

A photograph of three surgeons in an operating room, wearing blue scrubs, masks, and surgical caps. They are focused on a patient lying on the table, with various medical instruments and equipment visible in the background. The image has a blue tint and a soft glow effect.

# AROA BIOSURGERY (ARX)

## BELL POTTER HEALTHCARE CONFERENCE NOV'21

Unlocking regenerative healing for everybody



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# AROA at a Glance

Well established high-growth soft tissue regeneration company



**NZ\$34-37m<sup>1</sup>**

Forecasted FY22 product sales  
58-71% higher than FY21



**Gross Margin**

Forecasted FY22 73-75%  
c.f. FY21 68%



**4.5 million+**

Procedures with  
AROA's products



**6 patented  
product families**

selling in United States



**Regulatory  
Approvals**

in 49 countries



**AROA ECM™ platform**

for new products, line extensions  
& enables AROA's "dead-space"  
NPWT platform



**> 32**

Peer Reviewed Publications



**> US\$2.5b<sup>2</sup> TAM**

for existing products



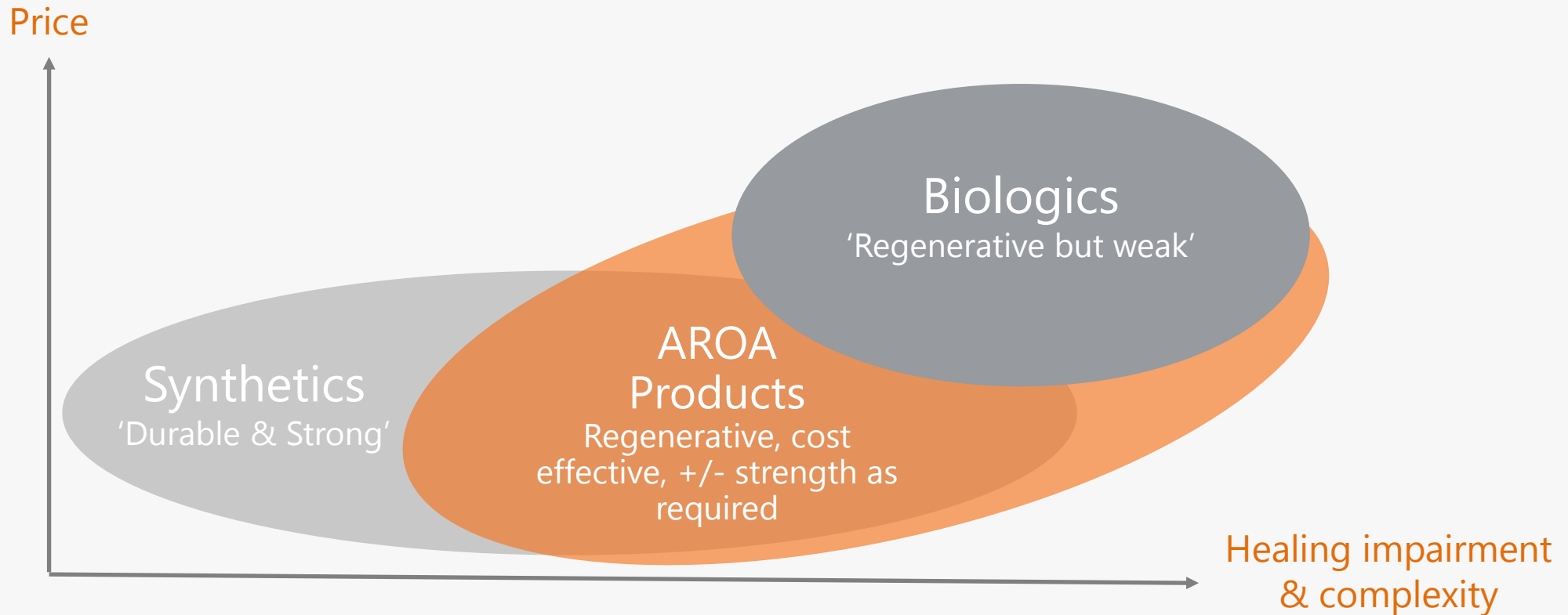
**> 170**

personnel<sup>3</sup>

1. Given the dynamic and evolving impact of COVID-19, guidance is subject to there being no material decline in US medical procedure numbers. It assumes an average NZD/USD exchange rate of 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.

