



MACQUARIE Australia Conference



Healing. Redefined.

May 3, 2023

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NovoSorb[®]

Genius technology

Underserved market

Capital efficient **Growth** and
Scaling

Innovating and Disrupting US \$2.4 B Advanced Skin Substitute Market



Underserved category of critical need

- Unmet global need for advanced skin substitutes.
- Current products cater to ~ 800 MM / 8 B population today and are out of reach for many societies.
- For most products, there are considerations around use including infection, pain and dressing change.



Simple, transformative solution

- NovoSorb BTM, designed by a Burn Surgeon and Polymer chemist, is an immunologically inert, biocompatible dermal foam designed to resorb after enabling the body's natural healing process.
- Demonstrated excellent patient outcomes including restoration of form, function and improved cosmesis.
- Reduced complexity for operating teams.
- Designed for manufacturability and global scale at a much lower cost compared to current standard of care in the US\$2.4 B advanced skin substitute market*.



Genius technology, approved products, global presence

- Robust portfolio of intellectual property and trade secrets including 61 issued patents.
- NovoSorb BTM: FDA cleared in 2015, registered and sold in 27 countries.
- NovoSorb MTX: FDA cleared in 2022.



Attractive business profile

- NovoSorb BTM is the market leader in AU and NZ and is quickly becoming the standard of care for burns/trauma in the US, UK, and Germany.
- 120 patient Burns Pivotal RCT is underway, in partnership with US FDA and BARDA.
- 65+ independent, peer reviewed publications and case series have driven rapid adoption.

