

14 December 2017

Hong Kong Investor Presentation

PolyNovo Limited is pleased to release the presentation to be given by CEO Paul Brennan and Chairman David Williams to Hong Kong institutional investors today. The presentation provides an overview on the Company's activities, current revenues and development plans. In particular year to date revenues are provided as an update to the Chairman's comments at the AGM.

Further information:

David Williams
Chairman

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Paul Brennan
Chief Executive Officer

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About NovoSorb

The NovoSorb™ is a patented bio-resorbable polymer technology for use in medical devices and implants. PolyNovo has commercialized the first product being NovoSorb BTM, a dermal matrix to facilitate dermal skin repair. The NovoSorb BTM is currently on sale in the US, New Zealand, South Africa and Israel. In Australia it is utilised under the TGA prescriber's exemption scheme. PolyNovo also has a Breast and Hernia product range in development.

About PolyNovo

PolyNovo is an Australian based medical device company that designs, develops and manufactures dermal regeneration solutions using its patented NovoSorb biodegradable polymer technology. Our development program covers Breast Sling, Hernia, and Orthopaedic applications. For further information and market presentations see www.polynovo.com.au

*NovoSorb is a registered trademark of PolyNovo Limited



Hong Kong Investors

14 December 2017

ASX: PNV

Improving outcomes. Changing lives.

Disclaimer



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Mr David Williams
(B.Ec (Hons), M.Ec, FAICD)

Non-executive Chairman

Mr Williams was appointed as a Non-executive Director on 28 February 2014 and Chairman on 13 March 2014. Mr Williams is an experienced director and investment banker with a proven track record in business development and strategy, as well as in corporate initiatives specialising in mergers and acquisitions and capital raising. He has more than 30 years' experience working with and advising ASX-listed companies in the food, medical device and pharmaceutical sectors. Mr Williams is currently Chairman of ASX Listed Medical Developments International Ltd. (ASX:MVP), and is Managing Director of corporate advisory firm Kidder Williams Ltd. Mr Williams is also Chairman of Ratemyagent.com.au. Mr Williams was previously a director of IDT (ASX:IDT).



Mr Bruce Rathie
(B.Comm, LLB, MBA, FAIM, FAICD)

Non-executive Director

Mr Rathie was appointed a Non-executive Director on 18 February 2010. Mr Rathie is an experienced company director and lawyer holding degrees in law, commerce and business having practiced as a partner in a large legal firm and then as senior in-house counsel to Bell Resources Limited from 1980 to 1985 in aggregate. He studied for his MBA in Geneva and then went into investment banking in 1986. Mr Rathie was Head of the Industrial Franchise Group at Salomon Smith Barney in the late 1990s and led Salomon's roles in the federal government's privatisation of Qantas, Commonwealth Bank (CBA3) and Telstra (T1). He now has over 15 years' experience as a professional Non-executive Director.

He is currently Chairman of DataDot Technology Limited (7 years), Vice Chairman of Capricorn Society Limited (2 years) and Chairman of Capricorn Mutual Limited (2 years). In the medical device space, he was previously a Director of Compumedics Limited (2 years) and USCOM Limited (5 years) and has been a Non-executive Director of PolyNovo Limited since February 2010 (7 years). In addition, he was previously Chairman of Anteo Diagnostics Limited (3 years).



Dr David McQuillan
(PhD)

Non-executive Director

Dr McQuillan was appointed a Non-executive Director on 6 August 2012. Dr McQuillan possesses extensive technical, medical, scientific and regulatory knowledge as well as merger and acquisition expertise. Dr McQuillan was with LifeCell Inc/Kinetic Concepts Inc for 12 years, and served a number of roles that increased with responsibility, including Vice-President for Research and Development at LifeCell, and Senior Vice President of Advanced Research and Technology at KCI. He was Chief Science Officer for TELA Bio, a VC-funded development-stage biotechnology company from 2013 to 2015.



Mr Max Johnston

Non-executive Director

Mr Johnston was appointed a Non-executive Director on 13 May 2014. Mr Johnston was a former senior executive with Johnson & Johnson, the world's largest medical, pharmaceutical and consumer healthcare company. He was President and CEO of Johnson & Johnson Pacific until retirement in 2009. He also led several Asia Pacific and global franchise and functional working groups. Mr Johnston has also served as a past President of ACCORD Australia, Vice Chairman of the Australian Food and Grocery Council (AFGC) and board member of the Australian Self-Medication Industry (ASMI).

