



PolyNovo[®]

42nd Annual J.P. Morgan Healthcare Conference

Healing. Redefined.

January 9, 2024

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NovoSorb[®]

Genius technology

Underserved market

Capital efficient **Growth** and
Scaling

Innovation, emanating from frustration with existing standard of care

2002

The Bali bombing killed 202, critically injured 209. Australian survivors were repatriated to major Burns units for treatment. Large, delayed and colonized wounds required dermal substitutes, but the prevalent biological standard of care carried risk of infection and rejection. Prof. John Greenwood (Burns Unit, Royal Adelaide Hospital) sought a synthetic alternative



Australian research agency CSIRO developed a family of polymers - synthetic material that could safely biodegrade and be metabolized by the human body -- for use in implantable medical devices.



2002

Bali Bombing

2004

CSIRO developed a family of polymers

2004

CSIRO/PolyNovo collaboration with Prof. John Greenwood results in development of NovoSorb® BTM

2008

Pre-clinical studies and factory established in Port Melbourne.

2013

First patient treated with NovoSorb BTM.

2015

NovoSorb BTM: US 510(k) clearance

2018

NovoSorb BTM: Australian TGA registration, India market authorization

2019

NovoSorb BTM: Receives European CE Mark and US, FDA Breakthrough Device Designation

2021

BARDA, US FDA partnership for Burns Pivotal trial

2022

NovoSorb MTX: US 510(K) clearance

2023

Market access in 37 countries

Disrupting US\$2.4B advanced skin substitute market

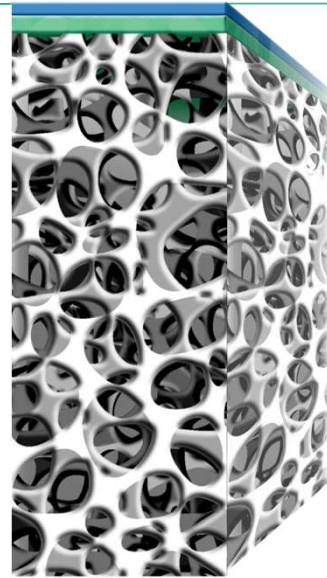
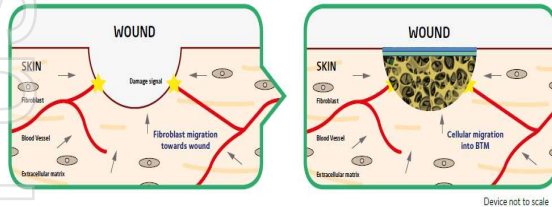
 <p>Underserved category of critical need</p>	<ul style="list-style-type: none"> • Unmet global need for advanced skin substitutes. • Many products are fraught with issues around tissue origin, complex supply chain and manufacturing, regulatory and licensing challenges and religious considerations, restricting global access. There are considerations around use including infection, pain and dressing changes. • Category caters to ~ 800 MM / 8 B population today and are out of reach for many societies.
 <p>Simple, transformative solution</p>	<ul style="list-style-type: none"> • NovoSorb® BTM, designed by a Burn Surgeon and Polymer chemist, is an immunologically inert, biocompatible dermal foam designed to resorb after enabling the body's natural healing process. • Demonstrated excellent patient outcomes including restoration of form, function, an improved cosmesis and reduced complexity for operating teams. • Designed for manufacturability and global scale at a much lower cost compared to current standard of care in the US\$2.4 B advanced skin substitute market in 2023*.
 <p>Genius technology, approved products, global presence</p>	<ul style="list-style-type: none"> • Robust portfolio of intellectual property and trade secrets including 42 issued patents (including on drug and antimicrobial elution, through 2038) • NovoSorb® BTM: FDA cleared in 2015, registered and sold in 37 countries. • NovoSorb® MTX: FDA cleared in 2022. • In addition to the graftable product range(BTM, MTX), a pipeline of implantable products under development.
 <p>Attractive business profile</p>	<ul style="list-style-type: none"> • NovoSorb® BTM is the market leader in AU, NZ, UK, and Germany and is quickly becoming the standard of care for burns/trauma in the US. • 120 patient Burns Pivotal RCT is underway and is well-past the mid-way point for recruitment. • 200+ independent, peer reviewed publications and case series have driven rapid adoption.
 <p>Capital efficient, profitable, primed for hyper growth</p>	<ul style="list-style-type: none"> • Simple manufacturing footprint to support global scale. • Demonstrable outcomes, professional enthusiasm, and lean, focused execution is driving hypergrowth. • PolyNovo® USA is already a 20% plus EBITDA business. • Following successful capital raise in Nov 2022, the business has ~US\$31 MM + in cash and equivalent, with minimal cash burn. • Geography, channel and/or specific indication alliances are expected to open multi-billion-dollar opportunities.

