



# One Platform. Multiple Indications.

*Accelerating Our Growth Profile*  
Q1 2023 Investor Presentation

NASDAQ: RCEL

ASX: AVH



Certain statements in this presentation and the accompanying oral commentary are “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained in this presentation, including statements regarding our future financial condition, technology platform, development strategy, prospective products, pipeline and milestones, regulatory objectives, expected payments from and outcomes of collaborations, and likelihood of success, are forward-looking statements. Such statements are predictions only and involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include, among others, the costs, timing and results of clinical trials and other development activities; the uncertainties inherent in the initiation and enrollment of clinical trials; the uncertainties associated with the COVID-19 pandemic; the unpredictability of the timing and results of regulatory submissions and reviews; market acceptance for approved products and innovative therapeutic treatments; competition; the possible impairment of, inability to obtain and costs of obtaining intellectual property rights; and possible safety or efficacy concerns, general business, financial and accounting risks and litigation. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified and some of which are beyond our control, you should not rely on these forward-looking statements as predictions of future events. More information concerning AVITA Medical as well as the aforementioned risks and uncertainties is available in our public filings with the U.S. Securities and Exchange Commission, including our most recent Annual Report on Form 10-Q for the year ended March 31, 2023. We are providing this information as of its date and do not undertake any obligation to update or revise it, whether as a result of new information, future events or circumstances or otherwise, except as required by law. Additional information may be available in press releases or other public announcements and public filings made after the date of this presentation.

AVITA Medical’s products are Rx only. Please reference the Instructions for Use for more information on indications, contraindications, warnings, precautions and adverse events.

In the United States, RECELL® is approved for use in patients suffering acute thermal burns. Use of RECELL in other patient populations is either prohibited by United States law or may be made available pursuant to a relevant investigational device exemption granted by the FDA (and likewise limited by United States law to investigational use only).

# Who is AVITA Medical?



Regenerative medicine company transforming the standard of care for skin restoration with its innovative cellular technology platform, the **RECELL® System**



RECELL System includes autologous cell harvesting device that prepares, produces, and delivers regenerative cellular suspension, **Spray-On Skin™ Cells**, within 30 minutes at the point of care.



Spray-On Skin Cells contain cells necessary to regenerate patient's outer layer of natural, healthy skin as well as cells that modulate and **catalyze healing process**



Current U.S. indication: acute thermal burns

Pending U.S. indications: PMA supplement for soft tissue repair, PMA application for vitiligo



## **Core advantages:**

- Utilizes small skin sample from patient; significantly less skin relative to conventional skin graft treatment
- Suspension created at patient's bedside within 30 minutes, further supports healing at the cellular level
- Multi-cell regenerative therapy in single point-of-care procedure, reducing hospital length of stay

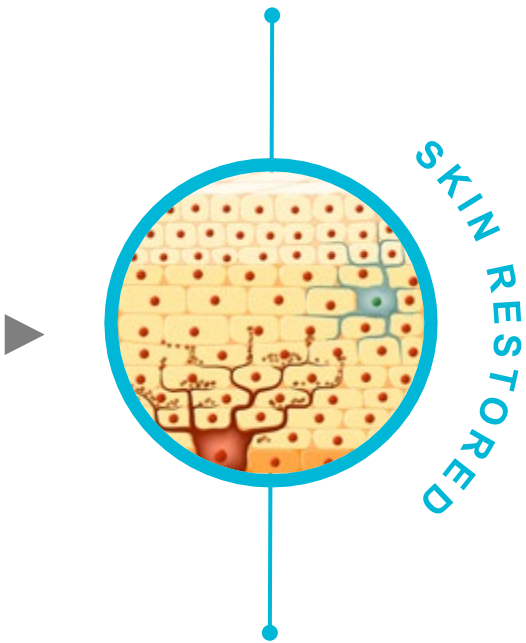
# What is RECELL?



