

## **AVITA Therapeutics Provides Company Update** and Revised Corporate Presentation

**Valencia, Calif., USA, and Melbourne, Australia, August 26, 2020** — AVITA Therapeutics, Inc. (NASDAQ: RCEL, ASX:AVH), a regenerative medicine company that is developing and commercializing a technology platform that enables point-of-care autologous skin restoration for multiple unmet needs, today provided an update on corporate developments.

#### U.S. RECELL® System Sales:

- July represented the highest monthly sales for RECELL Systems in the United States since launch in January 2019.
- o Unaudited sales for the RECELL System in July were U.S.\$1.83 million.
- July also witnessed very broad utilization of the RECELL System with 57 unique account orders, and more than 90 physicians using the RECELL System.
- o AVITA expects quarterly revenue in the September quarter to resume growth, and for sales to exceed the U.S.\$3.9 million previously reported for the three (3) months ended June 30, 2020.
  - Recall that in the quarter ended June 30, 2020 revenue was deeply impacted by COVID in the United States with sales in the month of April down approximately 25% (versus the previous month).
  - Revenue then recovered in both May and June to deliver a flat sequential quarterly revenue result from the March quarter to the June quarter.

#### Clinical Studies:

- As previously advised, the U.S. Food & Drug Administration (FDA) granted an investigational device exemption (IDE) to support a vitiligo pivotal study on July 2<sup>nd</sup>, 2020.
- Since receipt of the IDE, the Company has worked aggressively to obtain investigational review board approval (IRB) to support initiation of this study, together with commencing contracting discussions with potential clinical sites.
- o AVITA expects to treat our first vitiligo patient during September 2020.
- There is a very high degree of both patient and clinical site enthusiasm in participating in our vitiligo pivotal study. Further, the Company continues to believe that the RECELL System is uniquely positioned to offer vitiligo patients a single curative therapy given that the RECELL System has been used to treat over 1,000 vitiligo patients internationally, and has been shown to provide patient benefits to vitiligo patients in eight (8) per-reviewed publications.
- AVITA is also actively endeavoring to increase the number of clinical studies participating in each of our clinical studies. Additional clinical study sites have recently been added to both the pediatric scald and the soft tissue pivotal studies, and more sites are expected to be onboarded over the next few months.

#### Corporate:

- The Company expects to release its Annual Report for the twelve (12) months ended June 30, 2020 on August 28<sup>th</sup>.
- The Company will participate both in the Morgan Stanley Virtual 18th Annual Global Healthcare Conference and the Cantor Global Healthcare Conference which are both scheduled to take place in September.
- A copy of the Company's revised corporate presentation is available on the Company's website and is attached to this presentation.

For more detailed information on the Company's recent developments, please see our press release dated July 10, 2020 (which is available on both the Company's and ASX's website).

Authorized for release by the Chief Executive Officer of Avita Therapeutics, Inc.

###

#### ABOUT AVITA THERAPEUTICS, INC.

AVITA Therapeutics is a regenerative medicine company with a technology platform positioned to address unmet medical needs in burns, chronic wounds, and aesthetics indications. AVITA Therapeutics' patented and proprietary collection and application technology provides innovative treatment solutions derived from the regenerative properties of a patient's own skin. The medical devices work by preparing a RES® REGENERATIVE EPIDERMAL SUSPENSION, an autologous suspension comprised of the patient's skin cells necessary to regenerate natural healthy epidermis. This autologous suspension is then sprayed onto the areas of the patient requiring treatment.

AVITA Therapeutics' first U.S. product, the RECELL® System, was approved by the U.S. Food and Drug Administration (FDA) in September 2018. The RECELL System is indicated for use in the treatment of acute thermal burns in patients 18 years and older. The RECELL System is used to prepare Spray-On Skin™ Cells using a small amount of a patient's own skin, providing a new way to treat severe burns, while significantly reducing the amount of donor skin required. The RECELL System is designed to be used at the point of care alone or in combination with autografts depending on the depth of the burn injury. Compelling data from randomized, controlled clinical trials conducted at major U.S. burn centers and real-world use in more than 8,000 patients globally, reinforce that the RECELL System is a significant advancement over the current standard of care for burn patients and offers benefits in clinical outcomes and cost savings. Healthcare professionals should read the INSTRUCTIONS FOR USE - RECELL® Autologous Cell Harvesting Device (https://recellsystem.com/) for a full description of indications for use and important safety information including contraindications, warnings and precautions.

In international markets, our products are marketed under the RECELL System brand to promote skin healing in a wide range of applications including burns, chronic wounds and aesthetics. The RECELL System is TGA-registered in Australia and received CE-mark approval in Europe.

To learn more, visit www.avitamedical.com.

#### CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This letter includes forward-looking statements. These forward-looking statements generally can be identified by the use of words such as "anticipate," "expect," "intend," "could," "may," "will," "believe,"

estimate," "look forward," "forecast," "goal," "target," "project," "continue," "outlook," "guidance," "future," other words of similar meaning and the use of future dates. Forward-looking statements in this letter include, but are not limited to, statements concerning, among other things, our ongoing clinical trials and product development activities, regulatory approval of our products, the potential for future growth in our business, and our ability to achieve our key strategic, operational and financial goal. Forward-looking statements by their nature address matters that are, to different degrees, uncertain. Each forwardlooking statement contained in this letter is subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statement. Applicable risks and uncertainties include, among others, the timing of regulatory approvals of our products; physician acceptance, endorsement, and use of our products; failure to achieve the anticipated benefits from approval of our products; the effect of regulatory actions; product liability claims; risks associated with international operations and expansion; and other business effects, including the effects of industry, economic or political conditions outside of the company's control. Investors should not place considerable reliance on the forward-looking statements contained in this letter. Investors are encouraged to read our publicly available filings for a discussion of these and other risks and uncertainties. The forward-looking statements in this letter speak only as of the date of this release, and we undertake no obligation to update or revise any of these statements.

#### FOR FURTHER INFORMATION:

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PR20200826

# **AVITA Therapeutics**

Dr. Mike Perry, CEO

August 2020



### **Disclaimer**

This presentation is made available by AVITA Therapeutics, Inc. ("AVITA", "the Company", or "we"). It is intended to provide background information only, and may not be reproduced or redistributed in whole or in part nor may its contents be disclosed to any other person.

This presentation may include forward-looking statements. You can identify these statements by the fact that they use words such as "anticipate", "estimate", "expect", "project", "intend", "plan", "believe", "target", "may", "assume" or similar expressions. We have based these forward-looking statements largely on our current expectations and projections about future events and trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs. These forward-looking statements are subject to a number of risks and uncertainties. The future events and trends discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, achievements or events and circumstances reflected in the forward-looking statements will occur. This presentation also includes clinical, financial, market and related industry statements which are based on publicly-available information, or from data held on file at the Company.

Except to the extent required by law, we do not undertake to update any of these forward-looking statements after the date of this presentation to conform these statements to actual results or revised expectations.

AVITA's products are Rx only. Please reference the Instructions for Use (www.avitamedical.com) 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).



## **AVITA Therapeutics: Spray-On Skin<sup>TM</sup>**

### **Spray-On Skin Enables Skin Regeneration**

### RECELL harnesses the skin's own regeneration capabilities

- Standard of care enabling technology
  - Donor skin-sparing + activated mechanism + point-of-care
- Deep scientific and clinical pedigree
  - 2 randomized controlled trials + and 1<sup>st</sup> PMA in burns in > 20yrs
  - 10,000+ patients, 180+ publications and presentations
  - U.S. FDA approved for acute burns\*
- Published health economic model demonstrating hospital cost savings
- Multi-billion serviceable market opportunity
  - Platform technology with numerous adjacent applications
- PMA label expansion underway with three (3) pivotal studies

#### **SKIN INJURY**

- Burns\*
- Scalds
- Pediatric
- Soft Tissue
- Traumatic Wounds





#### SKIN FLAWS / DEFECTS

Cell / Gene Therapy







- Vitiligo
- EB
- Rejuvenation



#### **INJURIES**

Thermal burns, pediatric scald, surgical wounds, degloving injuries, accidents, abrasions, pretibial lacerations

### PMA Label Expansion & 10,000 Patients Treated Globally

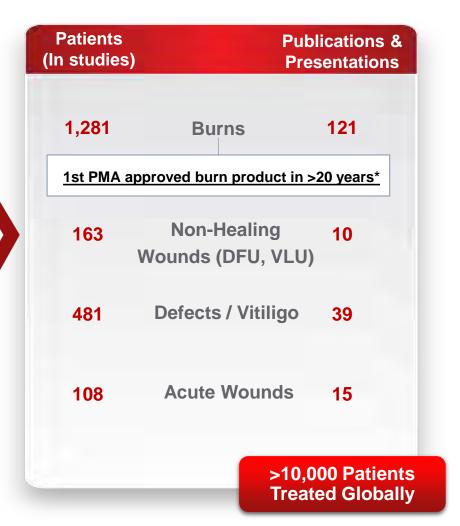
**DEFECTS** 

Vitiligo, chronic wounds, dermatological diseases A common goal:
Full skin restoration
(Re-epthelialization
and re-pigmentation)



