



# Macquarie Australia Conference

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Healing. Redefined.

8 May, 2024

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This Presentation has been authorised by PolyNovo Chief Executive Officer, Swami Raote.

**NovoSorb<sup>®</sup>**

**Platform technology**

**Underserved market**

**Capital efficient Growth and  
Scaling**

# Strong Growth: Clinician Driven Momentum

**39 Countries**

**42,000+ Patients**

**250+ Independent**  
Articles and Abstracts

**105 Patients** Enrolled in  
BARDA Trial

**IQVIA** Health Economics  
Outcome Research,  
Sep 2024

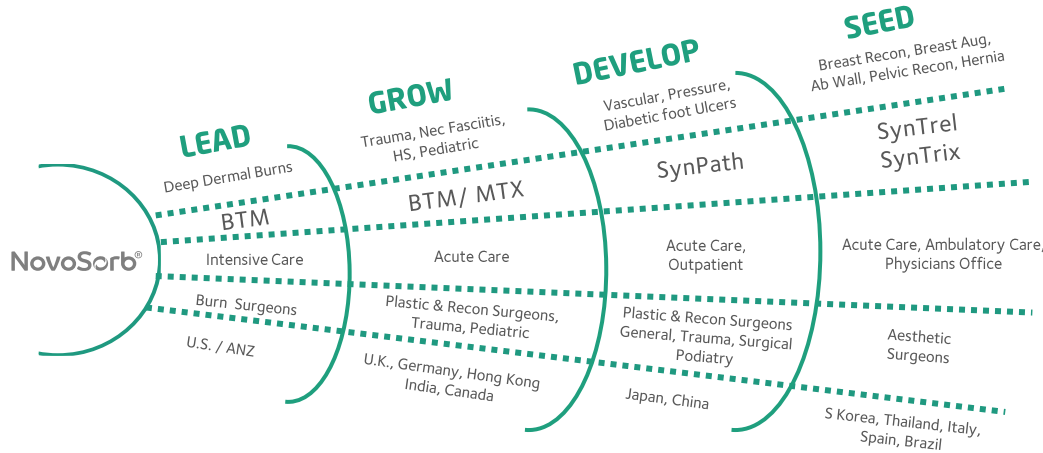


## Meaningfully Differentiated Patient Outcomes

**U.S.** ▲ **41.7%**  
1H24: \$32.2m | 1H23: \$22.8m

**ROW** ▲ **122.2%**  
1H24: \$10.0m | 1H23: \$4.5m

# Global Strategy on a Page: Focused on Burns & Trauma - open to Alliances in Adjacencies



Burns surgeons:	~200	~2,500
Plastic and reconstructive surgeons:	~7,500	~45,000
General surgeons:	~18,000	>200,000

PolyNovo Focus	
Burns and Trauma	U.S., entering Japan, China
Alliance Potential	
Hernia, Abdominal Wall Reconstruction	
Breast Reconstruction, Augmentation, Aesthetics	
Orthobiologics	
Transformational M&A Possibilities	
Plastic and Reconstructive Surgery oriented businesses	

