# avita medical medical

# One Platform. Endless Possibilities.

May 2021

NASDAQ: RCEL

ASX: AVH



### Legal Disclaimers



Certain statements in this presentation and the accompanying oral commentary are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained in this presentation, including statements regarding our future financial condition, technology platform, development strategy, prospective products, pipeline and milestones, regulatory objectives, expected payments from and outcomes of collaborations, and likelihood of success, are forward-looking statements. Such statements are predictions only and involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks and uncertainties include, among others, the costs, timing and results of clinical trials and other development activities; the uncertainties inherent in the initiation and enrollment of clinical trials; the uncertainties associated with the COVD-19 pandemic; the unpredictability of the timing and results of regulatory submissions and reviews; market acceptance for approved products and innovative therapeutic treatments; competition; the possible impairment of, inability to obtain and costs of obtaining intellectual property rights; and possible safety or efficacy concerns, general business, financial and accounting risks and litigation. Because forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified and some of which are beyond our control, you should not rely on these forward-looking statements as predictions of future events. More information concerning us and such risks and uncertainties is available in our public filings with the U.S. Securities and Exchange Commission, including our most recent Quarterly Report on Form 10-K for the year ended June 30, 2020. We a

The Company has filed a registration statement (including a prospectus) and will also file a preliminary prospectus supplement with the Securities and Exchange Commission (SEC) for the offering to which this communication relates, and such registration statement has been declared effective by the SEC. Before you invest, you should read the preliminary prospectus supplement (when available) and the prospectus contained in the registration statement for more complete information about the Company and this offering. The preliminary prospectus supplement (when available) and the registration statement (including the prospectus) may be accessed through the SEC's website at <a href="https://www.sec.gov">www.sec.gov</a>

AVITA Medical's products are Rx only. Please reference the Instructions for Use for more information on indications, contraindications, warnings, precautions and adverse events.

In the United States, RECELL is approved for use in patients 18 years and older suffering acute thermal burns. Use of RECELL® in other patient populations is either prohibited by United States law or may be made available pursuant to a relevant investigational device exemption granted by the FDA (and likewise limited by United States law to investigational use only).

## **Experienced Leadership Team**





Dr. Michael S. Perry CEO >30 years experience



Michael Holder CFO 30 years experience



Erin Liberto
CCO

19 years experience



Andrew Quick CTO 25 years experience



Kathy McGee COO 25 years experience



Dona Shiroma General Counsel 20 years experience













## AVITA Medical: Investment Highlights

#### **RECELL® System: FDA approved for the treatment of acute thermal burns**

- Proprietary Spray-On Skin<sup>™</sup> Cells offers life changing benefits
   Point of care technology that is safe & effective
- Published health economic model demonstrates hospital cost savings

#### Deep scientific and clinical pedigree

- 2 randomized controlled trials and 1st PMA in burns in > 20yrs
- 10,000+ patients, 180+ publications and presentations

#### Ongoing platform expansion: \$1.5B U.S. serviceable market opportunity

- Platform technology with numerous adjacent applications
- PMA label expansion underway with 3 pivotal studies:
  - Vitiligo
  - Soft Tissue Reconstruction
  - Pediatrics (Scalds early intervention)

#### Further potential for cell-based gene therapy and aesthetics

Fiscal Q3 RECELL System sales of \$4.7M; total revenue of \$8.8M (incl. BARDA)

Cash as of 31 March 2021 \$115M

## avita



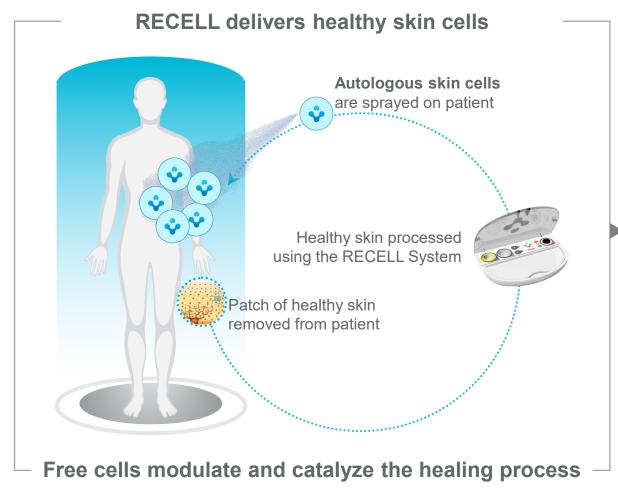
Zed, treated with the RECELL System

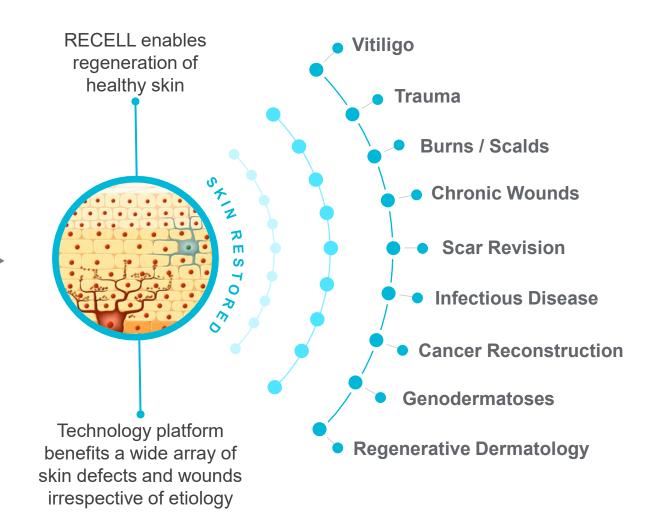
Revolutionary treatment using a patient's own skin for life-changing outcomes

