## **Investor Presentation**

**Bell Potter Healthcare Conference** November 2021



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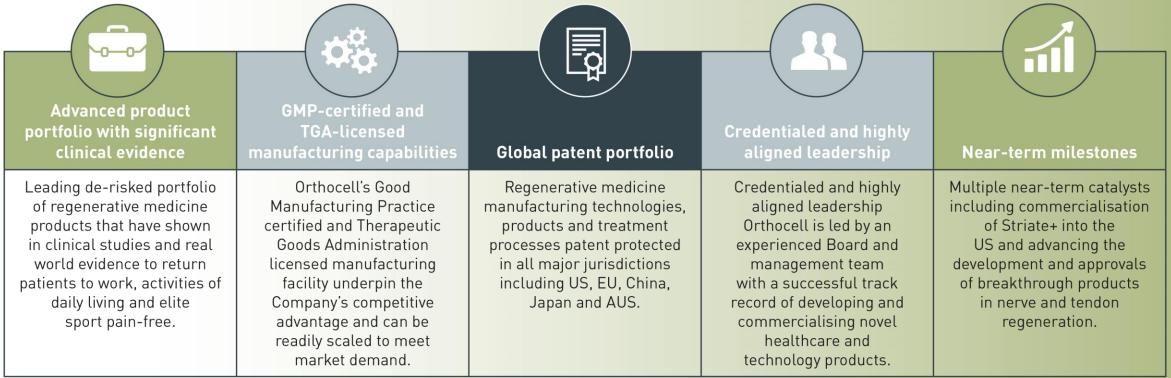
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## Key Investment Highlights

Orthocell is a regenerative medicine company delivering breakthrough products for the treatment of serious musculoskeletal disorders.



Well-funded with \$14.6m cash as at September 30, 2021

## About Orthocell Ltd

Orthocell is a regenerative medicine company delivering breakthrough products that restore mobility and function.



- Designed to augment surgical repair of soft tissue.
- **Represents a breakthrough** in soft tissue reconstruction.
- **Multiple applications** in nerve, tendon, and bone repair.
- **Demonstrated superior clinical performance** when compared to the current market leading product.
- Initial US, EU and AUS approval achieved.



- First injectable clinical stage cellular therapy for treatment of chronic tendon injuries.
- **Multiple tendon sites** including shoulder, elbow, hip, hamstring and achilles.
- Addressing a significant unmet clinical need for a safe, effective and non-surgical solution.
- Ortho-ATI v Corticosteroid (RCT) study results on track for Q4 CY2021



## Significant market opportunity

At the forefront of a large and growing market opportunity in regenerative medicine in the musculoskeletal space.

CelGro<sup>®</sup> - - - - - - Ortho-ATI<sup>®</sup> - - - - - Total addressable market



Driven by rising rate of musculoskeletal disorders and demand for efficient and cost-effective treatments.

1. Addressable markets include US, Japanese, European and Australian markets, Ortho-ATI<sup>TM</sup> addressable market includes the following indications: tennis elbow, rotator cuff, gluteal, patellar, hamstring and Achilles. CelGro® addressable market includes the following indications: dental, rotator cuff and nerve