## Treatment using RECELL



RECELL enables regeneration of healthy skin



Free cells modulate and catalyze healing process

# One Platform. Multiple Indications.



U.S. INDICATION	2022	2023	2024	2025
BURNS (Approved)	Outpatient Code Ease of Use Device Japan: Approval, Reimbursement, Launch	RECELL GO Device Submission*: Q2	RECELL GO Device Approval: Q1	
SOFT TISSUE (Expected July 2023)	PMA Supplement Submission: December	FDA Approval: June Launch: July 1		
VITILIGO (Expected July 2023)	PMA Submission: December	FDA Approval: June Pilot Launch: July 1		RECELL In-Office Reimbursement Launch

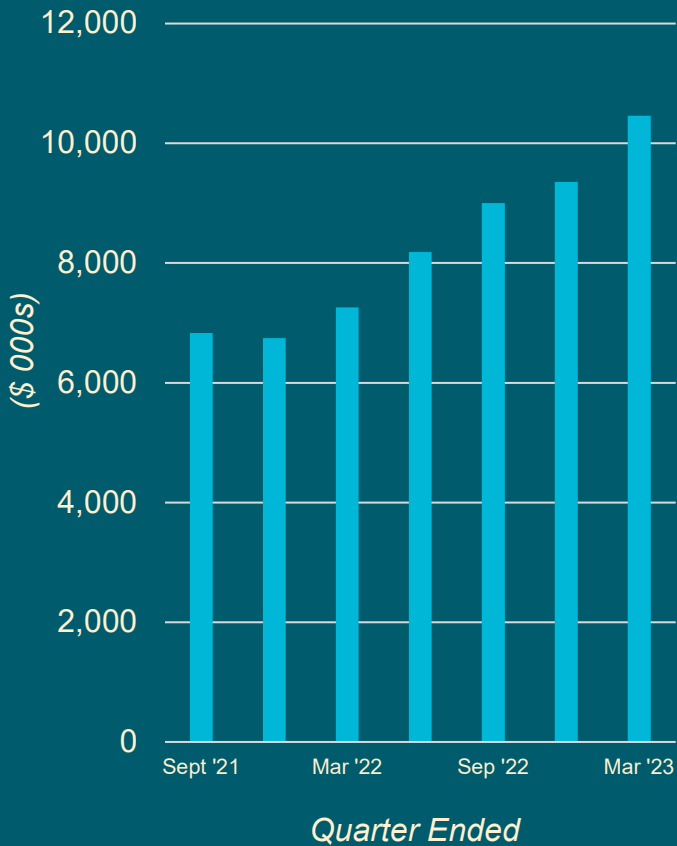
\* Maintains Breakthrough Device designation by the FDA.

# 2023 Highlights & Milestones

## 2023 Q1

- Commercial Revenue Growth:
  - First quarter 2023: 40% same quarter prior year
- Field Sales Organization:
  - Initiated recruiting and hiring process; grew from 30 to 69 towards goal of 70
  - Ahead of schedule; onboarding and training underway
- Soft Tissue Repair:
  - Expect FDA approval in June 2023 followed by commercial launch on July 1, 2023
  - FDA Breakthrough Device Designation
- Vitiligo:
  - Expect FDA approval in June 2023; pursuing reimbursement for the use of RECELL in office, which is expected in 2025
  - FDA Breakthrough Device Designation
- RECELL GO Device:
  - Anticipate FDA submission by June 30, 2023
  - Maintains FDA Breakthrough Device Designation

Strong U.S. RECELL Commercial Growth



Quarters referenced in calendar year. As of January 1, 2022, AVITA Medical is reporting on a calendar year basis.



# Soft Tissue Repair Opportunity

- Submitted PMA Supplement in December 2022
- Expect FDA approval in June 2023
- Following approval, launching July 2023
- Significant synergies between Burns and Soft Tissue Repair; drives growth over the next 3+ years

Soft Tissue Repair expands business to encompass all acute wounds

In the U.S., RECELL is approved for acute thermal burns. Use of RECELL in other indications is either (1) limited by United States law to investigational use; or (2) otherwise prohibited. In the United States, RECELL is not approved for use in pediatrics. Use of RECELL in this case was performed internationally where the indication is approved.

