



# Investor Presentation Broker Meets Biotech

31 March 2026



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# Commercialisation of Remplir™ is on-track

Australian medical technology company with growing international revenue and US market launch of its flagship nerve repair product, Remplir



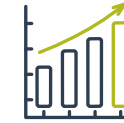
## Fully funded and investing in growth

It is Orthocell's view that it has the required funds for the investments necessary to reach profitability, with the cash balance estimated to stay above the high \$20Ms



## US strategy is on-track

Market access activities are clearly defined with execution progressing as planned and sales continuing to build



## US market share<sup>1</sup> to reach cash breakeven<sup>2</sup> is less than 1%

Orthocell estimates that it requires approximately ~5,000 - 6,000 procedures in the US per annum to reach cash breakeven, which is less than 1% of the addressable market

# Strategy and Focus



# Orthocell three-year vision



Establish Orthocell as a global regenerative medicine leader through disciplined growth, operational excellence and a sustainable product pipeline, achieving ASX 300 inclusion



**Win in the Americas**

Accelerate growth in ANZ and Asia

Scale a global collagen medical device platform

Expand & advance the product pipeline



**Organisational capability**

Grow a high-performance, people-first organisation

Build a data-enabled operating platform

Scale world-class manufacturing capability

End-to-end product development and commercialisation excellence