# Unlocking Regenerative Healing for *Everybody*

ARO A 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

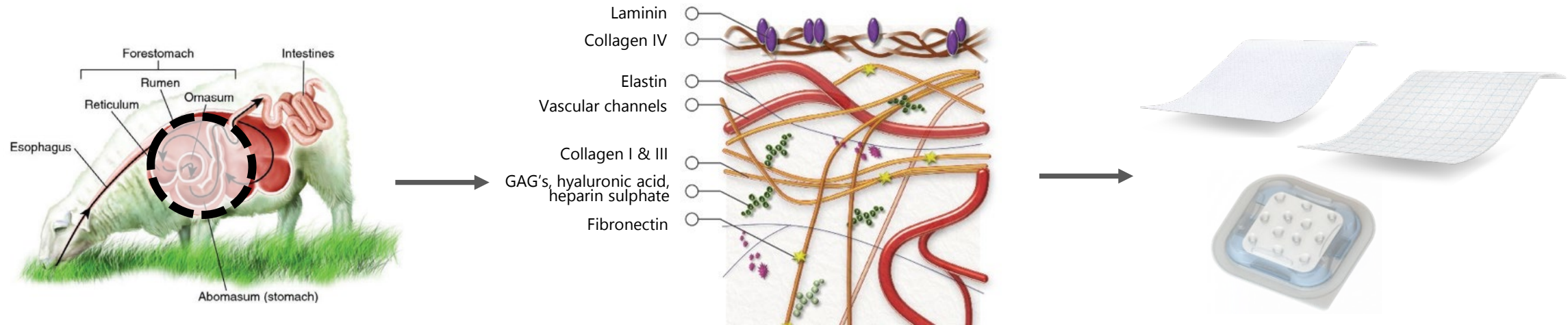


Note: ARO A Management compilation based on peer reviewed publications.



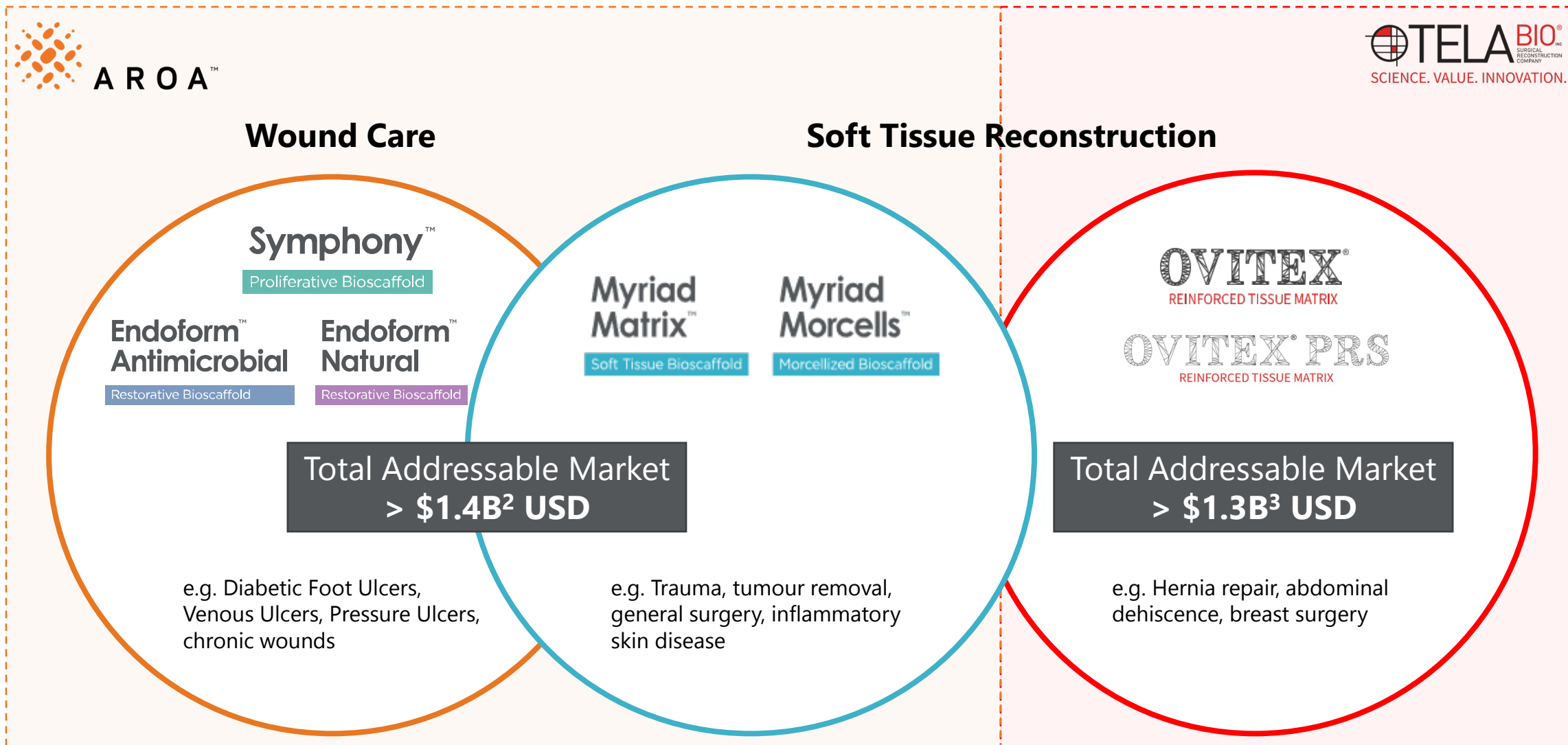
# AROA ECM - An Ideal Foundation for Regenerative Healing

