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# Investor Update

Healing. Redefined.

May 2025

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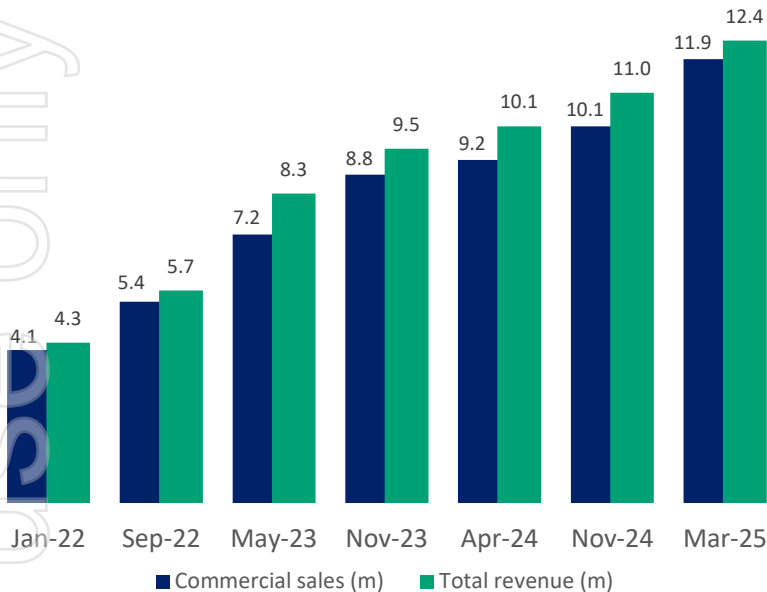
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# Agenda

- Introduction
- Financial update
  - India update
  - U.S. and other markets
  - Beta Cell update
  - Other business

A\$(m) record monthly sales and revenue



**Capital:**

- U.S. debtor collections is improving significantly, as is cash flow from operations for the group.
- Cash on hand as of 30 April 2025 was A\$22.0m.
- Adjusting forecast cash on hand as of 30 June 2025 of A\$28.5m by adding back remaining overdue U.S. debtors, less committed capex for completing the new facilities of A\$8.5m, adjusted cash on hand would be A\$25.9m
- We have enough capital to continue to execute on commitments and strategic plans.

**Commercial Highlights**

- |        |  |
|--------|--|
| U.S.   | <ul style="list-style-type: none"> <li>• 700+ customer accounts</li> <li>• March 2025: record monthly sales of A\$9.3m, up 92.6% on STLY of A\$4.8m,</li> <li>• YTD March 2025: sales of A\$64.4m, up 32.3% on STLY of A\$48.7m</li> <li>• April 2025: record NovoSorb MTX sales of A\$880k</li> </ul> |
| Group: | <ul style="list-style-type: none"> <li>• March 2025: record monthly sales of A\$11.9m, up 71.1% on STLY of A\$6.9m</li> <li>• YTD March 2025: sales of A\$84.4m, up 31.1% on STLY of A\$64.4m</li> </ul>   |

# Shifting the Standard of Care

## U.K and Ireland

- Standard of care, market share leader

## Europe

- Surgeon networks driving expansion into new markets
- Market share leader in Germany, France, Turkey and close second in Spain

## U.S.

- Standard of care, market share leader.
- NovoSorb MTX 510(k):
  - September 2022: 2 mm
  - March 2025: up to 6 mm

## India

- Entered the Indian market in late 2022
- April 2024: NovoSorb BTM included in GEM Portal
- March 2025: NovoSorb MTX 2 mm CDSCO clearance

## China\* and Japan\*

- Global #2 and #3 medical device markets
- Japan: distributor appointed.
- China: potential partners identified

## Taiwan and Hong Kong

- 2020: First sale in Taiwan
- 2022: First sale in Hong Kong

## Australia and NZ

- Standard of care, market share leader
- NovoSorb MTX TGA milestones:
  - March 2025: 2 mm
  - May 2025: 4 mm, 6 mm

46 Countries

70,000+ Patients

340+ Independent articles and abstracts

■ Current market   ■ Current market and market leader   ■ Market entry options being evaluated, \*seeking alliances

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