

Osteopore<sup>®</sup>

# INVESTOR PRESENTATION

AUGUST 2022



ASX: OSX



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- Osteopore is a **global leader** in regenerative medical technology and devices.
- Our novel implants empower natural tissue regeneration and **dissolve over time**.
- Over **60,000 successful cases** with superior results over traditional procedures.
- Distribution partners and regulatory clearances **secured** in most major markets.
- **Increasing sales momentum** in more than 20 countries, across all continents.
- Huge addressable markets, including the US\$3.9bn<sup>2</sup> bone graft and US\$100bn<sup>3</sup> permanent implant sectors.



01

## BONE

Commercial products already available



02

## CARTILAGE

Under Development

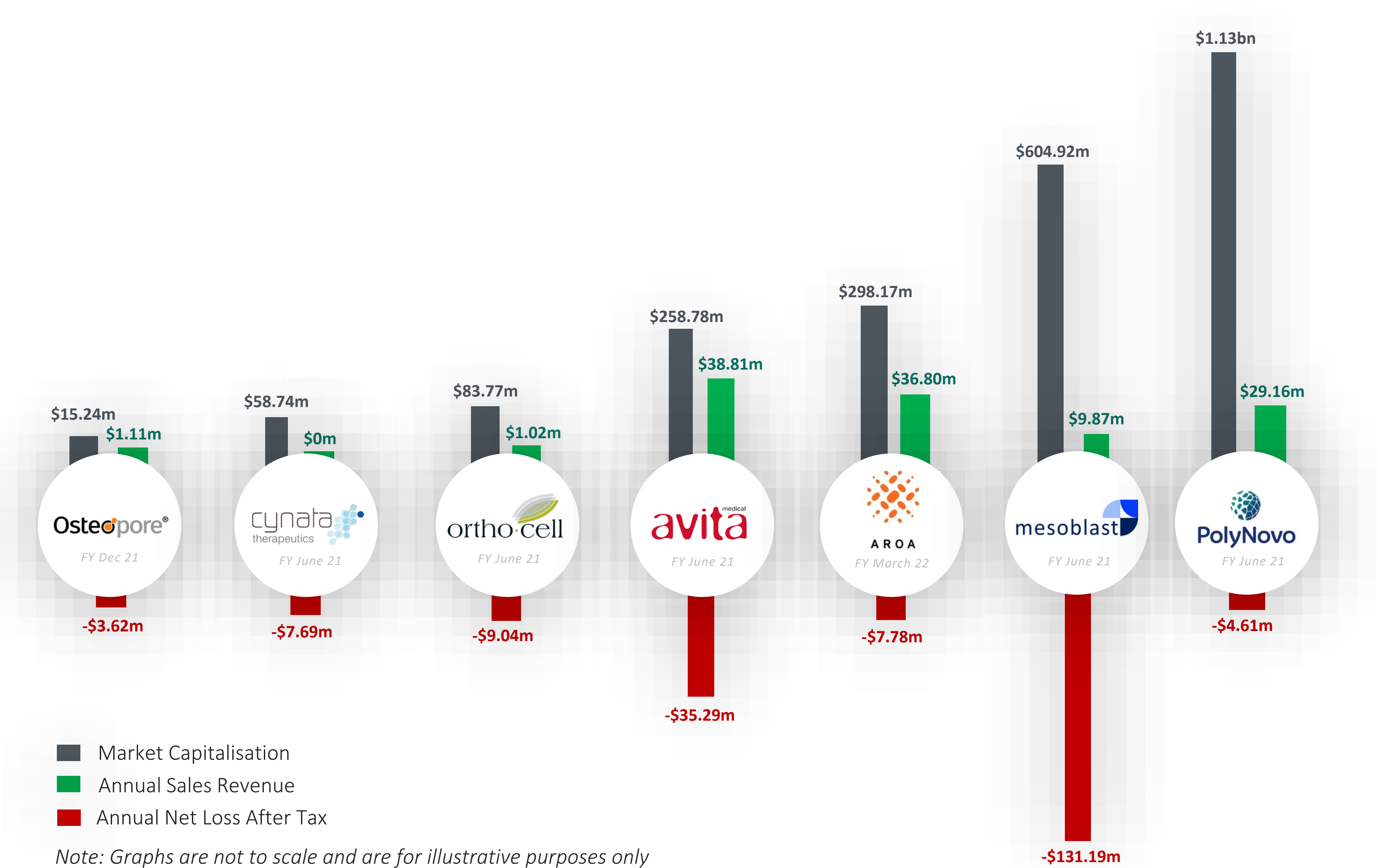
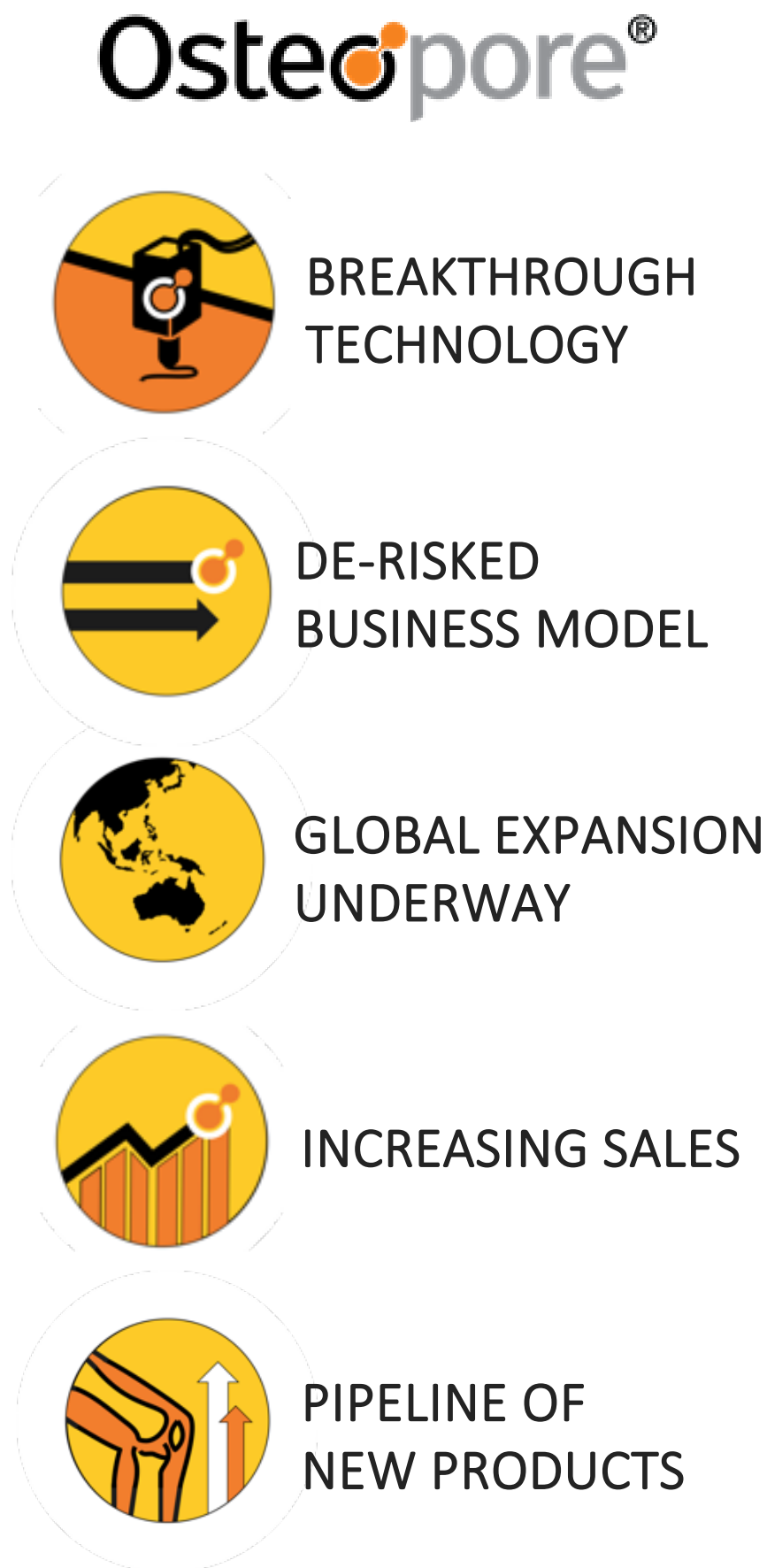


