



**Investor Presentation**  
**ASX: OCC**

**Paul Anderson**  
**Managing Director**

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# Company Information

**Orthocell is a world leading commercial stage regenerative medicine company**

- Orthocell's lead product, Ortho-ATI™ is a stem cell therapy to regenerate tendons and ligaments

- Next product in late stage development is Celgro™ - a collagen scaffold for soft tissue reconstruction

|                     |                                                                                                                                                |
|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| ASX:                | OCC                                                                                                                                            |
| Share price         | \$0.36                                                                                                                                         |
| Shares on issue     | 82,500,000                                                                                                                                     |
| Market cap          | \$30 million                                                                                                                                   |
| Options outstanding | 5,912,500 (exercisable \$0.50)<br>3,520,000 (exercisable @ \$0.62)                                                                             |
| Major shareholders  | Stone Ridge Ventures 12.34%<br>Paul Anderson 8.44%<br>Ming Hao Zheng 8.56%<br>Qi Xiao Zhou 7.22%<br>Jia Xun Xu 6.26%<br>Australian Super 5.60% |



# Year highlights



- Increased number of patients treated with Ortho-ATI™ - now more than 270 patients treated with Ortho-ATI™
- First international sales of Ortho-ATI™ in Hong Kong
- Completed first human pilot trial of Celgro™
- Presented successful 4.5 year data on Ortho-ATI™ for Lateral Epicondylitis (tennis elbow) tendon repair
- Presented successful 2 year data on Ortho-ATI™ for Gluteal tendon repair
- Demonstrated first growth of tendon in a lab for future allogeneic tendon repair product
- Completed IPO raising \$8MM in oversubscribed offering
- Secured collaboration with Bone Support AG for Celgro™ for bone void covering

# Regenerative medicine market



Regenerative medicine is one of the fastest growing health markets driven by:

- an aging population
- increasing participation in sports activities
- growing trend of minimally invasive procedures
- advancement in orthopedic product technologies

*U.S., EU and Japan Orthopedic Soft Tissue Repair Market Revenue by Procedure, 2013 –2020 (USD Million)*

|           |                       | 2013  | 2014  | 2015  | 2016  | 2017  | 2018  | 2019  | 2020   | CAGR (%) |
|-----------|-----------------------|-------|-------|-------|-------|-------|-------|-------|--------|----------|
| Ortho-ATI | Lateral Epicondylitis | 734   | 758   | 783   | 807   | 832   | 856   | 879   | 903    | 2.9      |
|           | Gluteal Tendon        | 52    | 52    | 52    | 53    | 53    | 53    | 54    | 54     | 0.4      |
|           | Achilles              | 174   | 179   | 184   | 189   | 194   | 199   | 203   | 207    | 2.7      |
|           | ACL                   | 3,359 | 3,619 | 3,882 | 4,148 | 4,413 | 4,677 | 4,936 | 5,216  | 6.6      |
| Celgro    | Rotator Cuff          | 1,823 | 1,951 | 2,070 | 2,185 | 2,296 | 2,401 | 2,499 | 2,588  | 5.0      |
|           | Vaginal Prolapse      | 878   | 912   | 946   | 979   | 1,012 | 1,044 | 1,074 | 1,104  | 3.5      |
|           | Total (USD MM)        | 7,020 | 7,472 | 7,918 | 8,362 | 8,800 | 9,229 | 9,645 | 10,072 | 5.2      |

Source: US Europe and Japan Orthopedic Soft Tissue Repair Market: Industry Analysis, Size, Share, Growth, Trends and Forecast, 2014 – 2020, Transparency Market Research 2015

