



Q1 FY27 Investor Webinar

Thursday 22nd October 2026



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Orthocell at a Glance

Australian medical technology company with growing international revenue driven by the commercialisation of its flagship nerve repair product, Remplir™, in the ~US\$2 billion U.S. market¹.



Fully funded and investing in sales growth

\$39.0 million in cash reserves, and no debt.²

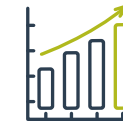
Continued investment in U.S. sales growth, manufacturing expansion and automation.



Remplir U.S. strategy on track with continued global expansion

Remplir U.S. key commercial metrics demonstrating strong growth with sales continuing to build.

Progressing towards EU/UK clearance.



US\$3.5 billion¹ global nerve repair market

Record global Remplir sales in the September quarter with 20% growth QoQ.

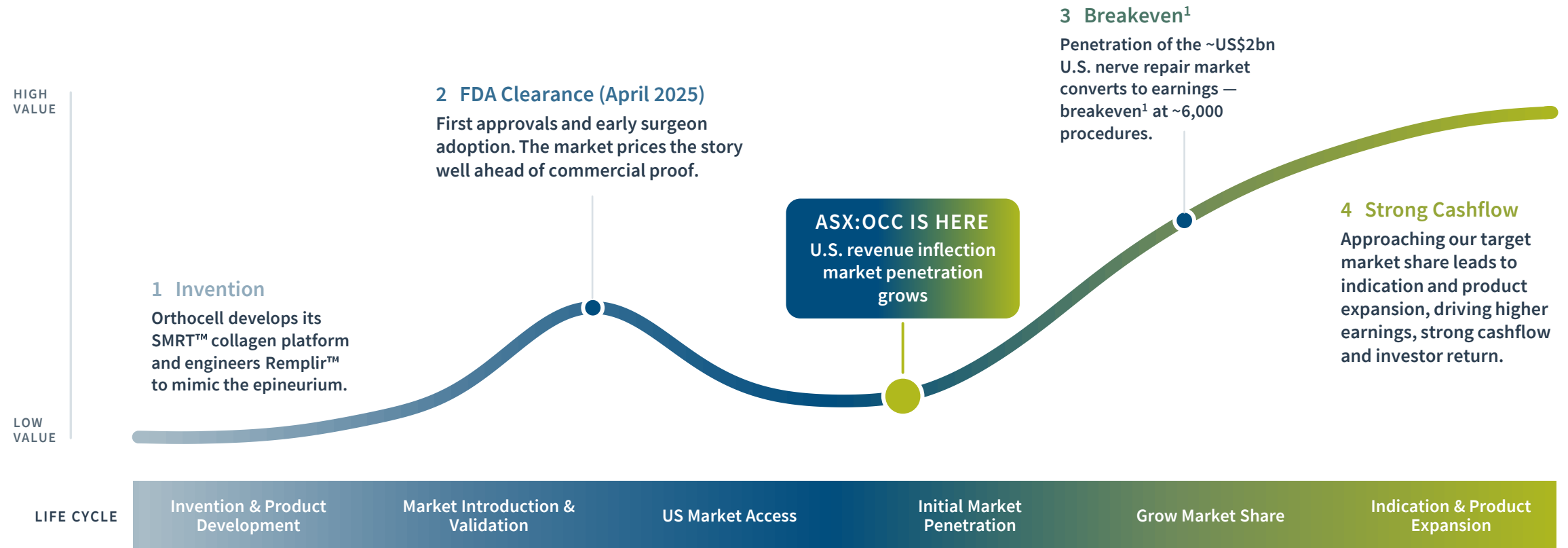
Approved and now selling in AUS, NZL, USA, CAN, SGP, HKG and THA.

1. Referenced papers used to estimate peripheral nerve procedures in the US per annum. Papers used included both the US and OUS databases and studies.

