



## **Aroa Biosurgery (ARX) - Bell Potter Healthcare Horizons Summit**

• • • UNLOCKING REGENERATIVE HEALING FOR EVERYBODY

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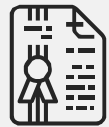
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# AROA at a glance



Well established high-growth soft tissue regeneration company



## Four product families

predominantly sold to US hospitals



## AROA ECM™ platform

for new products, line extensions



## >US\$3B<sup>1</sup> TAM

for existing products



## US direct (AROA) & commercial partner (TELA Bio) sales



## 7 million+

AROA products applied in treating patients



## >100

peer reviewed publications  
>4500 patients in those publications



## Regulatory approvals

in 50 countries



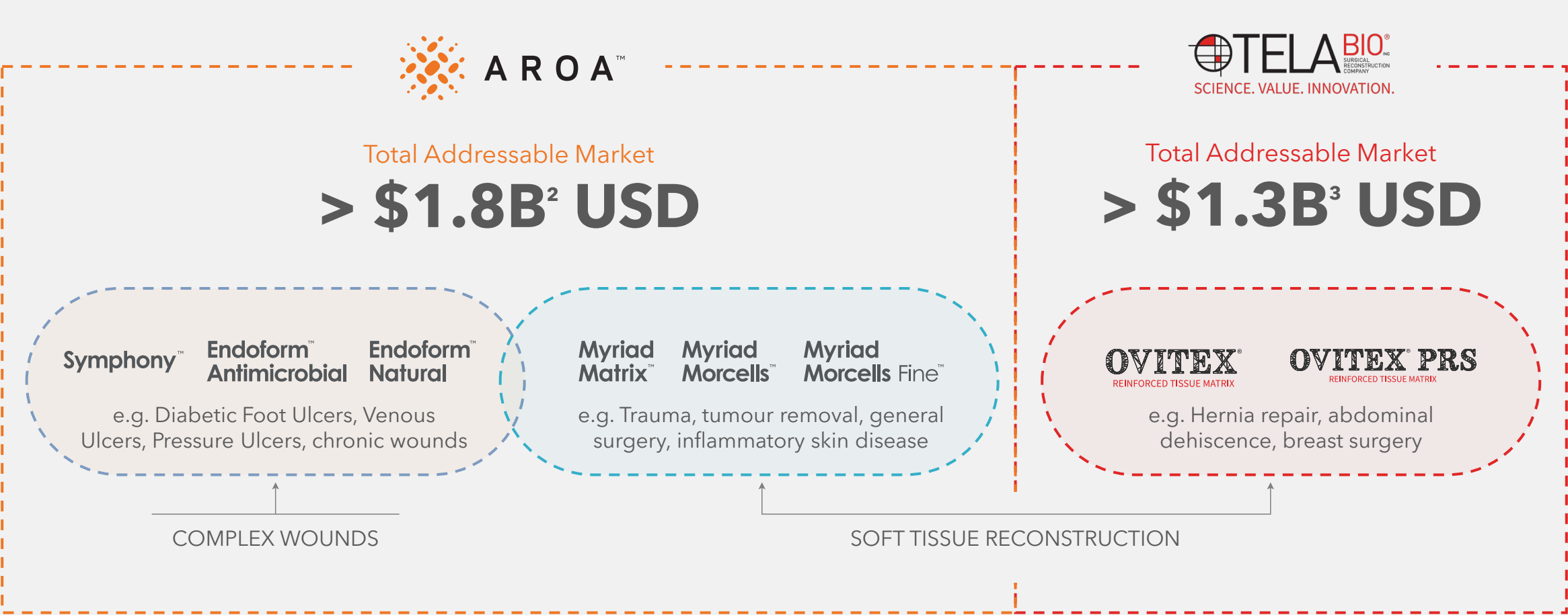
## Enivo tissue apposition platform



## ~270

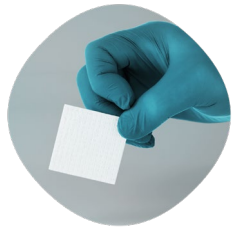
personnel<sup>2</sup>

# Substantial growth opportunities > \$3B<sup>1</sup> TAM



1. Estimate of potential market size only. Idata, Soft Tissue Repair Market 2022; DRG Millennium Research data; Hernia Repair Devices, 2020; AROA management estimates; DRG Millennium Research, Breast Implants & Reconstructive devices, 2018. 2. Idata, Soft Tissue Repair Market 2022; AROA management estimates. 3. DRG Millennium Research data; Hernia Repair Devices, 2020. DRG Millennium Research, Breast Implants & Reconstructive devices, 2018. OviTex and TELA Bio are trademarks of TELA Bio, Inc.

