZ\$/US\$ exchange rate of 0.64 and is subject to TELA Bio, Inc. (TELA Bio) delivering on its CY24 revenue guidance of US\$74.5-76.5 million (representing 27-31% growth on CY23).

• • •
Q1 FY25

Operational Highlights

01 Momentum behind AROA's US commercial operations continues to build.
11% growth in Myriad™ active accounts to 242 (Q-on-Q) ,
17.5% quarterly increase in average sales by
representatives who have been with us for a year or less.

02 Regulatory approval in Taiwan, products on sale in
Switzerland and distributors appointed in Chile and South
Africa.

03 Enrollment into the Symphony RCT completed (n=120).

04 MASTRR study extended to 15 sites and 800 patients.
Publishing of sub-group analysis of 300 patients from ~Q2
FY25.



Clinical Evidence Update

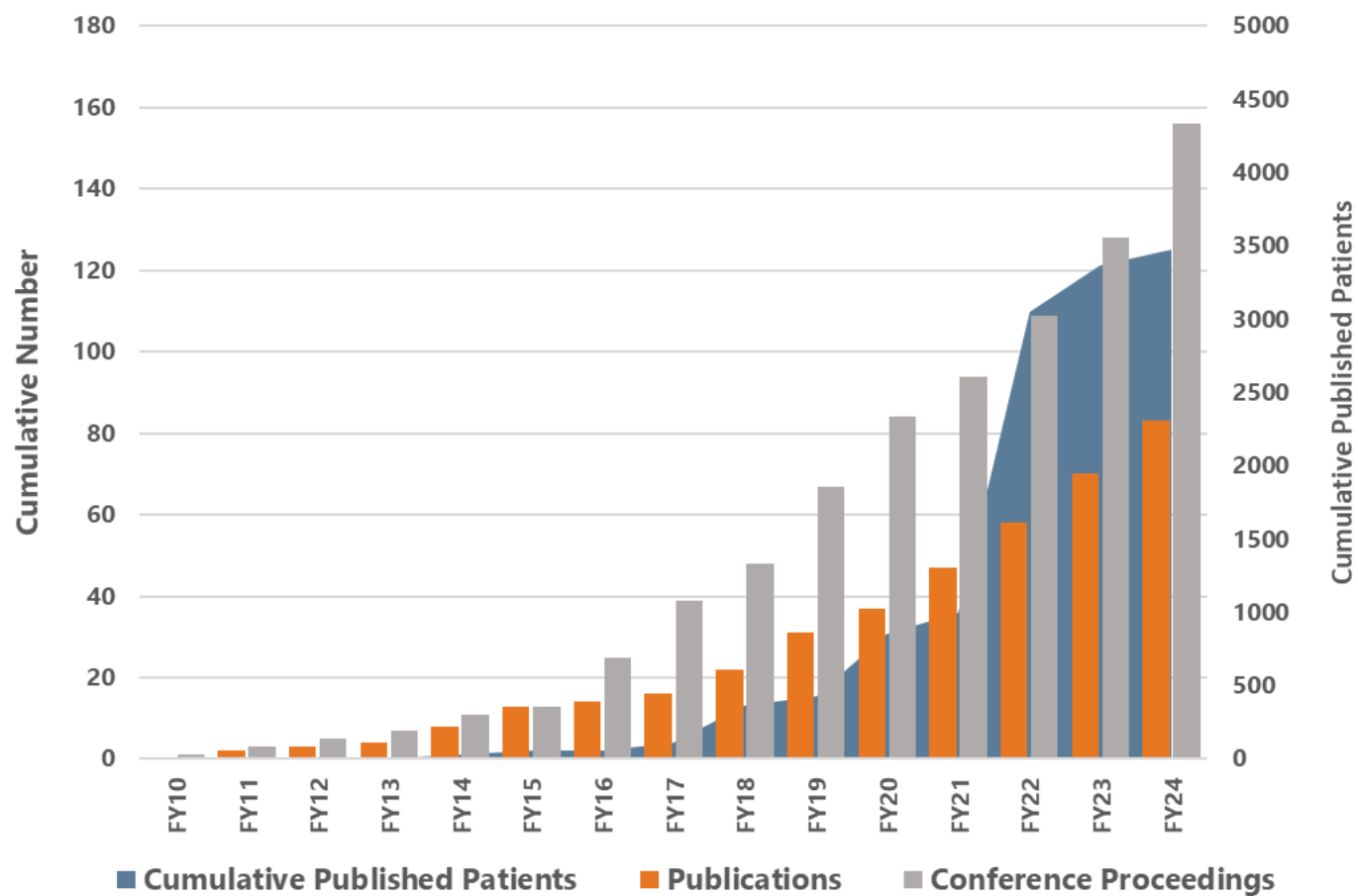
Adam Young, PhD

VP Medical Affairs



CLINICAL EVIDENCE UPDATE

Evidence to Date



01 83 peer-reviewed publications

02 >156 conference proceedings

03 3476 published patients⁽¹⁾

1. AROA Biosurgery Limited, data on file

CLINICAL EVIDENCE UPDATE

Highlights from the Evidence



Authentic Complexity

AROA ECM™ provides an ideal balance of biology & structure to support tissue regeneration.^{1,2}



Volumetric Fill

Provides immediate coverage and rapid granulation tissue to protect exposed structures.^{3,4}



Resilient and Persistent

Persists in the defect despite contamination and inflammation.^{5,6}
Enables cost-effective utilization.^{3,7}

VOLUMETRIC FILL

Provides immediate coverage and rapid granulation tissue to protect exposed structures