# Regen medicine corporate market heating up



## Notable Deals 2013/14

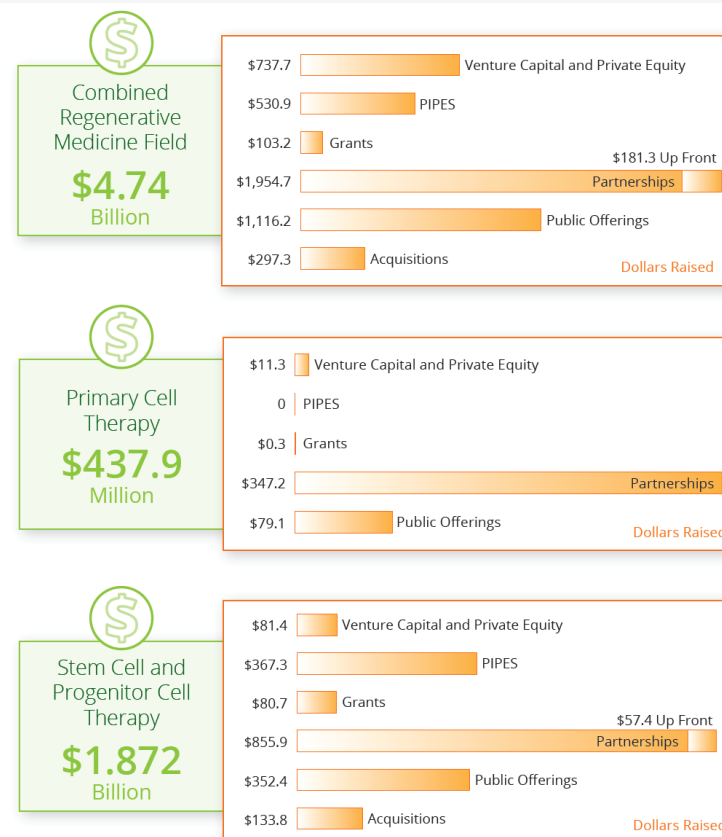
| Deal Type                    | Company(s)                                        | Total Deal Value | Date     |
|------------------------------|---------------------------------------------------|------------------|----------|
| Collaboration                | Tengion / Celgene                                 | \$15M            | 7/1/13   |
| Merger                       | Capricor / Nile Therapeutics                      | NA               | 7/8/13   |
| Commercialization Agreement  | uniQure NV / Chiesi Farmaceutici                  | \$39.8M          | 7/9/13   |
| Collaboration                | Stratatech / BARDA Contract                       | \$47.2M          | 7/31/13  |
| Acquisition                  | Mesoblast / Osiris Stem Cell Therapeutic Business | \$100M           | 10/11/13 |
| Licensing Deal               | Cytori Therapeutics, Inc. / Lorem Vascular        | \$500M           | 11/4/13  |
| Licensing Deal               | Pluristem / CHA Biotech                           | \$10.4M          | 12/17/13 |
| Acquisition                  | Intrexon / Medistem                               | \$26M            | 12/20/13 |
| Collaboration/Licensing Deal | Capricor / J&J                                    | \$325M           | 1/6/14   |
| Collaboration                | Sangamo / Biogen Idec                             | \$320M           | 1/9/14   |
| Acquisition of Dermagraft    | Organogenesis Inc. / Shire                        | \$300M           | 1/17/14  |
| Acquisition                  | Sillajen / Jennerex                               | \$150M           | 3/17/14  |

Source: Alliance for Regenerative Medicine Annual Report 2014

*Musculoskeletal-related conditions in the U.S. account for 132 million visits to physicians' offices, 29 million visits to emergency rooms, 15 million hospital outpatient visits and cost over \$850 billion each year. Further, musculoskeletal injuries in the U.S. cause workers to miss more than 440 million days of work annually.*

Source: Penn Center for Musculoskeletal Disorders, Overview of the Penn Center for Musculoskeletal Disorders, Perelman School of Medicine website, <http://www.med.upenn.edu/pcmd/overview.shtml>