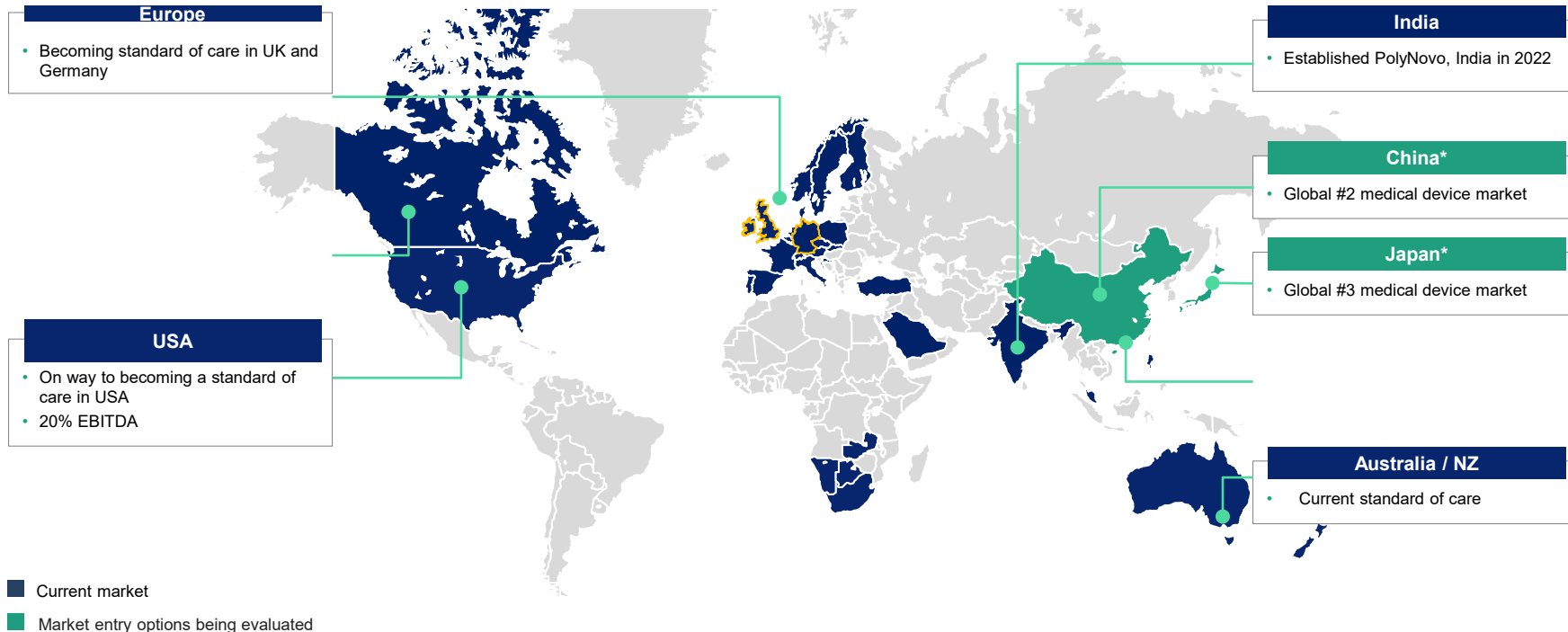


Capital efficient, profitable, primed for hyper growth

- Simple manufacturing footprint to support global scale.
- Demonstrable outcomes, professional enthusiasm, and lean, focused execution is driving hypergrowth.
- PolyNovo USA is already a 20% plus EBITDA business.
- Following successful capital raise in Nov 2022, the business has ~US\$40 MM + in cash and equivalent, with minimal cash burn.
- Geography, channel and/or specific indication alliances are expected to open multi-billion-dollar opportunities.

Disciplined Scaling of Geographic Expansion

Yielding Strong Business Results and Redefining the Standard of Care



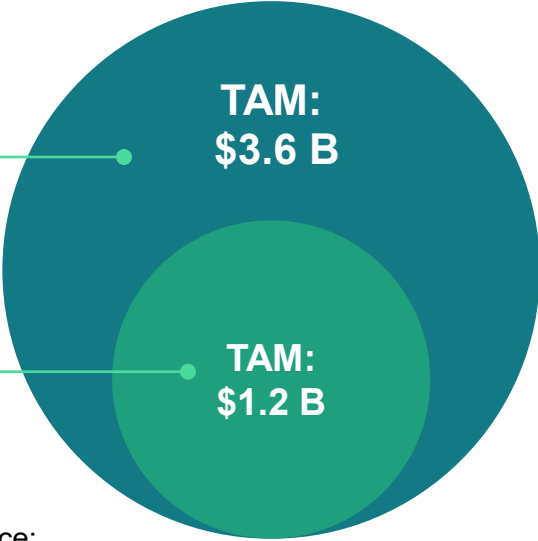
* Seeking alliances

US FDA has cleared NovoSorb BTM wound dressing for management of wounds including: partial and full thickness wounds, pressure ulcers, venous ulcers, diabetic ulcers, chronic and vascular ulcers, surgical wounds(donor sites/grafts, post Moh's surgery, post-laser surgery, podiatric, wound dehiscence), Trauma wounds(abrasions, lacerations, second degree burns and skin tears) and draining wounds

NovoSorb Will Disrupt Several Attractive Addressable Markets

POLYNOVO FOCUS

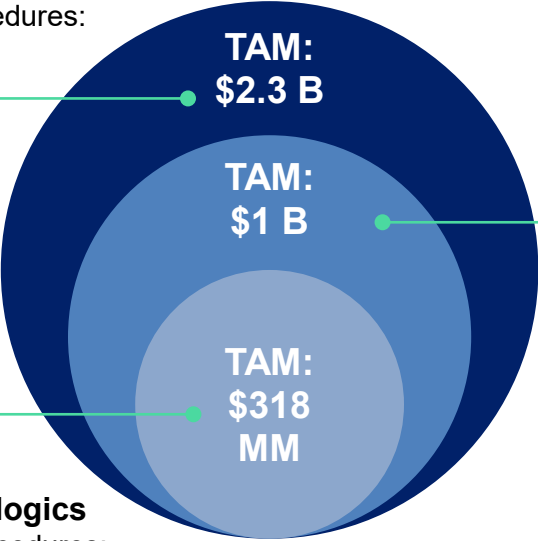
Trauma (Degloving)
Global incidence:
78.2 MM