REFERENCE	TYPE OF DEFECTS	DEFECT SIZE	SAMPLE SIZE	TIME TO TISSUE COVERAGE/FILL (WEEKS)
Cormican et al.⁽¹⁾	Traumatic	217.3±77.9 cm ²	13	3.3±1.3 w
Taarea et al.⁽²⁾	Open abdomen	147±62.7 cm ²	3	3.5±1.3 w
Bosque et al.⁽³⁾	Lower extremity	84.2±106 cm ²	50	3.7±3.2 w

1. Cormican, M.T., et al., ePlasty, 2023. 23: p. e66. 2. Taarea, R., et al., Trauma Cases Rev 2024. 10(1): p. 102. 3. Bosque, B.A., et al., J Am Podiatr Med Assoc, 2023. 113(3).

RESILIENT AND PERSISTENT

Persists in the defect despite contamination and inflammation

REFERENCE	TYPE OF DEFECTS	CDC CONTAMINATION SCORE	SAMPLE SIZE	INFECTION RATE
Cormican et al.⁽¹⁾	Traumatic	Grade II & III	13	0%
Taarea et al.⁽²⁾	Open abdomen	Grade II	3	0%
Bosque et al.⁽³⁾	Lower extremity	Grade IV	50	0%
Chaffin et al.⁽⁴⁾	Pilonidal	Grade III	6	0%
Chaffin et al.⁽⁵⁾	Hidradenitis	Grade III	8	0%
Desvigne et al.⁽⁶⁾	Non-healing wounds	Grade II & III	9	11%
Hsu et al.⁽⁷⁾	Anal fistula	Grade III	14	0%
Bohn et al.⁽⁸⁾	Exposed structures	Grade II & III	6	0%

1. Cormican, M.T., et al., ePlasty, 2023. 23: p. e66. 2. Taarea, R., et al., Trauma Cases Rev 2024. 10(1): p. 102. 3. Bosque, B.A., et al., J Am Podiatr Med Assoc, 2023. 113(3). 4. Chaffin, A.E., et al., J Wound Care, 2021. 30(Sup7): p. S28-S34. 5. Chaffin, A.E. and M.C. Buckley, J Wound Care, 2020. 29(11): p. 624-630. 6. Desvigne, M.N., et al., Frontiers in Surgery, 2020. 7(173). 7. Hsu, A., et al., Tech Coloproctol, 2023. 27(9): p. 769-774. 8. Bohn, G.A. and A.E. Chaffin, J Wound Care, 2020. 29(12): p. 742-749.

