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Oste opore - Company Overview



Osteopore Limited (ASX: OSX) is an Australian / Singapore-based medical technology company that specialises in the production of **3D printed bioresorbable implants** to assist with the natural stages of bone healing.



Osteopore's products are fabricated in-house using proprietary **3D printing technology** that is precise, biomimics the cancellous bone and allows for customisation of shape and geometry.



The implants naturally dissolve over time to leave only natural, healthy bone tissue, significantly reducing post-surgery complication rates associated with long term permanent bone implants.



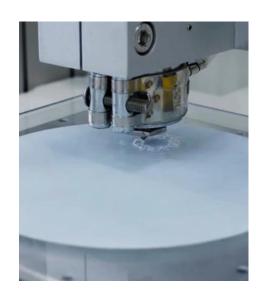
Our products are **FDA** and **CE** Mark cleared, and have been successfully used in **over 20,000 surgical procedures**, generating **revenue of ~\$1m per annum**.



Osteopore is embarking on an aggressive **global growth strategy** to increase revenue and penetrate new markets with additional breakthrough products.



Corporate and Capital Structure



Capital Structure

- No debt
- 51.4m shares under escrow for 12-24 months
- Options could provide an additional \$2.4m in capital

Shareholders

- Tight free float with current Top20 holding 77.4% of issued capital
- 24% shares held by Inventors, Board, Management and Advisors

Shares on Issue	101.2m 9.7m	
Total Options on Issue		
Market Cap @ \$0.815c*	\$82.5n	
EV @ \$0.815c*	\$77.3m	
Current Cash Balance ¹	\$5.25m	

Substantial Shareholders

The Rain Maker Mgmt	15.1%
Marcus Liew	7.1%
Hanry Yu	9.0%
Professor Teoh Swee Hin	7.0%
Goh Khoon Seng	6.8%

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Osteopore Limited (ASX: OSX)

Investment Highlights



Revenue Generating

Approximately AUD\$990,000 in revenues for the twelve month period to 31 December 2018, with over 20,000 successful treatments to date.



Proprietary Technology

Osteopore has **licensed a range of patented technologies** from Singapore's leading
universities NTU and NUS, with the underlying
technology being developed over a decade with
\$13m invested.



Scalable Business Model

High margin products with low capital intensity of manufacturing provide significant opportunity to scale the business and enter new markets.



Regulatory Clearance

Osteopore's products are **cleared by the US FDA** and some bear the CE marking of conformity.



Highly Credentialed Team

The Company has a highly **credentialed**, **collaborative and experienced** team to progress the commercialisation and expansion of the Company's technology.



Focused on Shareholder value

Multiple important clinical and commercial inflection points in 2019 expected to **deliver sustained shareholder value** into 2020 and beyond.

Founder, Management and Board of Directors

Prof Teoh Swee Hin

Founder & Non-Executive Director

Prof. Teoh's research focused on the study of mechanisms that promote cells proliferation and differentiation as a result of mechno induction through load bearing scaffolds for tissue regeneration and remodeling.

Goh Khoon Seng ———

CEO

30-year career spanning both start-ups and global multinational corporations, with responsibilities in research and development, manufacturing, regional sales and marketing, and country management. The last 20 years were at Medtronic Inc and Edwards Lifesciences Asia.

Brett Sandercock
Non-Exec Chairman

Current CFO of Resmed (ASX:RMD / NYSE: RMD) and Senior executive at Norton Abrasives (Saint-Gobain)



Partner of Ventnor Capital and Non-Executive Chairman and Director of various ASX listed entities

