



# ANTERIS 2021 AGM

## CEO PRESENTATION

May 25<sup>th</sup> 2022



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2016

2017

2018

2019

2020

2021

# Agenda

- Financials
- Competitive advantage
- First in Human study
- Market opportunity
- Partnerships
- Future revenues
- Questions





A photograph of four light-colored wooden blocks arranged in a row on a wooden surface. Each block has a large red number on its front face, spelling out '2021'. The blocks are resting on a folded newspaper, which is slightly out of focus. The background is a plain, light-colored wall.

2021

2021 A year of headlines





## Prince devoted to his queen, dead at 99



Prince Philip, with the Queen in a 2017 portrait, shied back from public duties for years after, electing to spend his retirement at Wind Farm in Sandringham

NEWS REPORTS  
PRINCE PHILIP  
EDINBURGH, 198

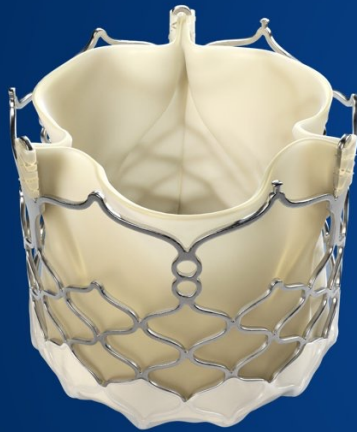




# COVID-19 VACCINE



Anteris made a few of its own headlines



**ANTERIS™**

**Selected to showcase the  
DurAVR™ THV System at  
TVT 2021 'Innovation Session'**

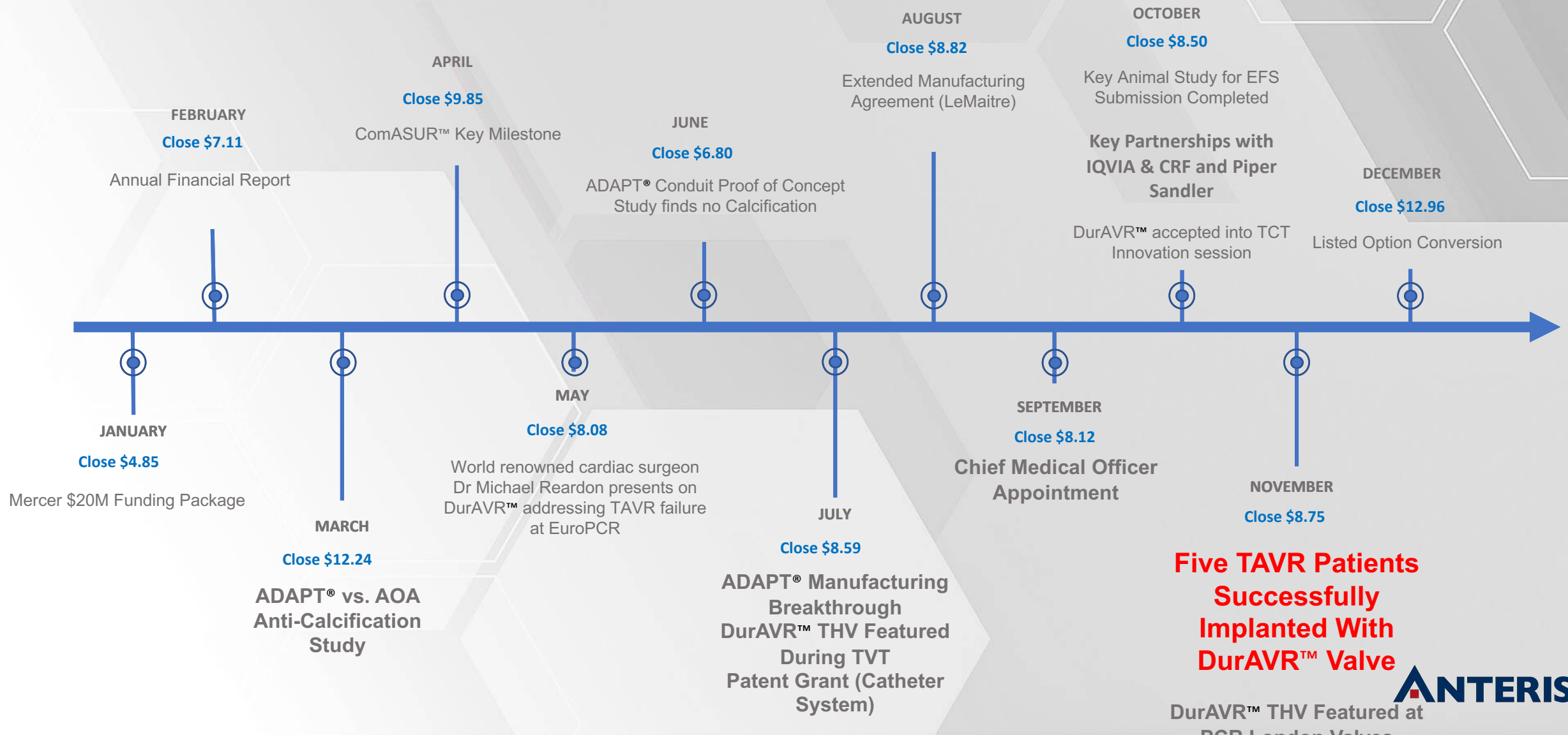
**DurAVR™**  
Transcatheter Heart Valve  
(an ADAPT® Product)

