

AVITA MEDICAL

Company Overview



Cowen 39th Annual Health Care Conference
March 13, 2019

Disclaimer – Forward Looking Statements

This presentation may include forward-looking statements. You can identify these statements by the fact that they use words such as “anticipate”, “estimate”, “expect”, “project”, “intend”, “plan”, “believe”, “target”, “may”, “assume” or similar expressions.

These forward looking statements speak only as at the date of this presentation and are based on management’s expectations and beliefs concerning future events. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of Avita Medical that could cause actual results to differ materially from such statements.

Avita Medical makes no undertaking to subsequently update or revise the forward-looking statements made in this release to reflect events or circumstances after the date of this release.

This presentation is intended to provide background information only and does not constitute or form part of an offer of securities or a solicitation or invitation to buy or apply for securities, nor may it or any part of it form the basis of, or be relied on in any connection with any contract or commitment whatsoever.

Overview of Avita Medical

AVITA Medical - Transforming Lives with Skin Regeneration

- Platform technology providing innovative treatments *derived from the regenerative properties of a patient's own skin*
- Headquartered in California
- Traded on ASX, with ADRs in U.S.
- Substantial U.S. Government support under BARDA program



Leading the way in skin regenerative wound therapy
Acute thermal burns, trauma, & chronic wounds



Expanding our footprint within regenerative dermatology
Hypopigmentation: Vitiligo



Advancing into Cell and Cell-Based Gene Therapy
Aesthetics, Cell & Gene Therapy e.g., Dystrophic EB

**FDA approved the RECELL System® PMA in September 2018
as Class III device for treatment of acute thermal burns**

Leadership Team with the Right Expertise



Dr. Michael S. Perry
CEO
 >30 years experience

Affiliations:



Dale Sander
CFO
 >30 years experience

Affiliations:



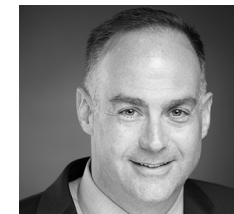
Erin Liberto
CCO
 16 years experience

Affiliations:



Tim Rooney
CAO
 25 years experience

Affiliations:



Andrew Quick
Sr VP, Clinical Dev.
 22 years experience

Affiliations:



Donna Shiroma
General Counsel
 20 years experience

Affiliations:



AVITA Medical Board and Capital Structure

A\$0.140 Share Price ¹	1.864 Billion Shares Outstanding	A\$260.1 Million Market Capitalization ¹	A\$45.9 Million Cash ²	A\$0.0 (Zero) Debt
---	---	--	---	--------------------------

DIRECTORS



Dr. Michael Perry
CEO, AVITA Medical



Professor Suzanne Crowe
Multiple positions including
Associate Director of the
Burnet Institute



Lou Panaccio, Chairman
Non-Executive Director
Sonic Healthcare Limited



Louis Drapeau
Nektar Therapeutics, BioMarin
Pharmaceutical, Inc., and
Arthur Andersen LLP.



Jeremy Curnock Cook
Managing Director of
Bioscience Managers Pty
Ltd



Damien McDonald
Chief Executive Officer of
LivaNova

MAJOR SHAREHOLDERS

Karst Peak Capital Limited	15.6%
Redmile Group	13.4%
BioScience Managers Pty Ltd	5.1%

ANALYSTS

John Hester, Bell Potter (AUS)
Brooks O'Neil, Lake Street (US)

1. As of 7 March 2019

2. As of 31 December 2018, pro forma to include A\$13.8 million and A\$1.8 million in net proceeds received from 2nd Tranche of equity placement and Share Purchase Plan, respectively, in January 2019

RECELL Overview

Healthcare professionals should read the INSTRUCTIONS FOR USE - RECELL® Autologous Cell Harvesting Device for a full description of important safety information including contraindications, warnings and precautions.

RECELL System Skin Regeneration Platform

Regenerative Medicine Platform

- An *Autologous Cell Harvesting Device* that uses proprietary enzyme and buffer formulations to generate *Spray-on Skin™ Cells within 30 minutes*

Designed by Surgeons

- An elegant means to deliver skin regeneration to patients *at point of care*

Proven Safety and Effectiveness

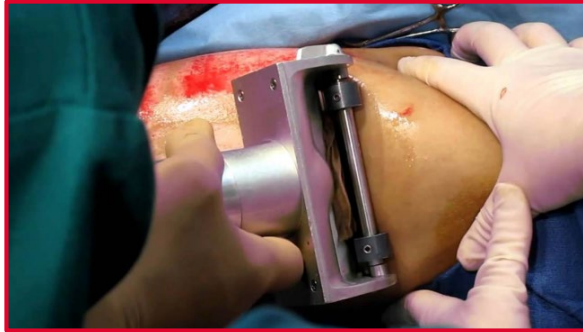
- 8,000+ uses to date in multiple world markets with no observed safety signals
- Treatment area is 80X donor area (skin sample the size of credit card can be used to treat a patient's entire back)
- Compelling clinical results (RCTs) and robust health-economic data

