AROA CAPITAL RAISING PRESENTATION

July 2021 | ASX: ARX

Unlocking regenerative healing for every*body*

AROA™

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AROA at a Glance

Well established high-growth soft tissue regeneration company

NZ$30-33m
product sales forecast for FY22[1]

68% Gross Margin
FY21, impacted by lower sales and FX

4 million+
Procedures with AROA's products

6 patented product families
selling in United States

Regulatory Approvals
in 49 countries

AROA ECM™ platform
Provides new products and line extensions year on year

32
Peer Reviewed Publications

>US$2.5b[2] TAM
for existing products

~170
personnel[3]

1. Guidance subject to no resurgence of COVID-19 in the US, continued improvement in US medical procedure numbers & TELA Bio sales performance. It assumes an average $NZD-$USD exchange rate of US$0.72
2. SmartTRAK BiomedGPS data 2020; DRG Millennium Research data; Hernia Repair Devices, 2020, AROA management estimates; DRG Millennium Research, Breast Implants & Reconstructive devices, 2018 Market data was prepared before the onset of COVID-19, the economic effect of which is currently not possible to predict with any certainty. Consequently, while the Company has no reason to believe that the market data does not remain accurate based on the relevant markets operating normally, the impact of COVID-19 on the market data that is referenced is not possible to currently predict with any certainty and investors are cautioned against placing undue reliance on such data.
3. AROA NZ & US employees.

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June Quarter and Outlook

Product sales guidance reiterated of $30-33 million for FY22 (up 39-53% on FY21)[4] and gross margin above 70%

- Continued improvement seen in US medical procedure numbers
- New Myriad Morcells™ product line extension launched at Society for Advanced Wound Care conference 10-14 May 2021
- Large retrospective Endoform™ real-world study in diabetic foot ulcers concluded and submitted, with publication expected in September quarter
- AROA's dead space management system targeting an unmet need with an estimated US$2.5 billion[5] market was previewed with investors and three further patents filed relating to key aspects of this technology
- Manufacturing construction progressing to plan to expand capacity from NZ$35 million to NZ$100 million in annual sales
- TELA Bio, (AROA US partner selling OviTex™ and OviTex PRS™) maintains its total revenue guidance of US$27.0 million to US$30.0 million (48% to 65% over prior year period). With launch inventory levels now consumed, AROA expects ongoing shipments to TELA Bio to correspond with increasing hospital demand

4. Guidance subject to no resurgence of COVID-19 in the US, continued improvement in US medical procedure numbers & TELA Bio sales performance. It assumes an average $NZD-$USD exchange rate of US$0.72
5. AROA management estimates

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Offer Details

Offer Overview

AROA is conducting a capital raising of up to approximately A$52 million via an institutional placement and share purchase plan at $1.165 per share

Placement	• Placement to raise up to approximately A$47 million ("Placement") • Up to 40.5m New Shares under the Company's existing placement capacity under ASX Listing Rules 7.1

Placement Pricing	• The offer price of A$1.165 per share ("Offer Price") represents:
	  ○ A discount of 1.7% to the last close of A$1.185 on 26 July 2021
	  ○ A discount of 4.6% to the 5-day VWAP of A$1.221 up to and including 26 July 2021

Ranking	• New Shares issued under the Placement will rank pari passu with existing Shares from their date of issue
Share Purchase Plan	• AROA intends to offer eligible shareholders an opportunity to subscribe for up to A$15,000 of New Shares under a Share Purchase Plan ("SPP") at a price per share equal to the Offer Price • It is intended the SPP will be capped at approximately A$5 million
Joint Lead Managers	• Bell Potter Securities Limited and Wilsons Corporate Finance Limited

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Use of Funds and Balance Sheet

- Remaining Hollister debt of NZ$11m to be repaid from existing cash reserves – company will be debt free
- AROA will have pro-forma net cash of NZ$65m[1] post offer (net of debt repayment)
- Fully funded through to profitability
- Investment in US commercial operations to take advantage of the market opportunity for AROA's portfolio of products
- Additional funds deployed to accelerate and broaden R&D pipeline to bring more products to market

Use of Funds	Amount
Investment in US commercial operations	**A$15m**
R&D and product pipeline	**A$5m**
Cash on Balance Sheet	**A$25m**
Costs of the Offer	**A$2m**
Total	**A$47m[1]**

1. Assumes fully subscribed Placement. Does not include proceeds from SPP.

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Offer Timetable

Event	AEST
Trading halt	Tuesday, 27 July 2021
Record Date for SPP	Wednesday, 28 July 2021
Placement announced & AROA shares resume trading on ASX	Thursday, 29 July 2021
Settlement of Placement shares	Tuesday, 3 August 2021
Allotment of Placement shares	Wednesday, 4 August 2021
Placement shares commence trading on ASX	Thursday, 5 August 2021
SPP offer period opens and SPP offer booklet dispatched	Wednesday, 4 August 2021
SPP offer period closes	Thursday, 19 August 2021
SPP results announced	Monday, 23 August 2021
Allotment of SPP shares	Wednesday, 25 August 2021
SPP shares commence trading on ASX	Thursday, 26 August 2021

The timetable is indicative only and subject to change by the Company and Joint Lead Managers

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About AROA

Unlocking regenerative healing for every*body*

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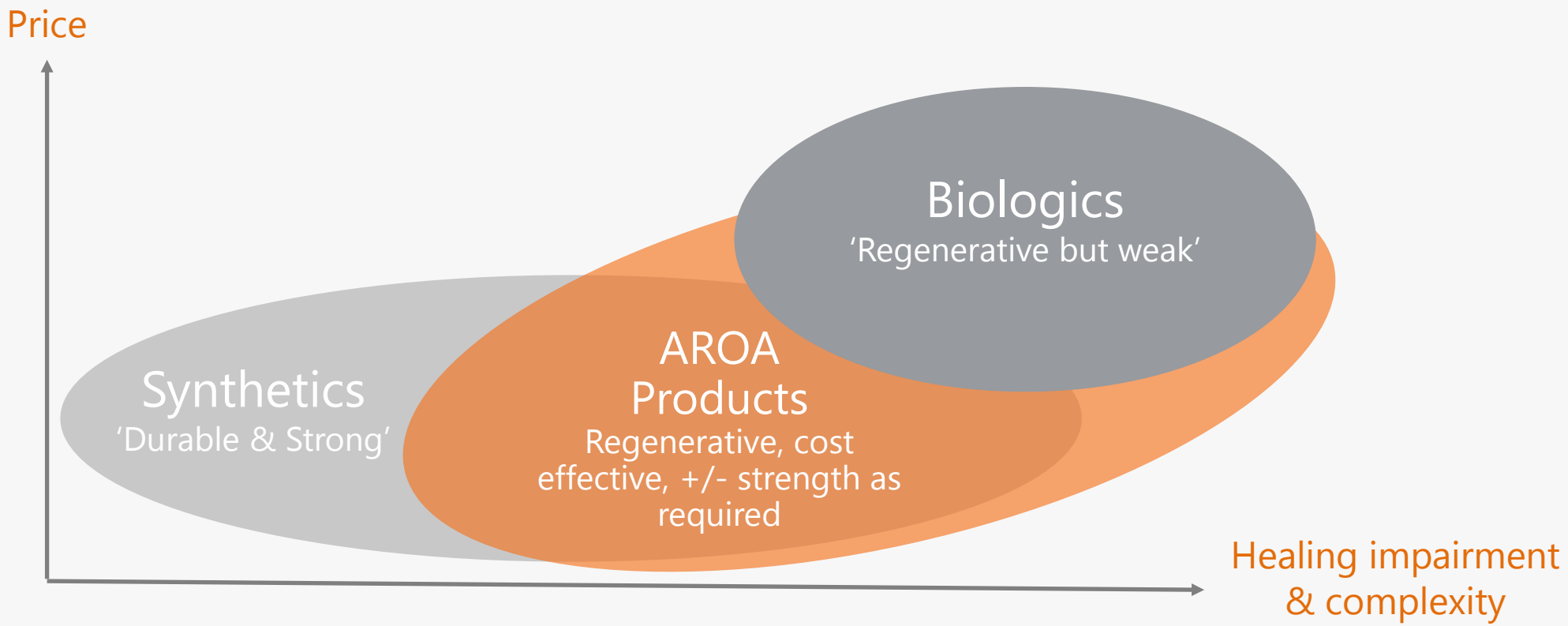
Unlocking Regenerative Healing for Every*body*

AROA ECM technology offers leading regenerative performance at a significantly lower cost than other biologics enabling more patients to have access to the benefits of regenerative healing



Note: AROA Management compilation based on peer reviewed publications.