RESILIENT AND PERSISTENT

Enables cost-effective utilization

REFERENCE	TYPE OF DEFECTS	CDC CONTAMINATION SCORE	SAMPLE SIZE	MEDIAN NUMBER OF PRODUCT APPLICATIONS
Cormican et al.⁽¹⁾	Traumatic	Grade II & III	13	1.2
Taarea et al.⁽²⁾	Open abdomen	Grade II	3	1.0
Bosque et al.⁽³⁾	Lower extremity	Grade IV	50	1.0
Chaffin et al.⁽⁴⁾	Pilonidal	Grade III	6	1.0
Chaffin et al.⁽⁵⁾	Hidradenitis	Grade III	8	1.0
Desvigne et al.⁽⁶⁾	Non-healing wounds	Grade II & III	9	1.0
Hsu et al.⁽⁷⁾	Anal fistula	Grade III	14	1.0
Bohn et al.⁽⁸⁾	Exposed structures	Grade II & III	6	1.0

1. Cormican, M.T., et al., ePlasty, 2023. 23: p. e66. 2. Taarea, R., et al., Trauma Cases Rev 2024. 10(1): p. 102. 3. Bosque, B.A., et al., J Am Podiatr Med Assoc, 2023. 113(3). 4. Chaffin, A.E., et al., J Wound Care, 2021. 30(Sup7): p. S28-S34. 5. Chaffin, A.E. and M.C. Buckley, J Wound Care, 2020. 29(11): p. 624-630. 6. Desvigne, M.N., et al., Frontiers in Surgery, 2020. 7(173). 7. Hsu, A., et al., Tech Coloproctol, 2023. 27(9): p. 769-774. 8. Bohn, G.A. and A.E. Chaffin, J Wound Care, 2020. 29(12): p. 742-749.



EVIDENCE

Highlights to expect for FY25

01	Myriad in complex lower extremity reconstruction (prospective)	N=130
02	Myriad in trauma reconstruction (prospective)	N~40-50
03	Endoform™ Real World Evidence - Venous Leg Ulcers (retrospective comparative)	N~2000
04	Symphony diabetic foot ulcers (prospective comparative)	N=120



