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# 2016-17 Financial Update





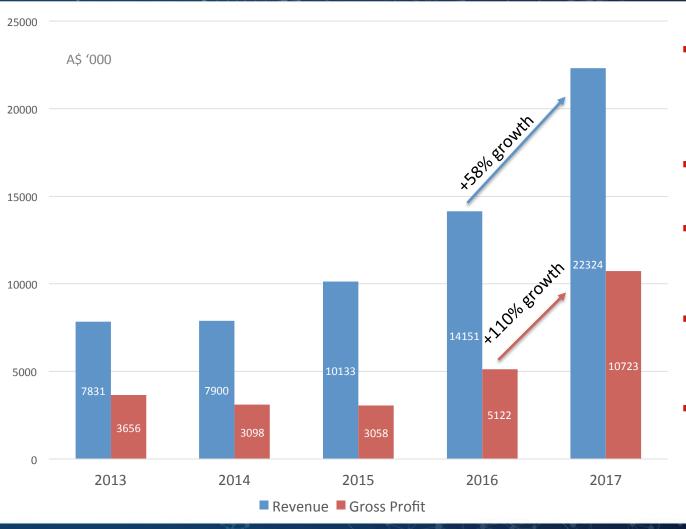
# The Year in Numbers



\$ millions	FY17	FY16		Change
Group revenue	22.3	14.2	<b>1</b>	58%
Gross profit	10.7	5.1	<b>↑</b>	110%
GM%	48.1%	36.2%	<b>↑</b>	12%pts
Selling, general and administration costs	(25.0)	(33.4)	$\downarrow$	25%
Other income	3.4	4.7	$\downarrow$	(28)%
EBITDA loss	(10.8)	(23.6)	$\downarrow$	54%
Depreciation and amortisation	(1.9)	(1.5)	<b>↑</b>	(20)%
Operating income / (loss) after income tax	(12.7)	(25.1)	$\downarrow$	50%
Net working capital	6.0	4.1	<b>↑</b>	(46)%
Net working capital % sales	27.0%	29.2%	$\downarrow$	(2)%pts
Net operating cash outflows	(12.5)	(21.9)	$\downarrow$	43%

## Group Revenue YOY



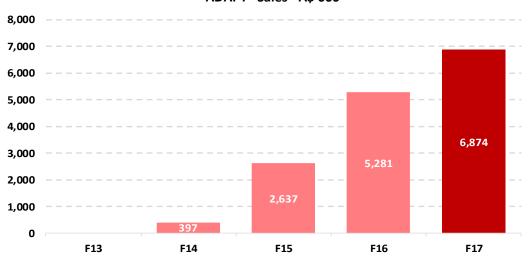


- Full year sales of \$22.3M up
   58% on prior year and \$1.3M
   (6%) ahead of forecast
- ADAPT® up 30% to \$6.9M
- Infusion up 74% to \$15.5M assisted by nRAH in H1
- F17 sales growth trajectory accelerated
- \$8.1M incremental sales (F17 vs F16) approximately double prior years \$4.1M (F16 vs F15)

### ADAPT – accelerating momentum







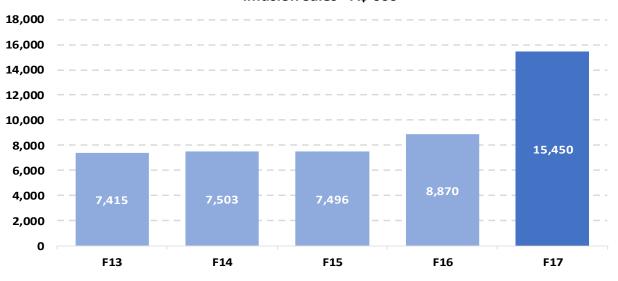
ADAPT® - \$ millions	FY17	FY16		Change
Segment revenue	6.9	5.3	<b>1</b>	30.2%
Cost of sales	(2.3)	(4.3)	$\mathbf{\downarrow}$	47.3%
Gross profit	4.6	1.0	<b>1</b>	368.1%
GM%	67.1%	18.7%	<b>↑</b>	48.4%pts

- Sales up 30% to \$6.9M
- Margin of 67%, up 48% points, through combination of manufacturing improvement and scale benefits
- Higher sales and improved margins drive gross profit up 368% to \$4.6M
- All regions contributed positively to the result:
  - North America up 35% (40% in constant currency (CCY))
  - Europe up 9% (15% CCY)
  - Emerging Markets up 170%
- New markets MENA