NovoSorb®: Simple. Elegant. Transformative

Macro to Micro wounds:
NovoSorb BTM's matrix organizes a large wound (macrowound) into a series of interconnected small wounds (microwounds). The body easily heals small wounds, promoting organized, regenerative healing.

- Biocompatible
- Resorbable

Optimized Regenerative Healing



- 100% synthetic, maintains integrity over time and resistant to shear forces.
- Clinically shown to be robust in presence of infection.
- Flexible, allowing clinicians to skin graft at their convenience, in stages or all at once.
- Virtually unlimited in its supply or consistency unlike biologics.
- Used by a variety of Surgeons including Plastic, Reconstructive, Trauma and General

Shown to minimize scarring. Restores form and function.

Robust IP Portfolio

PolyNovo has IP Protection for 9 Patent families (incl. 42 patents & 23 patent applications) in a broad range of countries including commercial destinations.

These incl. protection for compositions of matter, as well as their general and specific medical use in applications including stents, orthopedic repair, wound repair, hernia and breast reconstruction.

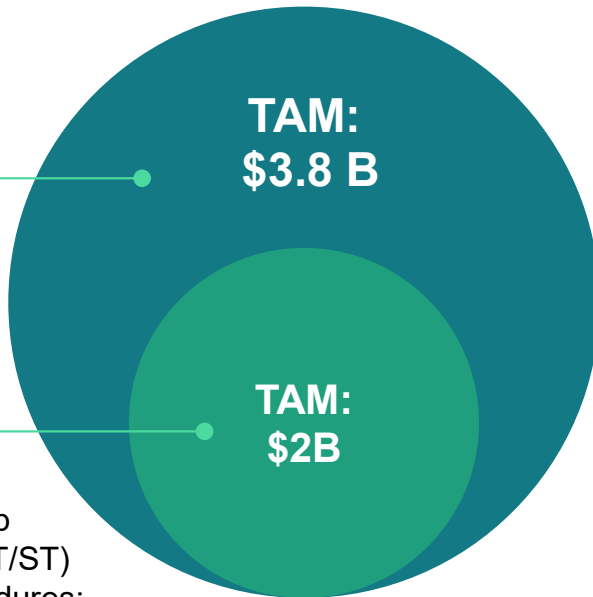
The patents and applications are fully owned by PolyNovo, providing protection for company's technologies until as far out as **2038**.



