Osteopore®

INVESTOR PRESENTATION

2023

ASX: OSX

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01

MISSION

Harness our superior technology to become the standard of care globally for natural tissue regeneration.

02

VISION

To be the most valuable regenerative medical technology company in the world.

03

IMPACT

Improve clinical outcomes and patient quality-of-life, and reduce overall healthcare costs.

Osteopore®

ESTABLISHED PEDIGREE

Osteopore is recognised as a **global leader** in regenerative medical technology and devices.

BREAKTHROUGH TECHNOLOGY

Our novel implants empower natural bone regeneration and dissolve over time – **a world first.**

SUPERIOR RESULTS

Proven to be a more effective treatment than traditional bone grafts and permanent implants.*

GLOBAL OPPORTUNITY

Opportunity to become the **new standard of care** for bone and tissue regeneration globally.

DE-RISKED PROFILE

Technology fully validated, with growing worldwide sales and a corporate vision to reach profitability.

HUGE ADDRESSABLE MARKETS

Targeting the significantly untapped US$100bn permanent implant[1] & US$3.9bn bone graft market[2] with **superior products.**

*Sources located at the back of this presentation | * See slide 7 of this presentation for further information*

ASX REGENERATIVE MEDTECH LANDSCAPE

Osteopore®

CAPITAL STRUCTURE

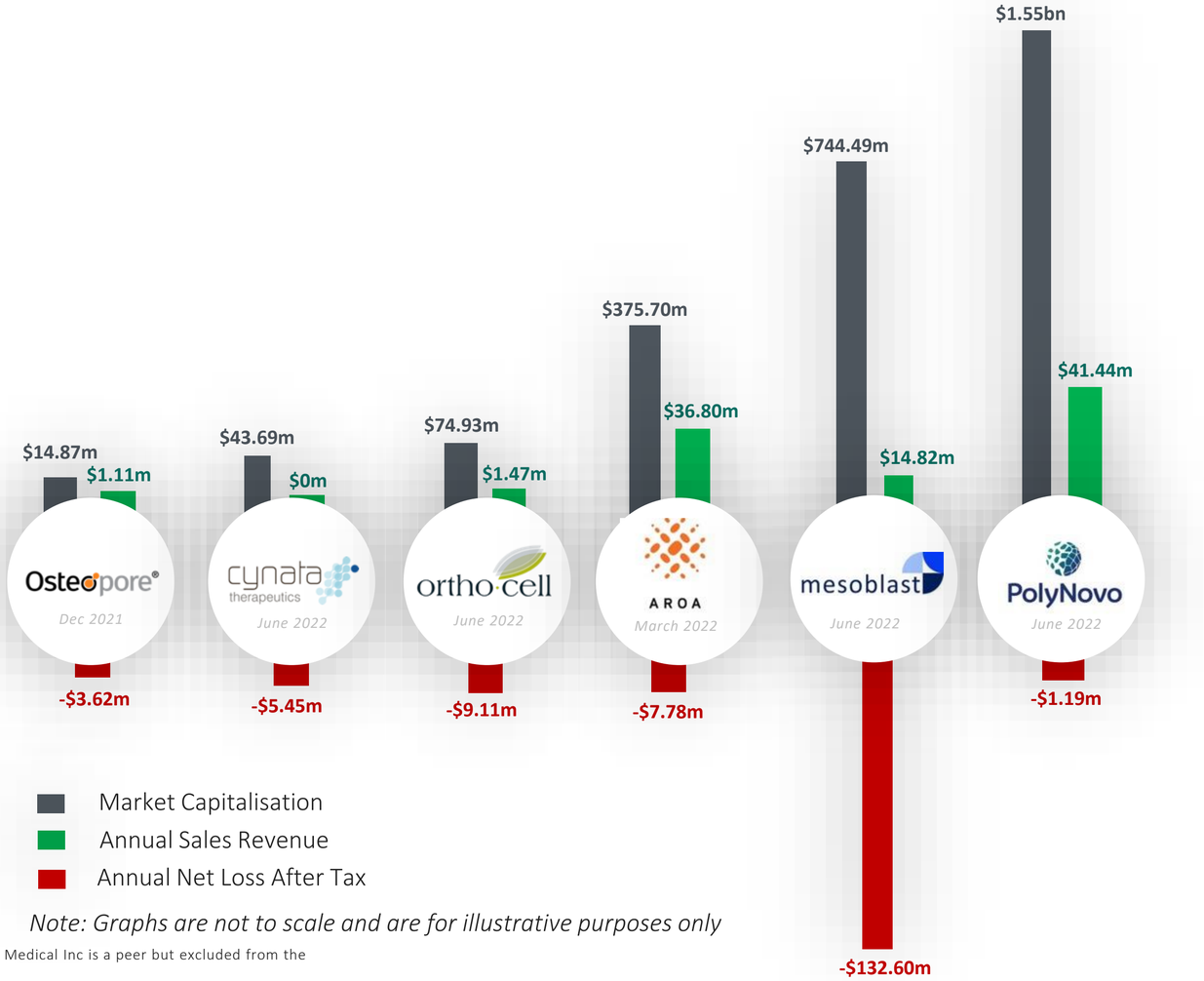
Shares on Issue [A]	**123.9m**
Total Options on Issue [B]	3.2m
Market Cap @ A$0.12 [C]	**A$14.9m**
EV @ A$0.12 [C]	A$13.6m
CASH BALANCE [D]	**A$1.3m**

A: Shares on Issue 15 Feb 2023

B: 3m unlisted options expiring 28 Aug 2023 with an exercise price of $1.20, and 187,500 unlisted options expiring 2 Nov 2025 with an exercise price of $0.624. Option incentives held by executive management & advisors.

C: Market Close, 15 Feb 2023

D: Cash balance at 31 December 2022



Note: Graphs are not to scale and are for illustrative purposes only

- Companies listed above selected due to indicative regenerative business focus based on publicly available information. Avita Medical Inc is a peer but excluded from the comparison table due to change of fiscal year.
- The annual sales revenue and net loss after tax were based on the individual company's last publicly available audited annual report on asx.com.au (Osteopore annual report lodged on ASX on 31 March 2022, Cynata annual report lodged on ASX on 31 October 2022, Orthocell annual report lodged on ASX on 31 August 2022, Aroa annual report lodged on ASX on 30 June 2022, Mesoblast annual report lodged on ASX on 24 October 2022, PolyNovo annual report lodged on ASX on 21 September 2022).
- For the purposes of the presentation, the annual sales revenue excludes interest and other income, government grants & subsidies, R&D rebates and foreign currency gains.
- Currency presented is in AUD. Where the individual company's audited annual report were presented in a different currency, the exchange rate used to convert it to AUD for the purposes of this presentation, was based on the rate on the respective financial year end date, sourced from OANDA.
- Market capitalisation was sourced from the individual company's profile on asx.com.au. As per ASX's market capitalisation methodology available on its website, the market capitalisation is calculated by using the individual company's number of ordinary securities on issue multiplied by the previous trading day's last traded price of the individual company's ordinary securities. For the purpose of this presentation, the market capitalisation was based on the closing share price on 15 Feb 2023.
- Investors should not rely on this peer comparison information as a basis for making investment decisions.