GENETIC ERRORS

Inflammatory skin disease, other geno-dermatoses, rejuvenation





## Treating "Skin Injury" is Unchanged for More Than 50 Years

### Split-Thickness Skin Grafts (STSG) are "Medieval"



Dermatome skin harvesting from new donor site



New (second) donor wound created via skin harvesting

#### **KEY SHORTCOMINGS OF STSG**

- Large donor area required
- Pain associated with donor site
- Prolonged hospitalization + high costs
- Multiple complex, costly, surgical procedures
- Risk of infection
- Scarring

STSG is the Standard of Care and requires physicians to create a new (donor) wound

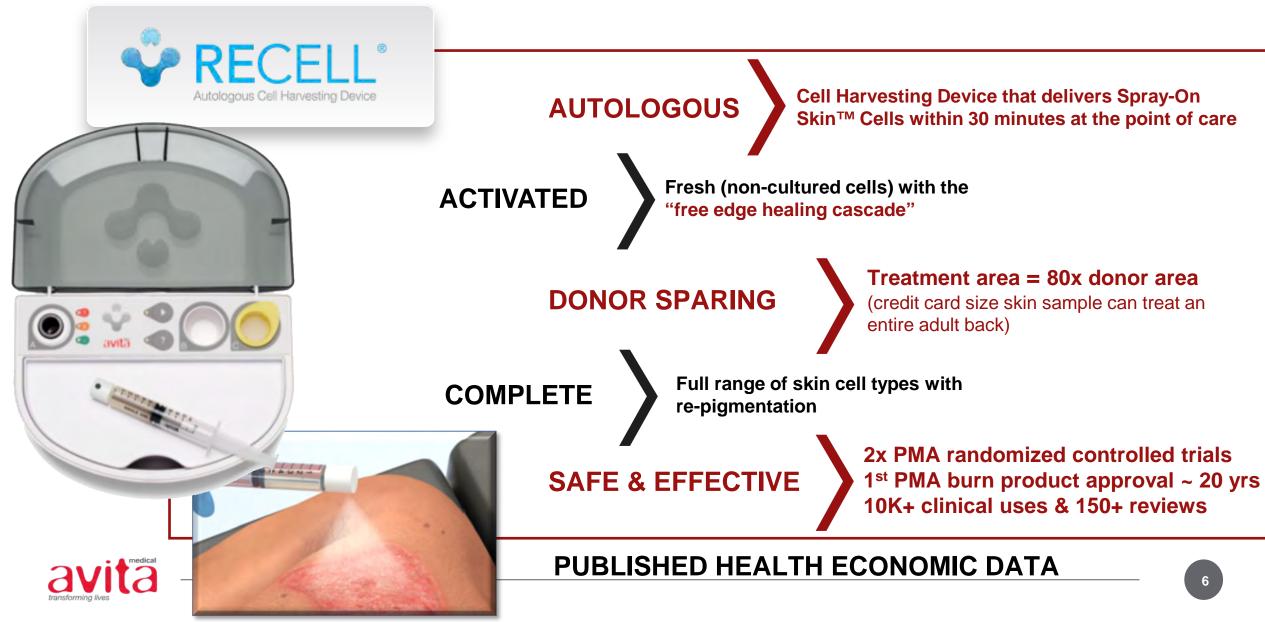


### Challenges with Split-Thickness Skin Graft Outcomes

Scarring, functional impairment, pigmentation, infection ... **Donor Site Infection Risk** Donor Site Scarring / Failure to Heal Scarring, Atrophy, Contracture Pigmentation and Discoloration



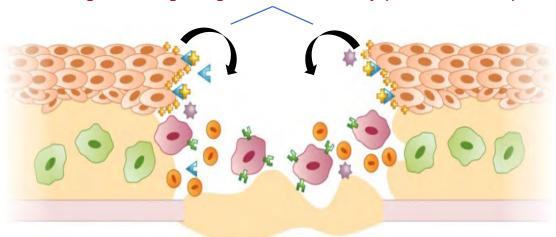
## RECELL Spray-On Skin™ Treats 80cm<sup>2</sup> of Skin from a 1cm<sup>2</sup> Biopsy



### RECELL's "Free Edge" Advantage

### **Healing Process without RECELL**

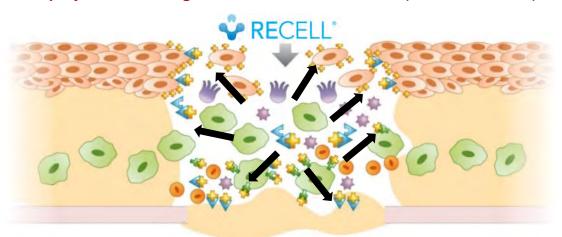
Free edge limits signaling to wound boundary (i.e. outside  $\rightarrow$  in)



- The wound boundary acts as a "free edge" between injured and uninjured cells
- The absence of neighbor cells at the free edge triggers a healing signal which promotes cell proliferation and migration (myofibroblasts)
- New tissue growth is localized to the wound boundary (free edge)

