

**Building a Leading Regenerative Medicines Business**  
Interim results for the period ended 30 June 2024  
**September 2024**

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## DANIEL LEE

Chief Executive Officer

Joined Jan 2019, appointed to CEO in Nov 2020

- Over 30 years' experience in medical device and biologics
- Former President of US Operations at CellRight Technologies and Former CEO of Scaffold Biologics and Aperion Biologics
- B.E.S in Materials Science and Engineering from the Johns Hopkins University and M.S. in Biomedical Engineering from the University of Alabama



## DAVID COCKE

Chief Financial Officer

Joined Jan 2021

- Over 30 years' experience in the medical device industry
- Founding partner of NuPak Medical, contract manufacturer of sterile disposable medical devices, former CFO at Aperion Biologics (2008-2017) and experience at Salomon Brothers and GE Capital
- B.B.A. in Business Honors from the University of Texas at Austin and M.B.A. from the University of Virginia





# Company Overview



Pioneering medical technology company in the field of **regenerative medicine**



**dCELL® & BioRinse®** - two platform technologies utilising bone and soft tissues for the treatment of numerous surgical and non-surgical indications



**International manufacturing capabilities** – US, UK & Germany



**Extensive and expanding product portfolio**



Strategic partnerships with **industry leaders** and **market distributors**



**Multi-billion-dollar** addressable market, transforming patient care and delivering **favourable health economic outcomes**



# H1 2024 Highlights

## Financial Highlights



Group revenues **increased by 16%** to \$16.4m (H1 2023: \$14.1m)



Gross profit for the year **increased to 53%** (H1 2023: 49%)



**Adjusted EBITDA profit** of \$1.1m (H1 2023: \$0.4m)



The **cash position** as at 30 June 2024 of \$3.5m (H1 2023: \$4.1m)



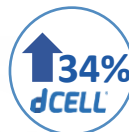
**Eighth consecutive reporting period of growth** and the seventh consecutive period of double-digit, half-on-half growth

## Divisional Revenue Highlights



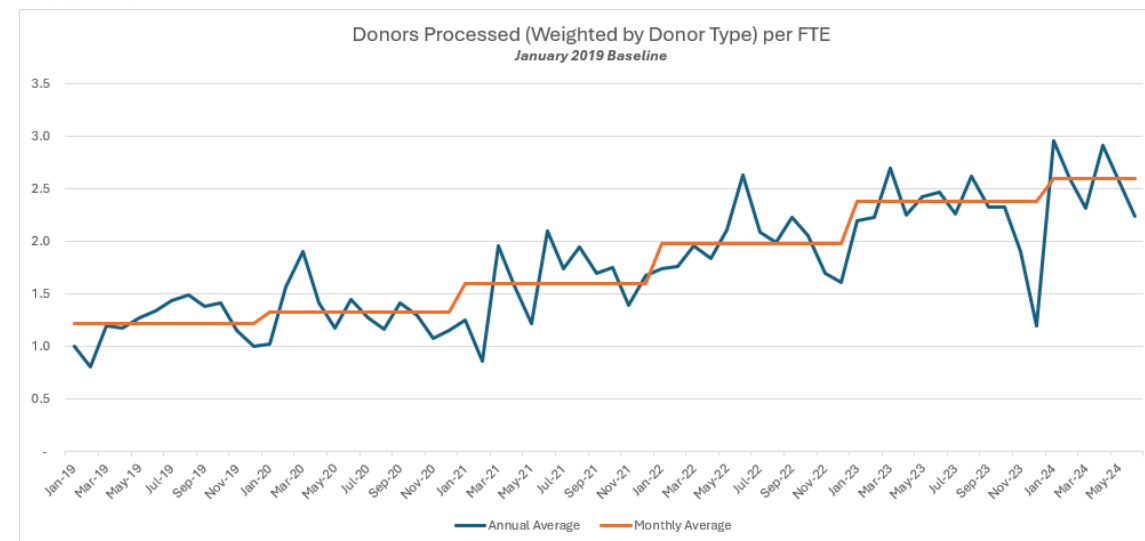
**To \$10.5m (H1 2023: \$9.4m)**

*result of continued and increased demand for the diversified product portfolio with existing and new customers*