OUR IMPLANTS ARE THE ‘FIRST OF ITS KIND’

PROPRIETARY TECHNOLOGY

Breakthrough **3D printed** implants that facilitate natural bone regeneration.

Implants are inserted into the human body and act as a **scaffold** for bone to grow on.

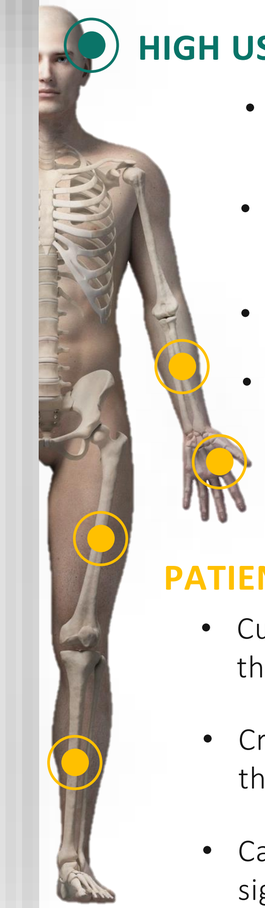
They are made of a bioresorbable polymer that **dissolves over time** (18-24 months).

As bone regeneration occurs, the implants are replaced by the **patients own healthy bone**.

IMPROVES LIVES

- **Only biomimetic scaffold available** that naturally dissolves over time.
- **Highly customisable** to naturally fit different bone types.
- Leaves **only healthy bone** tissue.
- **Proven superior solution** to bone grafts & permeant implants.
- **Extremely low** post surgery complication rates.
- Unlikely to cause inflammation or infection.

MULTIPLE APPLICATIONS



HIGH USE IMPLANTS

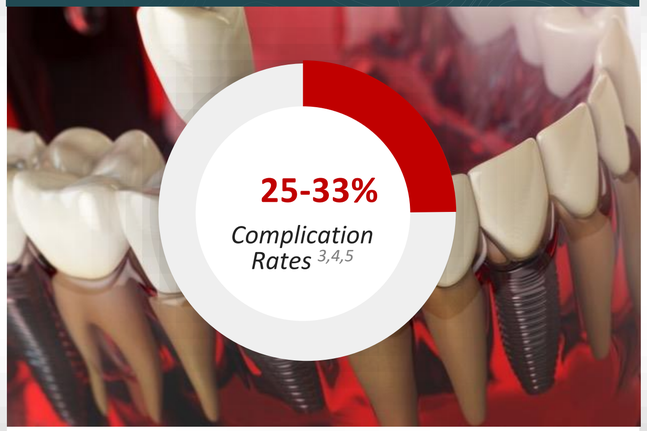
- Multiple off-the-shelf implants already in use around the world.
- Used in high frequency surgeries for the skull, face and jaw.
- Can be manufactured at scale.
- Long shelf-life and stocked in hospital inventory systems.

PATIENT SPECIFIC IMPLANTS

- Custom-designed implants used throughout the whole body.
- Created using CT imaging of the affected anatomy.
- Can be used in cases where significant bone loss has occurred.

WE DELIVER SUPERIOR PATIENT OUTCOMES

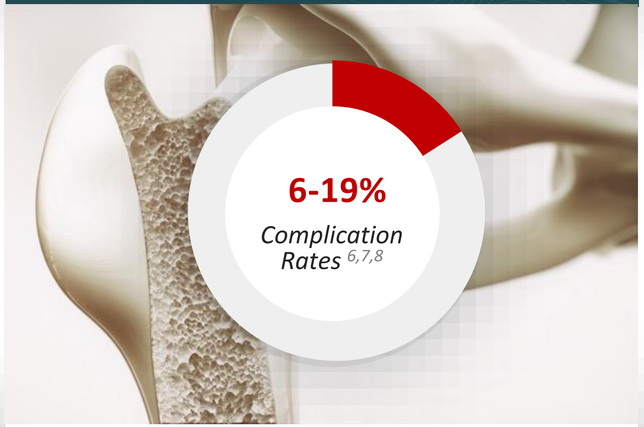
PERMANENT IMPLANTS
US$100BN MARKET [1]



Permanent implants <u>are not</u> permanent solutions

- Non-biodegradable.
- Potential for onset infections.
- Implant can extrude through the skin.
- Difficult to manufacture.
- Limited size and shape options.

BONE GRAFT
US$3.9BN MARKET [2]



The ‘gold standard’ bone graft can have complications

- Potential of infection.
- Can have lasting pain at site of harvest.
- Body can totally absorb the graft with no bone regeneration.