## **US Strategic Focus**

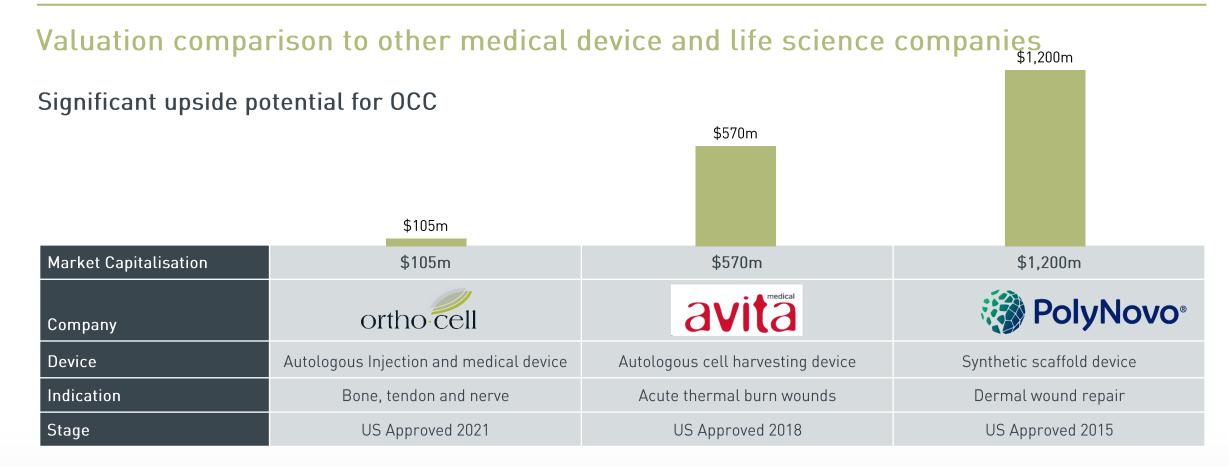
### Advanced product portfolio with near term milestones and emerging pipeline

		Clinical		S Regulatory Pha	5e			
Product	Application	Development Phase	Design Trial	Implement Trial	Approved	Upcoming Catalysts		
<b>CelGro</b> <sup>®</sup> Medical Device	Striate+ <sup>1</sup>					<b>US market entry</b> - engage marketing and distribution partner		
	Remplir <sup>2</sup>					<b>US commercialisation strategy</b> - finalise US regulatory/reimbursement study		
	<b>SMRT Rope</b> (Ligament replacement)					<b>Commence pre-clinical study</b> - ACL repair		
Ortho-ATI™ Cell Therapy	Rotator cuff					<b>Release RCT results</b> - Ortho-ATI v corticosteroids		
	Lateral epicondyle					<b>Finish recruitment</b> - Ortho-ATI v surgery		

1. Approved in the US, AUS and EU

2. Application submitted for AUS approval

## Valuation upside





## Ortho-ATI®

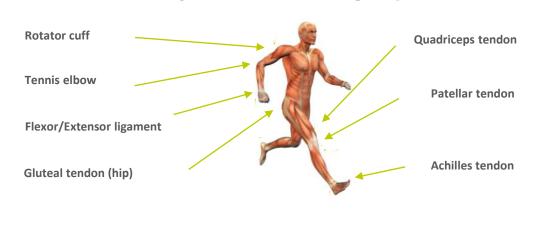
Advanced cellular therapy to directly address the root cause of degenerate tendon injury

# Chronic tendon injury: significant unmet clinical need

Chronic tendon injury is a common and painful disorder affecting millions of people every year with no effective, non-surgical treatments currently available

### Significant unmet clinical need

- Millions of people suffer from chronic tendon injury every year
- Traditional repair outcomes suboptimal i.e. PRP, corticosteroids and surgery
- Chronic tendon injury significantly reduces the ability of patients to work, exercise, and perform routine daily activities



### Multiple tendon injury sites

<u>There are no 'non-surgical' treatments currently available to treat chronic</u> <u>tendon injury</u> Ortho cell

## Ortho-ATI<sup>®</sup>: a global clinical first

Injectable cell therapy that returns patients to the workplace, recreational activities and elite sport pain-free.