# Focus in FY26



**Gaining market access and growing the customer base of Remplir in the US**



Strategic Asia expansion focused on high-return markets



Complete UK and EU launch planning post-Q2 submission for FY27 entry

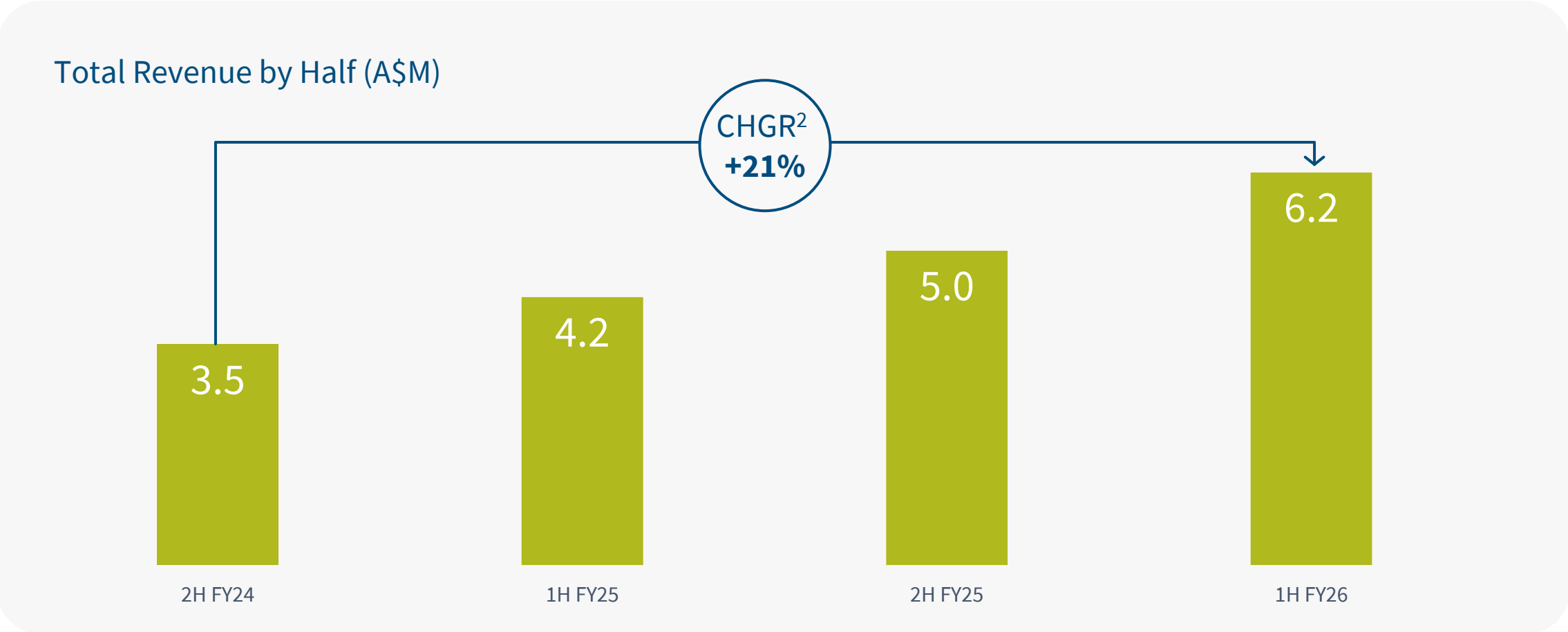


**Recruit specialist talent to deepen expertise and enable scalable growth**

## Clarity + Execution

# Continued revenue<sup>1</sup> growth

We have maintained constant growth over the last three halves, driven by device sales



1. Revenue comprises sales revenue, interest income and grant income. The R&D tax incentive is excluded.  
2. CHGR = compound semi annual growth rate

# US update

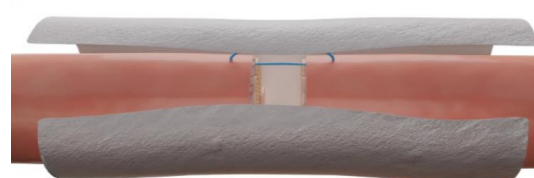


Gaining market access  
and growing the customer  
base of **Remplir**<sup>™</sup>

ortho·cell

# Remplir™ Nerve repair, made SMRT

Collagen nerve wrap used in the repair of peripheral nerve injuries - reclaiming patients touch, movement and function.



Mimics the natural epineurium with an absolute collagen wrap



Creates an optimal healing environment for nerve regeneration



Easy to handle and suture sparing, simplifying the surgical process



Protects the repair site from scarring, adhesions, and inflammation

Guiding predictable outcomes in peripheral nerve repair ←

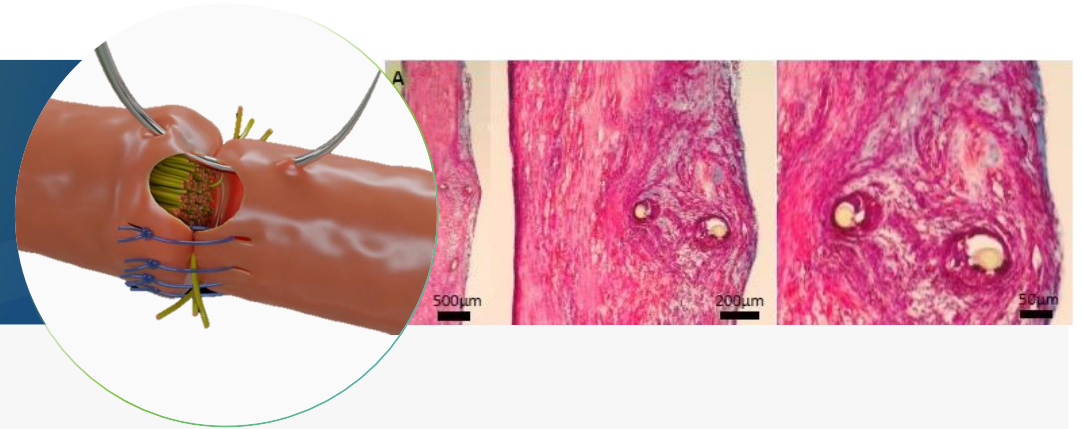


# Remplir™ US Peripheral Nerve Repair Trends

Suturing is still the most commonly performed procedure and considered to be the “gold standard” technique for peripheral nerve repair



Over 700,000<sup>1</sup> peripheral nerve repair procedures in the US per year, 90% undertaken using suture only method.



