

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

26 August 2022

Improving outcomes. Changing lives.

A series of overlapping, rounded rectangular shapes in various shades of green and blue, arranged in a dynamic, abstract pattern in the bottom right corner of the slide.

This presentation has been prepared by PolyNovo Limited and is provided for general information purposes only. No party other than PolyNovo has authorised or caused the issue of this document, or takes responsibility for, or makes any statements, representations or undertakings in this presentation.

This presentation is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any particular investor. PolyNovo Limited makes no warranty or representation (express or implied) as to the accuracy, reliability or completeness of the information contained in this presentation. Specifically, several matters referred to in the presentation remain under investigation and are subject to change or even elimination, depending on further research and investigation. Further, any opinions (including any forward-looking statements) expressed in this presentation are subject to change without notice. PolyNovo and its directors, officers, employees, advisers and agents shall have no liability (including liability to any person by reason of negligence or negligent misstatement) for any statements, opinions, information or matters (express or implied) arising out of, or contained in or derived from, or for any omissions from this presentation, except liability under statute that cannot be excluded.

This presentation, including the information contained in this disclaimer, does not form part of any offer, invitation or recommendation in respect of shares, or an offer, invitation or recommendation to sell, or a solicitation of any offer to buy, shares in the United States, or in any other jurisdiction in which, or to any person to whom, such an offer would be illegal.

This presentation may include forward-looking statements. Forward-looking statements are only predictions and are subject to known and unknown risks, uncertainties and assumptions, many of which are outside the control of PolyNovo. Actual values, results or events may be materially different to those expressed or implied in this presentation depending on a range of factors. Given these uncertainties, recipients are cautioned not to place reliance on forward-looking statements. No representation or warranty (express or implied) is made by PolyNovo or any of its directors, officers, employees, advisers or agents that any forecasts, projections, intentions, expectations or plans set out in this presentation will be achieved.

# 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

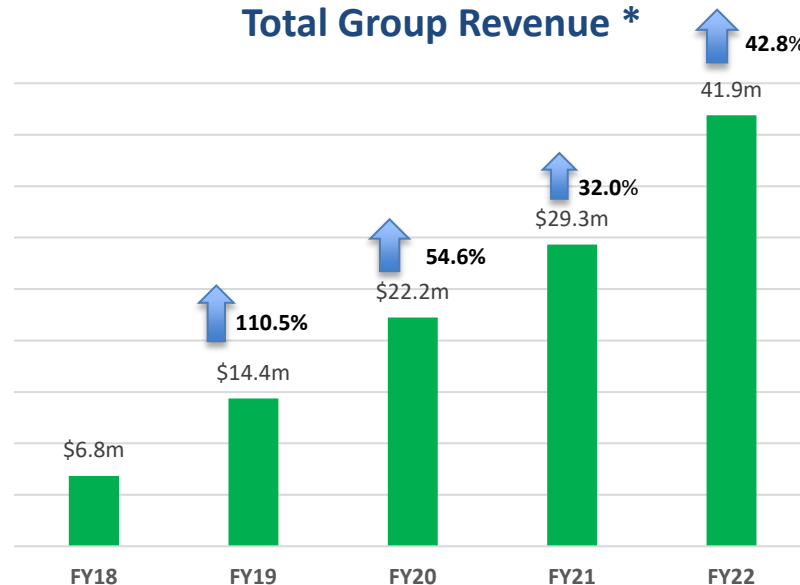
## BARDA REVENUE

↑ **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**

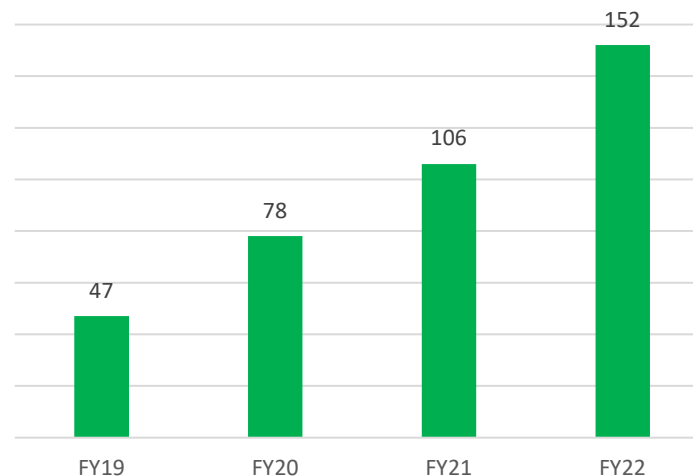
## CAPITAL EXPENDITURE

↓ **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