>50 Peer-Reviewed Publications



Current Standard of Care Is Suboptimal and Expensive

Autografts - Split-Thickness Skin Grafts (STSG) - Used in 75% of Cases



Harvesting skin from donor site for STSG



Donor site wound created while harvesting skin for autograft



Typical SOC donor site scar 52 weeks post procedure

KEY SHORTCOMINGS OF SOC

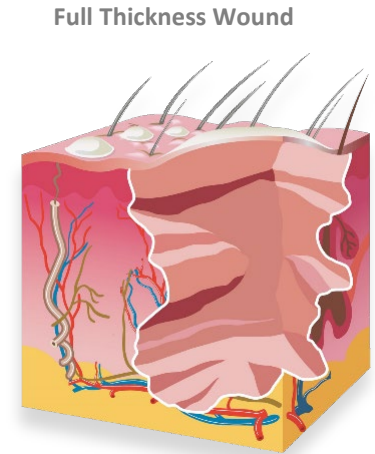
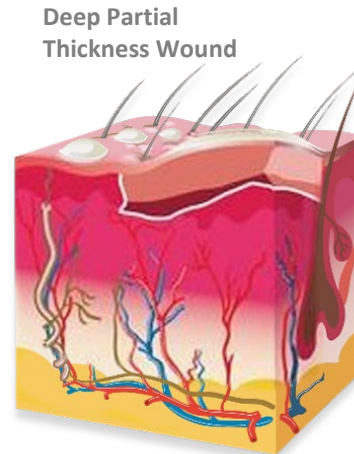
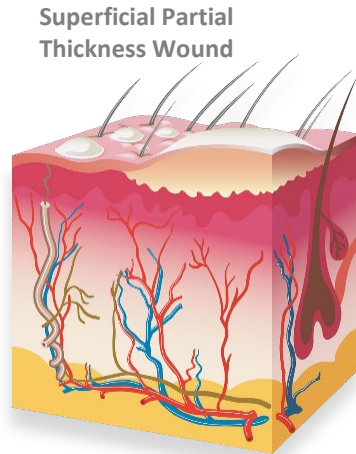
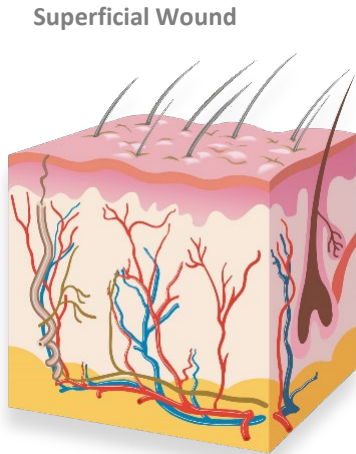
- Large donor area required
- Pain during and post procedure
- Extended hospitalization and costs
- Multiple complex, costly, surgical procedures
- Risk of infection

Healing burn injuries induces trauma of its own

Under Current Standard of Care

Average USD \$792,000 cost and 59.4 days in hospital for 40% TBSA burns¹

U.S. Clinical Trials Supporting RECELL Use in Burns



Clinical Support for RECELL System

- Two multicenter, randomized, controlled clinical trials consisting of 131 patients
- Additional 155+ patients treated in Compassionate Use and Continued Access programs
- Real-world experience in more than 8,000 patients globally

Pivotal Trial #1
RECELL Versus SOC
(STSG) in Second-
Degree Burns

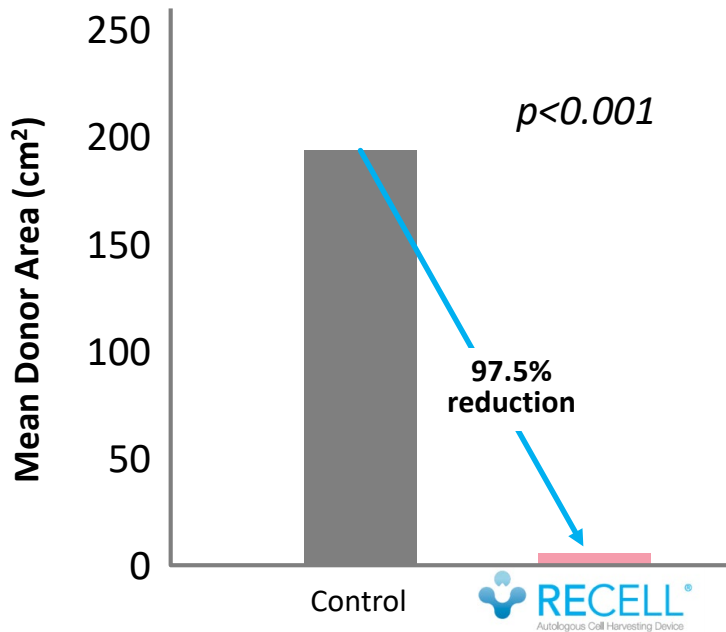
Pivotal Trial #2
RECELL with widely
spaced SG Versus
SOC (STSG) in Third-
Degree Burns

FDA Compassionate Use Investigational Device
Exemption (IDE) Program (90+ Patients)

FDA Continued Access Investigational Device
Exemption (IDE) Program (65+ Patients)

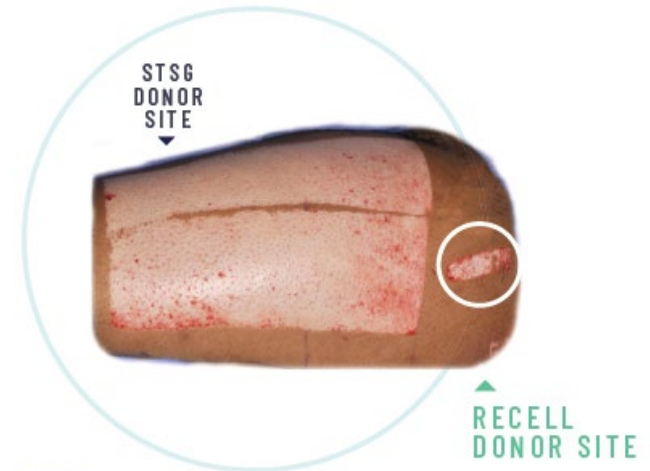
Pivotal Trial 1: RECELL System *Alone* Versus SoC (STSG) Deep-Partial Thickness (Second-Degree) Burns

Reduced Donor Skin Requirement



Equivalent healing of burn sites with significantly less donor skin required

Reduced Pain and Scarring



- Significantly less donor-site pain ($p \leq 0.0025$)
- Significantly better donor-site appearance ($p \leq 0.0025$)
- Significantly reduced donor-site scarring ($p \leq 0.0025$)
- Significantly greater incidence of donor-site healing at two weeks ($p < 0.001$)