## Suturing

- Technically difficult to achieve alignment and tensionless repair
- Induces foreign body reaction leading to chronic inflammation, fibrosis and scarring
- Can lead to suboptimal axonal regeneration and return of function and sensation



1. Referenced papers used to estimate peripheral nerve procedures in the US per annum. Papers used included both US and OUS databases and studies

# Remplir™ Significant US Market Opportunity

Orthocell has commenced commercial distribution into an estimated US\$1.6 billion total addressable nerve repair market<sup>1</sup> in the US alone



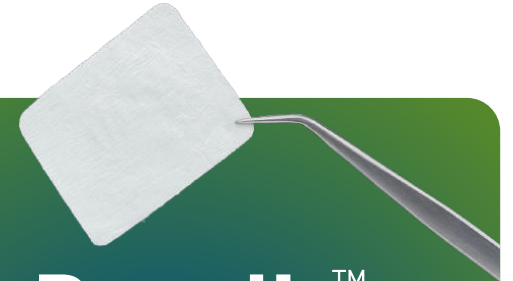
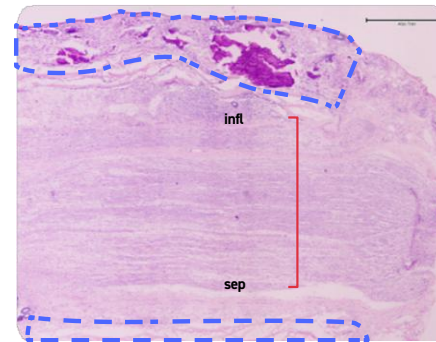
Remplir is not seeking to replace a current dominant market incumbent. **Devices are only used in ~10% of procedures.**

## Current devices are not widely adopted

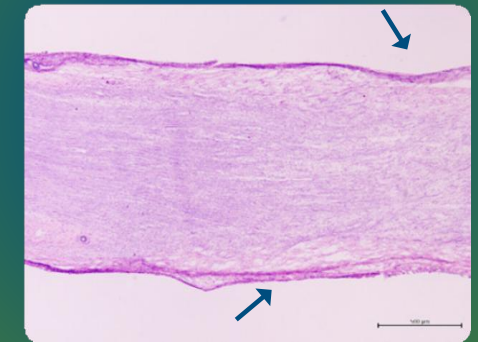
- Materials are too rigid, challenging to deploy and make it difficult to manage size differences between nerve ends, leading to compression injuries or neuroma formation
- Fail to fully integrate into native tissue, leaving residual material that impairs the healing process
- Have not significantly improved the consistency of outcomes