Prior to joining Johnson & Johnson Max held senior local and international executive positions with Unilever and Diageo and was Non-executive Chairman of Probiotec and a Non-executive Director of ENERO until 2016. He brings extensive overseas and local experience of leading businesses and franchises in the Asia Pacific, Western and Central Europe and Africa. Other current Directorships including ProLife Foods NZ Pty Ltd and Medical Developments International (ASX:MVP).



Mr Philip Powell

(B.Comm (Hons), ACA, FFin, MAICD)

Non-executive Director

Mr Powell was appointed a Non-executive Director on 13 May 2014. Mr Powell has over 18 years' experience in investment banking specialising in capital raisings, IPOs, mergers and acquisitions and other successful corporate finance assignments across a diverse range of sectors including utilities, IT, pharma, financial services, food and agriculture. He spent 10 years in senior financial roles at OAMPS Ltd, a former ASX-listed financial services group and 10 years in audit with Arthur Andersen & Co. in Melbourne, Sydney and Los Angeles. Mr Powell has been involved in numerous IPO engagements, valuations and venture capital related raisings. Mr Powell is currently a Non-executive Director of Medical Developments International Ltd (ASX:MVP).



Mr Leon Hoare

(GradDipBus, AssocDipAppSc(Ortho), GAICD)

Non-executive Director

Mr Hoare was appointed a Non-executive Director on 27 January 2016. Mr Hoare is the Managing Director of Lohmann & Rauscher Australia/New Zealand (ANZ), a private EU-based medical device company. Previously, he was Managing Director of Smith & Nephew ANZ, which is one of the company's largest global subsidiaries outside the United States. Until 2014 he served as President of Smith & Nephew's Asia Pacific Advanced Wound Management (AWM) business for five years. He was also a member of the global executive management for the AWM Division. In his 24 years with Smith & Nephew, he also held roles in marketing, divisional and general management.

Mr Hoare's career also included a senior role at Bristol-Myers Squibb in surgical products, and Vice-Chair of Australia's peak medical device body, Medical Technology Association of Australia. Leon is currently a Non-executive Director of Medical Developments International Ltd (ASX:MVP).

PolyNovo – Corporate Video

See www.polynovo.com.au



Mr Paul Brennan

(MBA, BSc (Nursing) RN RM)
Chief Executive Officer

Mr Brennan has extensive knowledge, exposure and understanding of the health system through his clinical background and commercial exposure with various multinational companies. He has coordinated the marketing, global strategy development, new product development and regulatory processes for the Asia-Pacific region for industry-leading organisations in relation to medical products and devices. Paul has an intimate knowledge of the manufacturing/productic processes. Previously he was the Marketing Director Australia and New Zealand and Sales Director New Zealand for Smith and Nephew Healthcare from 2008 to his commencement with PolyNovo in February 2015. Paul holds a Masters of Business Administration (MBA) from Swinburne University and a Bachelor of Science (Nursing) degree from the University of New England.



Mr Gavin Smith

(B.Ec, CPA, MAICD)
CFO and Company Secretary

Mr Smith was formally appointed as a Joint Company Secretary on 20 January, 2017. He is a CPA and a member of the Australian Institute of Company Directors and is contracted on an interim basis during Ms Andrea Goldie's maternity leave period. Mr Smith has extensive experience as a Public Company CFO and Company Secretary across multiple industry sectors including industrial, agribusiness, mining and financial services. He has had involvement in a number of businesses in other regions including North and Central America, Europe and many parts of Asia and has a special interest in linking business and financial processes to supply chain activities.

In recent times, Mr Smith has been involved in a number of CFO and company secretarial roles on an interim and/or part-time basis. Prior to this, he was engaged in senior commercial finance roles for a number of major public companies including Ardagh Group, BTR Nylex, Elders, IncoTec Pwot, IOOF, ION, Orica and Sunrice.