**To \$4.2m (H1 2023: \$3.1m)**

*driven by the Group's DermaPure® products*



## H1 2024 Commercial and Operational Highlights



**29% year-on-year increase in donor processing throughput in H1 2024**, as a result of additional efficiencies realized from the Phase 1 capacity expansion



**Impressive growth for the dCELL division** due in part to the addition of **24 new distributors** and shipping of **17% more units in H1 2024** versus the same period in 2023



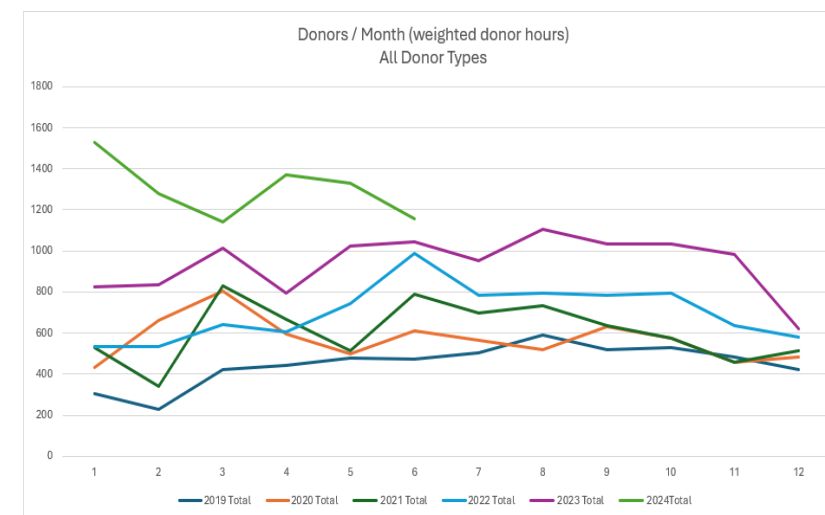
OrthoPure XT® sales initiated in the **Swiss market** with the Group's distribution partner, Geistlich Pharma



**Building purchase in San Antonio of existing facility** as part of the Phase 1 and 2 expansion plans



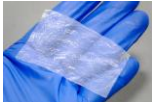



**"4S" Strategy & the Company's Growth Pillars continue** to drive the Group's strategy



# Core Product Portfolio and Line Extensions

## High Growth Product Lines Focused On Bone, Soft and Birth Tissues

Processing Platform	BIO Rinse <sup>®</sup> (bone and birth tissue)		dCELL <sup>®</sup> (soft tissue)
By revenue (USD)	\$10.5m in H1 2024		\$4.2m in H1 2024
Flagship / high growth Products	 <b>ConCelltrate<sup>®</sup></b> 	<b>AmnioWorks<sup>™</sup></b> 	<b>DermaPure<sup>®</sup></b> 
New product line extensions	<ul style="list-style-type: none"> <li>Expansion of private label opportunities</li> <li>Sports medicine grafts</li> </ul>		<ul style="list-style-type: none"> <li>DermaPure<sup>®</sup> Mesh 4 x 6</li> <li>VNEW<sup>®</sup> M</li> </ul>
Applications	<ul style="list-style-type: none"> <li>Foot / Ankle</li> <li>Spine</li> <li>Dental</li> <li>Orthopaedics</li> </ul>		<ul style="list-style-type: none"> <li>Wound care</li> <li>Hernia</li> <li>Plastic surgery</li> <li>Urogynaecology</li> <li>Sports medicine</li> </ul>
Differentiators	<ul style="list-style-type: none"> <li>✓ 100% Demineralized Bone Matrix</li> <li>✓ Sterile</li> <li>✓ Each lot verified for osteoinductivity</li> <li>✓ Handling and use properties</li> </ul>		<ul style="list-style-type: none"> <li>✓ Take – 99% DNA removal</li> <li>✓ Integration</li> <li>✓ Handling</li> <li>✓ Stored at room temperature</li> </ul>