1. 2017 centers for disease control. Open wounds category summary. [https://www.cdc.gov/nchs/data/nhamcs/web\\_tables/2017\\_ed\\_web\\_tables-508.pdf](https://www.cdc.gov/nchs/data/nhamcs/web_tables/2017_ed_web_tables-508.pdf)

2. RECELL eligible calculated using annual unique skin graft patients for trauma wounds per Definitive Healthcare/ .33 ( % of time skin grafts used per market research. Includes most ideal wounds (degloving, fasciotomy, skin infection, abrasion, crush) plus lacerations and amputations)

Female, pregnant 28-year-old who suffered from a de-gloving injury



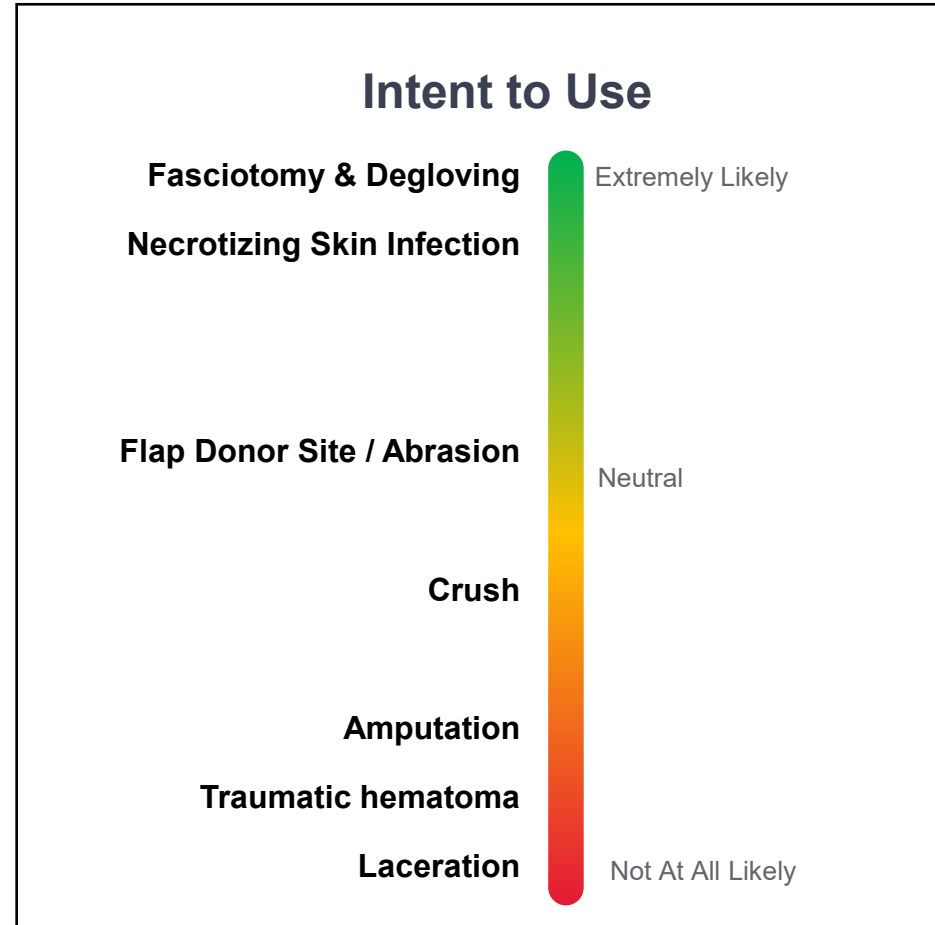
POST DEBRIDEMENT OF INJURY



6 MONTH POST-RECELL TREATMENT

Poster: Use of regenerative suspension in the treatment of a complex de-gloving injury. Ian M Smith.