Corporate Overview



Polynovo Limited Chart

Intraday 1m 3m 6m 1yr 5yr 10



	\$AUD
Share Price at 8 Dec 2017	\$0.415
Issued Shares	653.9M
Market Cap.	\$271.3M
Capital raising October 2017	\$23M
Cash Nov 2017 (non-audited)	~\$27M

Holder	Shares	% Holding
1. THE TRUST COMPANY (AUSTRALIA) LIMITED	54,500,000	8.33
2. HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	40,462,364	6.19
3. CITICORP NOMINEES PTY LIMITED	15,705,313	2.40
4. DR JOHN EDWARD GREENWOOD	13,377,118	2.05
5. LATERAL INNOVATIONS PTY LTD	12,080,287	1.85
6. National Nominees	11,790,475	1.80
7. MOGGS CREEK PTY LTD	11,444,445	1.75
8. MONASH INVESTMENT HOLDINGS PTY LTD	9,607,520	1.47
9. J A B INVESTMENTS (SA) PTY LTD	9,000,000	1.38
10. JP Morgan Nominees Australia Limited	8,592,733	1.31

More than 15 Institutional investors in PNV

NovoSorb™ Polymer , a unique platform technology



NovoSorb

- Developed by the **CSIRO** and spun out as PolyNovo. Listed on the ASX 2004
- Unique polymer technology, Carbamate, that is programmable for re-absorption rate and product attributes
- Excellent biocompatibility, safety and toxicity profile
- Biodegrades through hydrolysis and excreted through urine, respiration and macrophage activity
- **Patented platform technology** of biodegradable polymer that can be utilised as:
 - a foam dermal scaffold
 - thermoplastic extrusions
 - filaments for weaving or knitting
 - a solution for spray or dip coatings of other devices
 - patents on drug and antimicrobial elution

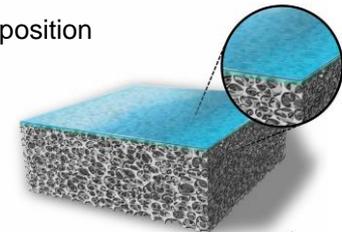
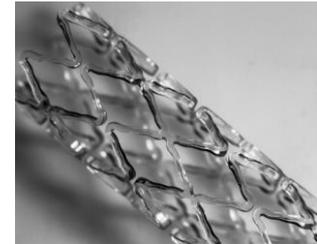
Purely synthetic materials

- No organic remnants, sensitising proteins, no risk of rejection, no cross species risk, unique market proposition

Key Attributes

- Excellent biocompatibility and harmless degradants
- Unparalleled range of mechanical properties and degradation times
- Versatile formats enabling many product development/application options
- Scalable manufacturing process

Full in house manufacture



First product commercial sales: NovoSorb BTM



BTM is a fully synthetic, biodegradable dermal matrix with 3 layers:

- **Sealing membrane**

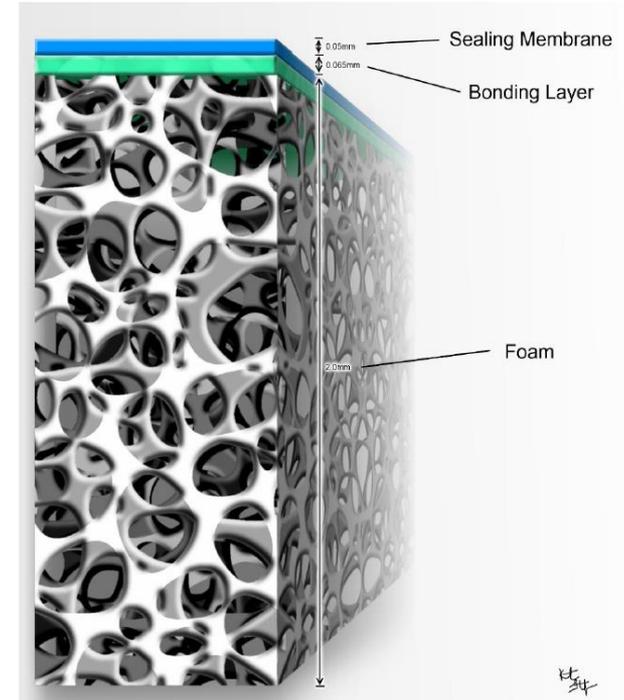
A temporary, transparent, polyurethane sealing membrane designed to physiologically 'close' the wound limiting water loss/evaporation

- **Bonding layer**

A temporary NovoSorb bonding layer designed to adhere the sealing polyurethane film/membrane

- **NovoSorb™ Foam**

2mm thick, white, open cell, high porosity, bio-degradable carbamate foam provides a scaffold/matrix for dermal tissue integration. Bio-reabsorbs in 12-18 months.



