



Building a Leading Regenerative Medicines Business

September 2018

The information in this Presentation is not intended to form the basis of any contract. By attending the meeting where this Presentation is made or reading the Presentation, you agree to the conditions set out below. The information contained in this document and made verbally to you (together the "Presentation") is confidential.

Accordingly, information contained in the Presentation is being supplied to you solely for your information and may not be copied, reproduced or further distributed to any person or published in whole or in part, for any purpose.

This Presentation includes certain statements, estimates and projections with respect to the anticipated future performance of Tissue Regenix Group plc (the "Company" and, together with its subsidiary undertakings, the "Group"), its products and the markets in which it operates. Such statements, estimates and projections reflect the various assumptions made by the Group, which assumptions may or may not prove to be correct.

The Presentation is provided for general information only and does not purport to contain all the information that may be required to evaluate the Company. No representation or warranty, express or implied, is given as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation and no liability is accepted for any such information or opinions by the Group or any of its respective directors, members, officers, employees, agents or advisers. Save in the case of fraud, no responsibility or liability is accepted by any person for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred, however arising, directly or indirectly, from any use of, as a result of the reliance on, or otherwise, in connection with, the Presentation. In addition, no duty of care or otherwise is owed by any such person to recipients of the Presentation or any other person in relation to the Presentation.

This document (and the information contained herein) does not contain or constitute an offer of securities for sale, or solicitation of an offer to purchase securities, in the United States, Australia, Canada or Japan or any other jurisdiction where such an offer or solicitation would be unlawful. The securities of the Company have not been and will not be registered under the U.S. Securities Act of 1933, as amended ("Securities Act"), and may not be offered or sold in the United States unless the securities are registered under the Securities Act, or an exemption from the registration requirements of the Securities Act is available. No public offering of the securities of the Company will be made in the United States. This document is not for distribution in the United States and is only being supplied to qualified institutional buyers as defined in Rule 144A under the Securities Act ("QIBs"). This Presentation does not constitute a recommendation regarding the securities of the Company, nor shall it (or any part of it), or the fact of its distribution, form the basis of, or be relied on in connection with or act as any inducement to enter into, any contract whatsoever relating to any securities.