# Multi-Billion-Dollar Addressable Market

## Global Bone Graft Substitutes market projected to grow at 6.1% CAGR to c. \$6.0 billion by 2029

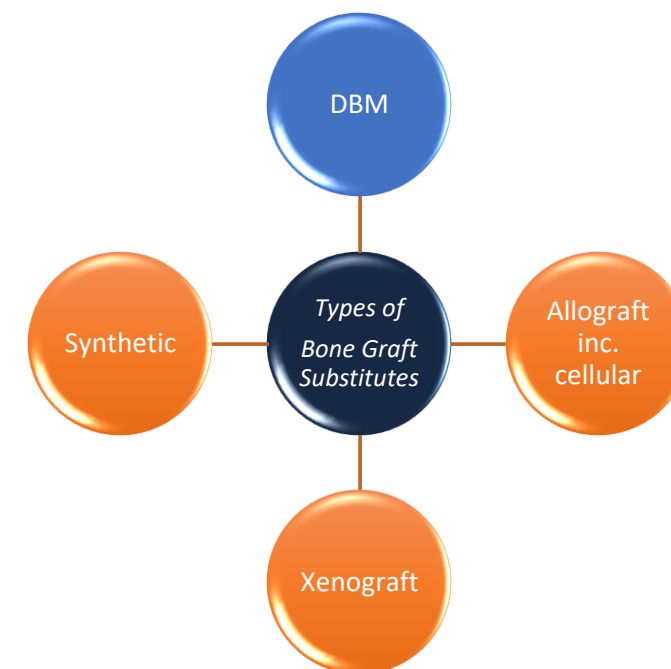
- Increase in prevalence of spinal fusion or other chronic diseases and trauma emergencies
- Market demand and growth returning to pre-pandemic levels
- Rise in awareness related to tissue engineering in global markets
- Key competitors include MTF, LifeNet, RTI Surgical, CTS, AlloSource and XTANT

## U.S. Skin Substitute market projected to grow at 2.2% CAGR to c. \$2.0 billion by 2028

- Focus areas are wound management, sports related injuries and uro-gynaecology (through partnership with ARMS Medical)
- Key competitors include Integra, Organogenesis, MiMedx and ColoPlast

## Global Soft Tissue Biologics market projected to grow at 5.0% CAGR to \$3.9 billion by 2028

- Focus area is ligament repair
- Key competitors are MTF, LifeNet, RTI Surgical, CTS, AlloSource and Corin Group



***Growing faster than the markets we compete in due to superior product performance, responsive customer service and adaptability to client needs***



# Building on the 4S Foundation

## Our Growth Pillars



1

### Base Business

Growth of our base business with existing and new customers

2

### Tissue Partnerships

Growth of our unique capacity to provide donor and in-process tissue

3

### Market Expansion

Growth into additional surgical specialties and geographic regions globally

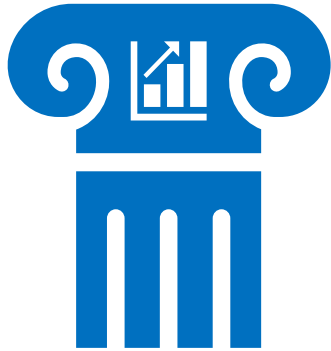
4

### Regulatory Evolution

Growth into markets requiring device approvals or with products classified as devices

# Growth from the 4S and Growth Pillars

## Base Business



## Tissue Partnerships



## Market Expansion



## Regulatory Evolution



### 2024 Objectives

- |  |  |   |   |
|--|--|---|---|
| <ul style="list-style-type: none"><li>• Increase in donors and processing to <b>meet commercial demand</b></li><li>• Continued increase in <b>processing efficiencies</b></li><li>• Planning and commitments for Phase 2 expansion</li></ul> | <ul style="list-style-type: none"><li>• Support continued growth of base business</li><li>• Expand RDT opportunities</li></ul> | <ul style="list-style-type: none"><li>• Distribute allograft tissue products in markets outside the US</li><li>• Distribute xenograft tissue in markets outside of the EU</li></ul> | <ul style="list-style-type: none"><li>• Regulatory approval in new markets</li><li>• Evolution of organization with medical device capabilities</li></ul> |
|--|--|---|---|