2. AU\$39.0M as of 30 September 2026, this includes \$5.2 million in cash and cash equivalents and \$33.8 million in security and term deposits with maturities ranging from 3 to 12 months. No long-term secured debt facilities. The Company maintains a short-term premium funding facility used to finance insurance premiums, repaid within the policy period.

The Lassonde Curve | Market Valuation Lifecycle

18 months post-FDA clearance, OCC is entering the inflection point of its US growth curve — with the commercial platform established and FY27 revenue growth ahead.



1. Breakeven is cash breakeven and reflects the point at which net operating cash flow is zero, based on current pricing and cost assumptions.

Key highlights for the quarter ended 30 September 2026

U.S. commercial foundations established: Remplir unit sales increasing 25% QoQ, U.S. growth is reaching its inflection point, and initial clinical results indicating early return to urinary control following nerve-sparing prostatectomy.



**Strategic
focus**

**Win in the
Americas**

Continue growth
in ANZ and Asia

Build global
footprint

Advance the
product pipeline



**Quarter
Highlight**

U.S. commercial
foundations
established,
**Remplir unit sales
increasing 25%
QoQ**

Now selling in
7 countries,
with the Thailand
product launch
commenced

Remplir UK / EU
market access
preparation
continues.
Progressing
towards regulatory
clearance

Initial Remplir
prostatectomy case
series shows
encouraging early
functional recovery

Key performance metrics

Strong Remplir momentum continued in the September quarter, with global sales increasing 20% quarter-on-quarter and U.S. unit sales rising 25% to 149. Lower non-Remplir revenue impacted total quarterly revenue; however, this is expected to recover in the coming quarters, supporting delivery of FY27 revenue expectations.



Q1 FY27 Revenue
(Company)

A\$3.6M

⚡ 7% decrease QoQ



Q1 FY27 Revenue
(Remplir U.S.)

A\$0.4M

⬆️ 21% growth QoQ



Units Sold
(Remplir U.S.)

149

⬆️ 25% growth QoQ



Funds Available¹
(Company)

A\$39.0M

⚡ 12% decrease QoQ



Hospitals²
(Remplir U.S.)

79

⬆️ 13% growth QoQ



Surgeons²
(Remplir U.S.)

93

⬆️ 22% growth QoQ

1. Funds Available of A\$39.0M as of 30 September 2026, this includes \$5.2 million in cash and cash equivalents and \$33.8 million in security and term deposits with maturities ranging from 3 to 12 months.

2. Cumulative hospitals and surgeons is the total cumulative number of individual hospitals and surgeons that have purchased one or more units of Remplir. Management estimates based on available data and subject to change. Growth percentages are calculated on unrounded figures and may differ slightly from recalculations based on rounded numbers shown.