### Ortho-ATI<sup>®</sup> is a novel treatment

- Breakthrough in regenerative medicine directly addressing the root cause of injury
- **Replenishes degenerative tissue** with healthy  $\checkmark$ mature tendon cells, accelerating regeneration of tendon tissue
- Extensive clinical validation over 700 patients treated with Ortho-ATI<sup>™</sup> to date
- Optimised manufacturing capabilities: GMPcertified and TGA-licensed facility1 and PPI2 release criteria in place

### Two stage, minimally invasive procedure

1. Biopsy procedure



Healthy tendon cells removed via minimally invasive procedure

Tenocyte (cell) cultivation

Healthy cells grown at Orthocell's laboratory





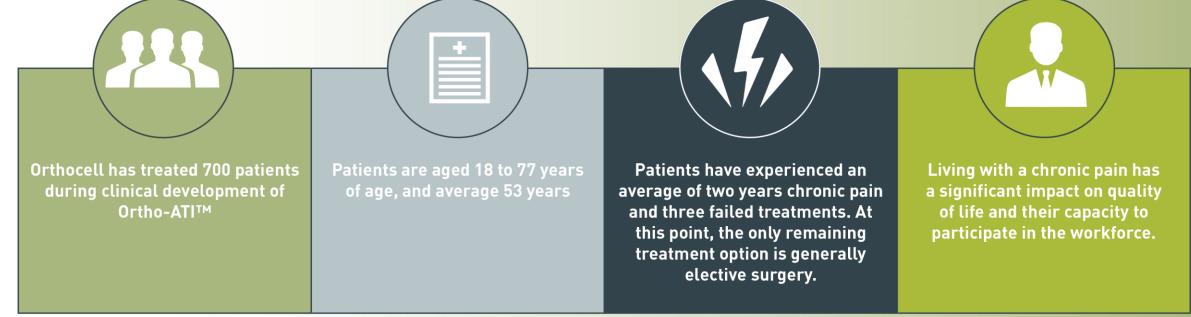
Ultrasound guided implementation of healthy cells



GMP: good manufacturing practices; TGA: Therapeutic Goods Administration

## Ortho-ATI<sup>®</sup> : compelling clinical evidence

Returning patients to normal daily tasks, workplace, and recreational activities painfree, and with minimal down-time.



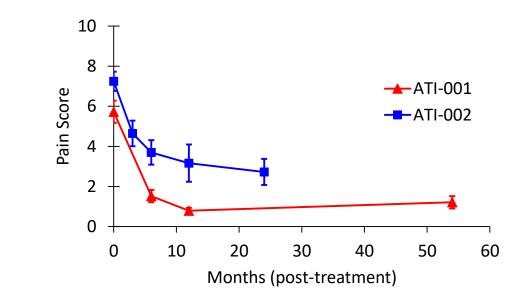
## Ortho-ATI<sup>®</sup> : reducing pain

### Ortho-ATI<sup>™</sup> treatment provides a meaningful and lasting reduction in pain

Clinical studies of Ortho-ATI®

**Clinical Study Results** 

- Reduction in pain Patients in clinical studies of Ortho-ATI<sup>®</sup> for lateral epicondylitis (ATI-001) and gluteal tendinopathy (ATI-002) experienced a significant reduction in pain within 6 months of Ortho-ATI<sup>™</sup> treatment
- Sustainable outcome The improvements in pain were maintained in all studies, for up to 4.5 years post-treatment in the case of ATI-001 and two years post-treatment in ATI-002.



Pre-and post-treatment VAS pain score in clinical studies of Ortho-ATI for lateral epicondylitis (ATI-001), gluteal tendinopathy (ATI-002).