# RECELL's Perceived Advantages Vary Depending on Wound Type

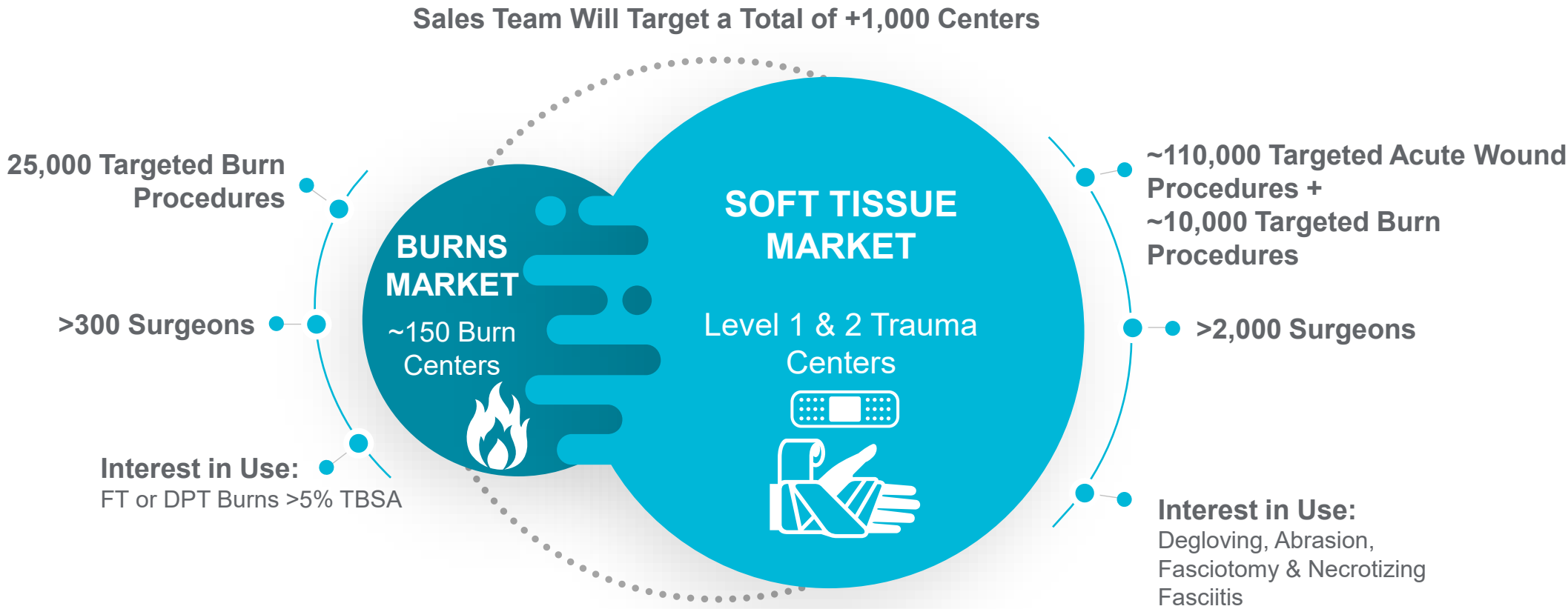


Unlike with Burns, most surgeons would consider RECELL for small wounds



# Overlap of Burns and Soft Tissue Repair

## Meaningful Broaden Acute Wounds Business by Soft Tissue Repair Indication



Eligible procedures at targeted call points: 145,000+

# Synergies of Burns and Soft Tissue Repair

- Soft Tissue Repair in-patient reimbursement: same DRG code as Burns; *effective immediately* upon FDA approval
- Soft Tissue Repair out-patient transitional pass-through code (TPTC): same code as Burns; *effective immediately* upon FDA approval
- Of ~150 burn centers, 50% are also either level 1 or level 2 trauma centers; *immediate access* to expanded label upon approval
- Approximately 30% of Burns are treated outside of burn centers within level 1 or level 2 trauma centers; thus, expansion into these trauma centers *allows sales force to capture remaining portion of burn market*
- In April 2023, sales force started the Value Analysis Committee discussions in level 1 and level 2 trauma centers
- Expanded sales force from 30 to 69, towards our goal of 70 ahead of July 1 launch of Soft Tissue Repair
- AVITA Medical *growth over the next three to five years fueled by Soft Tissue Repair and Burns*

