

# Avita Medical Expands Commercial Reach for ReCell® in Wound Care Market with the Appointment of Distributors in France and the UK

Northridge, CA, USA and Cambridge, United Kingdom, 24 November 2015 — Avita Medical Ltd. (ASX: AVH), (OTCQX: AVMXY), a regenerative medicine company specializing in the treatment of wounds and skin defects, today announced that it has entered into agreements with specialist wound-care distributors in France and the UK.

In France, Medical Z® is a leader in compression garment technology and has gained recognition for world-class therapeutic garments to treat burn victims and patients who have undergone plastic surgery. Medical Z® offers a wide range of post-surgical compression garments that offer strength and comfort for all post-surgery outcomes for patients and surgeons.

UK-based Ideal Medical Solutions specialises in the distribution of high quality medical devices sourced from leading manufacturers throughout the world mainly for the burns, plastics, reconstructive, aesthetic surgery sectors. The Company's range is offered to both the NHS and private sector.

The signed agreements cover exclusive distribution across Avita's full product range in each territory. Appointing distributors with longstanding relationships in the sector will give Avita a greater reach into the burns, plastic and reconstructive surgery markets, as it rolls out its ReCell® product range across Europe. To date, during the product's development phases, Avita has supplied hospitals and clinics in France and the UK directly. Both distributors were selected for their proven capabilities in supporting sales of medical device products into the wound-care market, and having strong relationships with key opinion leaders and leading stakeholders. ReCell®, which can be used in conjunction with other devices already sold by both distributors, fits well within their existing product portfolios.

"Our devices require a very thorough approach and particular expertise in order to demonstrate how ReCell® can be deployed to benefit patients," said Adam Kelliher, UK-based CEO of Avita Medical. "Finding the right distributors is key and we feel these appointments are reflective of our current market status. We have strong in-market support infrastructure in place, in terms of post-sales support, PR and clinical programmes, and these will be maintained to assist our new distributors."

These agreements for UK and France build on Avita's growing distributor network in China, Taiwan, Turkey and Saudi Arabia, and will complement the Company's direct sales force in Australia. With CE mark approval, Avita will also look to extend its European reach into other countries.

#### **ABOUT RECELL® AND RES™**

ReCell® is Avita Medical's unique proprietary technology that enables a clinician to rapidly create, at point of care in approximately 30 minutes, Regenerative Epithelial Suspension (RES™) using a small sample of the patient's skin. RES™ is an autologous suspension comprising the cells and wound healing factors necessary to regenerate natural, healthy skin. RES™ has a broad range of applications and can be used to restart healing in unresponsive wounds, to repair burns using less donor skin yet with improved functional and aesthetic outcomes, and to restore pigmentation and improve cosmesis of damaged skin.

#### **ABOUT AVITA MEDICAL LIMITED**

Avita Medical develops and distributes regenerative products for the treatment of a broad range of wounds, scars and skin defects. Avita's patented and proprietary collection and application technology provides innovative treatment solutions derived from a patient's own skin. The Company's lead product, ReCell®, is used in the treatment of a wide variety of burns, plastic, reconstructive and cosmetic procedures. ReCell® is patented, CE-marked for Europe, TGA-registered in Australia, and CFDA-cleared in China. In the United States, ReCell® is an investigational device limited by federal law to investigational use. A pivotal U.S. trial is underway, with patient enrollment completion anticipated by the end of 2015. To learn more, visit <a href="https://www.avitamedical.com">www.avitamedical.com</a>.

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#### FOR FURTHER INFORMATION

#### **Avita Medical Ltd**

Adam Kelliher Chief Executive Officer Phone: +44 (0) 1763 269 772 akelliher@avitamedical.com

## UK/EU Instinctif Partners

Gemma Howe/Sue Charles Phone +44 (0)20 7866 7860 avitamedical@instinctif.com

#### **Avita Medical Ltd**

Tim Rooney Chief Financial Officer Phone: + 1 (818) 356-9400 trooney@avitamedical.com

#### **USA**

#### The Ruth Group

Lee Roth, Investor Relations Kirsten Thomas, Public Relations Phone: +1 (646) 536-7012 / +1

(508) 280-6592

lroth@theruthgroup.com
/ kthomas@theruthgroup.com

#### **Avita Medical Ltd**

Gabriel Chiappini Company Secretary Phone +61(0) 8 9474 7738 gabriel@laurus.net.au

#### Australia

### **Monsoon Communications**

Rudi Michelson Investor Relations / PR Phone: +61 3 9620 3333 rudim@monsoon.com.au