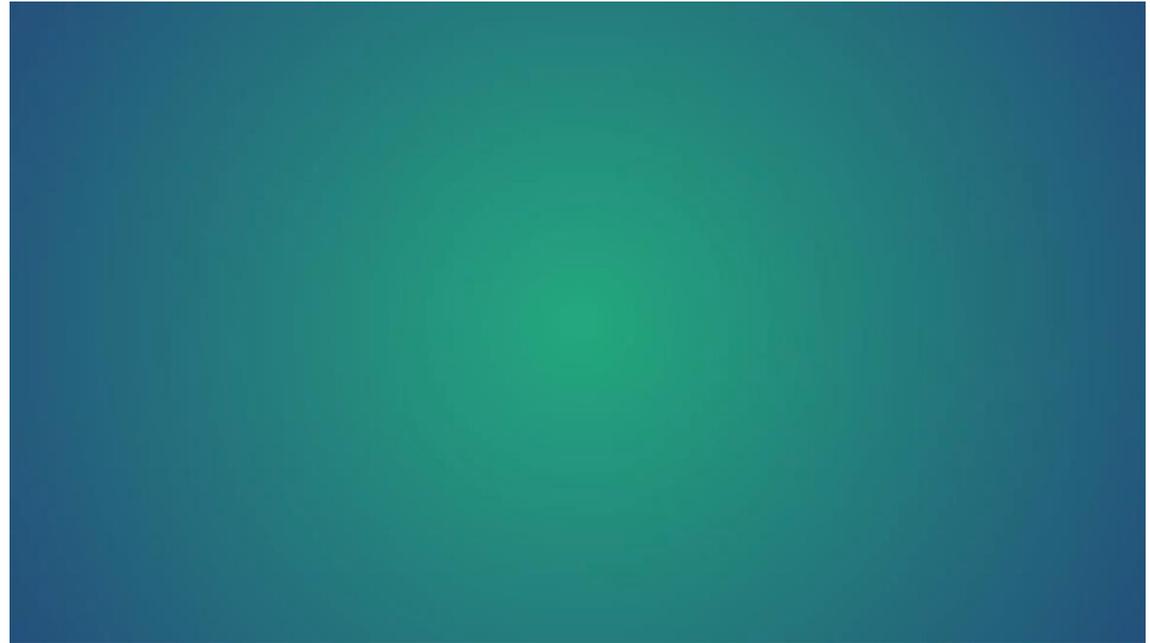
NovoSorb BTM Application and Integration

How it works



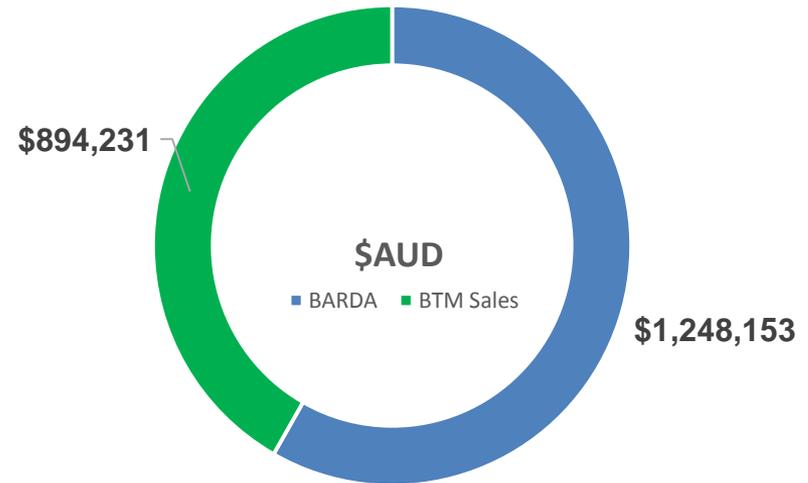
Video – How NovoSorb BTM works
See www.polynovo.com.au

1. Wound surgically debrided and BTM stapled into place...wound is 'physiologically closed', limiting contraction and risk of infection.
2. Cellular and vascular integration occurs over the next 3 weeks. This generates a full thickness dermis
3. Outer film is removed and discarded once integration is complete...blanch test
4. Epidermis is closed by split skin graft or secondary intention healing under advance wound products- Surgeon's preference



- Direct sales team in US
 - Currently 5 with expansion to 8 anticipated in 2018 as sales revenues build
- Australia/New Zealand transition to a direct sales team early 2018
- South Africa support partner Surgical Innovations in developing that market
- Israel through AMI Technologies partnership
- Europe consider direct sales team in some countries where margins are attractive and call points clearly identified. Appoint distributors in countries where sales potential is lower
- Expand other market entries with distribution partners as regulatory approvals achieved.