**Lasts Longer,  
Works Better**





# Major milestones were achieved in 2021



# DurAVR™ studies progressed rapidly in 2021 from animals to humans

Animal lab



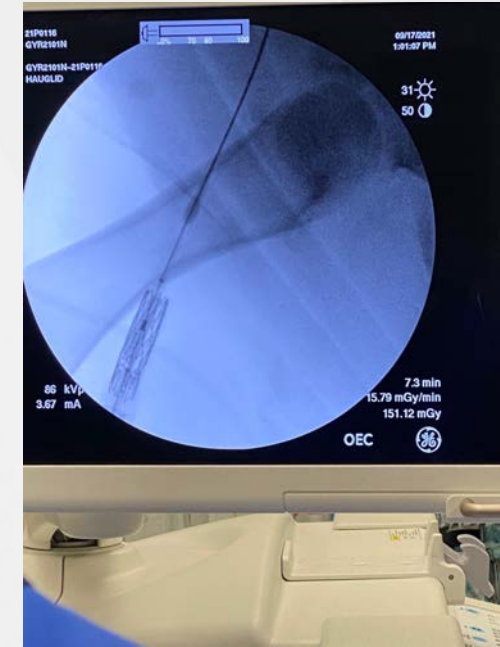
Dr Hamid performing echo



Dr Meduri implanting  
DurAVR™



DurAVR™ being deployed



# Financial report

## Balance sheet

Assets	1,734,826
Current assets	88,905
Non-current assets	1,645,921
Liabilities	166,630
Current liabilities	110,327
Non-current liabilities	56,303
Equity	74,393
Paid-in capital	72,921
Retained earnings	1,472



## Equity statement

Current year	1,774,576
Comprehensive income	15,897
Issue of share capital	88,905
Dividends	23,853
Previous year	166,630
Comprehensive income	110,327
Issue of share capital	56,303
Dividends	67,678



## Income statement

Revenues	12,978,516
Net sales	12,873,892
Investment	104,624
Expenses	6,372,535
Research and Development	1,385,395
Operating expenses	4,439,118
Net income	6,505,981

## Cash flow statement

Operations	12,978,516
Earnings	12,873,892
Investment	104,624
Investing	6,372,535
Real estate	1,385,395
Supplement	4,439,118
Net income	6,505,981



2021 Financials



# Financial highlights 2021



# Anteris market cap increased by 515% in 2021



Key financial metrics	FY2020 Actual \$m	FY2021 Actual \$m
Sales revenue	7.1	7.8
EBITDA	(13.7)	(20.1)
Net loss after tax	(15.3)	(22.9)
Market capitalisation	23.4	143.8
Cash position	4.4	21.3