03

## TENDON

Under Development

# ASX REGENERATIVE MEDTECH LANDSCAPE



- Companies listed above selected due to indicative regenerative business focus based on publicly available information.
- The annual sales revenue and net loss after tax were based on the individual company's last publicly available audited annual report on asx.com.au (Osteopore annual report lodged on ASX on 31 March 2022, Cynata annual report lodged on ASX on 14 October 2021, Ortho-cell annual report lodged on ASX on 27 August 2021, Avita annual report lodged on ASX on 27 August 2021, Aroa annual report lodged on ASX on 30 June 2022, Mesoblast annual report lodged on ASX on 29 October 2021, PolyNovo annual report lodged on ASX on 3 September 2021).
- For the purposes of the presentation, the annual sales revenue excludes interest and other income, government grants & subsidies, R&D rebates and foreign currency gains.
- Currency presented is in AUD. Where the individual company's audited annual report were presented in a different currency, the exchange rate used to convert it to AUD for the purposes of this presentation, was based on the rate on the respective financial year end date, sourced from OANDA.
- Market capitalisation was sourced from the individual company's profile on asx.com.au. As per ASX's market capitalisation methodology available on its website, the market capitalisation is calculated by using the individual company's number of ordinary securities on issue multiplied by the previous trading day's last traded price of the individual company's ordinary securities. For the purpose of this presentation, the market capitalisation was based on the closing share price on 3 August 2022.
- Investors should not rely on this peer comparison information as a basis for making investment decisions.



# OUR PURPOSE

01

## MISSION

Harness our superior technology to become the standard of care globally for natural tissue regeneration.

02

## VISION

Become the most valuable regenerative medical device company in the world.

03

## IMPACT

Improve clinical outcomes and patient quality-of-life, and reduce overall healthcare costs.

# NOVEL PROCESS TO REGENERATE BONE

- Our 3D printed bioresorbable implants enable the **natural stages** of bone healing.
- **Highly customisable** to biomimic bone and other tissues.
- Naturally dissolves and leaves only **healthy bone tissue**.
- Easily integrated into current clinical procedures.
- Improves surgical outcomes - Low inflammation or infection.
- More effective treatment with extremely low post surgery complication rates – lowers healthcare costs.



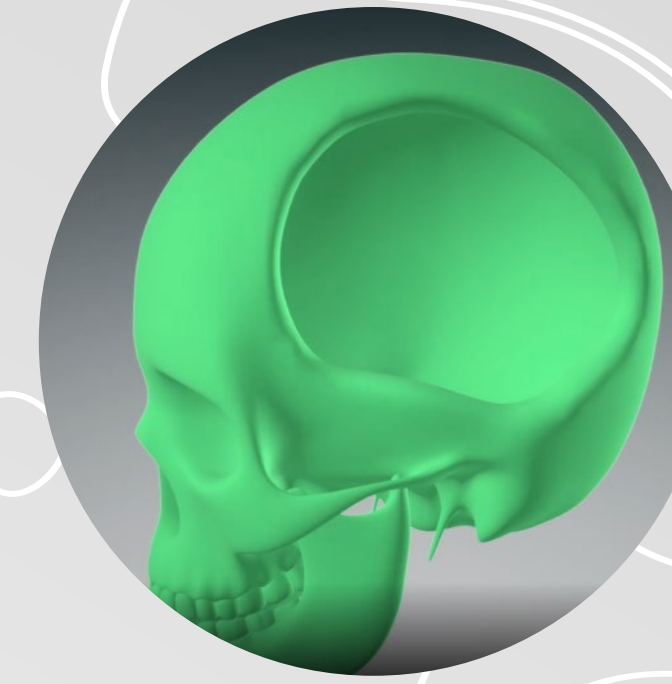
# OUR PROCESS TO REGENERATE BONE



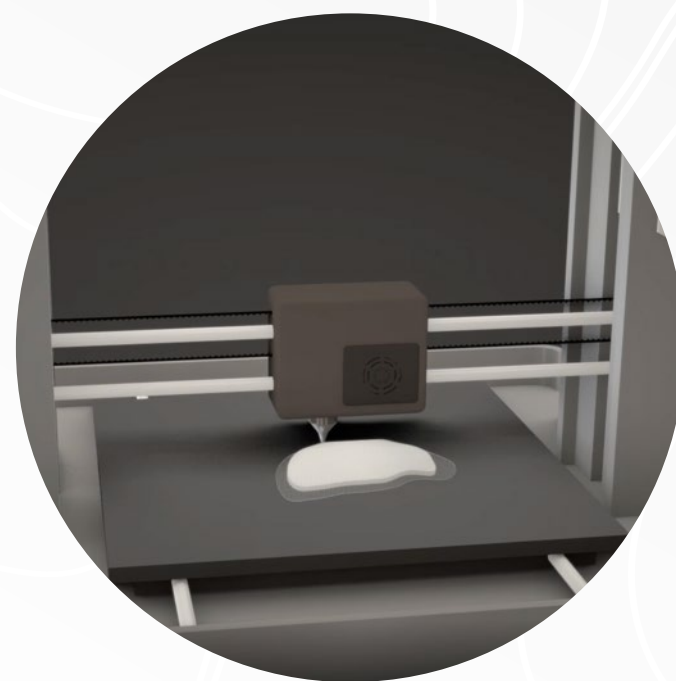
**01** | Patient with cranial defect



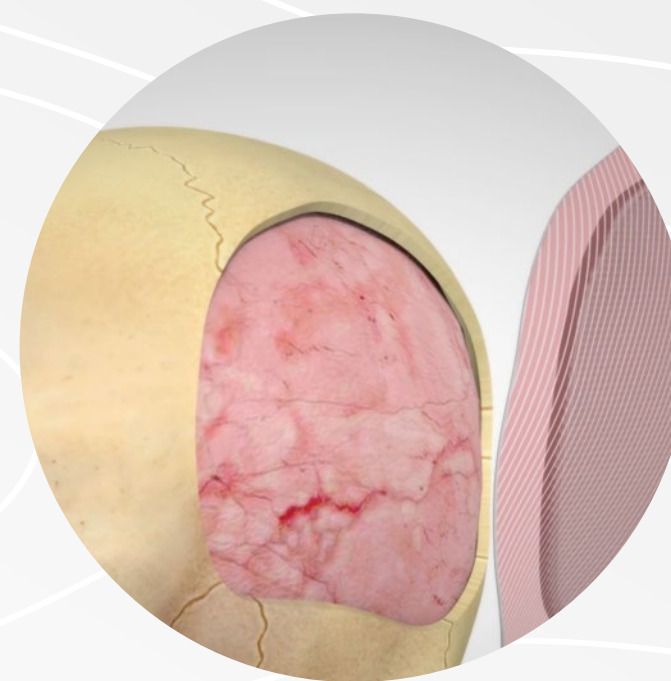
**02** | Patient undergoes CT scan



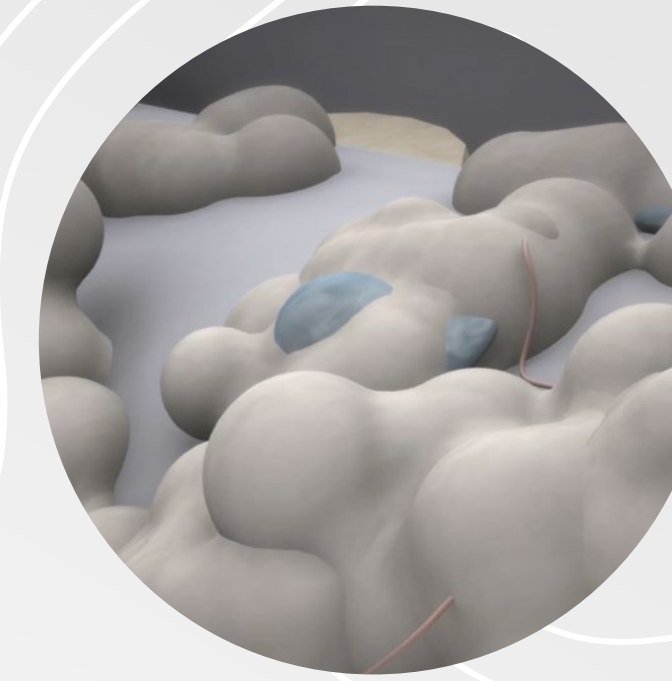
**03** | CT scan converted into a 3D model