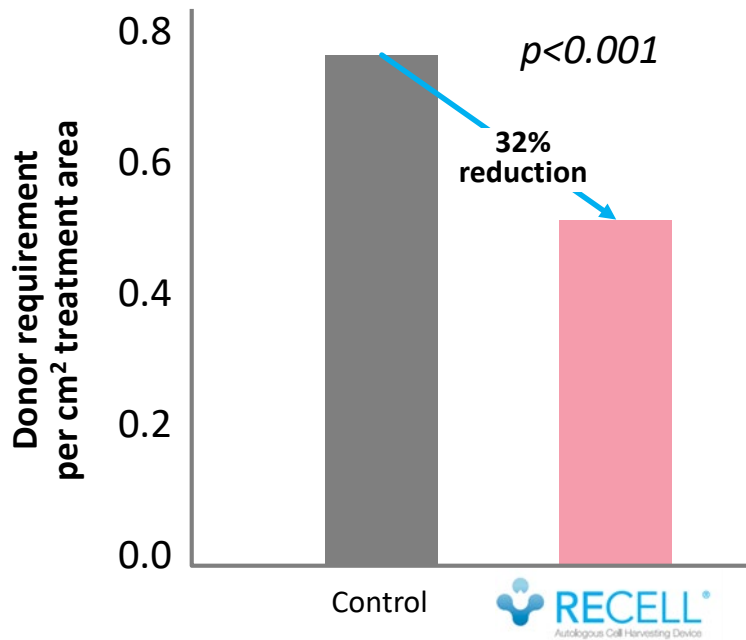
Published in JBCR and Presented at ABA



REFERENCE: Holmes JH, Molnar JA, Carter JE, et al. A comparative study of the ReCell® device and autologous split-thickness meshed skin graft in the treatment of acute burn injuries. J Burn Care Res. September/October 2018 issue (Volume 39, Issue 5)

Pivotal Trial 2: RECELL System Combined With Widely-Spaced Skin Grafts Versus SoC (STSG) Full-Thickness (Third-Degree) Burns

Reduced Donor Skin Requirement



Published in Burns and Presented at ABA



Positive Treatment Outcome

- RECELL System achieved definitive closure comparable to standard of care with significantly less donor skin
- At eight weeks post treatment,
 - **92 percent** of the burn sites treated with the RECELL System achieved complete healing versus
 - **85 percent** for the sites treated with the standard of care

REFERENCE: Holmes JH, Molnar JA, Shupp, JW, et al. Demonstration of the safety and effectiveness of the RECELL[®] System combined with split-thickness meshed autografts for the reduction of donor skin to treat mixed-depth burn injuries. Burns. December 2018.

Compassionate Use Provides Additional Case Studies



Treatment Day



Day 7



Day 21



3 months



1 year

A CASE FROM A FACIAL BURN PATIENT

Case Series Presented at ABA Meeting - APRIL 2018

- 12-year-old girl with 2nd-degree facial burn and widespread 3rd-degree burns
- 62% Total Body Surface Area (TBSA) burn injury
- Insufficient donor skin available for SoC (STSG)
- Reintroduction of melanocytes resulted in an excellent cosmetic outcome
- No facial contracture release surgery required
- Discharged in 24 days

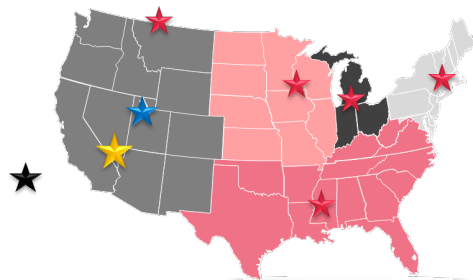


RECELL is ideal for treatment of facial burns

RECELL System Clinical Results: Over 50 Presentations in More than 20 Conferences During Past 12 Months

Presentations included:

- Pivotal studies in 2nd and 3rd burns
- Facial burn patients
- Health economic model demonstrating RECELL cost savings
- RECELL combined with dermal substitutes
- Reduction in hospital stay due to treatment with RECELL
- Necrotizing soft tissue infection
- Large TBSA burn injuries



Ten Presentations of RECELL System Results at American Burn Association Annual Meeting in April 2019



American Burn Association (ABA)
51st Annual Meeting
2-5 April 2019, Las Vegas

**Treatment of Pediatric Patients with
RECELL Selected at “Best of the
Best Abstract”**

Other presentations include:

- Developer, burn surgeon Professor Fiona Wood, to present a retrospective on the long-term clinical impact of the novel product
- Budget impact of RECELL use versus SOC (Arizona Burn Center)
- Treatment of donor sites with RECELL
- Large burn injuries, TBSA 52% to 91%
- Burn injuries of the hands and joints

Burn Market & RECELL Commercial Strategy

Initial U.S. Target Market: In-Patient Burns of 10%+ TBSA that Require Autografting