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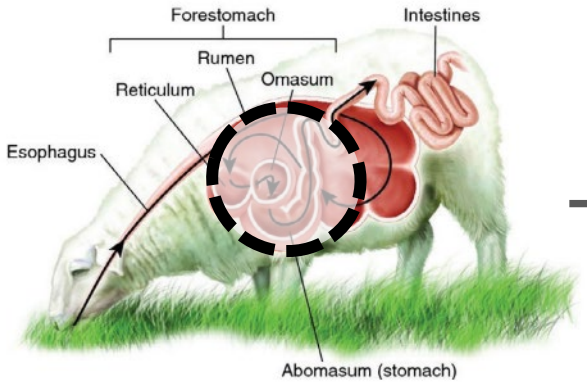
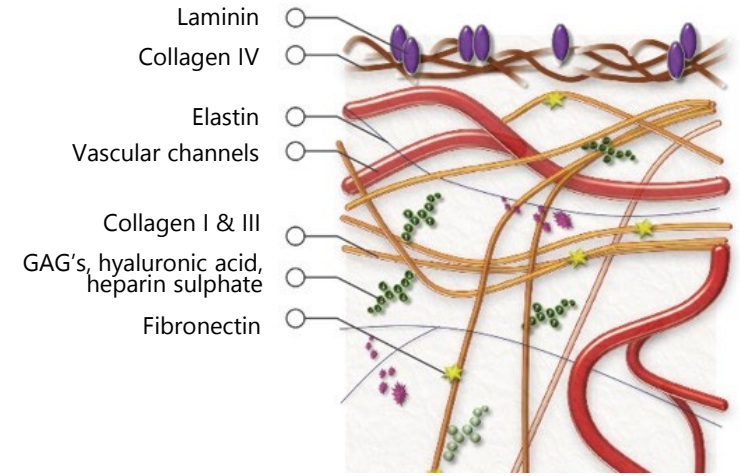
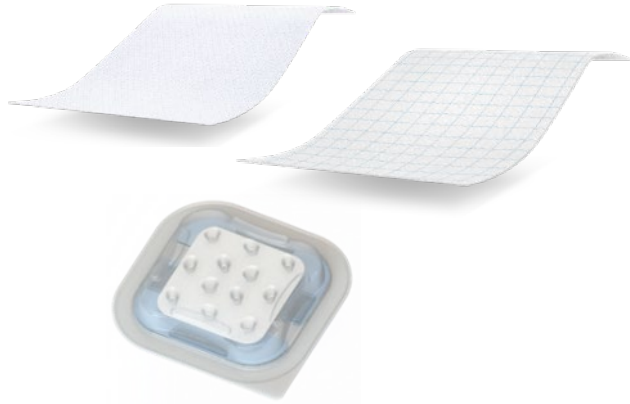
AROA ECM - An Ideal Foundation for Regenerative Healing

AROA's products utilise the proprietary AROA ECM, which is a unique Extracellular Matrix (ECM) platform technology derived from sheep forestomach







Source	AROA ECM Technology (Structural and Biological Building Block)	Products

• Ovine Forestomach has natural characteristics that are desirable in a regenerative soft tissue technology
  ○ Thick porous ECM with basement membrane
  ○ Highly vascular
  ○ Constantly renewing & growing
	• AROA ECM (gently processed Ovine Forestomach Matrix) contains:
	  ○ Native porous structure
	  ○ Residual vascular channels
	  ○ 150+ signalling molecules and substrates known to be important in healing
	• Clinically this translates to ready to use scaffold and biology which the body uses to direct healing
		• All products that utilise the AROA ECM provide a short-cut to growing new tissue and an associated blood supply
		• Each product is engineered for the challenges of a specific use case

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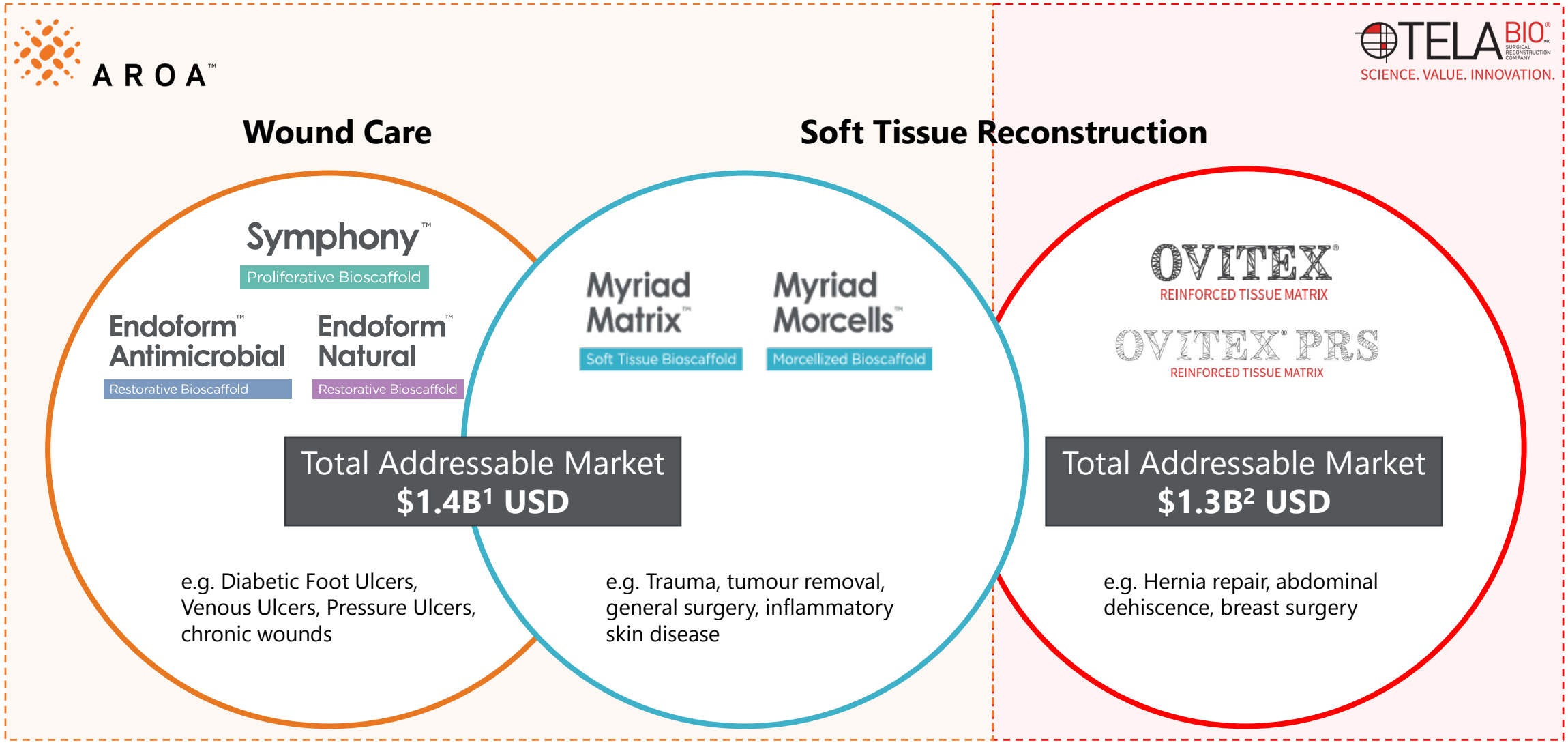
Substantial Growth Opportunities ~$2.5B[1] TAM



1. SmartTRAK BiomedGPS data 2020. AROA management estimates;
2. DRG Millennium Research data; Hernia Repair Devices, 2020. DRG Millennium Research, Breast Implants & Reconstructive devices, 2018.