### **Healing Process with RECELL**

Spray-On Skin<sup>™</sup> signals from within the wound (i.e. inside → out)



- RECELL uses the patient's skin to create a cell suspension of disaggregated (autologous) cells that are sprayed across the entire wound
- RECELL creates a broader free edge effect with more numerous signaling cells thus unleashing the free edge effect across the wound surface area
- New tissue proliferates across the entire surface area of the wound bed, now unrestricted to the free edges of the wound





## **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 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



8

Skin +

Color

Restoration

## Flexible Treatment Offering – Small Burns & Pigmentation

### 31-year-old female | 11% TBSA | DPT Face | RECELL® alone



After 7 days of no progressive healing with allograft, Spray-On Skin™ Cells were applied



Day 11, patient was discharged with 100% re-epithelialization and no signs of infection or inflammation



2 months post-op, patient continued to show re-pigmentation



### **Promote Healing in Challenging Areas**

## 40-year-old male | <10% BSA | DPT Face | RECELL® alone

## **Treatment Day**



After 24 days of no progressive healing with allograft, Spray-On Skin™ Cells were applied

#### 1 Week



At 1 week, 95% re-epithelialization occurred

#### **5 Months**



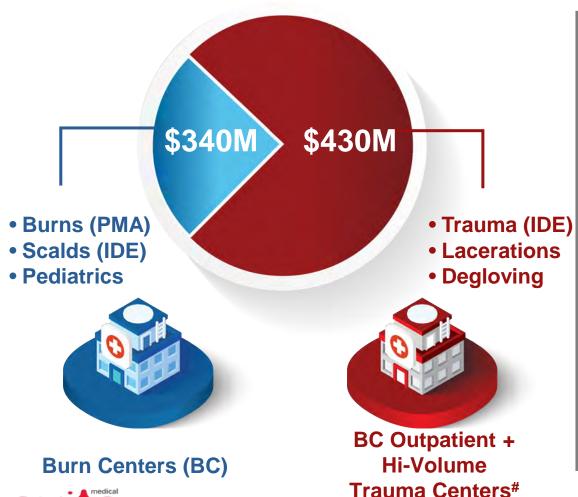
At 5 months, minimal scarring and consistent pigmentation were seen despite an anatomically challenging area



## Leveraging Premarket Approval\* in a Multi-Billion Serviceable Market

#### **SKIN INJURY**

## SKIN FLAWS / DEFECTS







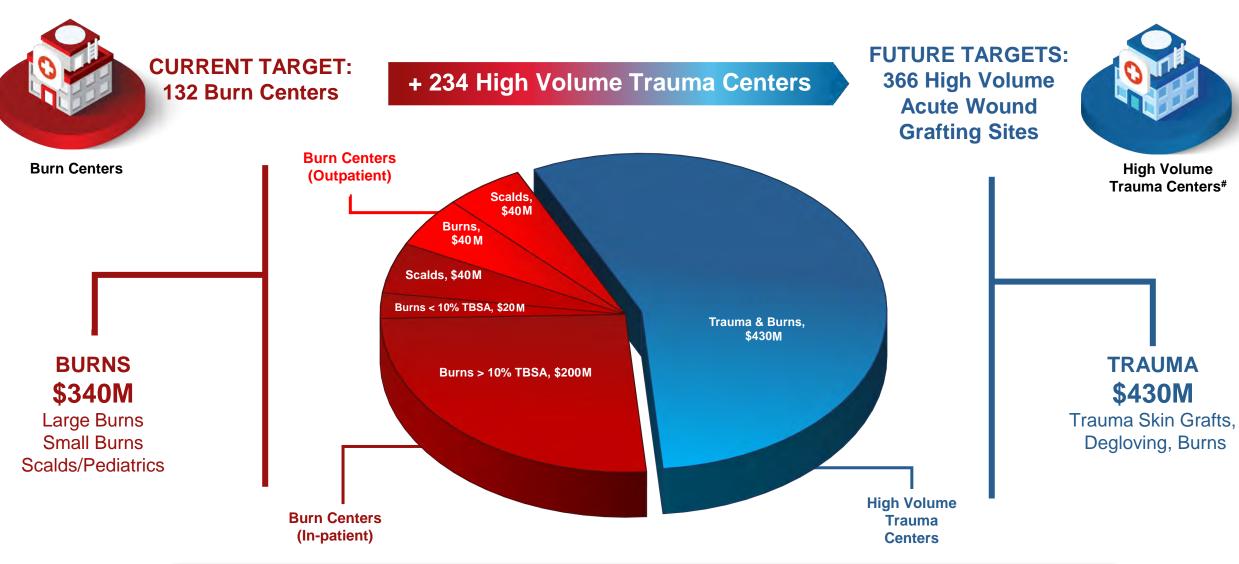
3 IDEs for registration studies in pediatric scalds, soft tissue reconstruction and vitiligo