486,000

Burn Patients
Treated Annually
in the US¹



42,402

In-patient
Burn Treatments²



75%

In-patient
Burns are Treated
in Burn Centers³

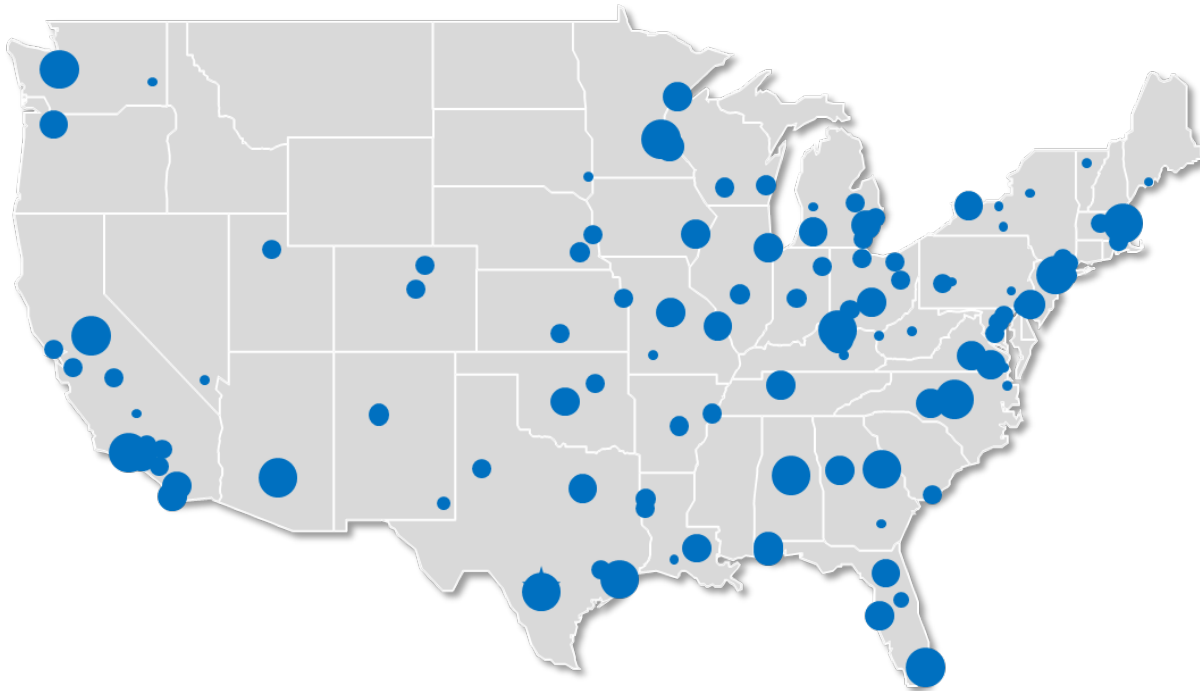


14,146

10%+ TBSA
In-Patients at
Burn Centers are
Target Candidates
for RECELL⁴



U.S. Burn Market is Highly Concentrated Making It Easily Accessible



- 134 burn centers in the U.S.¹
- 300 burns surgeons in the U.S.²
- Burn centers see 65 times more burn hospitalizations than in general hospital setting³
- The ABA mandates that severe burns, meeting certain criteria, must be transferred to an ABA burn center

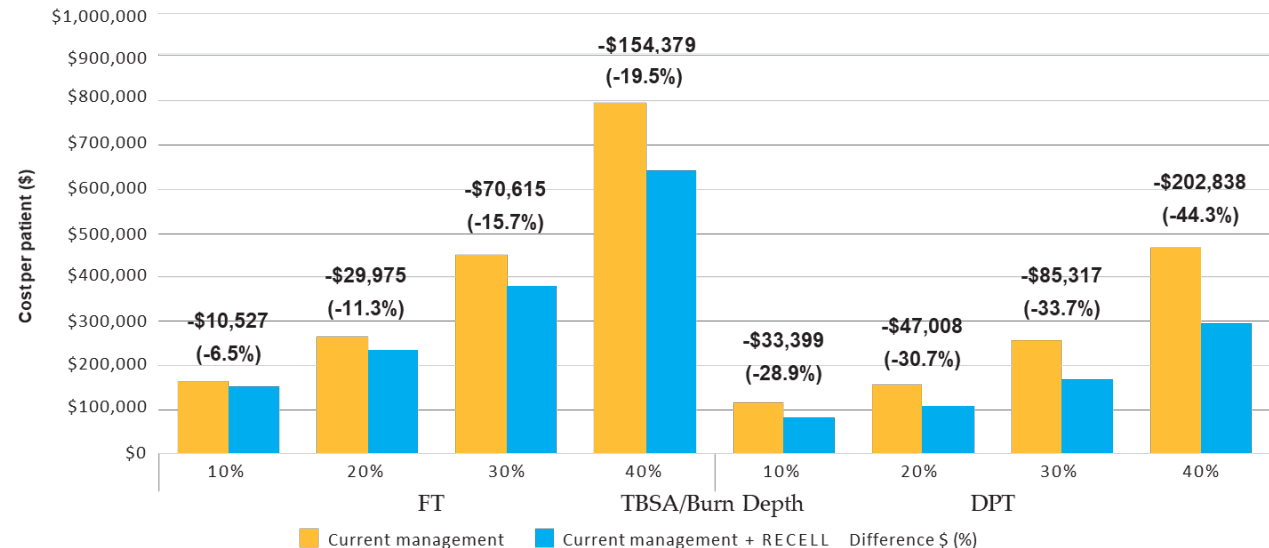
24 burn centers already had experience with the RECELL System at time of FDA approval.⁴ Represent 30% of patients treated in U.S.

1. American Burn Association. National Burn Repository Report. 2017; Version 12.0 ZS Associates Pricing Research 2018
2. Calculated from: <http://ameriburn.org/who-we-are/media/burn-incidence-fact-sheet/>
3. Calculated off inpatient population and triangulated from <http://ameriburn.org/who-we-are/media/burn-incidence-fact-sheet/> (accessed 02/08/2018)
4. Through date of approval from clinical trials and Compassionate Use and Continued Access programs

Health Economic Model Demonstrates RECELL Cost Savings Per-Patient Savings

- IQVIA (IMS) developed a Burn Care Pathway Health Economic model demonstrating RECELL savings
- Validated model provides VAC (Value & Analysis Committees) strong economic justification for adopting RECELL

Figure 1: Relative cost per patient of current management versus RECELL by TBSA and depth



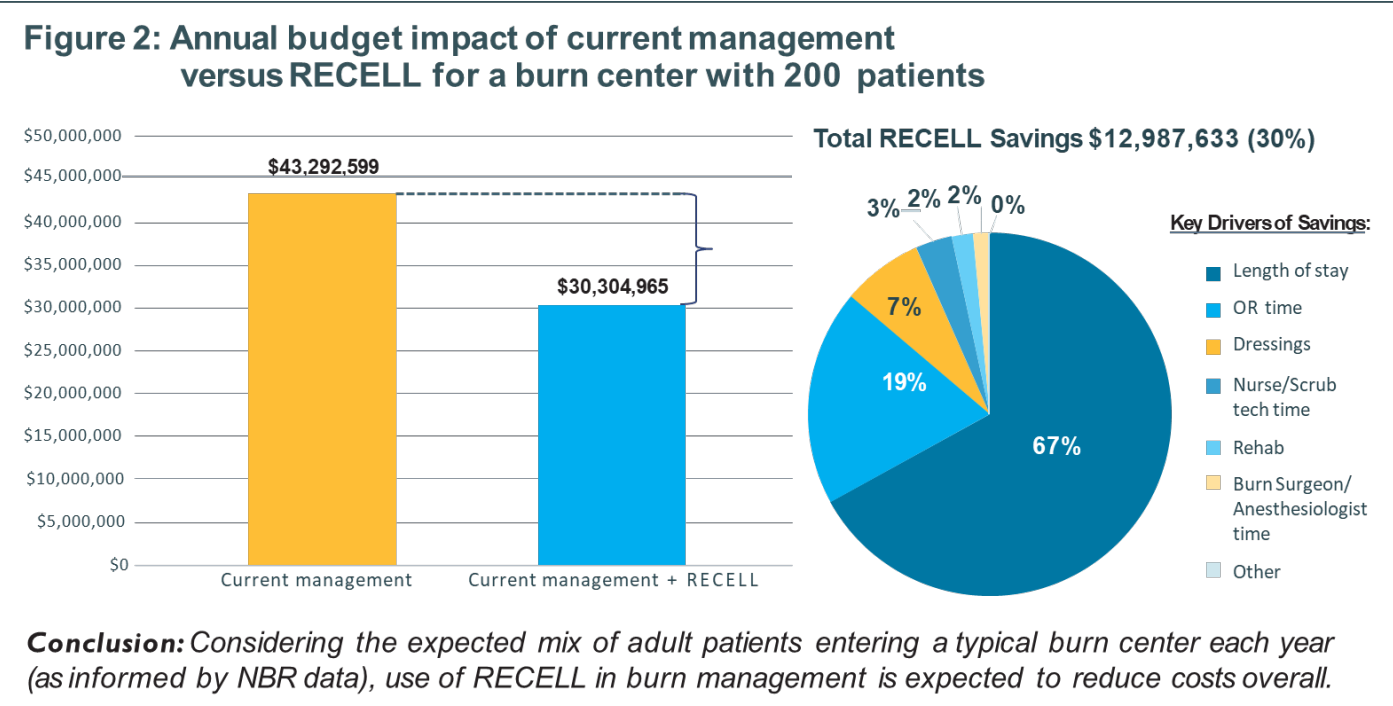
Conclusion: Use of RECELL is expected to reduce costs across TBSA ranges for FT and DPT patients, with relative savings increasing as TBSA increases.