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AROA PRODUCT RANGE

ADDRESSES A WIDE RANGE OF APPLICATIONS AND LARGE ADDRESSABLE MARKETS

	Brand name	Use case	US TAM (USD)	Sales Channel	Launch
Existing Commercial Products	**Endoform Natural & Antimicrobial**	Stalled complex wounds	$78m[1]	AROA	FY'13
	Ovitex	Hernia	$845m[2]	TelaBio	FY'17
	Myriad	Dermal & implantable Reconstruction	$200m[3]	AROA	FY'20
	Ovitex PRS	Licensed to TELA Bio solely for Breast Surgery	$463m[4]	TelaBio	FY'20
	Symphony	Complex wounds & Limb salvage	$1.15b[5]	AROA	FY'21[6]
New Pipeline	TBC	Dead Space Management	TBD	AROA	FY'23/24[6]

Sources: 1 & 5 SmartTRAK BiomedGPS data 2020, 2. DRG Millennium Research data, Hernia Repair Devices, 2020, 3 AROA management estimates , 4. DRG Millennium Research, Breast Implants & Reconstructive devices, 2018.
6. Based on current project timeline but remains subject to changes in circumstances and regulatory clearances.

*Note: Symphony requires a new reimbursement code, whereas all other products fall under existing reimbursement codes

AROA™

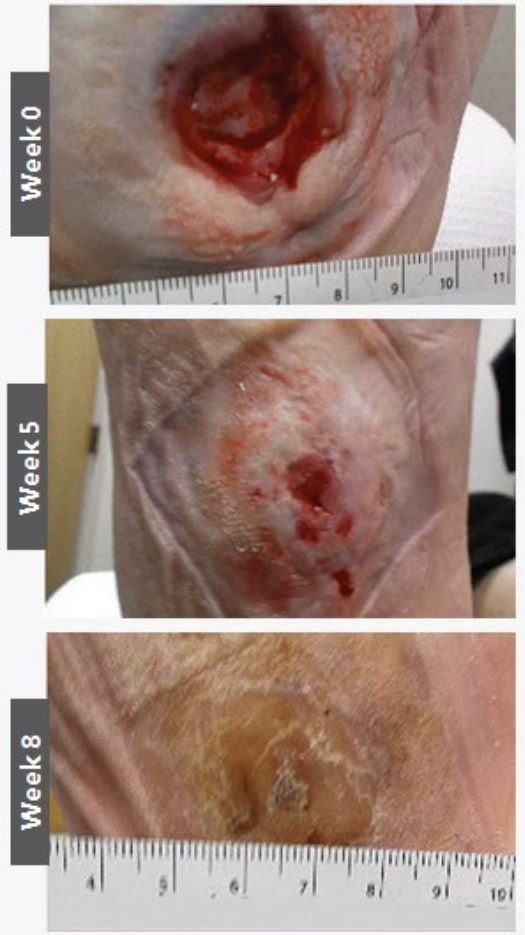
Endoform Natural and Antimicrobial

A unique "Tissue Matrix" used to "short-cut" healing in complex wounds such as diabetic foot ulcers and venous ulcers

Endoform Natural is a single layer of the Aroa ECM.

Endoform Antimicrobial a single layer of Aroa ECM with 0.3% ionic silver embedded to provide broad spectrum antimicrobial activity

Endoform Natural in a Diabetic Foot Ulcer



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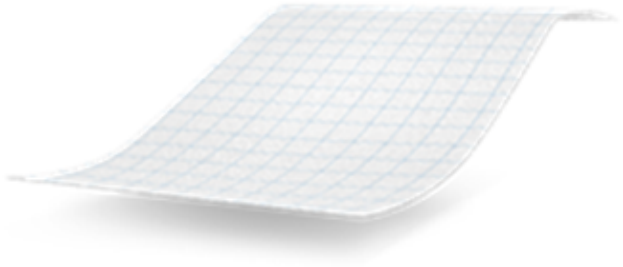
Ovitex & Ovitex PRS

"Reinforced Bioscaffold" which combines layers of the AROA ECM reinforced with polymers for abdominal wall repair (hernia) & soft tissue reinforcement

OviTex®

Licensed to Tela Bio for

Hernia



Ovitex® is an abdominal wall reinforcement product comprised of multiple layers of AROA ECM reinforced with permanent (polypropylene) or resorbable (PGA) polymers.

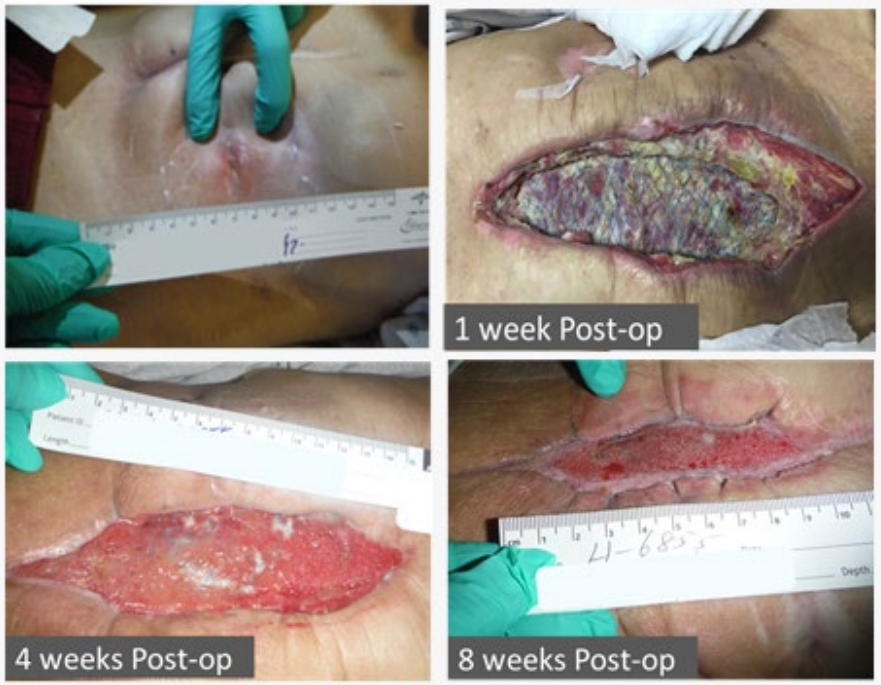
OviTex® PRS

Licensed to Tela Bio for

Breast Surgery

Ovitex® PRS is a soft tissue reinforcement product comprised of multiple layers of AROA ECM reinforced with permanent (polypropylene) or resorbable (PGA) polymers