### Infusion – it starts now





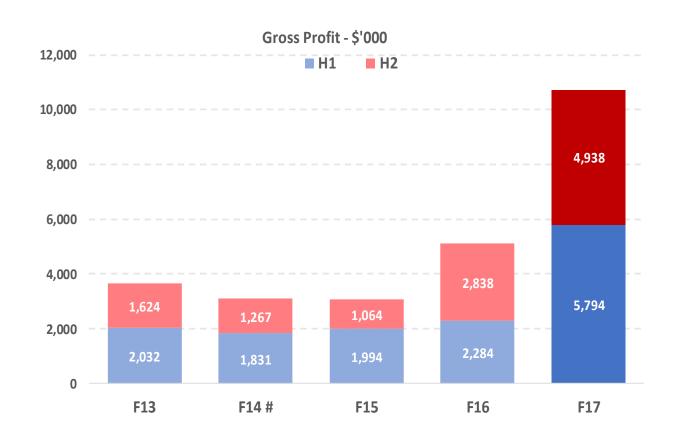


INFUSION - \$ millions	FY17	FY16		Change
Segment revenue	15.5	8.9	<b>↑</b>	74.2%
Cost of sales	(9.3)	(4.7)	1	97.1%
Gross profit	6.1	4.1	1	48.0%
GM%	39.6%	46.6%	$\downarrow$	(7.0)%pts

- Sales up 74% to \$15.5M aided by \$4.5M in capital sales under the nRAH contract
- Underlying sales (ex capital sales) up more than 20%
- Margin of 40%, down 7% points, impacted by the high proportion of nRAH capital sales
- Higher sales on lower average margin drive gross profit up 48% to \$6.1M
- nRAH set to officially open first week of September

# Gross Profit

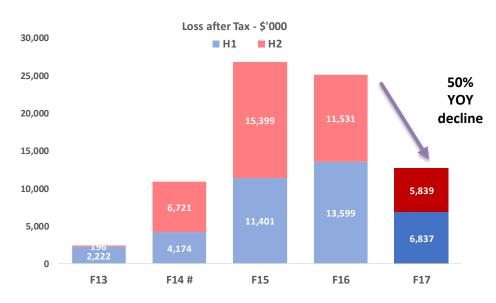


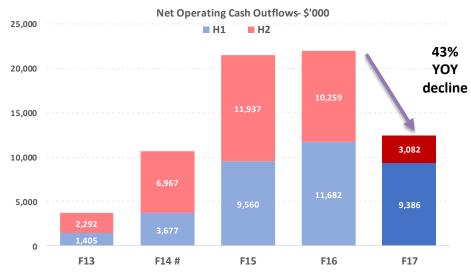


- Gross profit up 110% or \$5.6M to \$10.7M for year
- Gross margin expanded 12% points, up 33%
- ADAPT® contributed \$3.6M (64%) and Infusion \$2.0M (36%) of improved gross profit
- Margin improvement driven by ADAPT® whose margins grew to 67% from 19% driven by scale benefits and manufacturing improvements

# Net loss and operating cash outflows





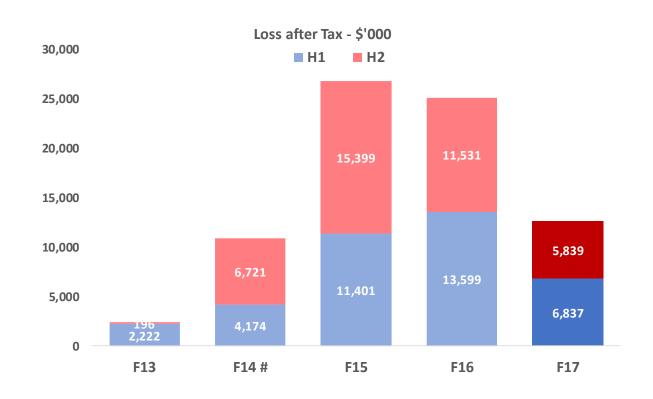


- Net loss after tax declined 50% to \$12.7M
- Strong underlying business results compensating for lower R&D refunds (\$1.3M) and higher depreciation and amortisation (\$0.4M)

- Operating cash outflows reduced 43% to \$12.5M, behind EBITDA loss that was down 54%, due to incremental working capital of \$1.9M
- Year-end cash balance of \$11.3M, up \$2.5M, impacted favourably by net funds from shares of \$17.1M partially offset by Regen settlement \$2.4M

