

# ASX ANNOUNCEMENT

25 May 2022

## ANNUAL GENERAL MEETING CHAIRMAN'S ADDRESS AND CHIEF EXECUTIVE OFFICER PRESENTATION

**SYDNEY**, 25 May 2022: Anteris Technologies Ltd (ASX: AVR) is pleased to provide the attached Chairman's Address and Chief Executive Officer Presentation to the Annual General Meeting being held today.

**ENDS**

### About Anteris Technologies Ltd (ASX: AVR)

Anteris Technologies Ltd is a structural heart company that delivers clinically superior and durable solutions through better science and better design.

Its focus is developing next-generation technologies that help healthcare professionals reproduce consistent life-changing outcomes for patients.

Anteris' DurAVR™ 3D single-piece aortic heart valve replacement addresses the needs of tomorrow's younger and more active aortic stenosis patients by delivering superior performance and durability through innovations designed to last the remainder of a patient's lifetime.

The proven benefits of its patented ADAPT® tissue technology, paired with the unique design of our DurAVR™ 3D single-piece aortic heart valve, have the potential to deliver a game-changing treatment to aortic stenosis patients worldwide and provide a much-needed solution to the challenges facing doctors today.

### Authorisation and Additional information

This announcement was authorised by Mr Stephen Denaro, Company Secretary.

### For more information:

Hannah Howlett

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### **Address by the Chairman Mr John Seaberg**

Thank you from me personally and on behalf of the rest of the Board for allowing us to serve as Directors of your company. The company today looks much different than it did years ago when Wayne and I joined the Board. In that regard, a business mentor of mine, many years ago shared the phrase with me that you should narrow your focus to broaden your appeal. Well, several years ago, we were spread too thin across several businesses and not doing justice to any of them. Also, the markets we were serving were low value targets compared to where we serve today. Thanks to Wayne's transformational leadership we are now laser focused on structural heart, the highest value target in cardiology, and we are blessed with our Platform Technology, our Adapt anti-calcification process, upon which we have been able to develop our leading edge DurAVR TAVR valve and potentially in the future, numerous other structural heart products.

As we've narrowed our focus, we have indeed broadened our appeal. The Key Opinion leaders in our Structural Heart space see much to like about our product and the timing of our product. Remember, these Doctors go to medical meetings all across the globe. It truly is an international community. As we are recognized with various innovation awards at conventions, TAVR professionals all across the world pay attention. The word travels quickly, especially when it references the next big advance in TAVR. Because of our design attributes and the strong success of our first 5 patients in Tblisi Georgia, Wayne has been able to attract and retain a world class Advisory Board. We have been able to welcome TAVR expert, Dr. Chris Meduri to the company as our Chief Medical Officer. We also recently welcomed Dr. Karl Poon from Prince Charles Hospital in Brisbane Australia. Dr Poon has one of the largest TAVI experiences in all of Australia. None of these experts have connected with our company because they are bored with nothing else to do. In fact, they recognize the potential of our company and want to leave their fingerprints on the ultimate design and development of overall clinical strategy. Over the years I've heard more than one Advisory Board doctor express the fact that he can use his expertise in his daily practice on his own patients to save maybe 100's of lives per year but if he can advise industry on how to best develop a technology he can potentially help save thousands of lives per year.

Some of you know that I consult with a Mpls brokerage firm that conducts capital raises for what we deem to be high potential private companies, primarily in the healthcare space. Needless to say we always have to ask ourselves if this is a good time to invest in a specific company, simply put, what is the risk/reward ratio looking like. We look at the management team, the market size, is there an unmet clinical need solved by their product and what is the exit potential for the investors whether via IPO or acquisition. When I apply that thinking to Anteris I see a high quality management team, a product that has successfully gone from bench testing to animals to humans, has a highly differentiated technology in a vibrant and growing market and adequate cash reserves to achieve future milestones. No equity investment is risk free and I'm very biased but from where I sit, we are very investable for the growth minded investor.

Thanks again for your interest and support and we look forward to reporting on our future progress.



# ANTERIS 2021 AGM

## CEO PRESENTATION

May 25<sup>th</sup> 2022



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# Disclaimer

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▲  
2016

▲  
2017

▲  
2018

▲  
2019

▲  
2020

▲  
2021

# Agenda

- Financials
- Competitive advantage
- First in Human study
- Market opportunity
- Partnerships
- Future revenues
- Questions



2021

2021 A year of headlines





Prince devoted to his queen, dead at 99



Prince Philip, with the Queen in a 2017 portrait, shied back from public duties for years ago, electing to spend his retirement at Wood Farm in Sandringham





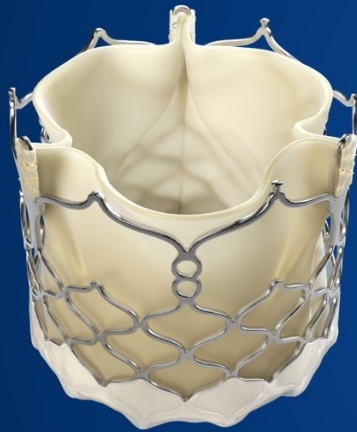
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# COVID-19 VACCINE





Anteris made a few of its own headlines



**ANTERIS™**

**Selected to showcase the  
DurAVR™ THV System at  
TVT 2021 'Innovation Session'**

**DurAVR™**  
Transcatheter Heart Valve  
(an ADAPT® Product)

**Lasts Longer,  
Works Better**

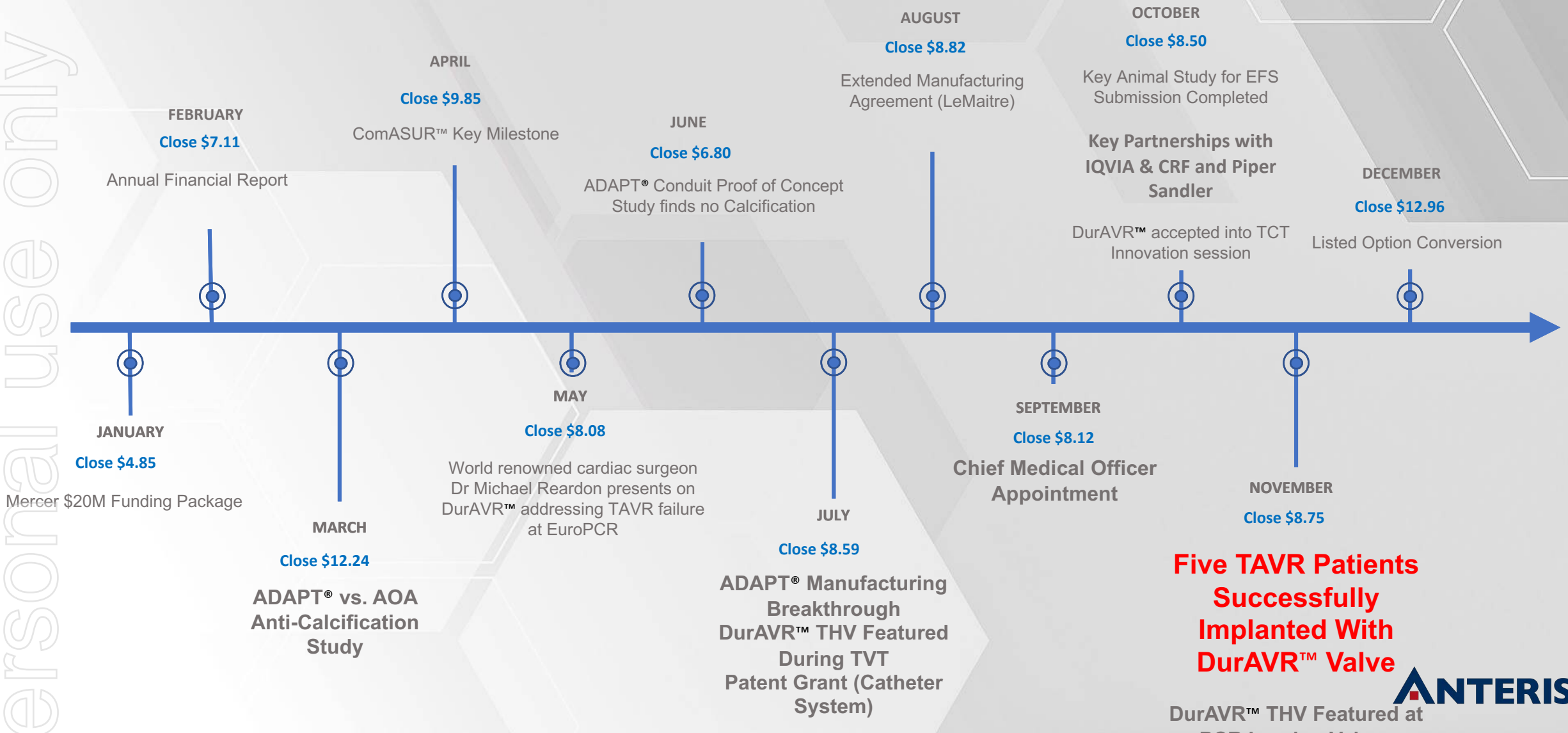




# Major milestones were achieved in 2021



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# DurAVR™ studies progressed rapidly in 2021 from animals to humans

Animal lab



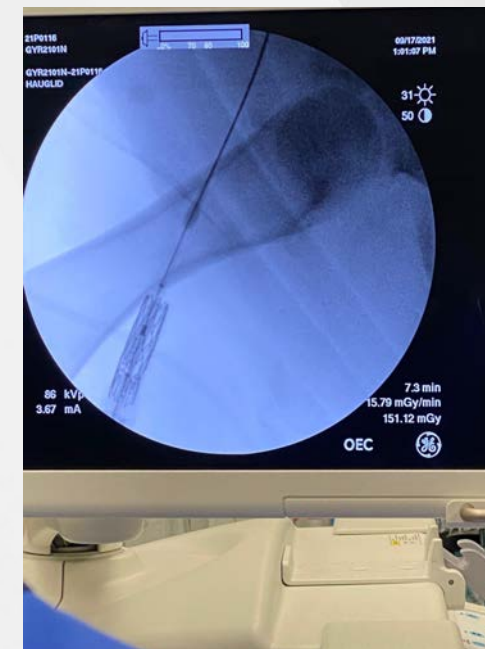
Dr Hamid performing echo



Dr Meduri implanting  
DurAVR™



DurAVR™ being deployed



# Financial report

## Balance sheet

<b>Assets</b>	<b>1,734,826</b>
Current assets	88,905
Non-current assets	1,645,921
<b>Liabilities</b>	<b>166,630</b>
Current liabilities	110,327
Non-current liabilities	56,303
<b>Equity</b>	<b>74,393</b>
Paid-in capital	72,921
Retained earnings	1,472



## Equity statement

<b>Current year</b>	<b>1,774,576</b>
Comprehensive income	15,897
Issue of share capital	88,905
Dividends	23,853
<b>Previous year</b>	<b>166,630</b>
Comprehensive income	110,327
Issue of share capital	56,303
Dividends	67,678



## Income statement

<b>Revenues</b>	<b>12,978,516</b>
Net sales	12,873,892
Investment	104,624
<b>Expenses</b>	<b>6,372,535</b>
Research and Development	1,385,395
Operating expenses	4,439,118
Net income	6,505,981



## Cash flow statement

<b>Operations</b>	<b>12,978,516</b>
Earnings	12,873,892
Depreciation	104,624
<b>Investing</b>	<b>6,372,535</b>
Real estate	1,385,395
Equipment	4,439,118
<b>Financing</b>	<b>6,505,981</b>
Debt	6,505,981



2021 Financials



# Financial highlights 2021



# Anteris market cap increased by 515% in 2021

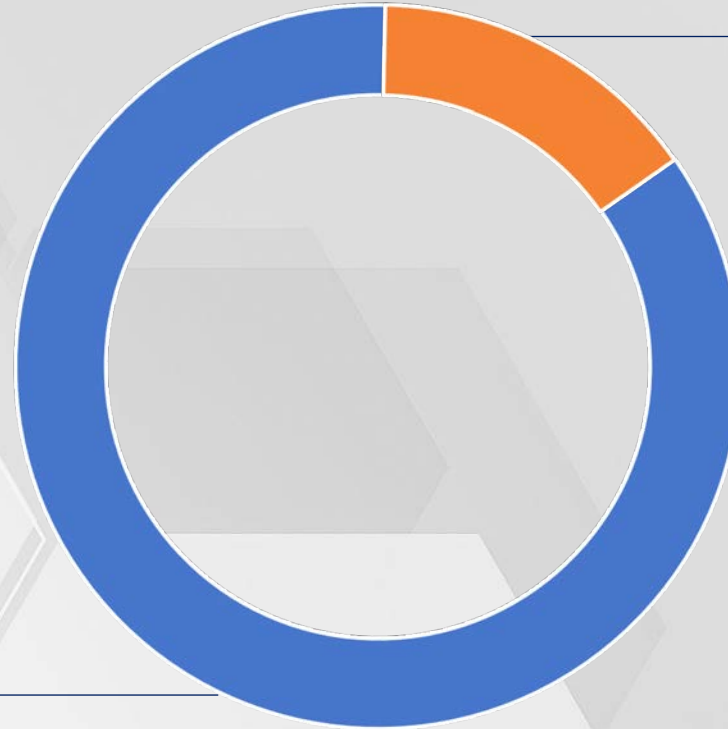
Key financial metrics	FY2020 Actual \$m	FY2021 Actual \$m
Sales revenue	7.1	7.8
EBITDA	(13.7)	(20.1)
Net loss after tax	(15.3)	(22.9)
Market capitalisation	23.4	143.8
Cash position	4.4	21.3

- **10% increase in ADAPT® sales**
- Overall increase in expenses primarily reflects **increased research and development expenditure relating to the Group's Transcatheter Aortic Valve Replacement (TAVR) program**
- **515% increase in market capitalisation**
- **Significant cash increase through financing activities including proceeds of \$36.8m** from multiple share placements and option conversions; plus \$5m in convertible notes issued to Mercer

# Focused investment in R&D has accelerated progress

## Research & Development \$19.5M

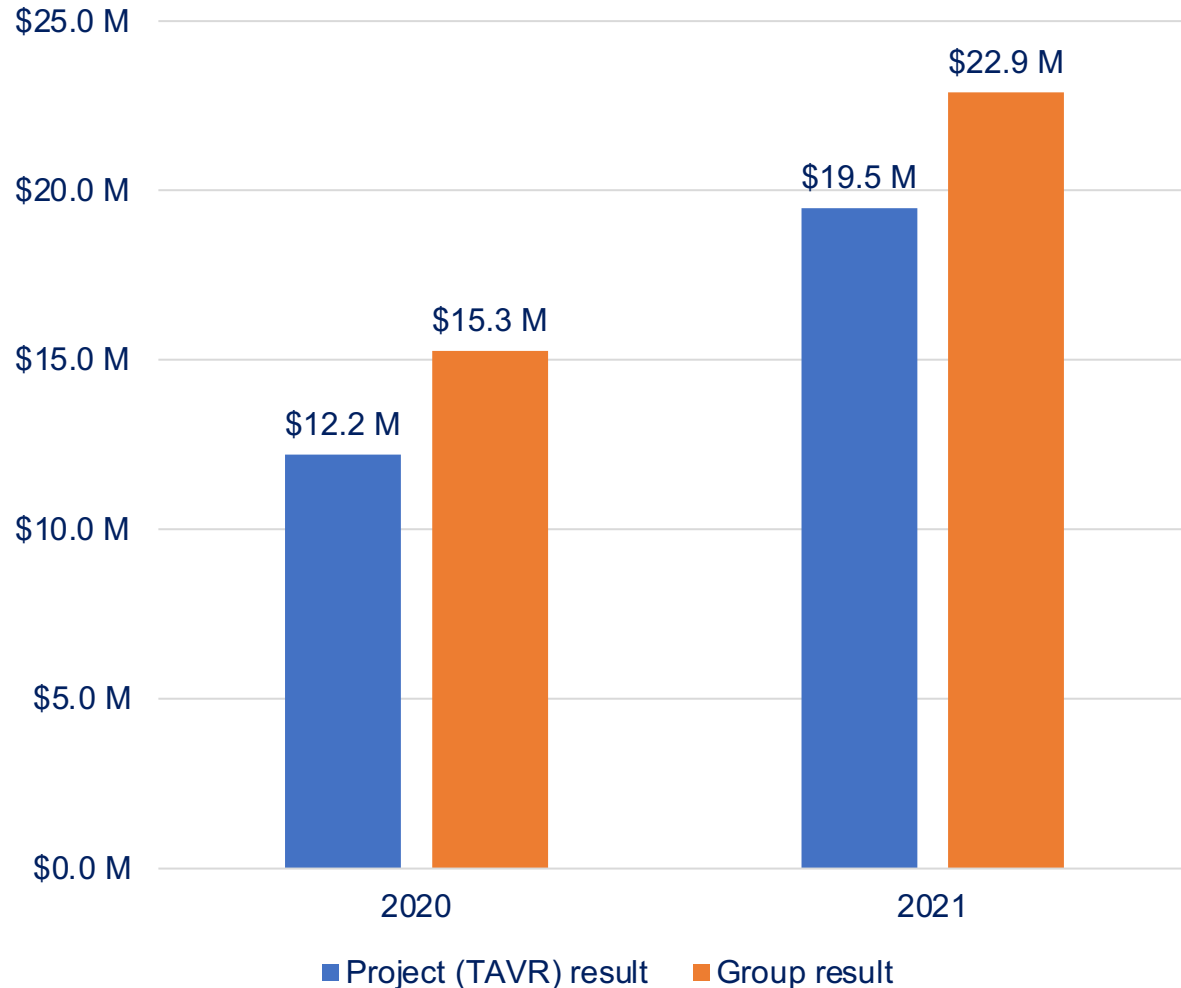
- DurAVR™ valve development program
- Tblisi first-in-human trials
- Design of the TAVR delivery system
- Regulatory and Medical
- Includes allocated indirect costs



