




# Osteopore™

Breakthrough 3D printed bioresorbable implants to  
assist with the natural stages of bone healing.



Osteopore Limited (ASX: OSX)  
Investor Presentation – November 2020

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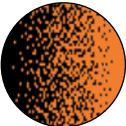
# Osteopore™ – Company Overview



Osteopore Limited (ASX: OSX) is an Australian / Singapore-based medical technology company that specialises in the production of **3D printed bioresorbable implants** to assist with the natural stages of bone healing.



Osteopore's products are fabricated in-house using proprietary **3D printing technology** that is precise, biomimics the cancellous bone and allows for customisation of shape and geometry.



**The implants naturally dissolve over time** to leave only natural, healthy bone tissue, significantly reducing post-surgery complication rates associated with long term permanent bone implants.



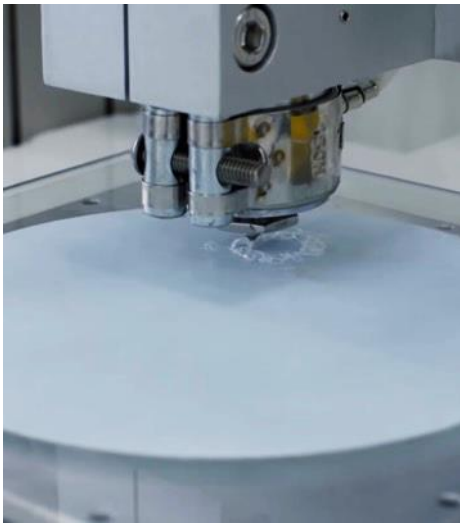
Our products are **FDA 510(k) cleared, and CE Mark approved** and have been successfully used in **over 40,000 surgical procedures**, generating **revenue of over \$1.3m in FY2020**.



Osteopore is embarking on a **global growth strategy** to increase revenue and penetrate new markets with additional products.

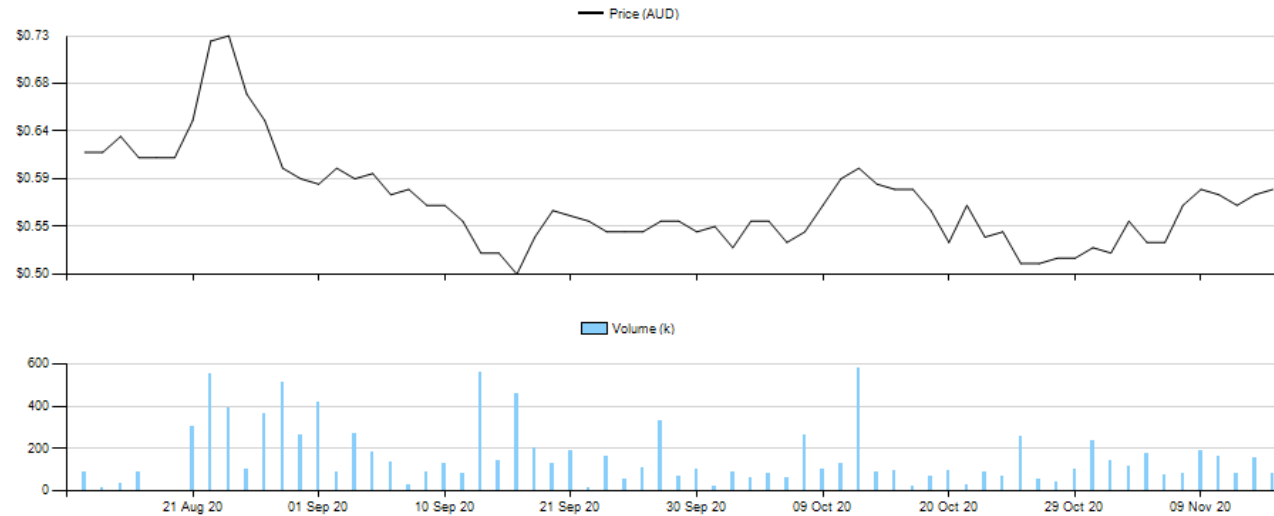


## Corporate and Capital Structure



<b>Shares on Issue<sup>1</sup></b>	<b>117.2m</b>
Total Options on Issue <sup>2</sup>	13.1m
<b>Market Cap @ \$0.59c<sup>3</sup></b>	<b>\$62.1m</b>
EV @ \$0.59 <sup>3</sup>	\$51.8m
Cash Balance <sup>4</sup>	\$9.8m