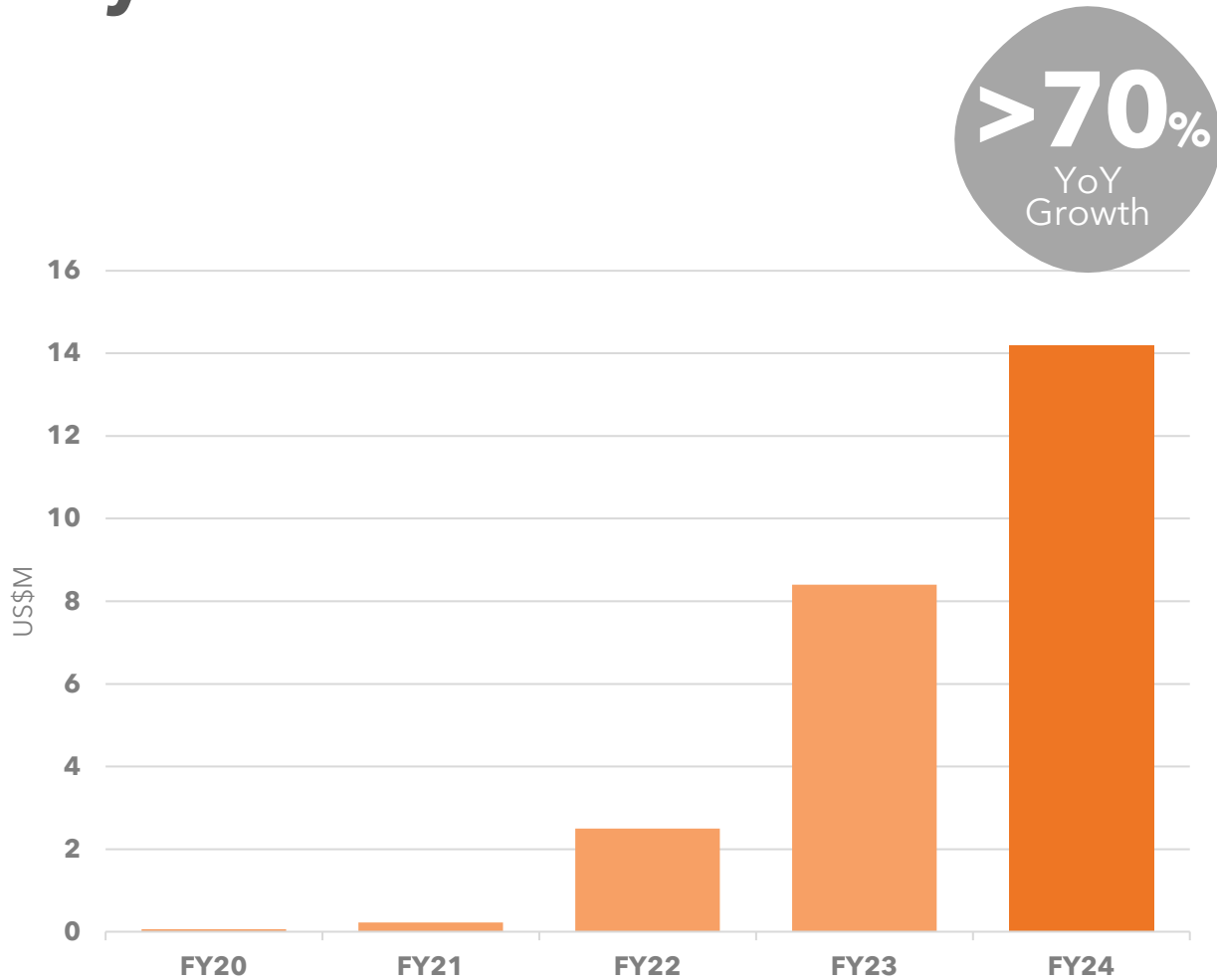
Business Overview





SALES

Myriad Sales



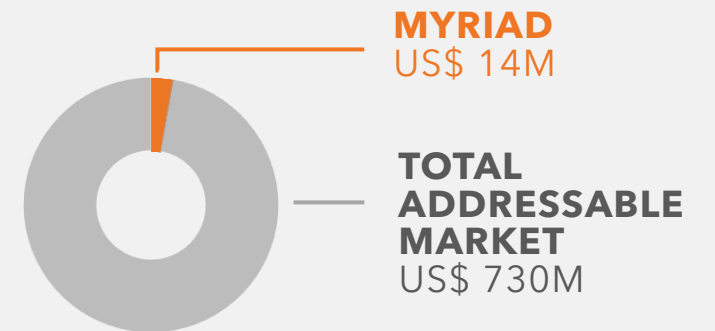
01 Top priority

02 Momentum

03 Large volumetric defects

04 Compelling clinical data

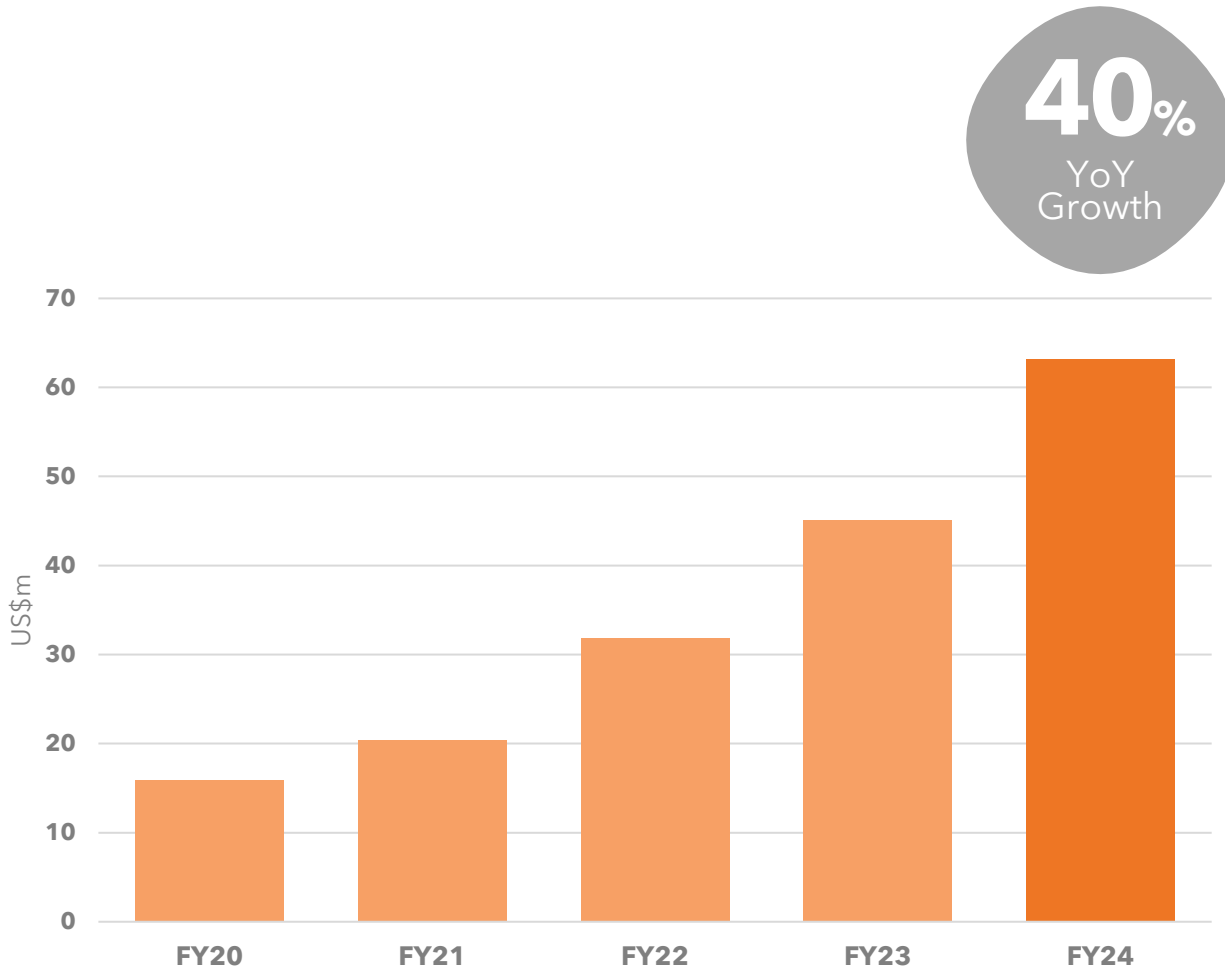
05 Disruptive Value





SALES

TELA Bio Sales



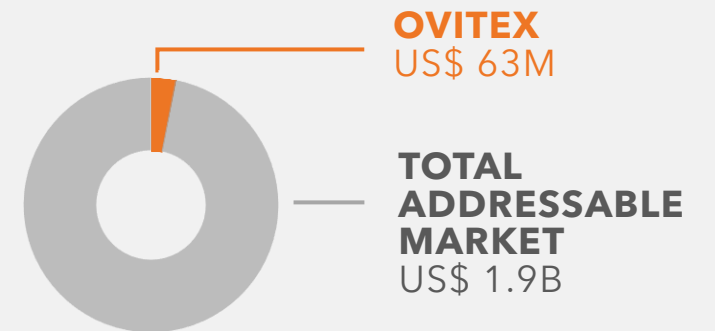
01 Key partnership

02 Hernia & breast portfolio

03 Momentum

04 Compelling clinical data

05 Disruptive value





AROA BIOSURGERY | AGM

Why AROA wins...



...