**04** | Novel 3D printing of implant



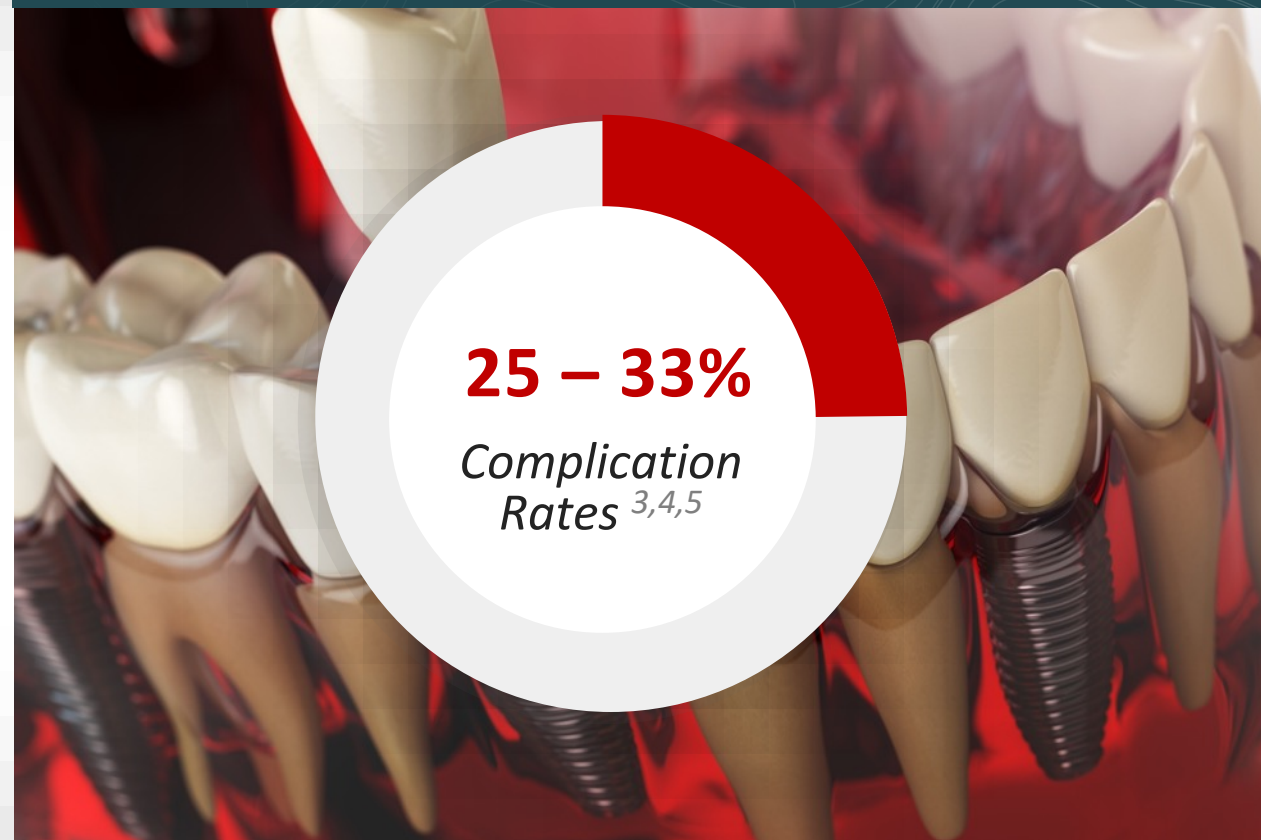
**05** | Implant fits perfectly into defect



**06** | Bone grows on implant. Implant then dissolves.

# OVERCOMING PROBLEMS OF TRADITIONAL PROCEDURES

## PERMANENT IMPLANTS US\$100BN MARKET <sup>1</sup>



### Permanent implants are not permanent solutions

- Non-biodegradable.
- Potential for onset infections.
- Implant can extrude through the skin.
- Difficult to manufacture.
- Limited size and shape options.

## BONE GRAFT US\$3.9BN MARKET <sup>2</sup>



### The 'gold standard' bone graft can have complications

- Potential of infection.
- Can have lasting pain at site of harvest.
- Body can totally absorb the graft with no bone regeneration.