NovoSorb®: disrupting several attractive addressable markets

POLYNOVO FOCUS

Trauma & Surgical
(P&R) procedures:
2.5 B

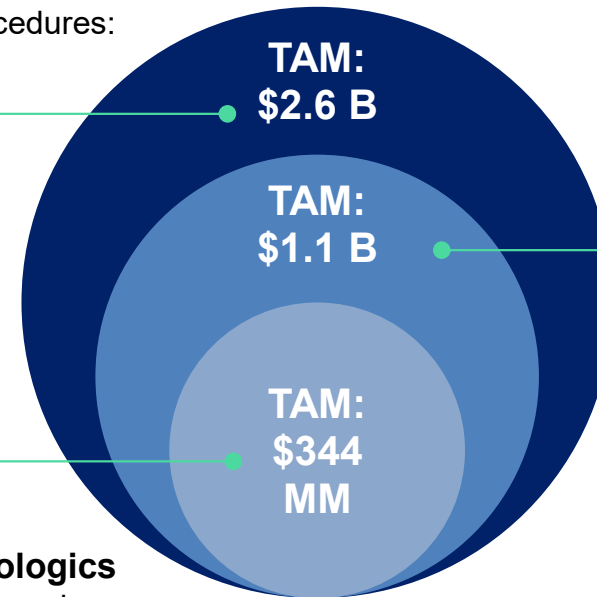


Burns (Deep dermal/FT/PT/ST)
Global procedures:
8.2 MM

WORKING WITH ALLIANCES

Hernia/other reconstruction

Global procedures:
9.4 MM



Orthobiologics

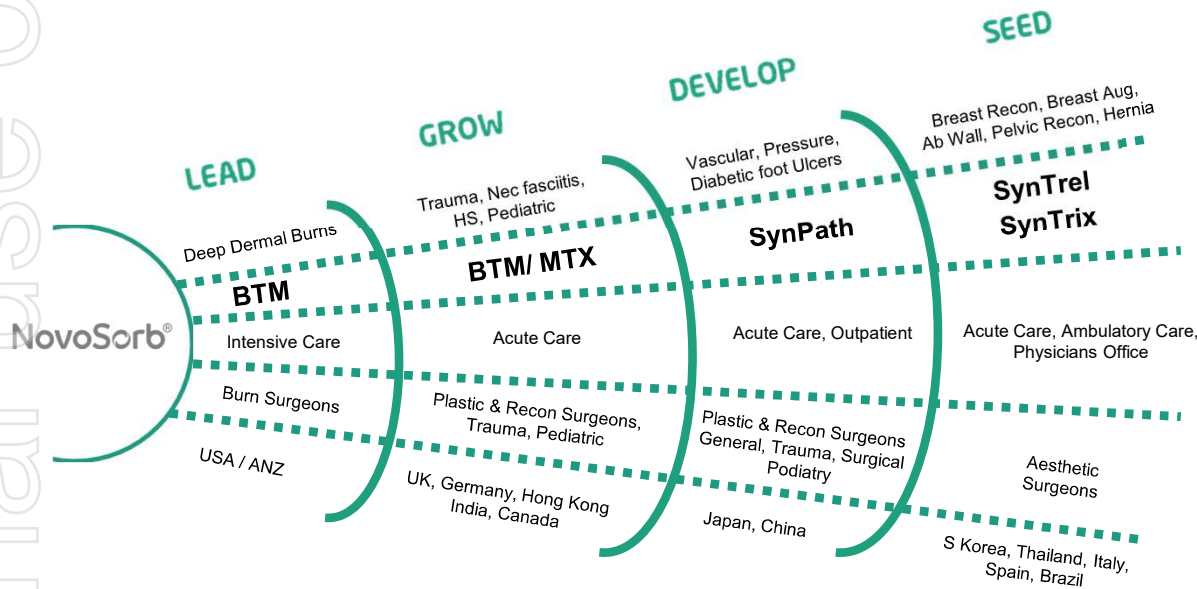
Global procedures:
2.5 MM

Breast reconstruction
Global procedures:
165 M

Source: Global Data 2022, Zion reports 2023
M – 000; MM – 000,000; B – Billion

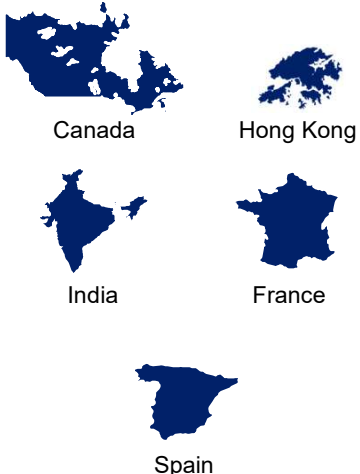
Global strategy on a page:

focused on burns & trauma – open to alliances in adjacencies



PolyNovo Focus	
Burns and Trauma	US, entering Japan, China
Alliance Potential	
Hernia, Abdominal Wall Reconstruction	
Breast Reconstruction, Augmentation, Aesthetics	
Orthobiologics	
Transformational M&A possibilities	
Plastic and Reconstructive Surgery oriented businesses	

Disciplined execution: vectors for growth

Geographic expansion	New indications	New products and partnerships	Capacity expansion
 <p>Canada</p> <p>Hong Kong</p> <p>India</p> <p>France</p> <p>Spain</p>	<ul style="list-style-type: none"> Surgeon led insights and innovation are driving new indications and applications beyond burns & trauma – i.e., <i>necrotizing fasciitis, oncological excisions, hidradenitis suppurativa, limb salvage, trade-off for certain microsurgery procedures, in addition to Diabetic Foot ulcers, Vascular, Pressure, Sacral ulcers..etc.</i> In addition to graftable indications, we are working with surgeons to co-create implantable solutions for <i>simple and complex Hernia, Abdominal wall reconstruction, Breast reconstruction..etc.</i> 	<ul style="list-style-type: none"> Investing in R&D capability NovoSorb MTX received FDA 510(k) clearance on 19 September 2022. Extension of NovoSorb MTX and BTM portfolio, to include surgeon-led innovations (thickness, antimicrobial properties) planned in FY24. Exploring R&D and commercial partnerships to enable speed to market. 	<ul style="list-style-type: none"> Doubled production output in FY 2023 and will double again in FY 2024. Investing in manufacturing expansion, which will allow us service demand up to US\$350 MM by 2026 (approximately 5 times current production volumes). Office space adjacent to current premises already deployed to support R&D activity and corporate functions.