AROA'S COMPETITIVE ADVANTAGE

Value

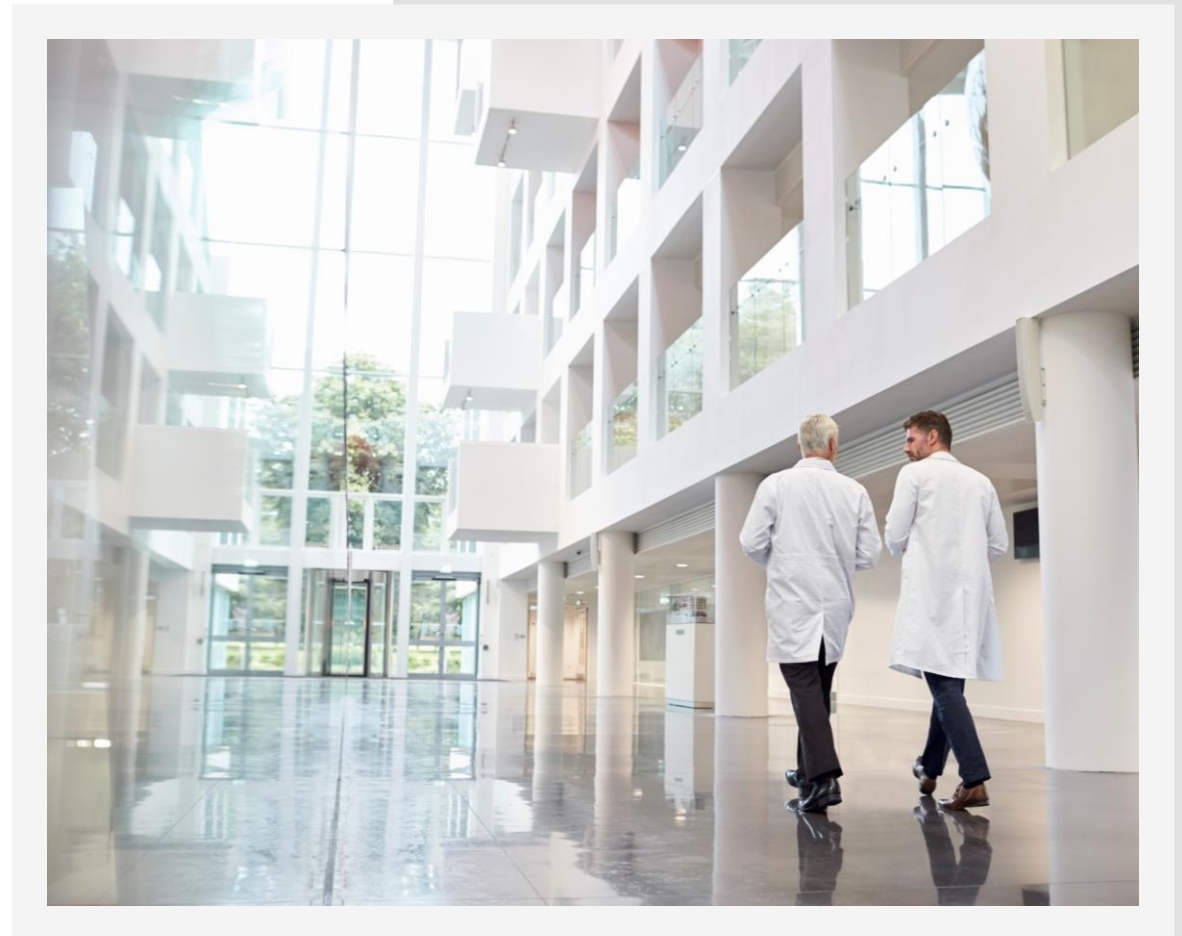
01 Improved clinical outcomes

02 Low complication rates

03 Fewer applications

04 Shorter length of stay

05 Reduced product cost



...

AROA'S COMPETITIVE ADVANTAGE

Product portfolio/development

01 AROA ECM scope

02 Unique technical capabilities

03 Complementary Enivo™ platform



...