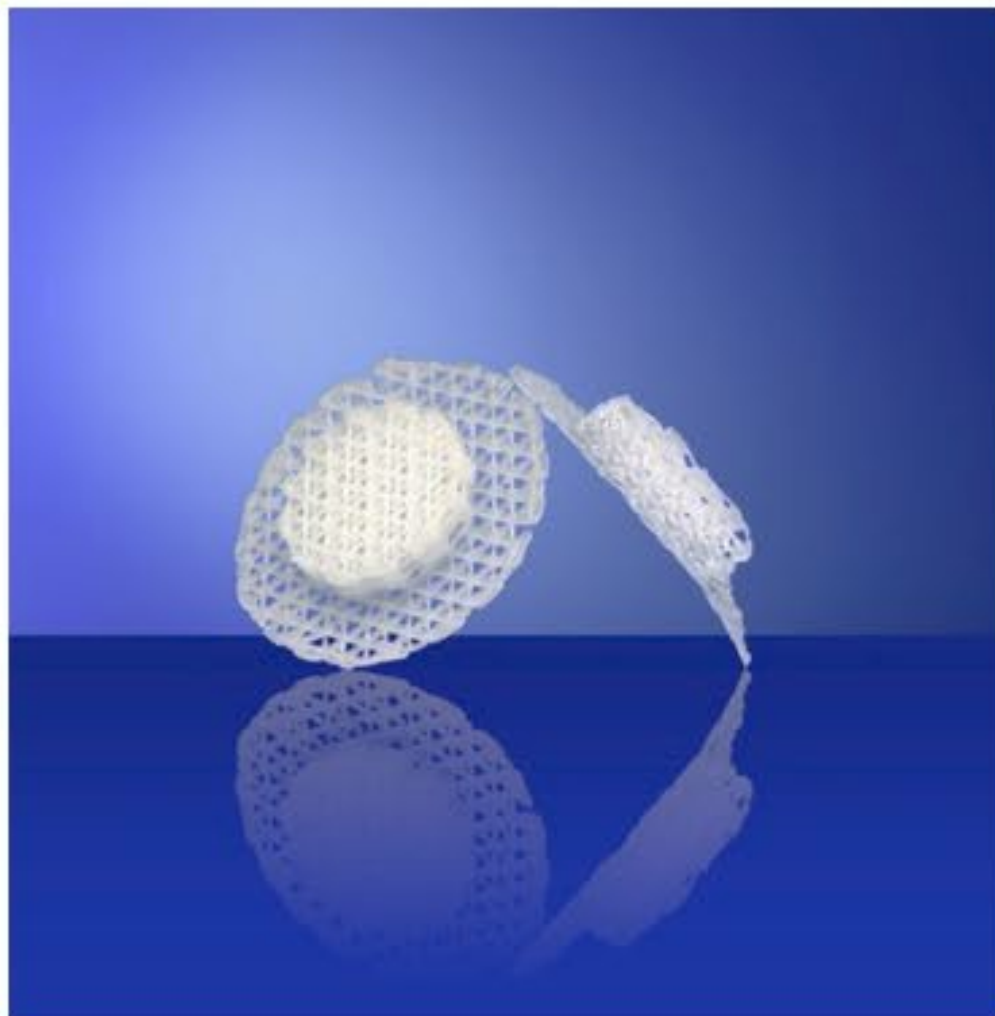
## Osteopore<sup>®</sup>



### Superior, commercially ready products for customisable or off-the-shelf use by surgeons

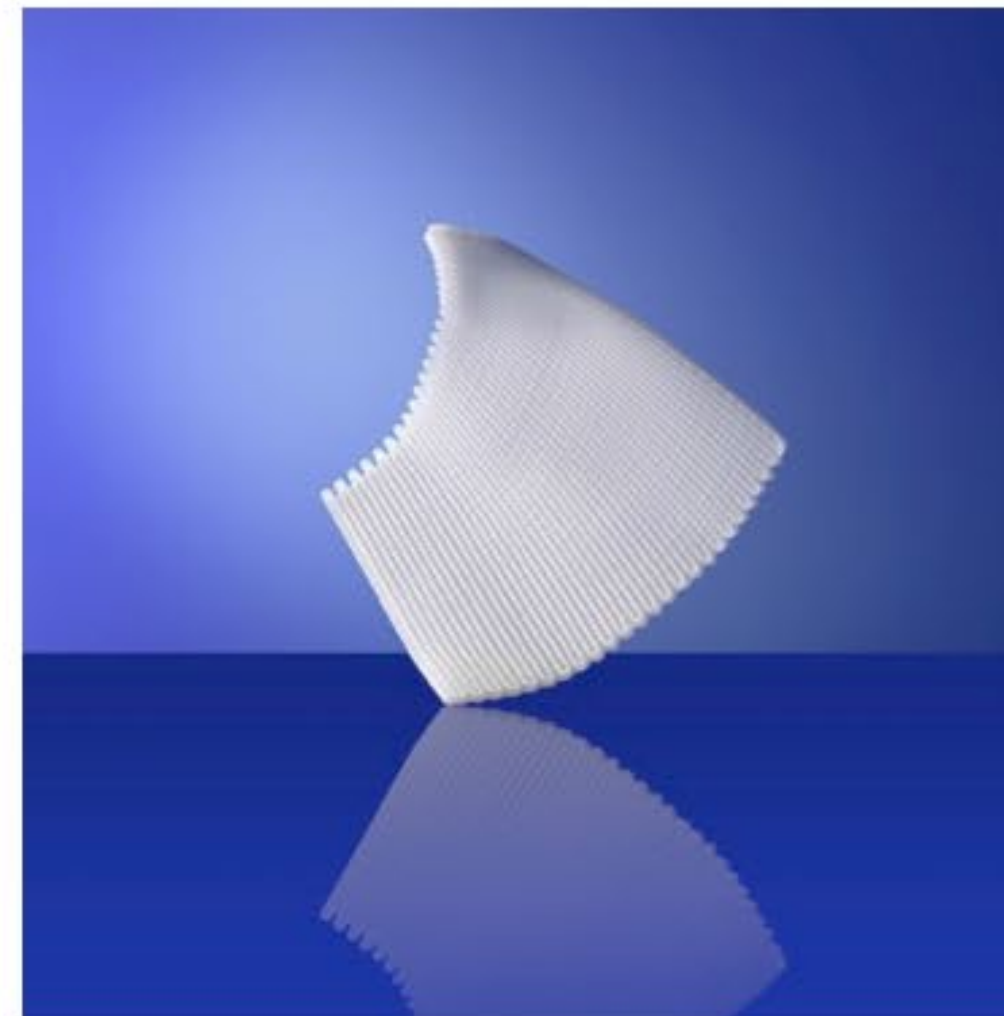
- Solves an unmet clinical need.
- Proven solution that expedites recovery.
- Lowers healthcare costs\*.

# PRODUCTS FOR CLINICAL APPLICATIONS IN CRANIOFACIAL RECONSTRUCTION



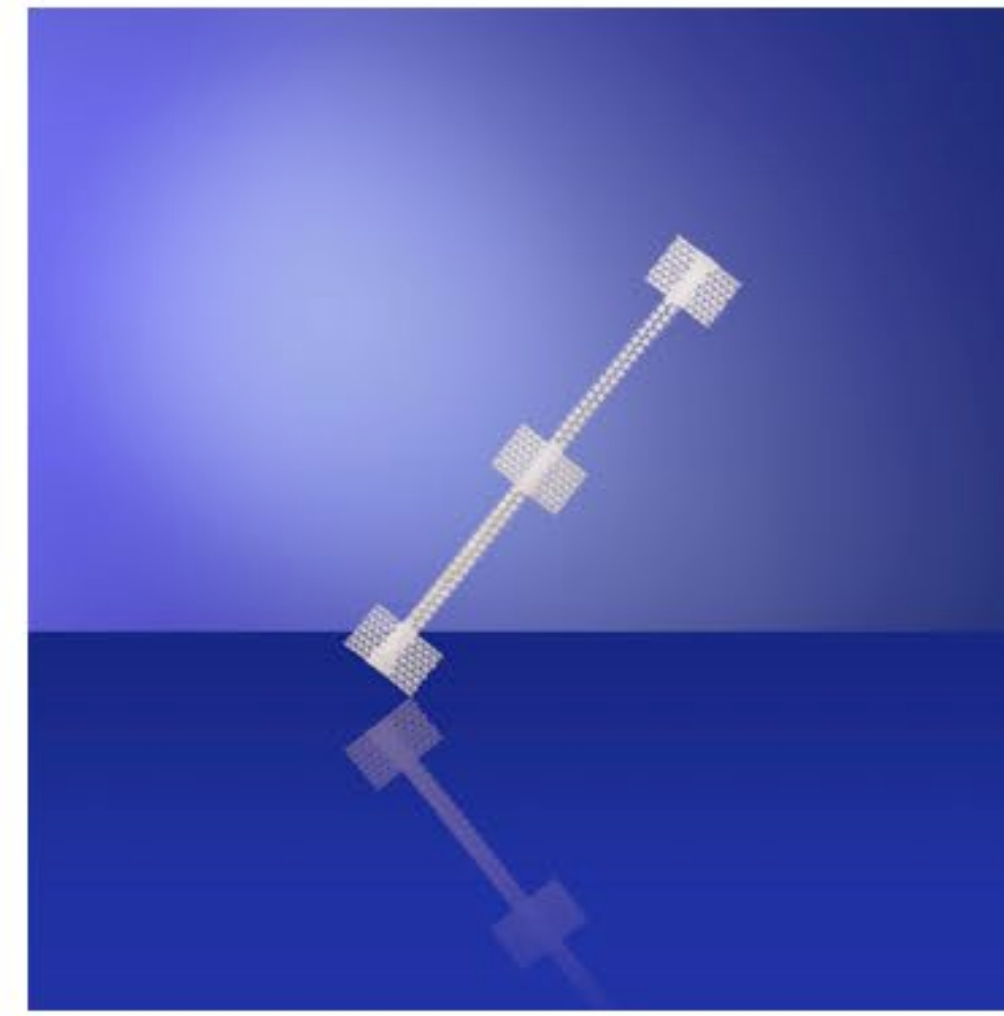
**Osteoplug™**

Bioresorbable implant that is used in neurosurgery for covering burr holes (holes in skull).