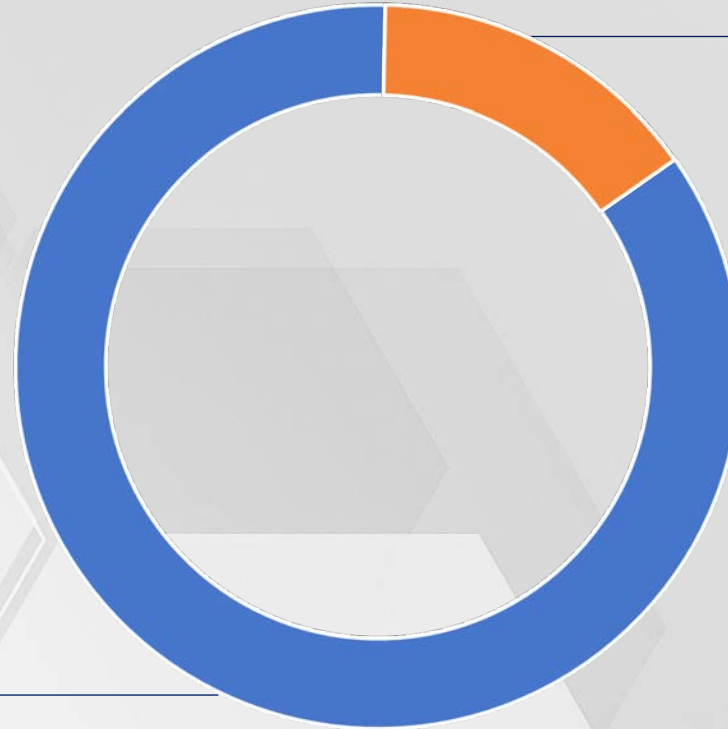
- **10% increase in ADAPT® sales**
- Overall increase in expenses primarily reflects **increased research and development expenditure relating to the Group's Transcatheter Aortic Valve Replacement (TAVR) program**
- **515% increase in market capitalisation**
- **Significant cash increase through financing activities including proceeds of \$36.8m** from multiple share placements and option conversions; plus \$5m in convertible notes issued to Mercer



# Focused investment in R&D has accelerated progress

## Research & Development \$19.5M

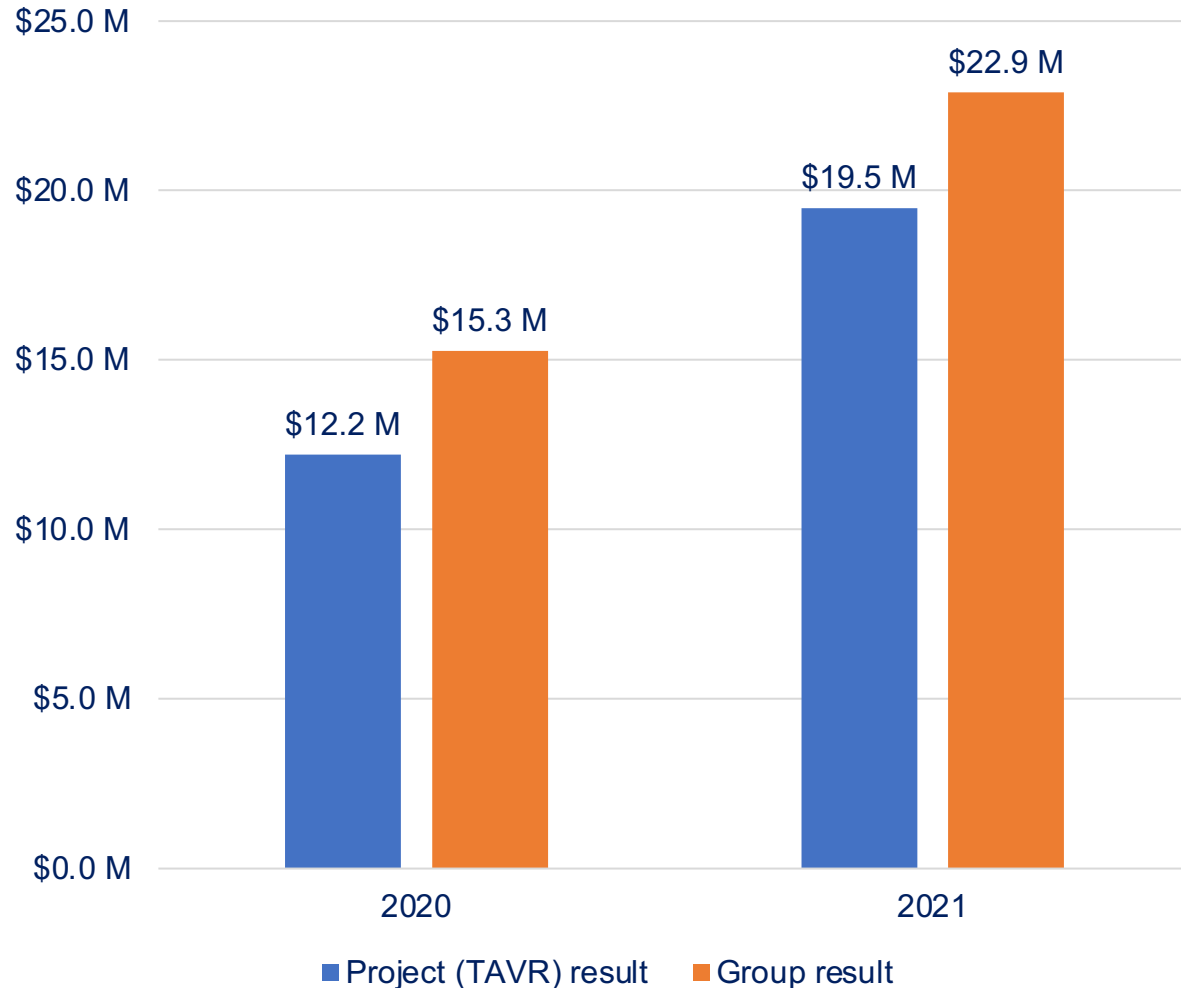
- DurAVR™ valve development program
- Tblisi first-in-human trials
- Design of the TAVR delivery system
- Regulatory and Medical
- Includes allocated indirect costs