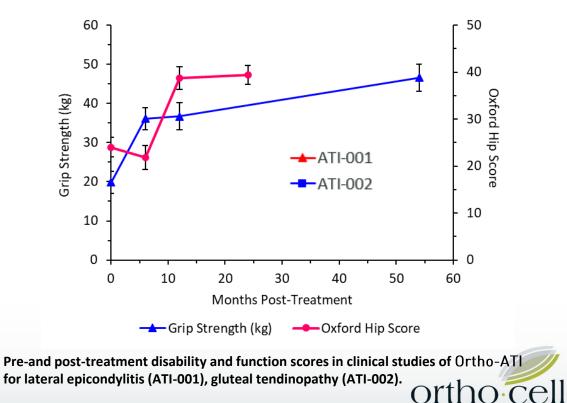
## **Returning to function**

### Ortho-ATI® treatment improves strength and function

### Clinical studies of Ortho-ATI®

#### Clinical study results

- Long term increases in strength Patients in clinical study of Ortho-ATI<sup>®</sup> for lateral epicondylitis (ATI-001) mean grip strength at baseline was 19.85kg, improving to 37.38kg at one year and 46.60kg at final follow-up.
- Sustainable increases in function Patients in clinical study of Ortho-ATI<sup>®</sup> for gluteal tendinopathy (ATI-002) mean OHS improved from 24.0 at baseline to 38.8 points at 12 months, and 39.4 at 24 months post-treatment.



### Ortho-ATI<sup>®</sup> : Upcoming US milestones

Orthocell is focused on completing current clinical studies and preparing for US market entry

Randomised shoulder tendon clinical study results

- First high-quality RCT completed in the Rotator Cuff indication
- Results expected in Q4 2021
- US\$2.8b market opportunity, approx. 470,000 rotator cuff patients per year in the US alone

### US Next Steps

- Well positioned to become the first FDA approved expected in injectable cell therapy in orthopaedics for the treatment of chronic tendon injuries
- US regulatory strategy to be pursued to enable rapid approval by FDA

 Orthocell is undertaking two RCT's. The first is targeting the rotator cuff indication comparing Ortho-ATI to corticosteroids (30 patients) – results are due in Q4, 2021. The second is targeting the elbow (LE) comparing Ortho-ATI to surgery (50 patients) with recruitment 92% complete.

Results

Mark LeCras, Ortho-ATI patient

## Striate (+)

More than a barrier membrane

## Striate+<sup>™</sup> premium dental membrane

- Striate+ is a sterile, resorbable collagen membrane for use in dental bone and tissue regeneration procedures.
- Striate+ is designed to protect the bone defect space from ingrowth of gingival tissue, to provide a favourable environment for osteogenesis and to assure reliable formation of high-quality bone.

ortho-cell

Striate 🕀

• Approved in the US, EU and AUS

ortho cell

Striate



1. Preparation of repair site. Defect site is filled with bone graft



2. Striate+ placed over defect and implant abutment installed

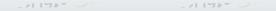


3. Wound closure



**4**. Crown placement 3-6 months later





ortho-cell

Striate

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ortho cell

Striate

### Striate+<sup>™</sup>: better results sooner

Patients treated using Striate+<sup>™</sup> successfully generated enough new bone to stabilise their implants and complete their treatment in approximately 4 months, compared to the 8 months required for standard dental implant treatment<sup>1.</sup>

Current Two-Stage Dental Implant Procedure						Treatmer	n <b>t Complete</b> 8 months
SURGERY 1					SURGERY 2		>
MONTHS MONTH 1	MONTH 2	МОНТН З	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8
SURGERY 1				SURGERY	2		
CelGro® Two-Stage Dental Implant Procedure				Treatment	t <b>Complete</b> 6 Months		
SURGERY			>				
CelGro® Single-Stage Dental Implant Procedure		Treatm	ent Complete 4 Months				

## Striate+<sup>™</sup>: world class KOL group

#### USA / AUS



Justin Bonaventure Louisiana



Kentucky



Maria Lopez Howell Texas



David Little Texas



Marc Nevins Massachusetts

#### UK / EU



Nick Fahey Reading



Elaine Halley Scotland

Céline Higton London



Sammy Noumbissi Maryland



John Phillips

Oklahoma

Pamela Ray Texas

Texas



Amanda Seay South Carolina



Lou Shuman Washington DC



Brent Allan Australia



Giuseppe Luongo Rome





Simion

Milan

Sinead McEnhill



Massimo Northern Ireland

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## Striate+<sup>™</sup>: dental path to partnering

Executing a strategy to engage high quality partners to manage the distribution and marketing of Striate+<sup>™</sup> - 10% market share equates to AU\$35M revenue per annum<sup>1</sup>