Current devices



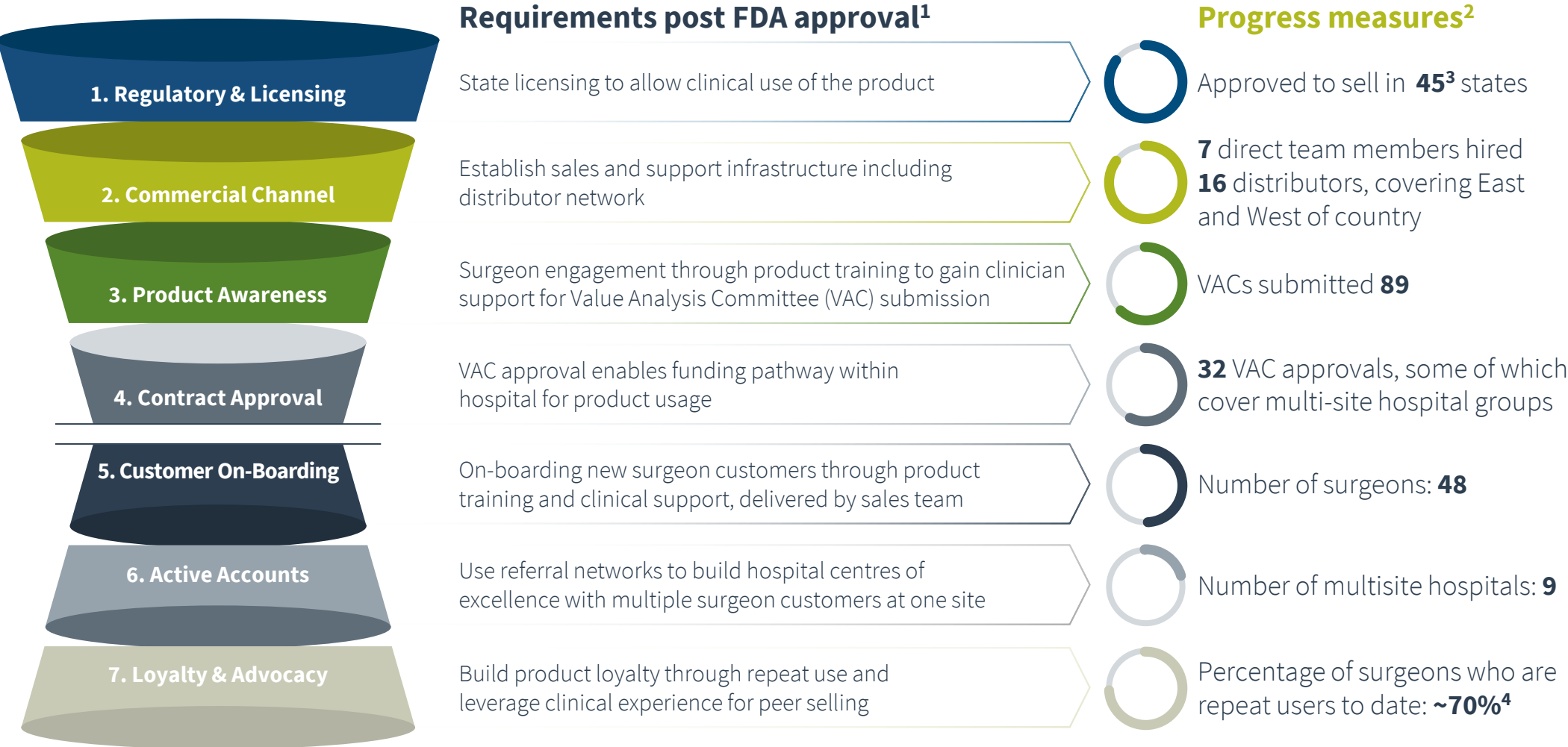
Remplir™



1. Referenced papers used to estimate peripheral nerve procedures in the US per annum. Papers used included both US and OUS databases and studies

# Pathway to US commercial success

Progress measures are on-track or ahead of target



1. Reference to ASX announcement 4/4/25  
 2. Measures calculated as of 27/03/26 for all items  
 3. The remaining five state licenses expected in 2Q CY26, submitted in CY25, are awaiting approval.  
 4. Percentage of customers who are repeat users to date represents the proportion of clinicians with more than one recorded procedure, excluding those whose first use occurred within the past 4-6 weeks to allow sufficient time for a follow-up case.