Osteopore®

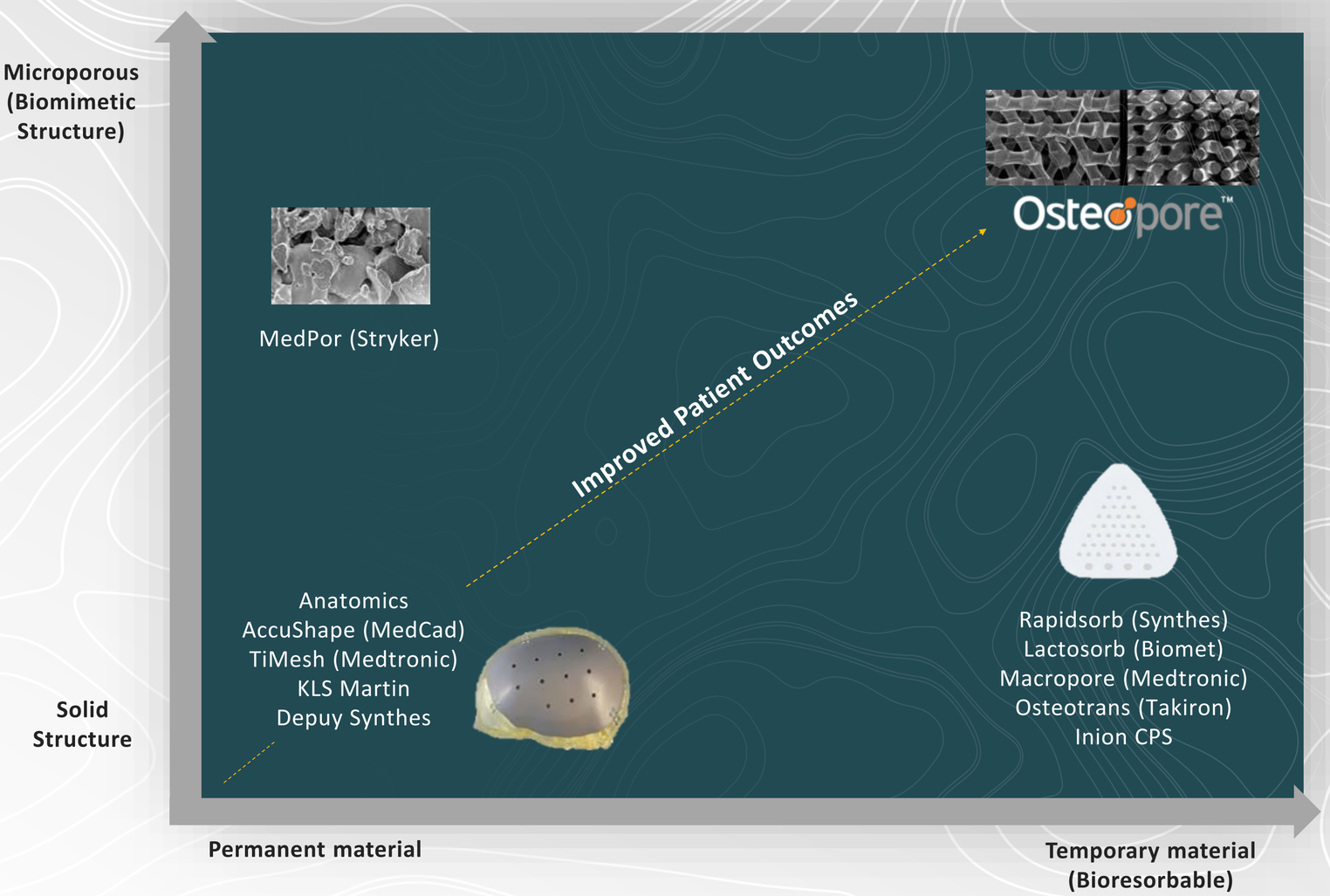
Superior, commercially ready products for customisable or off-the-shelf use by surgeons

- Solves an unmet clinical need.
- Proven solution that expediates recovery.
- Lowers healthcare costs*.

*Sources located at the back of this presentation | *lowers costs that may occur with traditional procedures in the event of complications.*

OSTEOPORE IS AHEAD OF THE COMPETITION

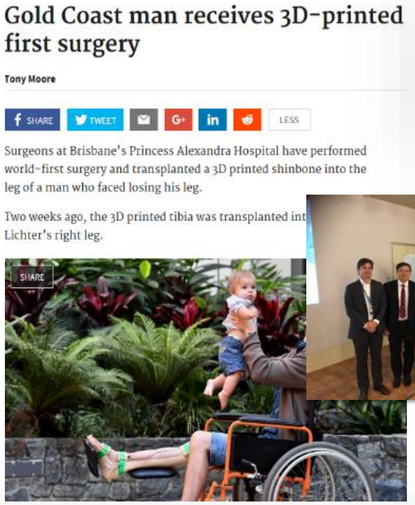
There are **no other** FDA or CE Mark cleared products that offer Osteopore's key technology characteristics – bio-resorption and biomimetic structure - which offer improved patient outcomes over alternative therapeutic strategies.



OUR TECHNOLOGY IS VALIDATED

- **Regulatory clearances secured** in most major markets, including FDA (U.S.), CE Mark (European Union), TGA (Australia), HSA (Singapore), and more.
- **Over 80,000 successful cases** with superior results over traditional procedures.
- Products marketed and sold across more than 20 countries, **covering all continents.**
- Multiple granted patents protecting product IP.
- **>150 published papers** covering our core technology.
- **~30 published papers** regarding the clinical benefits and outcomes of our technology.

SEVERAL WORLD'S FIRST - LIFE CHANGING CLINICAL OUTCOMES


Gold Coast man receives 3D-printed first surgery

Tony Moore

SHARE TWEET LESS

Surgeons at Brisbane's Princess Alexandra Hospital have performed world-first surgery and transplanted a 3D printed shinbone into the leg of a man who faced losing his leg.

Two weeks ago, the 3D printed tibia was transplanted int Lichter's right leg.

Largest ever reconstruction of a segmental bone defect[1]

- 36cm tibia reconstruction in 2017.
- Incredible recovery and returned to daily living in 2019.

World's first half mandible reconstruction using a synthetic implant + post-cancer bone regrowth

- Able to reintegrate into society and his life, bone growth is confirmed on scans 1 year after surgery.


HAVE EXPERIMENTAL IMPLANT SURGERY

"I'm very honoured to have (the scars) as a constant reminder of what I've been through and the people who have worked on me"

Asha Morris, 17

Bone reconstruction after cancer treatment

- 15cm Post-Cancer Tibia Reconstruction to save her leg from amputation.
- Amazing recovery featured in The Australian Women's Weekly.

World's first 3D printed biocompatible and bioabsorbable implant to replace a section of missing skull[2]

- Skull reconstruction saved his life and allowed a return to a more active lifestyle.

1 – ABC Article '3D-printed tibia patient Reuben Lichter walking unaided, two years on from experimental surgery (18th October 2019)
2 – Brisbane Times Article 'Brisbane man regrows skull in world-first procedure (2nd June 2022)

RECENT ACHIEVEMENTS

Achieved highest calendar year revenue in the company's history

A$1.69M CY22

+52% CY 2021

Multiple distribution agreements signed


Malaysia[4]


Australia[5]


New Zealand[5]


U.S.[6]

Achieved initial first sales

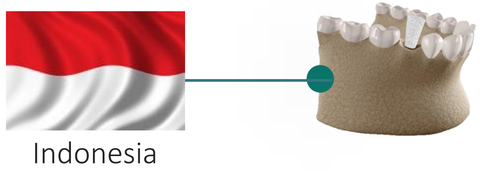

Colombia[1]


Spain[2]


South Africa[3]


U.S.

