



# Wilsons Drug & Device Conference



*Healing. Redefined.*

October 26, 2023

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NovoSorb<sup>®</sup>

**Genius** technology

**Underserved** market

Capital efficient **Growth** and  
**Scaling**

# Innovation driven out of frustration with the Existing Standard of Care

2002

Bali Bombing kills 202 and critically injures 209. Australian survivors were repatriated to major Burns units for treatment. Large, delayed and colonized wounds required dermal substitutes, but the existing SOC carried risk of infection and rejection. Prof. John Greenwood (Burns Unit, Royal Adelaide Hospital) sought a synthetic alternative



2004

The CSIRO developed a family of polymers -- synthetic material that could safely biodegrade and be metabolised by the human body -- for use in implantable medical devices. CSIRO/PolyNovo collaboration with Prof. John Greenwood results in development of NovoSorb® BTM

**2008:** PolyNovo acquired by a ASX listed company; pre-clinical studies and factory established in Port Melbourne.



2013

First patient treated with NovoSorb BTM.

2015

NovoSorb BTM: US 510(k) clearance

2018

NovoSorb BTM: Australian TGA registration, India market authorization

2019

NovoSorb BTM: Receives European CE Mark and US, FDA Breakthrough Device Designation

2021

BARDA ,US FDA partnership for Burns Pivotal trial

2022

NovoSorb MTX: US 510(K) clearance

2023

In 27 markets globally

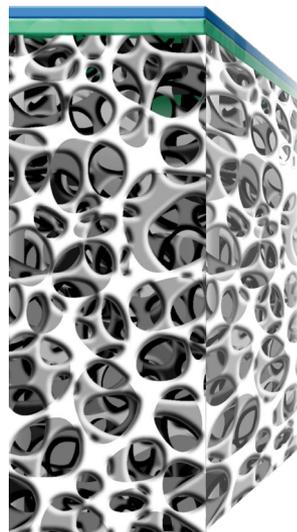
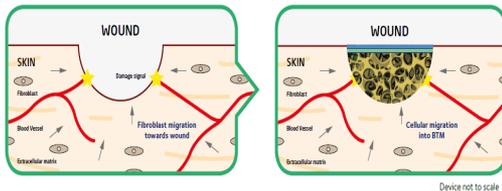
# NovoSorb®: Simple. Elegant. Transformative

## Macro to Micro wounds:

NovoSorb BTM's matrix organizes a large wound (macro-wound) into a series of interconnected small wounds (micro-wounds). The body easily heals small wounds, promoting organized, regenerative healing.

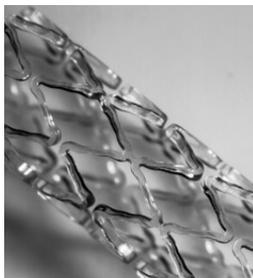
- Biocompatible
- Resorbable

## Optimized Regenerative Healing



- 100% synthetic, maintains integrity over time and resistant to shear forces.
- Clinically shown to be robust in presence of infection.
- Flexible, allowing clinicians to skin graft at their convenience, in stages or all at once.
- Virtually unlimited in its supply or consistency unlike biologics.
- Used by a variety of Surgeons including Plastic, Reconstructive, Trauma and General