### One Platform. Endless Possibilities.









## First Indication: Thermal Burns Current Standard of Care Is Suboptimal and Expensive



#### SPLIT-THICKNESS SKIN GRAFTS (STSG) ARE THE STANDARD OF CARE (SoC)



Harvesting skin from donor site for STSG



Donor site wound created while harvesting skin for autograft



Typical SoC donor site scar 52 weeks post procedure

#### KEY SHORTCOMINGS OF SoC

- Extensive skin harvesting required
- Pain associated with donor site
- Extended hospitalization and costs
- Multiple complex, costly, surgical procedures
- Risk of infection
- Pigmentation and discoloration
- Scarring
- Atrophy
- Contracture

Current SoC for a 40% Total Body Surface Area (TBSA) burn: Average cost USD \$579,000 and 59.4 days in hospital<sup>1</sup>



## RECELL Spray-On Skin Treats 80cm<sup>2</sup> of Skin from a 1cm<sup>2</sup> Biopsy



#### **AUTOLOGOUS**

Cell Harvesting Device that delivers Spray-On Skin Cells within 30 minutes at the point of care

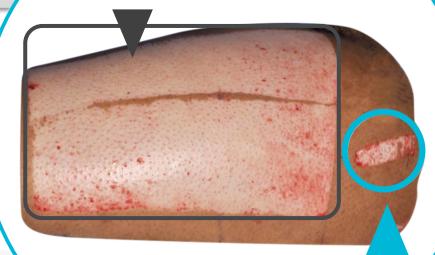
## SPLIT-THICKNESS SKIN GRAFT DONOR SITE

#### **COMPLETE**

Full range of skin cell types with re-pigmentation

#### **ACTIVATED**

Fresh (non-cultured cells) with the "free edge healing cascade"



#### **SAFE & EFFECTIVE**

2 randomized controlled trials supporting PMA 1st PMA burn product approval ~20 yrs 10K+ patients worldwide >150 peer reviewed articles

#### **DONOR SPARING**

Treatment area = 80x donor area (credit card size skin sample can treat an entire adult back)

#### **RECELL DONOR SITE**

## PUBLISHED HEALTH ECONOMIC DATA

Demonstrating significant savings to the health care system

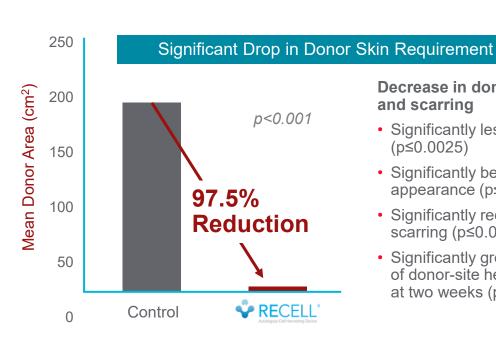
## 1st Premarket Approval Treatment in Burns in 20 Years



Dual multi-center, randomized, controlled premarket approval studies



Published in JBCR and Presented at ABA

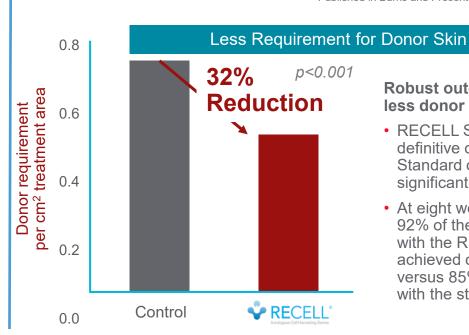


#### Decrease in donor site pain and scarring

- Significantly less donor site pain  $(p \le 0.0025)$
- Significantly better donor site appearance (p≤0.0025)
- · Significantly reduced donor site scarring (p≤0.0025)
- Significantly greater incidence of donor-site healing at two weeks (p<0.001)

#### Pivotal Trial #2 (31 Patients) RECELL (with widely expanded graft) versus STSG in **Third-Degree Burns**

Published in Burns and Presented at ABA



#### Robust outcomes despite less donor skin

- RECELL System achieved definitive closure comparable to Standard of Care with significantly less donor skin
- At eight weeks post treatment, 92% of the burn sites treated with the RECELL System achieved complete healing versus 85% for the sites treated with the standard of care

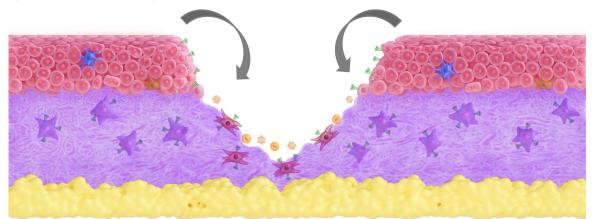
Comparable healing and long-term outcomes for burn sites with significantly less donor skin required

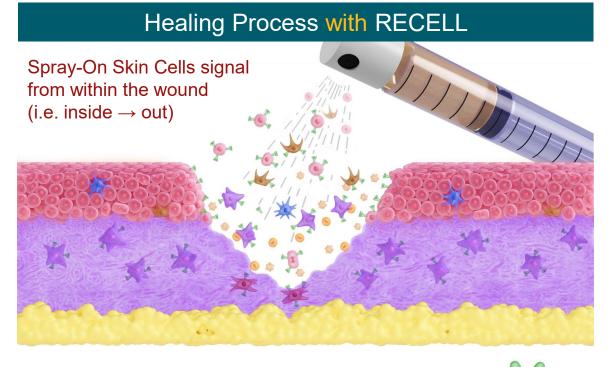
## RECELL "Free Edge" Advantage



#### Healing Process without RECELL

Free edge limits signaling to wound boundary (i.e. outside → in)

























## RECELL Delivers Life-Changing Outcomes



#### Case series presented at 50th Annual ABA Meeting (2018)

Treatment Day



Day 7



Day 21



3 Months



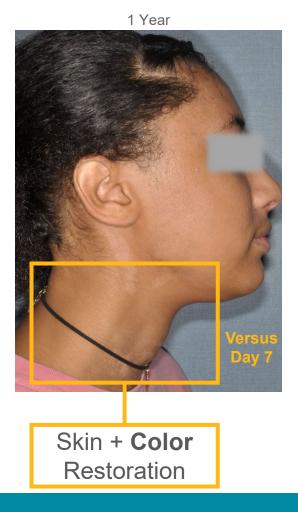
1 Year



Compassionate Use case

- 12-year-old girl with 2nd-degree facial burn and widespread 3rd-degree burns
- 62% Total Body Surface Area (TBSA) burn injury
- Insufficient donor skin available for SoC (STSG)