Gained market access to Indonesia[4] for dental products


Indonesia

Distribution agreement secured for **U.S. Federal Healthcare Facilities[6]**

Our products became eligible for reimbursement from **all Australian private health insurance funds[7]**

Awarded competitive project to develop improved implants that accelerate bone regeneration[8]

A$19M
Total Project Value

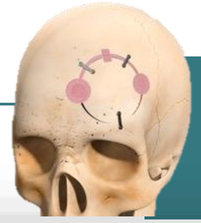
(1) ASX Announcement: Osteopore Expands into Latin America with initial sales to Colombia - 7th April 2022
(2) ASX Announcement: Osteopore Expands further into Europe with initial sales to Spain – 14th April 2022
(3) ASX Announcement: Osteopore Expands into Africa with initial sales to South Africa – 14th June 2022
(4) ASX Announcement: Increased presence & commercial opportunities across South East Asia – 8th December 2022
(5) ASX Announcement: Osteopore enters oral & maxillofacial market in Australia & New Zealand – 10th May 2022
(6) ASX Announcement: Distribution Agreement secured for U.S. Federal Healthcare Facilities – 3rd August 2022
(7) ASX Announcement: Osteopore products added to the Australian Prostheses List – 28th September 2022
(8) ASX Announcement: Osteopore secures lead role in Clinical-industrial Partnership – 13th December 2021

OUR KEY BUSINESS - CRANIOFACIAL

Product Example

Orbital Floor Reconstruction

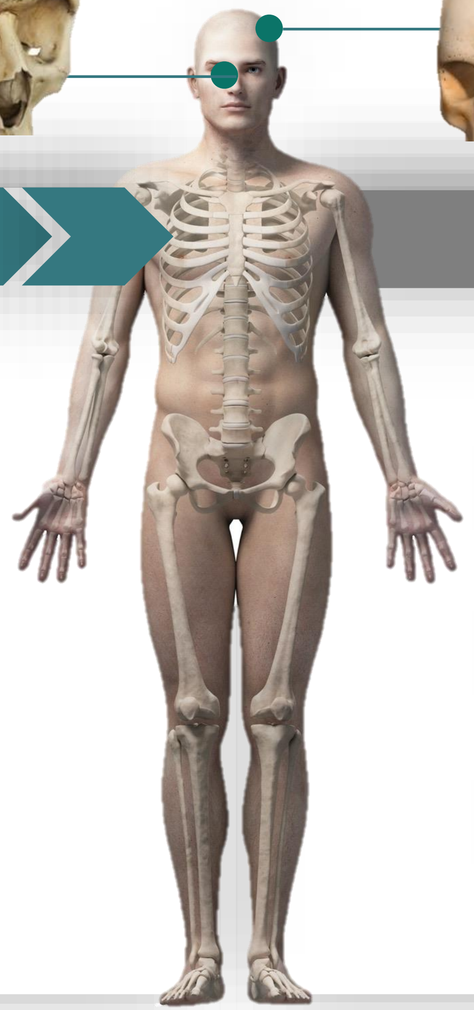
Delivers structural support and predictable bone regeneration for orbital floor fractures



Product Example

Craniotomy

Allows for the full restoration of patients' skull contours in post-craniotomy procedures



ACHIEVEMENTS TO DATE

- Cumulative over **40,000 implants since 2003**
- 30,000 cases of craniotomy repair solutions
- More than a decade of clinical experience
- **Approved for sale in 23 countries**
- New surgical application of a registered product for skull base surgery
- **Adoption grew 150% in 2022**

PRIORITIES FOR 2023

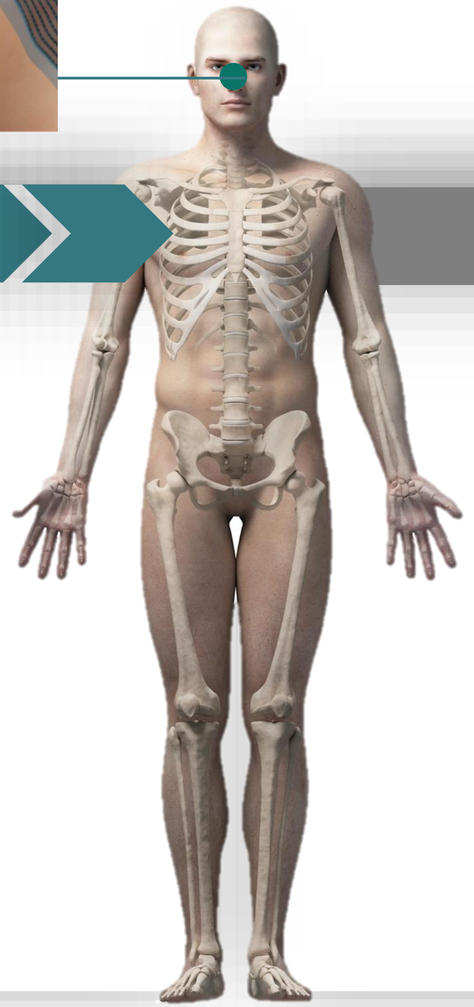
- Drive wider adoption in Texas and California, and **enter multiple new U.S. states**
- **Resume commercial activity in EU** after a temporary pause due to transitioning to the new EU Medical Device Regulation 2017/745
- Build on the solid adoption seen across Switzerland, Germany and Italy before the pause
- Progress further towards initial entry into the **Chinese market**

OUR KEY MARKETS - AESTHETIC

Product Example

Septal Extension Grafting & Nasal Tip Plasty

Provides good structural support to achieve long-term aesthetically pleasing nose augmentation outcomes



ACHIEVEMENTS TO DATE

- Cumulative over **48,000 implants since 2017**
- Both functional and cosmetic rhinoplasty
- Over 6-years of clinical experience
- **Approved for sale in 10 countries**
- **Adoption grew 37.4% in 2022**

PRIORITIES FOR 2023

- **Expanding into new markets** including Indonesia, Taiwan and India
- Launch septal perforation repair mesh in Korea and ASEAN countries