***Minimizes scarring. Restores form and function.***

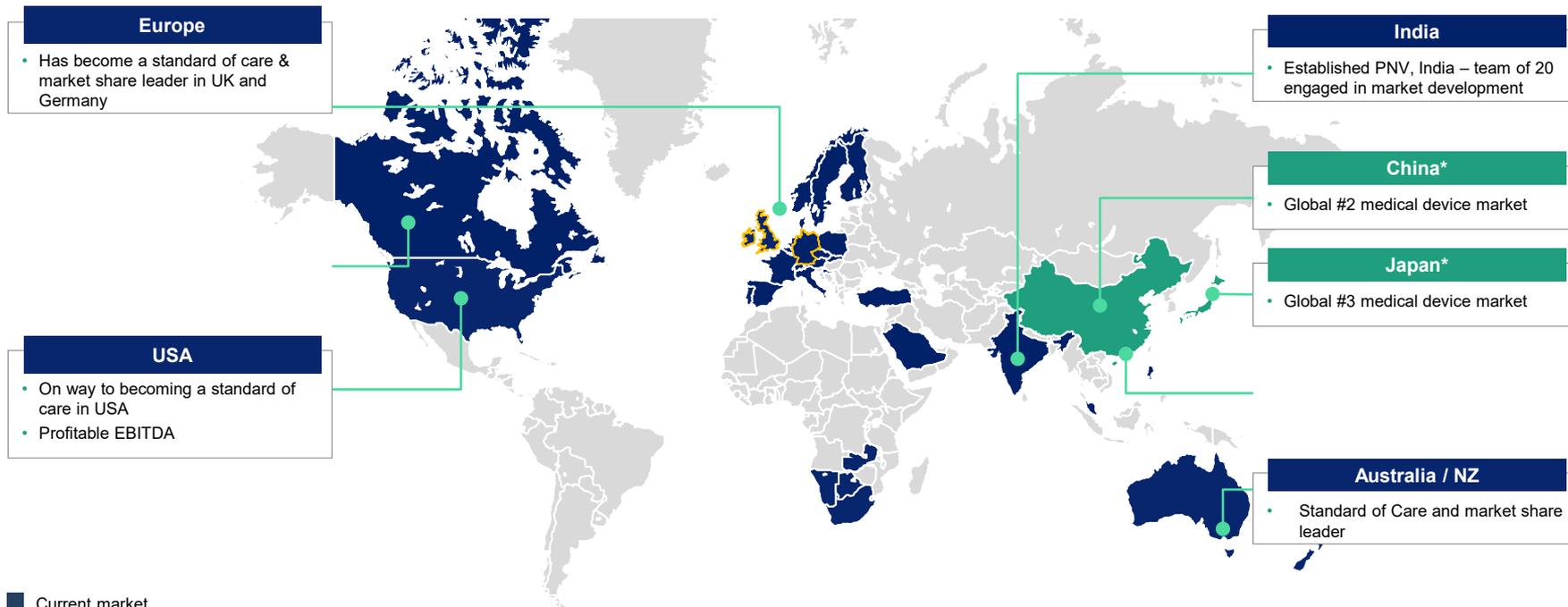


## Robust IP Portfolio

PolyNovo has obtained IP Protection for its 10 Patent families (incl. 61 patents & 28 patent applications) in a broad range of countries including commercial destinations. These incl. protection for compositions of matter, as well as their general & specific medical use in applications including stents, orthopedic repair, burns & wound repair, hernia, diabetic ulcer & breast reconstruction. The patents and applications are fully owned by PolyNovo, providing protection for company's technologies until as far out as **2038**.

# Disciplined Execution

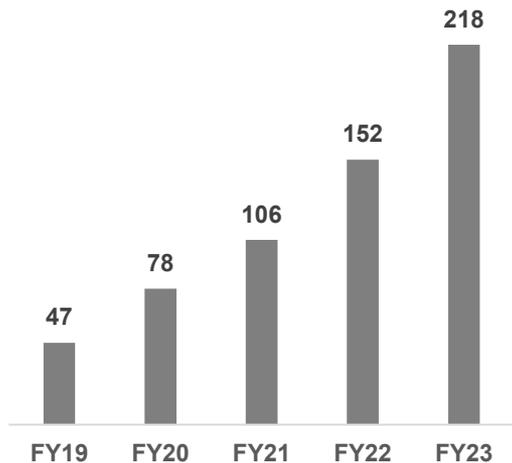
## *Yielding Strong Business Results and Redefining the Standard of Care*



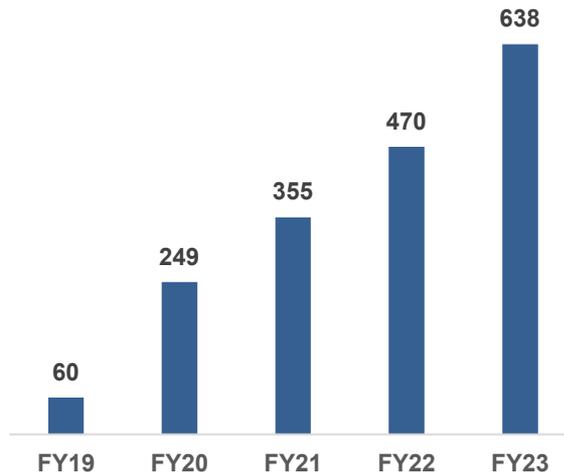
US FDA has cleared NovoSorb BTM wound dressing for management of wounds including; partial and full thickness wounds, pressure ulcers, venous ulcers, diabetic ulcers, chronic and vascular ulcers, surgical wounds (donor sites/grfts, post Moh's surgery, post-laser surgery, podiatric, wound dehiscence),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