## Corporate & Operational \$3.4M

- Capital raising costs
- Company compliance costs
- Insurance
- Financing costs
- Office administration
- IT support
- Net of R&D tax refund

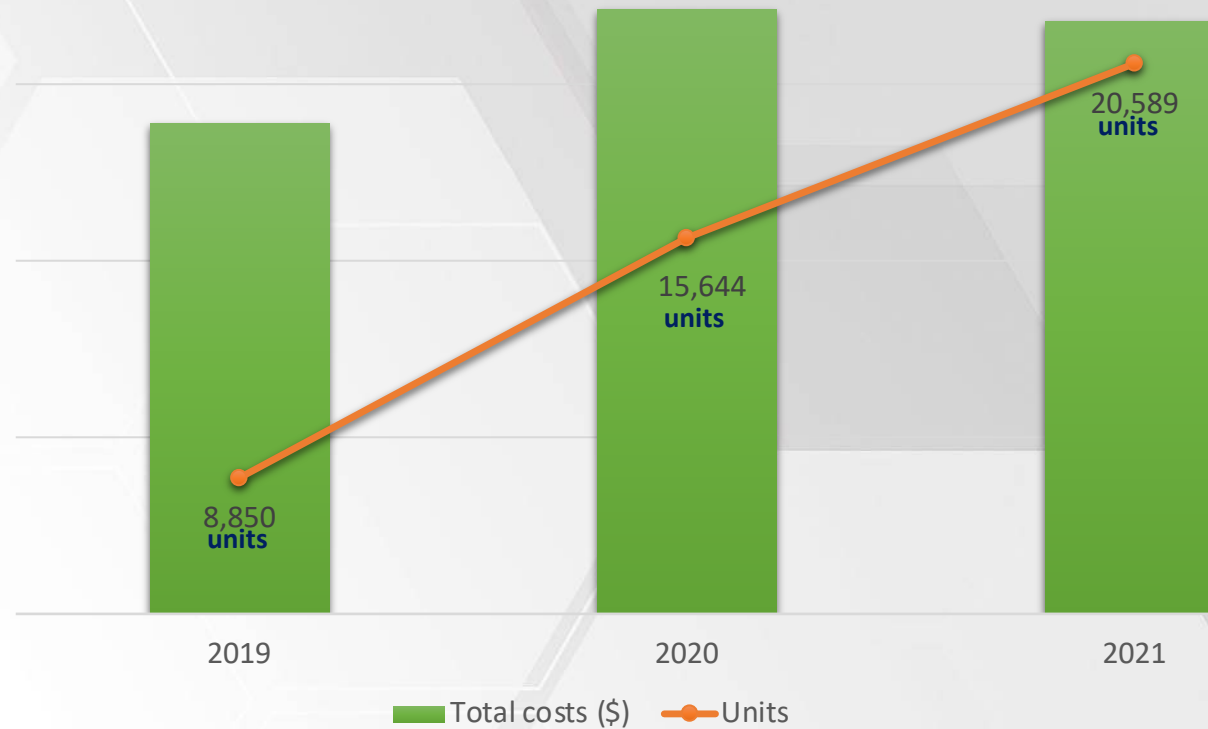
# Operational costs remain stable 20/21



- Corporate + operational costs stable from 2020 to 2021
- R&D costs increased as we entered human studies



# Increasing CardioCel™ production with decreasing costs



2020:

- 77% increase in units
- 23% increase in costs

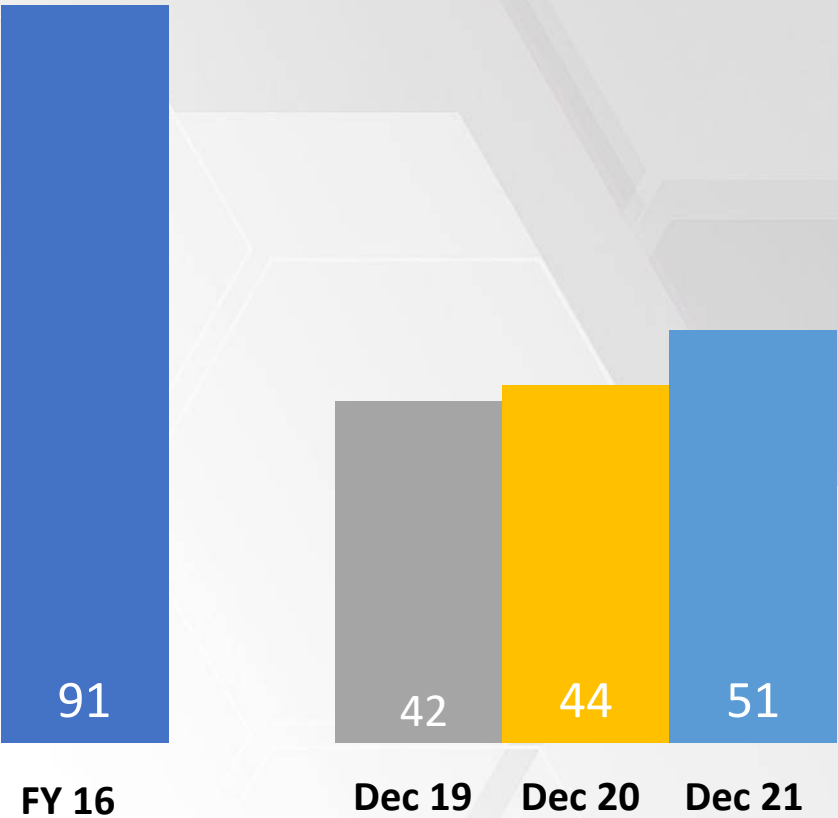
2021:

- 32% increase in units
- 2% decline in costs

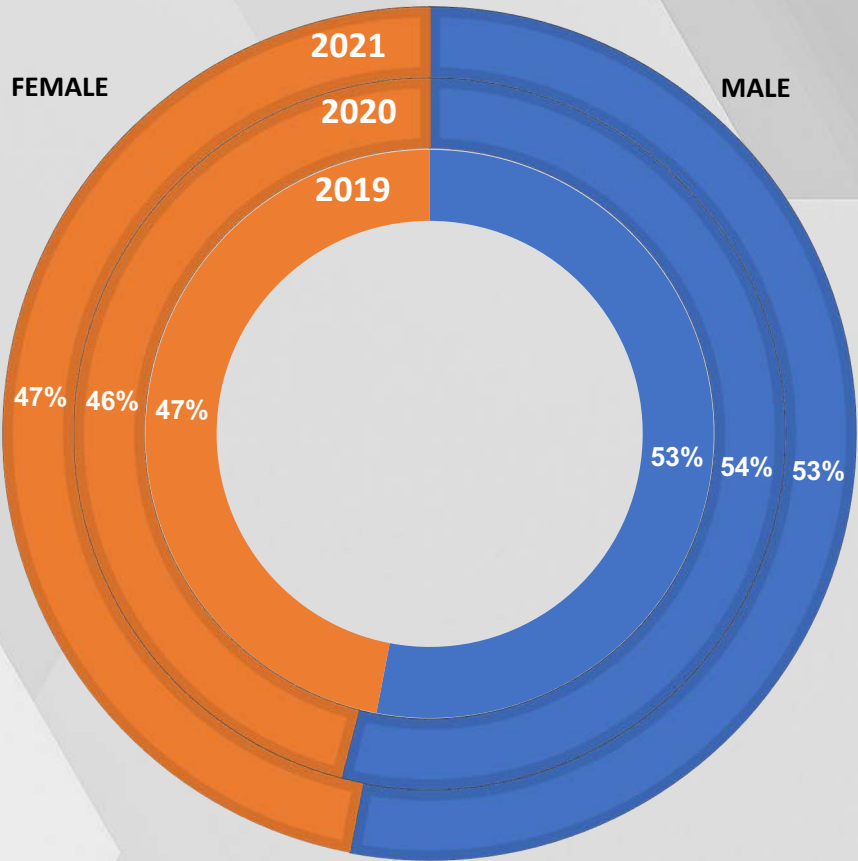
# Highly productive workforce



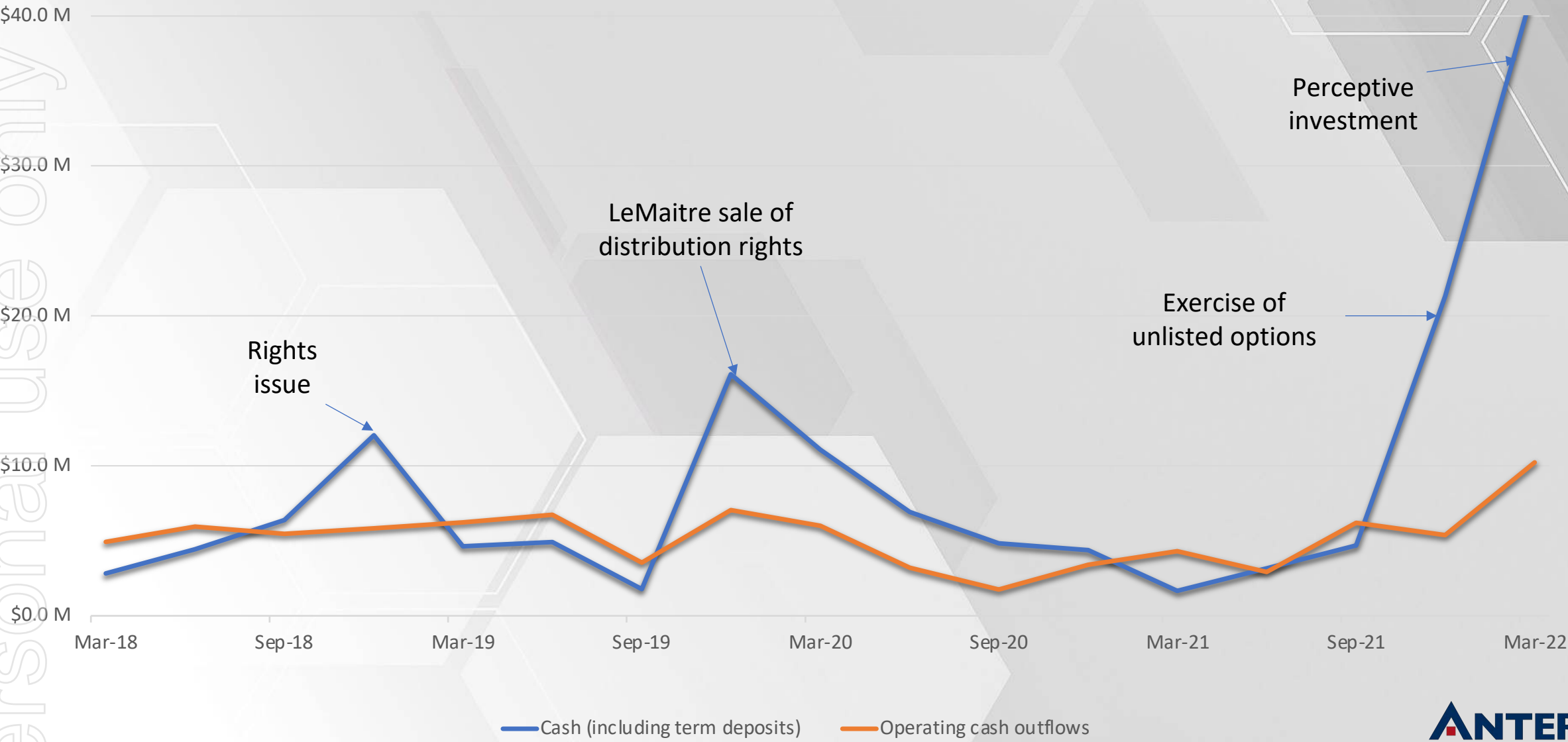
TOTAL EMPLOYEE NUMBERS



DIVERSITY



# Increased cash balance from equity and non dilutive sources



# Increasing share price and company valuation

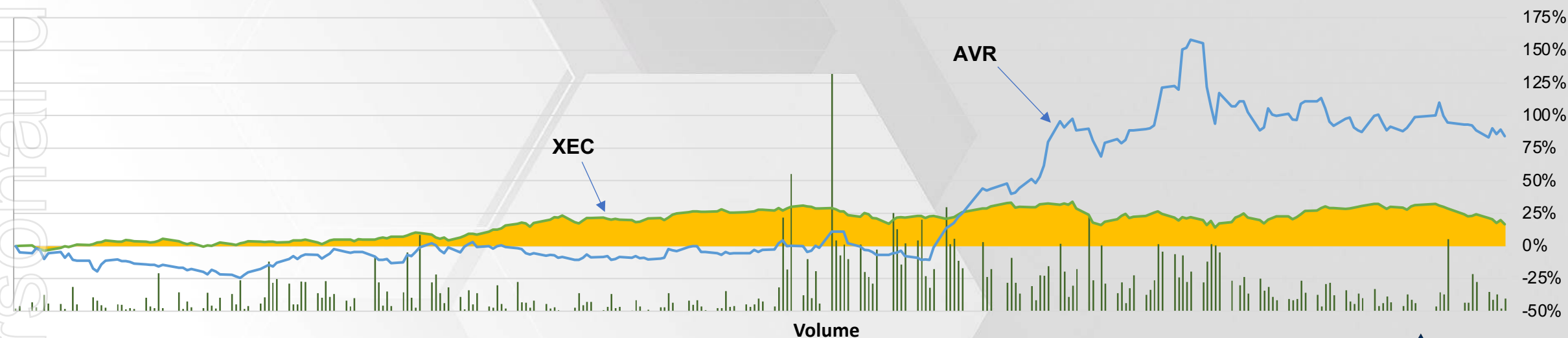


# AVR has returned 141% since the CardioCel™ divestiture

- The S&P/ASX Emerging Companies Index (**XEC**) is a benchmark consisting of 200 Australian microcap companies ranked anywhere between 350 to 600 by market capitalisation
- The below graph compares the performance of the AVR share price vs XEC index over a rolling 12 months

	AVR return	XEC return
Rolling 12 months	84%	17%
Post CardioCel™ divestiture	141%	56%

