

Orthocell appoints Surgical Specialties as exclusive distributor

- **Surgical Specialties appointed as exclusive distributor in Australia and New Zealand** of Orthocell's world leading tendon regeneration (Ortho-ATI®) and cartilage regeneration therapy (Ortho-ACI®)
- Surgical Specialties has established **relationships with leading orthopaedic surgeons and sports physicians** and has a team of over 70 people, with sales offices throughout Australia and New Zealand
- Exclusive distributor to **expand the network of referring doctors and physicians**

Perth, Australia; 11th October 2017: Regenerative medicine company Orthocell Limited (ASX:OCC, "Orthocell" or the "Company") is pleased to announce it has appointed Surgical Specialties Pty Ltd (Surgical Specialties) as its exclusive distributor in Australia and New Zealand for its world leading cell therapies for tendon regeneration (Ortho-ATI®) and cartilage regeneration (Ortho-ACI®).

"Surgical Specialties is a leading distributor of innovative medical devices and one of the few local companies with its own national sales force and marketing teams," said Managing Director of Orthocell, Paul Anderson. "Surgical Specialties is the ideal partner with established relationships with leading orthopaedic surgeons and sports physicians, a successful track record and a highly skilled and dedicated national sales force," he added.

Surgical Specialties will take over distribution responsibilities for Orthocell's cell therapies including targeted promotion activities and initiating sales, as well as assisting with expanding the network of referring doctors and physicians. The exclusive distribution agreement has a term of five years and the arrangement will allow Orthocell to maintain its focus on the development of its novel regenerative medicine products and driving national and international regulatory approvals for its technologies.

"We are very excited to be involved with Orthocell. Orthocell has the only cell therapy intervention listed on the Australian Register of Therapeutic Goods (ARTG) for the repair of damaged or degenerate cartilage in the knee or ankle joint, and an innovative market leading approach for the repair of degenerate tendons. Both products are based on ground-breaking technology and addresses a significant clinical need, particularly in the orthopaedic and sports physician market," said CEO of Surgical Specialties, Phil Nicholl.

About Surgical Specialties Pty Ltd:

Established in 2006, Surgical Specialties now have a team of over 70 people, with sales offices throughout Australia and New Zealand. Surgical Specialties is an independent distributor of innovative medical devices to the Australian and New Zealand medical community. The business focuses on the following surgical areas: Arthroplasty, Extremities, Specialty Trauma, Orthobiologics, Critical Care and Operating Room Products.



For more information, please contact:

General enquiries

Paul Anderson
Orthocell, Managing Director

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

Investor and Media enquiries

Ben Walsh
WE Buchan

P: + 61 411 520 012
E: bwalsh@buchanwe.com.au

About Orthocell Limited

Orthocell is a regenerative medicine company focused on regenerating mobility for patients by developing products for the repair of a variety of tendon, cartilage and soft tissue injuries. Orthocell's portfolio of products include TGA-licensed cell therapies Autologous Tenocyte Implantation (Ortho-ATI®) and Autologous Chondrocyte Implantation (Ortho-ACI®), which aim to regenerate damaged tendon and cartilage tissue. The Company's other major product is Celgro®, a collagen medical device which facilitates tissue repair and healing in a variety of orthopaedic, reconstructive and surgical applications and is being readied for first regulatory approvals.

For more information on Orthocell, please visit www.orthocell.com.au or follow us on Twitter **@OrthocellLtd** and LinkedIn **www.linkedin.com/company/orthocell-ltd**