Unique Extracellular Matrix (ECM) platform technology derived from ovine forestomach



Source	AROA ECM Technology (Structural and Biological Building Block)	Products
<ul style="list-style-type: none"> <li>Ovine Forestomach has natural characteristics that are desirable in a regenerative soft tissue technology               <ul style="list-style-type: none"> <li>Thick porous ECM with basement membrane</li> <li>Highly vascular</li> <li>Constantly renewing &amp; growing</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>AROA ECM (gently processed Ovine Forestomach Matrix) contains:               <ul style="list-style-type: none"> <li>Native porous structure</li> <li>Residual vascular channels</li> <li>150+ signalling molecules and substrates known to be important in healing</li> </ul> </li> <li>Clinically this translates to ready to use scaffold and biology which the body uses to direct healing</li> </ul>	<ul style="list-style-type: none"> <li>All products that utilise the AROA ECM provide a short-cut to growing new tissue and an associated blood supply</li> <li>Each product is engineered for the challenges of a specific use case</li> </ul>

# Substantial Growth Opportunities > \$2.5B<sup>1</sup> TAM



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

# AROA ECM Evidence To Date

78

PRESENTATIONS/  
PUBLICATIONS

**Endoform™**

- Advanced ECM technology for acute and chronic wound healing
- Complex non-healing wounds
- Exposed bone and tendon
- Wounds shown to close up to ~20% faster vs traditional collagen dressings<sup>1</sup>

Tolerated a contaminated field and resisted infection

18

PRESENTATIONS/  
PUBLICATIONS

**Myriad™**

- Surgical matrix for dermal and soft tissue reconstruction
- Low complication rates<sup>2-6</sup>
- Facilitates rapid tissue integration<sup>2-6</sup>
- Tolerates contaminated tissue<sup>2-6</sup>

Rapid formation of well vascularized tissue

27

PRESENTATIONS/  
PUBLICATIONS

**OVITEX®**  
REINFORCED TISSUE MATRIX

- Reinforced bioscaffold for abdominal wall repair
- Ventral, inguinal and hiatal hernia
- Low hernia recurrence<sup>7-9</sup>
- Low SSI/SSO rates in contaminated sites<sup>7-9</sup>

