PolyNovo®

Macquarie Australia Conference

Healing. Redefined.

May 2025

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Sales, Revenue and New Product Highlights

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Group Sales:

- March 2025: record monthly sales of **A$11.9m**, up **71.1%** on STLY of **A$6.9m**.
- Year to date (March 2025): sales of **A$84.4m**, up **31.1%** on STLY of **A$64.4m**.

Group Revenue:

- March 2025: total monthly group revenue (including BARDA) of **A$12.4m**, up **48.5%** on STLY of **A$8.4m**.
- Year to date (March 2025): total group revenue of **A$91.6m**, up **23.7%** on STLY of **A$74.1m**.

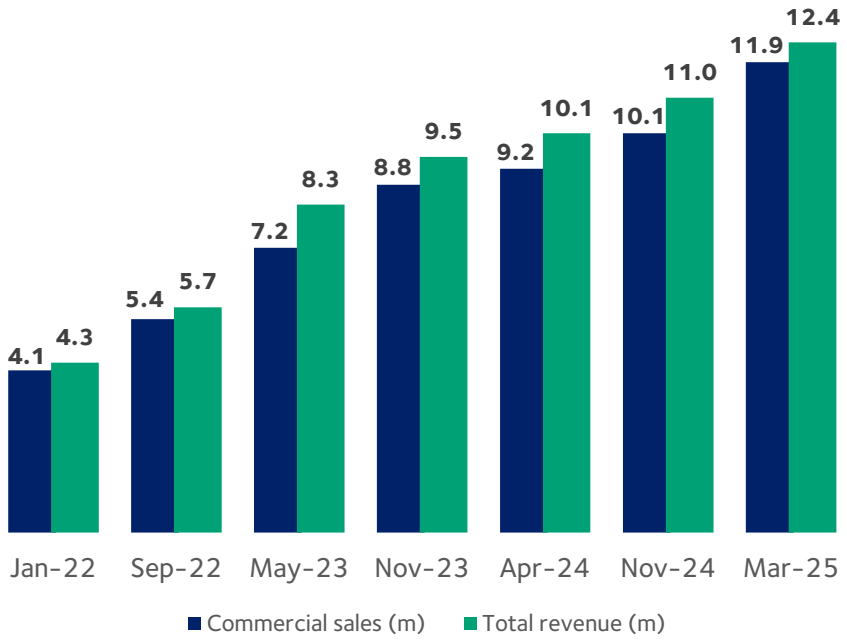
New Products:

- Expansion of the NovoSorb BTM and MTX portfolios continues in line with strategic plans:
  - March 2025: FDA 510(k) clearance for NovoSorb MTX (up to 6 mm), TGA (Australia) and CDSCO (India) clearance for NovoSorb MTX (2 mm).
  - May 2025: TGA (Australia) clearance for NovoSorb MTX (up to 6 mm).
- The next FDA filing is scheduled this financial year for NovoSorb BTM 6 mm.
- The Hernia program, along with other soft tissue reinforcement programs, is moving forward on the back of positive preclinical results.

Global Growth Highlights

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A$(m) record monthly sales and revenue



United States	• March 2025: record monthly sales of **A$9.3m**, up **92.6%** on STLY of **A$4.8m.** • Year to date (March 2025): sales of **A$64.4m**, up **32.3%** on STLY of **A$48.7m**. • April 2025: record NovoSorb MTX sales of **A$880k.** • **700+** customer accounts.
United Kingdom	• March 2025: monthly sales of **A$0.9m**, up **139.8%** on STLY of **A$0.4m.** • Year to date (March 2025): sales of **A$5.5m**, up **62.4%** on STLY of **A$3.4m**.
India	• March 2025: monthly sales of **A$133k**, up **97.2%** on STLY of **A$68k**. • Year to date (March 2025): sales of **A$0.9m**. • April 2025: record monthly sales of **A$207k**. • **300+** hospital accounts, 16 tenders won.
Rest of World	• March 2025: monthly sales of **A$2.6m**, up **22.6%** on STLY of **A$2.2m**. • Year to date (March 2025): sales of **A$20.0m** up **27.2%** on STLY of **A$15.7m.**

BARDA, Capital and Other

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BARDA:

- Completion of the BARDA pivotal trial for NovoSorb BTM remains on track.
- A hard data lock is anticipated for May.
- Full statistical analysis of the data generated will be undertaken to enable a premarket approval application with the US FDA for an on-label claim supporting the use of NovoSorb BTM in full thickness burns.

