

# PolyNovo - Bell Potter Healthcare Conference

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Improving outcomes. Changing lives.



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## 1. BTM

- Beginnings
- Wide Applications
- Platform Technology
- Competitors
- Pipeline
- Distributors

## 2. FY21

- BTM sales \$25.5m up 34%
- 99 New hospitals
- 7 New distributors for 9 markets
- \$250k profit excl. non-cash items
- Cash on hand \$7.7m FY21 up on 1H \$7.6m
- Doubled US sales team
- R&D; Factory; New Machinery; DFU Trial; etc.

## 3. Q1 FY22

- New direct Accounts 327 from 210 previous September
- EU sales \$73k to \$222k
- UK sales \$39k to \$169k
- US July/August \$4.6m compared to \$2.9m; Q1 \$6.1m
- US Accounts 135 from 82 previous September

## 4. FY22 and beyond

- Lift intensity of worldwide sales
- Expand geographical footprint
- Lift the depth, breadth, intensity of R&D
- Clinical trial expansion

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