Use of the RECELL System could reduce the cost of treatment by 44% or greater in patients with large burns

Sets a New Standard of Validating Cost Effectiveness for Any New Product in Burns

Health Economic Model Demonstrates RECELL Cost Savings Annual Burn Center Savings

- Model can be tailored to patient populations relevant to individual hospitals, healthcare systems, etc.
- Robust publication and podium schedule



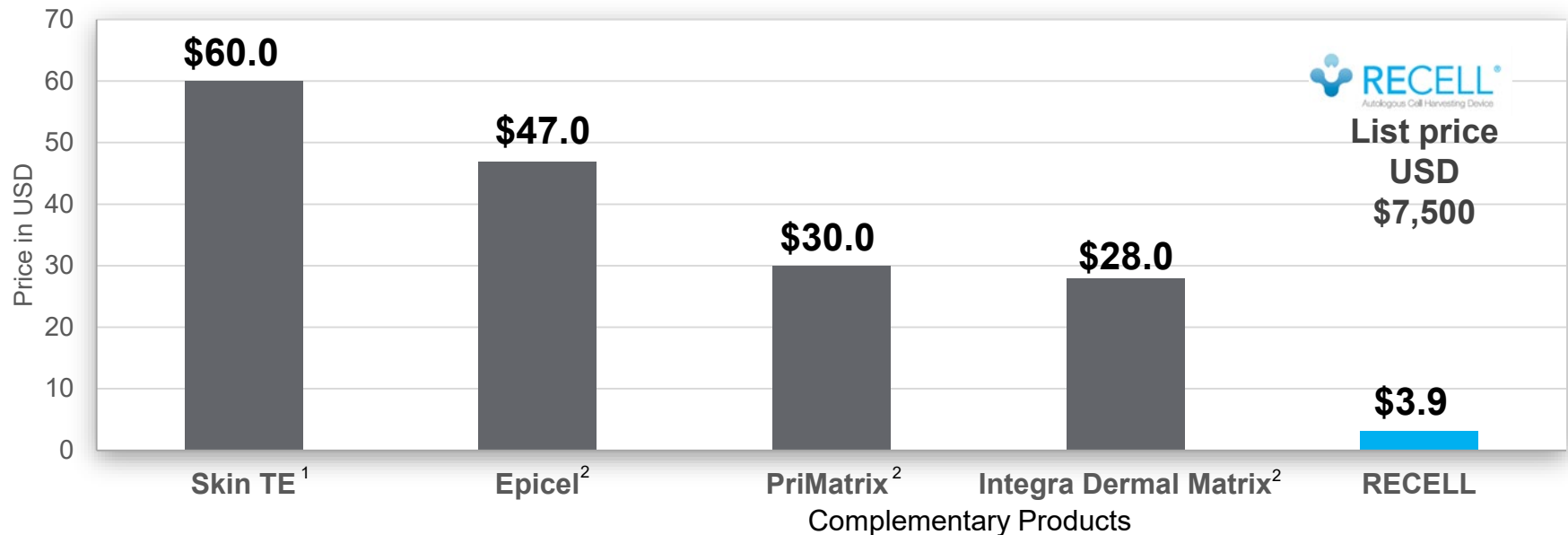
For a burn center with 200 patients, the use of RECELL would reduce annual total treatment costs from \$43.3 million to \$30.3 million, saving 30% or \$13.0 million

Customized Projections Can be Created for Each Burn Center Showing Annual Savings

RECELL System is Priced Right for All Burn Sizes

Pricing of Other Treatments Limit Them to Large Burns

Therapy Price/cm² (USD)



Assumptions

- Skin TE \$60/cm²
- Epicel ~\$50/cm²; 1%TBSA treatment with Epicel costs at \$6-10,000; Epicel Skin Grafts
- Integra \$28/cm². Complementary product presented for pricing comparison
- RECELL[®] 1920 up to 10% TBSA. Complementary product presented for pricing comparison

RECELL is Priced for Broad Market Adoption

Creation of Best in Class Market Access Program Will Address Market Needs

Key Launch Need

Physician payment

Ensure Hospital Payment

Reimbursement Guidelines

Customers need quick, knowledgeable responses for reimbursement inquiries

Addressing the Need

CPT Codes

CPT Code	Code Description
16110	Epidermal autograft, trunk, arms, legs, first 100 sq cm or less, or 1% of body area of infants and children
+16111	each additional 100 sq cm, or each additional 1% of body area of infants and children, or part thereof
16116	Epidermal autograft, face, scalp, eyelids, mouth, neck, ears, orbits, genitalia, hands, feet, and/or multiple digits, first 100 sq cm or less, or 1% of body area of infants and children
+16116	each additional 100 sq cm, or each additional 1% of body area of infants and children, or part thereof