Stuart Carmichael
Non-Exec Director





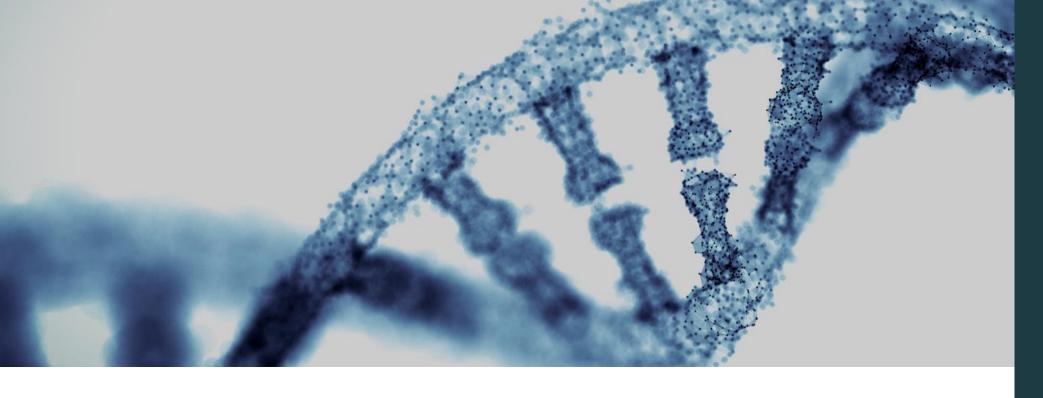


Geoff Pocock

Executive Director



20 years corporate finance and technology commercialization experience. Formerly Managing Director of Hazer Group Ltd (ASX:HZR) and Non-Executive Director of ASX listed and private companies



Osteopore Limited (ASX: OSX)

Regenerative Medicine



Tissue engineering, 3D printed microarchitecture and regenerative medicine concepts are at the heart of the **Osteopore technology.**



Regenerative medicine treats injuries and diseases by harnessing the body's **own regenerative capabilities** to regrow, repair or replace damaged or diseased cells, organs or tissues.



Regenerative treatments include the generation and use of therapeutic stem cells and growth factors for the generation of bone.

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Osteopore

Customisable 3D printed bioresorbable implants to enable the natural stages of bone healing across multiple applications.



Highly customisable to biomimic different bone types



Naturally dissolves over time



Leaves only healthy bone tissue



Reduces post surgery complication rates



Unlikely inflammation or infection

Proprietary Bioresorbable Scaffold Technology



Osteopore's proprietary **3D printed polymer scaffold** is made up of biomimetic microstructures that **facilitate natural tissue regeneration** after insertion into the human body.



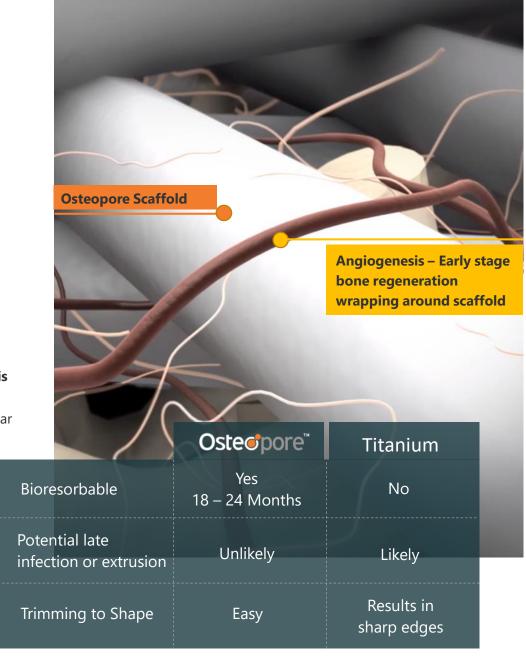
The unique 3D printed scaffolding allows for infiltration of cells and blood vessels, both of which play key roles in wound healing and tissue repair.



Osteopore products are made from polycaprolactone (PCL), a polymer that is extensively used in many US FDA approved devices. PCL is bio-resorbable, malleable, slow-degrading and possesses mechanical strength similar to trabecular bone.



The rate of resorption of PCL is very much in tandem with the natural stages of bone healing, making it a predictable material for **matching to the natural stage of bone healing.**



Osteopore Solution

Current Approaches to Bone Regeneration

Currently, there are three main treatment strategies to augment the bone-regeneration process, including the 'gold standard' bone graft.

However there can be **limitations** and **complications associated with existing alternative treatments.**



Bone Grafit

A surgical procedure where bone material is harvested from the patient's own body, animals, or a different person and applied to the area to promote bone healing.



Potential for **infection** and lasting pain at site of harvest



Potential for body to **totally absorb the graft** with no bone regeneration



Permanent Implants

Permanent materials used for a wide variety of different bone regeneration applications.

Generally, the implants are made from metal, ceramic and polymeric materials.



Non-biodegradable with potential for onset infections and implant extrusion through the skin



Difficult to manufacture and limited size and shape options



Bio-Materials

Biomaterials (Natural and Synthetic) play an important role in providing a template and extracellular environment to support regenerative cells and promote tissue regeneration.