No negative inflammatory response reported

Reduced surgical complexity

1. Reduction in time to wound closure of 11.3% to 21.4%. Don't touch my face touching your face Bosque B, Frampton C et al. Retrospective real-world comparative effectiveness of ovine forestomach matrix and collagen/ORC in the treatment of diabetic foot ulcers (2021). Int Wound J. Available online at: <https://onlinelibrary.wiley.com/doi/10.1111/iwj.13670> 2. Desvigne, M. N., K. Bauer, K. Holifield, K. Day, D. Gilmore and A. L. Wardman (2020). "Case Report: Surgical Closure of Chronic Soft Tissue Defects Using Extracellular Matrix Graft Augmented Tissue Flaps." Frontiers in Surgery 7(173). <https://www.frontiersin.org/articles/10.3389/fsurg.2020.559450/full> 3. Chaffin A et al. Surgical reconstruction of pilonidal sinus disease with concomitant extracellular matrix graft placement: a case series. Journal of Wound Care; Vol 30, No. 7, July 2021. <https://www.magonlineibrary.com/doi/full/10.12968/jowc.2021.30.Sup7.S28> 4. Chaffin, A. E. and M. C. Buckley (2020). "Extracellular matrix graft for the surgical management of Hurley stage III hidradenitis suppurativa: a pilot case series." J Wound Care 29(11): 624-630. <https://www.magonlineibrary.com/doi/full/10.12968/jowc.2020.29.11.624> 5. Bohn, G. A. (2020). "Using Ovine Extracellular Matrix in Difficult to Close Excisions of Common Skin Cancer: an Evolving New Technique." Surg Technol Int 37: 49-53. <https://pubmed.ncbi.nlm.nih.gov/33276415/> 6. Bohn, G. A. and A. E. Chaffin (2020). "Extracellular matrix graft for reconstruction over exposed structures: a pilot case series." J Wound Care 29(12): 742-749. <https://www.magonlineibrary.com/doi/full/10.12968/jowc.2020.29.12.74217> 7. Parker, M. J. et al. A novel biosynthetic scaffold mesh reinforcement affords the lowest hernia recurrence in the highest-risk patients. Surg Endosc. 2020. <https://doi.org/10.1007/s00464-020-08009-11> 8. Sawyer, M. A. J. New Ovine Polymer-Reinforced Bioscaffold in Hiatal Hernia Repair. JSLS.2018; Oct-Dec; 22(4): e2018.00057. 9. Ferzoco, F. J. Early experience outcome of a reinforced Bioscaffold in inguinal hernia repair: A case series. International Journal of Surgery Open. 2018; 12: 9-11

# Myriad Matrix - Key Learnings

- Suitable for a wide range of reconstructive procedures requiring implant or dermal regeneration
- Especially suited to inflammatory soft tissue disorders (e.g. anal fistula, pilonidal sinus, complex chronic wounds, surgical dehiscence, NSTI)<sup>1,2,3,4</sup>
- Low rates of surgical complications reported (e.g. infection, dehiscence, seroma)<sup>1,2,3,4</sup>
- Rapid tissue regeneration<sup>1,2,3,4</sup>
- Well vascularized tissue<sup>1,2,3,4</sup>
- No infections reported<sup>1,2,3,4</sup>
- Compatible with contaminated surgical fields<sup>1,2,3,4</sup>

~1000 procedures completed to date across a range of complex reconstructions and implants



1. Chaffin, A. E. and M. C. Buckley (2020). "Extracellular matrix graft for the surgical management of Hurley stage III hidradenitis suppurativa: a pilot case series." J Wound Care 29(11): 624-630. 2. Bohn, G. A. and A. E. Chaffin (2020). "Extracellular matrix graft for reconstruction over exposed structures: a pilot case series." J Wound Care 29(12): 742-749. 3. Desvigne, M. N., K. Bauer, K. Holifield, K. Day, D. Gilmore and A. L. Wardman (2020). "Case Report: Surgical Closure of Chronic Soft Tissue Defects Using Extracellular Matrix Graft Augmented Tissue Flaps." Frontiers in Surgery 7(173). 4. Chaffin, A. E., S. G. Dowling, M. S. Kosyk and B. A. Bosque (2021). "Surgical reconstruction of pilonidal sinus disease with concomitant extracellular matrix graft placement: a case series." J Wound Care 30(Sup7): S28-S34.