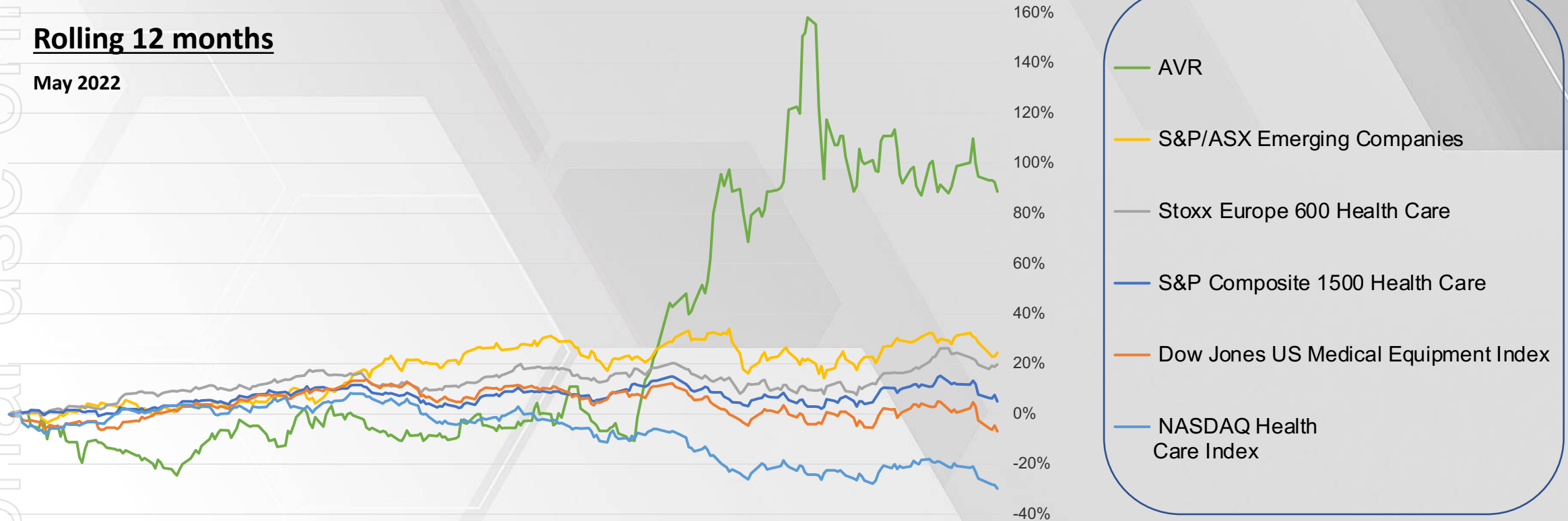
## Rolling 12 months (incl daily trade volumes)



# AVR has out performed all major health care indices

## Rolling 12 months

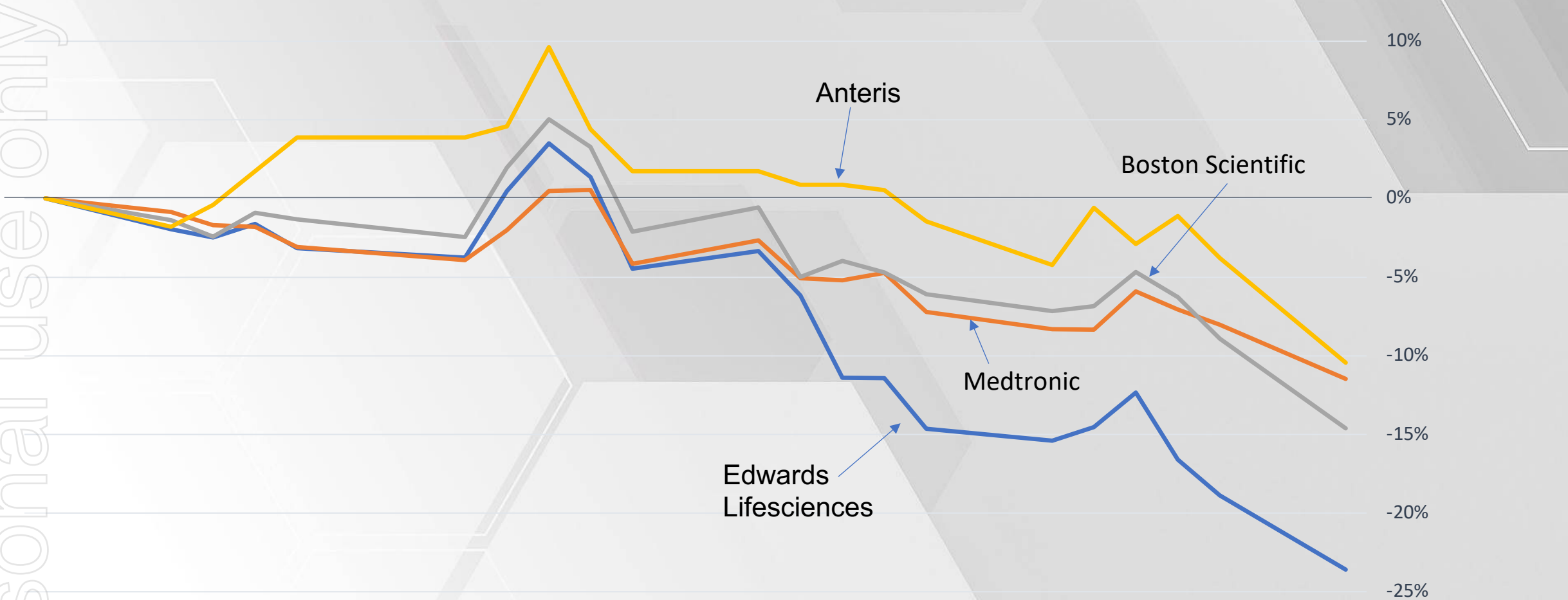
May 2022



# AVR outperformed major competitors



Share price movement (8 April – 9 May 2022)

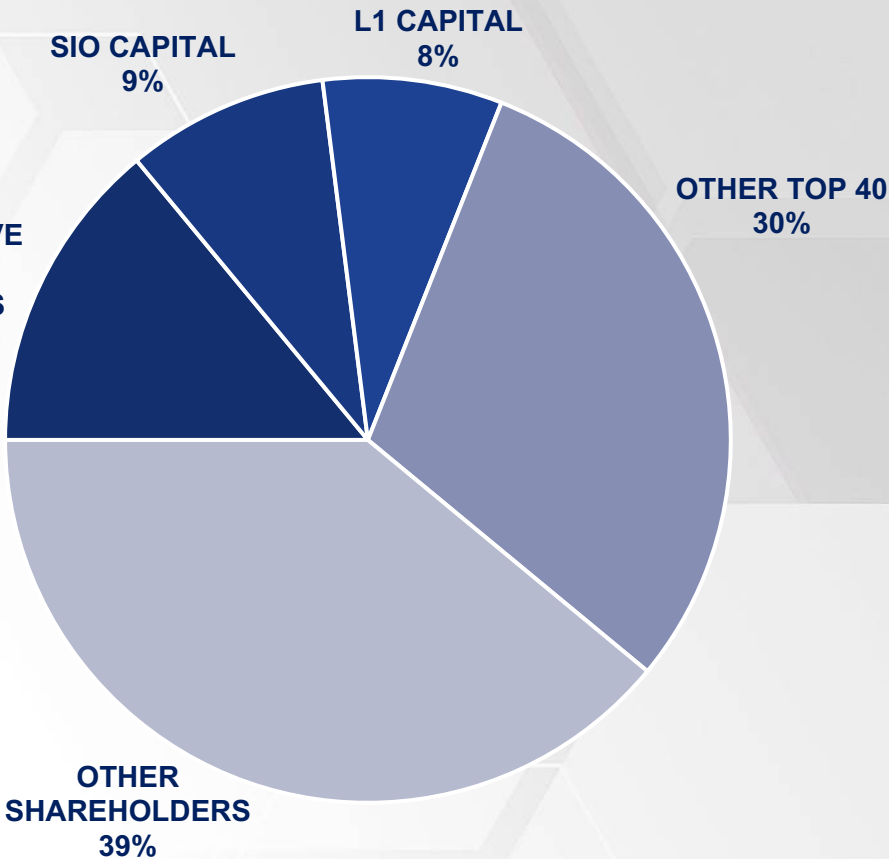




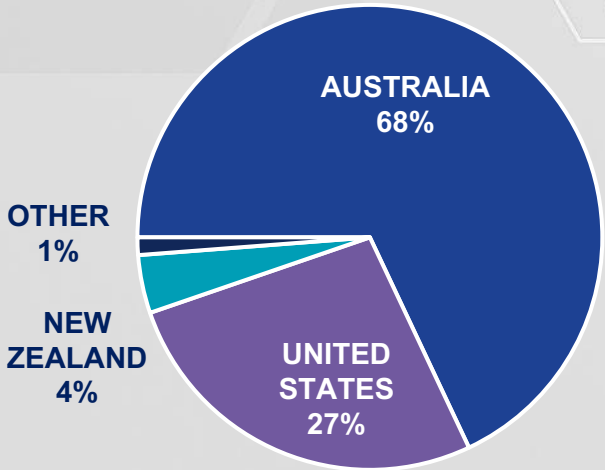
# Top 40 investors hold 61% of the Company



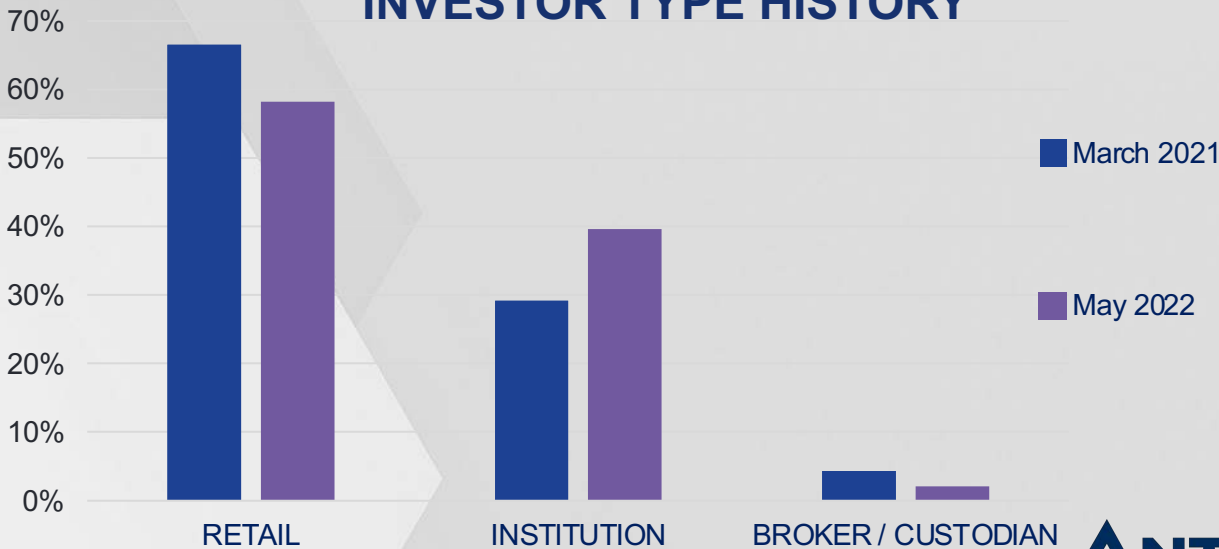
## SHAREHOLDER MIX



## OWNERSHIP COUNTRY



## INVESTOR TYPE HISTORY







Financials only tell part of the story



The background features a dark blue field with intricate white geometric patterns. On the left, there are overlapping circles and lines forming a complex web. On the right, a large circular arc contains a series of white tick marks, resembling a scale or a clock face. A thick white curved line is also visible within this arc.

How do we compare ?



What is our competitive advantage ?



*ADAPT<sup>®</sup> + DurAVR<sup>™</sup> + ComASUR<sup>™</sup>*



For lifetime management of Aortic  
Stenosis patients



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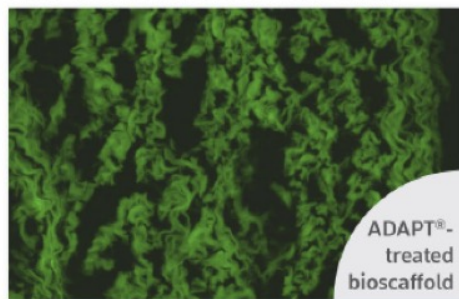
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FORMER MANA

# ADAPT® the best anti calcification treatment in the world

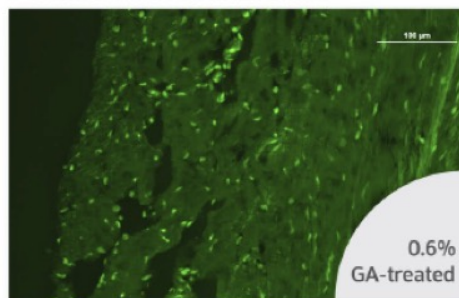
## Non-reactive fluorescent stain



ADAPT®-  
treated  
bioscaffold

All cells and cell remnants have been removed.

## Positive fluorescent stain

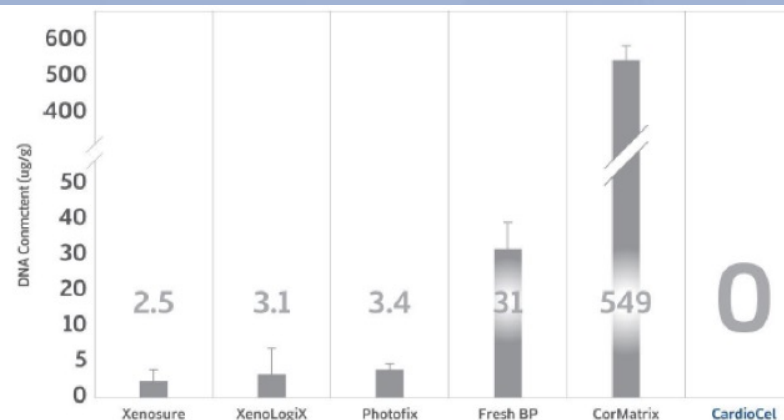


0.6%  
GA-treated

Residual cell remnants after processing with 0.6% GA.  
GA=glutaraldehyde.

21ST-CENTURY  
ADAPT TECHNOLOGY®  
DEMONSTRATES

**ZERO**  
Residual DNA



DNA content was measured using the Nanodrop method.

An independent analysis of DNA quantification was done by ARFG, Ltd, who is accredited in the field of Biological Testing (Scope: DNA Analysis according to the ISO 17025:2005 standard by the National Association of Biological Testing Authorities (NATA). Multiple samples were tested; ALL demonstrated zero DNA content.<sup>2</sup>

**Completely removes the potential for calcium-binding sites and antigenic stimulus.**

1. Data on file, Admedus
2. Data on File, Admedus; AGRF DNA Extraction Reports (CAGRF16022 and CAGRF 15684), 2017
3. Neethling et al. Enhanced biostability and biocompatibility of decellularized bovine pericardium, crosslinked with an ultra-low concentration monomeric aldehyde and treated with ADAPT®. The Journal of Heart Valve Disease. 2008; 17:456-463; discussion 464