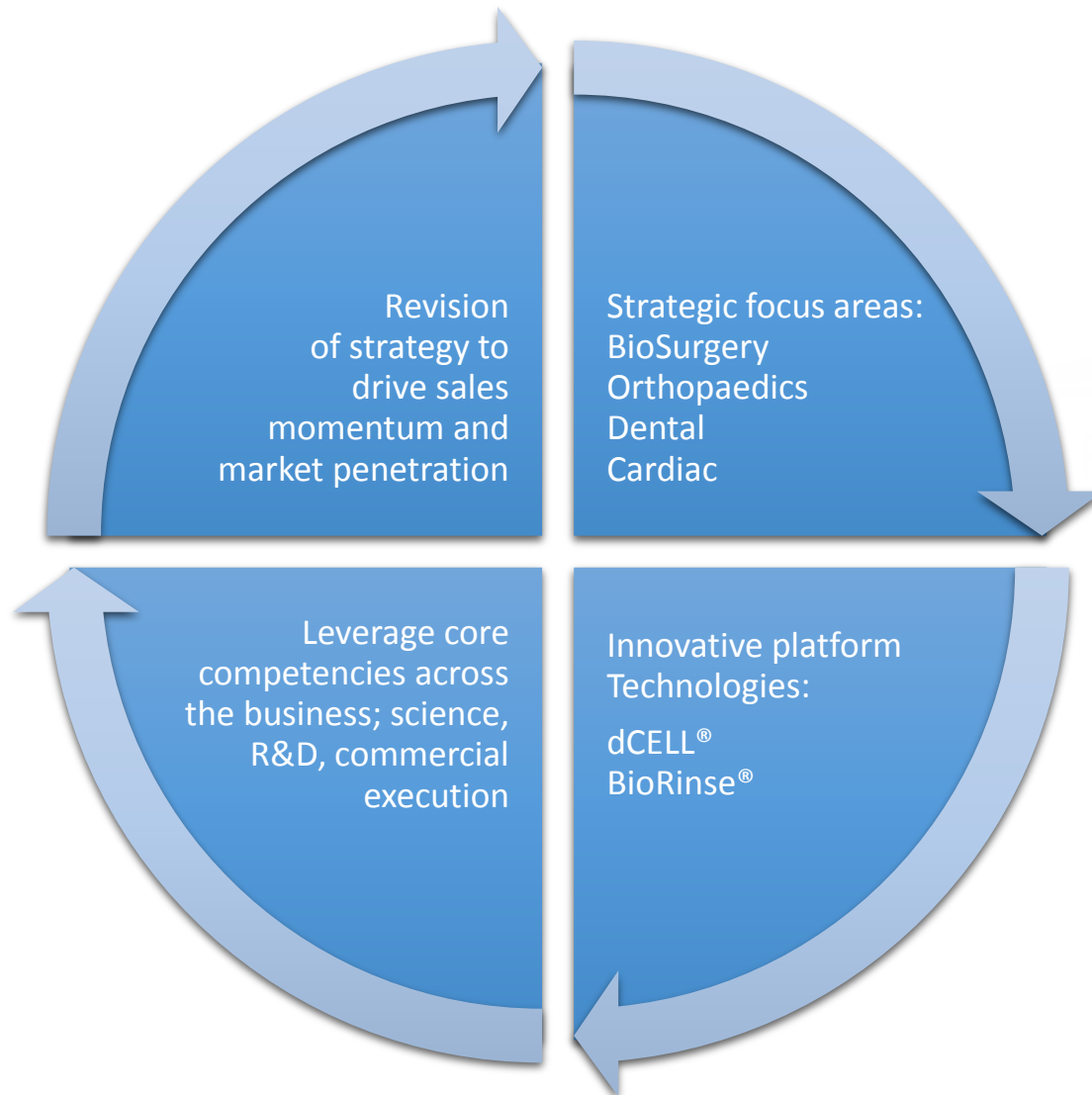
Neither this presentation nor any copy of it may be, taken or transmitted into or distributed in Canada, Australia, the Republic of Ireland, Japan or the Republic of South Africa or to any resident thereof. Any failure to comply with these restrictions may constitute a violation of the securities laws or the laws of any such jurisdiction. The distribution of this document in other jurisdictions may be restricted by law and the persons into whose possession this document comes should inform themselves about, and observe, any such restrictions.

By accepting receipt of, attending any delivery of, or electronically accessing, the Presentation, you agree to be bound by the above limitations and conditions and, in particular, you represent, warrant and undertake to the Group that (i) you are a QIB (as defined above); (ii) you will not forward the Presentation to any other person, or reproduce or publish this document, in whole or in part, for any purpose and (iii) you have read and agree to comply with the contents of this notice.

*“To establish **Tissue Regenix** as a leader in the science and innovation of regenerative medicine and become our clinicians’ partner of choice to meet growing clinical needs, **transform patient care** and deliver favourable **health economic outcomes.**”*

# Executive Summary

Commercial execution remains key to access c.7bn enterprise opportunity



- ✓ Two proven regenerative medical technology platforms
- ✓ Proven strategy to execute growth ambitions
- ✓ Differentiated product offering
- ✓ Multiple future pipeline opportunities
- ✓ Growing global distribution network
- ✓ Poised for further product launches in EU and US