# Where are we today?

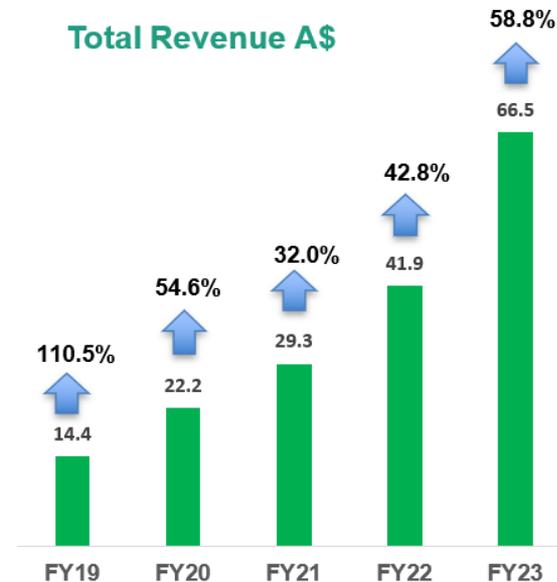
### Total Employees



### Customers (Hospitals)



### Total Revenue A\$



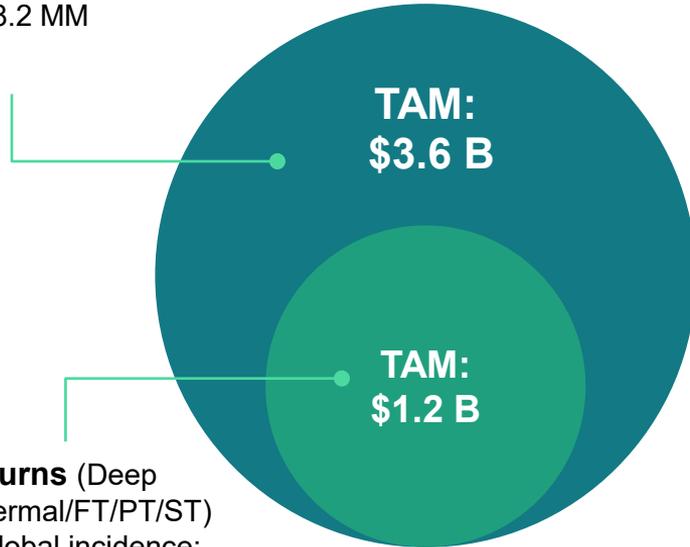
➡ Team expansion ➡ New applications

ANZ ➡ U.S. ➡ UK/I ➡ Germany ➡ Canada ➡ Hong Kong ➡ India ➡ Spain ➡ France ➡ **Japan** ➡ **China**

# NovoSorb® Will Disrupt Several Attractive Addressable Markets

## POLYNOVO FOCUS

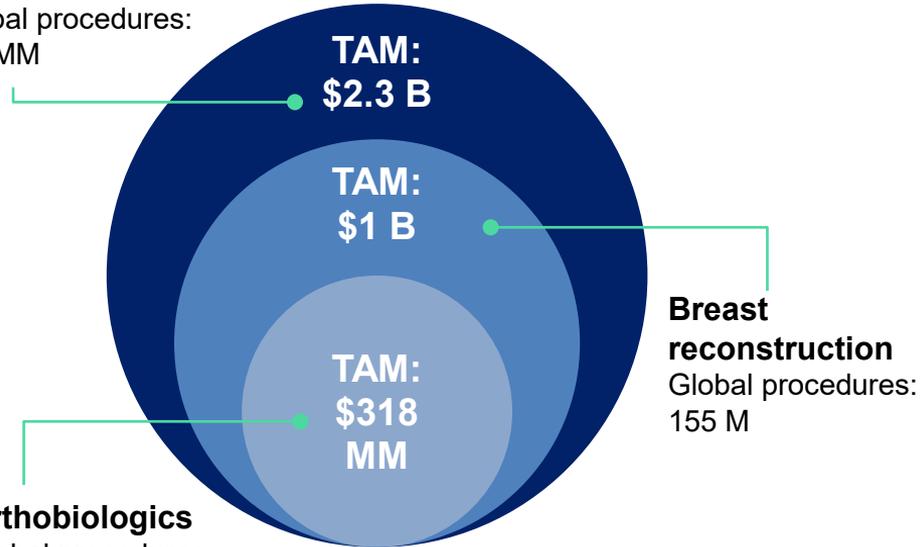
**Trauma (P&R)**  
Global incidence:  
78.2 MM