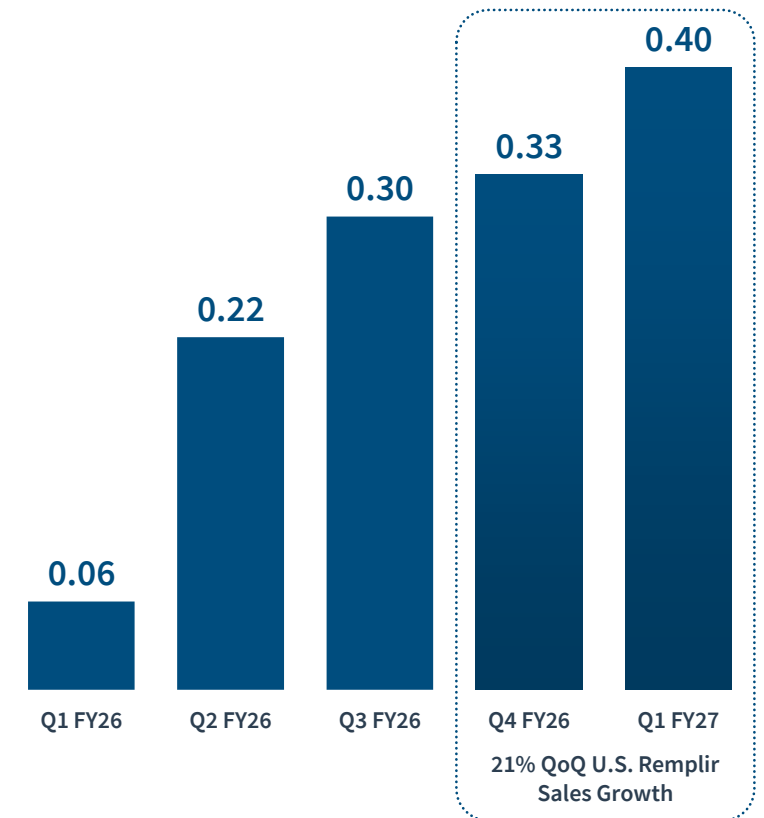
Quarterly revenue

U.S. Remplir revenue grew 21% quarter-on-quarter. While non-Remplir revenue was lower in the September quarter, it is expected to recover in the coming quarters.

Total Revenue¹ by Quarter (A\$M)



U.S. Remplir Revenue by Quarter (A\$M)



1. Revenue includes product sales, sundry, licensing, grant and interest income (excludes R&D tax refund recorded as income).

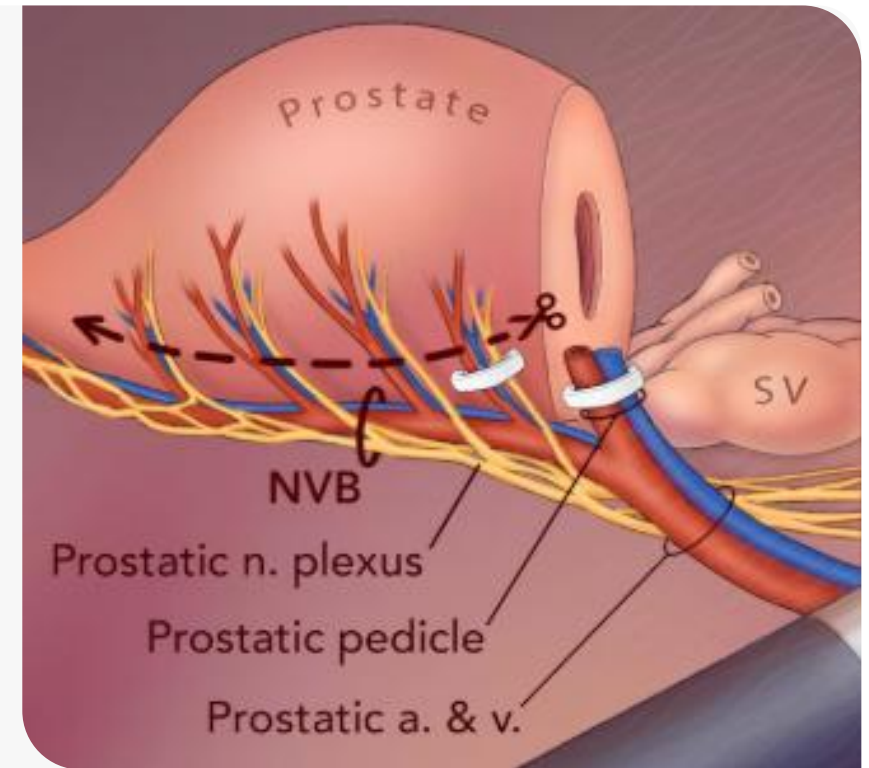
Remplir Prostatectomy Case Series

Adoption in Australian prostatectomy procedures is gathering momentum, with more than 300 procedures now completed and multiple surgeons routinely using the product.