Capital:

- U.S. debtor collections is improving significantly, as is cash flow from operations for the group.
- Cash on hand as of 30 April 2025 was A$22.0m.
- Adjusting cash on hand as of 30 April 2025 by adding back overdue U.S. debtors (not at risk), less committed capex for completing the new facility, cash on hand would be: A$24.2m (March 2025: A$21.8m)
- We have enough capital to continue to execute on commitments and strategic plans.

Other business:

- CEO recruitment process has commenced.
- Japan: distributor appointed.
- China: partners identified, discussions and meetings in China continue.

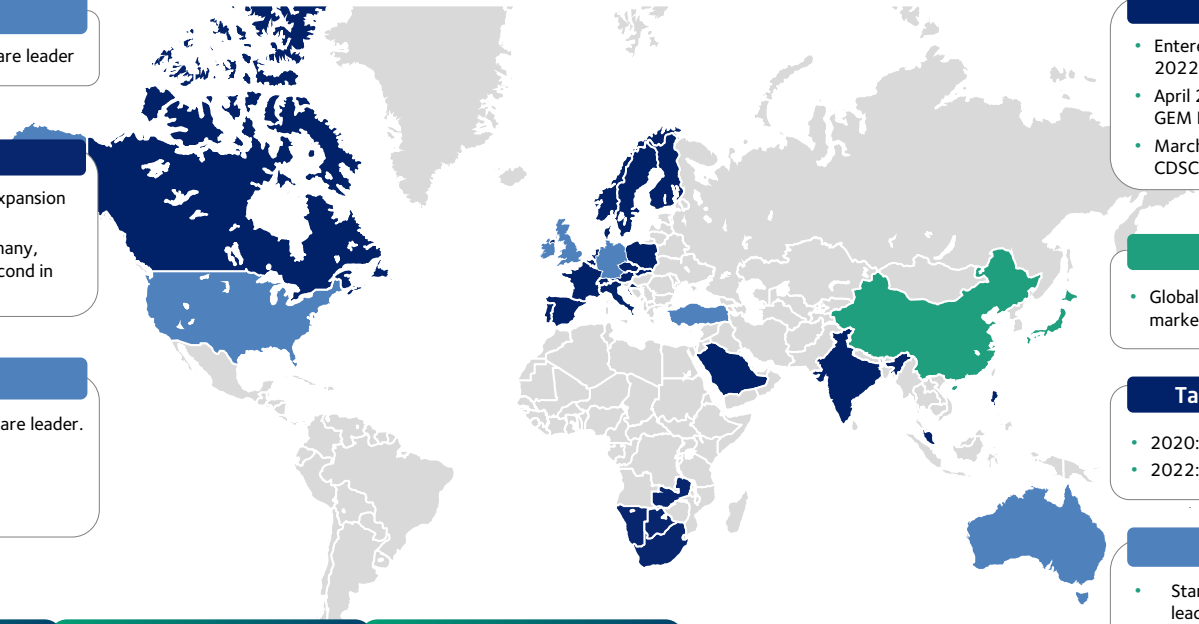
Shifting the Standard of Care across the World

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U.K and Ireland
- Standard of care, market share leader

Europe
- Surgeon networks driving expansion into new markets
- Market share leader in Germany, France, Turkey and close second in Spain

U.S.
- Standard of care, market share leader.
- **NovoSorb MTX 510(k):**
  - September 2022: 2 mm
  - March 2025: up to 6 mm