### 2024 Accomplishments

- |  |  |   |  |
|--|--|---|--|
| <ul style="list-style-type: none"><li>• 34% increase in 2024 dCELL business vs prior year</li><li>• Increase 2024 DBM base business with lead partner (+87%)</li></ul> | <ul style="list-style-type: none"><li>• Two additional recovery partners and two for partially processed tissue</li><li>• RDT – new domestic (amnion) and international (dermis) outlets</li></ul> | <ul style="list-style-type: none"><li>• Initiated distribution in EU</li><li>• Signed agreements in other markets for allograft and xenograft</li></ul> | <ul style="list-style-type: none"><li>• Organizational changes completed to be a US medical device manufacturer if needed</li><li>• Changes needed for ISO 13485 in process for completion in 2025</li><li>• Approvals in new markets or with new strategic partners</li></ul> |
|--|--|---|--|

# Acquired Building in San Antonio for Expansion Plans

## Building features

- Occupied in H1 2021 as part of Phase 1 expansion
- 3X donor storage capacity
- Centralised and efficient distribution function
- Added office space for Finance, Human Resources, Donor Services and Senior Management
- Building block for Phase 2 expansion for added operational capacity; has space for ten additional clean rooms and support activities

## Option to Purchase Terms

- Lease signed in 2019 provided option to purchase the building at a pre-set price up to November 2024.
- Pre-set purchase price lower than current fair market value for the property.
- No cash down payment required.
- Fixed rate mortgage payments are on par with current lease payments and will result in cost savings in later years.



# Financials

## Condensed Consolidated Statement of Income / For the six months ended 30 June 2024



	<i>Six months ended 30 June 2024</i> <i>Unaudited</i> <b>USD'000</b>	<i>Six months ended 30 June 2023</i> <i>Unaudited</i> <b>USD'000</b>
Revenue	16,402	14,098
Cost of sales	(7,784)	(7,174)
<b>Gross Profit</b>	<b>8,618</b>	<b>6,924</b>
Administrative expenses before exceptional items	(8,095)	(7,158)
<b>Operating loss</b>	<b>523</b>	<b>(234)</b>
Finance income	5	16
Finance charges	(395)	(704)
<b>Profit (Loss) before taxation</b>	<b>133</b>	<b>(922)</b>
Taxation	(316)	61
<b>Loss for the period</b>	<b>(183)</b>	<b>(861)</b>

- Group **revenues increased by 16%** to \$16.4m (H1 2023: \$14.1m) driven by:
  - BioRinse** up 12% to \$10.5m (H1 2023: \$9.4m)
  - dCELL** up 34% to \$4.2m (H1 2023: \$3.1m)
- Gross profit** increased to 53% (H1 2023: 49%)
- Eighth consecutive reporting period of growth and seventh consecutive period of double-digit, half-on-half growth**
- Adjusted EBITDA profit of \$1.1m** (H1 2023: \$0.4m)
- Maiden Profit before taxation of \$0.1m** (H1 2023: \$0.9m loss)

# Financials

## Consolidated statement of financial position | As at 30 June 2024

	As at 30 June 2024 Unaudited USD'000	As at 30 June 2023 Unaudited USD'000
<b>Assets</b>		
Property, plant and equipment	8,753	5,755
Right-of-use assets	230	3,144
Intangible assets	15,207	15,129
<b>Non-current assets</b>	<b>24,190</b>	<b>24,028</b>
Inventory	12,712	11,358
Trade and other receivables	4,582	5,343
Corporation tax receivable	178	145
Cash and cash equivalents	3,461	4,064
<b>Current assets</b>	<b>20,933</b>	<b>20,910</b>
<b>Total assets</b>	<b>45,123</b>	<b>44,938</b>
<b>Liabilities</b>		
<b>Non-current liabilities</b>		
Loans and borrowings	(9,702)	(5,958)
Deferred tax	(340)	(460)
Lease liability	(144)	(3,147)
	(10,186)	(9,565)
<b>Current liabilities</b>		
Trade and other payables	(4,569)	(5,148)
Taxation Payable	(400)	-
Loans and borrowings	(543)	(250)
Lease liability	(83)	(143)
	(5,595)	(5,541)
<b>Total liabilities</b>	<b>(15,781)</b>	<b>(15,106)</b>
<b>Net assets</b>	<b>29,342</b>	<b>29,832</b>