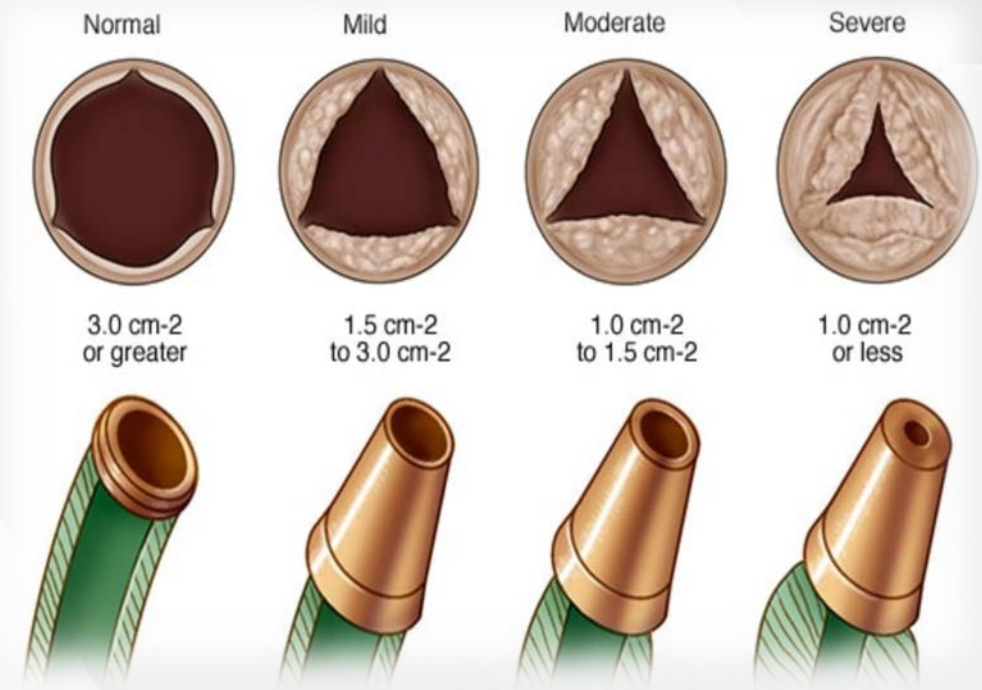
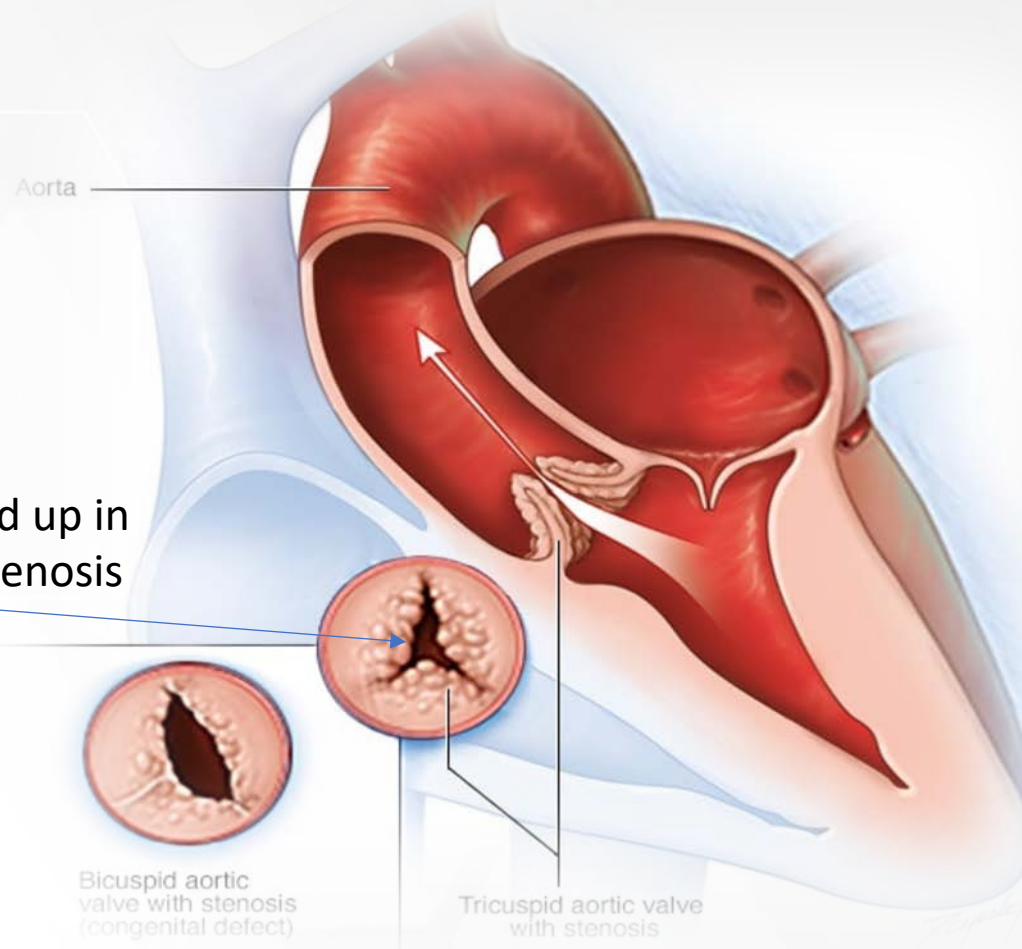






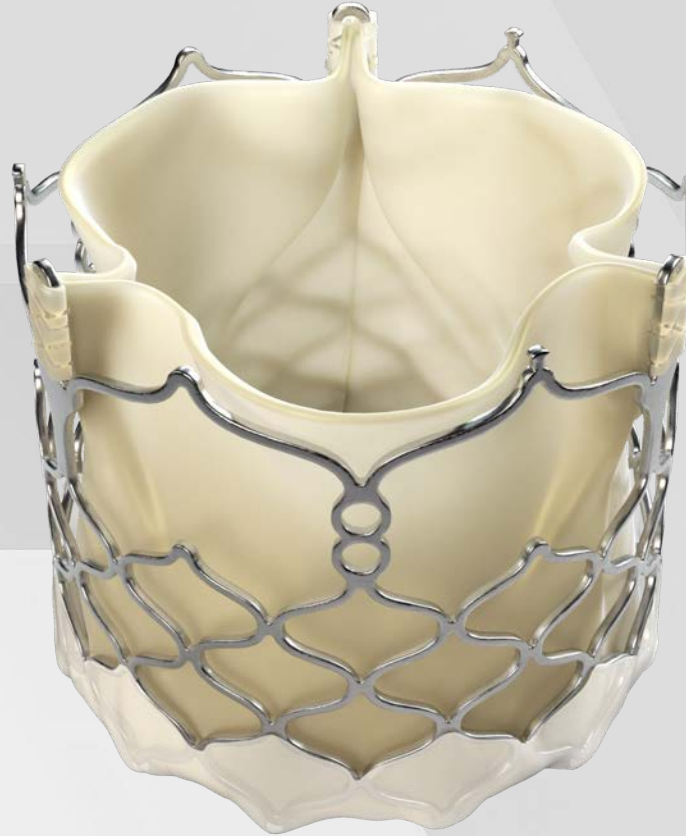
# Aortic stenosis is a disease of calcification

Calcium deposits cause a narrowing of the valve opening and an increase in pressure



# DurAVR™ – the first and only 3D single piece TAVR valve in the world

- Designed to be anatomically correct
- Restores pre disease haemodynamics
- Has greater structural integrity
- Opens wider (80%)



Lasts Longer

Works Better





# Younger patients need new solutions that Last Longer and Works Better

## Younger patients need longer lasting next generation valve technology

Younger patients now eligible



**Guidelines**  
TAVR as class(I) for ages 65-80



**Indications:**

- Moderate**
- Asymptomatic**



**What Does this Mean?**

Valves now need to last 10-15 years

Patient Age



Key Considerations

Life Expectancy  
Exercise Capacity

- Mean age has moved from **85** to **73** in less than a year
- 2019 was 1<sup>st</sup> year where TAVR procedures outpaced SAVR



# ComASUR™ Delivery System



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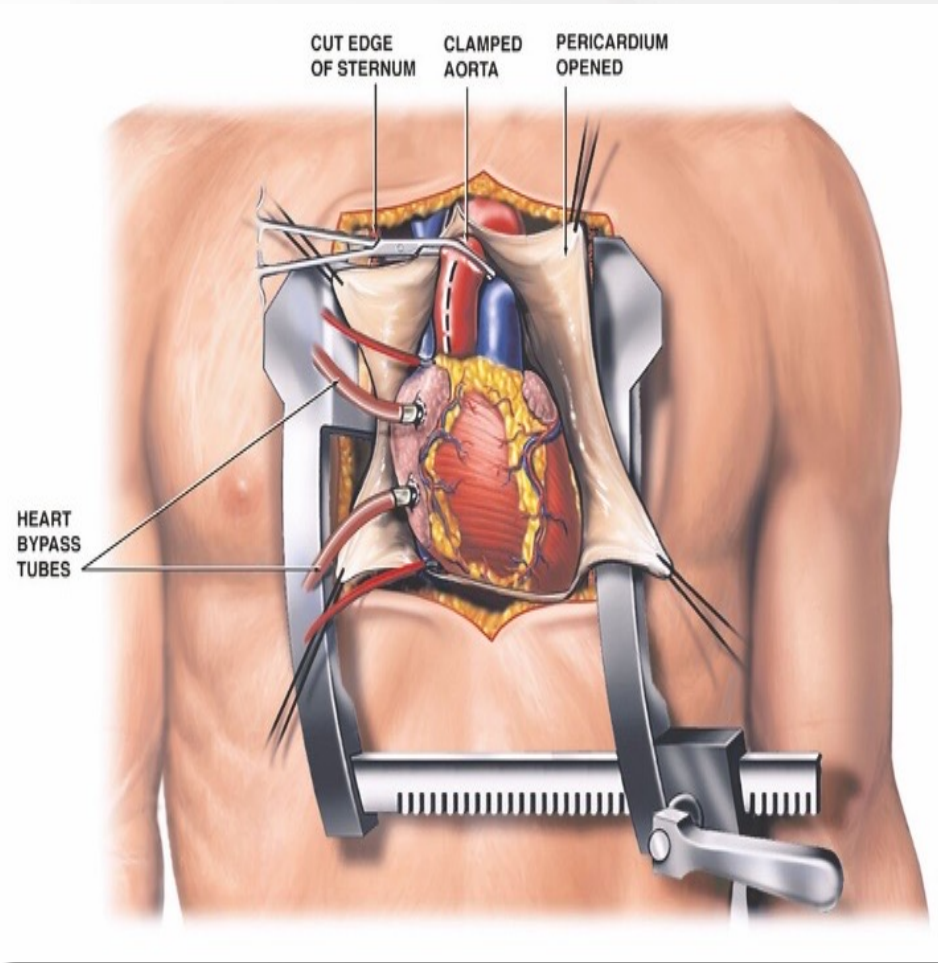




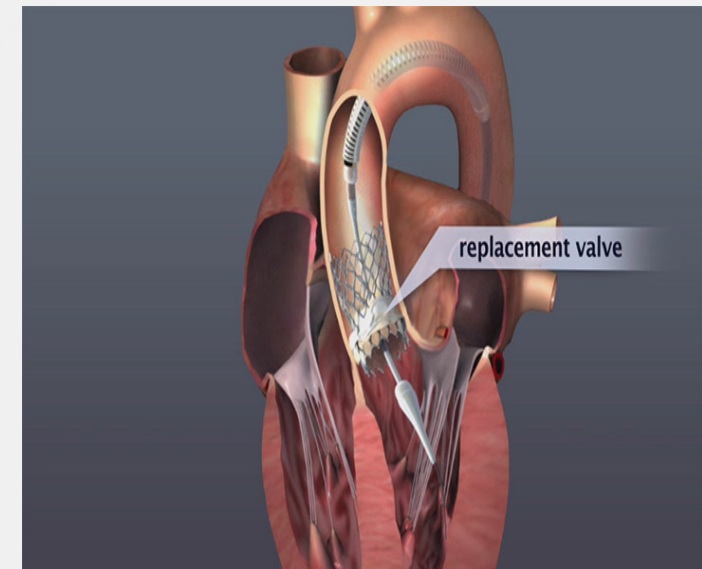
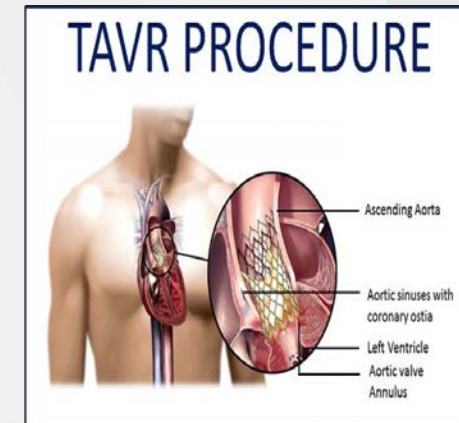


# Severe aortic stenosis requires the aortic valve to be replaced

## SAVR (Surgical Aortic Valve Replacement)



## TAVR (Transcatheter Aortic Valve Replacement)



# Today's TAVR's need to address 4 key medical needs

## Current products fall short in two critical areas

Predictable  
Procedure

Optimal  
Hemodynamic  
Performance

Low Incidence of  
Complications

Durability

Competitor products leave the patient in "mild" stenosis immediately post implantation

Competitor products can start to deteriorate within 12 months and may need replacement within 5 years





# DurAVR™ THV satisfies all 4 key areas

ComASUR™ delivery system is more predictable with commissural alignment

Better haemodynamics at rest and during increased cardiac output (exercise)

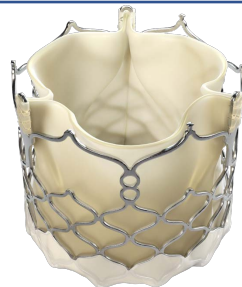
DurAVR's™ 3D uni-body design has greater structural integrity + ADAPT® anti calcification treatment

Predictable  
Procedure

Optimal  
Haemodynamic  
Performance

Low Incidence of  
Complications

Durability



**DurAVR™**  
Transcatheter Heart Valve  
(an ADAPT® Product)







# Current TAVR products were not designed for younger patients



1<sup>st</sup> Generation TAVR's designed to solve a different problem to today's patients needs

*Patient needs a safe alternative to open heart surgery"*

*"Patient needs a valve that restores an active lifestyle for the rest of their life"*

**1<sup>st</sup> and 2nd  
GENERATION  
TAVR**

**>85yrs**



2010 – 2019 Average patient age was 85



**DurAVR™**

**3<sup>rd</sup> Generation**

**>65yrs**

From 2019 the average patient age is 73 and declining

**DurAVR™ was designed for younger active patients**



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"Skate to where the puck is going,  
not where it has been."

— Wayne Gretzky



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# FIRST IN HUMAN

BEFORE THE BREAKTHROUGH  
COMES THE TRIAL

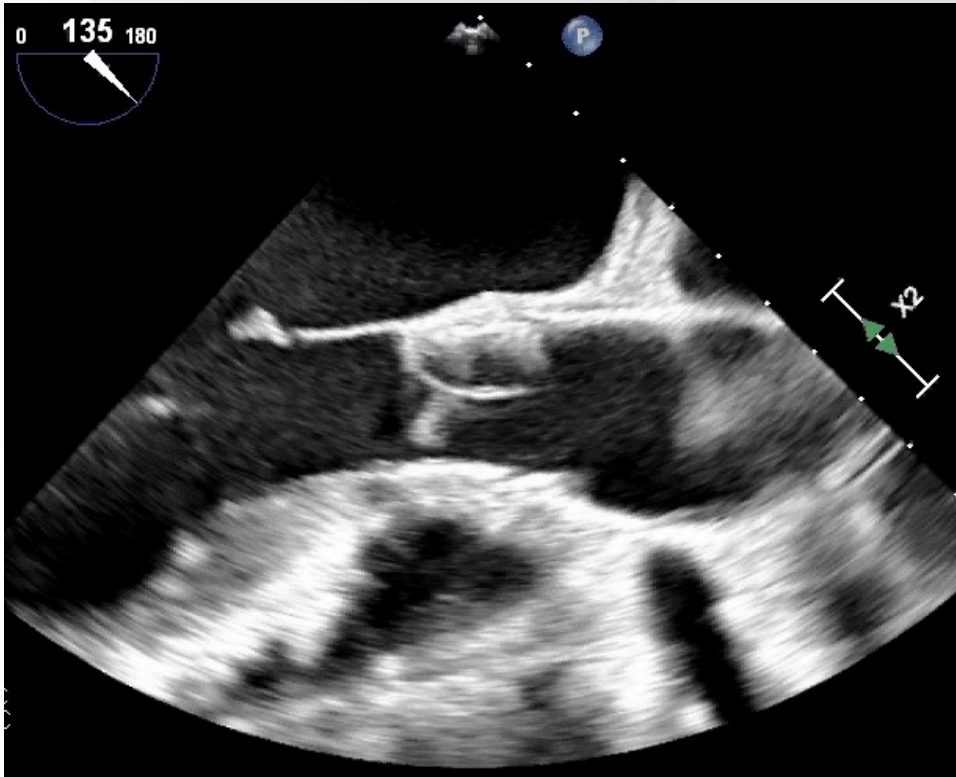








# DurAVR™ First-in-Human Study: *Individual Patient Case Example*



## FIH 30-day DurAVR™ haemodynamics:

- Area Derived Annulus Size 21.3mm
- EOA = 2.02 cm<sup>2</sup>
- DVI = 0.66
- Intra-op Coaptation length = 10.3 mm

---

### EOA compared to annulus size matched benchmark\*:

- Sapien 3 = 1.41 cm<sup>2</sup> +/- 0.27
- Evolut R = 1.66 cm<sup>2</sup> +/- 0.42