Path to partnering

Market development activities

Clinician advocacy program	<ul> <li>Product advocacy and education led by Orthocell's KOL's with significant digital following (e.g. interactive webinars and podcasts)</li> <li>Increase key dental editorial coverage</li> <li>Support key dental associations (UK – association of dental implantology, ADI) and education academies (UK – Fitz Fahey Academy)</li> <li>Inclusion in dental education books written by Orthocell's KOL's</li> <li>Seattle study club program – 270 affiliates globally, 5,700 dental surgeons, specialist GP's and periodontists, 8,000+ EDM database</li> </ul>
Build awareness amongst leading clinicians and potential partners	<ul> <li>Digital marketing engagement with clinicians</li> <li>Increase key dental editorial coverage</li> <li>Clinical conference participation</li> <li>Targeted clinician workshops</li> <li>Direct product representation</li> </ul>
Grow body of clinical evidence and product adoption	<ul> <li>Gain reimbursement from private insurers</li> <li>Data generation e.g. post-market clinical follow ups</li> <li>Publication in high impact journals</li> </ul>

1. Orthocell's estimate based on 350,000 units sold @ competiive transfer prices per product size in target jurisdictions (US, EU and AU).

## Remplir™

Revolutionising nerve repair

90

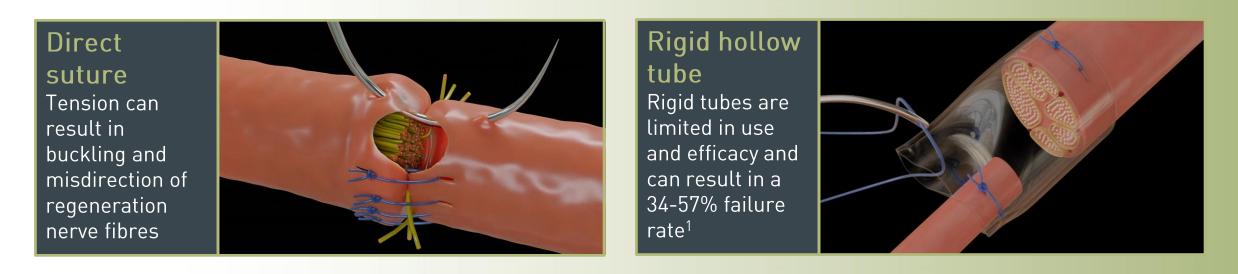
ortho-cell

ADVANCINO TISSUE REPAIR AND RECENTION

R≡MPLIR<sup>™</sup>

### Traditional repair outcomes are suboptimal

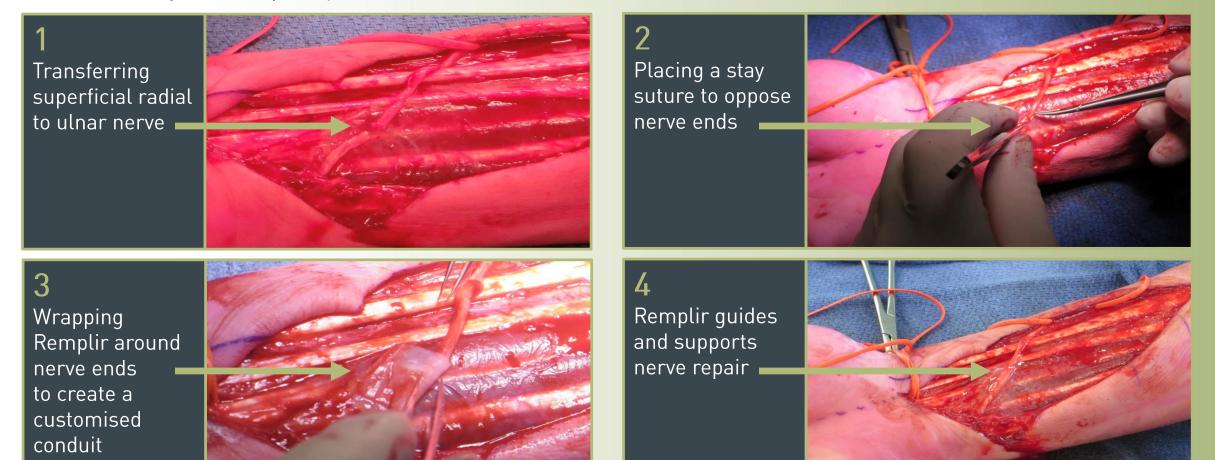
Using traditional repair methods for crushed/severed nerves can be ineffective and unpredictable in restoring function to affected limbs.