# **Skin Injury**



## **Skin Injury: Significant Opportunity + Concentrated Target**





Opportunity concentrated at 366 High Volume Acute Wound Grafting Sites



## **Skin Injury Framework**



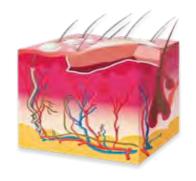
**Wound Depth** 

**Superficial Wound** 

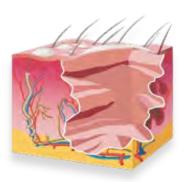
Superficial Partial **Thickness Wound** 



**Deep Partial Thickness Wound** 



**Full Thickness** Wound



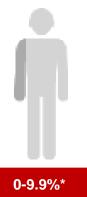
1<sup>st</sup> degree

2<sup>nd</sup> degree

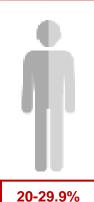
2<sup>nd</sup> degree

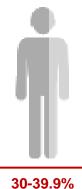
3<sup>rd</sup> degree

**Wound Size** 



10-19.9%







**Total Body Surface Area (TBSA) Affected** 

\* Out-patient setting only



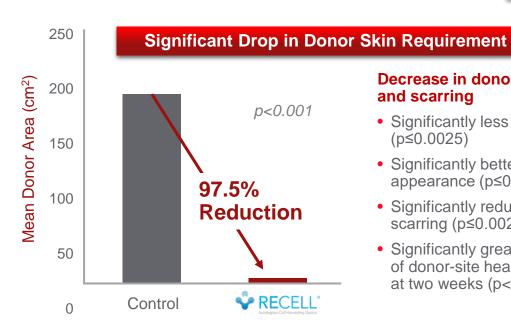
### 1st Premarket Approval Treatment in Burns in 20 Years

Dual multi-center, randomized, controlled premarket approval studies

Pivotal Trial #1 (101 Patients) RECELL (alone) versus SoC (STSG) in **Second-Degree Burns** 



Published in JBCR and Presented at ABA



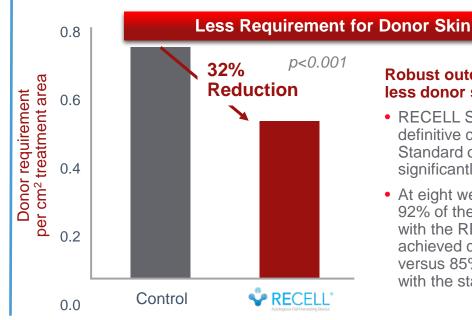
#### Decrease in donor site pain and scarring

- 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)





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

FDA Compassionate Use Investigational Device Exemption (IDE) Program (100 Patients)

FDA Continued Access Investigational Device Exemption (IDE) Program (88 Patients)

### Published Health Economic Savings – Patient & Hospital Benefits

### **RECELL Reduces Overall Hospital Costs**

### **Transforming Care**

Reduces costs and accelerates recovery by decreasing the number of painful procedures and length of stay in hospital

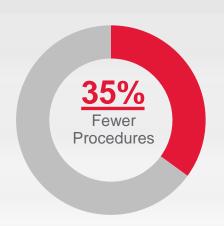
## Annual budget impact of current management versus RECELL for a burn center with 200 patients



**Conclusion:** Considering the expected mix of patients entering a typical burn center each year (as informed by NBR data), use of RECELL is expected to reduce costs per treated patient and overall.



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

RECELL saves money in all in-patient scenarios where TBSA burn is > 10%



## **Soft Tissue Grafting is 5 Times Larger Than Burns**



Road rash



Traumatic Wounds



latrogenic (Surgically generated)