# ComASUR™ A unique Physician designed delivery system



## Easy and Predictable Commissural Alignment

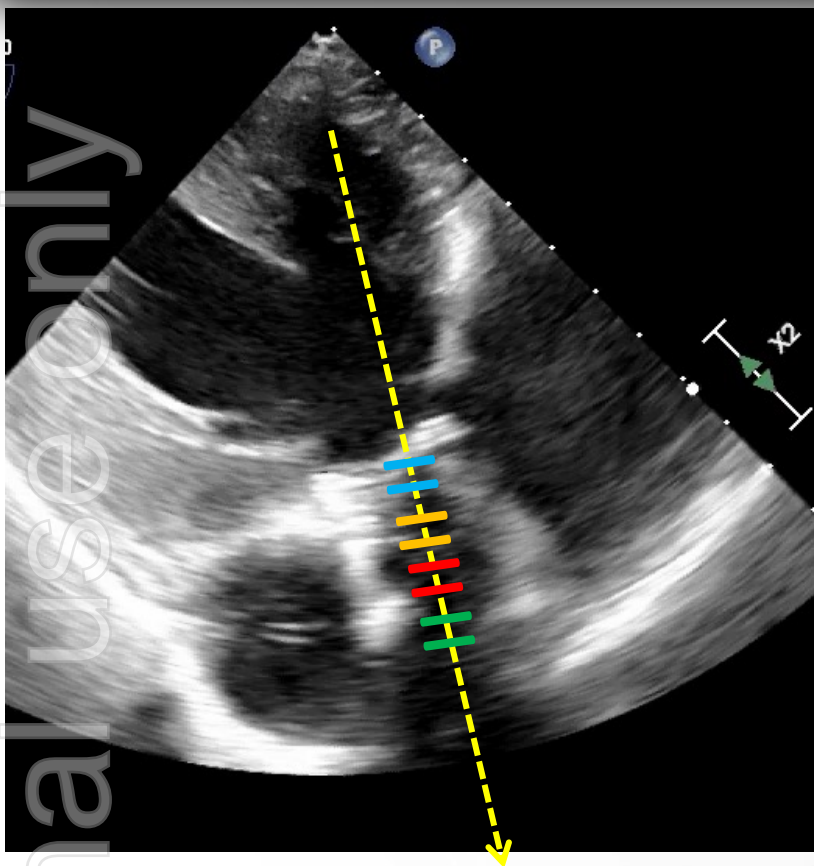


- Intuitive handle design
- Precise balloon expandable deployment
- Unique ability to rotate valve at annular level for consistent, predictable commissural alignment

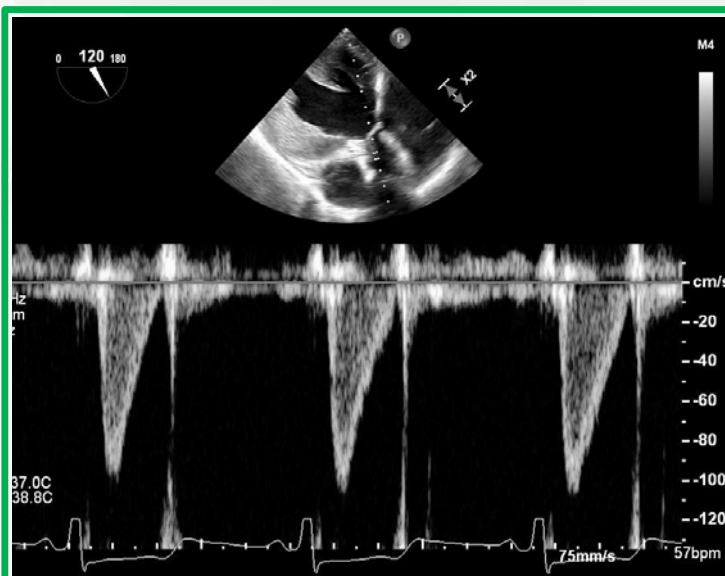
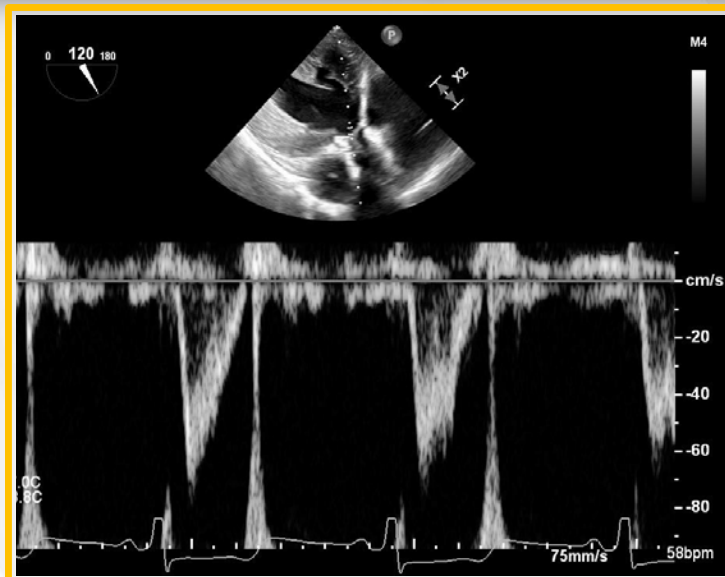


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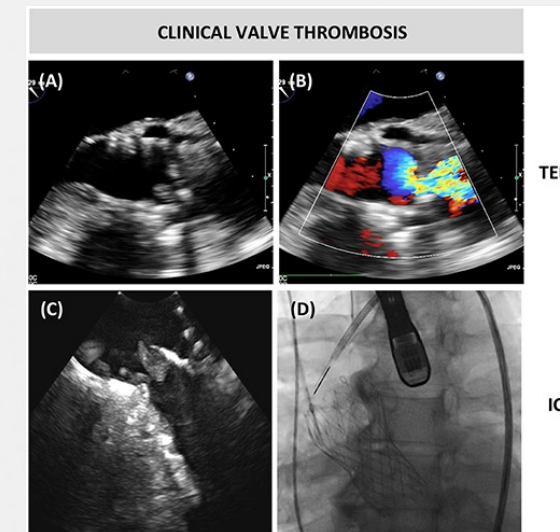
# Near perfect laminar flow, unique in the valve space



DurAVR™ has perfect laminar flow!

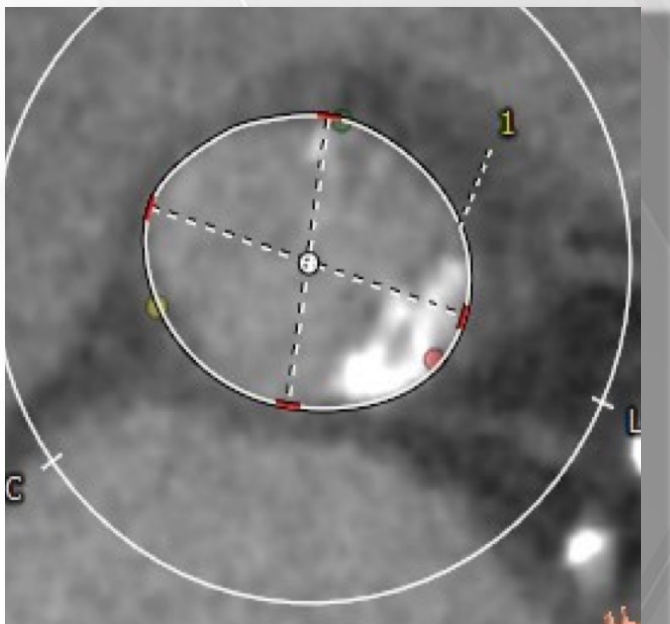


Poor laminar flow observed in other products leads to early valve deterioration.