OviTex repair of a midline fascial dehiscence and fistula



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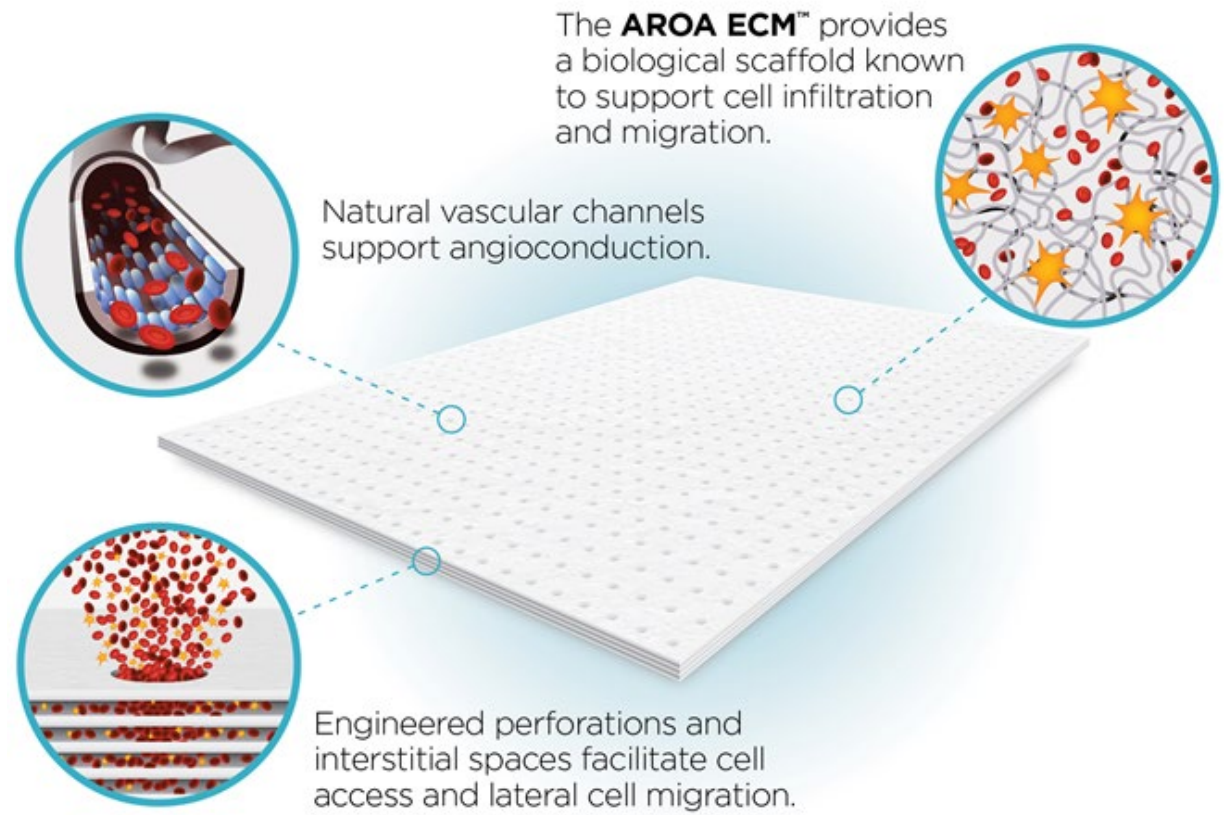
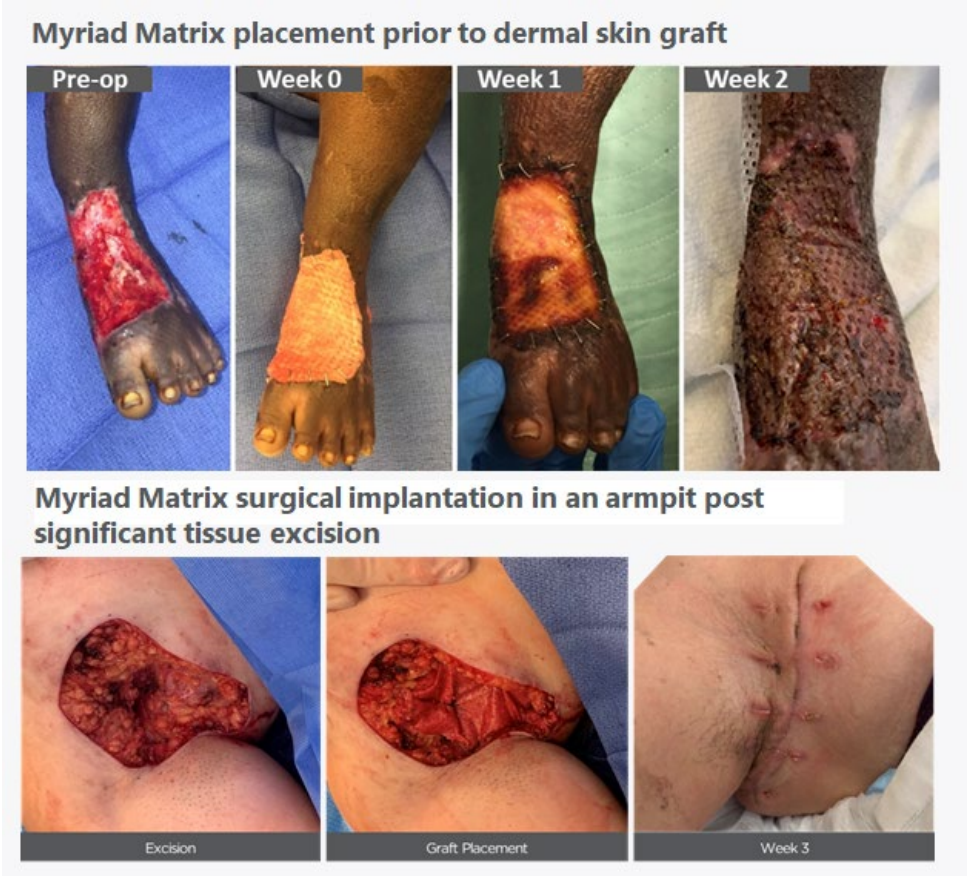
Myriad Matrix

Engineered ECM containing layers of AROA ECM suitable for soft tissue reconstruction, both dermal repair and surgical implantation





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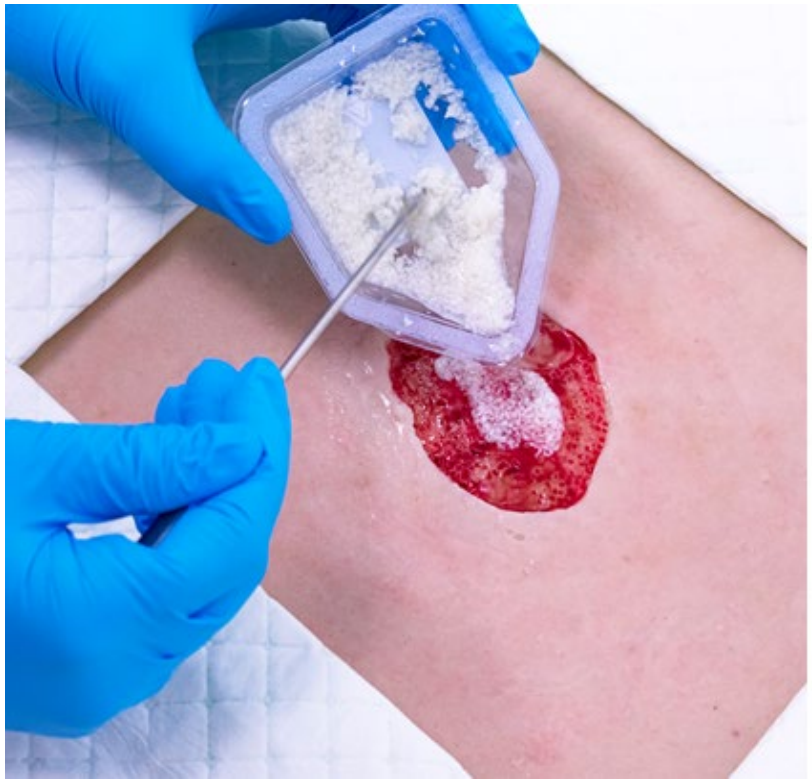
Myriad Morcells

A ‘Morcellized Bioscaffold’ suitable for a wide range of dermal reconstruction and complex wound repair procedures

- Deliver a bolus of the AROA ECM biology to help kick start & sustain healing
- Conforms to optimise contact with irregular wound beds