- **Tight free float** with current Top 20 holding 69% of issued capital
- **23% shares** held by Inventors, Board, Management and Advisors
- 42.4m shares under escrow (Sep 2021)



1. Shares on Issue includes 16.0m placement shares.  
2. 9.7m options with an exercise price of \$0.25 and an expiry date of 30 June 2022, 0.4m options with an exercise price of \$1.00 and an expiry date in December 2022, 3m options with exercise price of \$1.20 and expiry August 2023. Option incentives held by executive management, directors & advisors.  
3. Market Close, 16 November 2020  
4. Cash balance at 30 September 2020

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## Investment Highlights



### Revenue Generating

**Over A\$1.3m in revenues** for the twelve month period to 30 June 2020, with strong revenue growth demonstrated since IPO. Over 40,000 successful treatments to date.



### Regulatory Clearance

Osteopore's products have **secured** key regulatory hurdles including **FDA clearance**, **TGA clearance** and CE marking of conformity.



### Scalable Business Model

**Proven wholesale / distributor business** model with distribution agreements for key territories in place. Digital manufacturing, integrating robotics and medical imaging technologies provide significant opportunity to scale the business.



### Proprietary Technology

Osteopore has licensed a range of **patented technologies** from Singapore's leading universities NTU and NUS, with the underlying technology being developed over more than a decade of research.



### Highly Credentialed Team

The Company has a highly **credentialed**, **collaborative and experienced** team to progress the commercialisation and expansion of the Company's technology.



### Funded to Deliver Growth and Returns

Funding in place to drive growth and important clinical and commercial inflection points and **deliver sustained shareholder value** into 2021 and beyond.



# Osteopore™

Customisable 3D printed bioresorbable implants to enable the natural stages of bone healing across multiple applications.



Highly customisable  
to biomimic different  
bone types



Naturally dissolves  
over time



Leaves only healthy  
bone tissue



Reduces post surgery  
complication rates



Unlikely inflammation  
or infection

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## Strategic Milestones Since IPO