Initial Remplir prostatectomy case series shows excellent early functional recovery in clinically complex patients with advanced prostate cancer

- All patients underwent extensive removal of tumour tissue
- 80% of patients demonstrated encouraging urinary continence outcomes – including three who were pad-free by six months which is sooner than expected in cases like these
- 75% of patients demonstrated a return of erectile function

Orthocell to gather further research to strengthen clinical evidence ahead of U.S. launch with no further FDA approvals needed





Cash Flow

Jim Piper

Chief Financial Officer



Quarterly cash flow summary

Sustainable cash reserves are in place to fund the commercialisation of Remplir and support the business to profitability, with no additional funding anticipated.

AUD \$M	2Q FY26	3Q FY26	4Q FY26	1Q FY27
Receipts from customers	1.2	1.6	2.5	2.6
Payments to suppliers and employees	(7.7)	(4.9)	(6.6)	(7.3)
Government grants & net interest received	0.5	3.4	0.5	0.2
Operating cash use for the period¹	(6.0)	0.1	(3.6)	(4.5)
Annual R&D tax refund ²	-	(3.0)	-	-
Non-recurring expenditure (ERP, Automation, Prepaid and other one-offs)	1.0	0.4	1.2	0.6
Normalised operating cash³	(5.0)	(2.5)	(2.4)	(3.9)
Capital expenditure & other investments	(0.2)	(1.2)	(1.0)	(0.1)
Proceeds from fund raising and other financing	(13.4)	(0.1)	0.8	(0.5)
Funds Available⁴	49.4	48.0	44.1	39.0
Cash & cash equivalents	7.4	7.8	9.4	5.2
Term deposits between 3-12 months maturity	42.0	40.2	34.7	33.8

- **\$39.0 million in funds available** supports planned capital works, commercial execution and R&D activities.
- **Cash expenditure remains in line with expectations**, with Q1 FY27 operating cash use of \$4.5M and normalised cash use of \$3.9M.
- **No additional funding anticipated** to support Remplir commercialisation and fund the business to profitability.

1. Numbers may not sum due to rounding.

2. The R&D tax incentive refund is received annually, resulting in nil/lump sum amounts in individual quarters.

3. Normalised operating cash burn is a non-IFRS, unaudited measure that excludes the annual R&D tax incentive refund and non-recurring expenditure (ERP, automation, prepayments and other one-offs).

4. Funds Available comprises cash and cash equivalents, security deposits, and term deposits with maturity greater than 3 months.



U.S. Remplir

Adam Wood

Chief Commercial Officer



Remplir significant US\$2 billion U.S. market¹ opportunity

We are targeting 10% of the 700,000 annual U.S. Peripheral nerve repair procedures, with Orthocell cash breakeven at ~6,000 procedures.

700,000

**US Peripheral
nerve repair
procedures
every year.**

**Targeting 10%, with a
focus on the short-gap
and non-transected
nerve repair sector.**



Breakeven²

**~10,000
Devices³**

**~6,000
Procedures**

1. Referenced papers used to estimate peripheral nerve procedures in the US per annum. Papers used included both US and OUS databases and studies.

2. Breakeven is cash breakeven and reflects the point at which net operating cash flow is zero, based on current pricing and cost assumptions.

3. ~1.7 units per procedure, Average units per procedure reflects observed utilisation from available data, supplemented by clinical assumptions regarding standard use per operation.

The Four Major U.S. States Are Now Covered

With a combined population of ~114m, Orthocell has established coverage across four strategically important U.S. markets, providing a strong platform for future growth.

Florida



Recent Activity: Strong surgeon adoption with multiple large volume, influential surgeons now using the product. These surgeons also featured in our ASSH program speaking on their experience with product.

Q2 Focus: Expand surgeon usage where we have strong usage and develop centres of excellence.

First Sale
Jul-25

Population
23M

Phase
Early Growth

California



Recent Activity: Multiple labs and dinners in partnership with our Californian distributors. Key surgeon engagements with CEO in field.

Q2 Focus: Following multiple trials, focus on hospital orders and further engagement of influential surgeons who have already used the product.

First Sale
Jan-26

Population
39M

Phase
Initial MP

Texas



Recent Activity: Statewide distributor signed and Orthocell Area Sales Manager based in Texas hired who holds key surgeon relationships to support launch. Initial training and field visits completed, first case on 18 September.