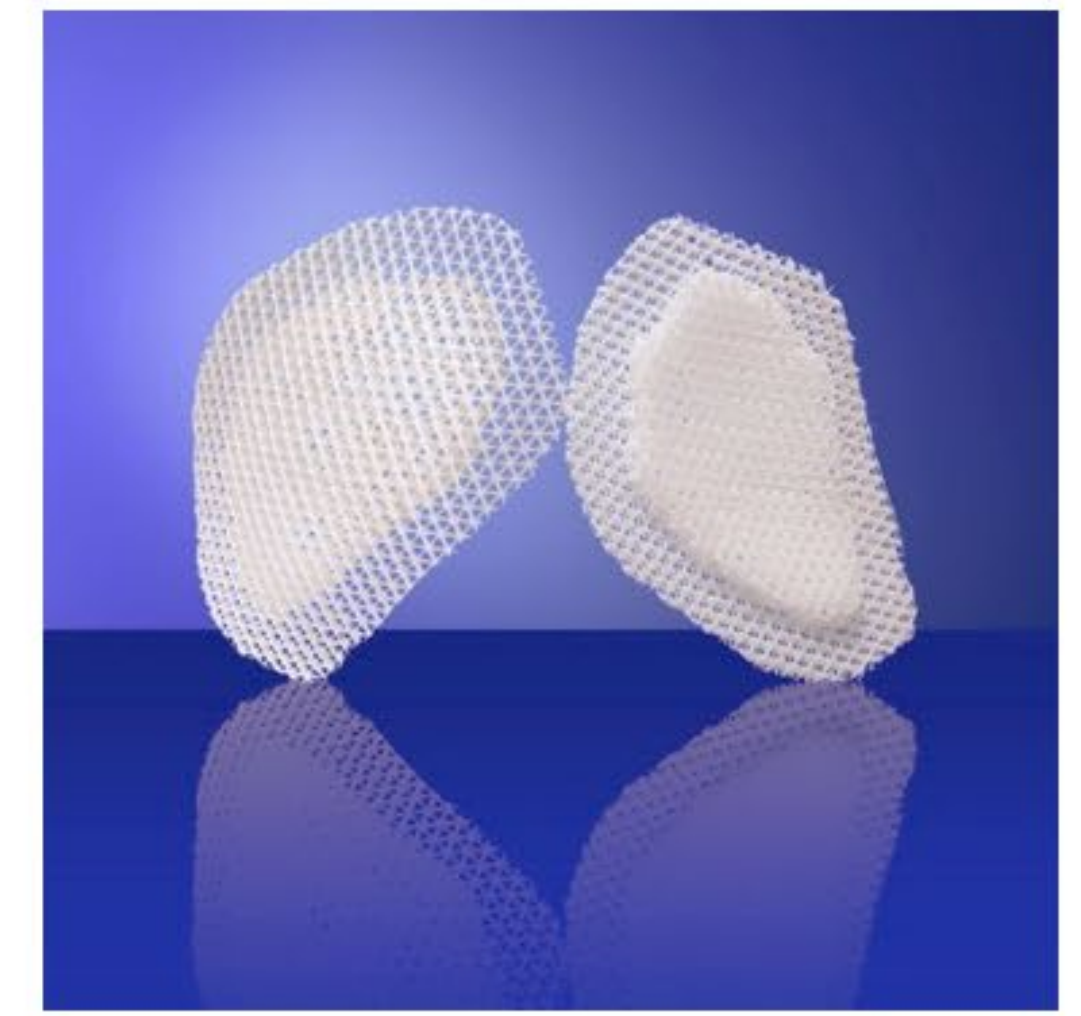
**Osteomesh™**

Bioresorbable implant that is used in craniofacial surgery to repair various types of fractures, including the repair of bone in the skull, face and jaw.



**Osteostrip™**

Bioresorbable implant that is used in neurosurgery to fill bone voids following a craniotomy (the surgical removal of part of the skull bone to expose the brain).



**Osteopore® PSI**

Patient Specific Implants (PSI) based on CT imaging of the affected anatomy. These products are used in any part of the body, and are necessary for major bone reconstructions, in cases of trauma or where significant bone loss has occurred.

# COMMERCIAL PRIORITIES TO BUILD COMPANY VALUE

## 1 EXPANDING SALES

Further sales distribution agreements anticipated to be secured throughout 2022, and investigating potential partnerships and acquisition opportunities to supercharge growth.

## 2 GAINING FURTHER REGULATORY ACCESS

Regulatory clearances already secured in many major markets, with multiple clinical trials underway to secure further access in additional target jurisdictions.

## 3 IMPROVING OUR TECHNOLOGY

Continue to improve existing commercial products, refine the manufacturing process, and expand our portfolio of patents and trade secrets.

## 4 DEVELOPING NEW APPLICATIONS

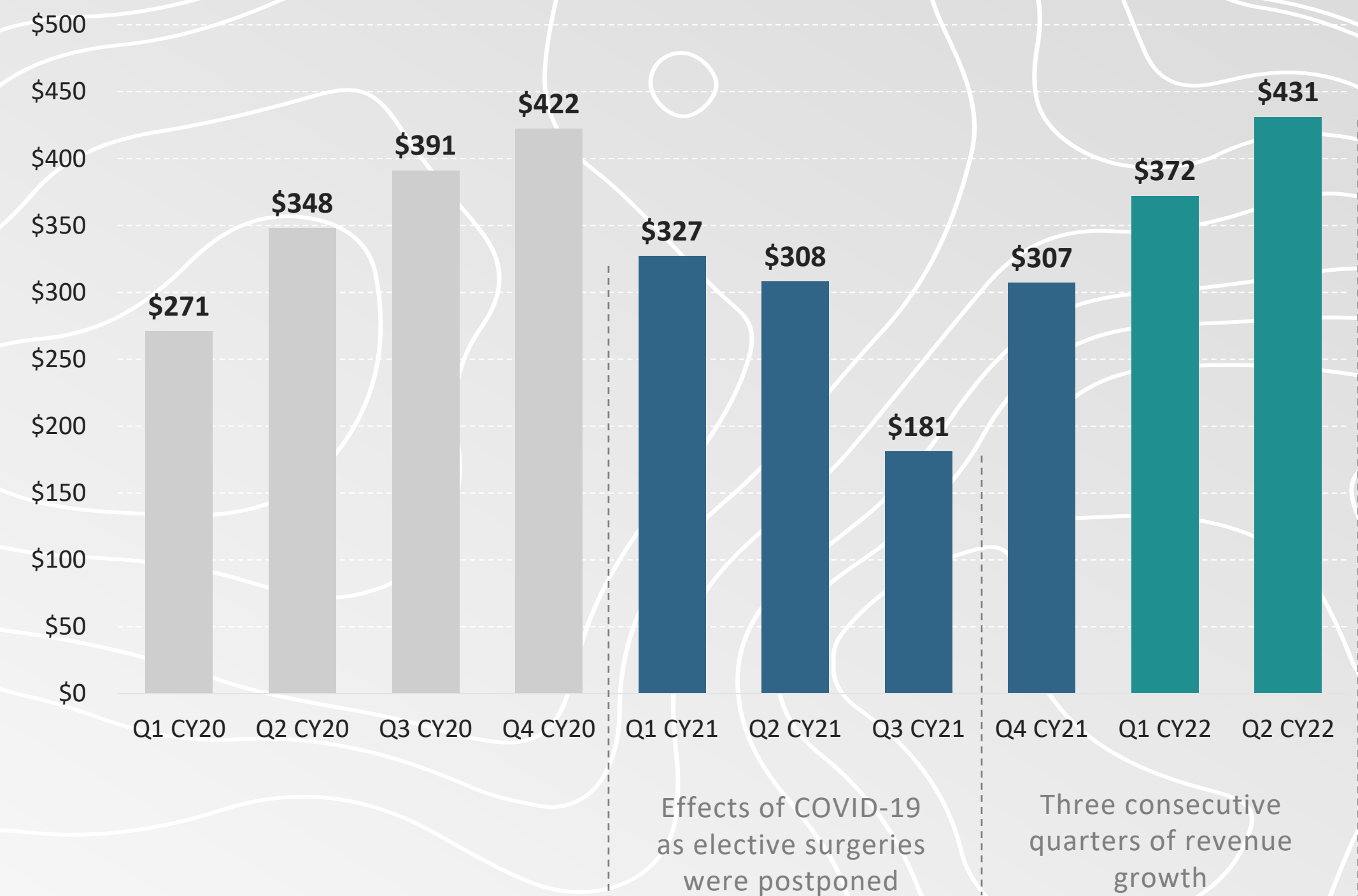
Developing and launching new products to expand the scope of bone regeneration applications across the entire body.