Strong demand for a medical device that enables surgeons to perform complex surgical repairs efficiently with better results

### Remplir<sup>™</sup>: nerve transfer surgery

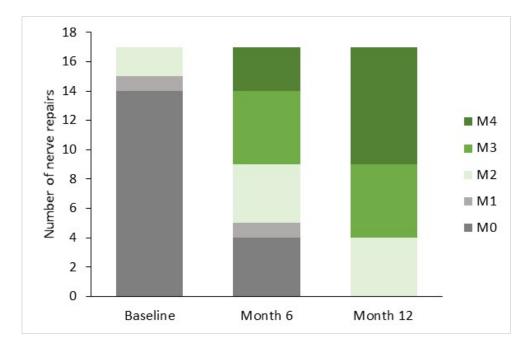
Remplir is a versatile medical device that can be used to repair, protect and cap nerve injuries to return function to impaired or paralysed muscles.



## Remplir<sup>™</sup>: compelling long term clinical results

### Quadriplegic patients regained voluntary muscle movement within 12 months

Figure 1 – Recovery of Muscle Power in Patients with Quadriplegia



Grade 3 and 4 – voluntary movement with improved strength and range of motion. Maximum level of recovery expected.

Grade 2 – voluntary movement restored, limited strength and range of movement.

Grade 0 or 1 – no voluntary movement.

- 75.8% of all nerve repairs (25 of 33) in the clinical study resulted in functional recovery (MRC grade 3 or 4<sup>1</sup>)
- Quadriplegic patients regain independence - brushing

### Leading Australian orthopaedic nerve specialist and clinical trial lead, Dr Alex O'Beirne, said "We are

now seeing a consistent return of arm and hand function following nerve transfer surgery with Remplir. The quadriplegic patient results are particularly promising, with improved results at 12 months post ortho cell treatment compared to the literature. **Remplir is increasing the success rate and efficiency of nerve** transfer surgery."

Meet Adrian Walsh, a 43-year-old father of three who was diagnosed with quadriplegia after he broke his neck in a mountain bike accident in June 2017.

## Remplir<sup>™</sup>: nerve repair market opportunity

Remplir's addressable market in peripheral nerve repair is estimated to be worth more than >US\$7.5 billion per year.

Orthocell is focused on executing its regulatory program to gain approval in AUS and the US.



Clinical trial patient Adrian Walsh (far left) wheelchair rugby national champion – following treatment with Remplir



## Upcoming catalysts<sup>1</sup>

### Ortho-ATI

Ortho-ATI v Corticosteroid (RCT) study results4Q CY2021Ortho-ATI v Surgery (RCT) rec't complete (estimate)1Q CY2022

### Striate+ premium periodontal membrane

Expand manufacturing capacity	4Q CY2021
First US KOL order	4Q CY2021
Engage US marketing and distribution partner/s	CY2022

### Remplir premium nerve wrap

Australian market authorisation estimateCY2022Final 24-month results of all patients in the nerve regeneration study2Q CY2022

### Pipeline

Collagen rope pre-clinical study

CY2022

1. Timelines are an estimate only and may be subject to change due to matters not under the Company's control such as COVID-19 mitigation measures.



Co-Founder and Managing Director, Paul Anderson

Orthocell Limited P: +61 8 9360 2888 E: paulanderson@orthocell.com.au

### www.orthocell.com.au in ¥ f