Q2 Focus: Cadaveric labs for surgeon training, ongoing distributor upskilling, identify key surgeon targets and support product adoption in initial cases.

First Sale
Q2 FY27

Population
32M

Phase
Access

New York



Recent Activity: Distributor signed, VAC submitted at major hospital, ongoing engagement with key surgeon, including speaking at Orthocell Australian Nerve Symposium event in 2027.

Q2 Focus: Initial distributor training, identify further key accounts and submit VAC documentation for approval.

First Sale
Q2 FY27

Population
20M

Phase
Access

U.S. Quarterly Activity Update

Remplir continued to build commercial momentum in the U.S. throughout the September quarter.



Sales

- **3 new distributors & 2 direct sales team members** signed, widening U.S. coverage
- **First national contract** signed, creating access at scale
- **55 Value Analysis Committee (VAC) applications approved** as of 30 September
- **10 direct orders from 6 hospitals** for stock replenishment



Education

- **15 events completed**
7 cadaver labs, 4 journal clubs, 3 conferences plus the American Society for Surgery of the Hand (ASSH) conference
- **6 abstracts submitted**
to U.S. scientific conferences, increasing the reach of our clinical program
- **6 US Key Opinion Leaders engaged**
for the ASSH Innovation Forum and September skills lab



Marketing

- **17 new surgeons**
on-boarded in the quarter
- **Expanding hospital usage**
as new and existing surgeons gain access at additional hospitals
- **Online surgeon training hub**
created to support clinical application of Remplir

U.S. Remplir commercialisation performance

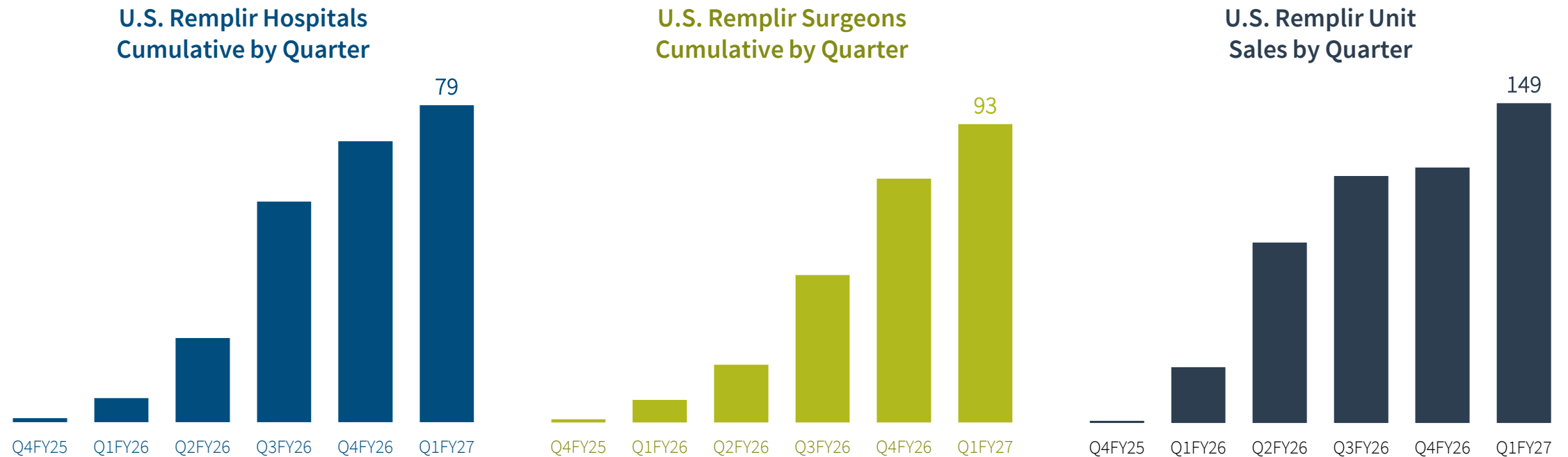
Distributor coverage tracking ahead of expectations, hospitals and surgeon metrics remain on-track.