## Financings 2013/14

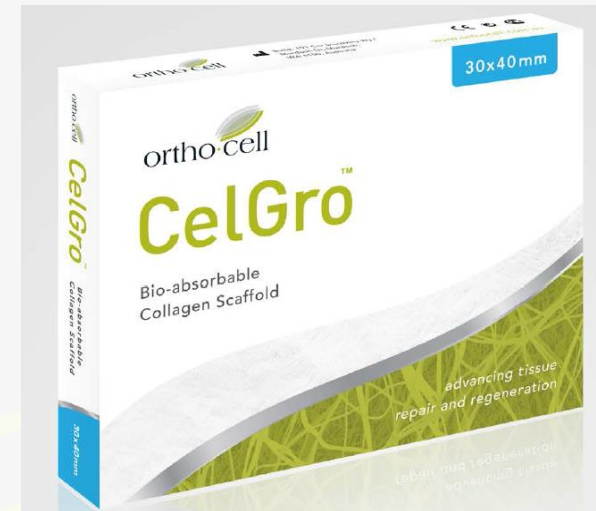


Source: Alliance for Regenerative Medicine Annual Report 2014

# Collagen Scaffold - CelGro™



- CelGro™ is a superior tissue regeneration technology that:
  - has high mechanical strength and pliability
  - has no foreign DNA and is pure
  - is very cell friendly
- Multiple applications:
  - tendon augmentation and repair
  - bone repair and regeneration (dental and general)
  - gynaecological and urological soft tissue repair
  - general surgical soft tissue reconstruction
  - ENT tympanic membrane and maxillofacial
- Initial human trials in low risk applications are underway with pilot tympanic membrane (ruptured ear drum) study successfully completed and about to commence guided bone repair for dental application
- ARTG registration application planned for Q2 2015 with European CE Mark immediately thereafter



# Global Celgro™ market is significant

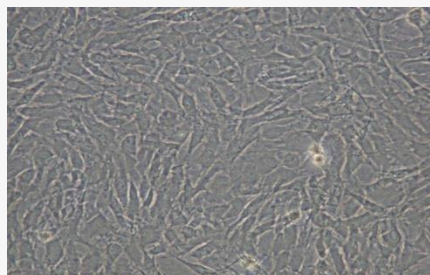


- Celgro™ is initially being developed for:
  - Rotator Cuff repair - \$1.8BB annual market with 45% revision rate for existing surgeries and no strong and resorbable scaffold available; and
  - Vaginal Wall prolapse - \$800MM annual market with NO scaffold products currently approved, following recent synthetic product withdrawals
- Regulatory approval for one indication allows broader use for general surgical and orthopaedic applications
- Significant M&A and licensing activity in the scaffold area for traditional surgical and newer cell therapy indications, including:
  - 2014 – Organogenesis acquisition of Dermagraft for US \$300MM
  - 2013 – DSM buys Kensey Nash for US\$360MM
- Orthocell plan to enter into multiple licenses for Celgro™ across different indications, as evidenced by recent Bone Support AB collaboration announcement in bone void repair



# Ortho-ATI™ - tendon regeneration

Proprietary method for expanding and cultivating tendon stem cells (*Tenocytes*)



Tendon biopsy  
from patient to  
collect tendon  
stem cells

TGA approved  
GMP process to  
expand and  
cultivate  
patient's cells

Minimally invasive  
reinjection of  
tenocyte cells at  
site of tendon  
injury

ATI = autologous tenocyte implantation

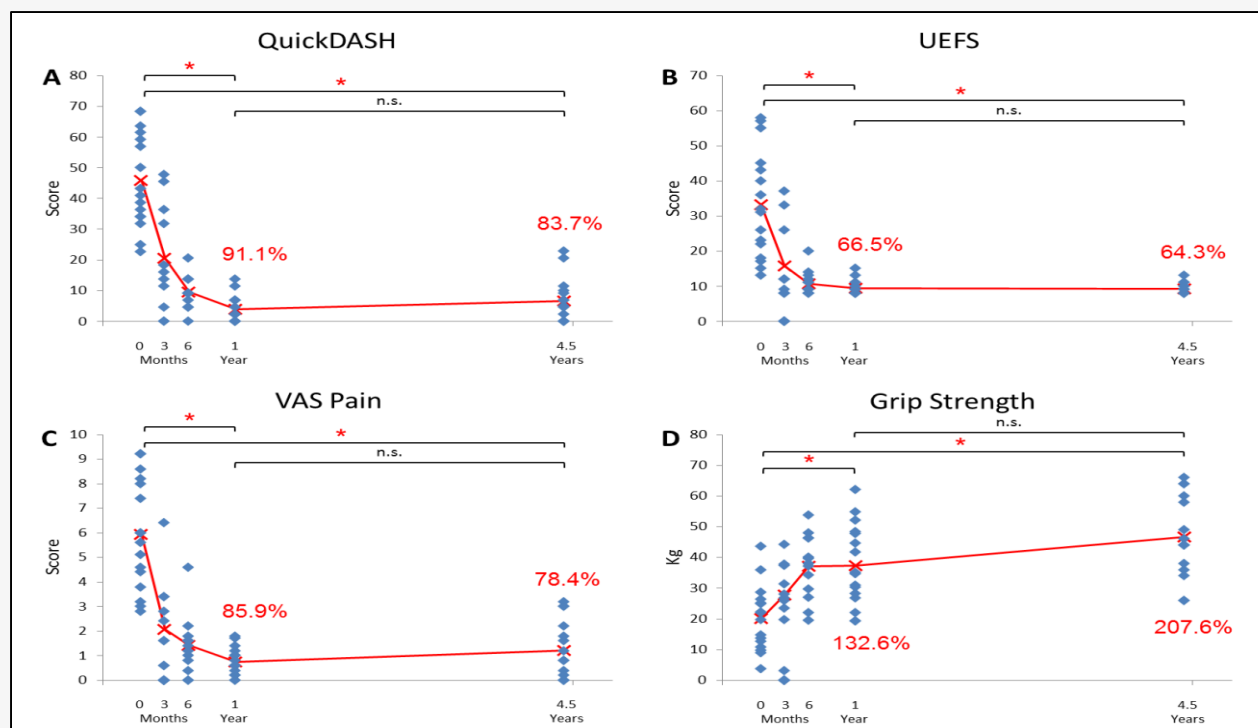
# Global Ortho-ATI™ market is significant