ICD-10 Code for procedural coding



Reimbursement and Coding Guides

Reimbursement Customer Service Line
Director of Market Access

ABA Provided Recommended CPT Codes Within One Week of Approval

CPT = Current Procedural Terminology
ICD = Internal Classification of Disease

US Commercial Field Team is in Place

25

Average Years of Industry Experience (Sales Leadership)

15.8

Average Years of Burn Care Experience (Entire Field)

100%

Have Burn Care Experience

12

Average Years of Surgical Selling & Case Support Experience

100%

Have Successful Launched a New Product

20 Field Positions Will Provide Deep Coverage to All 134 US Burn Centers

All Preliminary Indicators Point to Success

Pre-Market Launch Scorecard

- FDA approval September 2018
- American Burn Association (ABA) issued reimbursement coding guidelines within one week of approval
- First commercial sale within two days of product availability
- A\$1.1 million in U.S. sales for quarter ended 31 December 2018 without promotional effort
- Entire U.S. field force in place within eight weeks of approval

U.S. Sales Launch Commenced January 2019

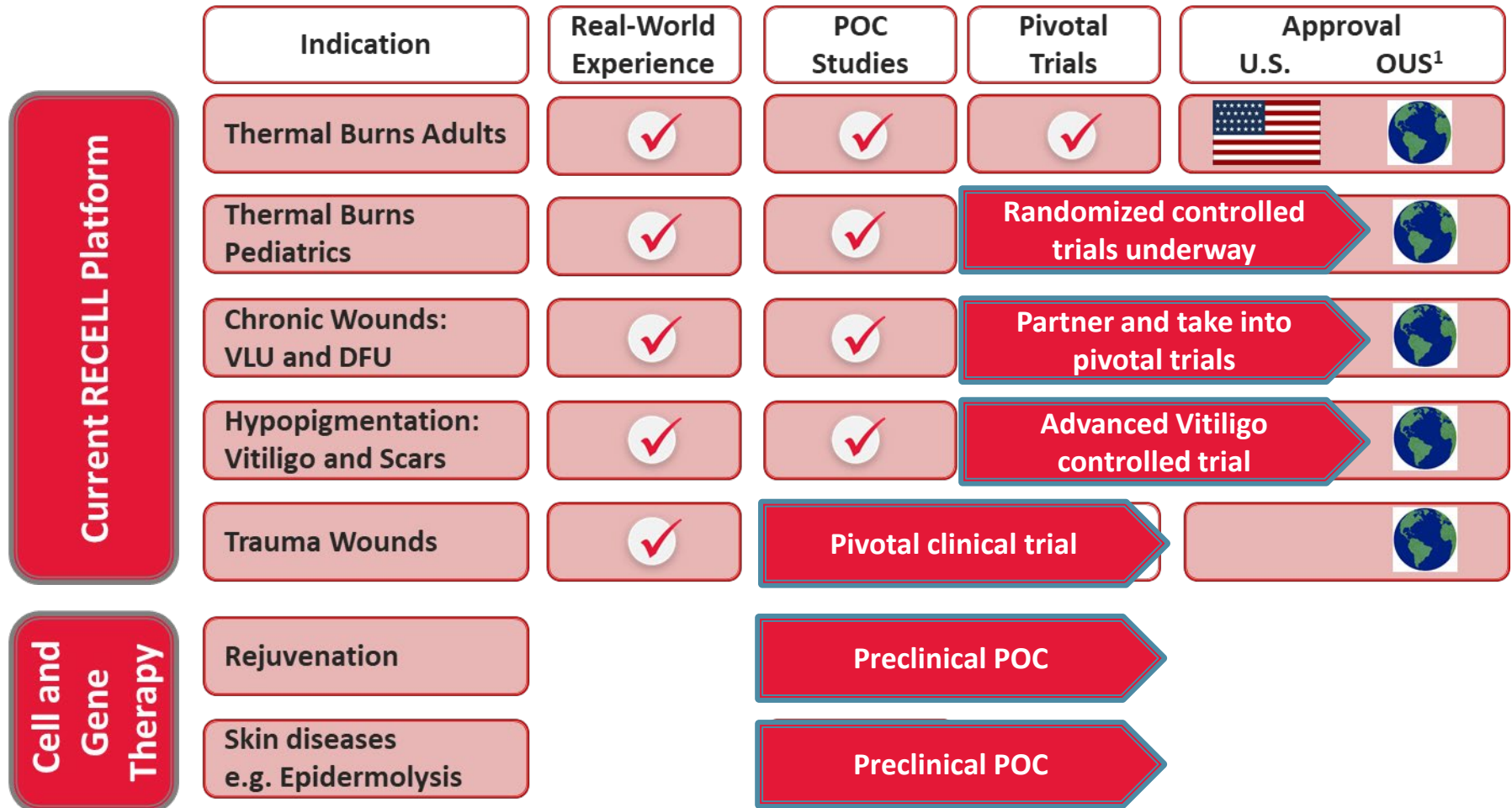
- As of 28 February 2019:
 - 41 U.S. burn centers trained in use RECELL
 - 19 burn centers have ordered product



Pipeline and Milestones

AVITA Medical Pipeline

Development Programs



1 OUS APPROVED INDICATIONS

China: Burns, acute wounds, scars and vitiligo

Australia: Burns, acute wounds, scars and vitiligo

Japan: JPMDA application filed February 2019

Pediatric Opportunity

High Percentage of Burns are in Pediatric Patients

- 32% of burns occur between ages 5 and 15.9
- Majority suffer from scald burns (65%)

Avita has Initiated studies with RECELL in Pediatrics

- Q3 2018 - Commencement of US Paediatric Burns Clinical Trial
- Q3 2018 - Commencement of Australian Paediatric Scald Study

Scalds Allows Expansion into another Site-of-Service – Outpatient Setting

Case Study: 2-year old with Scald treated with RECELL



Before treatment



3 weeks
post RECELL treatment



10 weeks
post RECELL treatment



10 months
post RECELL treatment

Financial Overview

(AUD in 000s)	Six Months Ended	
	December 31,	
	2018	2017
U.S. sales	\$ 1,102	\$ -
Total revenue	6,822	4,465
Operating Costs	21,935	11,488
Net Loss	(14,205)	(7,306)
Cash	45,936 ¹	11,777