### Net loss after tax

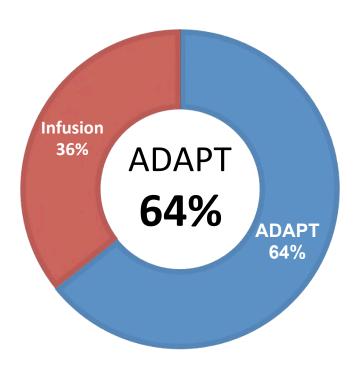




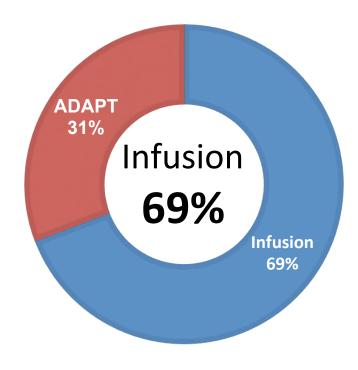
## Divisional contribution





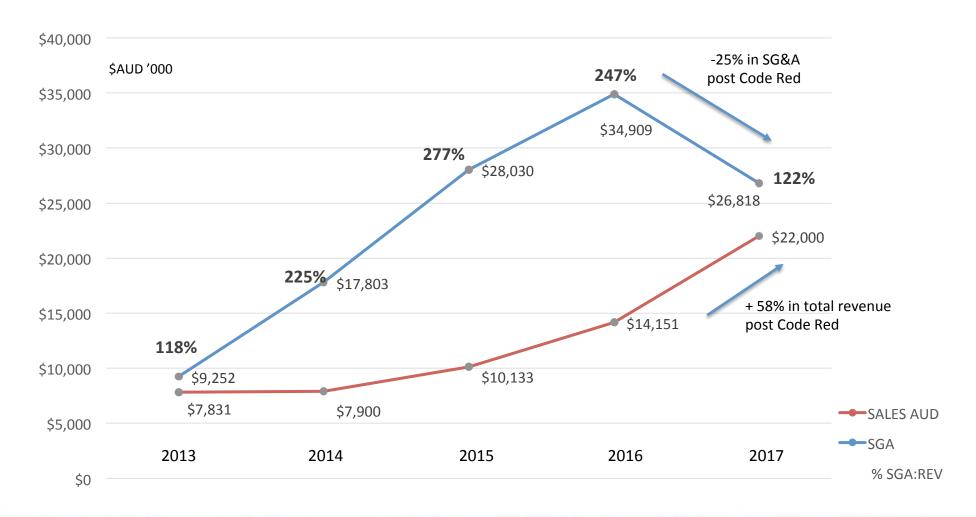


#### **REVENUE**



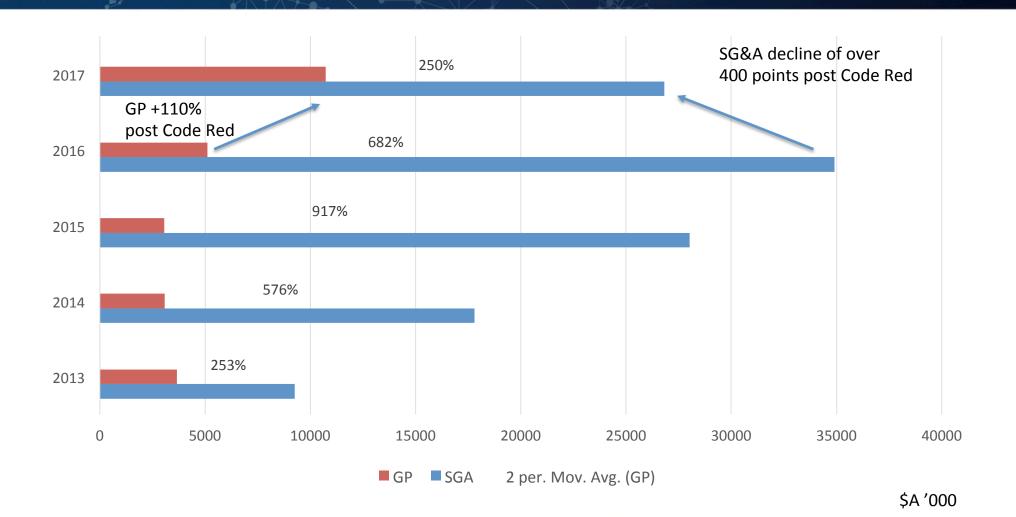
### SG&A evolution as % of revenue





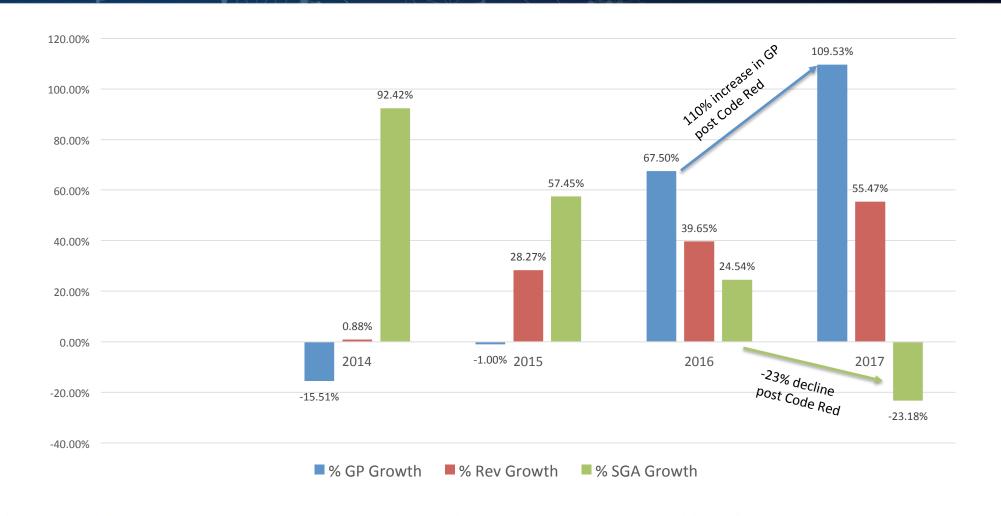
# SGA %: gross profit





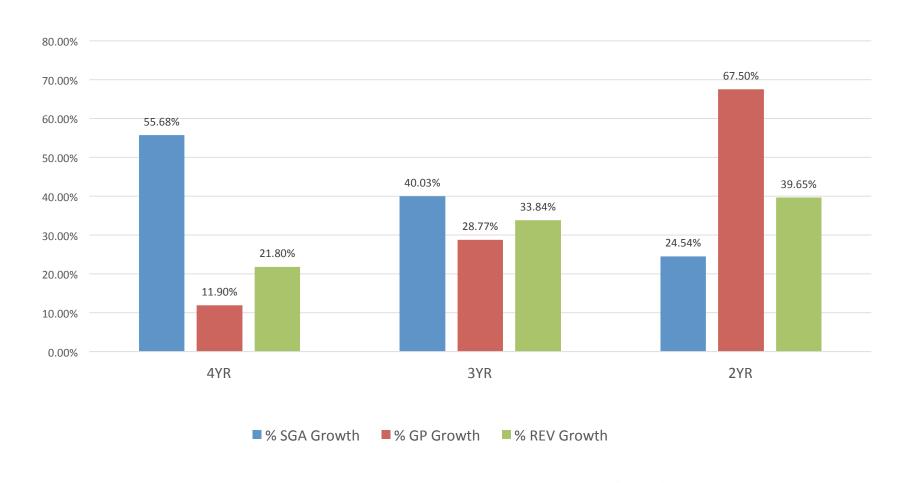
### YOY growth: GP, revenue, SG&A





# 4 YR CAGR – pre Code Red

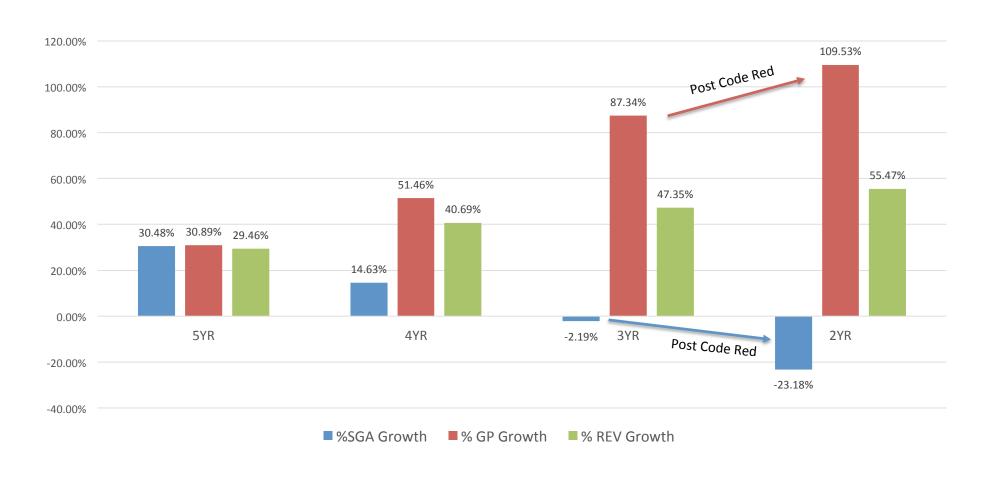






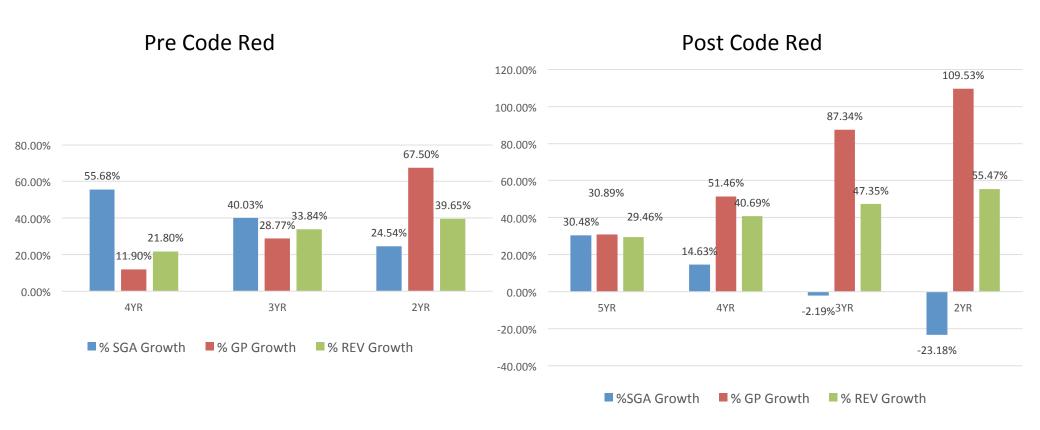
# 5-2 year post Code Red CAGR





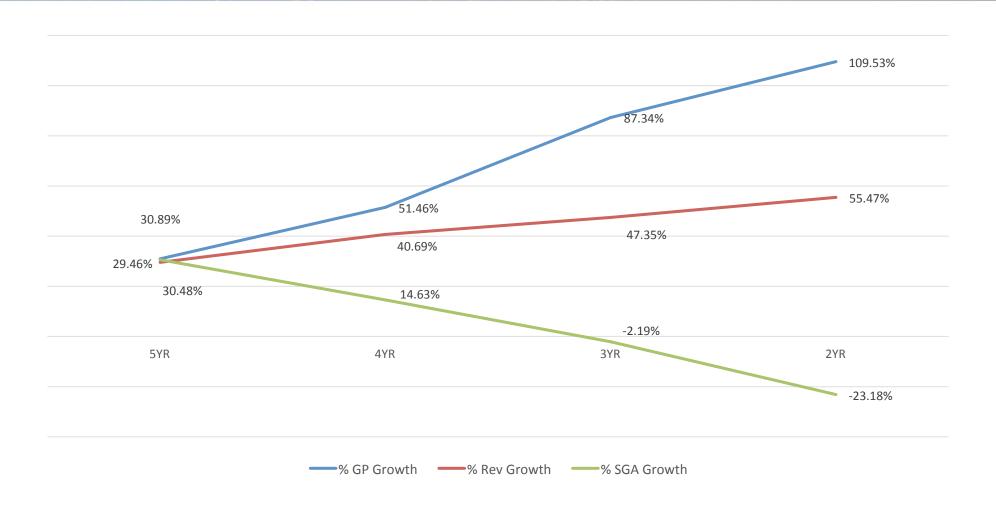
# Code Red impact on CAGR





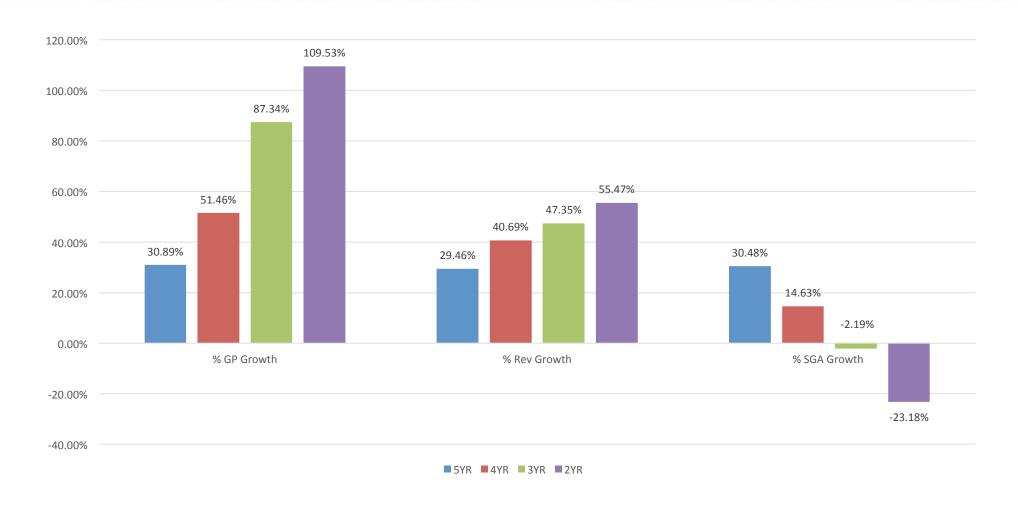