Acute Complex Wounds

**NovoSorb<sup>®</sup> BTM**

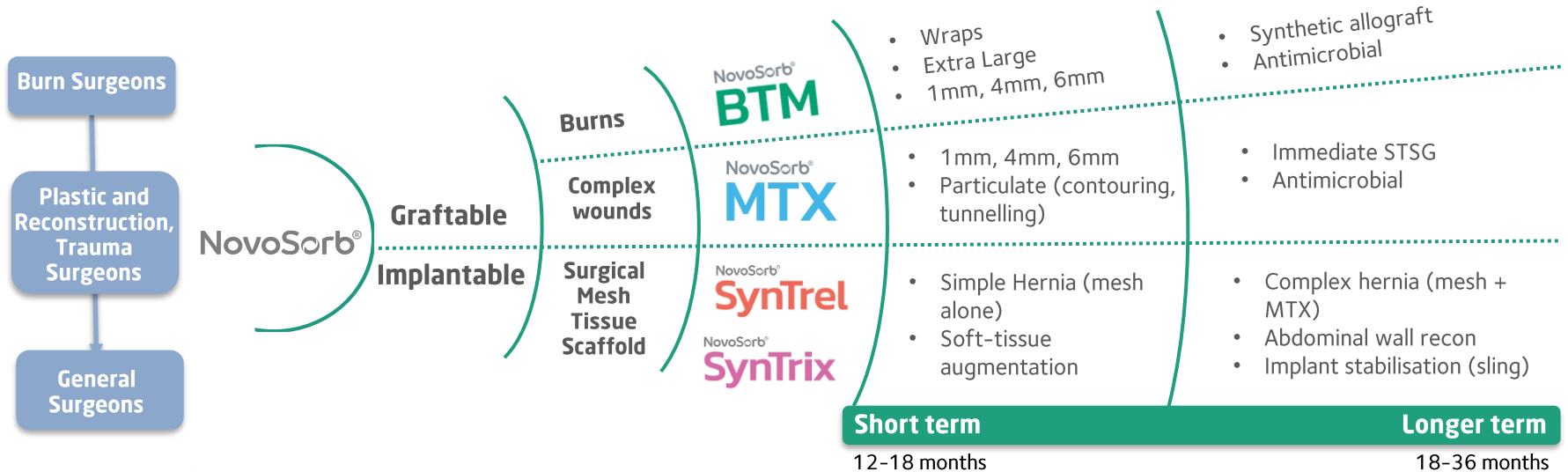
- Burns
- Trauma
- Infection
- Oncological excisions
- Vascular, diabetic limb salvage
- Pressure, sacral ulcers

**Simplifying the complex**

Free flaps

Allografts

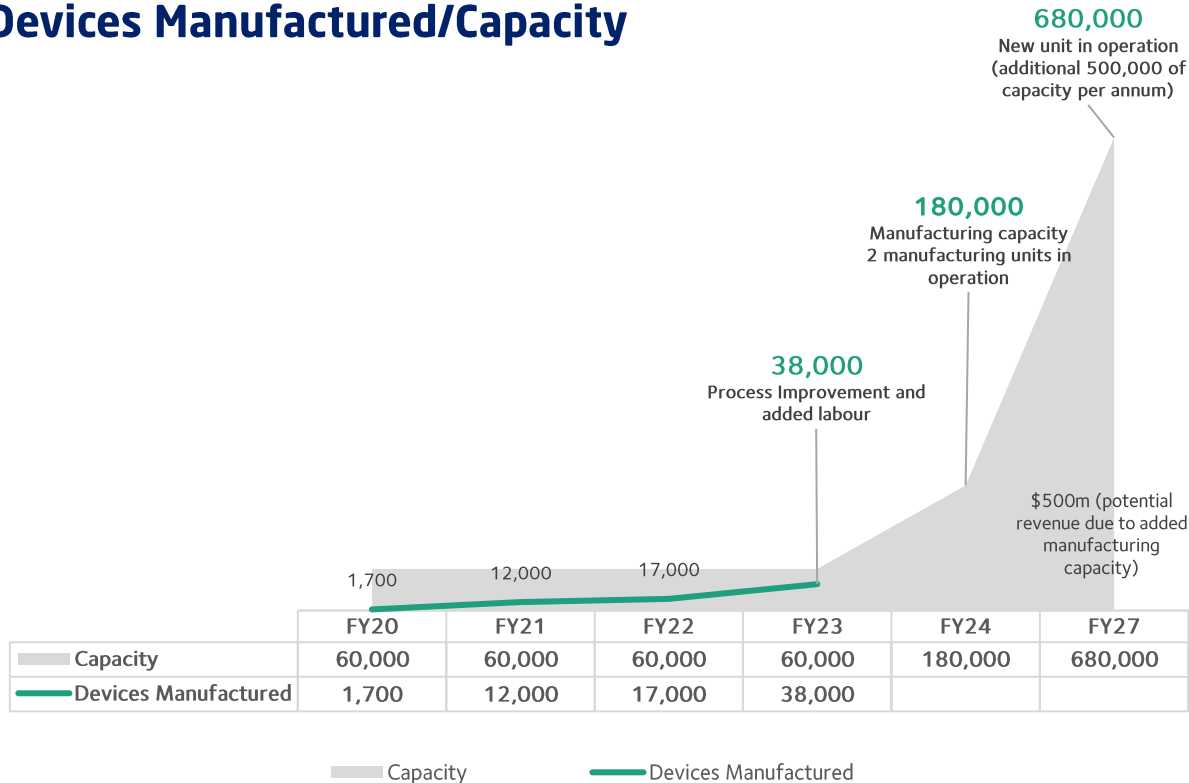
# NovoSorb: From Platform Technology to Products