Natural biomaterials (skin, muscle) require **chemical or physical pretreatment** to preserve the tissue



Synthetic materials have **limited customisable manufacturing capabilities**

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Products & Applications





Bioresorbable implant that is used for covering Burr Holes (holes in skull) after neurosurgery.



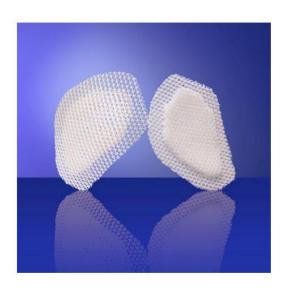
Oste@mesh"

Bioresorbable implant that is used in craniofacial surgery to repair various types of fractures, including the repair of bone in the skull, neck and jaw.



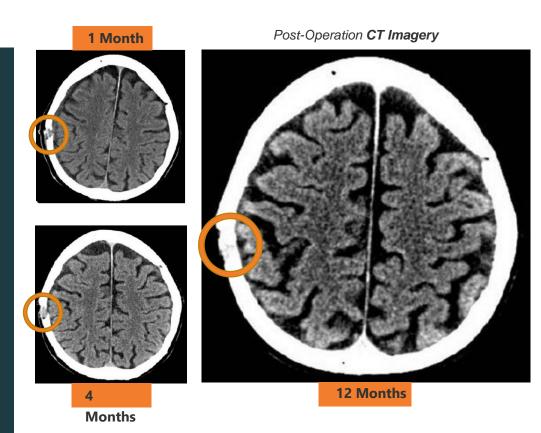
Oste@strip

Provides a durable, biodegradable method of filling the void following a craniotomy (the surgical removal of part of the bone from the skull to expose the brain).



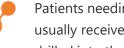
Osteccustom

Patient Specific Implants (PSI) based on CT and MRI-imaging of the affected anatomy. These products are used in any part of the body, and are necessary for major bone reconstructions, in cases of trauma or where significant bone degeneration has occurred.



Osteopore Solution

Proven to Facilitate Bone Healing – Burr Hole Example



Patients needing surgical repair for skull fractures usually receive a "burr hole" during surgery, which is drilled into the skull to relieve pressure from haemorrhage.



To repair the burr hole, common methods include harvesting bone from another part of the body or using titanium plates, with both having **potential drawbacks** and compilations.



Osteoplug is an alternative scaffold designed to snap-fit into the burr-hole skull defect allowing natural osteogenesis to occur into the burr-hole defect.

Clinical Success For Patient Specific Implants

Bone Defect

150mm bone loss due to tumor resection



Pre-surgery

Early Mineralisation —

Initial osseous ingrowth with 20kg partial weight-bearing



3 Weeks

Able to walk without assistance

Walking



4 Months

Bone Remodeling

Complete bone bridging from proximal to distal



Function Restored

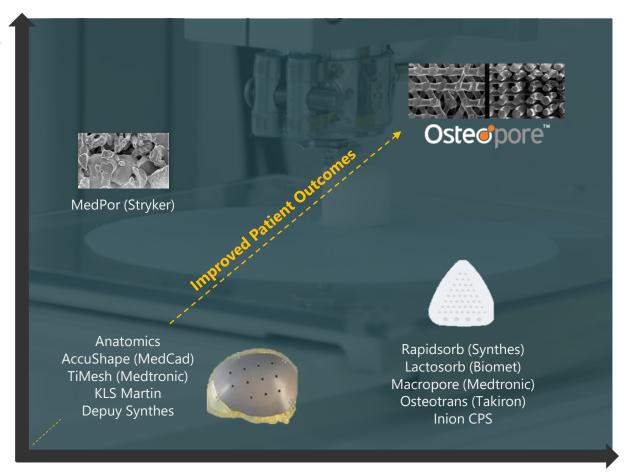
Back to work

10 Months 6 Months

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Post Tumor Reconstruction (Patient Specific Implant)

Microporous (Biomimetic Structure)



Solid Structure

Permanent Implants

Temporary (Bioresorbable)

Osteopore Offers Unique Therapeutic Value Proposition

There are no other FDA or CE Mark cleared products that offer Osteopore's key technology characteristics – **bio-resorption** and **biomimetic structure** - which offer improved patient outcomes over alternative therapeutic strategies.