# 5 year CAGR comparison





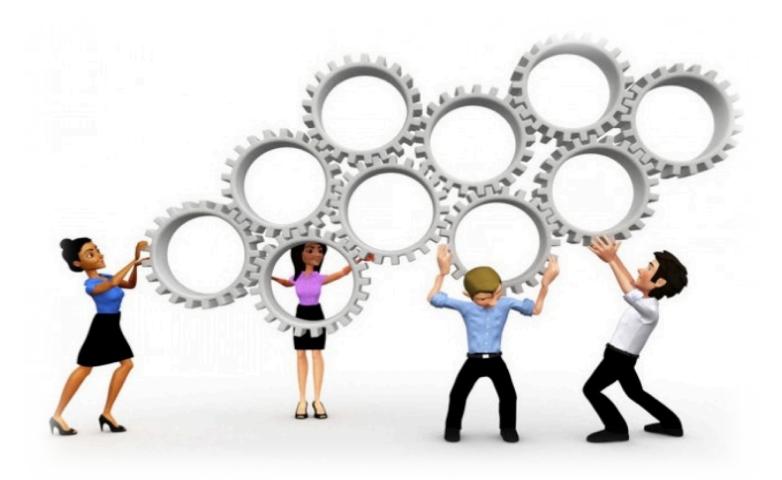
# Profit outgrowing costs – efficiency was key focus of Code Red





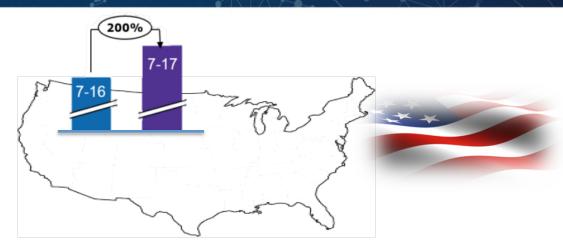
# The moving parts





### Region US





#### ADAPT 200% growth July 16 vs. July 17

- CardioCel Neo growing steadily up 276% MTD August since January
- VascuCel growing rapidly following initial period of establishing access – 25.4% compounded monthly growth rate January to August CY17

#### National Accounts Strategy - plan in place and starting to bear fruit

- Major system signed with sales commencing September 2017
- Currently participating in two tenders worth \$7.8 million over 3 years, commencing H2 2018