# ENCOURAGING COMMERCIAL OUTLOOK

- **Highly encouraging commercial outlook** as the effects of COVID-19 diminish across Osteopore's key markets.
- **Increasing engagement** with hospitals, surgeons and healthcare decision makers.
- Intensifying in-person sales training and attending all relevant healthcare conferences globally.
- **More distribution agreements** are anticipated to be secured throughout 2022.
- Investigating the viability of internal Osteopore sales teams in key markets, and establishing an Advisory Board to enhance our 'go to market' strategy.

QUARTERLY SALES REVENUE IN SGD (THOUSAND)



# GROWING GLOBAL SALES NETWORK

- Osteopore has built a robust distribution, marketing and sales network encompassing **more than 20 countries**.
- **Significant access** to health professionals, hospitals and health services across every continent.

Ability to rapidly launch new products across our network, as regulatory clearances are established.

- Distribution model provides Osteopore with turn key access to markets, while retaining control over our novel manufacturing process.



23

DISTRIBUTION  
PARTNERS



# EXPLORING PARTNERSHIPS & ACQUISITIONS

Osteopore is currently investigating the viability of potential acquisition and partnership opportunities, that could have the following benefits;

- Partnering with industry peers to cross sell products that generate efficiencies and synergies to **boost growth**.
- Acquiring revenue generating companies could instantly **increase revenue** at a much higher rate than organically.
- Access to complementary technology in the regenerative medical sector could enable Osteopore to expand into **new markets**.
- Opportunity to sell newly acquired products (or partners products) through our extensive global network of distribution partners.

# EXPANDING REGULATORY ACCESS

- Current regulatory clearances
- Near term additional target jurisdictions



America



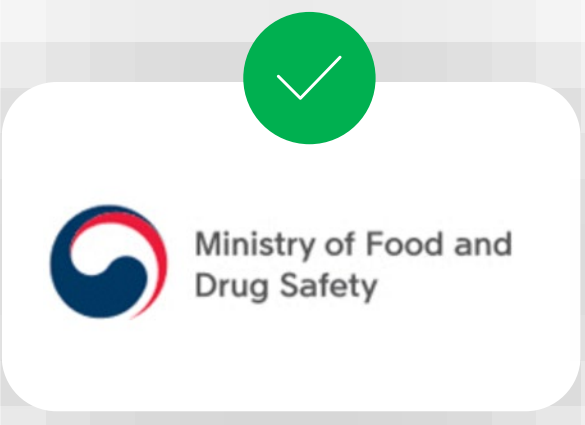
Europe



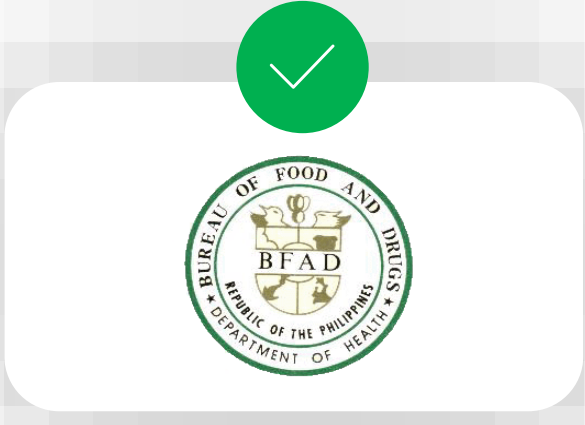
Australia



Singapore



Korea



Philippines

## 3D PRINTED IMPLANTS



Rapid design, manufacturing & delivery

## PROPRIETARY TECHNOLOGY



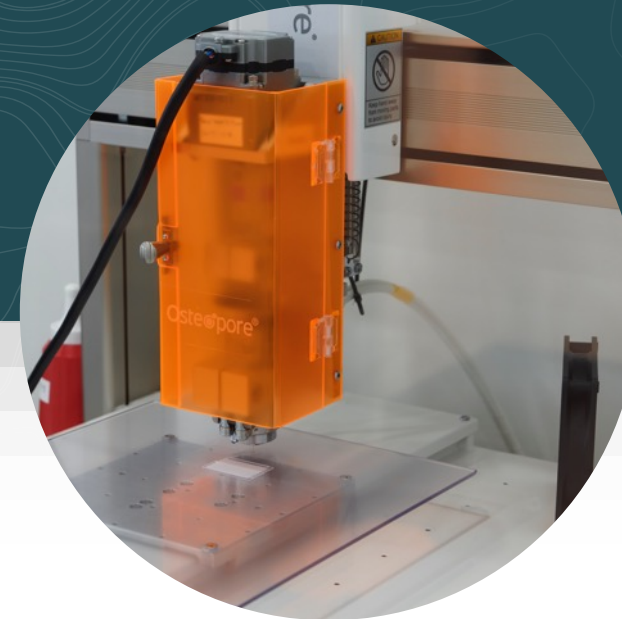
Strong IP and trade secrets

## SCALABLE



Adjust production to meet demand

## LOW COST, HIGH MARGIN



70% margin achieved in Q1 CY22

# WE ARE IMPROVING OUR TECHNOLOGY

- **DESIGN CENTRE OF EXCELLENCE**

Co-localisation of high value design workflow within vicinity of key university and hospital ecosystems for increased touch-points with key clinicians.

- **ACCESSIBILITY TO AUTOMATION & I4.0**

Proprietary technology can be integrated with robots to improve productivity and efficiency, while being Industrie 4.0 ready.

- **DISTRIBUTED MANUFACTURING**

Distributed manufacturing of high-value products in strategic locations globally, to overcome time and geographical barriers.

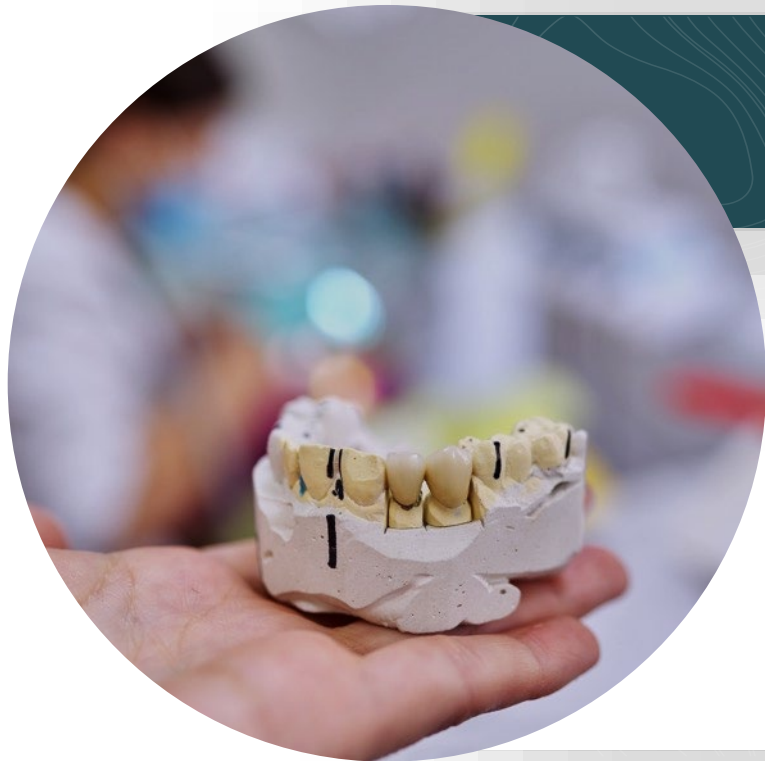
- **AI-DRIVEN PRODUCT DESIGN**

Integration of Artificial Intelligence into complex product design to reduce turnaround time.