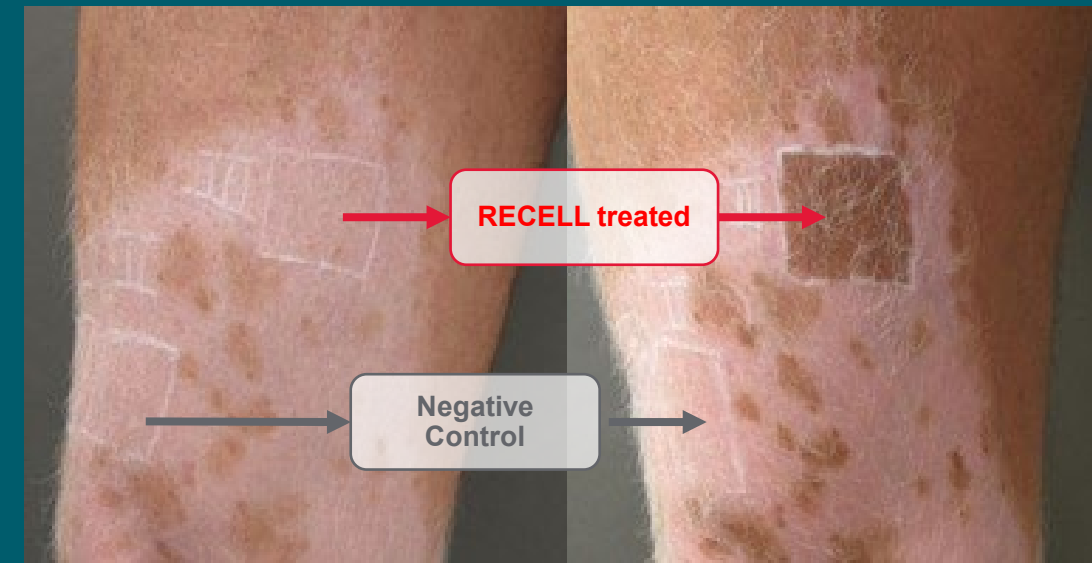
Synergies enhance commercial launch of Soft Tissue Repair in July 2023

# Vitiligo Opportunity

- Submitted PMA application in December 2022 with study results:
  - Primary endpoint: proportion of study sites achieving  $\geq 80\%$  re-pigmentation for RECELL-treated sites vs Control at Week 24
  - Super-superiority was established for the primary endpoint ( $p < 0.025$ )
- Expect FDA approval in June 2023
- Proposed RECELL indication represents first-in-class re-pigmentation transplantation of melanocytes
- Plans for 2023 – 2024:
  - Build podium presence
  - MD initiated research to refine patient selection
- Vitiligo market five times the size of combined Burns and Soft Tissue Repair
- Vitiligo opens significant market application of RECELL
- Site of service reimbursement for RECELL in office expected 2025

## First-in-class re-pigmentation transplantation of melanocytes

Patient from a prior study at six-months  
RECELL-treated area was 100% re-pigmented