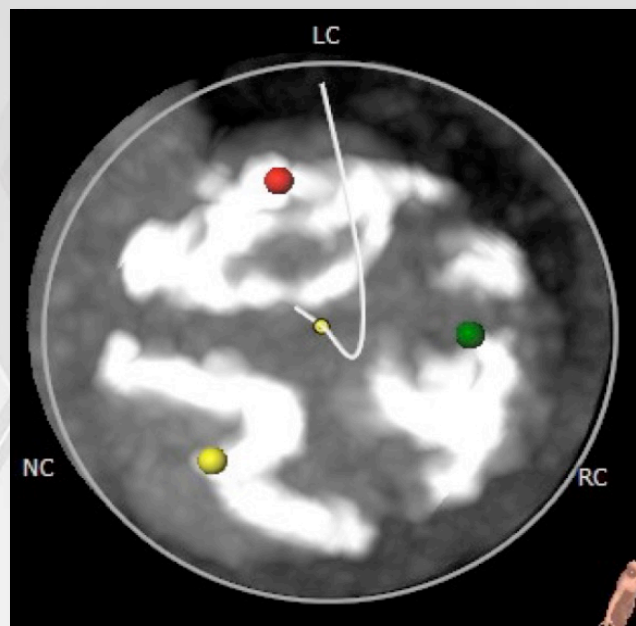


We were successful in the most challenging patient group

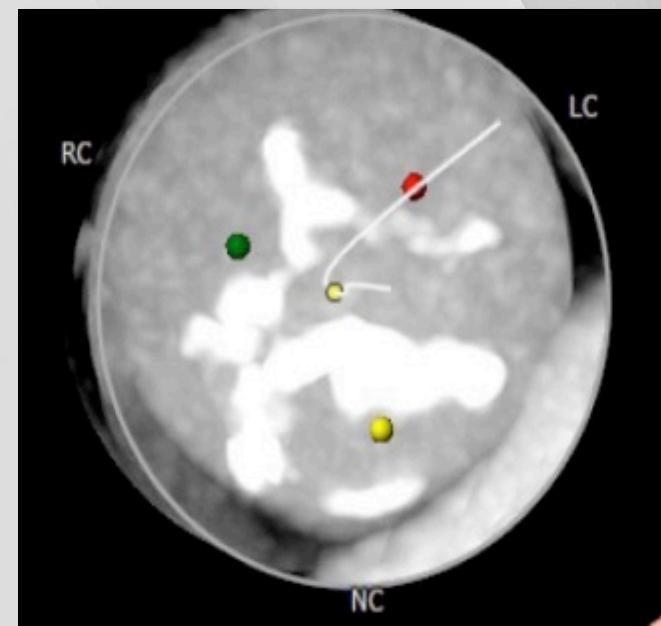
Severe Annular Calcium



Extreme Leaflet Calcium



Type 1 Bicuspid

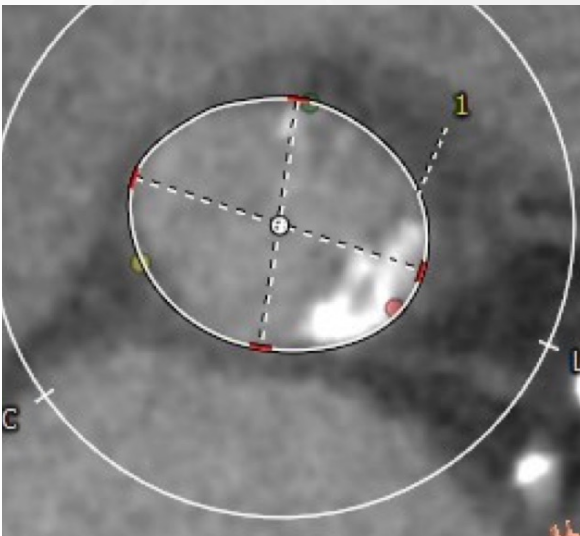




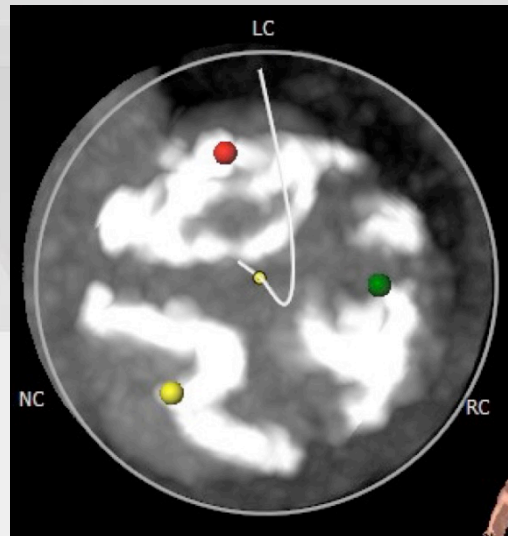
# DurAVR™ First-in-Human Study

## *Challenging Anatomical Conditions Treated*

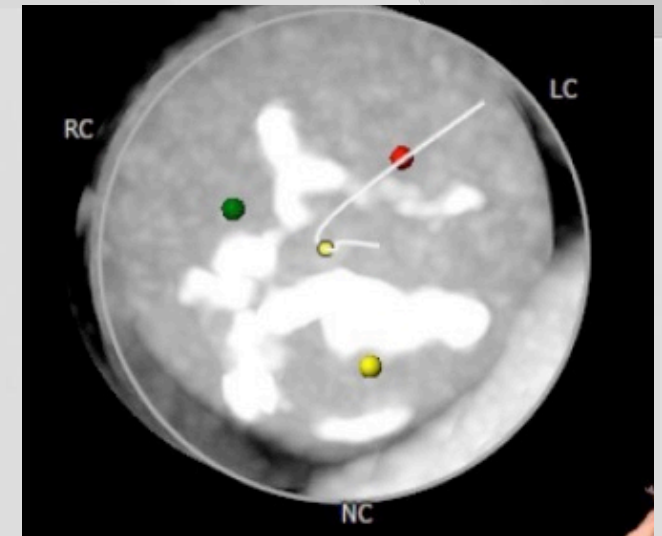
Severe Annular  
Calcium



Extreme Leaflet  
Calcium



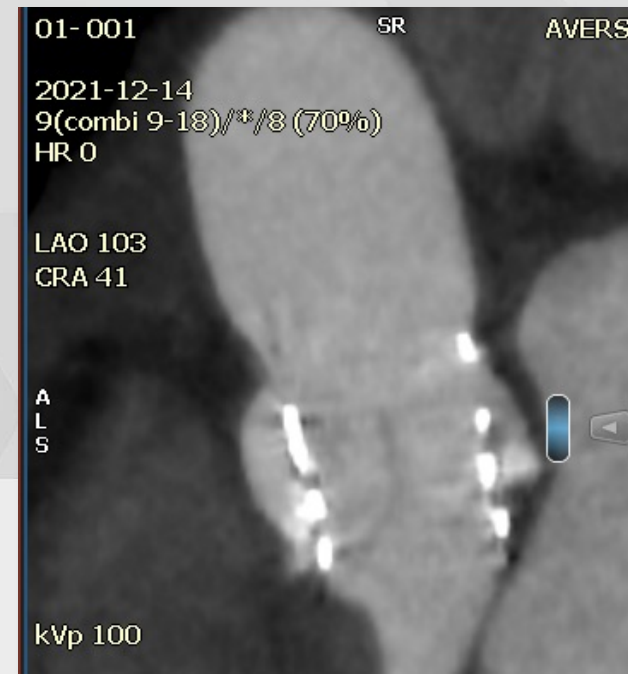
Type 1 Bicuspid



Baseline CTs

# DurAVR™ - Commissural alignment

## Excellent Commissural Alignment & Leaflet Function

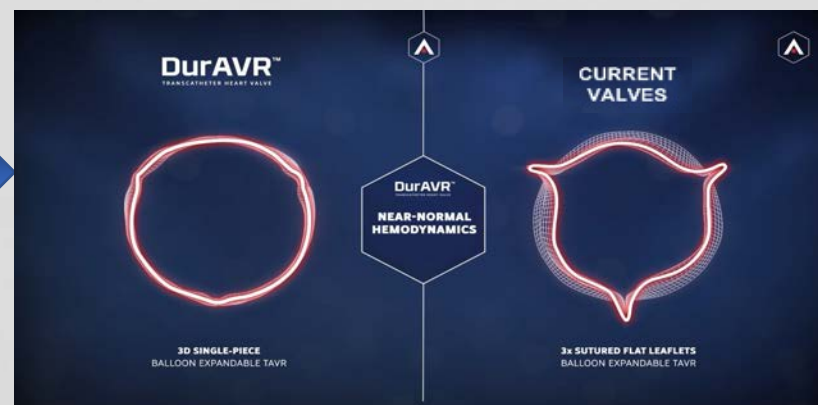
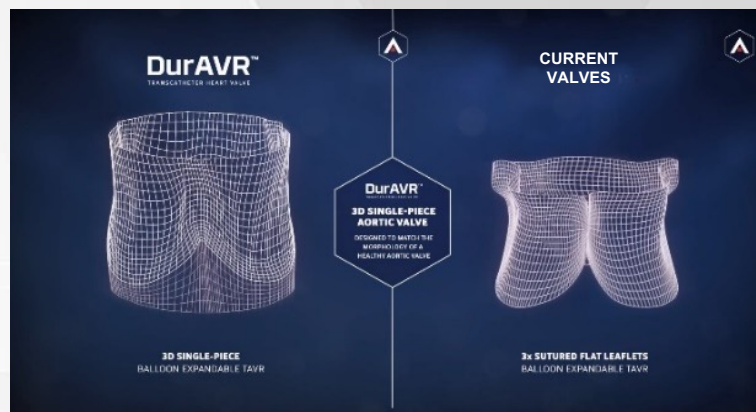
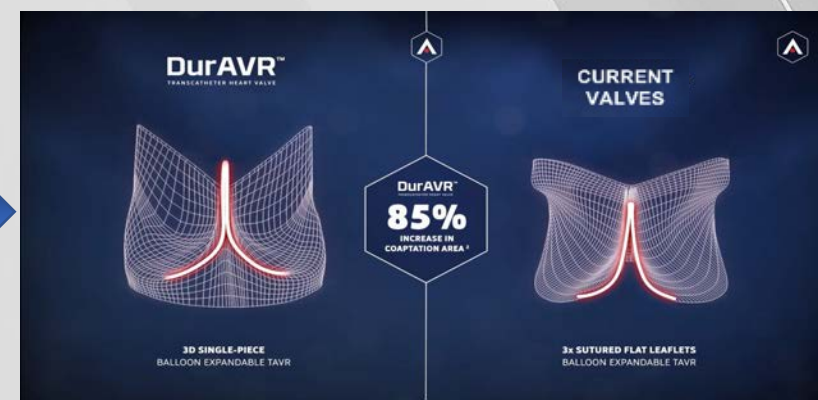
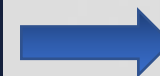
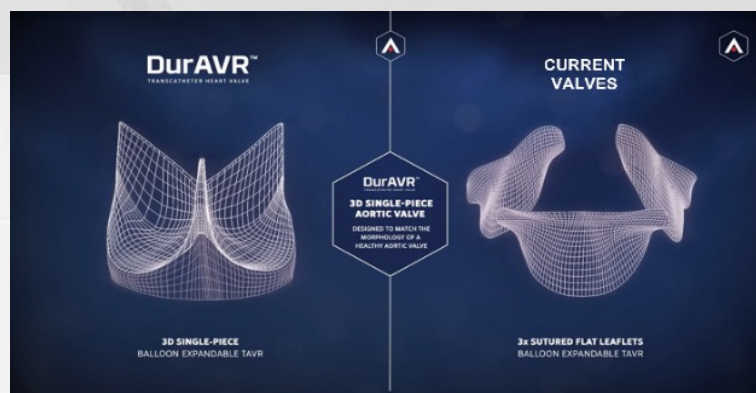


30-day CT

# DurAVR™ Different to the competitors by design

## *Unique Design of a Single Piece of Tissue 3D Molded to Mimic the Native Aortic Valve Anatomy*

- Designed in diastole (closed position)
- Opens wider with less pressure
- Remains open longer with the purpose of improving haemodynamics

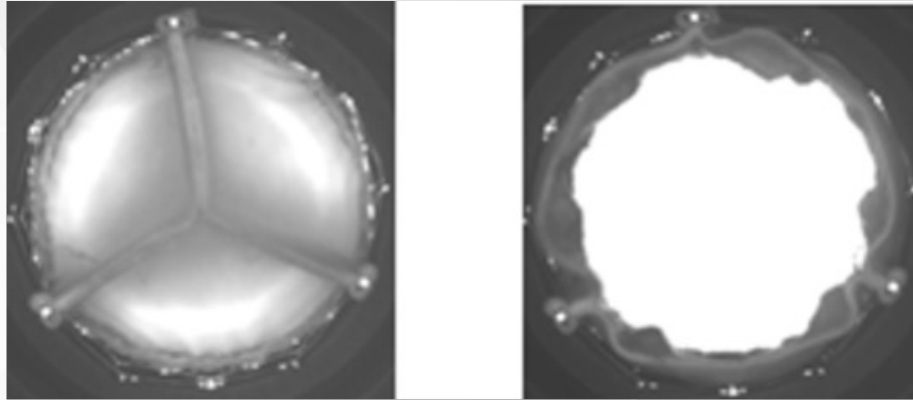


\* Data on file, Anteris

\*\* Lim KH et al., Flat or Curved Pericardial Aortic Valve Cusps: A Finite Element Study. J Heart Valve Dis. 2004;13:792-797.



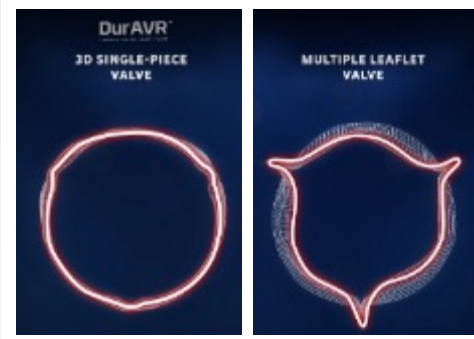
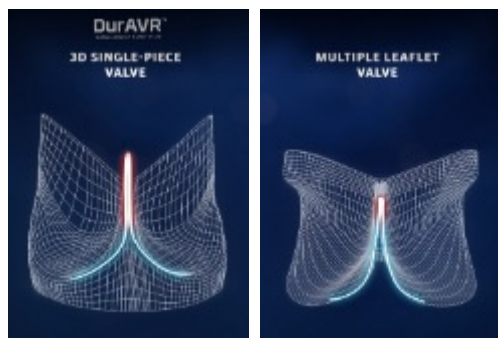
# DurAVR™ THV: Outperforms the competitors in every regard



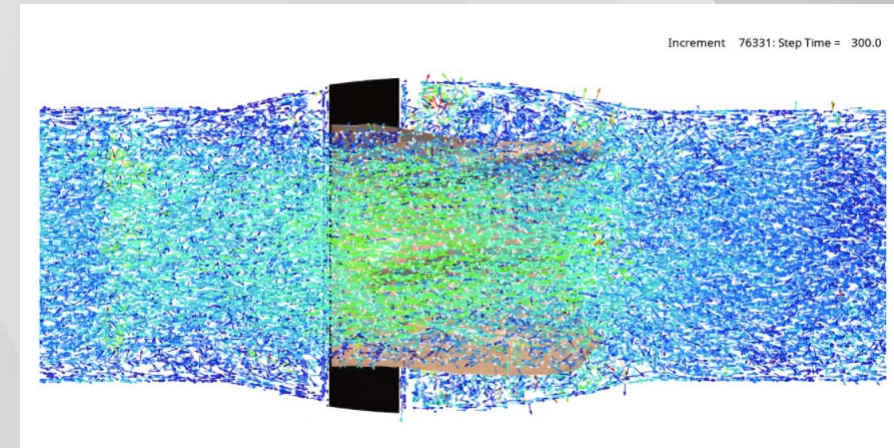
Diastole

Systole

## Coaptation Modeling\*



## DurAVR™ Computational Fluid Model\*



- 85% greater coaptation area\*\*
- 35% lower leaflet strain\*\*
- Optimal laminar flow\*

\*Data on file, Anteris

\*\*Lim KH et al., Flat or Curved Pericardial Aortic Valve Cusps: A Finite Element Study. J Heart Valve Dis. 2004;13:792-797.

# DurAVR™ 3D Single Piece THV with ADAPT®



## Exercise Capacity

Valve that restores near-normal haemodynamics

## Durability

Valve that lasts the lifetime of the patient

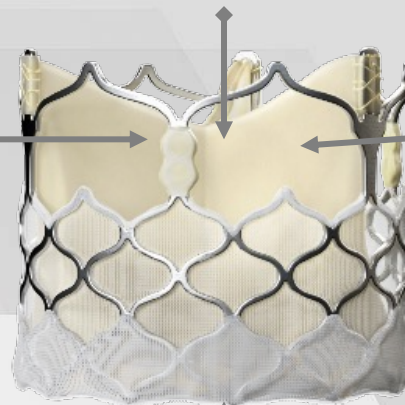
## Future Management

Valve that allows for future intervention

## NEAR-NORMAL HEMODYNAMICS

Unique 3D single-piece valve design with large EOA,  
85% greater coaptation and 35% less stress\*\*

**PROVEN TISSUE DURABILITY**  
Superior anti-calcification tissue process (ADAPT®)\*



## IMPROVED CORONARY ACCESS

Large, open cell geometry

## ComASUR™ TF Delivery System

Ability to uniquely rotate valve at the annular level for  
predictable commissural alignment



## PARAVALULAR LEAK SOLUTION

Proven benefits of PET outer skirt

\* Data on file, Anteris

\*\* Lim KH et al., *Flat or Curved Pericardial Aortic Valve Cusps: A Finite Element Study*. J Heart Valve Dis. 2004;13:792-797.

If I had asked people  
**what they wanted,**  
they would have said  
**a faster horse**

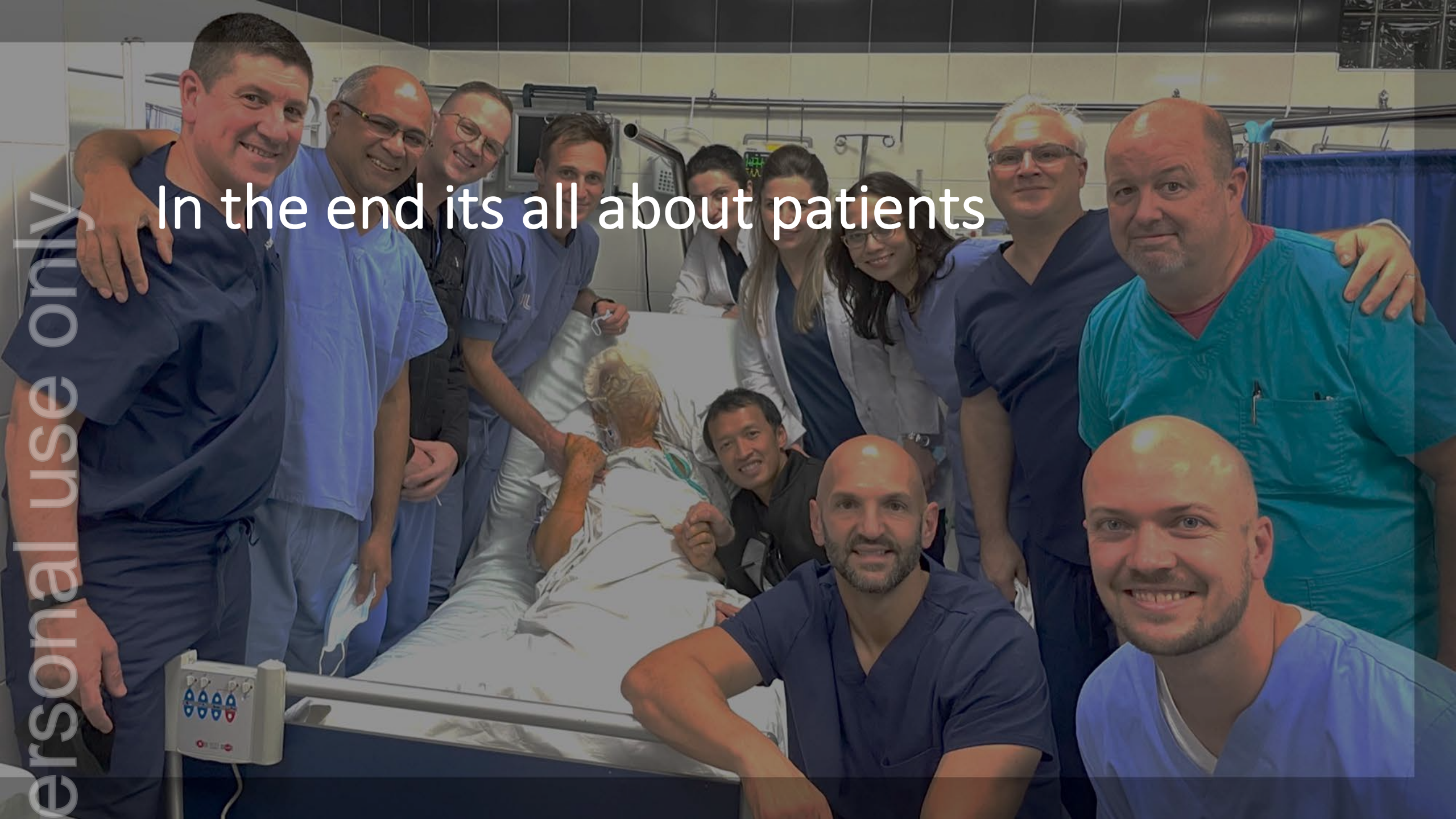
- Henry Ford





ersonal use only

In the end its all about patients





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Next cohort  
of patients  
being  
implanted  
now !





TBILISI, GEORGIA, 25/5/22. FIH.



ersonal use only

Market opportunity



# AVR Market Growth

- USD 14 billion by 2028
- US CAGR 12%
- US 42% of the market in 2021
- 75% of AVR will be TAVR by 2028