- Reintroduction of melanocytes resulted in an excellent cosmetic outcome
- No facial contracture release surgery required
- Discharged in 24 days



RECELL's treatment area is 80 times larger than the donor site

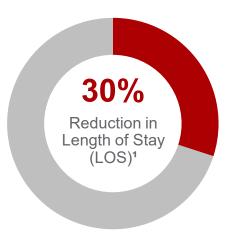
### Published Health Economic Model: Demonstrates Patient and Health Care System Benefits

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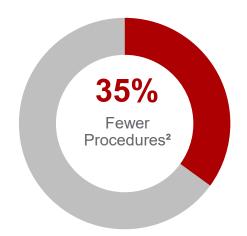
RECELL saves the hospital money in in-patient scenarios where the burn is 10% Total Body Surface Area (TBSA) or greater

#### **Transforming Care**

Can reduce costs and accelerate recovery by decreasing the number of painful procedures and length of stay in hospital



Fewer procedures and faster healing times get patients home more quickly



Reduced donor site size and greater meshing ratio enables permanent closure with fewer invasive autograft procedures



Shorter and fewer procedures, decreased length of stay, and reduced resource use translates into burn center savings

#### **VALIDATED MODEL**

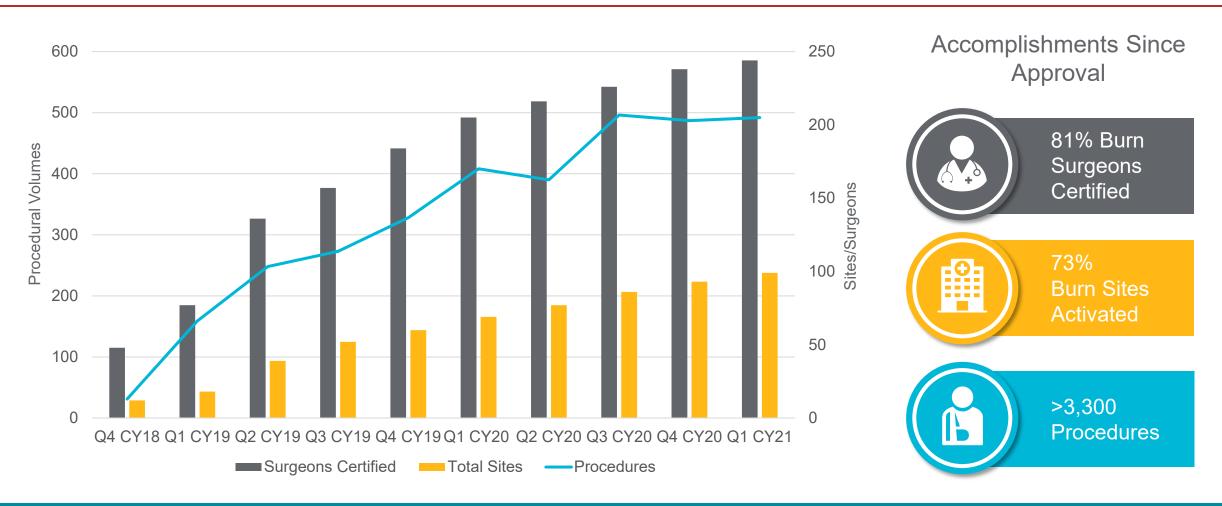
- 21 abstracts on RECELL health economics since launch
- 17+ Burn Centers contributing to the RECELL abstracts and publications
- Two publications
- Customized Budget Impact calculator
- Leader of health economics in burns

<sup>1.</sup> Park JH, Heggie KM, Edgar DW, Bulsara MK, Wood FM. Does the type of skin replacement surgery influence the rate of infection in acute burn injured patients? Burns 2013;39:1386-90. https://doi.org/10.1016/j.burns.2013.03.015

<sup>2.</sup> Kowal, S., Kruger, E., Bilir, P. et al. Adv Ther (2019). https://doi.org/10.1007/s12325-019-00961-2

## Strong Adoption of the RECELL System





### Over \$35 Million in U.S. RECELL Revenue Since Approval

## Intellectual Property: Robust and Expanding Patent Estate



#### ROBUST PROTECTION ACROSS PATENT FAMILIES

Cell Suspension Preparation Technique and Use

Commercial RECELL device, composition of matter, and associated methods of use

Cell Suspension And Use Thereof

Method of preparing cell suspension with exogenous agent to promote wound healing

Systems and Methods for Tissue Processing and Preparation of Cell Suspension Therefrom

Automated system for preparing cell suspension, next generation sprayer and method of production

Devices, Methods, and Kits for Preparing a Cell Suspension

All-in-one RECELL kit, system, and associated method of use

Methods for Identifying Cell Suspensions with Therapeutic Potential for Skin Regeneration

Method and system for validating the use of a cell suspension for administration to a patient

Bioactive Therapeutic Suspensions with Cellular-Based Supernatant

Bioactive suspension derived from freshly disaggregated tissue, and associated methods of preparation and use

## EXPANDING PORTFOLIO TO SUPPORT CURRENT AND FUTURE INDICATIONS



Next Generation RECELL devices to improve ease of use in burns and pipeline indications



Potential to license patented technology for telomerase mRNA that has the potential to reverse aging of skin cells



Potential to license technologies for suspensionbased delivery of genetically modified cells, with applications to genetic skin disorders

A global total of 56 granted patents, 19 pending patent applications.