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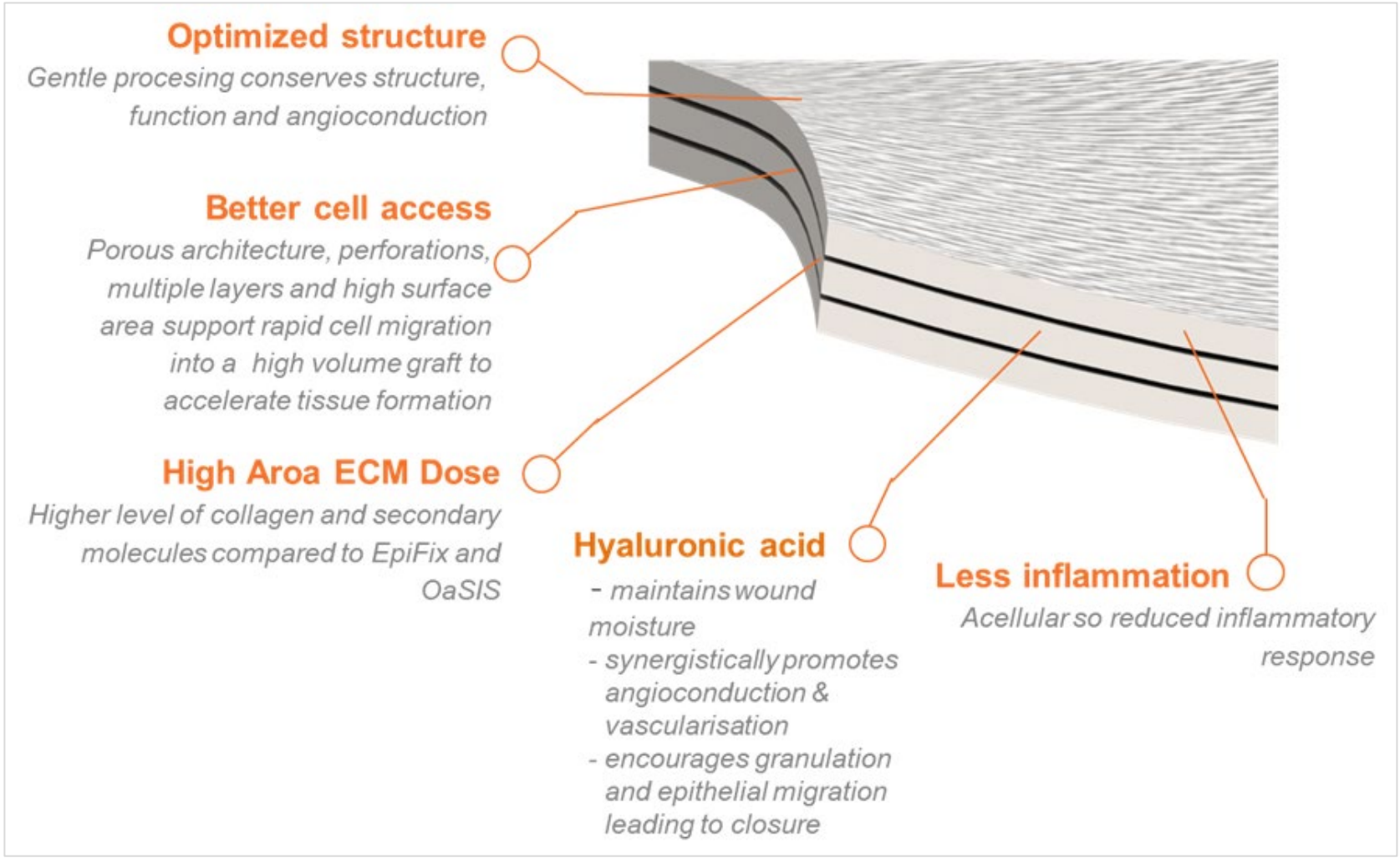
Symphony

"Proliferative Bioscaffold" for use in patients with severely impaired healing such as Diabetic Foot Ulcers & Venous Leg Ulcers in the outpatient wound care center setting



FDA Clearance: 30 July, 2020

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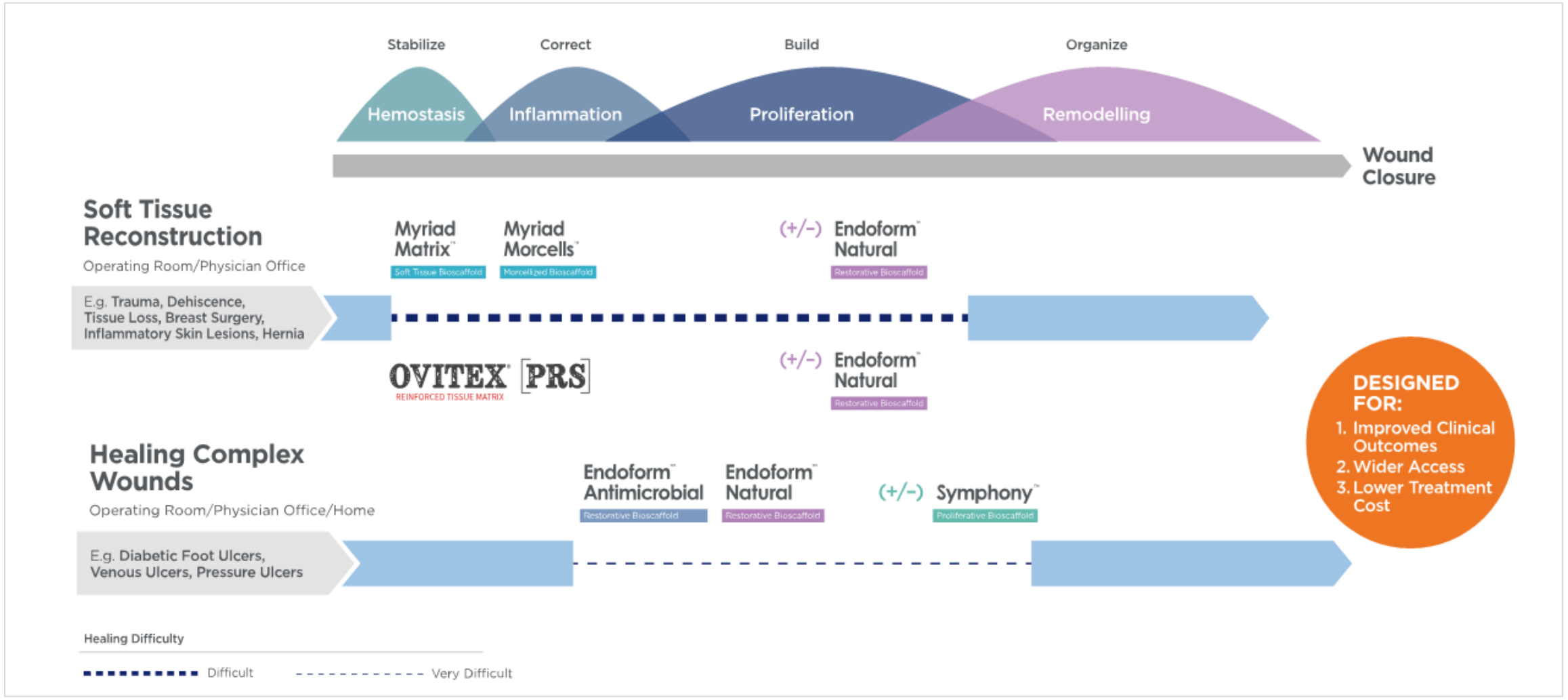
AROA Product Portfolio

Products to match wound type, stage & site of care



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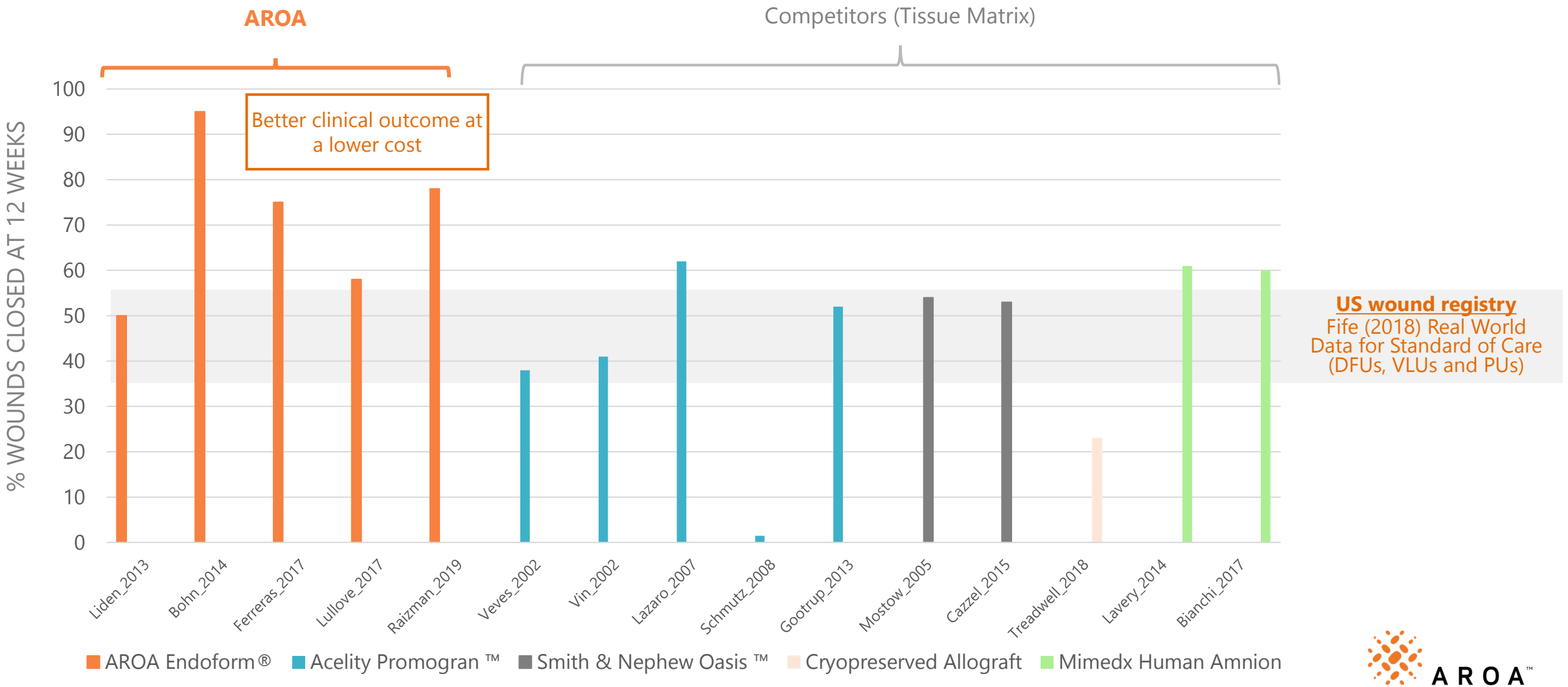
Clinically effective wound products

