

PolyNovo FY22 Results Briefing Session with Chairman David Williams and CEO Swami Raote

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Picking up pace, post Covid

NOVOSORB BTM GROUP SALES

↑ **47.6%** 2022 \$37.6m
2021 \$25.5m

NOVOSORB BTM USA SALES

↑ **55.1%** 2022 \$32.1m
2021 \$20.7m

NOVOSORB BTM ANZ SALES POST COVID

↑ **63.0%** 2H22 \$1.9m
1H22 \$1.2m

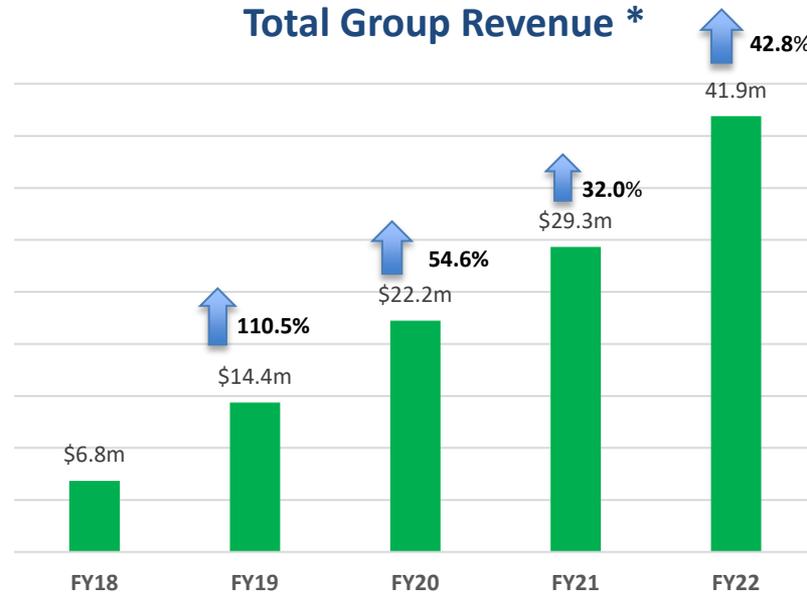
BARDA REVENUE

↑ **4.0%** 2022 \$3.8m
2021 \$3.7m

TOTAL REVENUE

↑ **42.8%** 2022 \$41.9m
2021 \$29.3m

Total Group Revenue *



* Includes BTM product sales, BARDA contract revenue and Other Income

TOTAL EMPLOYEES

↑ **43.4%**
2022 152
2021 106

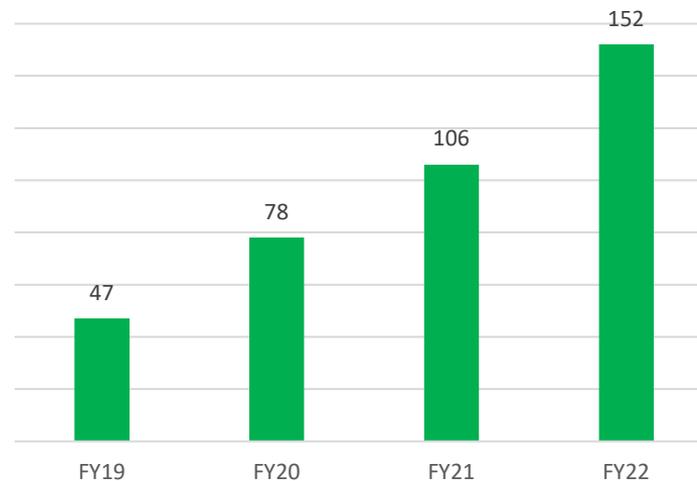
CAPITAL EXPENDITURE

↓ **86.2%**
2022 \$0.5m
2021 3.6m

RESEARCH AND DEVELOPMENT

↑ **57.6%**
2022 \$5.7m
2021 \$3.6m

Total Employees



- Growing the Global Footprint
 - U.S.
 - ROW
 - India
 - Other
- New Product Development and R&D
- NovoSorb MTX
- Clinical Trials
- Acquisitions v. Organic Growth
- Direct v. Distributor