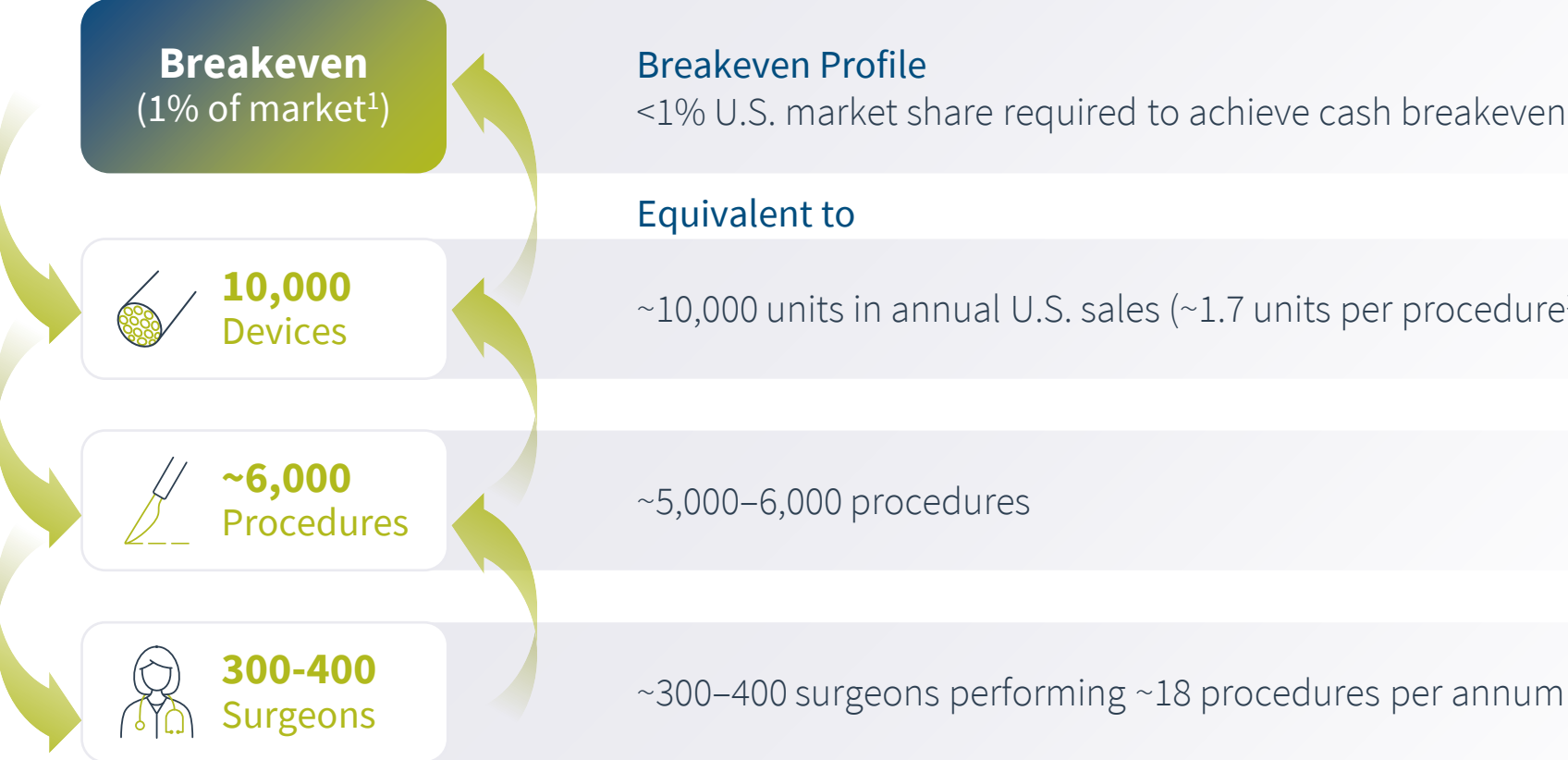
# Financials

Path to breakeven and performance  
to date



# Path to profitability (Cashflow Breakeven)

Breakeven<sup>2</sup> is achieved at 5,000–6,000 procedures in the US, requiring ~300-400 active surgeons — a number already accessible through the current VAC pipeline

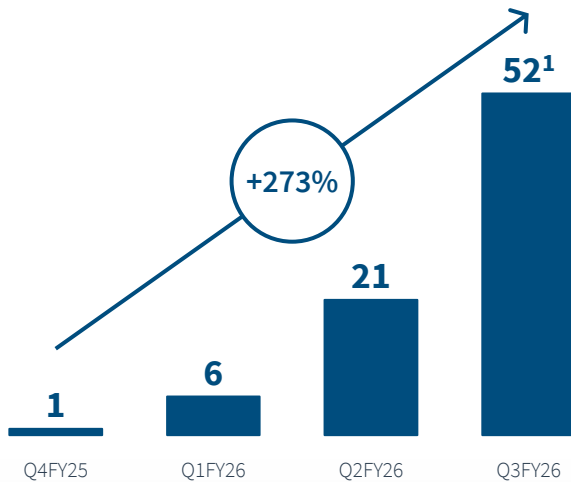


1. Referenced papers used to estimate peripheral nerve procedures in the US per annum. Papers used included both the US and OUS databases and studies  
2. Cash breakeven reflects the point at which net operating cash flow is zero, based on current pricing and cost assumptions  
3. Average units per procedure reflects observed utilisation from available data, supplemented by clinical assumptions regarding standard use per operation.

# Remplir™ US performance since launch

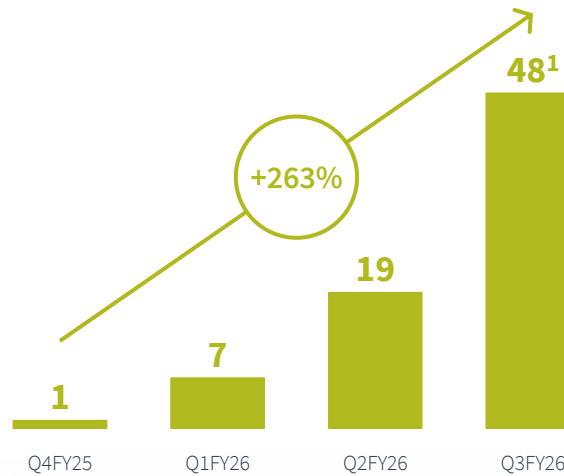
Exceptional early growth since the first sale of Remplir on 26<sup>th</sup> June 2025 (9 months)

