

Quarterly Report – June 2021

Perth, Australia – 28 July 2021: Orthocell Limited (ASX: OCC, “Orthocell” or “the Company”) is pleased to release its Quarterly Report for the quarter ended 30 June 2021.

Key highlights for the quarter:

- **CelGro® nerve regeneration trial demonstrates potential for breakthrough nerve treatment** to return function to paralysed upper limbs;
- **US based Experien group completes review of CelGro® nerve regeneration clinical data and US FDA regulatory pathways** and is advancing reimbursement strategy for the product;
- **Significant progress made towards Striate+ US market entry** with incorporation of US business to enable product supply, with opinion leader engagement and high impact product launch plans with Seattle Study Club and Sunrise Dental Solutions Group underway;
- **Samson Medical Technologies appointed as exclusive distributor in Australia of Orthocell’s Striate+,** for bone and soft tissue repair (post quarter end); and
- **Patents granted in China, Hong Kong and New Zealand for CelGro® for sutureless repair of soft tissue defects and CelGro® collagen rope** to augment ligament repair surgeries, such as **Anterior Cruciate Ligament (ACL) reconstruction**

Orthocell Managing Director, Paul Anderson said: “The Company has had another great quarter, progressing the US and AUS market entry of Striate+ dental and the US regulatory program for our CelGro® nerve regeneration device. I am excited by the potential of our Australian invented and manufactured products, and look forward to what is shaping up to be a very exciting period for the Company.”

CelGro®

*Soft tissue reconstruction
platform medical device*

CelGro® Platform Medical Device

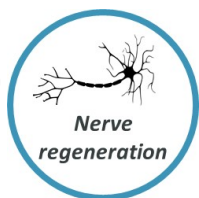
CelGro® is a biological collagen membrane manufactured by Orthocell to augment surgical repair of bone and soft tissue. CelGro® represents a breakthrough in soft tissue reconstruction and offers significant commercial potential in existing addressable markets of bone, tendon, nerve and cartilage, and wider applications in general surgical and soft tissue reconstructive applications. The global addressable market for CelGro® is in excess of US\$9.9bn¹ and growing. Orthocell is well positioned to establish CelGro® as the best-in-class membrane for bone and soft tissue repair and to realise multiple commercial partnering opportunities.





1. US, Japanese, European and Australian markets.
Analysis of addressable markets excludes the following CelGro® pipeline products including articular cartilage repair, ACL ligament replacement & general surgery.

Figure 1: CelGro® Platform Technology



1. CelGro® Nerve Regeneration

During the quarter, Orthocell announced the first interim data read out of all patients in the CelGro® nerve regeneration trial at 12 months post treatment. Positive clinical data shows nerve repair with CelGro® following injury to the spinal cord, brachial plexus and other peripheral arm/hand nerves consistently restores arm and hand function. In summary:

- **75.8% of all nerve repairs (25 of 33) in the clinical study resulted in functional recovery** (MRC grade 3 or 4¹) **of muscles controlled by the repaired nerve** at 12 months post treatment; and
- **In the quadriplegic patient cohort, 76.5% of nerve repairs (13 of 17) also resulted in functional recovery** (MRC grade 3 or 4¹) **of muscles controlled by the repaired nerve** at 12 months post treatment

These results combined with the previously released pre-clinical data showing superior nerve regeneration when compared to the market leading nerve repair device, positions CelGro® as the potential market leader in nerve regeneration and restoration of voluntary muscle control of paralysed upper limbs.

In light of these results, the Company has engaged Experien Group, as the Company's US regulatory advisers to evaluate opportunities for expedited approval of CelGro® for nerve regeneration. The evaluation has been completed and the team is now developing the US FDA submission to confirm the most appropriate US regulatory pathway, potential for inclusion in expedited programs and what this will mean for reimbursement value for the product.