	FY26	Q1 FY27	FY27 Target	Comment
Cumulative Surgeons ¹ (total cumulative)	76	93	150-200	• Driven by distributor coverage, hospital access and peer-to-peer selling. • Repeat usage drove 78% of sales, with 17 new surgeons contributing 22%.
Cumulative Hospitals ¹ (total cumulative)	70	79	100-150	• Driven by VAC approvals and Remplir users now operating at multiple sites. • Focus on large hospital groups and national contract opportunities.
Distributor Coverage (coverage of U.S. population)	50%	70%	80%	• 20 distributor partners now covering 70% of the U.S. population. • Strong surgeon relationships have resulted in early traction with Remplir.

1. Cumulative hospitals and surgeons is the total cumulative number of individual hospitals and surgeons that have purchased one or more units of Remplir.

U.S. Remplir commercial momentum is building

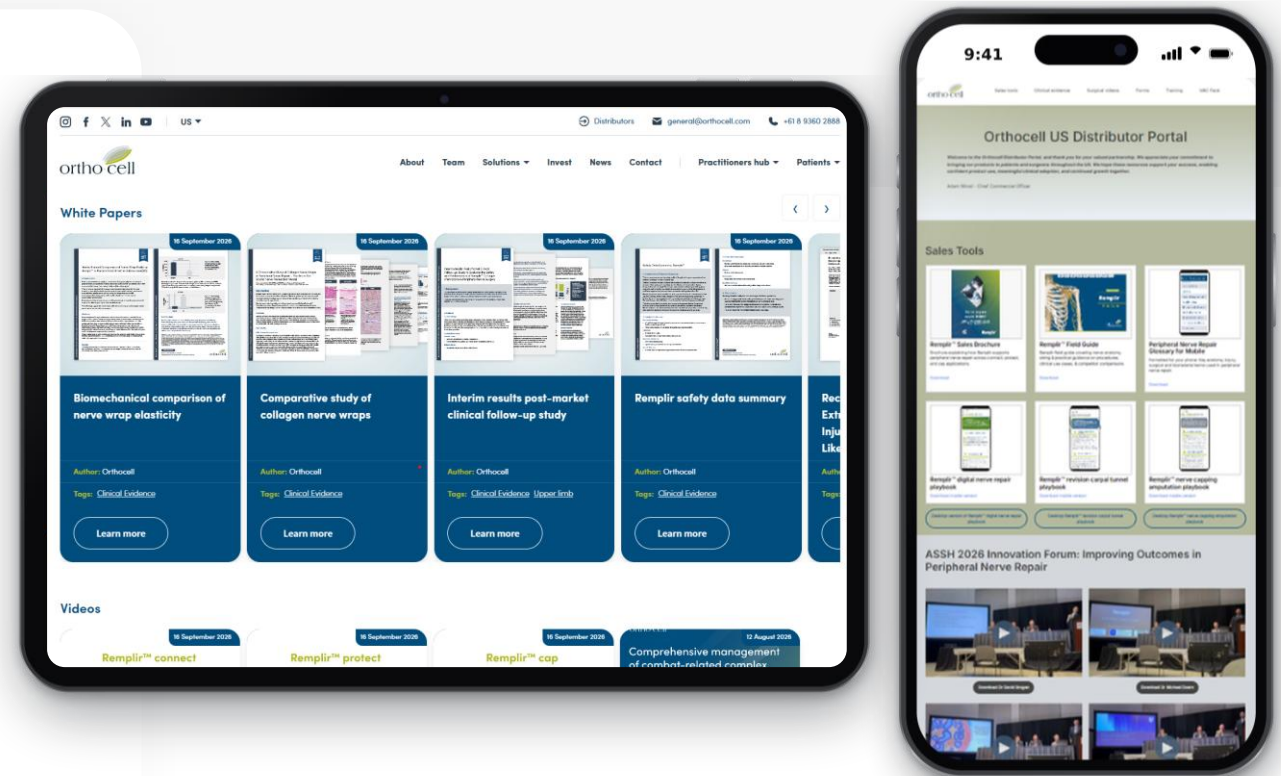
Hospital approvals and surgeon adoption continue to grow, supported by distributor expansion, medical education and increased product awareness. Unit sales are benefiting from new customers and increased use by established surgeons, with the full contribution from surgeons onboarded late in Q1FY27 yet to be reflected.