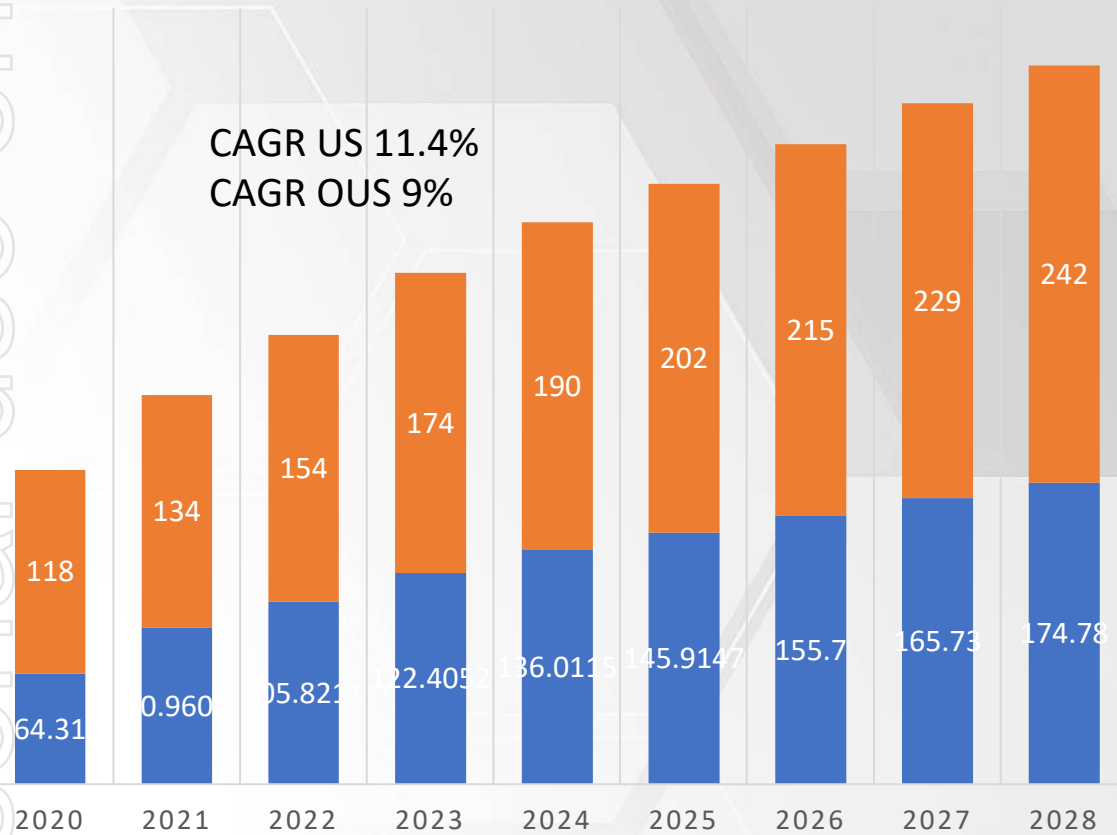


# The Global TAVR market will continue to show strong growth into the future

## TAVR PROCEDURES 2020 -2028

■ US ■ OUS

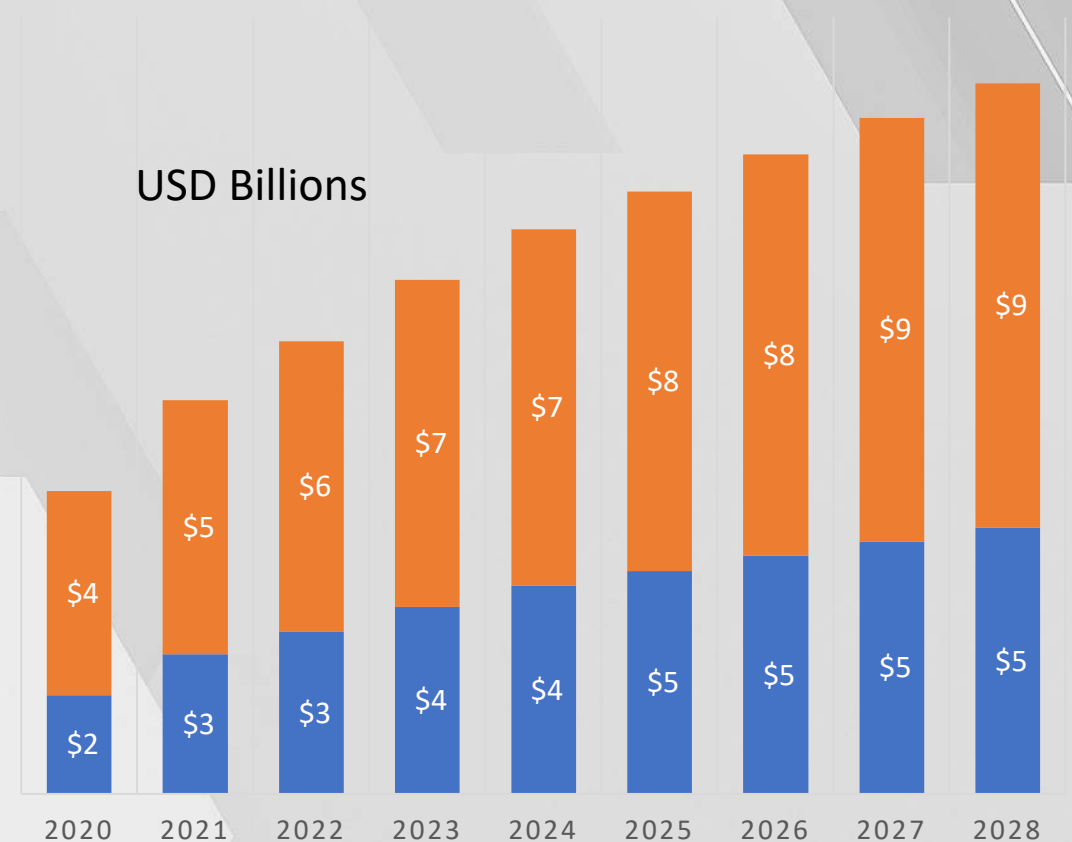
CAGR US 11.4%  
CAGR OUS 9%



## TAVR REVENUE 2020 -2028

■ US ■ OUS

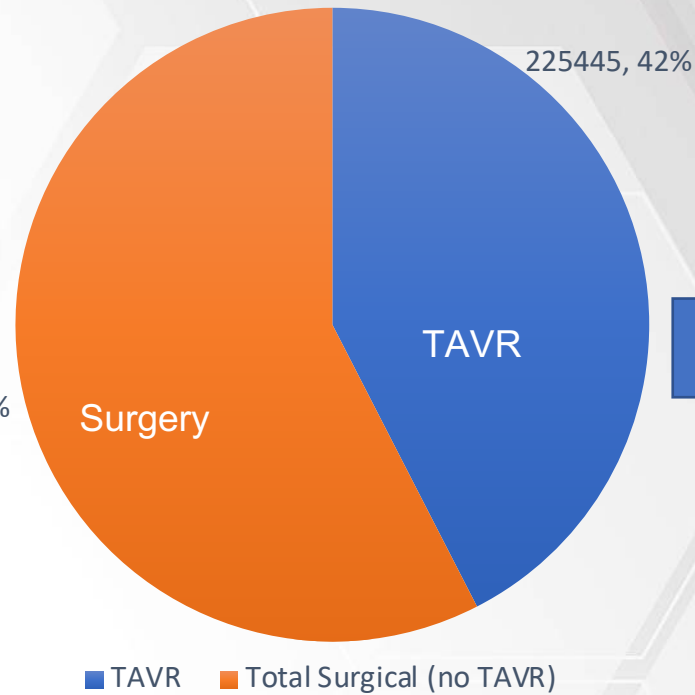
USD Billions



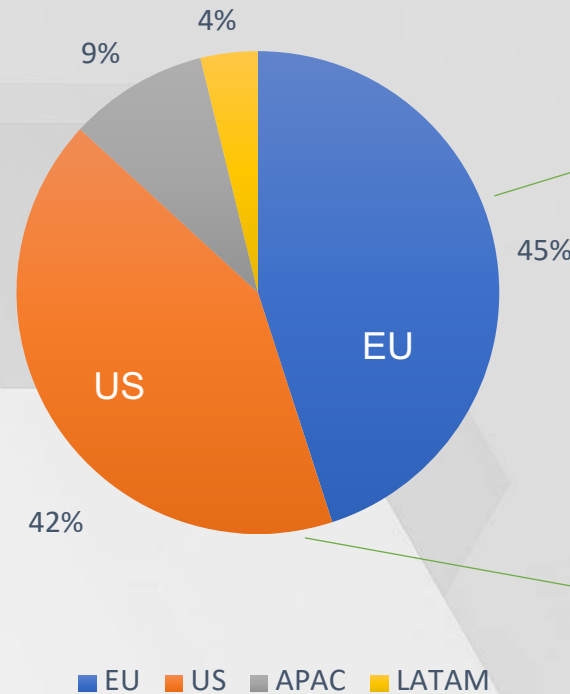


# TAVR/SAVR Regional Market share

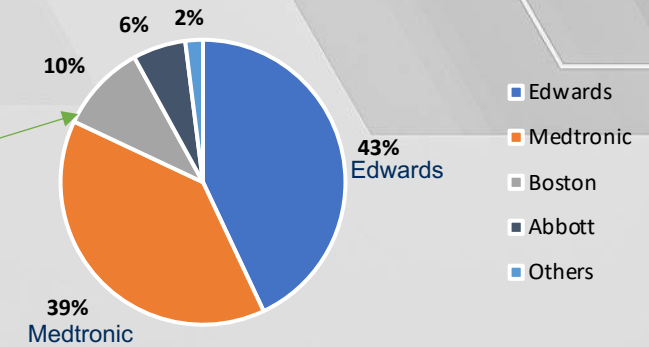
## 2021 TAVR/Surgical Aortic Stenosis Procedures



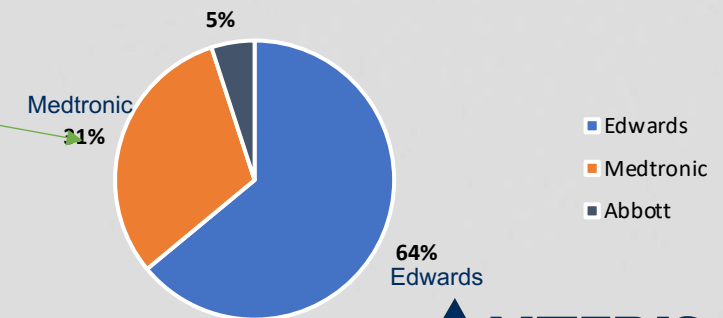
## TAVR Procedures by Regions



## EU TAVR Market Share 2021



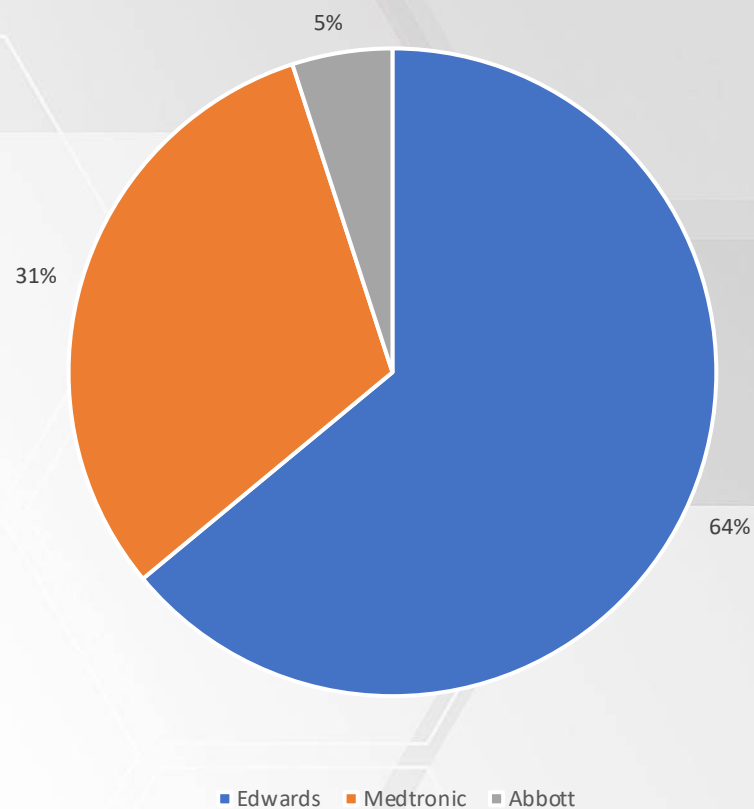
## US TAVR Market Share 2021



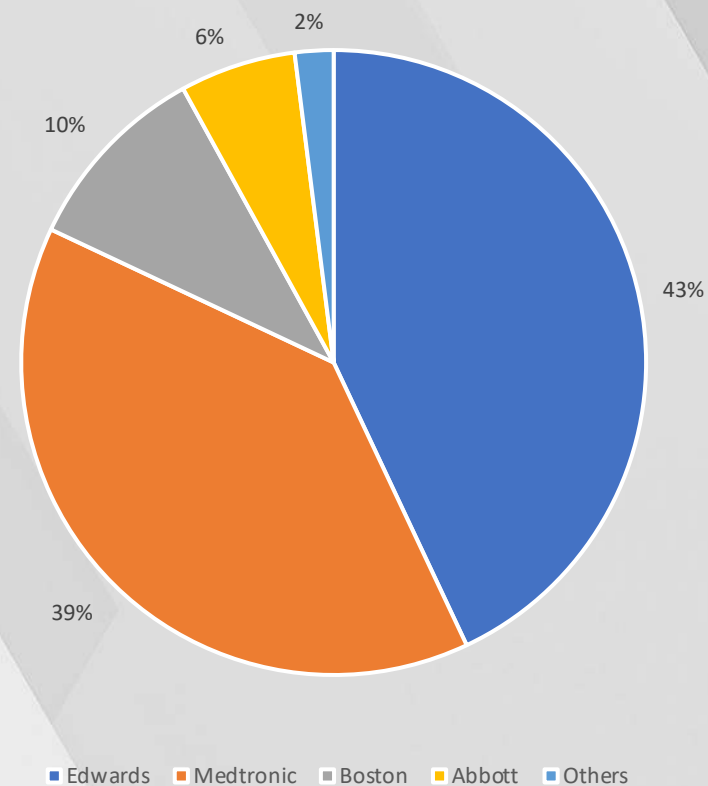
Edwards and Medtronic combined have ~88% of the Global TAVR Market