**April 2024:**  
\$2M Victoria Govt. R&D Grant for Lab Expansion

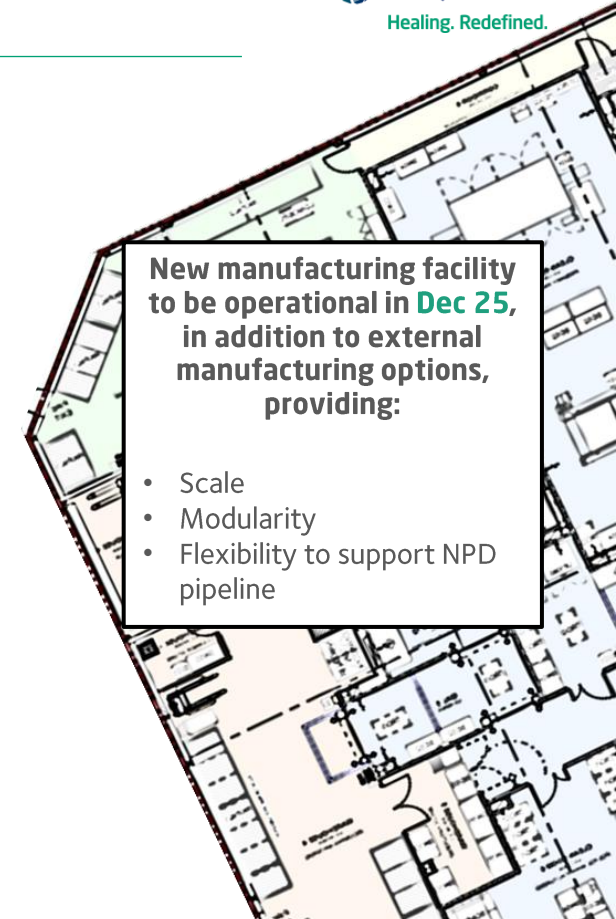
# Scaling Capacity to Support Growth

## Devices Manufactured/Capacity



**New manufacturing facility to be operational in Dec 25, in addition to external manufacturing options, providing:**

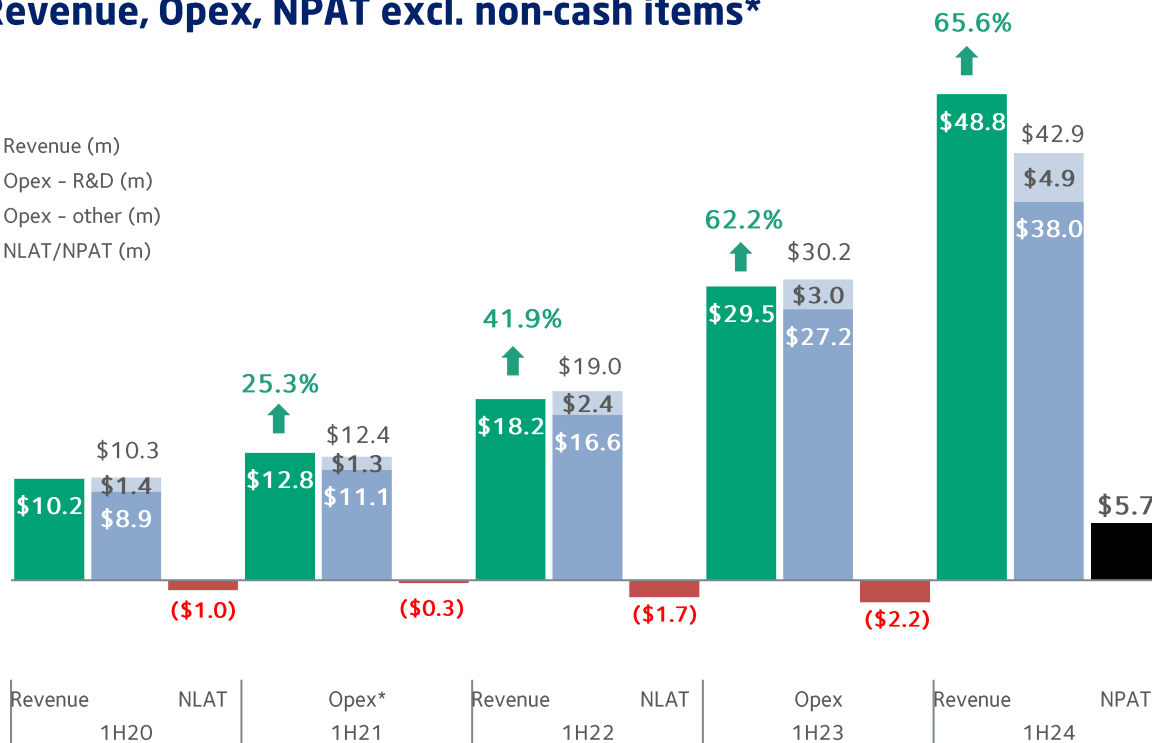
- Scale
- Modularity
- Flexibility to support NPD pipeline