AROA'S COMPETITIVE ADVANTAGE

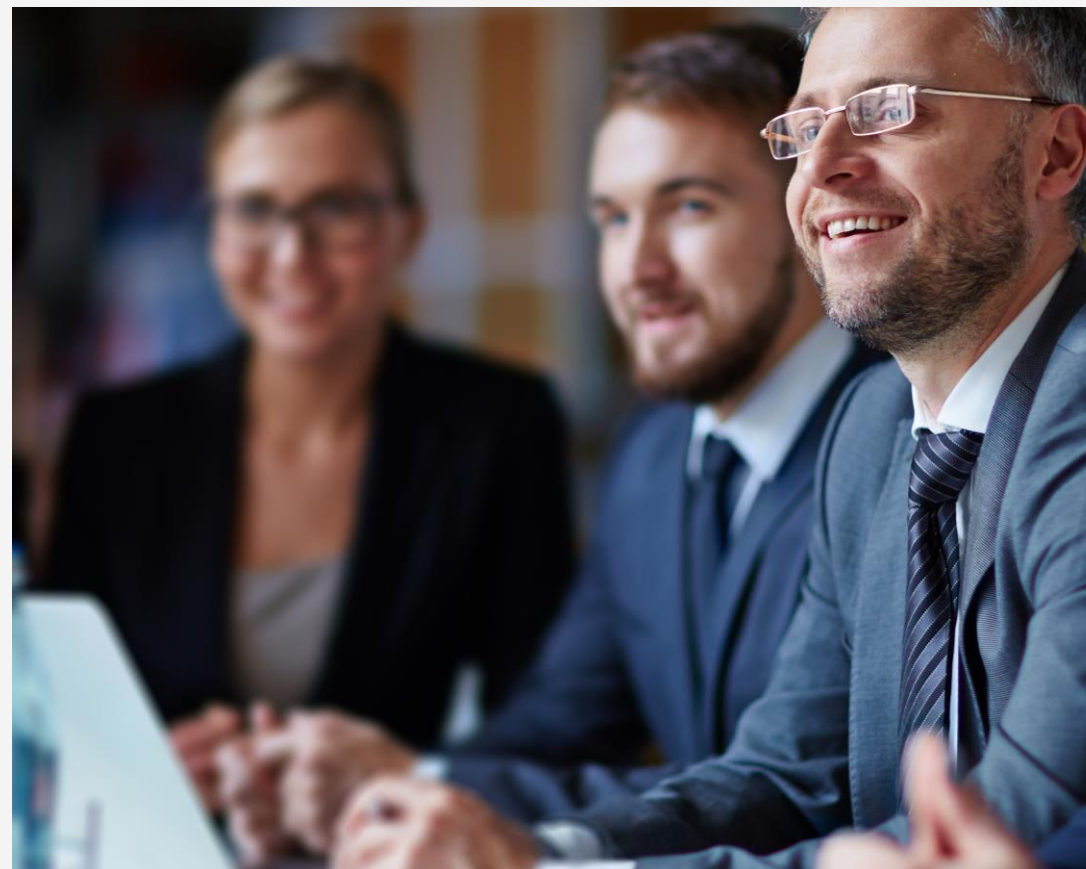
Commercial leverage

01 Knowledge & experience

02 Agile & adaptable

03 Energy & drive

04 GPOs / IDNs



• • •

AROA'S COMPETITIVE ADVANTAGE

Low cost of goods

01 High margin manufacturing

02 Continuous improvement

03 Scalable modular process



...

