



25 March 2021

ASX Announcement

PolyNovo signs with Premier Inc.

PolyNovo has signed a group purchasing agreement with Premier Inc, a major US group purchasing organisation (GPO) for the supply of NovoSorb[®] BTM under their Breakthrough Technology Program. That program ensures that their member hospitals have timely access to innovative products that can drive high-quality, cost-effective care. The agreement allows Premier member hospitals access to BTM at the special pricing and terms negotiated with PolyNovo.

Premier services roughly 4100 health facilities and hospital members. Of particular interest to PolyNovo are Premier's:

- Over 2000 acute care hospitals including 100 designated trauma centres
- 63 Children's hospitals including 20 designated as trauma and/or burn centres.

Effective April 1, 2021, PolyNovo will have access to Premier member hospitals and to Premier's regional representatives, responsible for introducing new technology to members to improve utilisation and care efficiencies. PolyNovo's marketing team and consultants will be providing the Premier team with training, materials and support to enable them to facilitate the uptake of NovoSorb BTM amongst their members. PolyNovo's sales team can now enter hospitals that were previously restricted and will have a streamlined procurement process to facilitate faster NovoSorb[®] BTM adoption.

Managing Director of PolyNovo, Paul Brennan said, *"This signing with Premier, the second largest GPO in the US, is a major milestone. We have recently signed with Aptitude and First Choice. These GPO agreements put our disruptive BTM on a much larger list of hospitals than our sales team can get around in the short term. We will continue expanding our sales team into new markets to support hospitals and surgeons but now also to match the geographical footprint of the GPOs. We look forward to demonstrating improved health economic benefits for Premier hospital members and their patients."*

Senior Vice President USA, Ed Graubart said, *"We estimate the top five GPOs in the US gives us access to circa 90% of the overall market. Beyond BTM the GPO relationship will also be important when we launch new products"*.

This announcement has been authorised by PolyNovo Company Secretary Jan-Marcel Gielen.

Further information:

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About NovoSorb®

NovoSorb® is a novel range of bio-resorbable polymers that can be produced in many formats including, film, fibre, foam, and coatings. NovoSorb's unique properties provide excellent biocompatibility, control over physical properties, and programmable bio-resorption profile. NovoSorb® BTM is a dermal scaffold for the regeneration of the dermis when lost through extensive surgery or burn.

About Premier Inc

Premier is one of the largest GPOs servicing the US hospital member network. The member hospitals in their network gain procurement efficiencies and share in the savings generated by group purchasing.

<https://www.premierinc.com/about>

About GPOs

Surgeons and hospitals assume the GPO has vetted the products clinical, technical and economic value. Thereafter, GPOs work with their member hospitals to deliver aggregated supply agreements that drive efficacy, cost savings, and improved operating margin potential. They maintain a centralised computerised procurement portal to monitor group purchasing compliance, discounts, rebates, and usage rates. Some GPOs have internal bulletins and visitations to promote new technologies.

The largest medical device GPOs are as follows:

1. Vizient
2. Premier
3. HealthTrust (HPG)
4. The Resource Group (Ascension)
5. FirstChoice

PolyNovo currently has signed agreements with Premier, Aptitude and First Choice. We are also in varying stages of discussion/negotiation with the other GPOs and will provide updates when agreements have been finalised.