Advantages of Osteopore over Bone Graft:



- Easier to use
- Better guides tissue regeneration
- Better maintains height and width

Advantages of Osteopore over Permanent Devices



- Prevents Stress Shielding
- Minimise / Eliminate Late Morbidity
- Minimise Revision Surgery

Advantages of Osteopore over Autologous Bone Graft



- No donor site morbidity
- Can be customised to fit
- Can combine with biologics



Business and Revenue Model

Distribution Networks

Given the high wholesale margins and low capital intensity of the 3-D printing-based manufacturing process, Osteopore is focused on building distribution networks for its products while retaining control over the key manufacturing process.



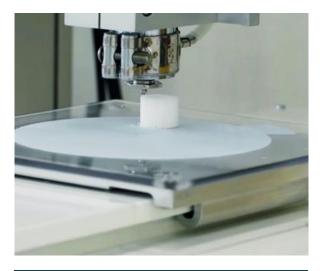
Highly successful distributor agreements are already in place in key Asian markets



The company will aim to replicate this model in US and key EU markets



Osteopore will seek the right distributors with appropriate performance KPI's

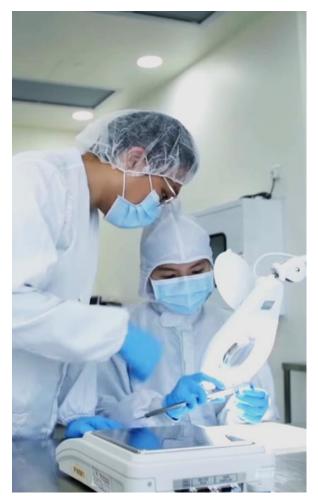


Future Expansion

Future expansion possible through distributed manufacturing owned and controlled by Osteopore.

Can reduce time from scan to product delivery by reducing international shipping / customs periods

De-risks business for supply chain bottlenecks (for example, gamma-sterilisation)



Opportunities in Multi-Billion Dollar Global Markets

Current Sales ————

Current sales of Osteopore products are predominantly in **Cranial / Maxillofacial (CMF) area,** which represents less than 20% of the total Bone Graft Substitute market.

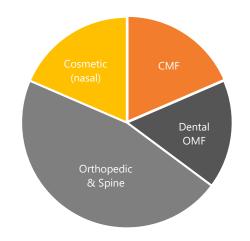
Additional Segments —

Osteopore is now starting to penetrate **additional market segments**, including Dental and Cosmetic (nasal) markets, both markets comparable in size to CMF.

Untapped Market

Orthopedic and Spine, which amount to over 40% of the total Bone Graft Substitute market, represent minimal sales to date and offer a **significant untapped opportunity for**Osteopore's products.

Current market opportunities (Bone Graft substitutes, US\$3.9bn by 2025)



Permanent Implants sales are currently estimated at over \$100bn pa, more than 20 times the entire Bone Graft Substitute market.

Regenerative procedures enabled by technologies including the Osteopore scaffold are expected to strongly compete in this market in the future.

Revenue Growth Strategy

Osteopore is now looking to build value through short, medium and long term strategic goals.

Phase One



Revenue Expansion

Increase underlaying revenue from its current **commercially ready** products.



- o Growth in revenue from existing Asian markets
- o Establish **new geographic markets** (US, Europe, Australia, China)

Phase Two



New Therapeutic Segments

Expand Osteopore's therapeutic scope with applications of Osteopore's bone regeneration scaffold in **new therapeutic areas**



- Dental
- Orthopaedic (long bone / spine)

Phase Three



Future Horizons

Additional applications of Osteopore technology that could present significant commercial opportunities.



- o New polymers to improve patient outcomes
- Application of Osteopore's 3-D printed scaffolds for regeneration of other tissues

Phase one

Phase Two

Phase Three

Revenue Growth Strategy

Revenue Expansion

The Company aims enhance market penetration of the commercially ready Osteoplug, Osteomesh and Osteostrip products



Building underlying revenue base organically from Asian markets and building distribution networks into US and key EU markets to significantly increase revenue streams



Obtaining necessary regulatory approval to expand sales in additional target jurisdictions (Australian TGA, China FDA registration) and Registering 2nd generation materials with US FDA and CE Mark



Investing in sales and marketing activities and infrastructure in USA, EU, Australia and Asia



Undertaking market development and business development activities to further **enhance revenue in key markets**

Phase Two

Phase Two

Phase Three

Revenue Growth strategy

New Therapeutic Segments

Expand Osteopore's product offering with new applications that are complementary to the Osteomesh, Osteoplug and Osteostrip products – dental and spinal/orthopaedic market segments.