India
- Entered the Indian market in late 2022
- April 2024: NovoSorb BTM included in GEM Portal
- March 2025: NovoSorb MTX 2 mm CDSCO clearance

China* and Japan*
- Global #2 and #3 medical device markets

Taiwan and Hong Kong
- 2020: First sale in Taiwan
- 2022: First sale in Hong Kong

Australia and NZ
- Standard of care, market share leader
- **NovoSorb MTX TGA milestones**:
  - March 25: 2 mm
  - May 25: up to 6 mm

46 Countries | **70,000+ Patients** | **340+ Independent** articles and abstracts

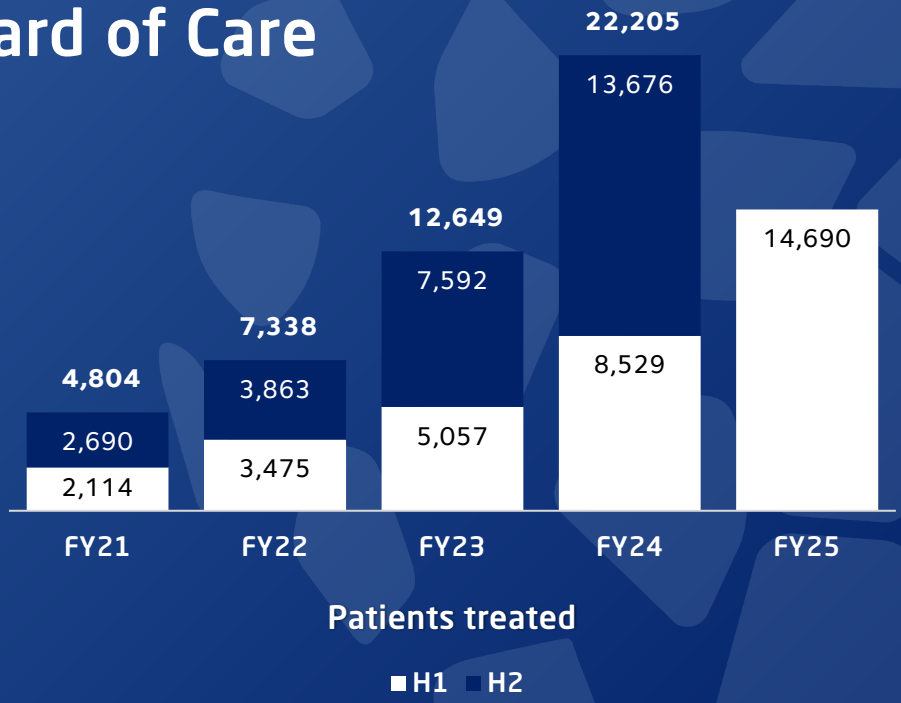
Current market | Current market and market leader | Market entry options being evaluated, *seeking alliances

NovoSorb®

~~Next Generation~~ New Standard of Care

Platform technology:
Graftable & Implantable

Capital efficient
Growth and Scaling





NovoSorb®: From Platform Technology to Products

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Burn Surgeons

Plastic and Reconstruction, Trauma Surgeons

General Surgeons

NovoSorb®

Graftable

Implantable

Burns

Complex wounds

Surgical Mesh Tissue Scaffold

NovoSorb® BTM

NovoSorb® MTX

NovoSorb® SynTrel

NovoSorb® SynTrix

- Wraps
- Extra Large
- 1 mm, 4 mm, 6 mm

- 1 mm, 4 mm, 6 mm
- Particulate (contouring, tunnelling)4

- Simple Hernia (mesh alone)
- Soft-tissue augmentation

- Synthetic allograft
- Antimicrobial

- Immediate STSG
- Antimicrobial

- Complex hernia (mesh + NovoSorb MTX)
- Abdominal wall recon
- Implant stabilisation (sling)

Short term 12 months → **Longer term** 36 months

Regulatory filing, U.S. FDA

CY25:
PolyNovo R&D centre.