Digital marketing supporting commercial growth

A scalable digital platform for engaging surgeons and distributors across our markets

- New website, distributor portals and practitioner's hub provide access to the resources required to build confidence in Remplir
- Sales teams and distributors can **access current, approved materials** wherever they work
- **Conference and event enquiries are captured** and followed up automatically, converting interest into pipeline
- ASSH campaigns resulted in the following surgeon engagement:
 - ▶ 121,000 ad impressions
 - ▶ 3,375 clicks to landing pages, contributing to booth leads, industry forum attendees and surgical lab demos.



American Society for Surgery of the Hand Annual Conference

>250 new and existing surgeons engaged at the key annual nerve repair conference through hands-on surgical labs, keynote presentations and events, facilitated by leading US nerve surgeons. The sales team now following up in person to convert engagement into product adoption.

Orthocell faculty for Innovation Forum & Cadaver Lab



Dr David Brogan
Washington University



Dr Michael Doarn
Florida Orthopedic Institute



Dr Aaron Morgan
Integrus Health



Dr Neill Li
Duke University



Dr Ian Valerio
Massachusetts General Hospital



Dr Harry Huyen
MetroHealth Medical Center



90+ qualified surgeon leads
from trade display



Innovation
forum
70+ attendees



Surgical
lab with
30+ surgeons

Key Takeaways from the Innovation Forum



“All you have is this thin **epineurial-looking layer**, which is quite beautiful.”

Dr David Brogan (Washington University), describing histology at 17 weeks



“Seeing this result [clinically], I think is helpful. Especially when using the Remplir device, seeing how that kind of material can **help augment the epineurium** and allow for the epineurium to form.”

Dr Neill Li (Duke University), on his decision to use in nerve decompression cases



“Now we have something like Remplir where we don’t have to suture, so that **saves time and saves some costs**. It can be beneficial because if you suture too tightly, the nerve can swell. We want to do a positive thing for our patients.”

Dr Michael Doarn (Florida Orthopedic Institute), on the benefits in revision carpal tunnel surgery



“Remplir has been the one [nerve wrap] that gets me right in that category of **‘just right’, not too stiff, not too slimy**”

Dr Aaron Morgan (Integris Health), using a Goldilocks analogy to describe the handling of Remplir





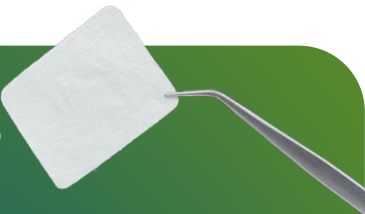
Upcoming Catalysts



Achievements and upcoming catalysts¹



RemplirTM | Nerve repair, made SMRT



Foundations in place for U.S. growth	Achieved
Appoint exclusive distributor in UK	Achieved
First sale in Canada	Achieved
Appoint THA distributor	Achieved
First Thailand sale	Achieved

Initial prostate patient data	October
Phase 1 of manufacturing expansion commencing	1H CY26
EU+UK market clearance	2H CY26
SmrtWrap tendon U.S. pre-submission	2H CY26
U.S. operations update	2H CY26
Remplir publication & evidence generation	1H CY27
Global Remplir update	1H CY27

1. Timelines may be subject to change due to circumstances not under the Company's control

Q&A





Authorised for release by
The Board of Directors of Orthocell Limited

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