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

## WORKING WITH ALLIANCES

**Hernia/other reconstruction**  
Global procedures:  
8.9 MM



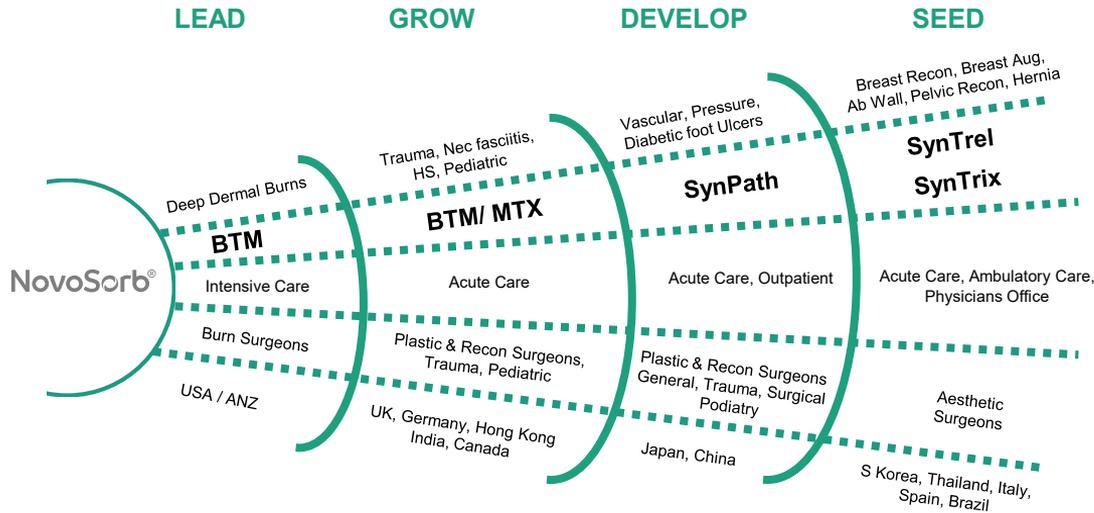
**Orthobiologics**  
Global procedures:  
2.2 MM

**Breast reconstruction**  
Global procedures:  
155 M

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 – Working with alliances in adjacencies*



# An Exciting Future,

## Uniquely situated to drive Global leadership and impact

- **Genius Technology:** Product to Procedure & Platform
- **Underserved market :** From 800m to 7.2B people
- **Committed to Capital Efficient Growth & Scaling**

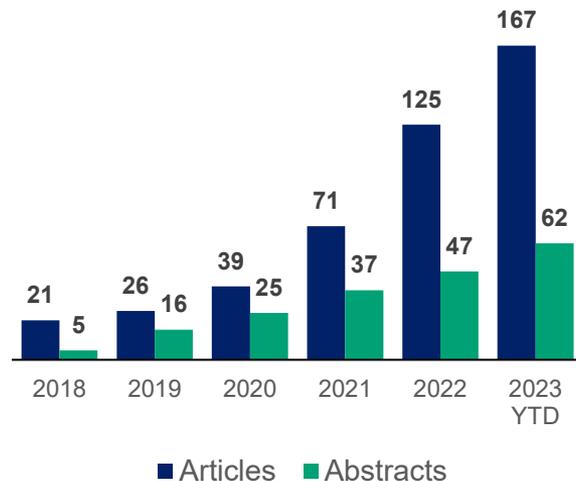
## Purpose driven, Engaged organization

- Building **Global Organization, Processes** and **Technology** to enable scale

## Next Generation Reconstructive Option

- **Customers** helping us drive **adoption curve** and **market development**
- Building sustainable **partnerships** will help **amplify impact** beyond our core focus areas

**NovoSorb BTM publications  
(cumulative)**





**Thank you**