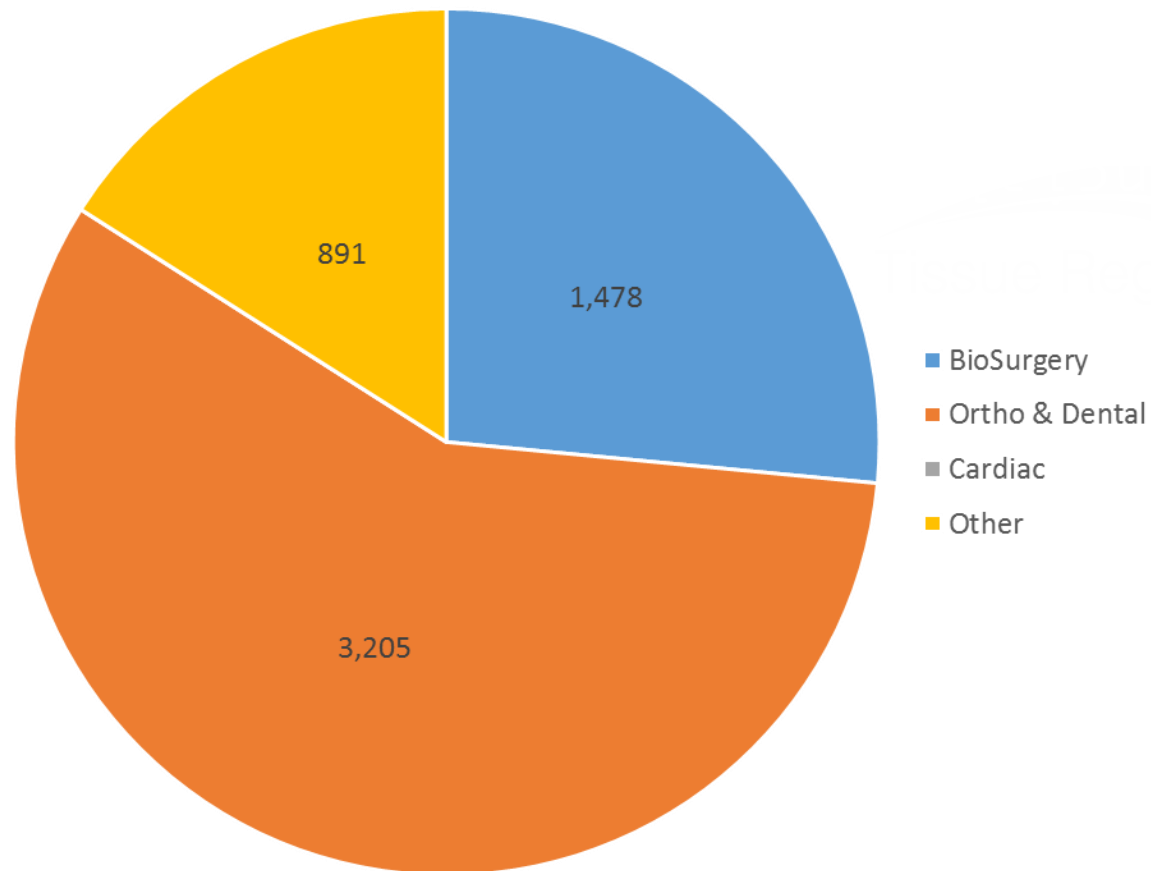
# Financial Summary

Group sales increased to £5.6m

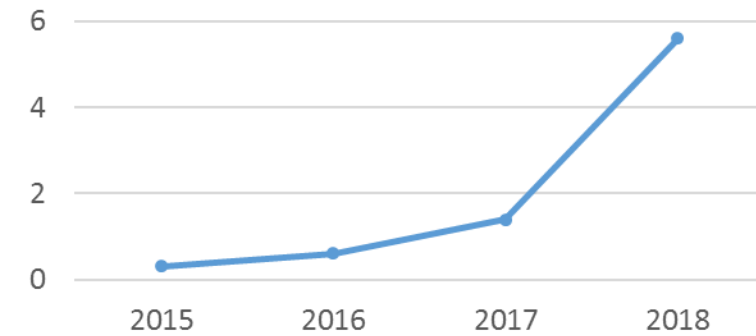
	6 months 30 June 2018 (Unaudited) £000	6 months 30 June 2017 (Unaudited) £000	Change £000	Change %
<b>REVENUE</b>	<b>5,574</b>	1,343	4,231	315%
Cost of Sales	(2,451)	(754)	(1,697)	225%
<b>GROSS PROFIT</b>	<b>3,123</b>	589	2,534	430%
Other Operating Costs	(6,597)	(5,687)	(910)	16%
<b>ADJUSTED LBITDA</b>	<b>(3,474)</b>	(5,098)	1,624	-32%
Depreciation	(283)	(209)	(74)	35%
Amortisation	(267)	–	(267)	0%
Share-based payment	(212)	(135)	(77)	57%
Finance income	42	17	25	0%
Finance charges	(146)	–	(146)	0%
<b>ADJUSTED LOSS BEFORE TAX</b>	<b>(4,340)</b>	(5,425)	1,085	-20%
Taxation – payable	(47)	–	(47)	0%
Taxation – R&D credits	352	660	(308)	-47%
<b>ADJUSTED LOSS AFTER TAX</b>	<b>(4,035)</b>	(4,765)	730	-15%
Exceptional items	(500)	–	(500)	0%
<b>STATUTORY LOSS</b>	<b>(4,535)</b>	(4,765)	230	-5%

- Group sales increased to £5.6m (H1 2017: £1.3m) +61 % pro forma, driven by:
  - DermaPure® sales grew by 73% on a reported basis, 96% in constant currency, to £1.5m (H1 2017: £0.9m)
  - CellRight contribution of £3.2m under orthopaedics and dental, +46% pro forma