Disciplined execution: *shifting the standard of care*

U.K. and Germany

- Standard of care and market share leader.

Europe

- Surgeon networks driving expansion into new markets.
- Entered Spain and France in FY24.

U.S.

- On way to becoming a standard of care in U.S.
- Profitable EBITDA

India

- Entered the Indian market in Dec 2022. Team of 20 engaged in market development

China*

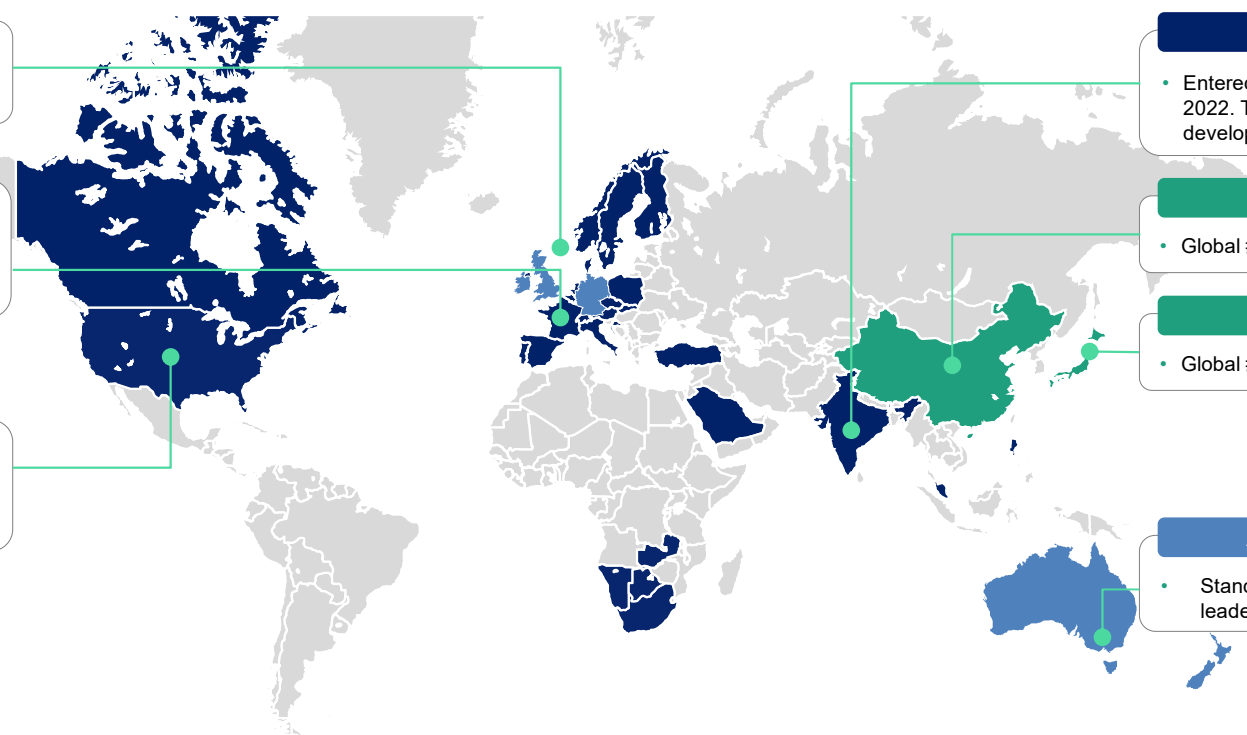
- Global #2 medical device market

Japan*

- Global #3 medical device market

Australia and NZ

- Standard of care and market share leader

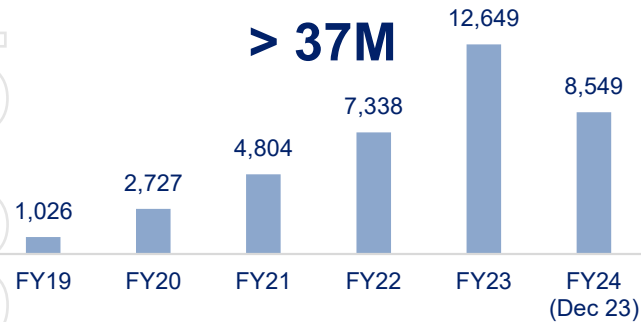


- Current market
- Standard of care or market leader
- Market entry options being evaluated
- * Seeking alliances

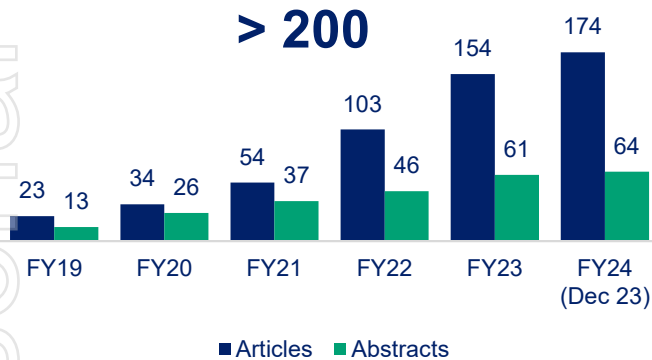