- Preparing two additional tender submissions for \$1.8 million award commencing Q1 & Q2 2018, respectively

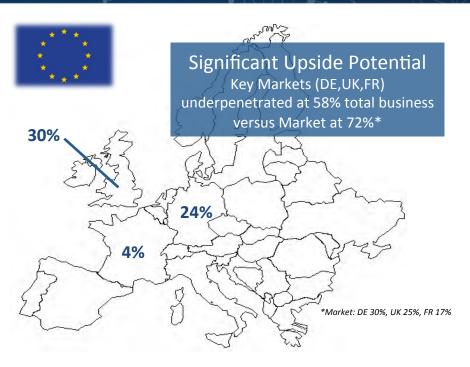
#### **Key Enablers of Performance (past & future)**

- Continued optimization of US field force
- Refinement of market potential and targeting by key account
- Launched 1<sup>st</sup> global marketing campaign
  - Designed by award winning global agency
  - Showcases Clinical superiority of ADAPT



### Region Europe





#### ADAPT growth of 9% slightly behind market

- UK modest growth at 6% July 16 vs July 17
- France growth of 186% significantly above market (new access)
- **Germany** (-7%) significantly below market
- RoR in line with market growth of 12%

#### **Key Enablers of Performance (past & future)**

- Restructured largest market, Germany, and recruited new sales force
  - Experienced, clinically adept professionals
  - Concentration of activity in key centers
- Submitted dossier to harmonize the ADAPT portfolio
  - Expand access to total cardiovascular and soft tissue repair market
  - Total market growing at 12.1% CAGR to 2022
- Launch of global marketing campaign Q4 2017



### Region Emerging Markets



#### Represents Access to growing multi Billion USD Market



- Regional Partner Genpharm driving phased approach ADAPT portfolio launch
- Phase 1 In-market and generating revenue KOS, Kuwait, Lebanon, Qatar
- Phase 2 In-process Egypt, Jordan, Iraq, Iran, Bahrain, Oman (entry 2018)