Expiration from 2022 to 2040



Development Pipeline and Growth Potential



## Focused Pipeline with Strong Growth Potential

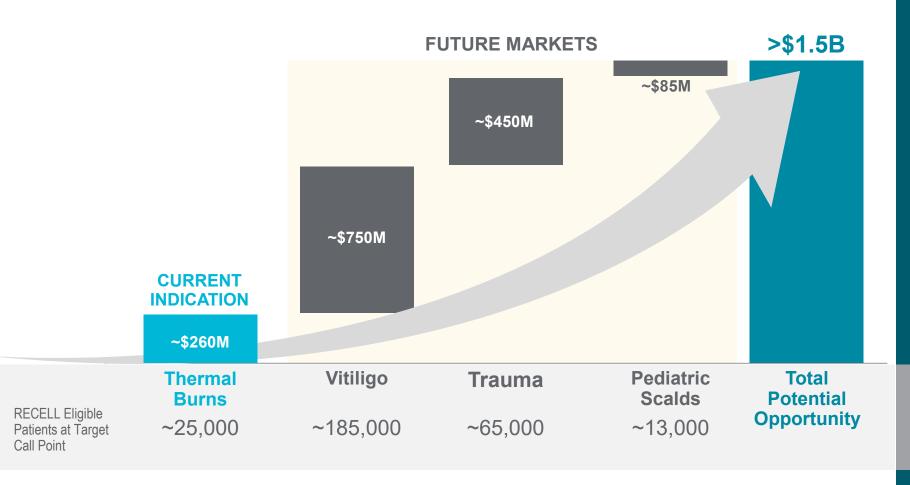


INDICATION	DISCOVERY	FEASIBILITY	PIVOTAL	APPROVAL		
Regenerative Therapeutics – Wounds & Dermatology (Current Platform)						
Acute Thermal Burns Adults (U.S.)						
Burns and Wounds (Japan)						
Vitiligo (U.S.)						
Soft Tissue Reconstruction (U.S.)						
Pediatric Scalds (U.S.)*						
Early-Stage Research Programs						
Epidermolysis Bullosa						
Rejuvenation						

<sup>\*</sup> Pediatric Scalds is a BARDA-funded study under contract HHS0100201500028C. Epidermolysis Bullosa and Rejuvenation programs are in partnership with the Gates Center at the University of Colorado and Houston Methodist Research Institute

## Current Platform Enables Access to a Large Serviceable Market





Efficacy	We	I Demo	nstrated
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	Patients (in studies)	Publications & Presentations
BURNS	1,656	172
DEFECTS/ VITILIGO	435	56
ACUTE WOUNDS	71	24

Highly De-risked Pipeline with > 10,000 Patients Treated
Globally

A common goal: Full skin restoration (Re-epithelialization and re-pigmentation)

## Vitiligo: Unmet Need, No FDA-Approved Products



## SIGNIFICANT UNMENT NEED Up to 2% of the population affected (~6.5M in the US)

No FDA-approved medical treatments; extremely low patient and physician satisfaction with existing products

#### Vitiligo impacts quality of life (QoL) –

25% of patients with vitiligo reported a DLQI >10, which indicates severe QoL reductions, compared with 34% in psoriasis patients

Advances in Vitiligo: An Update on Medical and Surgical Treatments. A. Dillon, et al. J Clin Aesth Derm. 2017. Willingness-to-Pay and Quality of Life in Patients with Vitiligo. Radtke, et al. BJD. 2009.

#### LIMITED TREATMENT OPTIONS DRUGS AND PHOTOTHERAPY SURGICAL Medical **Phototherapy** Skin grafting management For disease For repigmentation of For disease stable lesions (rarely stabilization: Corticostabilization: UVB. steroids, calcineurin performed): Punch & excimer laser inhibitors suction blister grafting 2-3 treatments / week for Transplantation of small a few months to over a 2 treatments per week for sections of pigmented 3-6 months

Typically combined with

#### Melanocytekeratinocyte transplantation

skin to depigmented

areas

For repigmentation of stable lesions: Requires substantial laboratory equipment

Note: Surgical approaches are performed very rarely and only at very specialized academic centers

Limited efficacy

cancer risk

Poor compliance

Potential skin atrophy,

vear

topicals

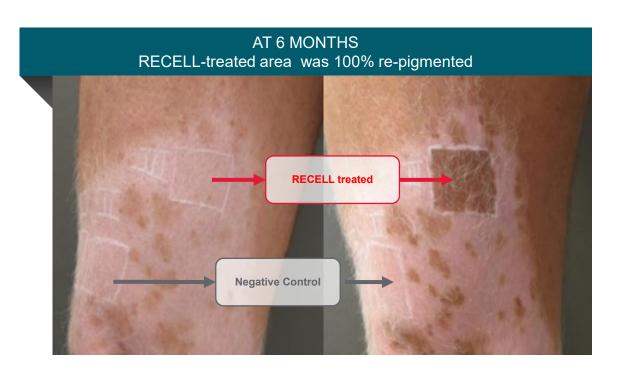
Not durable

(psoralen with phototherapy)

## Established RECELL Track Record in Vitiligo



1,000 patients treated internationally and 8 peer-reviewed publications showing positive outcomes



#### POTENTIAL RECELL BENEFITS



For stable vitiligo of all types (segmental & non-segmental)



**Durable:** One-time treatment to regenerate pigmentation



Complementary to existing products and pipeline (e.g., immunomodulating drugs and phototherapy that stabilize the disease)

Very exciting and novel.

Preliminary efficacy rate looks very impressive.

- Vitiligo Specialist

U.S. Pivotal Study enrolling; last patient (N=84) expected in H2 2021

## Traumatic Soft Tissue Injury: High Confidence in Positive Outcomes



#### RECELL used by multiple surgeons in traumatic wounds with **positive outcomes**



Patient treated for necrotizing fasciitis.



Excellent healing, with very good cosmetic and functional outcomes.