US FDA has cleared NovoSorb BTM wound dressing for management of wounds including; partial and full thickness wounds, pressure ulcers, venous ulcers, diabetic ulcers, chronic and vascular ulcers, surgical wounds (donor sites/grfts, post Moh's surgery, post-laser surgery, podiatric, wound dehiscence), trauma wounds (abrasions, lacerations, second degree burns and skin tears) and draining wounds

Accelerating Global Impact

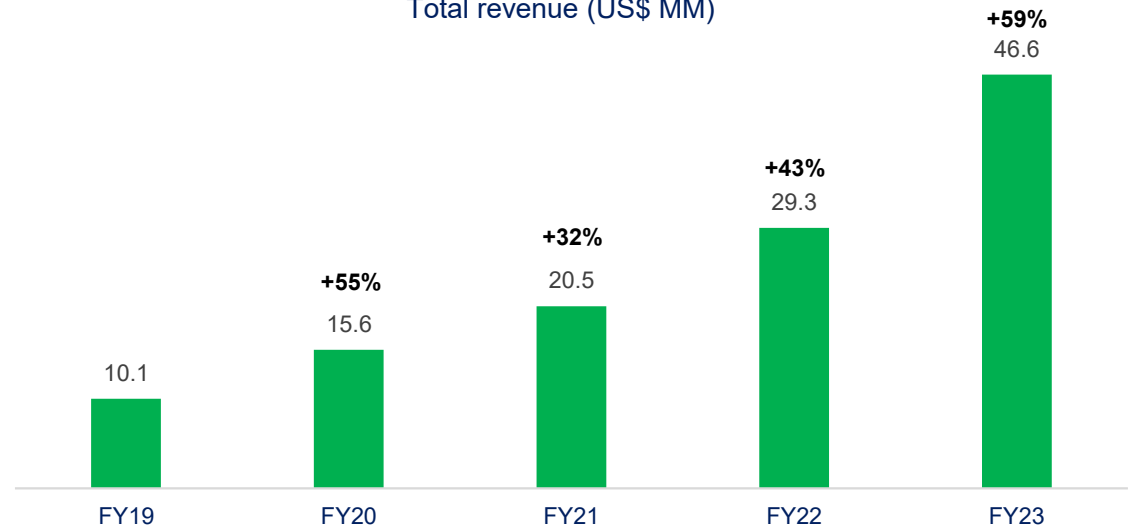
Patient lives touched



NovoSorb BTM publications (cumulative)



Total revenue (US\$ MM)



US business profitable standalone.

\$US 783 MM | Market Capitalization, 5 Jan 2024

At constant AUD/USD Exchange rate of 0.7000, FY – July to June,
M – 000; MM – 000,000; B – Billion

NovoSorb[®]

Next Generation Standard of Care

Platform technology: Graftable & Implantable

Capital efficient **Growth** and
Scaling

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Thank you