  - Increased sales from GBM-V by 70% to £0.9m (H1 2017: £0.5m)
- Gross margin increased by 12.1 percentage points to 56%
- Significantly narrowed Group EBITDA loss for the period £3.5m (£5.1m)
- Cash balance at 30 June 2018 £12.2m
- Overall cash outflow reduced £4.3m (H1 2017: £4.6m)

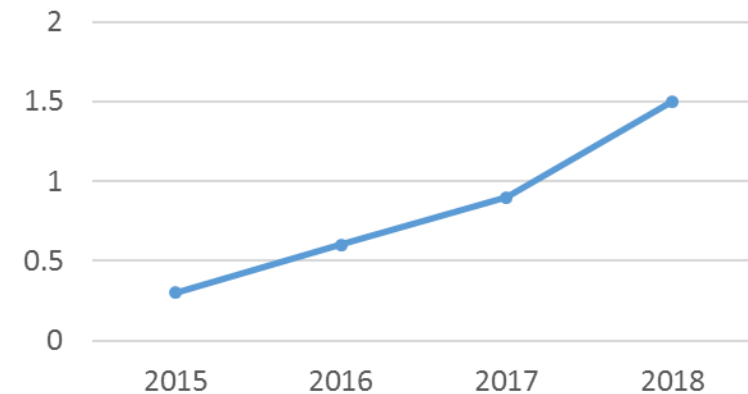
H1 2018 Segmental Revenue total £5.6m



H1 Group sales direct comparative



H1 DermaPure sales growth



# Highlights

## Major H1 milestones achieved

### Strategic Partnerships signed – Arthrex, ARMS, Pennine

- ✓ A number of further strategic opportunities identified and discussions commenced

### HTA License

- ✓ Granted for the import of BioRinse products into the UK and a gateway for Europe

### Integration activities

- ✓ In house manufacturing of DermaPure
- ✓ Global employee engagement programme launched - Verto

### DermaPure

- ✓ Further GPO agreements signed
  - ✓ Premier 3 year extension
  - ✓ Premier Supplier Horizon award
- ✓ DermaPure Commercial 'Accelerator' programme established

### Clinical data programme under consideration

- ✓ 100 patient prospective observational clinical trial for DermaPure in orthopaedic trauma
- ✓ DermaPure clinical trial for urogynaecology in partnership with ARMS medical