#### PRIORITY TARGETS (2017-2020)

- MENA
- INDIA
- CHINA



- Exclusive distribution partner secured Syncronei Medical
- Regulatory application submitted July approval expected in Q4 2017
- Target sites and KOLS secured to support commercial launch 1st revenue expected Q1 2018
- Major launch activity to coincide with the IACTS Annual Scientific meeting in Feb 2018



- High motivation from CHD KOLS to access ADAPT technology ASAP
- Regulatory process has commenced; potential commercial distribution partner engaged
- Phase 1 Invitro testing completed Q2 2018
- Phase 2 Clinical Trial
  - Sites and KOLS selected; Protocol developed
  - Commence Q2 2018 Complete Q2 2020
- Estimate market entry Q4 2020





### Region Emerging Markets



#### Represents access to growing multi billion \$ market



- Market assessment in process
- Final recommendations due Q4 2017
  - Mexico and Columbia commercial launch Q2 2018
  - Brazil 2020
  - Argentina 2019

#### Australia/NZ

- TGA approval in process expected Q2 2018,
- Australian patients continue to access CardioCel via SAS program
- Starship Children's Hospital Auckland CardioCel now approved

#### **Asia Pacific**

- Sales continue through Singapore, Malaysia, Hong Kong
- Regulatory approval pending: Taiwan, Vietnam, Thailand, Philippines (flow from TGA approval\_
- Japan regulatory assessment in process

#### **PRIORITY TARGETS** (2017-2020)

- LATAM
- AUS/ASIA PAC



### Admedus Infusion







- \$15.2 million in revenue = **74% growth**
- Growth being driven from key target products in portfolio
  - Arcomed
  - **AMBIT**
  - Springfusor
  - Vsets
- Increased penetration into private segment with AMBIT
- Secured Mercy Ascot (NZ), Gawler Health (SA), and Western Private (SA) for Arcomed system



- It's now 'live'
- Implementation project continues into Q3-Q4 2017
- ~2000 clinical staff trained
- ~ revenue forecast > \$1 million per annum
- Follow-on projects in SA Health
  - Several SA Public Hospitals looking to replace Infusion fleet 2017-2019
  - Will be viewing NRAH as a key reference point



# Tech Ops FY17 by the numbers ADMEDUS



- Annualized savings ~ \$1.0M on a \$4.3M mfg. site budget (23% VIP/VOP)
- Improve pass rate from 47% to 76%
- Improve tissue yield by ~ 60%
- Reduced electrical consumption & greenhouse gas emissions by 40%
- > 45% Reduction is COGS
- O regional stock-outs
- O critical audit findings



# Tech Ops FY17 – New Capabilities



#### **Developed and Implemented**

- Cutting complex ADAPT® scaffold shapes
- 3D processing of ADAPT® scaffolds
- Thickness differentiation
- Bulk processing of pericardia in preparation of significant volume increase
- Validated processing larger size of 6cm x 14cm

#### **Developing ... in Feasibility** (planned late FY18 implementation)

- Control of ADAPT® scaffold thickness
  - ✓ First automated machine prototype complete
  - ✓ Processed a pericardium sheet from .5mm to .3mm
  - ✓ Processed a portion of a pericardium sheet as low as .15mm
  - ✓ Capability to produce two different thickness levels in same sheet



### Immunotherapies



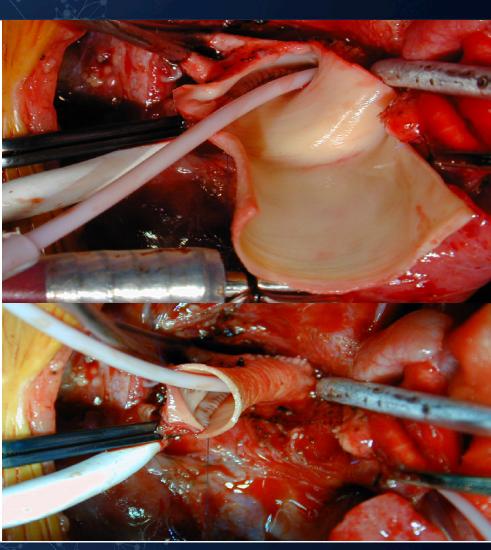
- Developing RNA vaccines as an expansion of the overall platform
- Collaboration with Translate Bio (formerly Rana, formerly Shire)
- Targeting immunoncology, specifically HPV related cancer
- Initial data showing strong in vitro immune responses
- Further updates through the coming year
- BOD reviewing funding options, both private and public routes under consideration