### US Remplir Hospitals Cumulative by Quarter



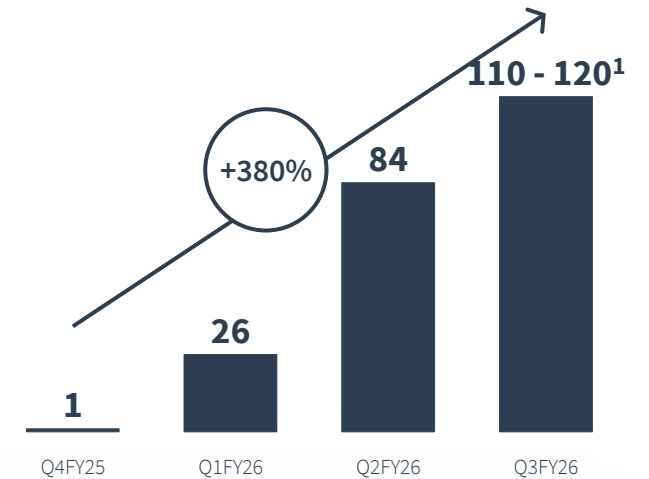
**Hospitals** have grown to 52 in just over three quarters (26th June, first sale), representing a +273% CQGR<sup>2</sup> and strong adoption momentum

### US Remplir Surgeons Cumulative by Quarter



**Surgeons** have grown to 48 in just over three quarters (26th June, first sale), representing a +263% CQGR<sup>2</sup> and strong adoption momentum

