

First Sales of Striate Completed in Germany, Austria and Switzerland Following Official Launch in the Region as European Push Accelerates

- Orthocell's exclusive global distribution partner BioHorizons has officially launched and completed first sales of Orthocell's leading dental guided bone and tissue regeneration product, Striate+™, in the significant markets of Germany, Austria and Switzerland ("DACH region")
- The Striate+ launch in the DACH region is part of BioHorizons' continued European market penetration strategy which continues to achieve robust sales growth in a targeted addressable market valued at over AU\$1 billion¹
- BioHorizons is already established as a distributor in the DACH market and is ideally placed to facilitate a fast ramp up of sales and revenue generation from this region
- This momentum in global sales has been driven by positive feedback from dental surgeons, backed by an impressive 98.6% success rate from the Striate+ dental implant post-market clinical study
- Building on sales success in existing markets, the Company is working with BioHorizons to fast track its expansion into several other large new markets, and in particular Brazil, where approval is expected within the next 3 months
- The Company has a strong balance sheet with circa \$32 million² cash at bank and is very well-funded to continue to broaden its commercial footprint and grow revenues in existing and new markets

Perth, Australia; 26 March 2025: Regenerative medicine company Orthocell Limited (ASX: OCC, "Orthocell" or the "Company") is pleased to announce that, on the back of strong sales traction in select markets in the EU and UK, distribution of the Company's leading dental guided bone and tissue regeneration product, Striate+™, is expanding with first sales recorded into Germany, Austria and Switzerland ("DACH region"). BioHorizons Camlog, a wholly owned subsidiary of BioHorizons responsible for the marketing and distribution of Striate+ in the EU and UK, has completed its targeted pre-launch activities, placed first orders, and is now actively selling Striate+ in the DACH region. BioHorizons Camlog is well established in this significant and high-growth region and is ideally placed to facilitate a fast ramp up of sales and revenue generation. Expansion into this market will significantly increase the revenue opportunity for the Company, targeting a 20% market share of the over A\$1 billion¹ global market.

Striate+ is a sterile, resorbable collagen membrane for use in dental bone and tissue regeneration applications including dental implant procedures. Striate+ is designed to protect the bone defect from ingrowth of gingival tissue, to provide a favourable environment for osteogenesis and to assure reliable formation of high-quality bone.

Striate+ is approved for use in the US, Australia, New Zealand, Europe, UK, Canada and Singapore and is exclusively distributed by BioHorizons Implant Systems Inc (BioHorizons), one of the largest global dental implant companies. Striate+ is experiencing strong sales growth in existing markets, fuelled by overwhelmingly positive feedback from dental surgeons, and the outstanding 98.6% success rate observed in the Striate+ post-market clinical study. The product's unique features—such as its ease of use, ability to conform to treatment

¹ Addressable markets include AUS, USA, EU/UK, SGP, CAN, BRZ, JAP. Referenced papers were used to estimate procedures per annum. Papers used included both US and OUS databases and studies.

² Cash at 25th March, 2025.



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surfaces, and promotion of more efficient bone growth—have driven high adoption and contributed significantly to its success.

The global market opportunity for Striate+ is estimated to be approximately >US\$730 million¹ (>AUD\$1 billion), with the EU and UK market contributing approximately US\$180 million (> AU\$285 million). Orthocell is targeting a 20% share of the global market. Effective expansion into other markets would see an increase in these projections, demonstrating significant near-term growth potential for the Company.

Striate+'s high quality performance is driving BioHorizons' pursuit of other large, attractive markets where they have established accounts and/or distribution networks. Orthocell are currently working with BioHorizons to expand regulatory approvals of Striate+ in multiple new markets. In particular, regulatory approval for Striate+ in Brazil is anticipated within the next 3 months, with further regulatory applications under review.

The Company has a strong balance sheet with circa AU\$32 million² cash at bank and is very well funded to continue to broaden its commercial footprint and grow revenues in existing and new markets.

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About Orthocell Limited

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Orthocell is a regenerative medicine company focused on regenerating mobility for patients by developing products for the repair of a variety of bone and soft tissue injuries. Orthocell's portfolio of products include CelGro™ platform of collagen medical devices which facilitate tissue reconstruction and healing in a variety of dental and orthopaedic reconstructive applications. Striate+™ was the first product approved for dental GBR applications, and is distributed globally by BioHorizons Implant Systems Inc. Striate+™ is cleared for use in the US(510k), Canada (MDL), Australia (ARTG), New Zealand (WAND), the UK (UKCA Mark) and Europe (CE Mark). Remplir™, for peripheral nerve reconstruction, recently received approval in Australia, New Zealand and Singapore and is distributed exclusively by Device Technologies. SmrtGraft™, for tendon repair, is available in Australia under Special Access Scheme or participation in a clinical trial. The Company's other major products are autologous cell therapies which aim to regenerate damaged tendon and cartilage tissue. Orthocell is accelerating the development of its tendon cell therapy in the US with technology transfer and FDA engagement to confirm the path to the US market and prepare for partnering discussions.



For more information on Orthocell, please visit www.orthocell.com or follow us on Twitter [@OrthocellLtd](https://twitter.com/OrthocellLtd) and LinkedIn www.linkedin.com/company/orthocell-ltd

Forward Looking Statement

Any statements in this press release about future expectations, plans and prospects for the Company, the Company's strategy, future operations, and other statements containing the words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "predict," "project," "target," "potential," "will," "would," "could," "should," "continue," and similar expressions, constitute forward-looking statements. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including: the Company's ability to successfully develop its product candidates and timely complete its planned clinical programs and the Company's ability to obtain marketing approvals for its product candidates. In addition, the forward-looking statements included in this press release represent the Company's views as of the date hereof. The Company anticipates that subsequent events and developments will cause the Company's views to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing the Company's views as of any date subsequent to the date hereof.

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