### Cost structure reviewed

- ✓ Efficiency initiative within our R&D portfolio
- ✓ Biosurgery infrastructure reorganisation
- ✓ Leeds operational site manufacturing enhancements

### Management appointment

- ✓ CFO appointed, Gareth Jones to join in Q4 2018

### R&D, Product pipeline

- ✓ Ongoing discussions with significant R&D partners, initial projects chartered
- ✓ SurgiPure XD commercial manufacturing commenced
- ✓ Launch pathway for OrthoPure XT established

**H1 Revenue - £ 1.5m (H1 2017: £0.9m) 73% year on year growth on a reported basis, 96% in constant currency**

## H1 Achievements

- ✓ Implementation of DermaPure commercial 'Accelerator' programme building significant momentum - execution
- ✓ Increased traction in the Urogyn market under distribution agreement with ARMS medical - over 300 patients treated
- ✓ Additional agreement signed with GPO Premier, Inc.
- ✓ Granted Supplier Horizon Award for 'exceptional local customer service and engagement, value creation through clinical excellence and commitment to lower costs' voted on by Premier, Inc. members

## H2 Milestones

- Additional product sizes being brought onstream to address clinical requirements
- Significant approvals expected for access within hospital Groups
- 100 patient prospective observational clinical study commencing in Ortho-trauma
- US launch of SurgiPure XD for hernia repair



H1 Revenue - £ 3.2m (H1 2017: £3.0m pro forma) 46% year on year growth  
Dental +31%  
Orthopaedics +51%

## Orthopaedics

### H1 Achievements

- ✓ Significant distribution agreements signed leading to increased sales traction
- ✓ HTA license allows for import of BioRinse portfolio into the UK market with additional EU approvals processing

### H2 Milestones

- First UK sales through Pennine agreement
- Additional distribution agreements
- Completion of OrthoPure XT 2 year clinical data

## Dental

### H1 Achievements

- ✓ Increased demand for BioRinse portfolio
- ✓ Clinical advisors appointed
- ✓ Scoping for the use of DermaPure in dental procedures

### H2 Milestones

- Identify potential market opportunities outside of US
- Bring on board significant US distribution partner

H1 Revenue - £ 0.9m (H1 2017: 0.5m) +70% year on year growth

## Future Milestones

- Regulatory submission remains on track for 2019 manufacturing licence for CardioPure
- Marketing authorisation on track for 2020
- Processing of alternative tissues
- Determine commercialisation pathway
  - ❑ Potential for strategic partners under review

## GBM-V, ROSTOCK, GERMANY



# Summary and Milestones

## Strong foundations from which to deliver

**Strong first half of the year**  
H1 Revenue - £ 5.6m + 61% pro forma

- ✓ Strategic Partnerships signed – Arthrex, ARMS, Pennine
- ✓ HTA License for UK (European) distribution
- ✓ Integration progressing on track
- ✓ DermaPure growth very encouraging
- ✓ Clinical data programme under consideration
- ✓ Cost structure reviewed
- ✓ Management focus realigned
- ✓ Pipeline – ‘Stage & Gate’ process established