OUR KEY MARKETS - DENTAL / OMF

Product Example

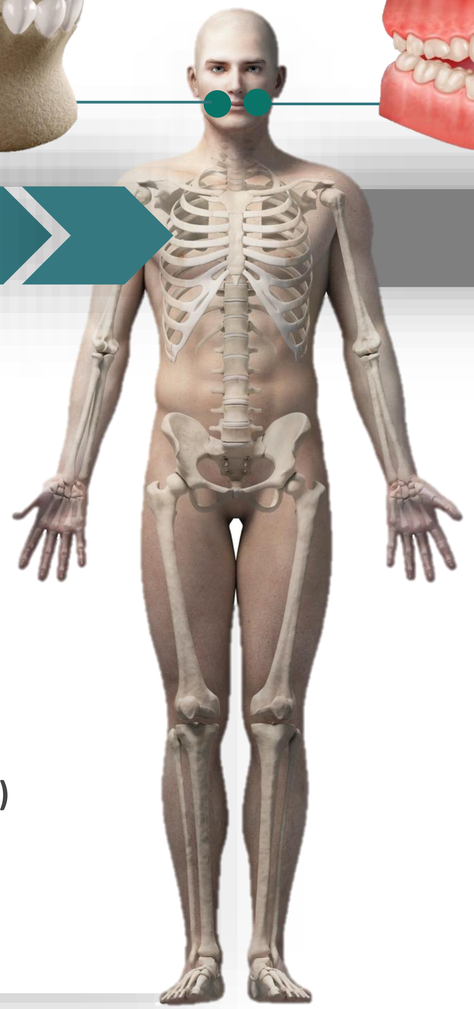
Socket Preservation

Implant to preserve dental socket after tooth extraction and support the dental implant

Product Example

Guided Bone Regeneration

Provides support of graft material, delivering a predictable shape to regenerate bone



ACHIEVEMENTS TO DATE

- **Approved in Singapore, Indonesia, Vietnam.**
- Completed socket preservation study with Osteoplug (PCL +TCP material) in 80 patients.
- Initiated alveolar height study with Osteomesh with 27 patients to date. Successful outcome without implant exposure over 6 months.
- **Osteopore is leading a A$19M (Total Project Value) grant program** to champion the next-generation material for enhanced bone growth.

PRIORITIES FOR 2023

- Roll out alveolar height reconstruction for intra-operative customisation to fit jaw defect with significant cost and time savings compared to factory-customised titanium mesh.
- Targeting the huge Indonesian market that is expected to generate revenue worth US$ ~4.0Bn by 2026.*
- Sign-up distributors in the region to further market and sell our products.

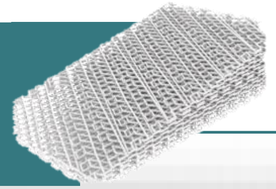
* 1 Kushwaha, D. (2022b, September 26). Dental Equipment Manufacturers in Indonesia | Dental Clinics Services in Indonesia.

OUR KEY MARKETS - ORTHOPAEDIC

Product Example

High Tibial Osteotomy (HTO)

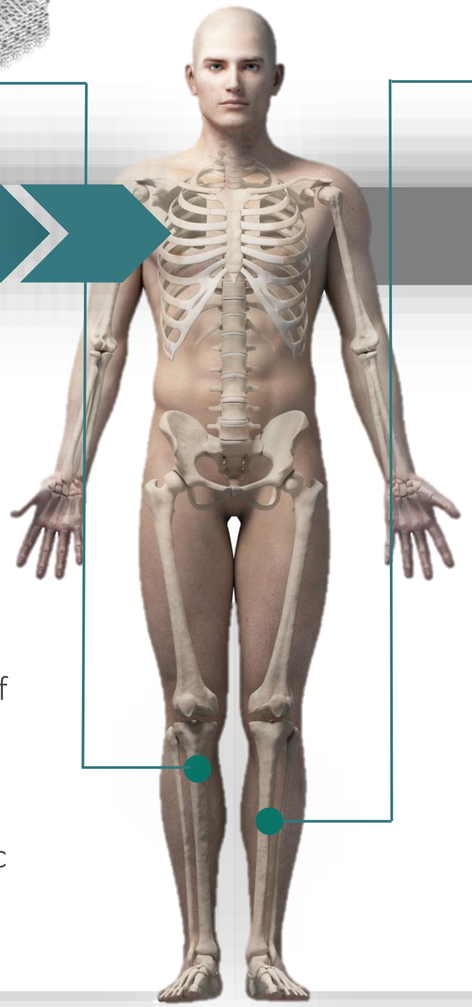
Implant to correct angulation of the knee to delay progression of osteoarthritis



Product Example

Long bone reconstruction

Implant that is combined with bone graft and to provide mechanical support in large bone reconstructions



ACHIEVEMENTS TO DATE

- **Completed HTO study with 65 patients**. CT scan at 12 months shows bone tissue integration across the bone gap. Collecting data for publication.
- **Completed 6 successful collar bone reconstructions** using existing mesh products.
- **Completed 13 shoulder rotator cuff tendon repairs** – patients demonstrated excellent range of motion in the long-term.
- German surgeons published shin bone reconstruction outcomes in Journal of Orthopaedic Translation (Impact Factor: 4.889)*.

PRIORITIES FOR 2023

- Product launch (aXOpore® Custom Made Device) in Great Britain.
- Submit second generation material PCL+TCP for Orthopaedic application in USA.
- Preparing dossier to submit for Singapore HSA approval. This approval is recognised in the 10 ASEAN countries, Australia, New Zealand, Korea, and China.
- To introduce products for HTO application in countries with lower barrier to entry such as, South Africa and New Zealand.

* Ref: https://www.sciencedirect.com/journal/journal-of-orthopaedic-translation

COMMERCIAL PRIORITIES

1 EXPANDING SALES

Further sales distribution agreements anticipated to be secured throughout 2023, and investigating potential partnerships and acquisition opportunities to supercharge growth.

2 GAINING FURTHER REGULATORY ACCESS

Regulatory clearances already secured in many major markets, with multiple clinical trials underway to secure further access in additional target jurisdictions.