Tickers: ASX:AVH and OTCQX:AVMX



ASX

AUSTRALIAN STOCK EXCHANGE



¹As of 31 December 2018, pro forma to include A\$13.8 million and A\$1,8 million in net proceeds received from 2nd Tranche of equity placement and Share Purchase Plan, respectively, in January 2019

BARDA Program

- U.S. Biomedical Advanced Research and Development Authority
 - Mandate: disaster preparedness & response
- Providing sizable non-dilutive funding
- Total estimated contract value US\$80.1 million
- Major programs supported:
 - PMA
 - Health Economic Model
 - Pediatric clinical trials
 - Disaster preparedness stockpile



2018/2019 Value-Creating Milestones

- **2018 was a Transformative Year for AVITA**
 - ✓ PMA approval by U.S. Food & Drug Administration
 - ✓ High impact of RECELL clinical data
 - ✓ Accelerated launch preparation activities
 - ✓ Development of robust manufacturing capabilities
 - ✓ Pipeline advancement
- **RECELL is Positioned for Successful Adoption in US Burns during 2019**
- **Key milestones for 2019**
 - RECELL U.S. market launch / revenue growth
 - Publication of RECELL health economic model
 - Ten presentations of RECELL results at 2019 ABA meeting
 - Commencement of traumatic wounds pivotal clinical trial
 - Commencement of vitiligo clinical trial(s)
 - BARDA procurement
 - Listing of ADRs on NASDAQ

Risk Factors

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.

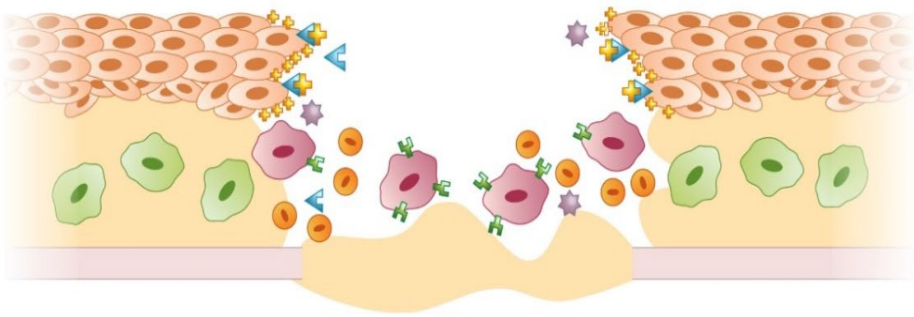
- **Technological Change:** Technological change presents the Company with significant opportunities for growth. However, the risk remains that any competitor may introduce new technology enabling it to gain a significant competitive advantage over the Company.
- **Reliance on key personnel:** The Company's 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, including nationally 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."

Appendix

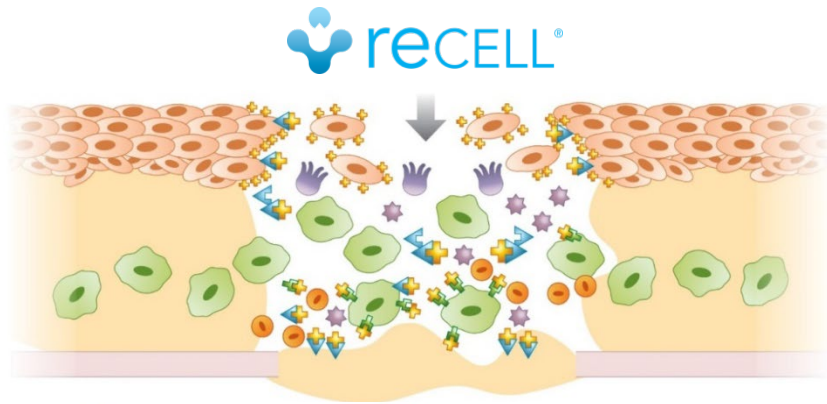
Mechanism and Additional Burn Case Studies

MOA: Disaggregated cells facilitate fast & effective skin regeneration

Healing Process Without RECELL



Healing Process With RECELL



 Keratinocyte	 Fibroblast	 Cytokines	 Inflammatory cell	 Receptor
 Dermis	 Myofibroblast	 Secreted Hsp90	 MMP	 Melanocyte

- ReCell processes small samples of patients' own skin to create a cell suspension of disaggregated cells
- Disaggregated skin cells in suspension form new tissue across the entire area rather than waiting for cellular resources from the wound edge

- Cell suspension includes pigment-producing cells (melanocytes)
- Cell suspension facilitates re-epithelialization of areas of viable dermis (partial-thickness burns), and areas within the spaces of split-thickness autografts for full-thickness burns

Disaggregated Autologous Cells from RECELL Support Re-epithelialization

RECELL Achieved Healing and Pigmentation When Standard of Care Failed

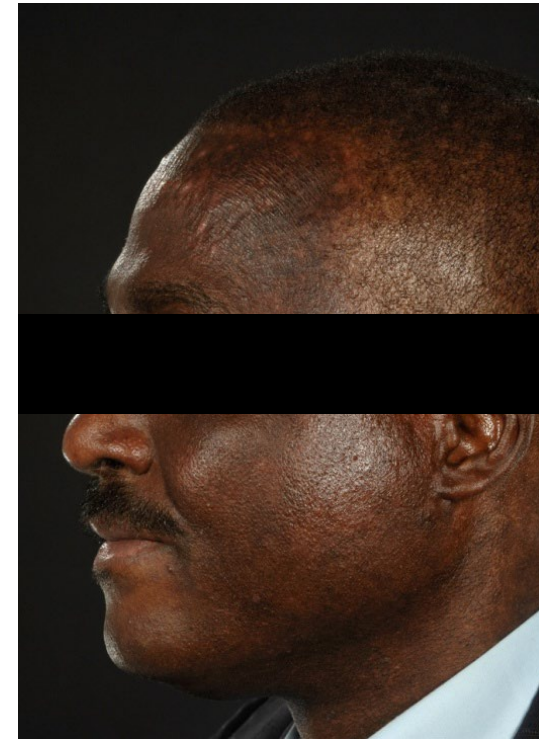
Case Report: RECELL Treatment Outcome for Deep Partial-Thickness Burn