# Product overview



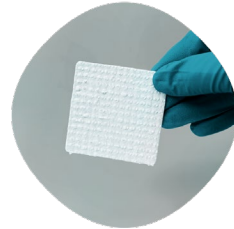
## Myriad

**01 Large complex wounds (trauma) & lower limb salvage**

**02 Restores tissue, fewer complications & single application.**

**03 Compelling clinical data**  
Lower limb salvage (Lawlor<sup>1</sup>)  
Trauma (Cormican<sup>2</sup>)

**04 Myriad Meshed launched for early clinical experience**



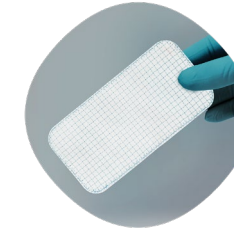
## Symphony

**01 Complex chronic wounds**

**02 Reimbursement change -**  
from 1 Jan 26 flat fee US\$127/cm<sup>2</sup>

**03 RCT concluded-** High level results expected to be announced by end Mar'26

**04 Well positioned irrespective of any further reimbursement changes** -pricing & evidence



## OviTex

**01 Hernia & soft tissue reconstruction (breast)**

**02 Portfolio expansion -** OviTex IHR, Large PRS & LTR submission

**03 Compelling clinical data -** low recurrence<sup>5-8</sup> & explantation rates<sup>6, 9-14</sup>

**04 TELA Bio revenue -** conservatively estimated to grow at a moderate pace

1. Lawlor J, et al Limb Salvage via Surgical Soft-tissue Reconstruction With Ovine Forestomach Matrix Grafts: A Prospective Study. Plast Reconstr Surg Glob Open. 2024 Dec 20;12(12):e6406. 2. Cormican, M.T., et al. 2025. J Trauma and Injury. In press. 3. Mosquera, C., S. Kang and C. A. Ramirez (2024). "Applications of Extracellular Matrix Biomaterial in Tongue Reconstruction." J Craniofac Surg 35(7): e664-e666. 4. Dardano, A. N., I. Efimenko, T. Florio, M. Mahedia and A. M. Klapper (2024). "Rapid Revascularization Following Application of Ovine Forestomach Matrix Graft in Complex Facial and Scalp Trauma." Trauma Cases Rev 10(1): 105. 5. Sivaraj et al.(2022). "Reinforced Biologic Mesh Reduces Postoperative Complications Compared to Biologic Mesh after Ventral Hernia Repair." Plast Reconstr Surg Glob Open 10(2): e4083. 6. Sivaraj et al. (2022). "Outcomes of Biosynthetic and Synthetic Mesh in Ventral Hernia Repair." Plast Reconstr Surg Glob Open 10(12): e4707. 7. Goetz et al. (2022). "Semiresorbable biologic hybrid meshes for ventral abdominal hernia repair in potentially contaminated settings: lower risk of recurrence." Updates in Surgery 74(6): 1995-2001. 8. Parker et al. (2020). "A novel biosynthetic scaffold mesh reinforcement affords the lowest hernia recurrence in the highest-risk patients." Surg Endosc 35(9): 5173-5178. 9. Sweitzer et al. (2024). Hernia Recurrence and Complications After Abdominal Reconstruction With Reinforced Versus Nonreinforced Biologic Mesh. Ann Plast Surg. Apr 1;92(4S Suppl 2):S196-S199. 10. Lake et al. (2024). "Reinforced tissue matrix to strengthen the abdominal wall following reversal of temporary ostomies or to treat incisional hernias." World J Gastrointest Surg 16(3): 823-832. 11. Timmer et al. (2022). "Clinical outcomes of open abdominal wall reconstruction with the use of a polypropylene reinforced tissue matrix: a multicenter retrospective study." Hernia 26(5): 1241-1250. 12. DeNoto, G. (2022). "Bridged repair of large ventral hernia defects using an ovine reinforced biologic: A case series." Ann Med Surg (Lond) 75: 103446. 13. Ankney et al. (2021). "Minimizing Retained Foreign Body in Hernia Repair Using a Novel Technique: Reinforced Biologic Augmented Repair (ReBAR)." J Clin Med Res 3(4): 1-11. 14. DeNoto et al. (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.

# Momentum



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**01**      **Increasing success** with **Myriad** in soft tissue reconstruction

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**02**      **AROA ECM clinical evidence accumulating**

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**03**      **Symphony is a significant new opportunity**

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**04**      **TELABio** continues to be **significant contributor**

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# Guidance - towards the upper end



**NZ\$92-100m**  
**Total Revenue**

YoY CC growth 10 - 20%  
(Myriad 25%+ YoY CC growth)



**NZ\$5-8m**  
**Normalised EBITDA**

**Note:** Guidance provided on constant currency basis (removes the impact of exchange rate movements). Guidance based on an average NZ\$/US\$ exchange rate of 0.60 (compared to the average exchange rate of 0.59 in FY25), US tariff rates remaining at 15% and no material decline in US medical procedure numbers or sustained disruption to AROA's manufacturing or transport activities.



AROA BIOSURGERY

# Questions & Answers



# Thank you for attending



**Eleonora de Vos**

**m** +61 450 930 010  
investor@aroa.com



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**[www.linkedin.com/company/aroa-biosurgery-limited/](https://www.linkedin.com/company/aroa-biosurgery-limited/)**



64 Richard Pearse Drive,  
Auckland 2022, New Zealand

PO Box 107111, Auckland Airport,  
Auckland 2150, New Zealand