Revenue to date FY18 (as at 8 December 2017)



We expect sales to ramp quickly in both the US and South Africa between now and 30 June 2018 (FY), see Chairman's comments AGM 16Nov.

NovoSorb BTM Sales in US



- US FDA 510(k) approved product- on sale now in the US
- NovoSorb BTM sales with repeat orders established in multiple US hospitals
- Direct sales team of 5 with further expansion anticipated as sales revenues continue to ramp up
- Surgeon experience positive with the NovoSorb BTM showing robust performance in challenging cases. A wide variety of dermal loss surgeries completed: trauma, necrotising fasciitis, burns, reconstructive and plastics.
- Inventory stored in the US with overnight deliveries possible across the whole of the US
- Dedicated US PolyNovo website www.polyново.com
- Advertising in Medical Journals, Trade booths at major conferences
- US Surgeons will be presenting papers in the US from January 2018



South Africa and other African Countries

- Ascendis Medical subsidiary, Surgical Innovations, is our exclusive distributor
- 5 dedicated BTM sales representatives, experienced in the plastic/burn surgery segment
- Initial sales focus is the private market sector with surgeries already completed in the public sector
- Product launched at a recent medical conference in South Africa, August 2017
- Initial sale to distributor followed by repeat order as surgeons adopt the product

Australia & New Zealand

- Moving to a direct sales team with third party logistic support (3PL)

Israel

- Partnered with AMI Technologies for distribution in Israel. Sales expected April 2018

Other markets

- Looking towards a Saudi Arabia and UAE entry early 2018
- Exploring SE Asia opportunities with distributors
- UK/EU entry anticipated post June 2018, exploring direct sales and distribution options

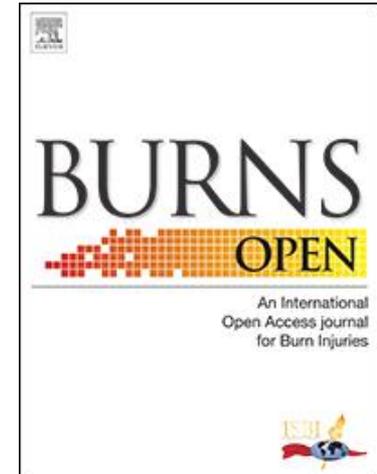
Professor John Greenwood , Royal Adelaide Hospital, and his team have completed the long term follow up of the first 5 burn patients.

- Publication in a global peer review journal
- Excellent outcomes for all patients with their NovoSorb BTM treated areas

US Surgeons also obtaining excellent clinical results with NovoSorb BTM in a wide variety of Surgical Wounds. Several podium presentations expected in the US early in 2018

NB: The Burns market is approximately 10% of the addressable opportunity for NovoSorb BTM. Our key focus area is Surgical Wounds, Plastic and Reconstruction. We are selling to this segment now.

Publications: <http://polynovo.com.au/resources/>



[http://www.burnsopen.com/article/S2468-9122\(17\)30037-8/fulltext](http://www.burnsopen.com/article/S2468-9122(17)30037-8/fulltext)

Outcomes of the first five burn patients



Pt 1 Day 536

Pt 2 Day 368

Pt 3 Day 312

Pt 4 Day 171

Pt 5 Day 194

A CE Mark is a regulatory standard/requirement for many countries eg: Europe, Australia, SE-Asia. Clinical trials are required as part of a Class III certification

Working concurrently on Priority Review pathway with the TGA for ARTG /CE application.

If successful, we may achieve ARTG listing in Q2 2018 and CE Certification Q3 2018 enabling both Australian SE Asia and EU sales.

Clinical trial pathway- alternative process

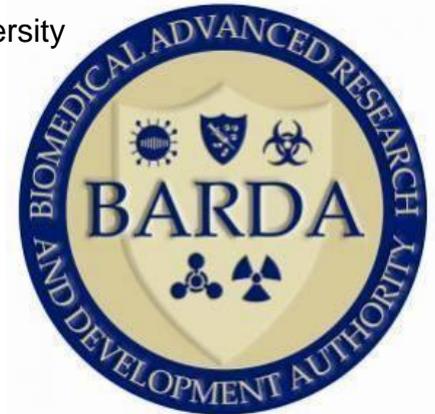
- PolyNovo require 30 burn patients enrolled in the trial
- Outcomes:
 - BTM take, skin graft take, assessment through to 12 months post-graft application
- Current enrolment status: 20/30 enrolled to date
- Sites:
 - The Alfred Hospital Melbourne, Royal Brisbane & Women's Hospital, Royal North Shore Hospital Sydney Concord Hospital Sydney
 - St. Anne's Hospital Toulon, France. One patient has completed follow-up and the site is now closed due to cost and slow recruitment.
- Estimate conclusion of recruitment April/May 2018
- Estimate CE application from burns trial November 2018 and EU sales early 2019