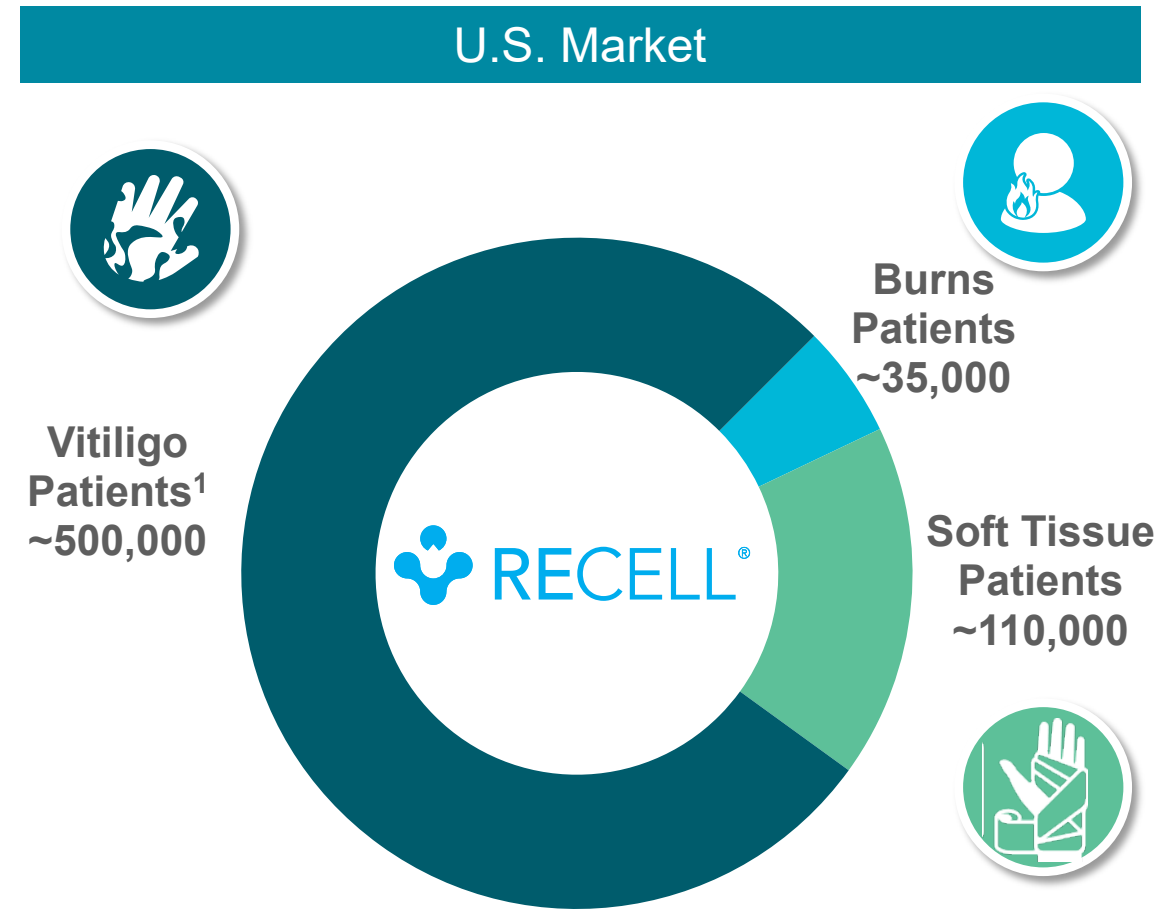
Komen L, Vrijman C, Tjin EP, Krebbers G, de Rie MA, Luiten RM, van der Veen JW, Wolkerstorfer A. Autologous cell suspension transplantation using a cell extraction device in segmental vitiligo and piebaldism patients: a randomized controlled pilot study. *Journal of the American Academy of Dermatology*. 2015 Jul;73(1):170-2.

## RECELL treatment against "control" unmatched at six months

\*NB-UVB protocol per Vitiligo Working Group recommendations JAAD 2017.  
In the United States, RECELL is not approved for treatment of vitiligo.

# 2023: A Year of Inflection

- Expecting FDA approvals for two indications: Soft Tissue Repair and Vitiligo
- Soft Tissue Repair: launching in July 2023; ~5x market expansion will fuel revenue growth
- Vitiligo: ~5x patient population of Burns and Soft Tissue Repair, combined; pursuing reimbursement for RECELL in physician setting
- RECELL GO: anticipating FDA submission by June 30, 2023
- International expansion strategy by end-of-year 2023



Soft Tissue Repair and Vitiligo greatly expand U.S. market opportunity

(1) Approximately 500,000 patients with vitiligo sought treatment in 2022.