# Capital Efficient Growth

## Revenue, Opex, NPAT excl. non-cash items\*

- Revenue (m)
- Opex - R&D (m)
- Opex - other (m)
- NLAT/NPAT (m)



\*adjusted for share based payments, depreciation & amortisation and unrealised foreign exchange gain/loss.

### Operating Leverage

- Opex (excl. non-cash) up 42.1% vs. revenue growth 65.6%
- NPAT excl. non-cash items A\$5.7m vs. STLY loss (A\$2.2m)
- Cashflow from operations A\$0.6m vs STLY (A\$2.7m)

### Continued Investment

- Manufacturing capacity ~A\$25m
- R&D team, programs and facilities
- Evidence generation and professional education
- Geographic expansion

### Capital Efficient and Responsible Growth



**NovoSorb<sup>®</sup>**

**Next Generation Standard of Care**

**Platform technology: Graftable & Implantable**

**Capital efficient Growth and  
Scaling**



PolyNovo®



**Thank you**

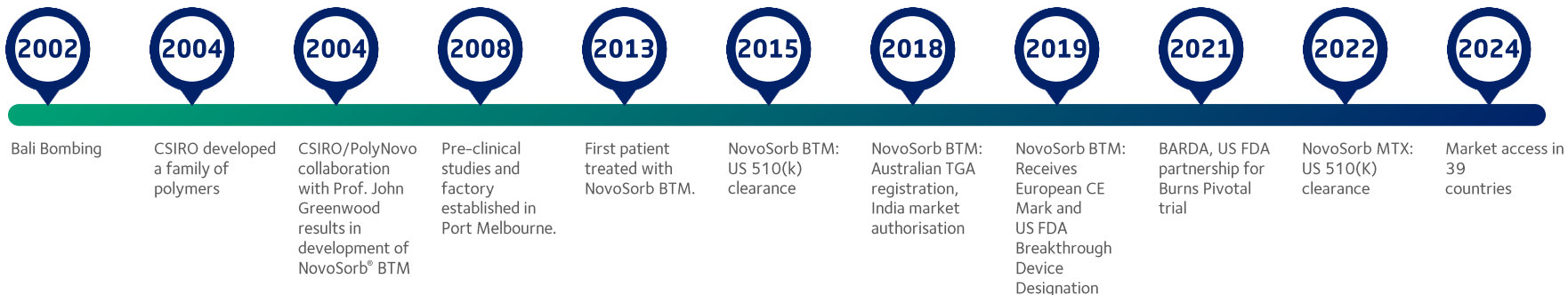
# Innovation, Emanating from Frustration with the Existing Standard of Care

2002






The Bali bombing killed 202, critically injured 209. Australian survivors were repatriated to major Burns units for treatment. Large, delayed and colonised wounds required dermal substitutes, but the prevalent biological standard of care carried risk of infection and rejection. Prof. John Greenwood (Burns Unit, Royal Adelaide Hospital) sought a synthetic alternative



Australian research agency 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.