BARDA PMA Trial Programs



BARDA is a US Federal agency within the Department of Human & Health Services. They are charged with preparing for mass disaster management. BARDA awarded PolyNovo a contract which funds our US based clinical trials program. Success in these trials will lead to a US FDA PMA certification for treatment of full thickness burns with BTM.

- Feasibility trial
 - 10 patients in 6 sites University of Tennessee -Memphis, UC Davis-Sacramento, University of Southern Florida - Tampa and Wake-Forest University – Nth Carolina and Phoenix Arizona.
 - 4 sites completed surgeries
 - Current status 6/10 enrolment
 - Conclude recruitment estimate March/June 2018
- Swine Study, degradation and toxicity
 - Concluded pilot trial
 - US FDA approval of final protocol. Final study commences January 2018
- Planning to submit a modular PMA that allows for FDA submission of data as it becomes available.



NovoSorb Platform Technology Market Opportunities

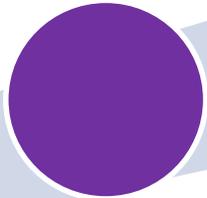


PNV market opportunities in ~ \$7B +

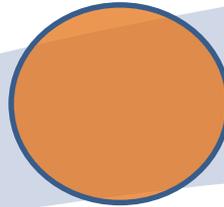
Hernia~ \$2B + market
Entry~2019



Breast ~\$3B market
2018 partner
development program.
Currently in contracting
phase



Bone Void Filler
~\$2.3B market
Licence with S&N
Orthopaedics

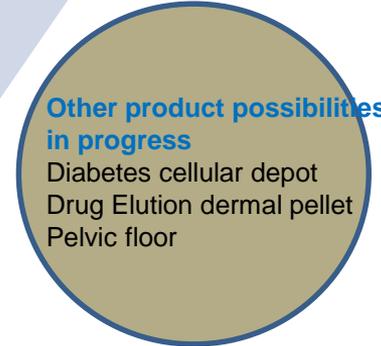


NovoSorb BTM
~\$800+M market
On sale now-
Revenue YTD
\$730K



Other product possibilities
in progress

Diabetes cellular depot
Drug Elution dermal pellet
Pelvic floor



NovoSorb platform technology

Breast Market ~\$3B

- PolyNovo has signed a MOU with a global medical device company for the development of a range of breast product. Currently working through the contracting process. These include
 - a reinforcement “breast sling” used in cosmetic and reconstructive surgery
 - Breast form
 - Breast form cover

Hernia Market~\$2B

- Concluded round table feedback meetings with surgeon to refine the product design
- Focus on large and ventral hernia segments

Other segments

- In discussion with a US based corporation for a licence of drug elution pellet. This is a pellet inserted under the skin that slowly releases a measure dose of a drug to improve compliance and efficacy of medication.
- Working with BetaCell Technologies Pty Ltd research group on the use of NovoSorb BTM as a dermal depot for Islet cell transplants (Type I diabetes)

PolyNovo has completed a **\$7M** capital raising via private placement at **\$0.27**

Further capital raising of **\$16M** was through Share Purchase Plan (SPP) at **\$0.27**

Use of new capital

- Expanding sales and support infrastructure to accelerate sales, focused on the US market
 - Sales staff, Clinical support role and marketing promotion
- Accelerating R&D program to support breast & hernia applications
- Supporting the R&D effort behind the licence agreement for drug elution pellet
- European market entry during CY2018
- General working capital

Expanded cleanroom production facility- New



Video Links

- <https://www.youtube.com/channel/UCL-B7V8ImJxqDmKiHpmY-TA>
- <http://www.finnewsnetwork.com.au/MediaCenter/MediaCenterMobile.aspx?Site=FNN1074>
- <http://polynovo.com.au/>



**JW 1st patient treated
with NovoSorb BTM**



LinkedIn



YouTube