- **Strong cash position** of \$3.5m (H1 2023: \$4.1m)
  - Sufficient to fund existing business plans
- **Inventory levels increased** to support business growth
- **Trade receivables** collections **improved 26%** from prior year levels
- 2023 revision to MidCap Financial facility **extends maturity to 2028** and Revolving credit facility increased from \$5m to \$10m. \$1m increase in facility taken down in June 2024 to support working capital growth.



# Summary and Outlook



**Continued progress on executing '4S' strategy** with the addition of four Growth Pillars to focus activities within the Group



**Increased capacity** and **improvements in efficiency** have given the Group much more operational flexibility



**Continued progress** to profitability with **positive profit before taxation** for H1 2024



**Obtaining regulatory approvals outside the US** to scale our business by entering into markets with a lack of access to tissue products



**Group revenues increased by 16%** to \$16.4m (H1 2023: \$14.1m) with Group positioned to continue its growth trajectory



**Cash balance supports the current growth plan**



# Appendix

# Focussing on the Four S's

S  
SUPPLY



- Tissue Regenix benefits from having **strong relationships with tissue suppliers**, which is **fundamental for growth**
- Strategy centres around growth of **tissue supply for existing** and new customers
- Once tissue has been procured, there must be **adequate capacity** to transform it into finished products
- Tissue has delivered this with the **expansion of facility** and the **increase in donor sourcing agreements**

S  
SALES  
REVENUE



- Sales revenue is the result of supply in conjunction with concerted **commercial and product development efforts**
- **Diversified portfolio and customer partners** generate Company's revenues
- To ensure **long-term objectives are met**

S  
SUSTAINABILITY



- Sustainability occurs when the growth in sales revenue, made possible by supply, funds the **Company's existence without reliance on external capital**
- **Laser focus on revenue growth** critical to realising operational leverage and profitability
- **Tight expense management** with an emphasis towards commercial needs, should accelerate transition to sustainability

S  
SCALE



- Driven by sustainability, scale allows the Group to **pursue strategic growth alternatives** which further enhance supply, sales revenue and sustainability
- The Group continue to look at **opportunities to invest in cost reductions, acquire companies** and **new technologies**
- **Execution of further strategic partnerships** can help with long term growth opportunities

# Significant Shareholders

As of 31 August 2024, shareholders holding more than 3% of the share capital of Tissue Regenix Group Plc are:

Inthallo Limited	15.01%
Harwood Capital	14.82%
Lombard Odier Asset Management	12.09%
Richard Griffiths & Controlled entities	9.60%
IP Group	9.15%

# Experienced Management and Board



**DANIEL LEE**  
**Chief Executive Officer**

- Bio on slide 3



**JONATHAN GLENN**  
**Chairman**

- Former Chief Executive Officer at Consort Medical plc December 2007 – January 2020
- Chairman of Surgical Innovations plc
- Chairman of Torbay Pharmaceuticals Ltd.



**BRIAN PHILLIPS**  
**NED**

- Entrepreneurial investment professional with over 25 years' experience
- Current Principal of Ethos partners, which he co-founded in 2018



**DAVID COCKE**  
**Chief Financial Officer**

- Bio on slide 3



**SHERVANTHI HOMER-VANNIASINKAM**  
**NED**

- Graduated from Mysore University, India in 1981
- Became a Fellow of the Royal College of Surgeons, Edinburgh in 1989
- Appointed Consultant Vascular Surgeon at Leeds General Infirmary in 1995



**TREVOR PHILLIPS**  
**NED**

- Extensive listed experience in the UK & US corporate development, M&A in pharma and life sciences industry
- Held positions as Executive Chairman of hVIVO (2017-2020), COO of Vectura Group plc (2011-2017)