Osteopore has achieved significant strategic milestones since IPO



### **Secured multiple Distribution Agreements:**

- Initial U.S markets
- Australia & NZ
- Germany



Gained Australian TGA approval for **market entry in Australia.**



Established partnership for initial **entry in the Chinese market.**



**Success in orthopaedic procedures** and encouraging early stage clinical trial activities.

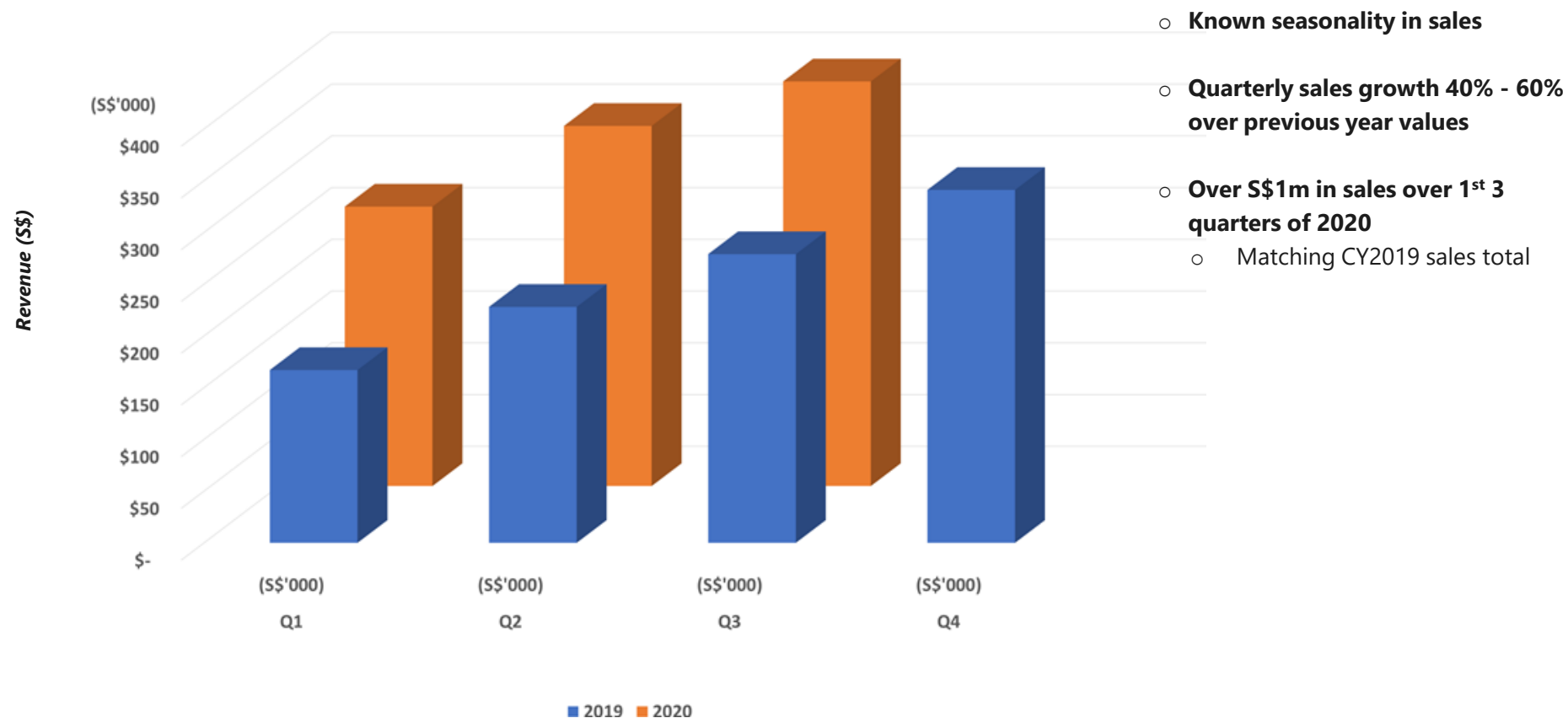


**Well funded** and continuing to build **team** and **manufacturing capability** to deliver ongoing revenue growth.

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## Quarterly Revenue Growth

Strong and extended sales growth since IPO, despite difficult global macroeconomic environment caused by COVID-19





# Revenue Growth Strategy

Osteopore is now looking to build value through short, medium and long term strategic goals.

## Phase One



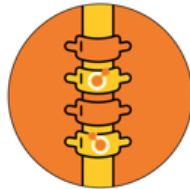
### Revenue Expansion

Increase underlying revenue from its current **commercially ready** products.



- Growth in revenue from **existing Asian markets**
- Establish **new geographic markets** (US, Europe, Australia, China) for current products, therapeutic areas (CMF, cosmetic)

## Phase Two



### New Therapeutic Segments

Expand Osteopore's therapeutic scope with applications of Osteopore's bone regeneration scaffold in **new therapeutic areas**



- **Dental**
- **Orthopaedic** (long bone / spine)

## Phase Three



### Future Horizons

Additional applications of Osteopore technology that could present significant commercial opportunities.



- New polymers to improve patient outcomes
- Application of Osteopore's 3-D printed scaffolds for regeneration of other tissues

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# Opportunities in Multi-Billion Dollar Global Markets

## Current Sales

Current sales of Osteopore products are pre-dominantly in **Cranial / Maxillofacial (CMF) area**, which represents less than 20% of the total Bone Graft Substitute market.