Endoform demonstrates increased wound closure rates at 12 weeks in complex wounds compared to market leading biologics which lowers the cost of treating patients



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BRAVO Clinical Study

91 patient multi-centre study with simple and complex ventral hernias in United States

Product Name	Category	Hernia recurrence rate[1]	Number of hernia recurrence[1]	Number of patients who completed follow up	Follow up period Months
Ovitex (Aroa)	Reinforced Tissue Matrix	2.6%[2]	2	76	12
Ovitex (Aroa)	Reinforced Tissue Matrix	0% [2]	0	51	24
Phasix (CR Bard)	Resorbable Synthetic Mesh	5%	5	95	12
Phasix (CR Bard)	Resorbable Synthetic Mesh	12%	11	95	18
Phasix (CR Bard)	Resorbable Synthetic Mesh	23%	19	82	36
Strattice (Lifecell)	Biologic Matrix	22%	15	69	12
Strattice (Lifecell)	Biologic Matrix	33%	33	67	24

1.The level of recurrence at 90 days, 12 & 24 months are key metrics and have major cost implications for surgeons, hospitals, payors and patients.
2. Hernia recurrence rate based on number of hernia recurrences reported in patients who completed follow up and patients who reported recurrent hernia before the specified follow up period. Other clinical literature and conference presentations were based on all patients treated including those who did not complete follow up.

- Data for first 50 patients at 24 months from BRAVO shows **significantly better outcomes compared to market leaders**
- Full data for 24 months due H2 2021

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Sales Channels

Channel	Description	Products	Target Specialties	Call point	Sales force (FTE)
AROA	US Commercial operations based in San Diego, with sales professionals across US	Endoform Myriad Symphony	Physicians, WOCN's/ RN's Podiatric, Plastic, Trauma & Orthopaedic surgeons	Outpatient Wound Centres & Inpatient Operating Rooms	20 field, 8 Inside & 20 Independent Sales Representatives
TELA BIO	NASDAQ listed ~US$233 Market Cap exclusively sells Aroa licensed products	Ovitex® Ovitex PRS ™ (US and European Rights)	General Surgeons Plastic Surgeons	Operating Room	46 sales territories as at 31 March 2021
International (Ex-USA)	• Aroa is appointing distributors for the countries outside the US in which it has received regulatory approvals. • Aroa has the rights for Ovitex and Ovitex PRS outside of US and Europe				

AROA

Manufacturing and Production

Well established commercial manufacturing facility

Unique process produces a high-quality product

- 12 successful Quality inspections since 2014
- 83 staff in Manufacturing and Quality Assurance
- 2 Sites – 5100 m2 total manufacturing floor

Efficient and low cost

- Purposefully designed gentle & low-cost process & equipment
- Controlled clean room environment built to pharmaceutical standards

In-house manufacturing facility – Auckland, New Zealand

Manufacturing Facility

Scalable

- Raw materials readily available in New Zealand
- Modular manufacturing design allows production to be easily scaled as sales volumes grow
- Production capacity in place to support revenue of up to NZ$35m. An investment of ~A$3 - A$4 million required to increase facilities capacity by approximately 3x (facilities supporting ~NZ$100m of revenue). This is expected to be completed end of 2021

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Management team

AROA is led by a highly experienced management team with long tenure

Brian Ward
CEO, Founder
BVSc MBA

+11 years with AROA
+25 years in life sciences

Commercial leadership roles including sales & marketing, strategy & corporate development

Previous experience: Baxter, Beecham, SmithKline Beecham

James Agnew
CFO
BCom LLB

+6 years with AROA
+15 years in finance

Corporate finance, investment, M&A, strategic & ops planning, contracting & tax

Previous experience: MXM Mobile, Hyperfactory

Brad Adams
VP – Commercial (USA), MHA, BA

+10 months with AROA
+20 years in life sciences

Commercial leadership roles – sales management, marketing, commercial strategy

Previous experience: Acell, Smith & Nephew, HealthPoint, J&J

Simone Von Fircks
VP – Operations

+6 years with AROA
+30 years in life sciences

Biologics development tech transfer, facilities and regulatory & quality compliant up-scaled manufacturing

Previous experience: Baxter, Mologen

Dr. Barnaby May
VP – Clinical Dev & Research, PhD

+ 11 years with AROA
+20 years in life sciences – research & development strategy, management and execution

Previous experience: UCSF & University of Canterbury

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Financial

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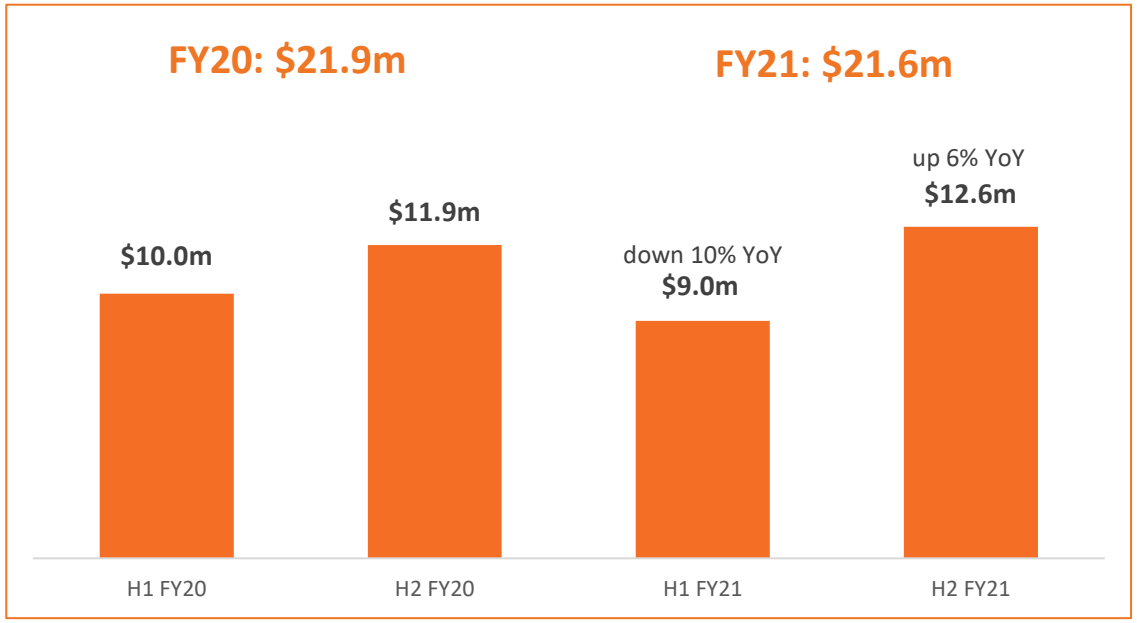
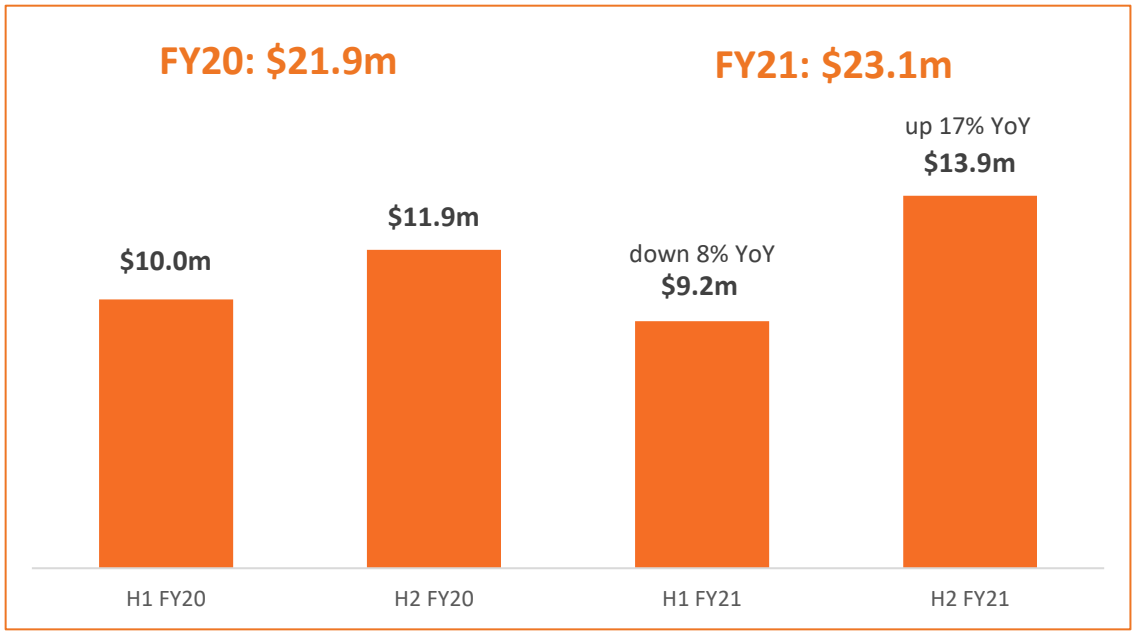
Product sales