Dental —

Osteopore is currently undertaking clinical trials. Once completed, Osteopore will pursue regulatory approval to sell these products.

Lab Development	· Ø
Pre-Clinical Trials	· · · · ·
Clinical Trials ·····	ongoing
Regulatory Approval	
Sales	



Longbone / Spine -

Osteopore has completed lab and animal tests and has successfully conducted first in human trials.

Lab Development	📀
Pre-Clinical Trials	· ②
Clinical Trials	ongoing
Regulatory Approval	
Sales	

Phase Two

Phase Three

Revenue Growth strategy

Future Horizons



Accelerating Bone Regeneration

Osteopore is investigating the viability of incorporating additional materials into new polycaprolactone polymer material which could be used to improve patient outcomes. These new polymers could lead to the development of additional products for new therapeutic and surgical areas and present Osteopore with significant commercial opportunities.



Regeneration of Other Tissue Types

Osteopore has successfully completed animal trails for knee cartilage regeneration, and the Osteopore scaffold could also potentially be used to assist with regeneration of other tissues types



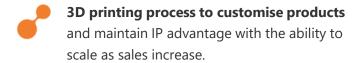
Opportunities in Veterinary Markets

Osteopore has successfully completed multiple animal trials for a number of different surgical applications which could possibly translate into products for the veterinarian market



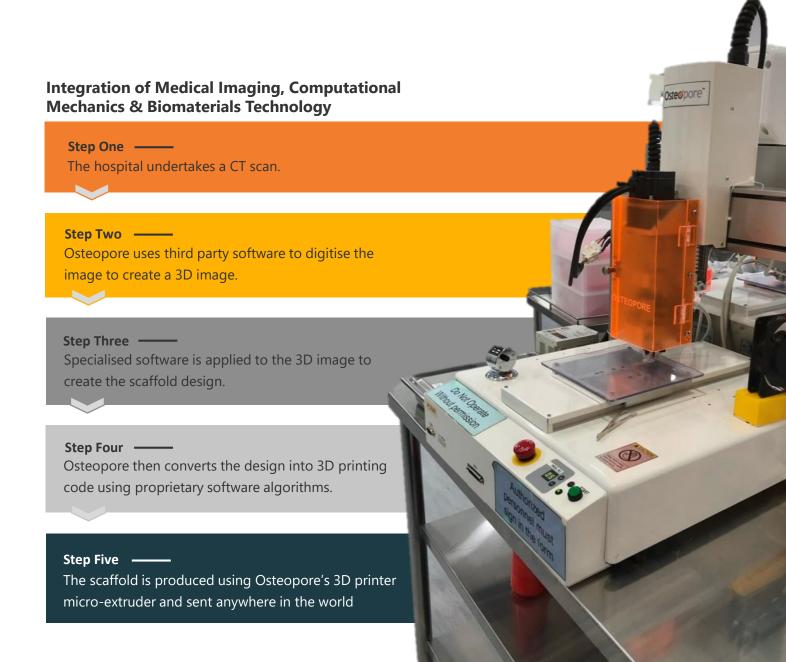
Building blocks for execution

Scalable & Customisable Manufacturing



Production process embeds both **patented technology and trade secrets** to maintain competitive advantage.

Ability to set up additional cost effective manufacturing centres outside of Singapore to increase flexibility and reduce potential supply chain bottlenecks.





Building blocks for execution

Global Regulatory Approval

Products	Neurosurgery	Plastic Surgery	Oculplastic Surgery	Craniofacial Surgery
Osteoplug US FDA 510k 2006/CE Mark approved	Burr Hole for craniotomy Evacuation for chronic subdural hematoma Cranial spinal fluid shunt			
Osteomesh US FDA 510k 2006 approved	Craiosynostosis Cranioplasty	Facial reconstruction Orbital reconstruction	Orbital reconstruction (CE Mark approved)	Facial reconstruction Orbital reconstruction
Osteostrip US FDA 510k 2006 approved	Cranioplasty gap filler to minimise bone edge necrosis	Cranioplasty gap filler to minimise bone edge necrosis		Cranioplasty gap filler to minimise bone edge necrosis

Intellectual Property

Osteopore technology is supported by **granted patents** from leading Singaporean research institutions.