# Financial Overview: Q1 2023



(USD in \$000s)	Unaudited Three-Months Ended March 31	
	2022	2023
Commercial Sales	7,446	10,458
BARDA Sales	93	92
<b>Total Revenue</b>	<b>7,539</b>	<b>10,550</b>
Gross Profit	5,761	8,883
BARDA Income	734	627
Cash, Cash Equivalents & Marketable Securities	95,054	77,640

## Analysts

- Josh Jennings, Cowen (U.S.)
  - Matt O'Brien, Piper (U.S.)
  - Ryan Zimmerman, BTIG (U.S.)
- Brooks O'Neil, Lake Street (U.S.)
  - John Hester, Bell Potter (AUS)
  - Lyanne Harrison, BofA Global Research (AUS)
- Scott Power, Morgans (AUS)
  - Chris Kallos, MST (AUS)
  - Shane Storey, Wilsons (AUS)

NASDAQ ticker  
symbol:  
**RCEL**

ASX ticker  
symbol:  
**AVH**

## Financial Guidance

Commercial revenue, excluding BARDA revenue:

- Q2 2023: \$10.7 - \$11.7 million
- 2023: \$49 – \$51 million

## Future Milestones

- Expected approval of PMA supplement for soft tissue repair indication in June 2023 followed by commercial launch on July 1, 2023
- Expected approval of PMA application for vitiligo indication in June 2023
- Anticipate FDA submission of RECELL GO by June 30, 2023

## **Burns**

- Core Burn centers will continue to penetrate, adopt and grow
- Burns utilization will expand, accessing ~30% of market not currently called on by AVITA Medical Burns sales team
- Strong healthcare economics drive in-patient adoption; TPTC broadens coverage

## **Soft Tissue Repair**

- Represents ~5x expansion of Burn center market opportunity in level 1 and level 2 trauma centers
- Reimbursement starts DAY 1 using same codes and reimbursement as Burns

## **Vitiligo**

- Represents ~5x patient population of Burns and Soft Tissue Repair, combined; opens significant market application
- Pursuing reimbursement for RECELL within the physician setting, expected 2025

## **RECELL GO**

- Evolutionary design of existing RECELL technology designed to automate cell disaggregation process; eases training burden
- Critical component of platform that will greatly accelerate our growth

## **Outlook over next 3 to 5 years in U.S.**

- AVITA Medical growth driven by Burns and Soft Tissue Repair
- Vitiligo comes to market adoption in 2025
- International expansion plans by end-of-year 2023

*Near-term growth driven by Acute Wounds market expansion*



Revolutionary  
treatment using a  
**patient's own skin**  
for life-changing  
outcomes

avita<sup>medical</sup>



Zed, treated with the RECELL<sup>®</sup> System

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# Risk Factors and Disclosures