Skin cancer



**Abrasions** 

Significant Unmet Need

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

Strong Interest In RECELL

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

Synergistic with Current Commercial Efforts

70% of accounts currently purchasing RECELL also have trauma centers

**Same Treatment Protocol to Burns** 

Consistent treatment protocol across acute injuries



Strong Success Indicators

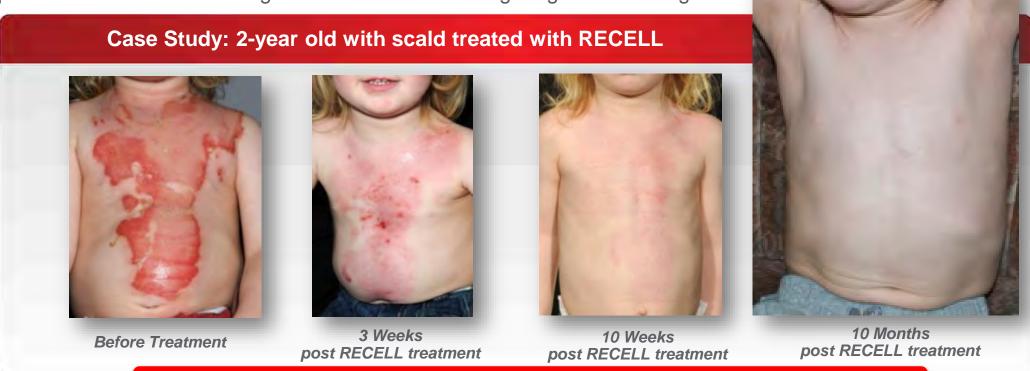
RECELL used by multiple international surgeons in Traumatic Wounds with positive outcomes

Enrolling for U.S. pivotal study (N=65); First patient enrolled

### **Pediatric Patients**

### A unique subset

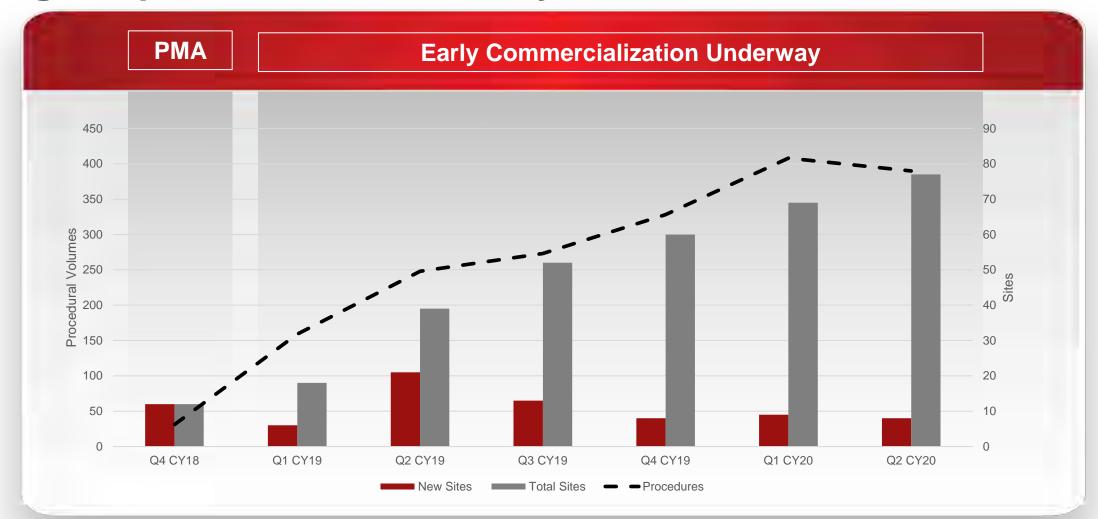
- 30% of burns occur between 1 and 15 years of age ~45% Estimated to be associated with scalds
- Scalds frequently present as "indeterminate depth" burns
- Skin defects healing > 3 weeks have a much higher rate of hypertrophic scarring
- Both painful donor sites and autografted areas can be disfiguring as the child grows





### First patient enrolled in U.S. pivotal studies

## Strong Adoption of the RECELL System\*



### **RECELL System procedural growth since PMA**



# **Skin Flaws / Defects**



### 1,000 Vitiligo Patients & 8 Peer-Reviewed Publications Showing Benefits

#### SIGNIFICANT UNMET NEED

Up to 2% of the population affected (~6.5M in the US)\*

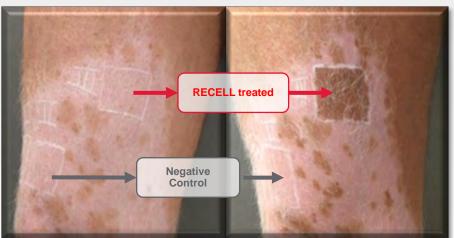
No FDA-approved medical treatments; extremely low patient & physician satisfaction with existing products

Vitiligo impacts quality of life (QoL)
- 25% had severe QoL reductions,
comparable to psoriasis

Growing reimbursement (\$24,000 – \$42,000 / year for phototherapy)\*

#### RECELL VALUE PROPOSITION

- Over 1,000 vitiligo patients treated internationally with RECELL
- 8 publications of RECELL in vitiligo with positive outcomes
- Potentially indicated for stable vitiligo of all types (segmental & non-segmental vitiligo)
  - JAK inhibitors could significantly increase the number of patients with stable disease



At 6 Months, RECELL-treated area was 100% re-pigmented

IDE granted for U.S. Pivotal Study; target first patient in 2H CY 2020



### Significant Opportunity for a Single, Curative Therapy

#### **FIRST LINE**

#### **SECOND LINE**

#### **THIRD LINE**

#### **Medical Management** With Topicals\* (Corticosteroids, Calcineurin inhibitors)

- 2 treatments per week for 3-6 months
- Limited efficacy (45% regain some color)
- Poor patient compliance
- Potential skin atrophy
- Potential cancer risk