Product sales (Reported)



Product sales (Constant Currency[1])



- Product sales for H1 FY21 of $9.0m down 10% on H1 FY20, reflecting the impact of the COVID-19 pandemic.
- Despite NZD/USD exchange headwinds, product sales recovered strongly in H2 FY21, increasing 6% on H2FY20 (17% in constant currency).
- Full year product sales of $21.6m decreased 2% on FY20, however increased 5% on a constant currency basis.

[1] Constant currency (**CC**) removes the impact of exchange rate movements. This approach is used to assess the Group's underlying comparative financial performance without any distortion from changes in foreign exchange rates, specifically the USD. The NZD/USD exchange rate of 0.64 has been used in the constant currency analysis, representing the average rate for FY2020.

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Financial Results

Normalised Profit or Loss[2]

	Reported 2021 NZ$000	Reported 2020 NZ$000	Reported YoY %	CC[3] 2021 NZ$000	CC[3] YoY %
Product sales	21,575	21,924	(2)	23,123	5
Other revenue	767	3,152	(76)	822	(74)
Total revenue	**22,342**	**25,076**	(11)	**23,945**	(5)
Gross profit	**15,524**	**18,737**	(17)	**17,127**	(9)
Product gross margin %	**68%**	**71%**	(3) bps	**71%**	0 bps
Other income	2,682	1,137	136	2,722	139
Normalised selling and administrative expenses[4]	(18,142)	(15,401)	18	(18,900)	23
Research and development expenses	(6,425)	(5,042)	27	(6,425)	27
Total normalised operating expenses	**(24,567)**	**(20,443)**	20	**(25,325)**	24
Normalised EBIT	**(6,361)**	**(569)**	1,018	**(5,476)**	862
Add back: Depreciation & amortisation	3,078	2,741	12	3,078	12
Normalised EBITDA	**(3,283)**	**2,173**	(251)	**(3,613)**	(210)
Net finance expenses	(1,111)	(3,317)	67	(1,753)	47
Normalised loss before income tax	**(7,472)**	**(3,886)**	92	**(7,229)**	86

Commentary

- Product gross margin was impacted in H1 FY21 as a result of lower product sales but improved significantly in H2 FY21.
- Reduction in Other revenues represent one-off license fees in FY20.
- Normalised selling and administration expenses increased $2.7m or $3.5m in constant currency, reflecting increased investment in the US sales operations and increasing expenses from becoming a publicly listed entity.
- Research and development expenses increased $1.4m reflecting the increase in staffing on pipeline products.
- Normalised EBITDA loss of $3.3m.

[2] The Normalised Profit or Loss is non-GAAP financial information, as defined by the NZ Financial Markets Authority, and has been provided to assist users of financial information to better understand and assess the Group's comparative financial performance without any distortion from NZ GAAP accounting treatment specific to one-off, non-cash fair value adjustment of pre-offer shares issued in February and May 2020 and the one-off transaction costs associated with the IPO. The impact of non-cash share-based payments expense has also been removed from the Profit or loss. This approach is used by management and the Board to assess the Group's comparative financial performance.

[3] Constant currency (CC) removes the impact of exchange rate movements. This approach is used to assess the Group's underlying comparative financial performance without any distortion from changes in foreign exchange rates, specifically the USD. The NZD/USD exchange rate of 0.64 has been used in the constant currency analysis, representing the average rate for FY2020.

[4] These items have been normalised by the amounts outlined within the 'Reconciliation to NZ GAAP Profit or Loss'.

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Cash flows

	2021 $000	2020 $000
Cash flows from operating activities		
Net cash (outflow)/inflow from operating activities	**(5,007)**	**1,660**
Cash flows from investing activities		
Net cash (outflow) from investing activities	**(1,500)**	**(1,870)**
Cash flows from financing activities		
Net proceeds from issue of equity and convertible debt securities	50,426	5,995
Net repayment of borrowings/deferred consideration	(12,596)	(7,730)
Lease liability – Principal and interest	(731)	(546)
Net cash inflow/(outflow) from financing activities[5]	**37,099**	**(384)**
Net increase/(decrease) in cash on hand	**30,592**	**(594)**
Effect of exchange rate fluctuations on cash and cash equivalents	939	(13)
TOTAL CASH ON HAND[6]	**35,381**	**3,850**

Commentary

- Net cash outflow from operating activities of $5.0 million for FY21 compared to a net cash inflow from operating activities of $1.7 million in FY20, reflecting the increased investment in operating expenses.
- Purchases of property, plant and equipment remained modest.
- Net proceeds from pre-IPO and IPO placements of $50.4m.
- Repayment of borrowings of $12.6m.
- Cash (including short term deposits) on hand of $35.4m.

[5] Cash flows from financing activities excludes the transfer of $20 million from Cash to Term Deposits
[6] Cash on hand includes $20 million held on Term Deposit

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Future

Catalysts

Post-COVID

Vaccinations expected to improve throughout CY2021

AROA Direct Sales

Fully dedicated field sales team. Myriad™ expected to drive growth.

TELA Bio® Momentum

Clinical outcomes & cost savings driving increasing adoption

Product Synergies

Complementary products for every phase of healing & continuum of care

Clinical Data

Endoform™, Myriad™ & Symphony™

Reimbursement

Potential for changes in the reimbursement of cell and tissue products (Symphony) in outpatient wound centres

Pipeline Products

From AROA ECM platform & new single-use dead space management platform

Global Expansion

Regulatory approval in 49 countries

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AROA FY22 Outlook

NZ$30-$33m[1]
product sales FY22
39-53% higher than FY21

GM improvement

- **AROA is well placed for FY22** following an improved second half of FY21 and sales transition
- **Focused on building our US commercial operations** over next 24 months to drive revenue growth to take advantage of the opportunities presented by our expanded product portfolio
- **TELA Bio sales expected to deliver strong growth** based on their revenue guidance of 48% to 65% growth in CY21 compared to CY20
- **EBITDA will be negative** (as previously forecasted) as a result of increased investment into its sales force (announced in February 2021)

[1]Guidance subject to no resurgence of COVID-19 in the US, continued improvement in US medical procedure numbers & TELA Bio sales performance. It assumes an average $NZD-$USD exchange rate of US$0.72

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New Zealand

Q&A

Appendix

Reconciliation of Normalised Profit or Loss to NZ GAAP

Reconciliation of Normalised Profit or Loss to NZ GAAP Profit or Loss

	Reported 2021 NZ$000	Reported 2020 NZ$000
Normalised loss before income tax	**(7,472)**	**(3,886)**
Share based payments	(2,010)	(418)
Transaction costs	(1,607)	(850)
Other losses	(8,013)	(1,006)
Loss before income tax (NZ GAAP)	**(19,102)**	**(6,160)**

Share Based Payments
Share based payments of approx. $2.0 million relate to the vesting of the share options issued to Directors and employees of the Company on IPO and certain employees in September 2020.