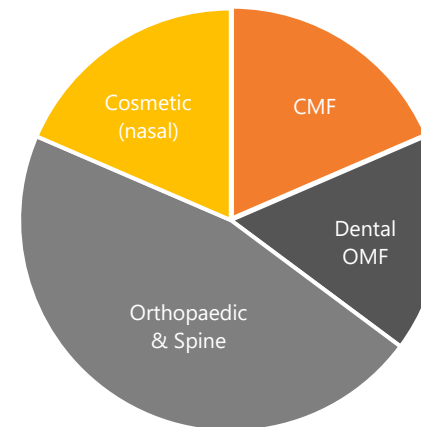
## Additional Segments

Osteopore is now starting to penetrate **additional market segments**, including Dental and Cosmetic (nasal) markets, both markets comparable in size to CMF.

## Untapped Market

Orthopaedic and Spine, which amount to over 40% of the total Bone Graft Substitute market, represent minimal sales to date and offer a **significant untapped opportunity for Osteopore's products**.

Current market opportunities  
(Bone Graft substitutes, US\$3.9bn by 2025)<sup>1</sup>



Permanent Implants sales are currently estimated at over \$100bn pa, more than 20 times the entire Bone Graft Substitute market.<sup>1</sup>

Regenerative procedures enabled by technologies including the Osteopore scaffold are expected to strongly compete in this market in the future.

1. Allied Market Research, BCC Research.

Osteopore's current market penetration is evident in its annual revenue figures announced on 1 April 2020 and in subsequent financial reporting. Osteopore cautions investors that there are regulatory barriers and unique access challenges associated with entry into new markets, which can adversely impact entities' ability to access such markets.

## FY2021 Strategic Commercial Priorities

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1

### US Market Penetration

Build market penetration through existing distributor and develop new distribution networks to cover additional territories.

#### **Key progress milestones**

- First "stocking" order with Bioplate – H2 2020

2

### New Markets

Establish new geographic markets in Australia, Europe and Asia via new distribution agreements

#### **Key progress milestones**

- **Australian distribution agreement – H2 2020**
- Australia / NZ stocking order – H2 2020

3

### Revenue Growth

Increase underlying revenue from current geographic territories and expand manufacturing capability to meet demand

#### **Key progress milestones**

- **Sales performance (quarterly reports)**

4

### Develop China Strategy

Build on current Co-operation agreement with Boao Yiling Life Care Centre in China and secure initial orders and procedures

5

### Expand Product Scope

Expand therapeutic scope with applications of Osteopore's bone regeneration scaffold in dental and orthopaedic sectors

6

### Educate & Assist

Work closely with current distribution partners to ensure sales teams are educated and supported to drive adoption and sales

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## Founder, Management and Board of Directors

### **Prof Teoh Swee Hin**

*Founder & Non-Executive Director*

Prof. Teoh's research focused on the study of mechanisms that promote cells proliferation and differentiation as a result of mechano- induction through load bearing scaffolds for tissue regeneration and remodeling.

### **Goh Khoon Seng**

*CEO*

30-year career spanning both start-ups and global multinational corporations, with responsibilities in research and development, manufacturing, regional sales and marketing, and country management. The last 20 years were at Medtronic Inc and Edwards Lifesciences Asia.

### **Brett Sandercock**

*Non-Exec Chairman*

Current CFO of Resmed  
(ASX:RMD / NYSE: RMD)



Partner of Ventnor Capital,  
Non-Executive Chairman or  
Director of a number of  
ASX listed entities

### **Stuart Carmichael**

*Non-Exec Director*



### **Geoff Pocock**

*Executive Director*

20 years corporate finance  
and technology  
commercialization  
experience. Formerly  
Managing Director of Hazer  
Group Ltd (ASX:HZR) and  
Non-Executive Director of  
ASX listed and private  
companies



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