Burns (Deep dermal/FT)
Global incidence:
8.9 MM

OPEN TO ALLIANCES

Hernia/other reconstruction
Global procedures:
8.9 MM



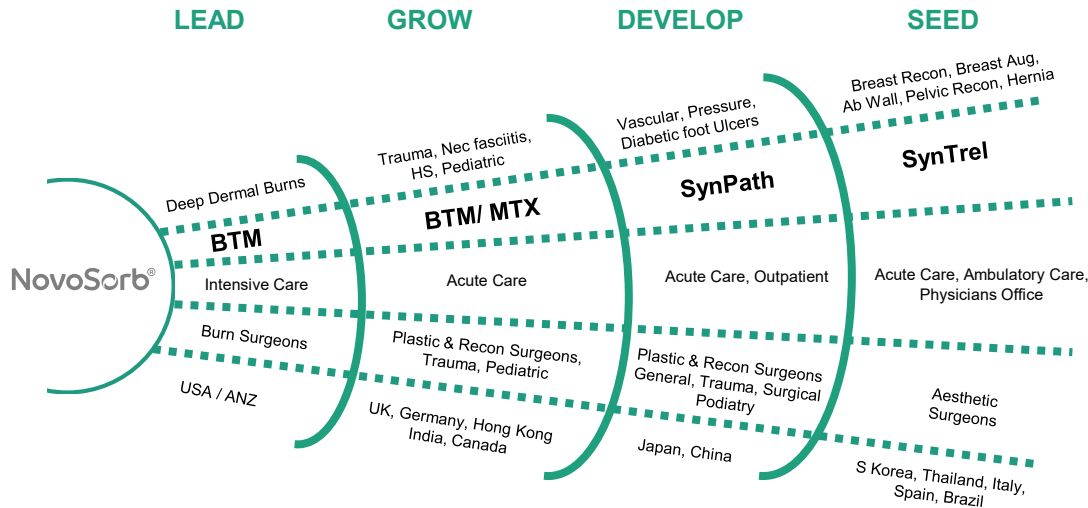
Breast reconstruction
Global procedures:
155 M

Orthobiologics
Global procedures:
2.2 MM

Source : Global Data, Zion reports, 2021, WHO, Government sources
M – 000; MM – 000,000; B – Billion

Global Strategy on a Page:

Focused on Burns & Trauma – open to alliances in adjacencies



NovoSorb MTX First Sales in U.S.

- First shipment of NovoSorb MTX product to PolyNovo U.S. in early April
- Targeted at seeding the market with handpicked surgeons for feedback before a wider release.
- Sales occurred faster than expected with first sales to two different hospitals.
- NovoSorb® MTX leverages the technology platform underpinning the clinical success of NovoSorb® BTM (“BTM”) for use in indications where the sealing membrane is not required.
- The wound can be closed either with a subsequent skin graft or allowed to heal through secondary intention and can simplify wound management and presents wider applications.
- NovoSorb® MTX is complimentary to BTM and expands PolyNovo’s advanced wound care portfolio
- NovoSorb® MTX is indicated for use in partial and full thickness wounds, pressure ulcers, venous ulcers, chronic and vascular ulcers, diabetic ulcers, and surgical and trauma wounds, offering clinicians greater versatility in wound management.
- NovoSorb® MTX expands PolyNovo’s addressable market in the U.S. by an estimated \$AU500M.

Accelerating Global Impact – 9 months to 31 March 2023

~ **9K** patients in first nine months of 2023, versus ~ **10K** patients through full year 2022

Strong global revenue, **A\$45.2m**, growing at **47.8%**

Global BTM product sales, A\$41.1m, growing at 49.8%

US revenue at A\$33.4m, growing at 41.8%

ROW revenue at A\$7.6m, growing at 99.5%

BARDA revenue at A\$3.4m, growing at 13.0%

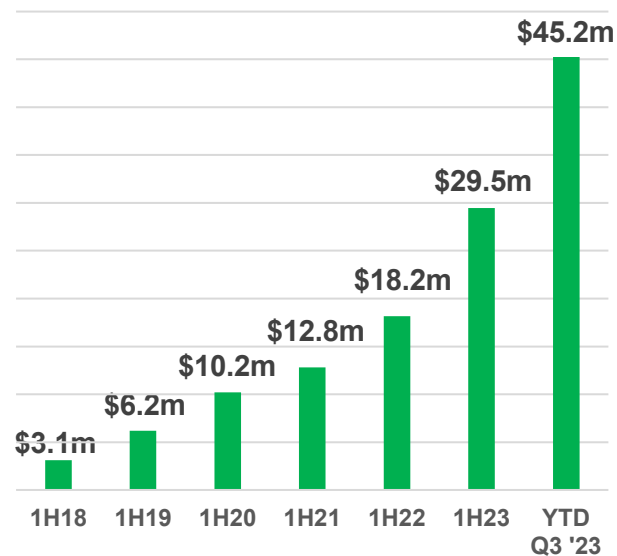
Entry into Hong Kong, Canada & India in Dec 2022