Transaction Costs
Transaction costs of $1.6 million relate to the costs associated with the IPO, including lead manager fees, legal fees, accounting and audit fees, ASX listing fees and road show expenses. Out of the total costs of $3.2 million incurred during the year ended 31 March 2021, $1.6 million was recognised against share capital, with the remaining $1.6 million recorded within operating expenses.

Other Losses
Other losses of $8.0 million are a non-cash, one-off expense attributable to the fair value adjustment of pre-offer shares issued in February and May 2020, which were classified as financial liabilities as opposed to equity in accordance with NZ IAS 32. During the reporting period, these financial liabilities at fair value through profit or loss were fully reclassified as equity, following the IPO.

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Risks[1]

Topic	Summary
Reliance on partners	A large portion of AROA's revenue is reliant on its US sales and distribution partner, TELA Bio. TELA Bio is a US corporation listed on NASDAQ, whose business focuses on the sale, distribution and marketing of the OviTex product range. A slowdown, decrease in demand or failure to grow demand from TELA Bio could adversely impact AROA's operating and financial performance.
Product acceptance	AROA's growth and the commercial success of AROA's products and future products is reliant on the acceptance of AROA's products by healthcare professionals, including surgeons and wound care specialists. The acceptance of AROA's existing products may slow, and planned future products may gain acceptance slower than planned or may not gain broad market acceptance by healthcare professionals which, should this arise, would impact AROA's operating and financial performance
Competition	AROA competes against many existing and potential competitors with significantly more resources than AROA and with greater access to more markets. AROA's competitors may be able to increase market share through aggressive marketing campaigns, product improvements, acquisitions or price discounting which will affect AROA's market share and margins.
Product pipeline and development of new products	AROA's commercial success is dependent on the continued improvement of existing products and the research and development of new products utilising the AROA ECM technology platform. Product development involves a high degree of risk, and there are no guarantees that new product development efforts will result in any clinically or commercially successful products.
Intellectual property	The value of AROA's products depends in part on its success in obtaining and maintaining issued patents, trademarks and other intellectual property rights and protecting the Company's proprietary technology. If AROA's intellectual property and proprietary technology is not adequately protected, competitors may be able to use the technologies or the goodwill AROA has acquired in the marketplace and erode or negate any competitive advantage AROA may have, which could harm AROA financially.
Product liability	Any defects in AROA's products may harm AROA and its customers' reputation and business. AROA may also be subject to warranty and liability claims for damages related to defects in its products.
Manufacturing/production risks	AROA manufactures its products in a single location in Auckland, New Zealand and is exposed to risks of harm caused by natural or man-made disasters, or operation or human error, which may result in manufacturing disruptions or an inability to manufacture and produce its products for some time. AROA has formal commercial agreements in place for most of its critical suppliers eg Ovine rumen supplier. A limited number of supply arrangements are subject to course of conduct, rather than set out in written agreements. Whilst AROA considers this to be reasonably normal in the clinical/biosurgery industry. To the extent practicable, AROA has in place or has identified alternate suppliers. If alternative supply arrangements are not in place, this could result in manufacturing disruptions.

Topic	Summary
Supply of Ovine rumen	The ovine (sheep) rumen used in the manufacturing of AROA products is currently sourced from New Zealand sheep. Currently, New Zealand sheep are not known to carry any prion disease (progressive neurodegenerative disorders, including scrapie disease). However, the geographic concentration of **AROA's** ovine rumen supply creates risks of disruption due to natural disasters, disease or other events.
Hazardous substances	**AROA's** activities in manufacturing its products involve the controlled storage, use and disposal of hazardous materials. AROA is subject to laws and regulations governing the use, generation, manufacture, storage, handling and disposal of these hazardous materials. Although **AROA's** safety procedures for handling and disposing of these materials and waste products comply with these standards, AROA cannot eliminate the risk of accidental injury or contamination from the use, storage, handling or disposal of hazardous materials.
Country/region specific risks	AROA has operations in the US and has to comply with a range of different US legal and regulatory regimes. As AROA expands the sales of its products geographically into new international jurisdictions, it is subject to the risks associated with conducting its business in the relevant countries, which include adapting to, and complying with, the differing laws and regulations, business and clinical practices, and patient preferences in foreign countries, developing and managing foreign relationships and operations and being subject to the political and economic climate of the various countries.
Macro-economic risk	The ongoing impact of the Coronavirus pandemic (COVID-19) on the Company's operations is not currently fully ascertainable and may not be known for a period of time. Following COVID-19, the Company has experienced a reduction in sales of its products due to elective surgeries being cancelled and outpatient clinics being closed as a result of COVID-19. Whilst AROA has seen a continued positive trend in US medical procedure numbers to date, these are yet to return to pre COVID-19 levels.
Market conditions	In light of the COVID-19 pandemic, extra care should be taken when assessing the risks associated with investment. The rapidly changing COVID-19 situation is bringing unprecedented challenges to global financial markets, and the economy as a whole.
Reliance on key personnel	There is no assurance that AROA will be able to retain key personnel. The departure of key personnel may adversely affect AROA until suitable replacements are recruited.
Other risks	The above risks are a summary of some of the key risks, but not an exhaustive list of all of the risks associated with the Company or an investment in the Shares. Further details on the risks summarised in this Section and other key risks are included in Section 5 of the IPO Prospectus dated 22 June 2020, and investors should review all of those risks carefully before making an investment decision.

Notes

1. This section is not intended to be a fulsome overview of key risks. For detailed information on the specific risks and general risks relating to an investment in AROA, please see section 5 of the IPO Prospectus dated 22 June 2020

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Board of Directors

AROA has a highly experienced Board with healthcare, operational and financial experience

Jim Mclean
Non-Executive Chairperson (Independent)
BSc(hons)PGDA

Current
Chair of Prevar, RJ Hill Laboratories Ltd, Information Tools Ltd
Previous
- Ernst & Young
- Genesis Research

Brian Ward
Managing Director (Non-Independent)

Per previous slide

Steve Engle
Non Executive Director (Independent)
M.S.E.E., B.S.E.E.

Current
- Prescient Therapeutics

Previous
- Cohbar
- Averigon
- Xoma
- La Jolla Pharmaceutical

Phil McCaw
Non Executive Director (Non-Independent)
BBS

Current
- Movac Founding Partner

Previous
- Deloitte

John Diddams
Non Executive Director (Independent)
B.Com. FAICD, FCPA

Current
- Volpara Health Technologies
- Surf Lakes Holdings
- CPA firm providing corporate advisory

Previous
- Managed IPO process for >20 ASX IPO's

John Pinion II
Non Executive Director (Independent)
B.S.

Current
- Ultragenyx

Previous
- Roche
- Genentech
- Baxter

AROA™

International offer restrictions

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Australia

The offer of New Shares is being made in Australia only to persons who meet the requirements of section 708(8) or section 708(11) of the Corporations Act 2001 (Cth) as either a professional or sophisticated investor or the requirements of section 761G of the Corporations Act 2001 (Cth) as a wholesale client.

New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (**FMC Act**). The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

International offer restrictions (continued)

Hong Kong

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No advertisement, invitation or document relating to the New Shares has been or will be issued, or has been or will be in the possession of any person for the purpose of issue, in Hong Kong or elsewhere that is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to New Shares that are or are intended to be disposed of only to the persons outside Hong Kong or only to professional investors. No person allotted New Shares may sell, or offer to sell, which securities in circumstances that amount to an offer to the public in Hong Kong within six months following the date of issues of such securities.

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