- There are numerous risk factors involved with the Company's business. Some of these risks can be mitigated by the use of safeguards and appropriate systems and controls, but some are outside the control of the Company and cannot be mitigated. Accordingly, an investment in the Company carries no guarantee with respect to the payment of dividends, return of capital or price at which securities will trade. The following is a summary of the more material matters to be considered. However, this summary is not exhaustive. Potential investor should consult their professional advisors before deciding whether to invest.
- Technological Change: Technological change presents the Company with significant opportunities for growth. However, the risk remains that any competitor may introduce new technology enabling it to gain a significant competitive advantage over the Company.
- Reliance on key personnel: The Company's success depends to a significant extent upon its key management personnel, as well as other management and technical personnel including sub-contractors. The loss of the services of any such personnel could have an adverse effect on the Company.
- Competition: The Company competes with other companies in the United States as well as in Australia and internationally. Some of these companies have greater financial and other resources than the Company and, as a result, may be in a better position to compete for future business opportunities. There can be no assurance that the Company can compete effectively with these companies.
- Patent Protection: The patent protection that the Company may obtain varies from product to product and country to country and may not be sufficient, including to maintain product exclusivity. Patent rights are also limited in time and do not always provide effective protection for products and services: competitors may successfully avoid patents through design innovation, the Company may not hold sufficient evidence of infringement to bring suit, or the infringement claim may not result in a decision that the rights are valid, enforceable or infringed. Legislation or regulatory actions subsequent to the filing date of a patent application may affect what an applicant is entitled to claim in a pending application and may also affect whether a granted patent can be enforced in certain circumstances. Laws relating to biotechnology remain the subject of ongoing political controversy in some countries. The risk of changed laws affecting patent rights is generally considered greater for the biotechnology field than in other longer established fields.
- Change in government policy and legislation: Any material adverse changes in relevant government policies or legislation of Australia / United States may affect the viability and profitability of the Company, and consequent returns to investors. The activities of the Company are subject to various federal, state and local laws governing prospecting, development, production, taxes, labor standards and occupational health and safety, and other matters.
- Clinical Studies to Support Any Regulatory Applications for Additional Commercial Applications: The Company cannot guarantee that any clinical trials will be conducted as planned or completed on schedule, if at all. As a result, we may not achieve the expected clinical milestones necessary for approval by the FDA, or other regulators, for the use of RECELL® System for additional applications in the United States or other countries. A failure or delay in a clinical study or regulatory application can occur at any stage. Delays can be costly and could negatively affect our ability to complete clinical trials for our product candidates. If we are not able to successfully complete clinical trials, we will not be able to obtain regulatory approval for the use of our product for additional applications, all of which could have a material adverse effect on our business, financial condition and results of operations.

# Important Safety Information

- **INDICATIONS FOR USE:** The RECELL® Autologous Cell Harvesting Device is indicated for the treatment of acute thermal burn wounds. The RECELL device is used by an appropriately-licensed healthcare professional at the patient's point of care to prepare autologous RES® Regenerative Epidermal Suspension for direct application to acute partial-thickness thermal burn wounds in patients 18 years of age and older or application in combination with meshed autografting for acute full-thickness thermal burn wounds in pediatric and adult patients.
- **CONTRAINDICATIONS:** RECELL is contraindicated for: the treatment of wounds clinically diagnosed as infected or with necrotic tissue, the treatment of patients with a known hypersensitivity to trypsin or compound sodium lactate (Hartmann's) solution, patients having a known hypersensitivity to anesthetics, adrenaline/epinephrine, povidone-iodine, or chlorhexidine solutions.
- **WARNINGS:** Autologous use only. Wound beds treated with a cytotoxic agent (e.g., silver sulfadiazine) should be rinsed prior to application of the cell suspension. RECELL is provided sterile and is intended for single-use. Do not use if packaging is damaged or expired. Choose a donor site with no evidence of cellulitis or infection and process skin immediately. A skin sample should require between 15 and 30 minutes contact with Enzyme. Contact in excess of 60 minutes is not recommended. RECELL Enzyme is animal derived and freedom from infectious agents cannot be guaranteed.
- **PRECAUTIONS:** RECELL is not intended for use without meshed autograft for treatment of full-thickness burn wounds. The safety and effectiveness of RECELL without meshed autograft have not been established for treatment of partial-thickness burn wounds: on the hands and articulating joints, >320 cm<sup>2</sup>, in patients with wounds totaling >20% total body surface area (TBSA). The safety and effectiveness of RECELL with autografting have not been established for treatment of full-thickness burn wounds: on the hands and articulated joints, and in patients younger than 28 days of age (neonates).
- **SPECIAL PATIENT POPULATIONS:** The safety and effectiveness of RECELL have not been established for treatment of acute thermal partial-thickness burn wounds in pediatric patients younger than 18 years of age.