- **NEW 3D PRINTING TECHNOLOGY**

Identifying and engineering cutting-edge 3D printer technology to support new product innovation.

# DEVELOPING NEW APPLICATIONS



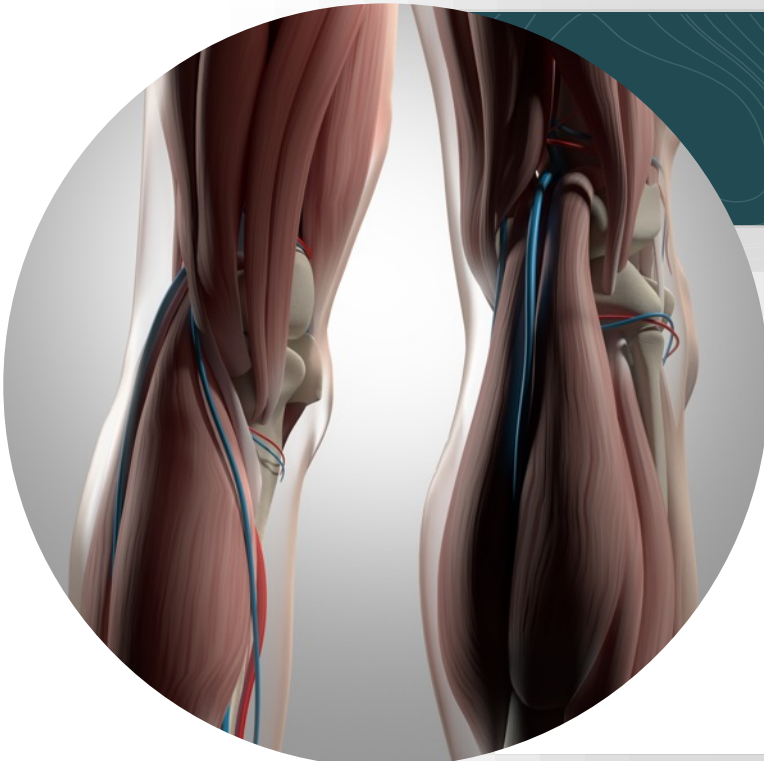
## DENTAL

|                           | Product R&D | Preclinical Research | Clinical Trials | Regulatory Approvals | Initial Sales |
|---------------------------|-------------|----------------------|-----------------|----------------------|---------------|
| Socket preservation       | ■           | ■                    | ■               | ■                    | ■             |
| Guided Bone Regeneration  | ■           | ■                    | ■               | ■                    | ■             |
| Immediate implant loading | ■           | ■                    | ■               | ■                    | ■             |
| Guide Tissue Regeneration | ■           | ■                    | ■               | ■                    | ■             |



## ORAL MAXILLOFACIAL

|                              | Product R&D | Preclinical Research | Clinical Trials | Regulatory Approvals | Initial Sales |
|------------------------------|-------------|----------------------|-----------------|----------------------|---------------|
| Cleft palate reconstruction  | ■           | ■                    | ■               | ■                    | ■             |
| Mandible reconstruction      | ■           | ■                    | ■               | ■                    | ■             |
| Buccal defect reconstruction | ■           | ■                    | ■               | ■                    | ■             |



## ORTHOPAEDIC

|                            | Product R&D | Preclinical Research | Clinical Trials | Regulatory Approvals | Initial Sales |
|----------------------------|-------------|----------------------|-----------------|----------------------|---------------|
| Tibia reconstruction       | ■           | ■                    | ■               | ■                    | ■             |
| High tibial osteotomy      | ■           | ■                    | ■               | ■                    | ■             |
| Clavicle reconstruction    | ■           | ■                    | ■               | ■                    | ■             |
| Tendon repair              | ■           | ■                    | ■               | ■                    | ■             |
| Radial bone reconstruction | ■           | ■                    | ■               | ■                    | ■             |



## AESTHETIC

|                       | Product R&D | Preclinical Research | Clinical Trials | Regulatory Approvals | Initial Sales |
|-----------------------|-------------|----------------------|-----------------|----------------------|---------------|
| Genioplasty (chin)    | ■           | ■                    | ■               | ■                    | ■             |
| Nipple reconstruction | ■           | ■                    | ■               | ■                    | ■             |
| Breast reconstruction | ■           | ■                    | ■               | ■                    | ■             |
| Rhinoplasty           | ■           | ■                    | ■               | ■                    | ■             |

- Special access sales available to certain health practitioners for a single patient without regulatory approval.
- Products currently under normal regulatory development processes, or already on sale.

# INNOVATIVE RESEARCH PROGRAMS

## ACCELERATING BONE REGENERATION



### **Osteopore is developing materials to accelerate bone regeneration;**

- Bioactive compounds could potentially be incorporated into our implants.
- Speeding up bone regeneration seen as the 'holy grail' of clinical outcomes.
- Could present Osteopore with significant commercial opportunities.

## REGENERATION OF OTHER TISSUE TYPES



### **Developing new implant scaffolds to regenerate other types of tissue;**

- Successfully completed animal trials for knee cartilage regeneration.

Recent collaboration agreement with Livingstone Health, to enable the expansion of Osteopore technology in tendon repair.



## PRODUCTS FOR VETERINARY MARKETS



### **Developing surgical applications for the global veterinarian market;**

- Successfully completed multiple trials that could possibly translate into products for the veterinarian market.
- The global veterinary orthopaedics market was valued at USD\$434m in 2021<sup>9</sup>.
- Relatively untapped market with limited bone regenerative options available to vets.



# FUTURE MILESTONES

## SALES NETWORK EXPANSION

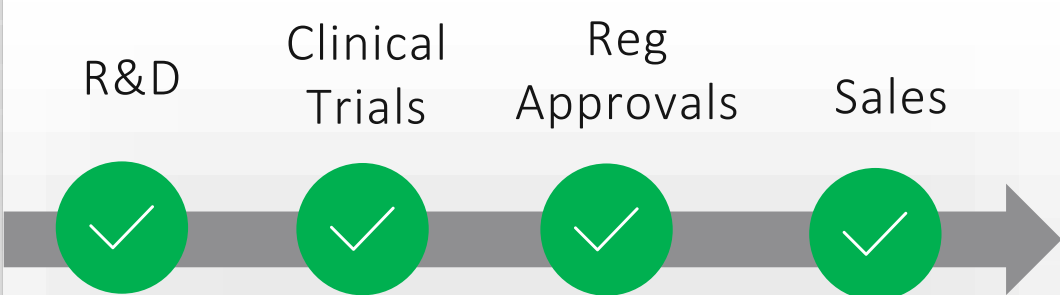
|                                  | Q1<br>CY22 | Q2<br>CY22 | Q3<br>CY22 | Q4<br>CY22 | Q1<br>CY23 | Q2<br>CY23 | Q3<br>CY23 | Q4<br>CY23 |
|----------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Australia Relaunch               |            | ✓          |            |            |            |            |            |            |
| Switzerland launch               | ✓          |            |            |            |            |            |            |            |
| Spain Launch                     |            | ✓          |            |            |            |            |            |            |
| USA Houston Launch               |            | ✓          |            |            |            |            |            |            |
| Germany Relaunch                 |            |            | ●          |            |            |            |            |            |
| South Africa launch              |            | ✓          |            |            |            |            |            |            |
| Nordic Launch                    |            |            | ●          |            |            |            |            |            |
| UK Relaunch                      |            |            | ●          |            |            |            |            |            |
| USA VA Hospital Launch (Houston) |            |            |            | ●          |            |            |            |            |
| USA-wide VA Hospital Launch      |            |            |            | ●          |            |            |            |            |

## PRODUCT APPROVALS & REIMBURSEMENT

|                                                  | Q1<br>CY22 | Q2<br>CY22 | Q3<br>CY22 | Q4<br>CY22 | Q1<br>CY23 | Q2<br>CY23 | Q3<br>CY23 | Q4<br>CY23 |
|--------------------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Australia Product Extension on Prosthesis List   |            |            |            | ●          |            |            |            |            |
| EU MDR Certification (craniofacial)              |            |            | ●          |            |            |            |            |            |
| EU PSI Certification (new)                       |            |            |            |            |            |            | ●          |            |
| Korea FDA Orthopaedic approval (new)             |            |            |            |            |            |            | ●          |            |
| Singapore HSA Orthopaedic Approval (new)         |            |            |            |            |            |            | ●          |            |
| Singapore HSA Approval Craniofacial PCL-TCP(new) |            |            |            |            |            |            | ●          |            |

# INVESTMENT HIGHLIGHTS

## LOW RISK PROFILE



## SYSTEMATIC REVENUE GROWTH STRATEGY

Focused on growing revenue across our current commercial product line by driving uptake in core bone regeneration applications.