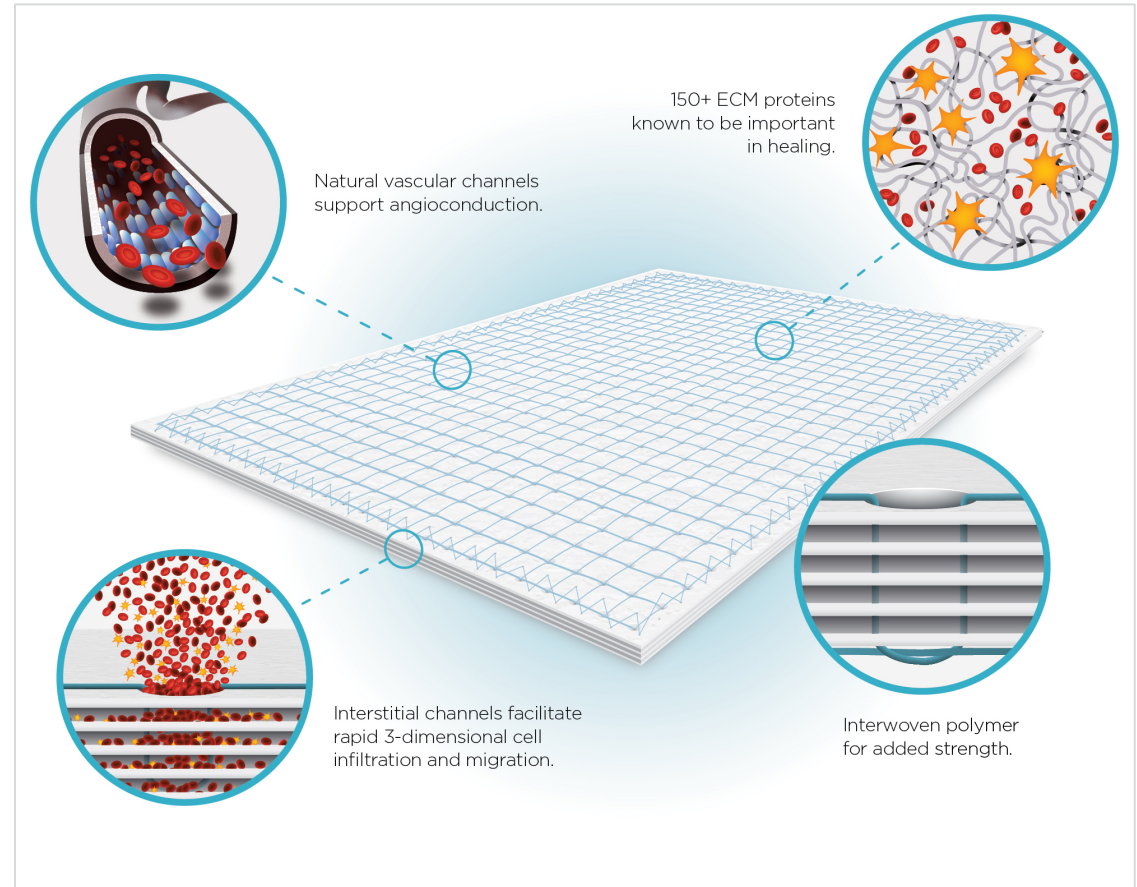


# Reinforced Biologic – OviTex/Myriad Ultra™

- Thoughtfully engineered reinforced biologic for abdominal wall repair
- Low hernia recurrence reported<sup>1,2,3,4</sup>
- Low rate of complications, infections reported<sup>1,2,3,4</sup>
- Moderate-to-complex ventral hernia patients<sup>1,2,3,4</sup>
- Compatible with minimal invasive procedures<sup>2</sup>
- Tolerates a contaminated site<sup>1,2,3,4</sup>

~10,000 hernia procedures across multiple hernia types

1. Ferzoco, F. J. (2018). "Early experience outcome of a reinforced Bioscaffold in inguinal hernia repair: A case series." International Journal of Surgery Open 12: 9-11.
2. Sawyer, M. A. J. (2018). "New Ovine Polymer-Reinforced Bioscaffold in Hiatal Hernia Repair." JSLs 22(4).
3. Parker, M. J., R. C. Kim, M. Barrio, J. Socas, L. R. Reed, A. Nakeeb, M. G. House and E. P. Ceppa (2020). "A novel biosynthetic scaffold mesh reinforcement affords the lowest hernia recurrence in the highest-risk patients." Surg Endosc. 2020 Sep 24. doi: 10.1007/s00464-020-08009-1.
4. DeNoto, G., E. P. Ceppa, S. J. Pacella, M. Sawyer, G. Slayden, M. Takata, G. Tuma and J. Yunis (2021). "A Prospective, Single Arm, Multi-Center Study Evaluating the Clinical Outcomes of Ventral Hernias Treated with OviTex® 1S Permanent Reinforced Tissue Matrix: The BRAVO Study 12-Month Analysis." J. Clin. Med. 10(21): 4998



# Catalysts



## Post-COVID

Vaccinations expected to improve throughout FY22



## AROA Direct Sales

Fully dedicated field sales team. Myriad expected to drive growth. H1'22 39% growth on H2'21



## TELA Bio<sup>®</sup> Momentum

Clinical outcomes & cost savings driving increasing adoption, Guidance 54-65% growth CY21 vs CY20<sup>1</sup>



## Product Synergies

Complementary products for every phase of healing & continuum of care



## Clinical Data

Endoform, Myriad, OviTex & Symphony™



## HealthTrust

Myriad Matrix and Myriad Morcells added to HealthTrust GPO contract



## Pipeline Products

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



## Global Expansion

Regulatory approval in 49 countries, 21 distributors appointed

1. TELA Bio, Inc. press release, published 11 August 2021.



**Q&A**

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