

06 December 2023

ASX Announcement

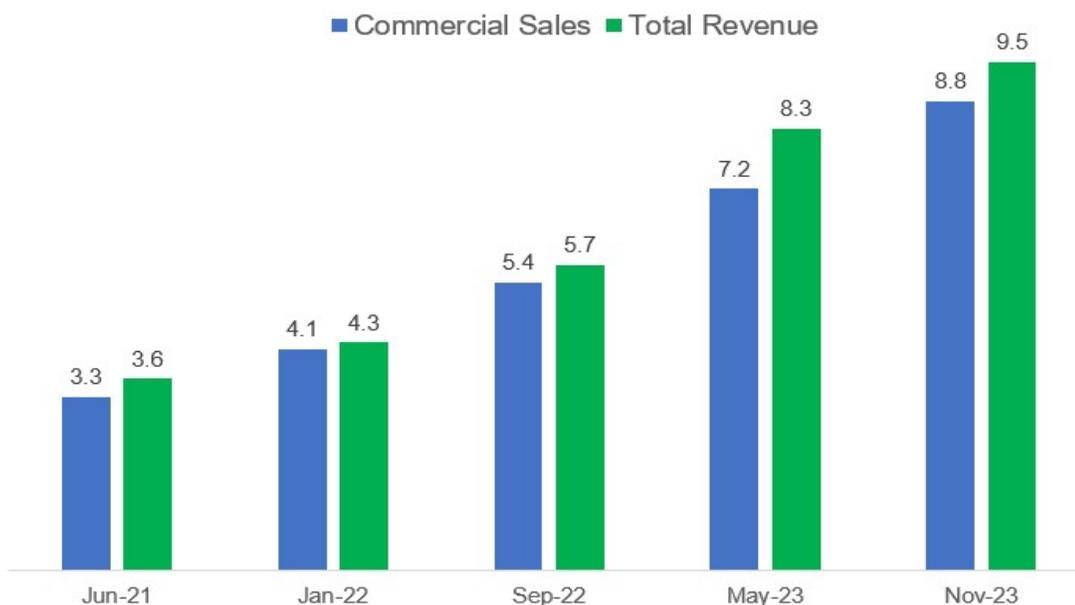
First \$A8M sales month and \$A9M revenue month

PolyNovo announces record monthly sales of \$A8.8m (unaudited) for November 2023.

Highlights:

- The U.S. business grew strongly, with monthly sales of \$A6.1m (unaudited), up circa 74% on STLY
- Rest of World had monthly sales of \$A2.7m (unaudited), up circa 290% on STLY. There was strong growth in UK/I, ANZ, and the Middle East.
- Total group revenue for the month, including BARDA was \$A9.5m (unaudited), up circa 110% on STLY

\$A million Monthly Sales and Revenue



Chairman, David Williams said: *“Sales are lumpy and will remain so as we expand our geographic footprint and surgeons explore different uses for NovoSorb MTX and BTM. Nevertheless, the direction of sales is clear, and lumpiness is our friend because it reflects growth from \$3.3m in June '21 to \$8.8m in November '23. I expect more lumpiness from our entry into India, Finland, Hong Kong, Turkey, and Canada.”*

Mr. Williams went on to say: *“As impressive as sales growth is, it reflects the impressive growth in hospitals being supplied, surgeons using the product, patients being treated and the large number of surgeon initiated trials and publications.”*

Chief Executive Officer, Swami Raote said: *“NovoSorb BTM continues to redefine healing across the world. Clinicians are taking advantage of its simplicity and versatility to manage complex wounds effectively. We are grateful to our surgeons, for their support in driving innovation and education as evidenced by over 237 publications across multiple indications. We are gaining momentum, with over 34,900 patients treated so far. As proud as we are of our progress, we are working hard to reach and touch many more lives with this disruptive technology platform.”*

This announcement has been authorised by PolyNovo Company Secretary Jan-Marcel Gielen.

About PolyNovo®

PolyNovo is a disruptive medical device company, focused on Advanced Wound Care that designs, develops, and manufactures dermal regeneration solutions (NovoSorb BTM, NovoSorb MTX) using its patented NovoSorb biodegradable polymer technology. Our development program covers Breast Sling, Hernia, and Orthopaedic applications. For further information see [polyново.com](https://www.polyново.com)

About NovoSorb®

NovoSorb® BTM is a dermal scaffold for the regeneration of the dermis when lost through extensive surgery, trauma or burn. NovoSorb® is a novel range of bio-resorbable polymers that can be produced in many formats including film, fibre, foam, and coatings. NovoSorb's unique properties provide excellent biocompatibility, control over physical properties, and a programmable bio-resorption profile.

Reach

PolyNovo supplies approximately 703 hospitals directly in Australia, Hong Kong, India, Ireland, the Middle East, New Zealand, Singapore, the United Kingdom, and the United States. Other countries, such as Finland, France, Germany, Spain, and Turkey are serviced by a distributor.