RECELL demonstrated a compelling value proposition in these **particular wound** types:



**Abrasions** 



**Degloving Injuries** 



Infectious Disease (e.g., Necrotizing Fasciitis)

Soft tissue injuries are associated with large areas of skin loss. As such, the unmet needs are closely aligned with burns.

#### U.S. Pivotal Study (N=65) enrolling now

## Early Intervention for Pediatric 2nd Degree Burns (Scalds)



#### A unique subset of burns

- 30% of burns occur between 1 and 15 years of age of which 45% are estimated to be associated with scalds
- Scalds frequently present as "indeterminate depth", for which conventional treatment involves waiting several weeks and only autografting if necessary
  - With RECELL early intervention, the aim is to prevent autografting and avoid scarring and disfigurement









Case Study: 2-year-old with scald treated with RECELL

## Exploring Cell-Based Gene Therapy for Epidermolysis Bullosa



#### THE CHALLENGE



#### **DEBILITATING**

Skin fragility, disability, cancer

## HIGH UNMET

No FDA-approved treatment, only palliative measures

#### COST BURDEN

Care of \$200K-\$500K per year per patient

#### THE OPPORTUNITY

Preclinical research partnership underway, exploring the combination of a novel gene correction approach with AVITA's Spray-On Skin<sup>TM</sup> Cells technology

AVITA AND GATES CENTER COLLABORATION

**COMPETITOR PIPELINE PROGRAMS** 



or precise correction of based on foreign DNA insertion, which could have negative long-term effects



Some competitors focused on growth of geneedited skin sheets, which suffer from fragility



Epidermal sheets require surgical anchoring and can result in complex procedures and issues with 'take rates'

Proof-of-concept for delivering genetically modified cells in suspension expected in 2021

## Exploring Novel RNA-Based Approach for Rejuvenation





- Patented RNA technology for delivery of telomerase enzyme to aged cells
- Demonstrated reversal of aging and return of functionality in cells of progeria patients (human model of accelerated aging)
- Patented and proprietary Spray-On Skin Cells technology and device (RECELL)
- Expertise in skin regeneration, including in preclinical models
- Strong track record and expertise in clinical development and commercialization

#### Multi-Billion Dollar Market Presents a Sizeable Opportunity

- >\$16.5B spent in aesthetic procedures per year (US)\*
- >3M aesthetic procedures per year (US) aimed to improve skin tightness, texture & evenness in skin tone\*
- Consumers desire superior results over current offerings
- Personalized, cellular-level approaches to skin rejuvenation, developed with robust evidence, is an area of significant interest

Sponsored research underway exploring use of telomerase for molecular reversal of skin cell aging



Corporate



### **Financial Overview**



#### 12 Months Ended June 30

(USD in \$000s)	2018	2019	2020	Ytd as of Mar 31, 2021
Revenue	929	5,474	14,263	18,928
Gross Profit	383	4,203	11,290	15,032
BARDA Income	7,734	5,921	3,926	1,615
Cash	10,986	20,174	73,639	114,879

USD \$20.14 Share Price<sup>1</sup>

USD \$500 Million Market Capitalization<sup>1</sup>

USD \$0.0 (Zero) Debt

#### Analysts

- Matt O'Brien, Piper (U.S.)
- Josh Jennings, Cowen (U.S.)
- Brooks O'Neil, Lake Street (U.S.)
- Ryan Zimmerman, BTIG (U.S.) John Hester, Bell Potter (AUS)
- Chris Kallos, MST (AUS)
- Lyanne Harrison, BofA Global Research (AUS)
- Nicolette Quinn, MorningStar (AUS)
- Shane Storey, Wilsons (AUS)

Nasdaq ticker symbol: RCEL

ASX ticker symbol:

1. RCEL as 5/13/2021

## Value-Creating Milestones



#### **Key Accomplishments**



- RECELL U.S. revenue growth of 126% (vs same quarter prior year)
- Cumulative U.S. product sales since September 2018 FDA approval exceeding \$35M
- U.S. Redomiciliation
- Delivery of RECELL units into BARDA Vendor Managed Inventory
- Strong RECELL conference presence (32 presentations to date in '21)
- ~50% of Burn Surgeons Used RECELL in CY Q1 '21
- 73% of Burn Accounts VAC Approved

### Upcoming Key Milestones in 2021



- Japan: PMDA Approval planned CY Q4
- Vitiligo: Last patient enrolled in clinical study planned CY Q4
- EB: Initial proof of concept for delivery of genetically modified cells in suspension
- Telomerase: Initial proof of concept on impact of telomerase on skin in a mouse model
- Pediatric label expansion
- Outpatient C-Code / TPT

### Risk Factors and Disclosures



- There are numerous risk factors involved with the Company's business. Some of these risks can be mitigated by the use of safeguards and appropriate systems and controls, but some are outside the control of the Company and cannot be mitigated. Accordingly, an investment in the Company carries no guarantee with respect to the payment of dividends, return of capital or price at which securities will trade. The following is a summary of the more material matters to be considered. However, this summary is not exhaustive. Potential investor should consult their professional advisors before deciding whether to invest.
- Technological Change: Technological change presents the Company with significant opportunities for growth. However, the risk remains that any competitor may introduce new technology enabling it to gain a significant competitive advantage over the Company.
- Reliance on key personnel: The Company's success depends to a significant extent upon its key management personnel, as well as other management and technical personnel including sub-contractors. The loss of the services of any such personnel could have an adverse effect on the Company.
- Competition: The Company competes with other companies, including nationally in Australia and internationally. Some of these companies have greater financial and other resources than the Company and, as a result, may be in a better position to compete for future business opportunities. There can be no assurance that the Company can compete effectively with these companies.
- Patent Protection: The patent protection that the Company may obtain varies from product to product and country to country and may not be sufficient, including to maintain product exclusivity. Patent rights are also limited in time and do not always provide effective protection for products and services: competitors may successfully avoid patents through design innovation, the Company may not hold sufficient evidence of infringement to bring suit, or the infringement claim may not result in a decision that the rights are valid, enforceable or infringed. Legislation or regulatory actions subsequent to the filing date of a patent application may affect what an applicant is entitled to claim in a pending application and may also affect whether a granted patent can be enforced in certain circumstances. Laws relating to biotechnology remain the subject of ongoing political controversy in some countries. The risk of changed laws affecting patent rights is generally considered greater for the biotechnology field than in other longer established fields.
- Change in government policy and legislation: Any material adverse changes in relevant government policies or legislation of Australia / United States may affect the viability and profitability of the Company, and consequent returns to investors. The activities of the Company are subject to various federal, state and local laws governing prospecting, development, production, taxes, labor standards and occupational health and safety, and other matters.