# 3D and the future of shaped collagen

ADMEDUS
INNOVATIVE HEALTH SOLUTIONS

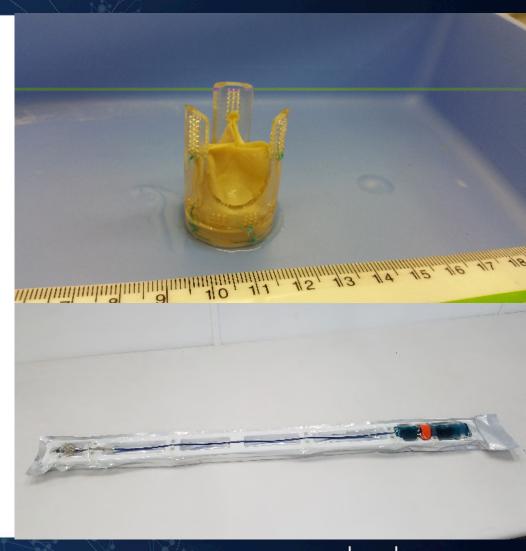
- The variability of techniques and individual patients require AHZ to gather data on multiple use scenarios in a structured and responsible manner to ensure the best possible information is available for surgeons at launch
- Evaluation program underway will be complete in calendar Q4
- Major centers in the US and AU compiling use case data
- Commercial launch calendar Q1 2018



## TAVR – alive and well



- Multiple IP files ready to go within two weeks
- Utilization of 3D molding abilities applied to single piece valve
- Innovations in process involving the catheter
- Project on schedule



# 4C Medical supply agreement



#### **TMVR** market potential is very large

- \$3B Market by 2022, with 15.9% CAGR
- 4.1 million patients in US and EU, 250,000 new patients annually
- High area of unmet need for patients unable to undergo mitral valve repair surgery





"novel minimally invasive solution for the treatment of mitral regurgitation"

#### **Agreement Highlights**

- Significant source of revenue
- Exclusive agreement to supply
- Offers patients with MR the transformative healing of ADAPT
- Sets the stage for co-development across the full transcatheter spectrum







Two decades of peer-reviewed, published data provide strong evidence for ADAPT® technology<sup>1-7</sup>

20yrs



Through the eyes of the microscope, ADAPT® was verified as a paradigm shift in bioprosthetic tissue engineering.



-Leon Neethling, PhD, FACA









# Evidence of clinical superiority



- Results have shown that CardioCel has zero DNA readings after our ADAPT Tissue Engineering process
- The analysis was done by ARGF Ltd who is accredited in the field of Biological Testing (Scope: DNA Analysis) according to the ISO 17025:2005 standard by the National Association of Testing Authorities (NATA)

# Evidence of clinical superiority



- Prabhu S, Armes JE, Bell D, et al. Histological evaluation of explanted fissue engineered bovine pericardium (CardioCel<sup>®</sup>) Semin Thorac Cardiovasc Surg. 2017. doi.org/10.1053/i.semtcvs.2017.05.017.
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- Strange G, Brizard C, Karl TR, Neethling L. An evaluation of Admedus' tissue engineering process-treated (ADAPT) bovine
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A selection of footnoted proof points from a range of sources (shown with some overlapping duplicates for formatting reasons)



# Evidence of clinical superiority



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A selection of footnoted proof points from a range of sources (shown with some overlapping duplicates for formatting reasons)

### What's next?



- Multiple announcements in the pipeline for calendar Q4
- IP files to be lodged on several TAVR innovations
- The launch of CardioCel 3D
- Introduction of new field force campaign materials in September
- First revenues from 4C Medical
- Expanded development of shaped collagen products
- Immunotherapies update



### F17 Summary and Outlook



Substantial advances achieved on the turnaround agenda during the year, significantly re-setting the business through strong performance improvement whilst simultaneously driving transformative change

- Group revenues up 58%
- Group gross profit up 110%, driven by higher sales and margin expansion of 33%
- Group operating expenses down 25% and below F15 levels
- Group losses after tax down 50%
- Group operating cash outflows down 43%
- ADAPT®:
  - Sales up 30%, margins up 48% points driving gross profit up 368%
- Infusion
  - Sales up 74%, margins down 7% points driving gross profit up 48%
- As a result of operational and strategic improvements, Group expects to approach financial break even in last quarter of calendar year 2018 leading to profitability in the full calendar year 2019





### Transform Their Futures

ONLY ADAPT®-PROCESSED BIOMATERIAL ALLOWS FOR TRANSFORMATIVE REPAIR WITH NATURAL HEALING



Native-cell integration, collagen synthesis, and neovascularization are the markers of transformative repair<sup>1</sup>



No antigenic or immunogenic stimulus and no foreign-body reaction demonstrated<sup>2</sup>



No calcium-binding sites observed<sup>2-7</sup>



More than 8 years of proven clinical performance<sup>8 10</sup>









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