#### **Phototherapy and Laser\*** (photobooth, excimer laser)

- 2 to 3 treatments / week for several months sometimes exceeding a year
- Typically in combination with topical
- Efficacy reported up to 70% but not durable



#### **Third Line Surgical therapies**

(skin grafting, suction blistering, Melanocyte-Keratinocyte Transplantation (MKTP))

### **Combination PUVA**

(psoralen with light therapy)

**Depigmentation of** remaining color

### **100% Re-pigmentation Observed**







1 year

1.5 years

 26-year-old woman with vitiligo vulgaris for 6 years, mainly around the neck

Week 12

- Patient had received vitamins, steroids and mediumwave ultraviolet (UVB) irradiation treatment, all of which had no significant impact
- After diagnosis of stable vitiligo vulgaris, a patch on the neck (~10 cm2) was prepared with dermabrasion to pinpoint bleeding and treated with RECELL once



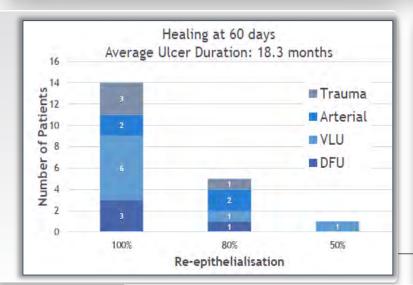
## Meaningful Experience in Chronic (Non-healing) Wounds

#### THE OPPORTUNITY

Chronic wounds (e.g. VLUs) fail to heal 50% of the time

Failure to heal leads to pain, exudate (VLU), odor and infections

Dramatic Quality of Life impact
(e.g. activity restrictions, mobility, hygiene, sleep disorder)



### **RECELL VALUE PROPOSITION**

- RECELL kick starts healing by providing healthy multiphenotype single skin cells directly to the wound bed
- RECELL may provide faster & durable wound closure, reduced pain and positive QoL outcomes
- Diabetic Foot Ulcer: 4 studies (2 RCTs) with 70 patients
- Venous Leg Ulcer: 4 studies (1 RCT) with 96 patients

16 patients treated at three UK hospitals with chronic DFUs from 5-33 cm<sup>2</sup> were followed for 26 weeks.

#### After RECELL:

- 100% of patients experiencing a reduction in DFU wound size
- Average wound size reduction 83% at week 26
- 50% of patients had DFU wounds heal completely, with a median time to healing of 14 weeks

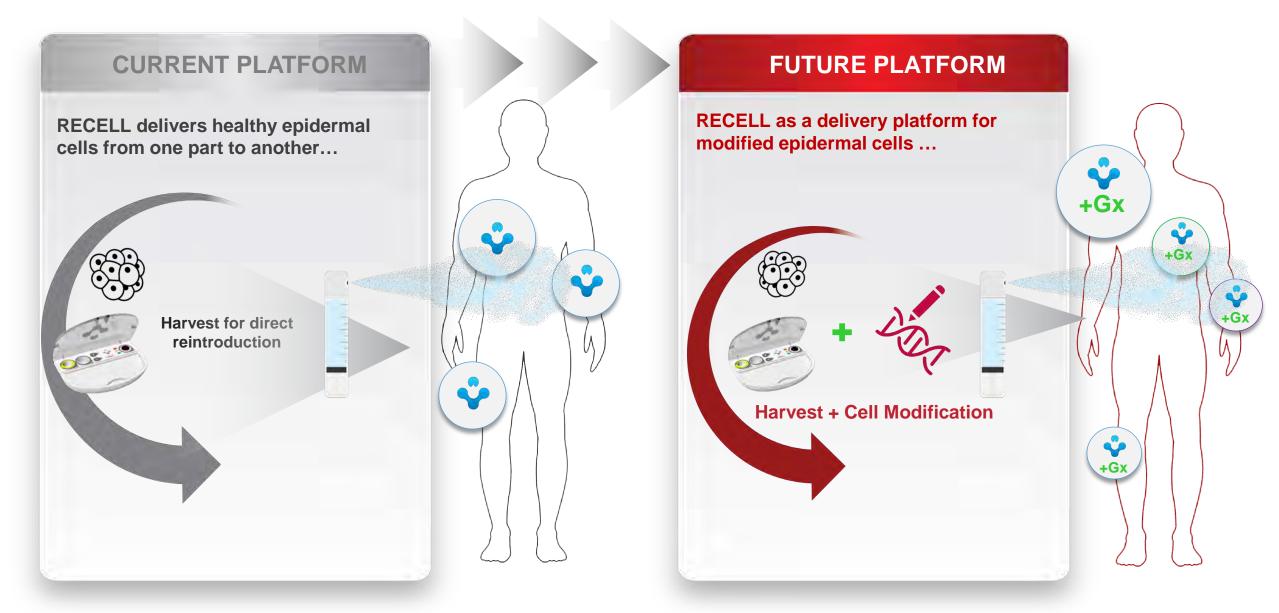
49% of all U.S. skin grafts are chronic wounds