Strong partnership with **BARDA, US FDA**

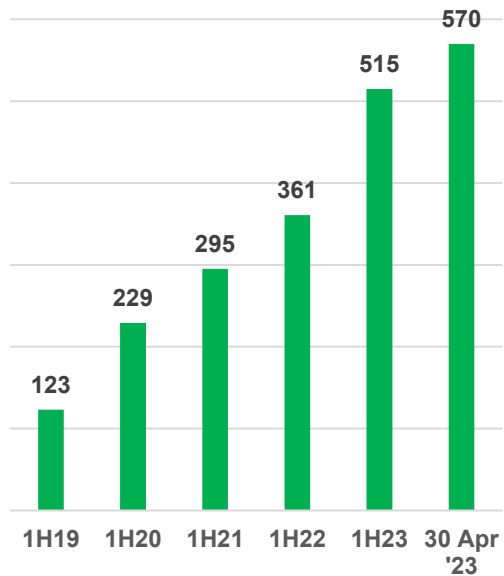
Capital raise of \$A53m in Dec 2022 for *geographical expansion, new indications, new products and building capacity*

Capital Efficient Scaling

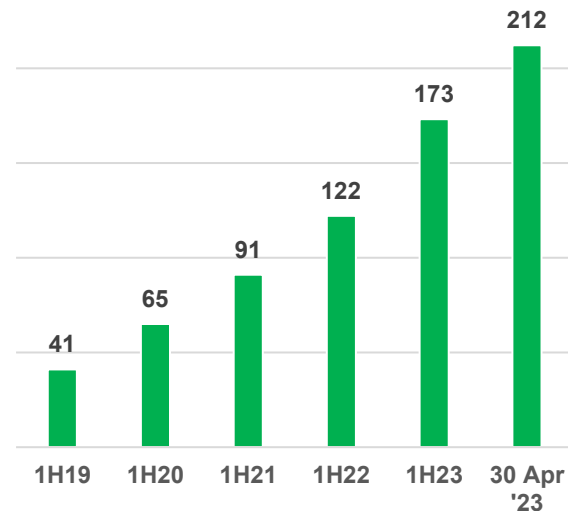
Total Revenue 1H & YTD 2023



Customers (Hospitals)



Employees



- 1H21 and 1H22 impacted by Covid-19
- Total Revenue includes product sales, BARDA contract revenue and other income

Uniquely situated to drive global growth

- **Genius** technology
- **Underserved** market
- Capital efficient **Growth** and **Scaling**

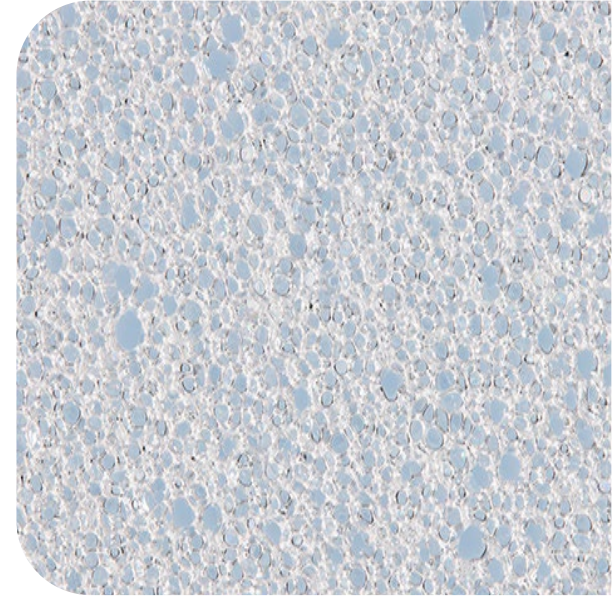
Near term results will be lumpy but with consistent long-term growth trajectory

- As we add indications **beyond burns**, enter **new geographies**, launch **new products**

Purpose Driven, Engaged Organization

- Building **Global Organisation**, **Processes** and **Technology backbone** enabling scale

NovoSorb BTM is already redefining healing. We have an opportunity to be Soft Tissue regeneration platform of Choice.





Thank you