- 48-year-old victim of a gas boiler explosion
- Standard of care failed to heal the 2nd degree facial burn wounds
- Use of RECELL achieved wound healing
- Reintroduction of melanocytes resulted in an excellent cosmetic outcome
- RECELL 's unique advantages make it the ideal solution for facial burns and other visible burn sites

Treatment
Excision and ReCell®



Post-Operation
14 weeks



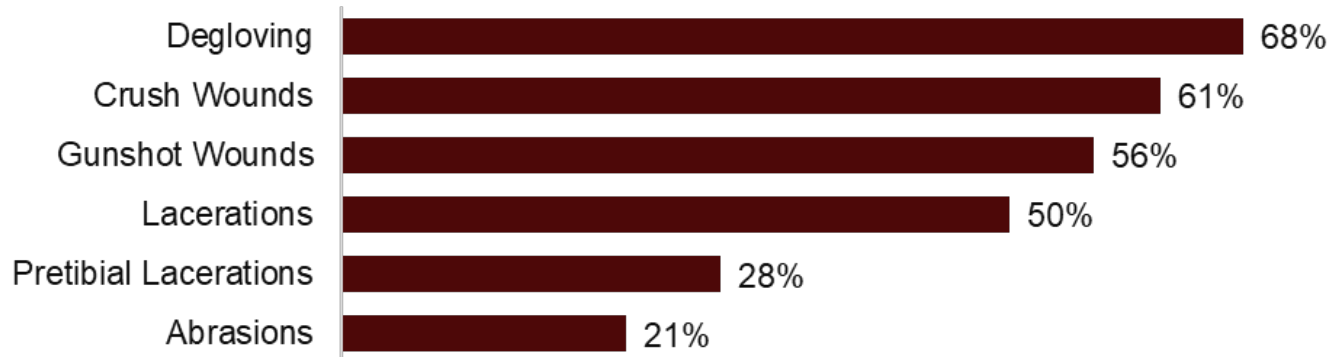
Restoration of Normal Pigment Critical For Patients

Appendix

Follow-On Indications Beyond Burns

RECELL Presents a Strategic Opportunity in Traumatic Wounds

Percentage of Wounds Requiring Skin Grafts



- ~1/3 of all skin grafts are trauma related
- ~50% of Burn Surgeons also work in trauma centers
 - Synergistic with current commercial efforts in burns
- RECELL used by multiple international surgeons in Traumatic Wounds with positive outcomes

Regenerative Dermatology Opportunity in Vitiligo

High Market Value • Large Population • Focused to a Specialty • Clinical Data



Vitiligo

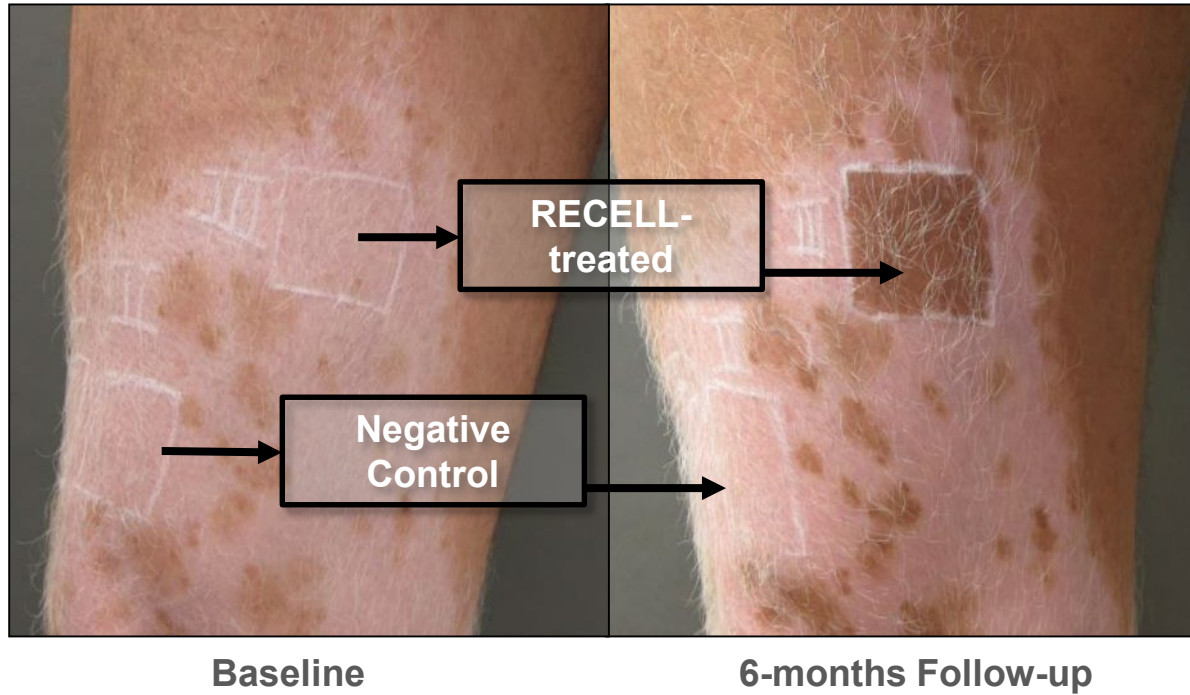
\$2B Global Market¹

>10M (US & China)^{2,3}

Extremely low patient & doctor satisfaction with existing products⁴

5 RECELL & Vitiligo publications with positive outcomes

RECELL Was Able to Repigment 100% at 6-months (Vitiligo)



- After 6-months, the RECELL-treated area is 100% re-pigmented, with mild hyperpigmentation (UVA daily)
- Control area is 0% re-pigmented

Early Research Programs to Advance RECELL Platform

High Market Value • Focused to a Specialty • Expansion into other Disease States



Cell-based Skin Gene Therapy e.g., Epidermolysis Bullosa (EB)

EB: An incurable, group of genetic disorders characterized by skin fragility and blistering

25-50K/yr (US)¹



Skin Aesthetics

\$22B Global Market²

>1MM aesthetic procedures/yr (US)²

Evolution of current RECELL platform required to incorporate cellular manipulation and/or genetically modified cells

Successful development of engineered (autologous) cell therapies will create a pathway to other applications