- Ortho-ATI™ has been applied to most tendon injuries, but regulatory approval in Australia is initially focused on:
  - Lateral Epicondylitis - \$700MM market largely dependent on surgery to address recalcitrant long term tendon damage;
  - Gluteal tendon - \$50MM market based on mechanical stabilization only, with NO effective regenerative treatment;
- Orthocell is currently generating revenue from treatments in Australia and New Zealand, with first patients in Hong Kong
- Initial Australian reimbursement application will be for Lateral Epicondylitis and Gluteal tendon
- Orthocell plan to continue data generation for further product registrations in a variety of tendon models throughout 2016/17
- Targeting international product registrations in Japan in 2016, then EU and USA

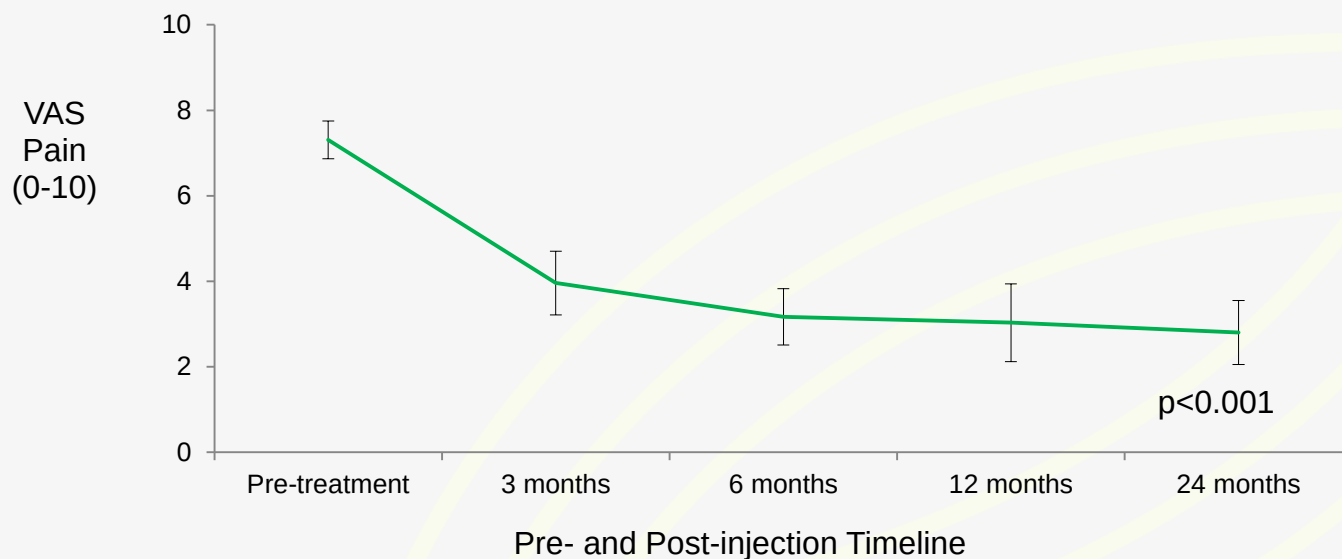
## Lateral Epicondylitis (Tennis Elbow)

- Ortho-ATI™ can structurally repaired tendon tissue in patients with severe tennis elbow
- Long term data (3-5yrs) demonstrates durability and effectiveness