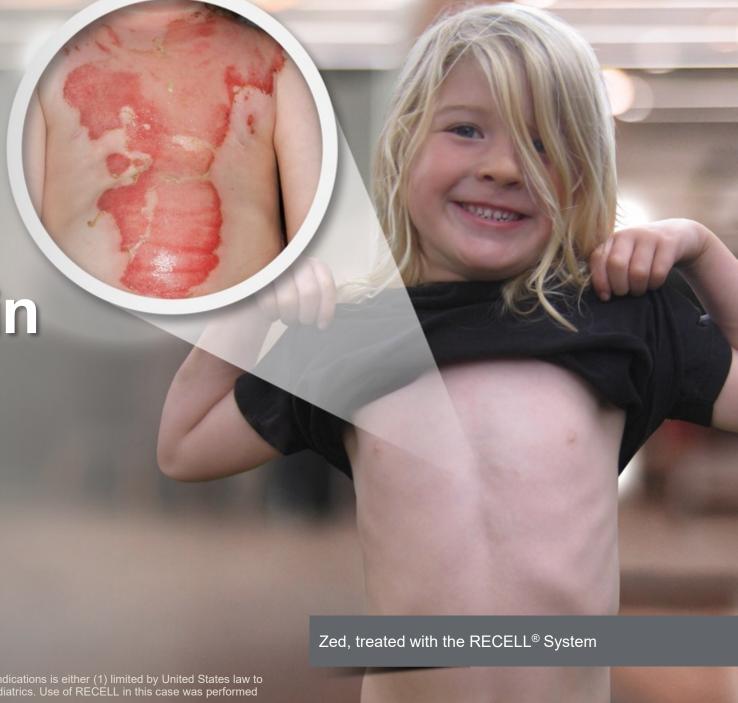
## Important Safety Information



- INDICATIONS FOR USE: The RECELL® Autologous Cell Harvesting Device is indicated for the treatment of acute thermal burn wounds in patients 18 years of age and older. The RECELL® device is used by an appropriately-licensed healthcare professional at the patient's point of care to prepare autologous RES® Regenerative Epidermal Suspension for direct application to acute partial-thickness thermal burn wounds or application in combination with meshed autografting for acute full-thickness thermal burn wounds.
- CONTRAINDICATIONS: RECELL® is contraindicated for: the treatment of wounds clinically diagnosed as infected or with necrotic tissue, the treatment of patients with a known hypersensitivity to trypsin or compound sodium lactate (Hartmann's) solution, patients having a known hypersensitivity to anesthetics, adrenaline/epinephrine, povidone-iodine, or chlorhexidine solutions.
- WARNINGS: Autologous use only. Wound beds treated with a cytotoxic agent (e.g., silver sulfadiazine) should be rinsed prior to application of the cell suspension. RECELL® is provided sterile and is intended for single-use. Do not use if packaging is damaged or expired. Choose a donor site with no evidence of cellulitis or infection and process skin immediately. A skin sample should require between 15 and 30 minutes contact with Enzyme. Contact in excess of 60 minutes is not recommended. RECELL® Enzyme is animal derived and freedom from infectious agents cannot be guaranteed.
- PRECAUTIONS: RECELL® is not intended for use without meshed autograft for treatment of full-thickness burn wounds. The safety and effectiveness of RECELL® without meshed autograft have not been established for treatment of partial-thickness burn wounds: on the hands and articulating joints, >320 cm2, in patients with wounds totaling >20% total body surface area (TBSA). The safety and effectiveness of RECELL® with autografting have not been established for treatment of full-thickness burn wounds: on the hands and articulated joints, in patients with wounds totaling >50% TBSA.
- SPECIAL PATIENT POPULATIONS: The safety and effectiveness of RECELL® have not been established for treatment of acute thermal partial-thickness or full-thickness burn wounds in pediatric patients younger than 18 years of age. For complete Important Safety Information, refer to Instructions For Use.

Revolutionary treatment using a patient's own skin for life-changing outcomes





In the U.S., RECELL is approved for acute thermal burns in patients > 18 years. Use of RECELL in other indications is either (1) limited by United States law to investigational use; or (2) otherwise prohibited. In the United States, RECELL is not approved for use in pediatrics. Use of RECELL in this case was performed internationally where the indication is approved.