### US Remplir Unit Sales by Quarter

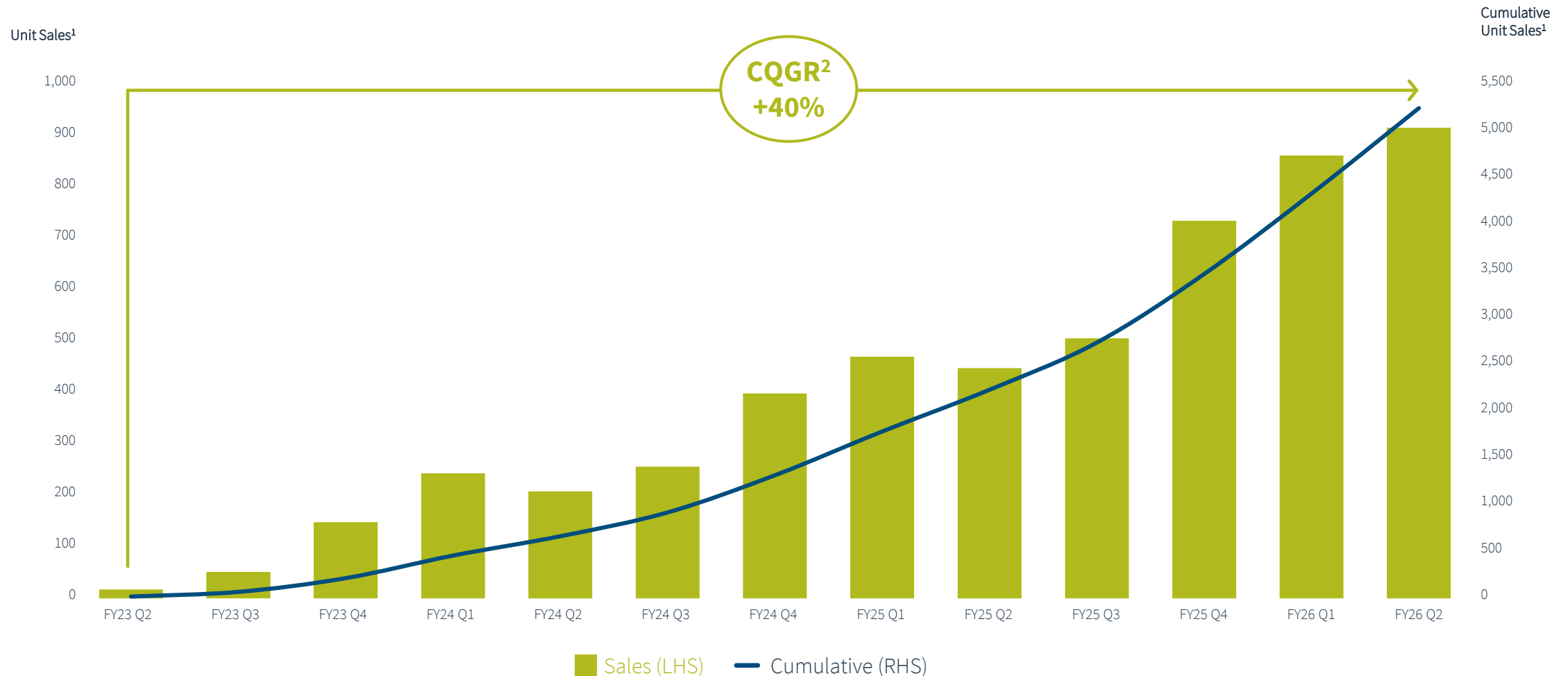


**Unit Sales** have grown to above 110-120 per quarter in just over 9 months (26th June, first sale), representing +380% CQGR<sup>2</sup> and strong adoption momentum

1. Management estimates as at 27 March, 2026  
2. CQGR = compound quarterly growth rate

# Remplir™ AU/NZ Performance since launch

Significant growth achieved since launch, with near 100% YOY growth, 314 surgeons and 224 hospitals

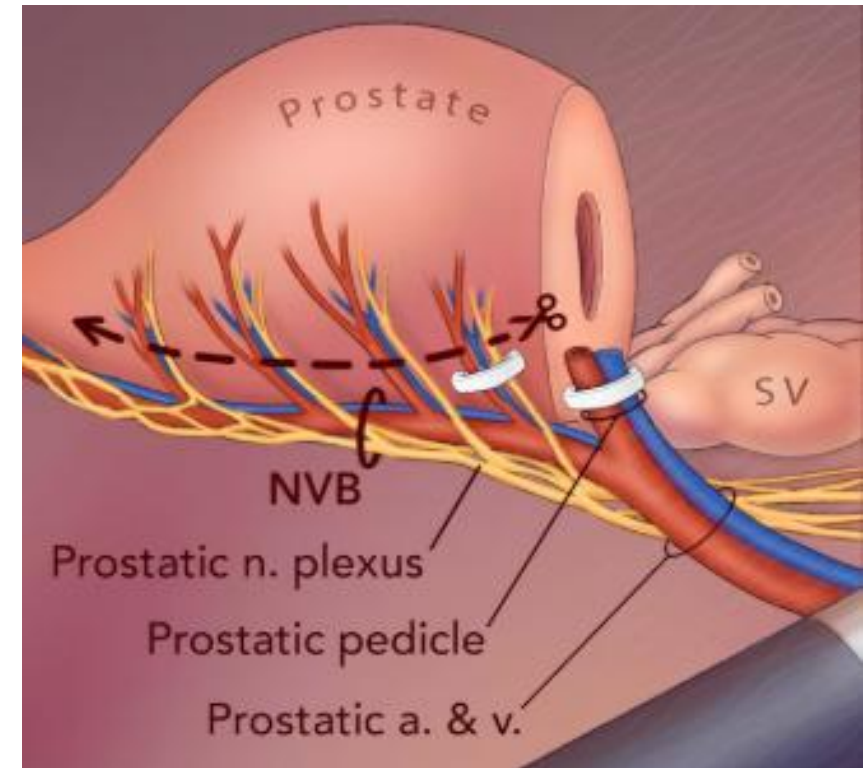


1. Source: Distributor reported sales data since product launch, including quarterly unit volumes.  
2. CQGR = compound quarterly growth rate

# Promising New Application for Remplir™ in Prostate Cancer Surgery

Surgeons are using Remplir in prostate surgery to preserve nerve function and improve functional recovery. Potential significant expansion of the Total Addressable Market. Initial patient data expected 1H CY26.