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# **Cell / Gene Therapy**



### **RECELL in Genetic Skin Defects**





### Exploring Cell-Based Gene Therapy for Epidermolysis Bullosa (EB)

### The Challenge

#### **Debilitating**

Skin fragility, disability, cancer

#### High unmet need

No FDA-approved treatment

#### Rare

~3-8 per million in the US

#### Cost burden

Care of \$200k-\$500k/yr/patient\*



### The Opportunity

#### Curative

Correct underlying genetic defect

#### **Efficient**

Simplify manufacturing, shorten time to treatment

#### Aesthetic

Scarless healing

#### **Durable**

Long-term wound closure

Proof-of-concept in EB could open doors to other genetically correctable skin disorders



<sup>\*</sup> Estimates and data based on information on file at AVITA Therapeutics, Inc

## **RECELL Well-Suited to Rejuvenation**

### **Skin Rejuvenation\***



- Americans spend >\$16.5B in aesthetic procedures annually
- >3M aesthetic procedures per year (US) aimed to improve skin tightness, texture & evenness in skin tone
- Consumers desire superior results over current offerings with a single treatment

\* Estimates and data based on information on file at Avita Medical Limited

Avita is in late-stage discussions for a rejuvenation sponsored research agreement



# Corporate



## **COVID-19 Pandemic Update**

#### **BURN BUSINESS**

#### **Non-Elective Procedure**

- Patients suffering acute thermal burns require immediate treatment
- Burn procedures are not elective, and cannot be deferred
- Burn patients take up hospital beds, including ICU beds

#### **Commercial Implications**

- April negatively impacted, but May /June
   "corrected" hoping to resume growth
- Procedural volumes vary regionally depending on local COVID dynamics
- New site ramp may be slower given movement and site access restrictions

#### **OPERATIONS**

#### **Employees**

- Implemented comprehensive work from home and social distancing policy
- Travel limited to essential travel
- Manufacturing uninterrupted

#### **Supply and Distribution**

- No anticipated disruptions to supply chain or distribution network
- Sufficient raw materials to meet expected demand

#### **Business "idling" and Well Capitalized**

 Tightly focused on existing objectives and managing expenses

#### **STUDIES & SUPPORT**

#### **Field Participation and Support**

- Comprehensive digital and audio outreach program implemented
- Virtual case support and site training implemented
- Clinical onsite hospital support highly restricted, and often solely at "physician request"

#### **Clinical Studies**

- Investigational studies have been deprioritized at all institutions
- Enrollment in all studies slow, especially in the emergency setting (where COVID capacity is needed)



Safety and welfare of employees, patients, HCPs and stakeholders are paramount

## Adapting to Meet the Needs of Patients and Customers





### **Intellectual Property**

#### **ROBUST PROTECTION...**

### **Cell Suspension Preparation Technique / Device**

 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

## Method And Composition for Epithelial Regeneration

 Automated apparatus, next generation sprayer and method of production (pending)

# ...ACROSS GEOGRAPHIES Canada United States A global total of 26 issued patents, 10 pending patent applications

Patent and patent applications expiration from 2022 (2024 with Hatch-Waxman) to 2034



### **Experienced Leadership Team**



Dr. Michael S. Perry CEO

>30 years experience

Affiliations:





David McIntyre CFO

25 years experience

**Affiliations:** 





Erin Liberto CCO

17 years experience

**Affiliations:** 





Andrew Quick CTO

25 years experience

Affiliations:





**Donna Shiroma General Counsel** 

20 years experience

Affiliations:





## **AVITA Therapeutics: Spray-On Skin<sup>TM</sup>**

### **Spray-On Skin Enables Skin Regeneration**

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- Deep scientific and clinical pedigree
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  - 10,000+ patients, 100+ publications and presentations
  - U.S. FDA approved for acute burns\*
- Published health economic model demonstrating hospital cost savings
- Multi-billion serviceable market opportunity
  - Platform technology with numerous adjacent applications
- PMA label expansion underway with three (3) pivotal studies

#### **SKIN INJURY**

- Burns\*
- Scalds
- Pediatric
- Traumatic Wounds

Soft Tissue





#### SKIN FLAWS / DEFECTS

Cell / Gene Therapy







- Vitiligo
- EB
- Rejuvenation