# Disrupting US\$2.4B Advanced Skin Substitute Market

	<p><b>Underserved category of critical need</b></p>	<ul style="list-style-type: none"> <li>• Unmet global need for advanced skin substitutes.</li> <li>• Many products are fraught with issues around tissue origin, complex supply chain and manufacturing, regulatory and licensing challenges and religious considerations, restricting global access. There are considerations around use including infection, pain and dressing changes.</li> <li>• Category caters to ~ 800 MM / 8 B population today and are out of reach for many societies.</li> </ul>
	<p><b>Simple, transformative solution</b></p>	<ul style="list-style-type: none"> <li>• 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.</li> <li>• Demonstrated excellent patient outcomes including restoration of form, function, an improved cosmesis and reduced complexity for operating teams.</li> <li>• 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 in 2023*.</li> </ul>
	<p><b>Genius technology, approved products, global presence</b></p>	<ul style="list-style-type: none"> <li>• Robust portfolio of intellectual property and trade secrets including 42 issued patents (including on drug and antimicrobial elution, through 2038)</li> <li>• NovoSorb® BTM: FDA cleared in 2015, registered in 39 countries.</li> <li>• NovoSorb® MTX: FDA cleared in 2022.</li> <li>• In addition to the graftable product range (BTM, MTX), a pipeline of implantable products under development.</li> </ul>
	<p><b>Attractive business profile</b></p>	<ul style="list-style-type: none"> <li>• NovoSorb® BTM is the market leader in AU, NZ, UK, and Germany and is quickly becoming the standard of care for burns/trauma in the US.</li> <li>• 120 patient Burns Pivotal RCT is underway and is well-past the mid-way point for recruitment.</li> <li>• 250+ independent, peer reviewed publications and case series have driven rapid adoption.</li> </ul>
	<p><b>Capital efficient, profitable, primed for hyper growth</b></p>	<ul style="list-style-type: none"> <li>• Simple manufacturing footprint to support global scale.</li> <li>• Demonstrable outcomes, professional enthusiasm, and lean, focused execution is driving hypergrowth.</li> <li>• PolyNovo® USA is already a 20% plus EBITDA business.</li> <li>• Following successful capital raise in Nov 2022, the business has ~A\$46.8 MM + in cash and equivalent, with minimal cash burn.</li> <li>• Geography, channel and/or specific indication alliances are expected to open multi-billion-dollar opportunities.</li> </ul>

# 1H FY24 Financial Results

## Income Statement

(\$m)	1H24	1H23	Change %
<b>Total revenue (excluding interest income)</b>	<b>47.9</b>	<b>29.4</b>	<b>63.0%</b>
Operating expenses	(44.3)	(31.4)	41.3%
<b>Operating profit/(loss)</b>	<b>3.6</b>	<b>(2.0)</b>	<b>-285.7%</b>
Share based payments	(0.6)	(0.6)	12.9%
Unrealised forex gain/( loss)	(1.1)	0.1	n.m
<b>EBITDA</b>	<b>1.9</b>	<b>(2.5)</b>	<b>-177.5%</b>
Depreciation & amortisation	(1.3)	(1.1)	21.8%
<b>EBIT</b>	<b>0.6</b>	<b>(3.6)</b>	<b>-116.6%</b>
Interest income	0.9	0.1	n.m
Interest expense	(0.4)	(0.3)	4.6%
<b>Net profit/(loss) before tax</b>	<b>1.1</b>	<b>(3.8)</b>	<b>-128.2%</b>
Income tax benefit	1.6	0.0	n.m
<b>Net profit/(loss) after tax</b>	<b>2.7</b>	<b>(3.8)</b>	<b>-170.4%</b>
<b>Add Back Non-Cash Operating Expenses:</b>			
Share based payments	0.6	0.6	
Unrealised forex (gain)/ loss	1.1	(0.1)	
Depreciation & amortisation *	1.3	1.1	
<b>Net profit/(loss) after tax excl. non-cash items</b>	<b>5.7</b>	<b>(2.2)</b>	<b>-360.7%</b>

\* Includes depreciation included in movement of inventories (manufacturing cost)

## Highlights:

- Revenue up 65.6%
- Product sales up 54.9%
- Operating expenses up 41.3%
- Corporate admin and overhead up by 23% only ; investing disproportionately in R&D, Clinical evidence generation and demand generation
- Net profit after tax of A\$2.7m (1H23: A\$3.8m loss)
- Net profit after tax A\$5.7m (1H23: \$A2.2m loss) excluding non-cash opex