Method for Fabricating a Filament for use in Tissue Engineering



Bioresorbable Plug Implants and Method for Bone Tissue Regeneration



3-D Bioresorbable Scaffolds for Tissue Engineering Application



Resorbable
Scaffolds for Bone
Repair and Long
Bone Tissue
Engineering



Bioresorbable-Magnesium Composite

Trade secrets include construction of 3-D printer micro-extruder, algorithm to convert 3-D image to 3-D printing codes, process parameters and quality controls.







Exclusive Licence Technology







International Research and Development Partnership









Research and Development Partnership











Building blocks for execution

Research & Development Partners

Osteopore has exclusive license arrangements with Nanyang Technological University (NTU), National University of Singapore (NUS) and Temasek Polytechnic. And a number of key research and development relationships with world class institutions across a number of jurisdictions.

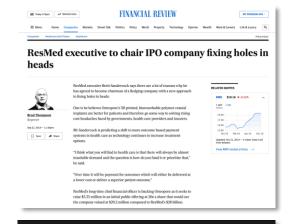
Building blocks for execution

Media & Awards Exposure

Unique nature of Osteopore's products and procedures provides the Company with a high level of public exposure through media coverage and prestigious awards

Recent coverage of Australian regenerative success with 30cm tibia reconstruction using Osteopore scaffold technology

Osteopore has been awarded a number of prestigious awards, highlighting both the innovative nature of the technology and the transformative nature of the procedures enabled by the technology









Business Model Innovation Award 2018



2018 Honourable Mention



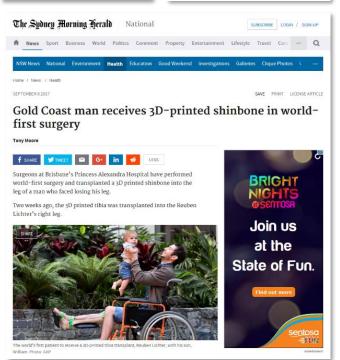
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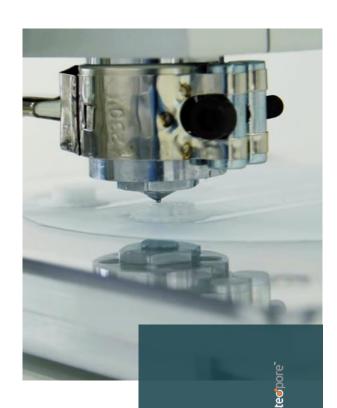
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Management Team



Geoff Pocock



Executive Director

Formerly Managing Director of Hazer Group Ltd (ASX:HZR) and Non-Executive Director of various ASX listed and private companies.

Deborah Ho



Company Secretary

Ms. Ho has over six years of experience in company secretarial, corporate compliance and financial accounting matters. She has acted as Company Secretary and financial accountant for a number of ASX companies

Goh Khoon Seng



Chief Executive Officer

Mr Goh has a 30-year career spaning both start-ups and global multinational corporations, with responsibilities in research & development, manufacturing, regional sales and marketing.

Lim Jing



Chief Technology Officer

Dr. Lim holds a PhD from Nanyang Technological University, Singapore. Prior to joining Osteopore, Dr. Lim conducted research on biomaterials for tissue engineering and regenerative medicine, and developed material fabrication platforms.



Building blocks for execution

ASX Peers Show Potential for Value Re-rating

PolyNovo (ASX: PNV) -

Medical devices for the treatment of burns, surgical wounds and Negative Pressure Wound Therapy.

AU\$13.6m Revenue FY19

\$1.65bn Market Cap

Mesoblast (ASX: MSB) —

Cellular medicines to treat complex diseases in which inflammation plays a central.

US\$16.7m Revenue FY19

\$1.01bn Market Cap

Avita Medical (ASX: AVH)

Regenerative medicine company using sprayon skin cell therapy for an array of dermal applications.

AU\$7.7m Revenue FY19

\$1.06bn Market Cap



AU\$1m Revenue

\$92m Market Cap

Revenue figures for peers taken from 2019 Annual Reports | Market capitalisation calculated by number of ordinary shares quoted on the ASX in latest 3B Announcement with closing share prices @ 14th October 2010