2. Striate+ for dental bone and tissue repair

Orthocell has successfully completed the regulatory phase for use of Striate+™ (previously branded as CelGro® Dental) in dental bone and soft tissue repair procedures, successfully attaining AUS, US and EU approval. Key market approvals and key opinion leader product use are essential factors in securing a strategic partner to manage the distribution and marketing of Striate+. With scalable manufacturing and an increasing number of industry leading dental surgeons advocating on our behalf, Orthocell is well positioned to execute on its partnering and commercialisation strategy.

United States Market

Orthocell received FDA 510(k) clearance in January, 2021 to market and supply Striate+ for dental bone and tissue regeneration procedures in the US dental market, estimated at US\$500 million per annum¹. Since gaining US market approval the Company has focused on preparing for market entry and has made significant progress during the quarter, including:

- **Incorporation of a US company** – Orthocell (US) has been incorporated to enable supply of product in the US;
- **Set up of a US warehouse and logistics solution** – Engagement of Expeditors was completed as Orthocell's dedicated US warehouse and logistics provider;
- **Preparations for the Seattle Study Club launch** – The Seattle Study Club is a network of over 5,700 dental clinicians (predominantly US based) interested in furthering their knowledge to provide the highest quality dental care to patients. Orthocell has completed training and education of six new US key influencers who are clinically respected surgeons with extensive social media followings to become Striate+ product advocates. Feedback on Striate+'s useability has been overwhelmingly positive, particularly in its advantages over current membranes in handling characteristics and the ability to secure dental bone tacks and pins;
- **Preparations for the Sunrise Dental Solutions Group launch** – The Sunrise Dental Solutions Group is showcasing Striate+ at the upcoming Sunrise Summit in October, 2021. One of Orthocell's key influencers, Dr Pamela Ray is presenting on her experiences with Striate highlighting its advantages over current products. The expert session will be captured on video and used in high impact digital marketing initiatives.
- **Set up of US key influencer/key opinion leader accounts** – multiple key accounts in development with high profile, internationally regarded oral surgeons switching to using Striate+;
- **Marketing collateral** – Development of key influencer/opinion leader videos capturing user feedback and highlighting the distinct Striate+ advantages of better handling characteristics and higher quality dental outcomes; and
- **Digital marketing campaign** – Engagement of Cellerent Consulting Group to lead the development and roll out of the Striate+ digital marketing campaign designed to maximise product awareness and drive product adoption;



Australian Market

In March, 2021, The Company received notification from the Australian Government Department of Health that Striate+ has been included on the Australian Prostheses List enabling dental practitioners to receive reimbursement from private insurers. Since receiving reimbursement approval, the Company has been actively preparing for WA market entry, establishing key opinion leader accounts, engaging public/teaching hospitals, private hospitals and corporatised dental practices and evaluating potential distributors. Post the quarter end, the Company engaged **Samson Medical Technologies as exclusive distributor in Australia** of Orthocell's Striate+, for bone and soft tissue repair. Samson Medical is a leading distributor of innovative medical devices with an experienced team to assist in managing the market entry, promotion and distribution of Striate+. The Company looks forward to working with the team at Samson Medical to enter the Australian market and establish Striate+ as the highest quality collagen membrane for oral bone and soft tissue regeneration procedures.

UK and EU Market

During the quarter, new strains of COVID-19 and subsequent social distancing restrictions in the EU and the UK prevented most dental practices from treating patients. In response to these restrictions and the current dental market conditions, the Company has placed various promotional and distribution personnel related expenses on hold until dental surgeons are able to return to the regular treatment of patients. The Company is utilising this period to prepare for the anticipated return of demand for high quality products, such as Striate+, to facilitate rapid and high quality dental procedures by continuing to invest in its clinician advocacy program and targeted digital marketing program. In particular, the Company has been developing key influencer/ opinion leader product videos with Dr Nick Fahey and Dr Jonathan Bell highlighting the improved healing time, increased cortical bone and handling characteristics when using Striate+.

Ortho-ATI®

*Cell therapy to regenerate
damaged tendon tissue*

Ortho-ATI®

Ortho-ATI® is a breakthrough in regenerative medicine – a novel cell therapy developed to treat chronic degenerative tendon injuries (tendinopathy / tendonitis). The Company is currently conducting two clinical trials with Ortho-ATI® - the first is focused on rotator cuff and the second on tennis elbow tendon defects. The rotator cuff study is fully recruited and is on track to provide a final data read out in 3Q CY2021.