3 IMPROVING OUR TECHNOLOGY

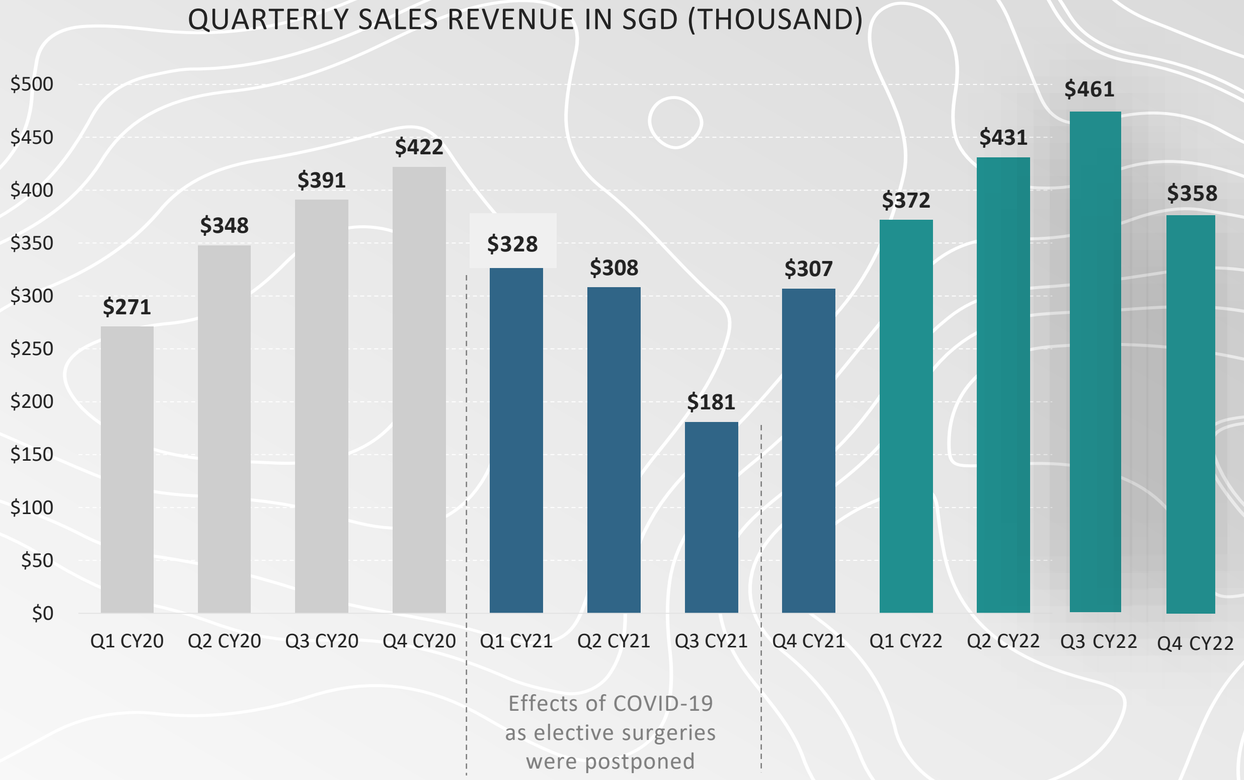
Continue to improve existing commercial products, refine the manufacturing process, and expand our portfolio of patents and trade secrets.

4 DEVELOPING NEW APPLICATIONS

Developing and launching new products to expand the scope of bone regeneration applications across the entire body.

ENCOURAGING ORGANIC REVENUE GROWTH

- **Highly encouraging commercial outlook** with organic revenue growth expected to be boosted by increased revenue and margins from Osteopore's recent acquisition.
- **Increasing engagement** with hospitals, surgeons and healthcare decision makers.
- Intensifying in-person sales training and attending all relevant healthcare conferences globally.
- Slight decline in Q4 CY22 revenue was mainly due to a temporary pause in sales across the European Union from 01 June 2022, directly related to a delay in transitioning to the Medical Devices Regulation 2017/745 (MDR).



PROPOSED ACQUISITION TO BOOST REVENUE[1]

Osteopore has entered into a binding asset purchase deed to acquire multiple medical distribution businesses that are currently responsible for approximately 40%-45% of Osteopore's total sales globally.

Osteopore will acquire 100% of all business activities relating to the marketing, sales and distribution of our products including:

- Sales teams
- Offices premises
- Distribution networks
- Business contacts

DIRECT TO CUSTOMER MODEL

- Acquisition expected to add immediate additional revenue to our top line.
- Increased margins will be achieved by selling fully priced products direct to customers.
- Greater revenue per product sold will assist Osteopore accelerate our plan to become cash flow positive and profitable.
- Significant opportunity to scale direct sales.

DISTRIBUTION MODEL

- Robust distribution, marketing and sales network encompassing more than 20 countries.
- 23 distribution partners globally.
- Significant access to health professionals, hospitals and health services across every continent.
- Distribution model offers turn key access to markets, while retaining control over our novel manufacturing process.

(1) ASX Announcement: Osteopore to acquire multiple medical distribution business & become vertically integrated – 23rd January 2023

THREE AREAS WE ARE FOCUSED ON FOR 2023

01 GROW REVENUE

- Continue to pursue **organic growth in existing markets.**
- **Launch products in new markets** such as orthopaedic and dental to generate additional revenue stream.

02 PARTNERSHIPS

- Partnering with industry peers to cross sell products that generate efficiencies and synergies to boost growth.

03 ACQUISITIONS

- Acquiring **revenue generating companies** that instantly increase revenue at a much higher rate than organically.
- Acquire **complementary technology** in the regenerative medical sector to enable expansion into new markets.

- *Osteopore is currently only investigating the viability of acquisitions and has not entered into any agreements*
- *The Company will update the market in accordance with its obligations under ASX Listing Rule 3.1*

CURRENT GLOBAL SALES FOR FIRST GENERATION PRODUCT

- Current countries with sales
- Near term additional target markets

America

Europe

Australia

Singapore

Korea

Philippines

3D PRINTED IMPLANTS

Rapid design, manufacturing & delivery

PROPRIETARY TECHNOLOGY

Strong IP and trade secrets

SCALABLE

Adjust production to meet demand

LOW COST, HIGH MARGIN

70% margin achieved in CY22

IMPROVING OUR TECHNOLOGY

- **DESIGN CENTRE OF EXCELLENCE**
  Co-localisation of high value design workflow within vicinity of key university and hospital ecosystems for increased touch-points with key clinicians.

- **ACCESSIBILITY TO AUTOMATION & I4.0**
  Proprietary technology can be integrated with robots to improve productivity and efficiency, while being Industrie 4.0 ready.

- **DISTRIBUTED MANUFACTURING**
  Distributed manufacturing of high-value products in strategic locations globally, to overcome time and geographical barriers.

- **AI-DRIVEN PRODUCT DESIGN**
  Integration of Artificial Intelligence into complex product design to reduce turnaround time.

- **NEW 3D PRINTING TECHNOLOGY**
  Identifying and engineering cutting-edge 3D printer technology to support new product innovation.