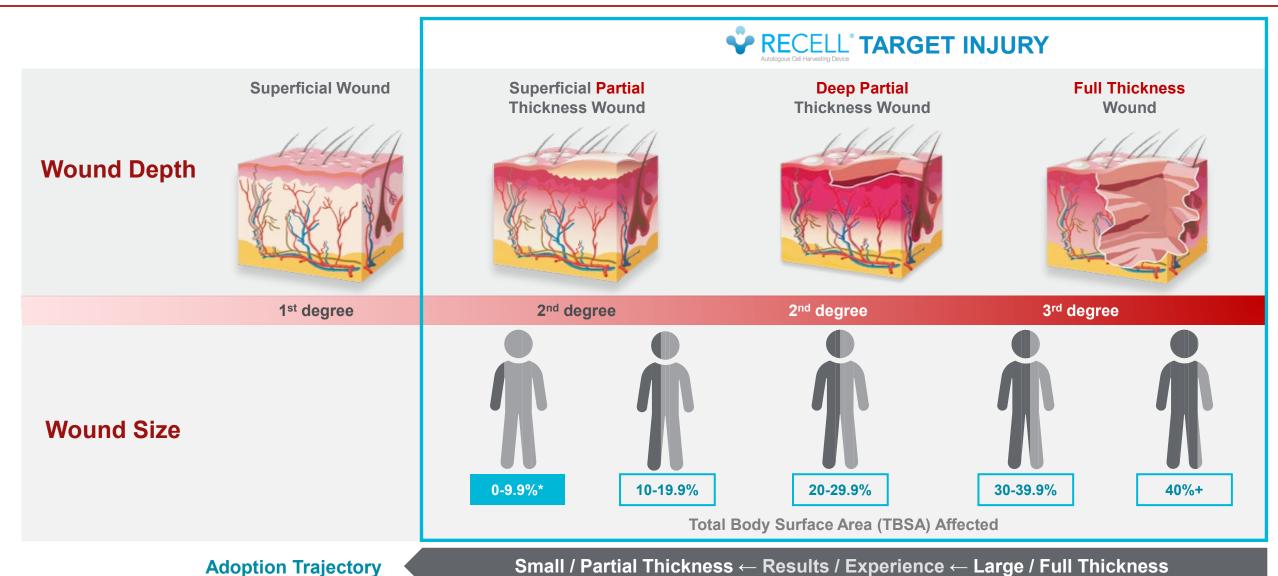


Appendix



## Skin Injury Framework



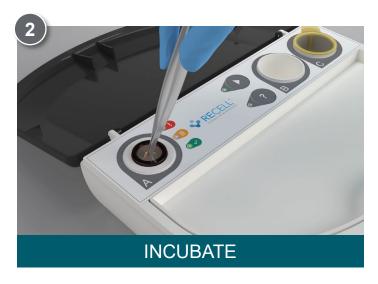


## RECELL Process For Autologous Cell Harvesting and Application











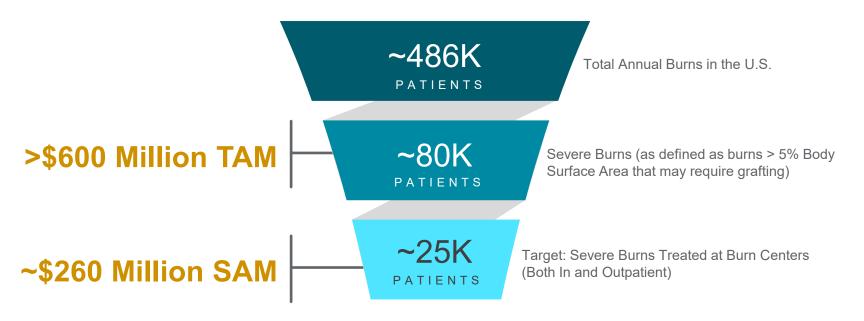




## Thermal Burns: U.S. Target Market Expanded to Include Small Burns and Outpatient

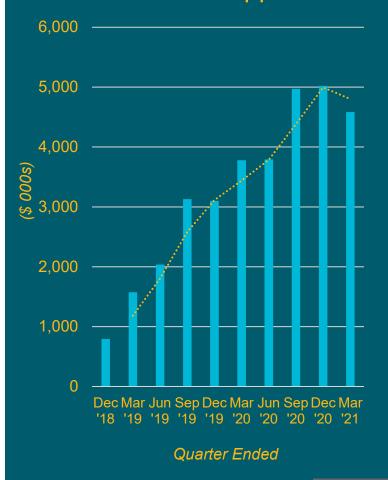


#### Patient Funnel and Addressable Market



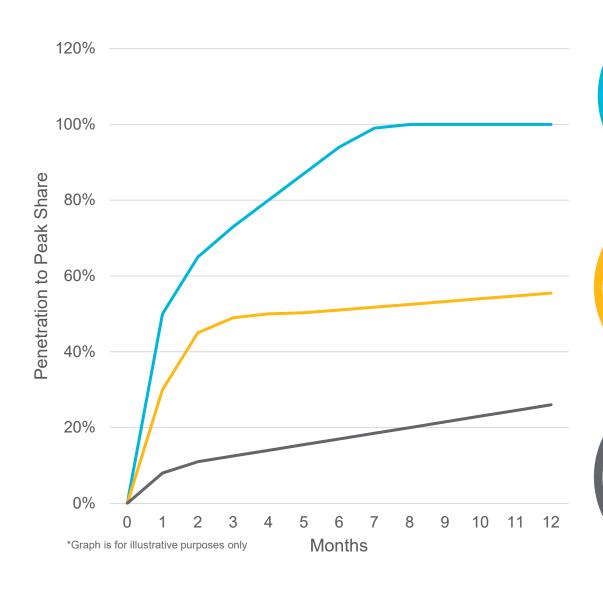
Outpatient Pass Thru Code Opens Doors to Small Burns and Expands Serviceable Market Opportunity

## U.S. RECELL Commercial Sales Since Approval



## Account Adoption Varies By User Type





Super User ~25% Sales

- RECELL used by all surgeons.
- Consistent use across all burns which may require a skin graft"
- Burn Dedicated Team

Standard User ~50% Sales

- Consistent use on a subset of burn types
- Hesitation to expand usage across all burn types and sizes
- Values benefit in large burns

Slow User ~25% of Sales

- Not fully integrated, cautious and use as point of last resort
- Often only 1 surgeon trained, rotating staff, physician turnover
- Often constrained by procurement