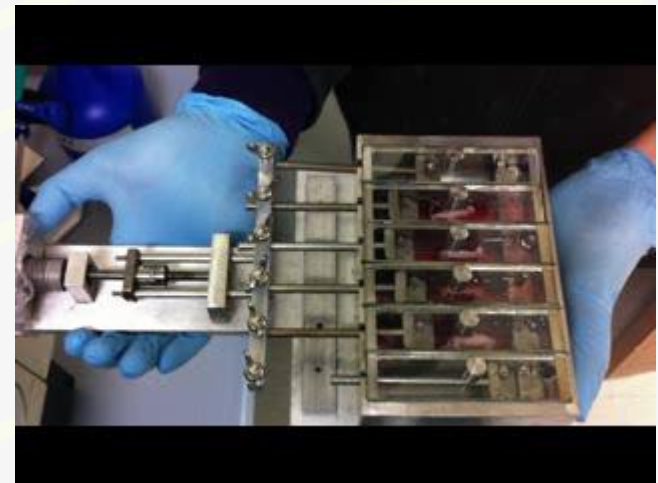
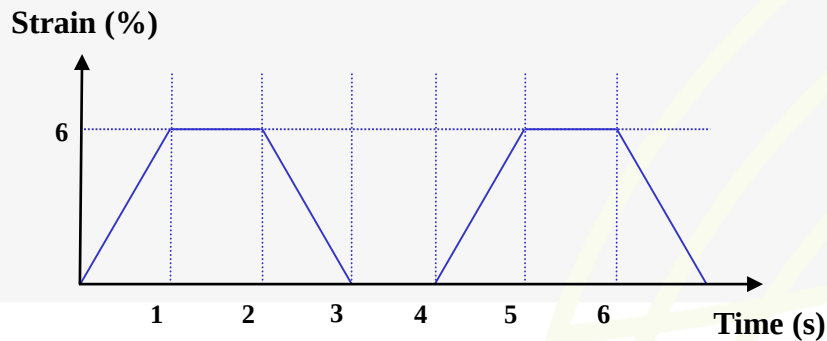


## Gluteal Tendinopathy (Hip)

- Common injury in middle aged women with debilitating affect on quality of life and limited surgical success
- Ortho-ATI™ has demonstrated significant clinical improvement at 3 months, maintained to 24 months in treatment resistant patients



# Tendon in a lab – next generation



# Growing recognition



- Foster Stockbroking (23.09.2014)\*

*'With two proprietary , mass market regenerative medicine treatments on the cusp of global commercialisation, we believe OCC is well positioned to transition into a significant player in the Biotech sector'*

- Smart Investor, Trevor Hooey's top 10 picks (issued 21.11.2014)\*

*'Orthocell has been quick to slip into gear after listing on the ASX in August'*

***“The field of regenerative medicine is reaching a point in its evolution where progress not only seen in headlines, but felt by thousands of patients who are receiving disease-altering therapies every day”***

Alliance for Regenerative Medicine Annual Report 2013

# Upcoming Milestones 2015



- Commence CelGro™ guided bone repair trial – Q2 2015
- Commence CelGro™ Rotator Cuff clinical trial – Q2 2015
- Commence Ortho-ATI™ Lateral Epicondylitis trial – Q3 2015
- Ortho-ATI trial data Achilles – Q2 2015
- Finalise Bone Support AB collaboration – Q2 2015
- File CelGro™ registration application TGA – Q2 2015
- Secure international partner for Ortho-ATI™/ACI™ - Q4 2015

# Investment Highlights



|                                                          |                                                                                                                        |
|----------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| <b>Approved treatments with strong clinical evidence</b> | First tendon and ligament regeneration product approved in a major market                                              |
| <b>Significant unmet medical need</b>                    | The market for musculoskeletal conditions in U.S. EU and Japan targeted by Orthocell therapies exceeds \$7BB per annum |
| <b>TGA approved manufacturing facility</b>               | Commercial manufacture ongoing in TGA approved cGMP facility                                                           |
| <b>Next product in late stage development</b>            | Celgro™ planned for registration application in Q3 2015                                                                |
| <b>Global approvals and expansion underway</b>           | Expansion of existing approvals to other international markets underway and first product licensed to China            |
| <b>Team with track record</b>                            | Team secured approval of Australia's first cell therapy and Board has relevant M&A and licensing experience            |





**Advancing Tissue Repair and Regeneration**

**Thank you**

**ASX: OCC**

**Paul Anderson  
Managing Director**