This will be the world's first randomised, active controlled clinical trial of a tendon regeneration cell therapy and represents a significant inflection point for the Company on its pathway to US approval and commercialisation. The tennis elbow study is 80% recruited and plans to be fully recruited in CY 2021.

Ortho-ATI® can be used in both surgical and non-surgical applications and is at the forefront of a large and increasing market opportunity, estimated to be worth >US\$7.7bn¹ and growing.



Intellectual Property

During the quarter the Company announced it has been granted additional patents for its novel CelGro® collagen medical device platform for soft tissue regeneration applications. In particular:

- China and New Zealand patents for sutureless repair of soft tissue covering the method of using CelGro® to repair a defect in soft tissue, such as tendons, ligaments and nerves, avoiding the use of damaging sutures. The patents are now approved in Australia, New Zealand, China and Japan, with further applications progressing in US and EU.
- China and Hong Kong patent for CelGro® collagen rope covering novel collagen ropes to augment ligament repair surgeries, such as Anterior Cruciate Ligament (ACL) reconstruction. CelGro® collagen rope patents are now granted in the US, Australia, China and Hong Kong

Corporate

Orthocell's net operating cash outflows for the quarter were \$1.81m. Most of the expenditure was allocated to commercial and R&D related activities. At the end of the quarter, Orthocell held a cash balance of A\$16.32m.

Orthocell's strong cash position enables the Company to progress key regulatory approvals and its commercialisation strategy, delivering significant shareholder value.

As detailed in Section 6.1 of Appendix 4C, payments to related parties include salaries, fees and superannuation contributions.

Release authorised by:

Paul Anderson
Managing Director, Orthocell Ltd

For more information, please contact:

General & Investor enquiries

Paul Anderson
Orthocell Limited
Managing Director
P: +61 8 9360 2888
E: paulanderson@orthocell.com.au

Media enquiries

Haley Chartres
HACK Director

P: +61 423 139 163
E: haley@hck.digital



About Orthocell Limited

Orthocell is focused on regenerating mobility for patients by developing innovative products for the repair of a variety of bone and soft tissue injuries. Orthocell's portfolio of products include CelGro®, a collagen medical device which facilitates tissue repair and healing in a variety of orthopaedic, reconstructive, and surgical applications. CelGro has received regulatory approval in the EU, Australia and the US for bone and soft tissue regeneration in dental procedures. The Company is investigating other clinical uses for CelGro in peripheral nerve and tendon repair. The Company's other major products are personalised cell therapies Autologous Tenocyte Implantation (Ortho-ATI®) and Autologous Chondrocyte Implantation (Ortho-ACI®), which aim to regenerate damaged tendon and cartilage tissue. Orthocell is moving forward with clinical studies for Ortho-ATI® designed to assist in the US (FDA) approval process.

For more information on Orthocell, please visit www.orthocell.com.au or follow us on Twitter @OrthocellLtd and LinkedIn www.linkedin.com/company/orthocell-ltd

Forward Looking Statement

Any statements in this press release about future expectations, plans and prospects for the Company, the Company's strategy, future operations, and other statements containing the words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "predict," "project," "target," "potential," "will," "would," "could," "should," "continue," and similar expressions, constitute forward-looking statements. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including: the Company's ability to successfully develop its product candidates and timely complete its planned clinical programs and the Company's ability to obtain marketing approvals for its product candidates. In addition, the forward-looking statements included in this press release represent the Company's views as of the date hereof. The Company anticipates that subsequent events and developments will cause the Company's views to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date hereof.



Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Name of entity

Orthocell limited

ABN

57 118 897 135

Quarter ended ("current quarter")

30 June 2021

Consolidated statement of cash flows		Current quarter \$A'000s	Year to date (12 months) \$A'000s
1. Cash flows from operating activities			
1.1 Receipts from customers		325	928
1.2 Payments for:			
(a) research & development (including allocated staff costs)		(1,393)	(5,933)
(b) patent & trademark fees		(181)	(460)
(c) marketing, business development & investor relations		(211)	(533)
(d) leased assets		(1)	(2)
(e) staff costs (other than R&D staff)		(105)	(581)
(f) administration & corporate costs		(250)	(999)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		-	199
1.5 Interest & other costs of finance paid		-	-
1.6 Income taxes paid		-	-
1.7 Government grants & tax incentives received		-	2,748
1.8 Other		-	-
1.9 Net cash from / (used in) operating activities		(1,816)	(4,633)
2. Cash flows from investing activities			
2.1 Payments to acquire:			
(a) entities		-	-
(b) businesses		-	-
(c) property, plant & equipment		(57)	(153)
(d) investments		-	-
(e) intellectual property		(2)	(36)
(f) other non-current assets		-	-
Proceeds from disposal of:			
(a) entities		-	-
(b) businesses		-	-
(c) property, plant & equipment		-	-
(d) investments		-	-
(e) intellectual property		-	-
(f) other non-current assets		-	-
2.3 Cash flows from loans to other entities		-	-
2.4 Dividends received (see note 3)		-	-
2.5 Other (provide details if material)		-	-
2.6 Net cash from (used in) investing activities		(59)	(189)

Consolidated statement of cash flows	Current quarter \$A'000s	Year to date (12 months) \$A'000s
3. Cash flows from financing activities		
3.1 Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2 Proceeds from issue of convertible debt securities	-	-
3.3 Proceeds from exercise of share options	438	709
3.4 Transaction costs related to issues of equity securities, or convertible notes	-	-
3.5 Proceeds from borrowings	-	-
3.6 Repayment of borrowings	-	-
3.7 Transaction costs related to loans & borrowings	-	-
3.8 Dividends paid	-	-
3.9 Other (provide details if material)	-	-
3.10 Net cash from / (used in) financing activities	438	709

4. Net increase / (decrease) in cash & cash equivalents for the period		
4.1 Cash & cash equivalents at beginning of period	17,561	20,442
4.2 Net cash from / (used in) operating activities (item 1.9 above)	(1,816)	(4,633)
4.3 Net cash from / (used in) investing activities (item 2.6 above)	(59)	(189)
4.4 Net cash from / (used in) financing activities (item 3.10 above)	438	709
4.5 Effect of movement in exchange rates on cash held	-	-
4.6 Cash & cash equivalents at end of period	16,124	16,329

5. Reconciliation of cash & cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000s	Previous quarter \$A'000s
5.1 Bank balances	629	1,766
5.2 Term deposits	15,700	16,000
5.3 Bank overdrafts	-	-
5.4 Other (subscription funds held in trust)	-	-
5.5 Cash & cash equivalents at the end of the quarter (should equal item 4.6 above)	16,329	17,766

6. Payments to related parties of the entity & their associates	Current quarter \$A'000s
6.1 Aggregate amount of payments to these parties included in item 1	346
6.2 Aggregate amount of payments to these parties included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments</i>	

7. Financing facilities available <i>Note: the term 'facility' includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the position.</i>	Total facility amount at quarter end \$A'000s	Amount drawn at quarter end \$A'000s
7.1 Loan facilities	-	-
7.2 Credit standby arrangements	-	-
7.3 Other (please specify)	-	-
7.4 Total financing facilities	-	-

7.5 Unused financing facilities available at quarter end	-
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7.6 Include in the box below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

8.	Estimated cash available for future operating activities	\$A'000s
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,816)
8.2	Cash and cash equivalents at quarter end (item 4.6)	16,329
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	16,329
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	9.0

Note: if the entity has reported positive net operating cash flows in item 1.9 answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being

Answer: N/A

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful.

Answer: N/A

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28-Jul-21

Authorised by: Simon Robertson, Company Secretary
(Name of body or officer authorising release - see note 4)

Notes

- 1 This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
- 2 If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: Statement of Cash Flows apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
- 3 Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
- 4 If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
- 5 If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.