Winning =

- + value
- + product portfolio
- + commercial leverage
- + low cost of goods



AROA GROWTH

Financial outlook

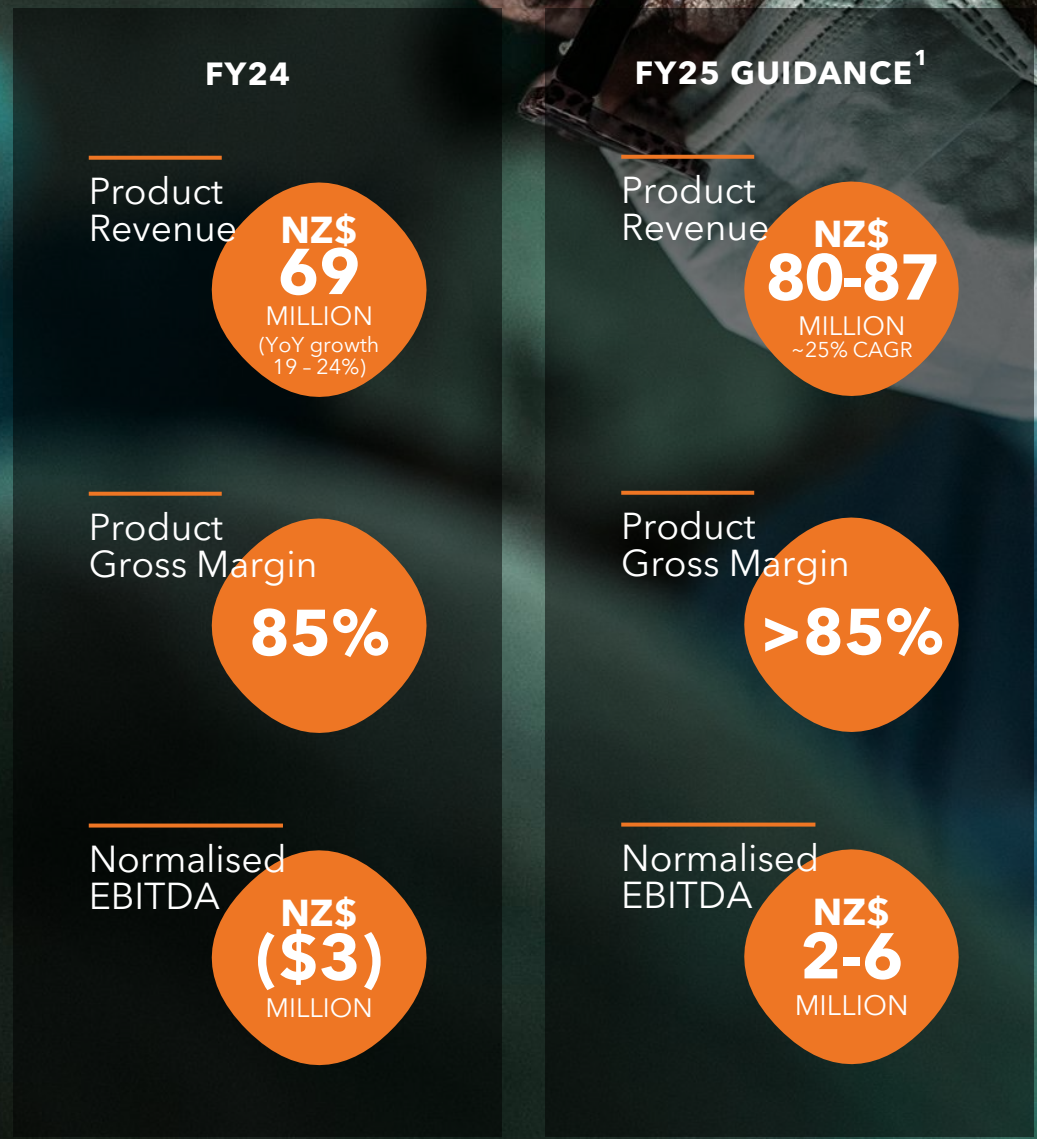
- 01 Myriad & OviTex drive growth

- 02 Gross margin improves

- 03 Sales operating leverage

- 04 R&D ~10% sales

- 05 EBITDA margin expands



1. Assumes an average NZ\$/US\$ rate of 0.64 and is subject to TELA Bio delivering on its CY24 guidance of US\$74.5-76.5 million (representing 27-31% growth on CY23).



ARO A BIOSURGERY

Questions & Answers





...

Thank you for attending



JAMES AGNEW
investor@aroa.com



VISIT
www.aroa.com



www.linkedin.com/company/aroa-biosurgery-limited/



64 Richard Pearse Drive,
Auckland 2022, New Zealand
PO Box 107111, Auckland Airport,
Auckland 2150, New Zealand