DEVELOPING NEW APPLICATIONS

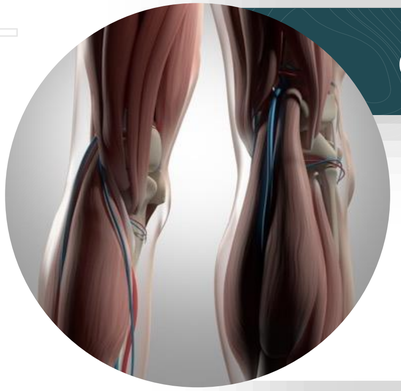
To stay ahead of the competition and bring innovation to the surgical community

DENTAL

	Product R&D	Preclinical Research	Clinical Trials	Regulatory Approvals	Initial Sales
Socket preservation					
Guided Bone Regeneration					
Immediate implant loading					
Guide Tissue Regeneration					

ORAL MAXILLOFACIAL

	Product R&D	Preclinical Research	Clinical Trials	Regulatory Approvals	Initial Sales
Cleft palate reconstruction					
Mandible reconstruction					
Buccal defect reconstruction					



ORTHOPAEDIC

	Product R&D	Preclinical Research	Clinical Trials	Regulatory Approvals	Initial Sales
Tibia reconstruction					
High tibial osteotomy					
Clavicle reconstruction					
Tendon repair					
Radial bone reconstruction					

AESTHETIC

	Product R&D	Preclinical Research	Clinical Trials	Regulatory Approvals	Initial Sales
Genioplasty (chin)					
Nipple reconstruction					
Breast reconstruction					
Rhinoplasty					

- Special access sales available to certain health practitioners for a single patient without regulatory approval.
- Products currently under normal regulatory development processes, or already on sale.

FUTURE HORIZONS RESEARCH PROGRAMS

ACCELERATING BONE REGENERATION

Osteopore is developing materials to accelerate bone regeneration;

- Bioactive compounds could potentially be incorporated into our implants.
- Speeding up bone regeneration seen as the ‘holy grail’ of clinical outcomes.
- Could present Osteopore with significant commercial opportunities.

REGENERATION OF OTHER TISSUE TYPES

Developing new implant scaffolds to regenerate other types of tissue;

- Successfully completed animal trials for knee cartilage regeneration.

Recent collaboration agreement with Livingstone Health, to enable the expansion of Osteopore technology in tendon repair.

LIVINGSTONE HEALTH

PRODUCTS FOR VETERINARY MARKETS

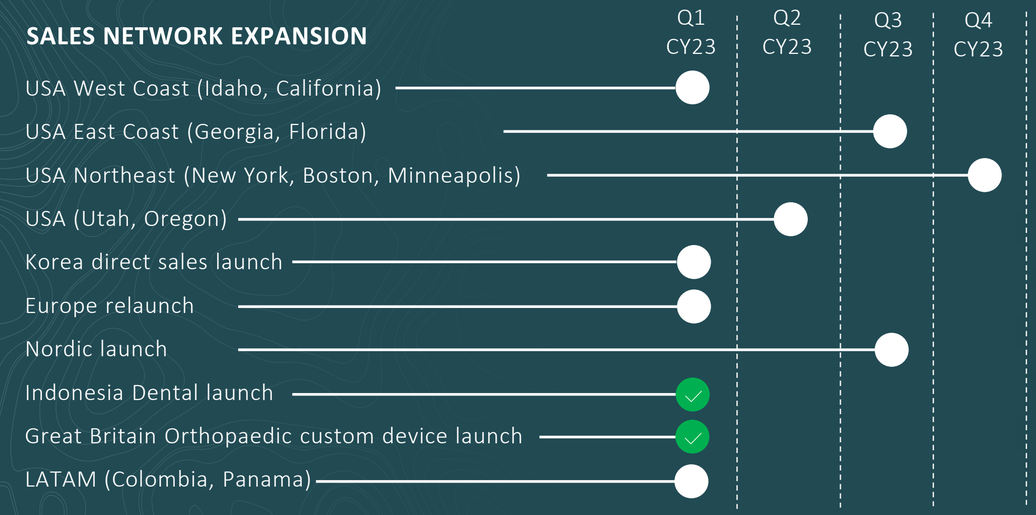
Developing surgical applications for the global veterinarian market;

- Successfully completed multiple trials that could possibly translate into products for the veterinarian market.
- The global veterinary orthopaedics market was valued at US$434m in 2021[9].
- Relatively untapped market with limited bone regenerative options available to vets.

Sources located at the back of this presentation

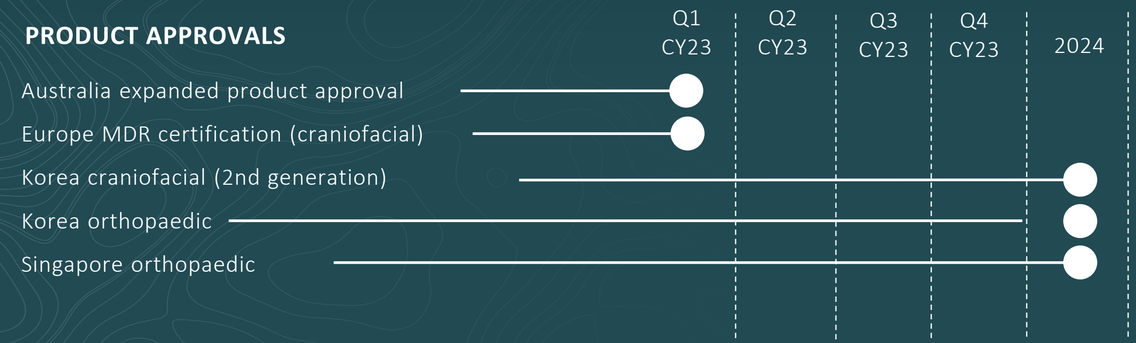
FUTURE MILESTONES

SALES NETWORK EXPANSION



Overview of typical pre-sales milestones

PRODUCT APPROVALS



Timelines and milestones are a guide only and are subject to change

HIGHLY CREDENTIALED TEAM

MARK LEONG
EXECUTIVE CHAIRMAN

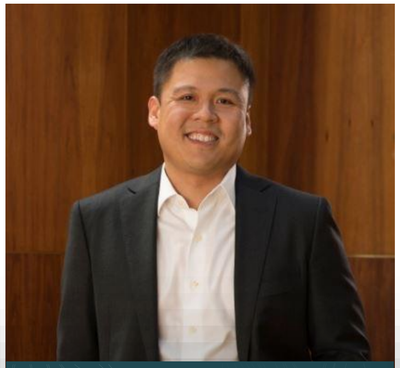
Corporate and capital market experience

- Highly experienced business executive and corporate director.
- More than two decades of C-suite management and directorship experience in a diverse range of industries.
- Served as Director in several publicly listed companies.
- Brings a strategic business and commercial focus to the company.