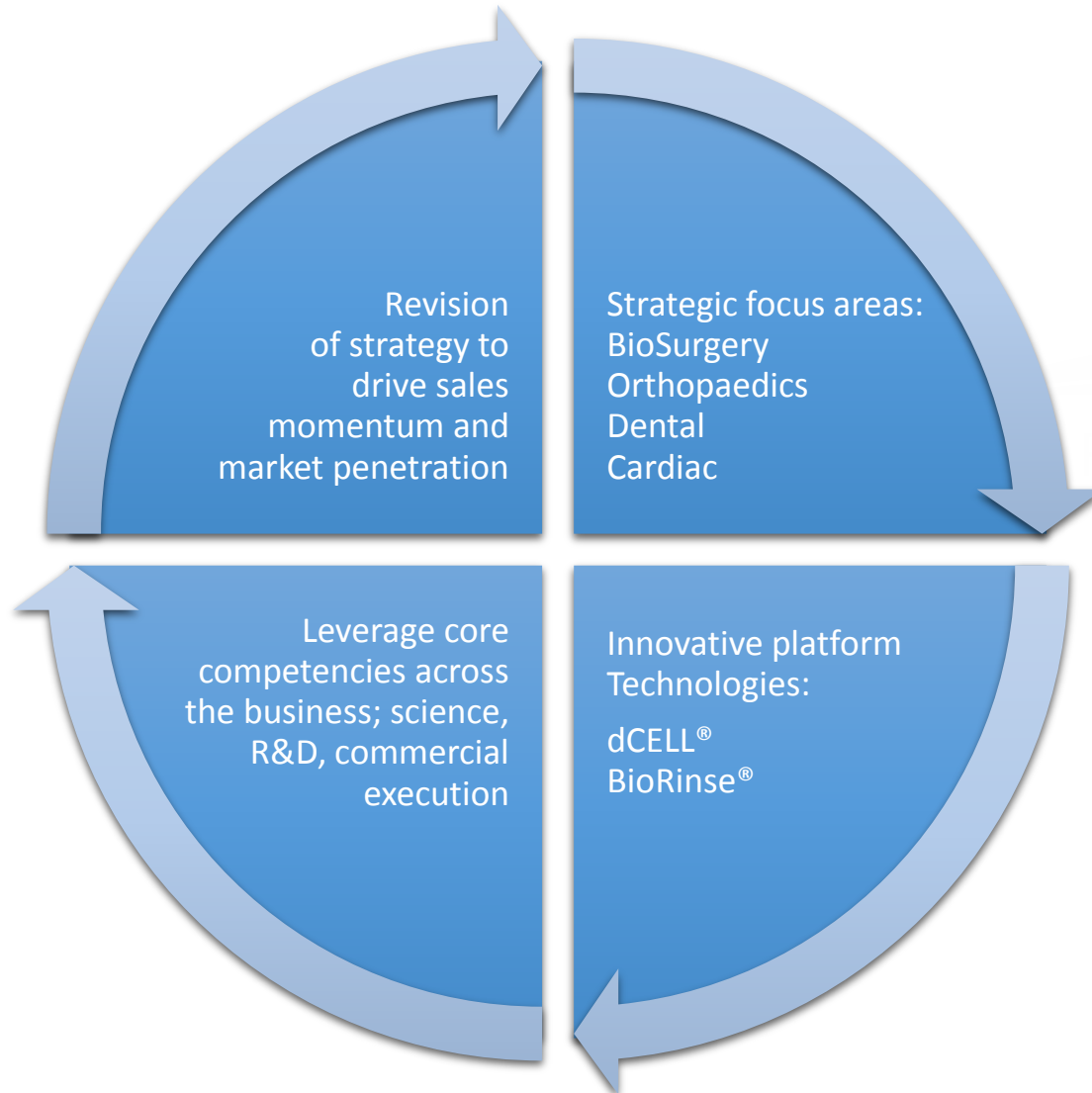
### Future Milestones

- Additional strategic partnerships
- Geographic expansion into new territories
- First sales under Pennine distribution agreement for BioRinse portfolio
- First SurgiPure XD sales in US
- Completion of OrthoPure XT 2 year clinical data
- Initial expansion of capacity capabilities
- Roll out of employee engagement initiatives

-  Pursue licencing opportunities in different territories
-  Increase number of strategic partners for distribution opportunities and R&D projects
-  Multiple organic development opportunities innovative product portfolio and pipeline
-  Extensive geographical opportunities - China
-  Capacity expansion to scale business

# Summary

Commercial execution remains key to access c.7bn enterprise opportunity



- ✓ Two proven regenerative medical technology platforms
- ✓ Proven strategy to execute growth ambitions
- ✓ Differentiated product offering
- ✓ Multiple future pipeline opportunities
- ✓ Growing global distribution network
- ✓ Poised for further product launches in EU and US

# Q&A