- Australian urologists are using Remplir during prostate cancer surgery to reduce post-surgical complications due to peripheral nerve damage.
- Despite best practice techniques, up to 80% of men experience erectile dysfunction and up to 35% suffer from urinary incontinence due to damage of the peripheral nerves in the neurovascular bundle (NVB) surrounding the prostate.
- Remplir has been used in approximately **200 surgeries in Australia** to assist in improving recovery of erectile function and urinary continence post-surgery.
- **Data from the nerve-sparing procedures and will be released once available.** The Company is investing in further research to build evidence and assist medical education initiatives.
- Prostate cancer remains the most diagnosed cancer among men globally. This promising new application has the potential to significantly expand the global Total Addressable Market for Remplir.



# Investing in growth

US focus and expanding manufacturing capacity





# Focussed activities through to December 2026

Driving near-term revenue growth through disciplined execution, enabled by a team with proven track record



John Walker

## Sales

- On-board Regional Sales Director roles
- Identify distributors or direct reps in key geographies
- Ensure positive customer experience in first surgical cases

## Measures of success

- 5 additional distributors onboarded
- 75 additional VAC submissions and 25 approvals
- >40 additional new surgeon customers



Phil Edmondson

## Medical Education and Clinical Affairs

- National and regional conference attendance
- Centre of excellence (CoE) focus
- White paper publications

## Measures of success

- White papers published
- Clinical usage at all CoE
- >200 additional surgeons trained on product



Kevin Leach

## Marketing

- Build on product messaging and content to enable distributors
- Conference booths consistent in brand & messaging with opportunity for hands-on exposure to Remplir

## Measures of success

- Sales effectiveness from all existing distributors
- Expedite field team's efforts to onboard new distributors (6 months from onboarding to sales)



# Manufacturing expansion – stage 1

Planned capacity upgrades are in place to deliver the volumes estimated and reduce the cost of sale

## Stage 1 expansion capital approved

- \$5–5.5M investment to expand the office footprint, increasing manufacturing and warehousing capacity
- Construction beginning in H2CY26 and completion scheduled late 2027

## Automation project in the validation phase

- Automated processing and fume-hood upgrades
- No increase to headcount in the medium term
- Enabling 24-hour operations

## Secure and reliable supply chain

- Manufacturing upgrades will provide inventory to support expected growth demands
- Inventory availability unaffected during construction with stock held in the US and AU

## Designed for scalable production

- Manufacturing cycle times reduced
- Improved device unit operating costs
- Four times the current device manufacturing capacity



# Investment highlights



**Best-in-class platform** for Bone, Nerve and Tendon repair approved in nine<sup>1</sup> jurisdictions. Compelling supportive clinical data



**Product margins retained in-house** Manufacturing facility and all IP owned by the company



**Growing International Revenues Targeting Large Under Penetrated Markets** We have maintained constant growth over the last three halves, driven by device sales



**Remplir™ US Strategy is on-track** Market access activities are clearly defined with execution progressing as planned and sales continuing to build



**With \$49.4M<sup>2</sup> total cash reserves and a strengthened share register**, it is Orthocell's view that we are well-funded for US rollout, with the cash balance estimated to stay above the high \$20Ms

1. Orthocell's collagen platform of products, including Striate+™ and Remplir™.

2. AU\$49.4M as of 31 December 2025, This includes \$7.4 million in cash and cash equivalents and \$42.0 million in term deposits with maturities ranging from 3 to 12 months

# Achievements and upcoming catalysts<sup>1</sup>



## Remplir™ | Nerve repair, made SMRT

US first surgical use .....	Achieved
US first sales .....	Achieved
Appoint further US sales team members .....	Achieved
Appoint first and second distributors in CAN .....	Achieved
Appoint exclusive distributor in HKG .....	Achieved
HK first surgical use .....	Achieved
EU+UK submissions lodged .....	Achieved
FY25 R&D tax refund (\$3M) .....	Achieved
Appoint exclusive distributor in UK.....	Achieved

<b>Initial prostate patient data .....</b>	<b>1H CY26</b>
<b>First sale in Canada .....</b>	<b>1H CY26</b>
<b>EU+UK market clearance .....</b>	<b>2H CY26</b>

1. Timelines may be subject to change due to circumstances not under the Company's control



**Thank you  
for attending**





Authorised for release by  
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