PROF TEOH SWEE HIN
NON-EXECUTIVE DIRECTOR

Adjunct Professor NTU, biomaterials & scaffold research

- Co-founder of Osteopore.
- Deep research experience in load bearing scaffolds for tissue regeneration and remodeling.
- Pioneer of developing the clinical translation of Osteopore's 3D printed scaffolds.
- Previously profiled as one of "Singapore's Scientific Pioneers".



DANIEL OW
NON-EXECUTIVE DIRECTOR

Experienced finance professional

- Experienced corporate executive and Australian qualified CPA.
- Over 20 years' international experience across multiple industries.
- Held several accounting and management roles with large multinational corporations.
- Currently Manager Financial Business Partners at Perth Airport.

GOH KHOON SENG
CEO

MedTech industry experience

- Over 30 years career spanning both start-ups and global multinational corporations.
- Significant experience in research & development, manufacturing, sales and marketing.
- Spent over 20 years with Medtronic plc (the world's largest medical device company), and Edwards Lifesciences Asia in various senior management roles.
- Recognised as a global leader in the commercialisation of medical devices.

LIM JING, PHD
COO & CTO

Focused research in biomaterial & scaffold technology

- Masters in Mechanical Engineering and a PhD in Bioengineering.
- Over 10 years of experience in Tissue Engineering and Regenerative Medicine.
- Experienced professional in product development, regulatory affairs and quality assurance, clinical affairs, manufacturing and production.
- In 2022, Dr. Lim was recognised in the In Vivo's 2022 Rising Leaders series.

PAUL TURNER
COUNTRY MANAGER, AUSTRALIA

Experienced medical device and clinical support

- Widely experienced senior executive with Australasian and international scope in Medical Device Industry.
- Introduced new technologies, surgical products and procedures into Australasia.
- Direct experience in hospital segments including orthopaedic, vascular surgery and cardiology.
- Spent 19 years with Medtronic plc and Johnson & Johnson in several managerial position.

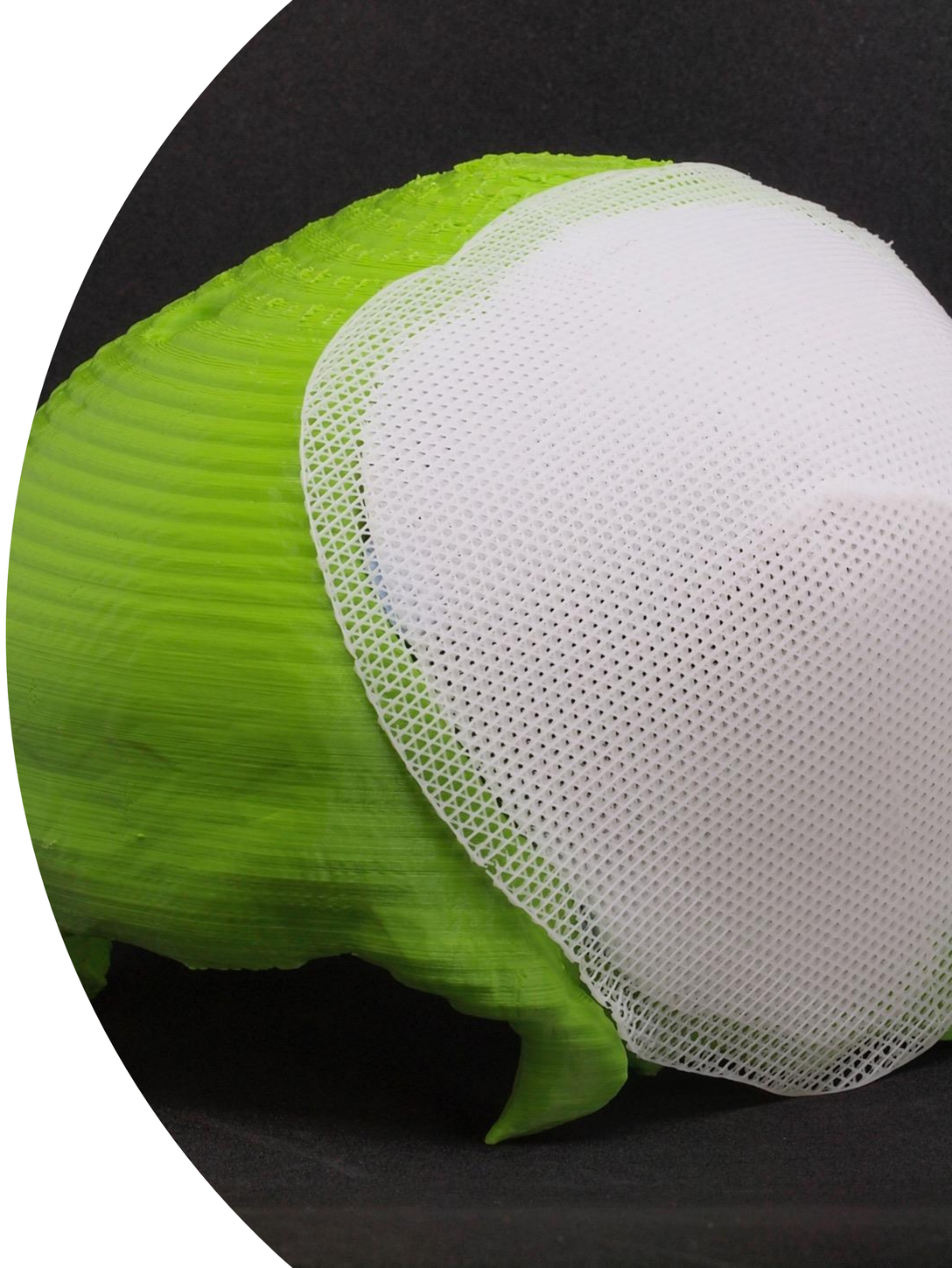
INVESTMENT HIGHLIGHTS

01 | **Breakthrough technology** fully validated, offering a lower risk profile

02 | **Proven, superior products** compared to bone grafts and permanent implants

03 | **Encouraging commercial outlook** with sales and global presence increasing

04 | **Innovative research programs** could present significant future commercial opportunities



Osteopore®

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SOURCES

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9 Grand View Research - www.grandviewresearch.com/industry-analysis/veterinary-orthopedics-market