## Significant Market Opportunity in Repigmenting Stable Vitiligo



#### MARKET TAILWINDS OPPORTUNITY ESTIMATION Payers with coverage for vitiligo treatments (e.g., phototherapy) TOTAL MARKET Growing 4.5M Prevalence of Vitiligo United reimbursement **y**aetna<sup>®</sup> in the United States Healthcare (up to \$38,000 / BlueCross BlueShield (range 3-6.5 million) patient annually) **Coverage Update: Cigna to Cover Excimer Laser Treatment for Vitiligo** TOTAL ADDRESSABLE MARKET Not exhaustive Patients with Stable Vitiligo, **TAM** 1.3M eligible for surgical treatment **5.2 Billion** Number of patients seeking treatment in 2013 150k Increasing SERVICEABLE AVAILABLE treatment-seeking SAM MARKET behavior Estimated number of eligible 188K patients at target call points 300k Number of patients seeking treatment in 2019 750 Million

Concentrated HCP base: Estimating <1,000 procedural dermatologists and plastic surgeons with interest in treating vitiligo

Advancing pipeline of disease stabilizing treatments

JAK inhibitors are in late-stage development. Potential to help build market and expand eligible patients

## Soft Tissue Injury Repair: Significant Strategic Overlap to Burns



#### Synergistic with current commercial focus



## Significant Unmet Need

Reduction of donor site morbidity and donor site requirements are top unmet needs

## Same Treatment Protocol to Burns

Consistent treatment protocol across acute injuries

## Strong Interest In RECELL

89% of respondents in surgeon research perceived the RECELL product profile as compelling

## Synergistic with Current Commercial Efforts

80% of accounts currently purchasing RECELL also treat for trauma

#### Reimbursement in Place

Able to leverage existing CPT & outpatient codes

#### Same Commercial Sales Team

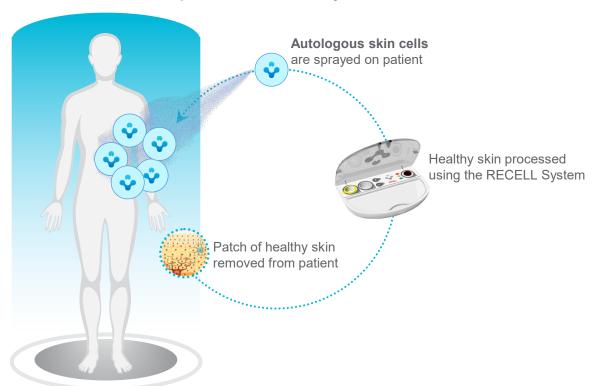
Manageable expansion to cover an additional 222 accounts

## RECELL in Genetic Skin Defects and Rejuvenation



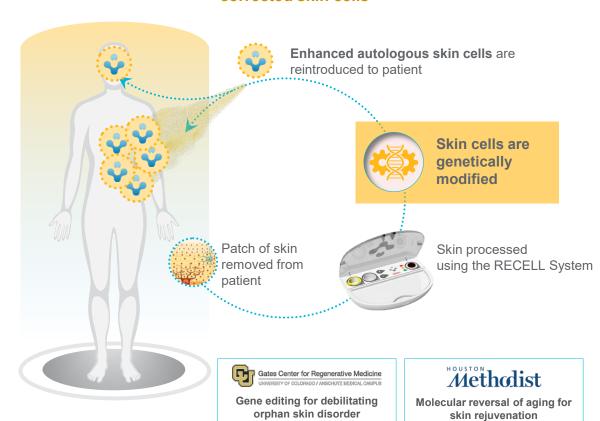
#### **CURRENT PLATFORM**

Treatment using RECELL for harvesting and direct reintroduction of the patient's own healthy skin cells



#### **FUTURE PLATFORM**

RECELL as a platform for treatment using the patient's corrected skin cells



## Japan Is an Attractive Opportunity for AVITA Medical



- On March 3, 2019, AVITA announced a collaboration with COSMOTEC Company, Ltd, an M3 Group company to market and distribute the RECELL System for the treatment of burns and other wounds in Japan. M3 Inc. is a publicly traded company on the Tokyo Stock Exchange providing services to key global markets in healthcare and life sciences.
- COSMOTEC is pursuing a broad label in Japan which could cover both acute & chronic wounds as well as Vitiligo. They are in active consultations with the PMDA and we anticipate approval to market the RECELL System in Japan on H2 of CY 2021.
- Japan is the second largest healthcare market in the world. Large patient populations coupled with generally attractive reimbursement coverage makes Japan an attractive market for the RECELL System



Burn

~6,000

Patients treated severe burns per year

Vitiligo

~2 million

Patients Suffer from Vitiligo

Estimates based on data from 2016 JSBI National Burns Repository and DRG codes - © 2017 Millennium Research Group, Inc. All rights reserved. Reproduction, distribution, transmission or publication is prohibited. Reprinted with permission

Trauma

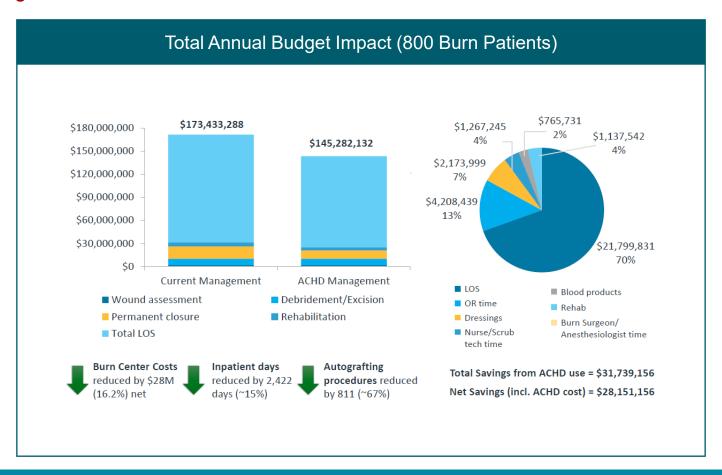
~22,000

RECELL Eligible Trauma Procedures

## Health Economic Model Demonstrates RECELL Cost Savings



2019 ABA presentation using Arizona Burn Center data



Estimated savings of \$28 million (16%) annually for single burn center