# 2021 TAVR Market Share US EU

US Market TAVR Share 2021

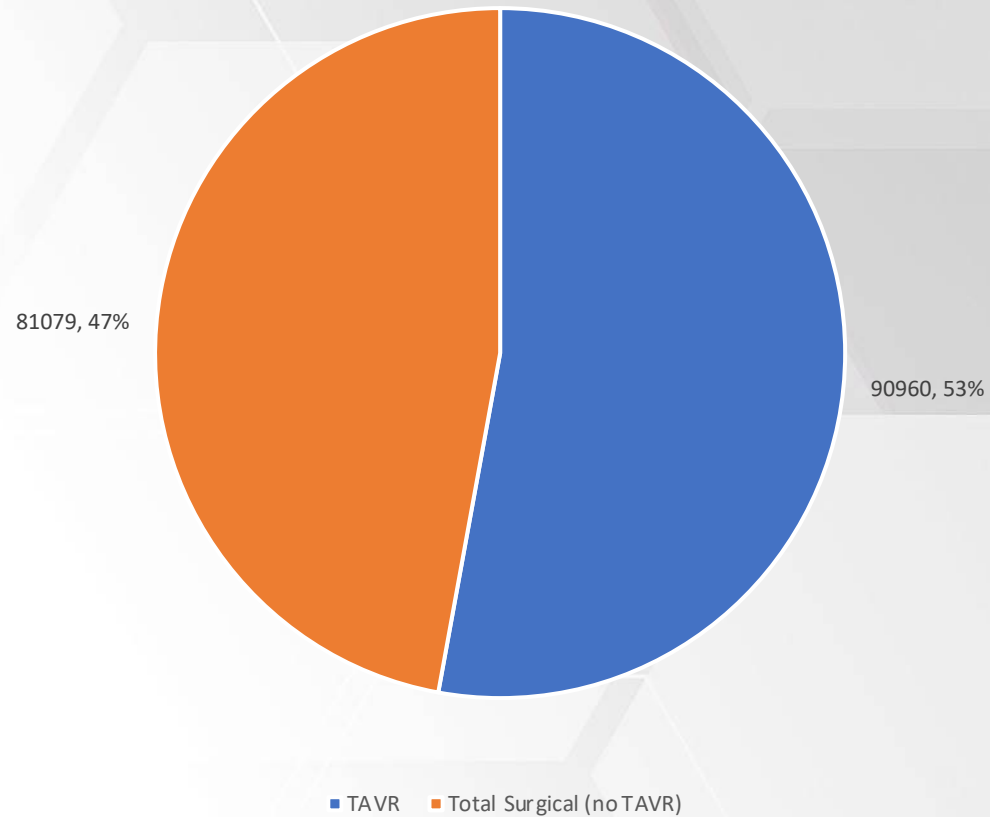


EU TAVR Market Share 2021

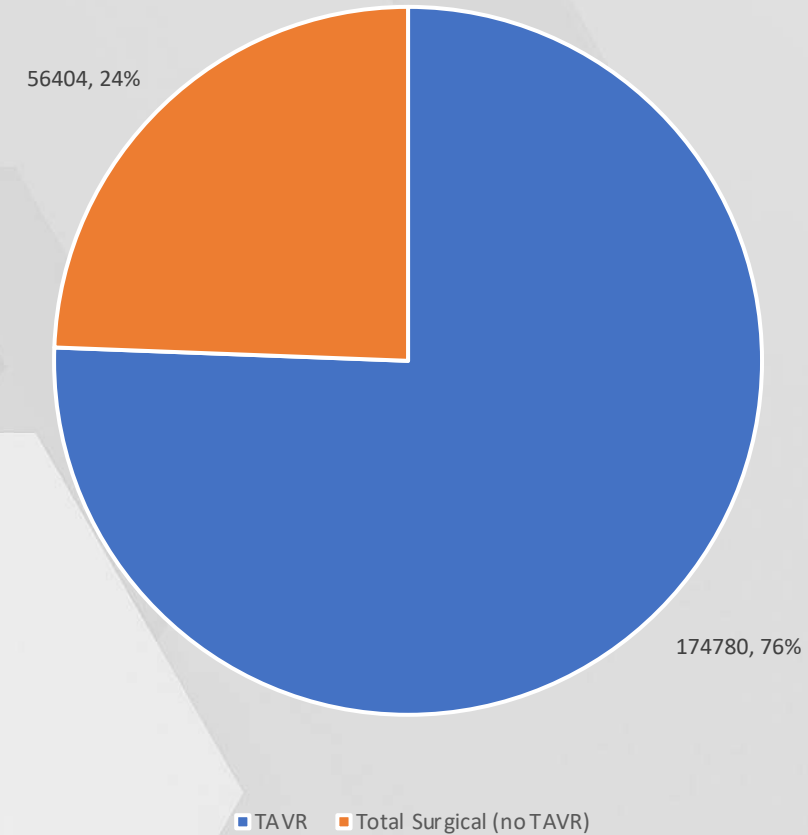


# 2021 to 2028 TAVR vs Surgical Procedures: US

2021 US TAVR/Surgical Aortic Stenosis Procedures



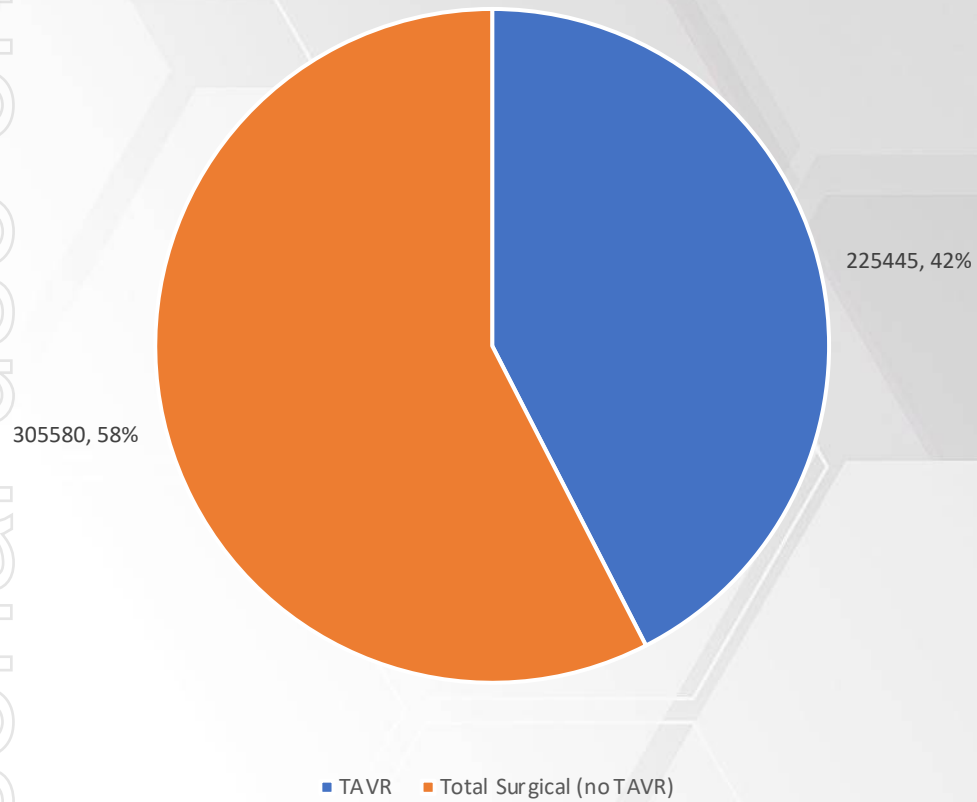
2028 US TAVR/Surgical Aortic Stenosis Procedures



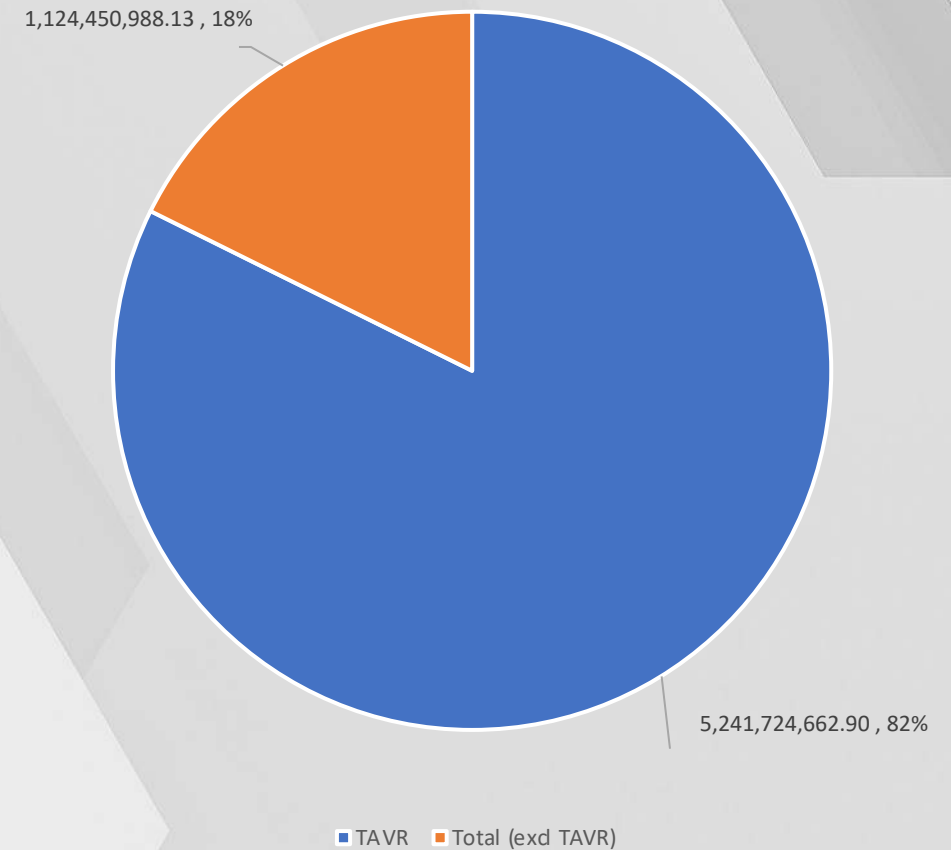


# 2021 Global Procedures vs Revenue

Global 2021 TAVR Surgical Aortic Stenosis Procedures



Global 2021 TAVR Surgical Revenue US\$



The background of the slide features a conceptual illustration. It shows several black silhouettes of people in business attire. Two people in the foreground are shaking hands, standing on a large, multi-colored puzzle piece (blue, green, yellow, and red). Other people are standing on separate blue puzzle pieces in the background. The overall theme is business partnerships and collaboration.

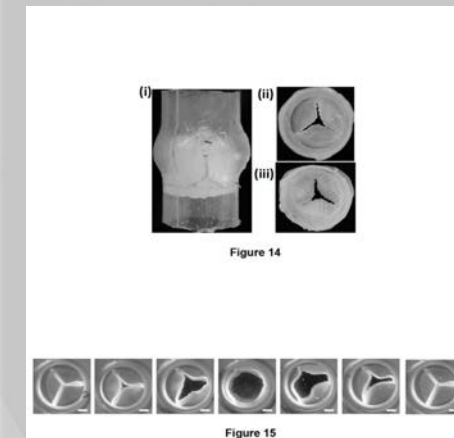
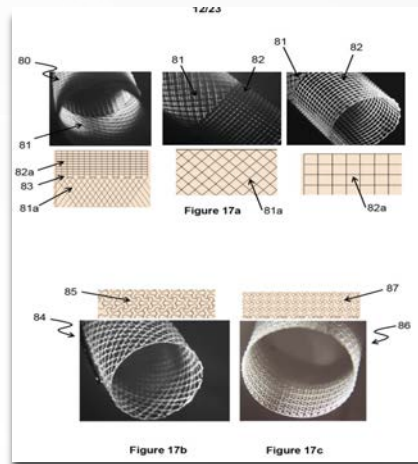
## Key Partnerships

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- Anteris has entered key Academic partnerships with the following:
- Yale University
- Columbia University
- UWA

# We are also engaged in partnerships for next generation valve materials

- Currently Anteris is actively researching two distinct technologies that will allow us to replicate the design benefits of the DurAVR™ valve in new materials The company has entered multiple partnerships researching alternate valve materials to ensure there are follow on products to ADAPT® /DurAVR™ into the future
- These include a collaboration researching MEW technology (**Melt electrowriting**) (MEW) is an advanced additive manufacturing technique capable of depositing predefined micrometric fibers.
- The second one is confidential but is on the bench being tested at the moment







## | Future Revenues

# First TAVR revenues in 2023



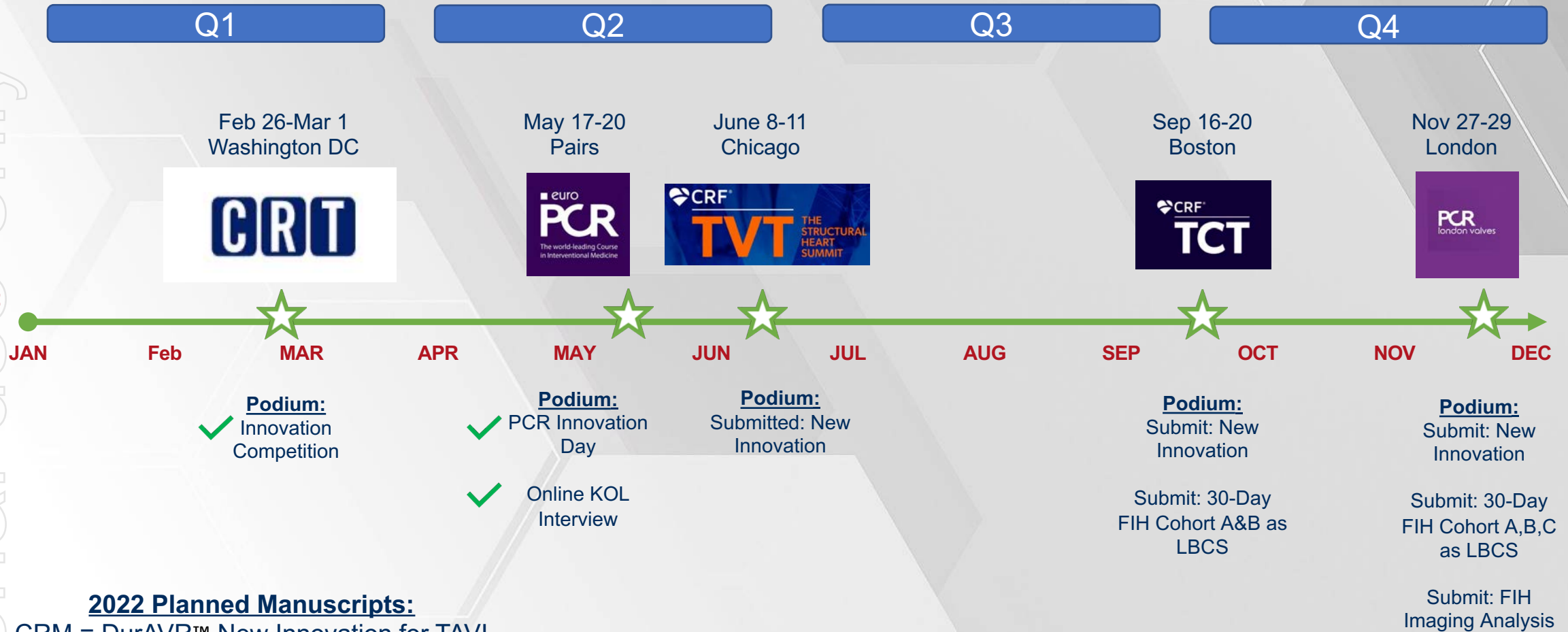
- Anteris TAVR studies will potentially qualify as a Category B study
- Anteris will commence supplying product during its FDA studies at approx USD25k per unit
- First TAVR revenues will commence in 2023

- Key presentations



# DurAVR™ will be featured at key medical conferences in 2022

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# Questions

- Market valuation
- When can we start selling DurAVR™
- Nasdaq listing progress/structure
- Development milestones
- FIH TAVR
  - SAVR study
  - EFS FDA study
- R&D Further developments



THANK  
YOU





**SHAREHOLDERS**

# Board of Directors



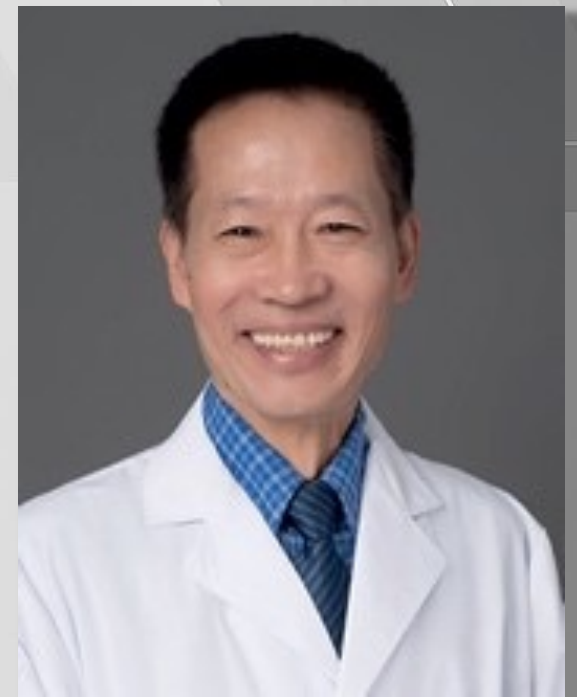
John Seaberg  
Director and Chair



Wayne Paterson  
Director and  
Chief Executive Officer



Stephen Denaro  
Director and  
Company Secretary



Wenyi Gu  
Director



# Executive Team



David St. Denis  
Chief Operating Officer

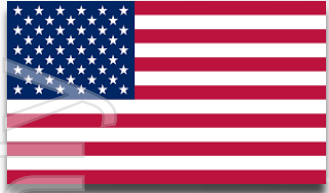


Matthew McDonnell  
Chief Financial Officer



Christopher Meduri  
Chief Medical Officer

# Anteris is supported by highly qualified advisors



**Bernard Prendergast, MD**  
Guy's & St. Thomas'  
London, UK (A/S)



**Michael Reardon, MD**  
Houston Methodist  
Houston, TX



**Samir Kapadia, MD**  
Cleveland Clinic  
Cleveland, OH (A/S)



**Gorav Ailawadi, MD**  
Univ of Virginia Charlottesville, VA  
(A/S)



**Thomas Modine, MD**  
CHU de Bordeaux  
Bordeaux, FR



**Nicolas Van Mieghem, MD**  
Erasmus Univ Med Center  
Rotterdam, NL



**Karl Poon, MBBS**  
St Andrews War Memorial  
The Prince Charles Hospital  
Brisbane



**Jayme Bennetts, BMBS**  
Ashford Community Hospital  
Calvary Adelaide Hospital  
Flinders Medical Center  
Bedford Park



**Vinayak Bapat, MD**  
Abbott Northwestern  
Minneapolis, MN (A/S)



**Paul Sorajja, MD**  
Abbott Northwestern  
Minneapolis, MN (A/S)



**Susheel Kodali, MD**  
Columbia Medical Center  
New York, NY (A/S)



**Allen Zajarias, MD**  
Washington Univ  
St. Louis, MO (A/S)



**Nadira Hamid, MD**  
Columbia Medical Center  
New York, NY



**Magnus Settergren, MD**  
Karolinska University Hospital  
Stockholm, SE



**Didier Tchetché, MD**  
Clinique Pasteur  
Toulouse, FR



**Ajay Sinhal, MBBS, MD**  
Ashford Community Hospital  
Calvary Adelaide Hospital  
Flinders Medical Center  
Adelaide



**Dion Stub, MBBS, PhD**  
Cabrin Private Hospital  
Western Health  
The Alfred Hospital  
South Australia



**Rebecca Hahn, MD**  
Columbia Medical Center  
New York, NY



**Joao Cavalcante, MD**  
Abbott Northwestern  
Minneapolis, MN



**Janar Sathananthan, MD**  
St. Paul's & VGH  
Vancouver, BC



**Alexandra Lansky, MD**  
Yale  
New Haven, CT



**Azeem Latib, MD**  
Montefiore Med Center  
New York, NY



# Anteris has a highly talented and engaged team





# A great team in the right locations

## Exceptional individuals doing exceptional things

APAC



Biologics Manufacturing / R&D  
(Malaga, Australia)

Finance & IT Team  
(Brisbane, Australia)



USA



Innovation Centre & Corporate HQ  
(Minneapolis, USA)



Europe



Strategic Hub in Europe  
(Geneva, Switzerland)



Lasts Longer,  
Works Better

**ANTERIS**  
TECHNOLOGIES  
A Structural Heart Company

**DurAVR™**  
TRANSCATHETER HEART VALVE SYSTEM



A Valve Designed  
**for Life.**