

# First orders for Striate+™ and Remplir™

- First purchase orders received from newly appointed distribution partners for Orthocell's flagship collagen medical device products Striate+ and Remplir
- First orders follow the recently announced exclusive global licence and distribution agreement with BioHorizons Implant Systems Inc. (BioHorizons) for Striate+, and exclusive Australian distribution agreement with Device Technologies (DVT) for Remplir
- Facility upgrade and scale up of Striate+ and Remplir manufacturing capacity to meet current and forecast demand completed
- Orthocell is now well-positioned to gain commercial traction with Striate+ in the US, Remplir in Australia and to expand into global healthcare markets

**Perth, Australia; 27 September 2022:** Regenerative medicine company Orthocell Limited (ASX:OCC, "Orthocell" or the "Company") is pleased to announce the first purchase orders of CelGro™ medical devices Striate+™ (for dental bone and tissue regeneration) and Remplir™ (for peripheral nerve repair) from partners BioHorizons and DVT respectively.

Orthocell Managing Director, Paul Anderson, said: "We are delighted to be working with our Striate+ and Remplir distribution partners to grow adoption and establish our products as best in class medical devices for dental bone regeneration and nerve repair procedures. BioHorizons and DVT have the specialist capabilities and market reach to lead the promotion and distribution of Striate+ and Remplir. These first orders represent a significant commercial milestone for Orthocell."

## BioHorizons –exclusive global licence and distribution partner for Striate+

First orders for Striate+ follow the recently signed exclusive global licence and distribution agreement with BioHorizons. In consideration of the licence granted, Orthocell has received in cash AU \$21,461,686 million¹ (USD \$14,774,225 million), net of fees. BioHorizons is part of Henry Schein, Inc. (NASDAQ: HSIC) and a leading global provider of dental implants and tissue regeneration products for dentists and dental specialists. The company has a broad product offering, including dental implants, guided surgery, digital restorations and tissue regeneration solutions for the replacement of missing teeth. BioHorizons products are available in 90 markets around the world. For more information, visit biohorizons.com.

Orthocell have been assisting the sales and marketing team at BioHorizons prepare for US market entry by hosting targeted online Striate+ training programs, highlighting the products ease of use and high-quality patient outcomes. BioHorizons will be promoting Striate+ for use in dental guided bone and tissue regeneration procedures at the upcoming American Academy of Periodontology Annual Meeting in Phoenix, Arizona between the 27th – 30th October, with active US sales representation of the product to follow in November, 2022.

#### Device Technologies – exclusive Australian distributor for Remplir

First orders of Remplir, follow the appointment of DVT as the exclusive distributor of Remplir for peripheral nerve repair across Australia and New Zealand. DVT is committed to providing healthcare professionals with access to innovative, high-quality medical devices and solutions from around the world. All products

<sup>&</sup>lt;sup>1</sup> After transaction costs and assuming 1 United State Dollar is equal to 1.45 Australian Dollars



distributed by DVT are compliant with quality and regulatory requirements, with in-servicing, education and ongoing clinical and technical support provided as part of the trusted partnership between DVT and healthcare professionals. For more information, visit Device.com.au.

Orthocell have been actively working with the internal sales and marketing team at DVT preparing for Australian market entry, leading in-person product training sessions and participating in marketing workshops. DVT are focused on the establishment of key accounts with leading plastic, reconstructive and orthopaedic specialists and are scheduled to exhibit and promote Remplir for use in peripheral nerve repair procedures at the South Australian Hand Society Meeting on the 24th of October, the 2022 Royal North Shore Shoulder Symposium on Friday 21st October and the Australian Orthopaedic Association in Christchurch, New Zealand from the 30th October to the 3rd November.

With high quality distribution partners, who have established relationships with surgeons and a successful track record in driving the market entry of high-quality products, Orthocell is well positioned to gain rapid product uptake and commercial traction in the US and Australia and expand into other global healthcare markets.

Release authorised by Paul Anderson, Managing Director Orthocell Ltd.

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#### **About Orthocell Limited**

Orthocell is a regenerative medicine company focused on regenerating mobility for patients by developing products for the repair of a variety of bone and soft tissue injuries. Orthocell's portfolio of products include CelGro™, a collagen medical device which facilitates tissue repair and healing in a variety of dental and orthopaedic reconstructive applications. Striate+™ was the first product approved for dental GBR applications and is cleared for use in US FDA (510k), Australia (ARTG) and Europe (CE Mark). Remplir™, for peripheral nerve repair, recently received approval in Australia (ARTG). SmrtGraft™, for tendon repair, is available in Australia under Special Access Scheme or participation in a clinical trial. The Company's other major products are autologous cell therapies which aim to regenerate damaged tendon and cartilage tissue. Orthocell is accelerating the development of its tendon cell therapy in the US with technology transfer, manufacturing scale up and FDA engagement in advance of a randomised controlled study under FDA supervision.

For more information on Orthocell, please visit <a href="www.orthocell.com.au">www.orthocell.com.au</a> or follow us on Twitter <a href="www.linkedin.com/company/orthocell-ltd">@OrthocellItd</a> and Linkedin.com/company/orthocell-ltd

### **Forward Looking Statement**

Any statements in this press release about future expectations, plans and prospects for the Company, the Company's strategy, future operations, and other statements containing the words "anticipate," "believe," "estimate, "expect," "intend," "may," "plan," "predict," "project," "target, "potential," "will," "would," "could," "should," "continue," and similar expressions, constitute forward-looking statements. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including: the Company's ability to successfully



develop its product candidates and timely complete its planned clinical programs and the Company's ability to obtain marketing approvals for is product candidates. In addition, the forward-looking statements included in this press release represent the Company's views as of the date hereof. The Company anticipates that subsequent events and developments will cause the Company's views to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date hereof.