## LAUNCHING ADDITIONAL PRODUCTS FOR NEW TREATMENTS

Proven ability to successfully develop and launch products globally, with a number of new geometric shapes suitable under development for applications in new areas of regenerative bone treatment.

## TRANSFORMATIVE BONE REGENERATION PRODUCTS

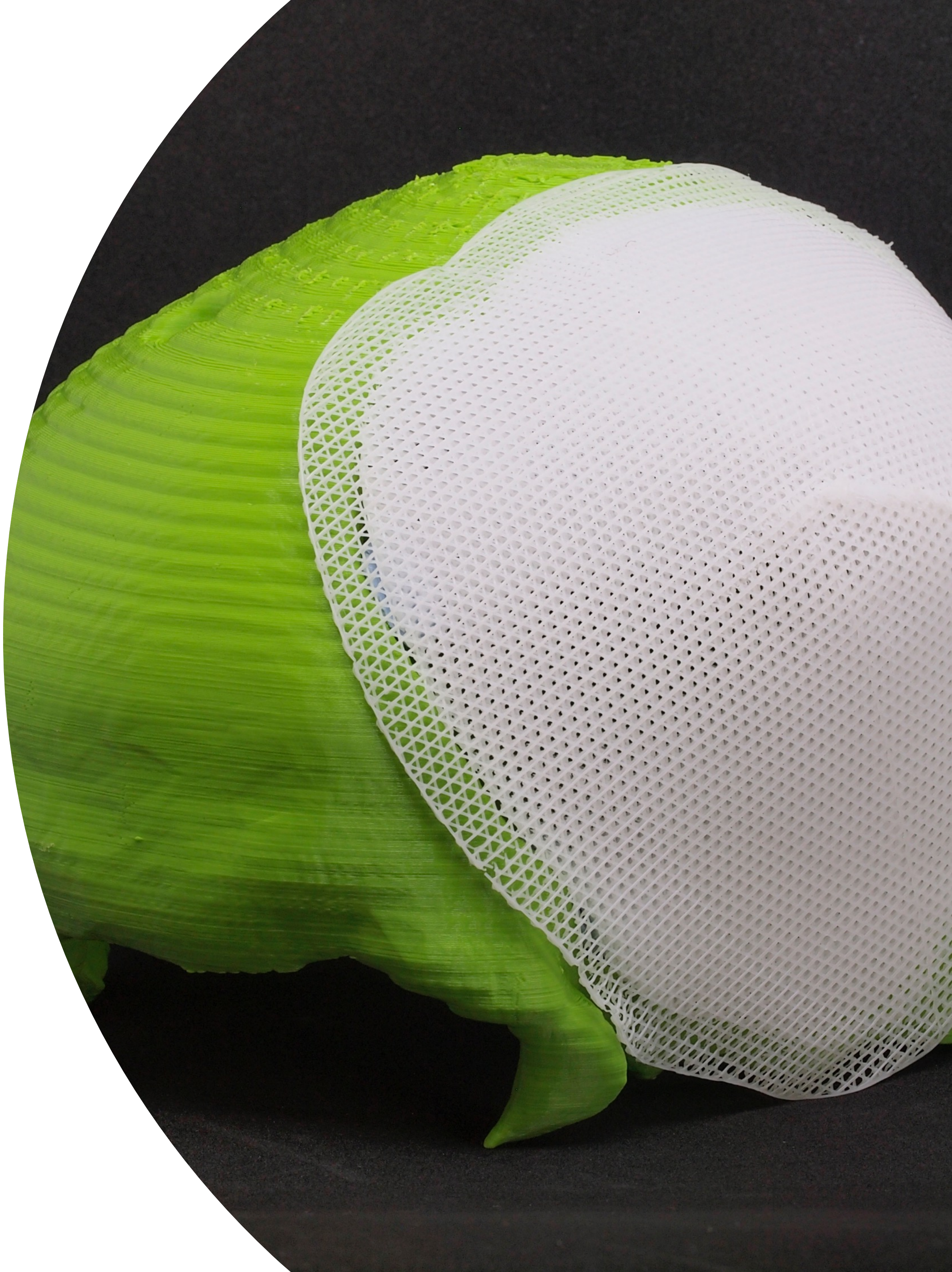
Superior products with extremely low probability of issues after surgery compared to bone grafts and permanent implants.

## ESTABLISHED & GROWING SALES CHANNELS

Fully dedicated sales team with a number of new distribution partners expected across 2022 and beyond.

## ACQUISITION STRATEGY

Investigating an acquisition approach, as a strategy to boost revenue at a much higher rate than organically.



# HIGHLY CREDENTIALAED TEAM



**MARK LEONG**  
EXECUTIVE CHAIRMAN

**23 years corporate and capital market experience;**

- Highly experienced business executive and corporate director.
- More than two decades of C-suite management and directorship experience in a diverse range of industries.
- Served as Director in several publicly listed companies.
- Brings a strategic business and commercial focus to the company.



**PROF TEOH SWEE HIN**  
NON-EXECUTIVE DIRECTOR

**Adjunct Professor NTU, 35 years biomaterials & scaffold research;**

- Co-founder of Osteopore.
- Deep research experience in load bearing scaffolds for tissue regeneration and remodeling.
- Pioneer of developing the clinical translation of Osteopore's 3D printed scaffolds.
- Previously profiled as one of "Singapore's Scientific Pioneers".



**DANIEL OW**  
NON-EXECUTIVE DIRECTOR

**Over 20 years finance experience;**

- Experienced corporate executive and Australian qualified CPA.
- Over 20 years' international experience across multiple industries.
- Held several accounting and management roles with large multinational corporations.
- Currently Manager Financial Business Partners at Perth Airport.



**GOH KHOON SENG**  
CEO

**33 years MedTech industry experience;**

- Over 30 year career spanning both start-ups and global multinational corporations.
- Significant experience in research & development, manufacturing, sales and marketing.
- Spent over 20 years with Medtronic plc (the world's largest medical device company), and Edwards Lifesciences Asia in various senior management roles.
- Recognised as a global leader in the commercialisation of medical devices.



**LIM JING, PHD**  
COO & CTO

**15 years focused research in biomaterial & scaffold technology;**

- Masters in Mechanical Engineering and a PhD in Bioengineering.
- Over 10 years of experience in Tissue Engineering and Regenerative Medicine.
- Experienced professional in product development, regulatory affairs and quality assurance, clinical affairs, manufacturing and production.
- In 2022, Dr. Lim was recognized for his achievements, talent, creativity and strong leadership qualities in the In Vivo's 2022 Rising Leaders series.

# Osteopore®

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**Mark Leong**

*Executive Chairman*

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**Goh Khoon Seng**

*Chief Executive Officer*

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**Lim Jing**

*Chief Operating Officer | Chief Technology Officer*

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# SOURCES

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