

15 November 2023

ASX Announcement

Chairman's address to Bell Potter Healthcare Conference

The year just past:

- FY23 strong sales growth 58.3%
- US profitable and growing (US 45%, ROW 134%, Australia 84%, UKI 169%, Germany 193%)
- Ended FY23 with \$46.8m of cash on hand
- Number of hospitals 470 to 703 (today)
- Number of staff 152 to 228 (today)

Momentum continues:

- Sales teams expansion: US 56 to 75, UKI 5 to 6, ANZ 5 to 9, HK 1, 20 India, Eastern Canada
- First ever AUD \$7m sales in May 2023 and revenue \$8m+ (May 2022: \$3.3m)
- Optimize manufacturing capacity ~ \$170m
- Canada, HK, and India in December 2022
- New sales into Finland, Italy, Taiwan, Denmark, Cyprus, Greece, Turkey, Spain, France
- R&D expanded team and pipeline development (14)
- BTM in new indications (skin cancer, vascular wounds, limb salvage, free flaps). Doctors lead the way
- BARDA additional \$US10m funding
- Pivotal trial 78 of 120 enrolled

The year ahead:

- Further capacity build \$500m. Cost ~ \$25m
- July / August FY24 total revenue up 119%
- Progress Japan, China, and other geographies.
- New channels of distribution: plastics, outpatient
- New alliances for product and distribution
- New leadership in IT and other positions; General Counsel
- Complete enrolment for pivotal trial

Further information:

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