## Corporate & Operational \$3.4M

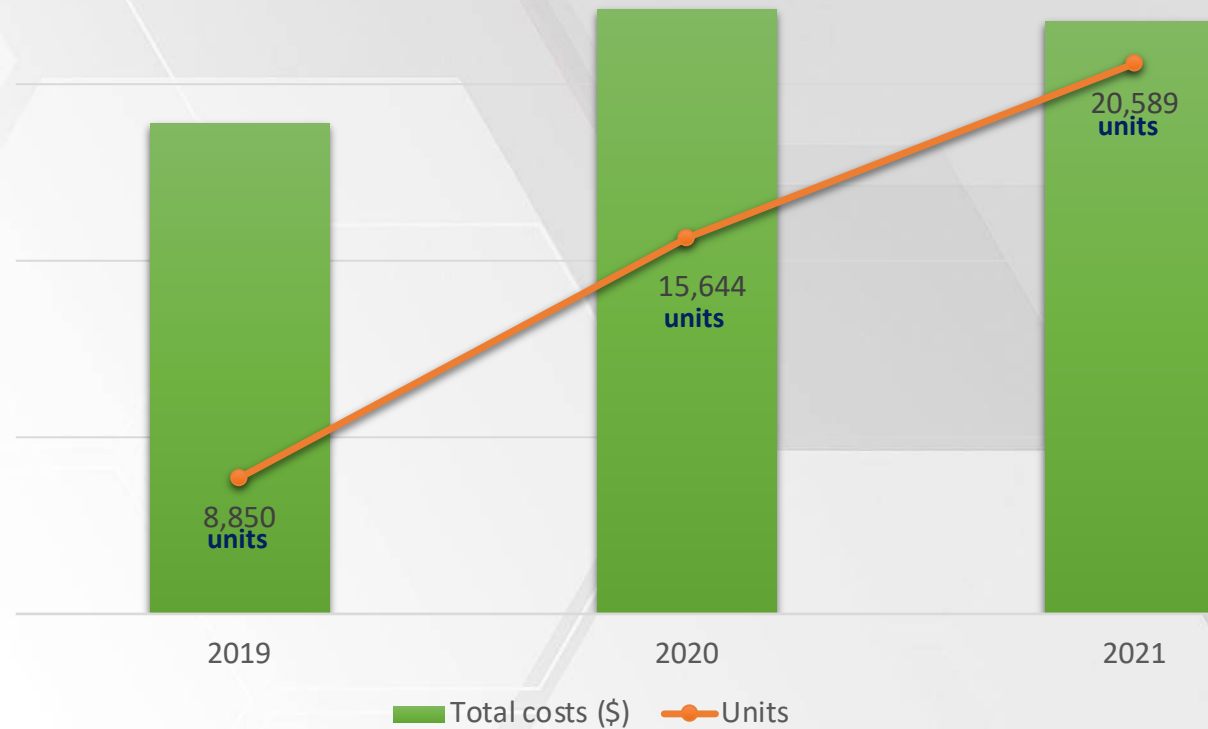
- Capital raising costs
- Company compliance costs
- Insurance
- Financing costs
- Office administration
- IT support
- Net of R&D tax refund

# Operational costs remain stable 20/21



- Corporate + operational costs stable from 2020 to 2021
- R&D costs increased as we entered human studies

# Increasing CardioCel™ production with decreasing costs



2020:

- 77% increase in units
- 23% increase in costs

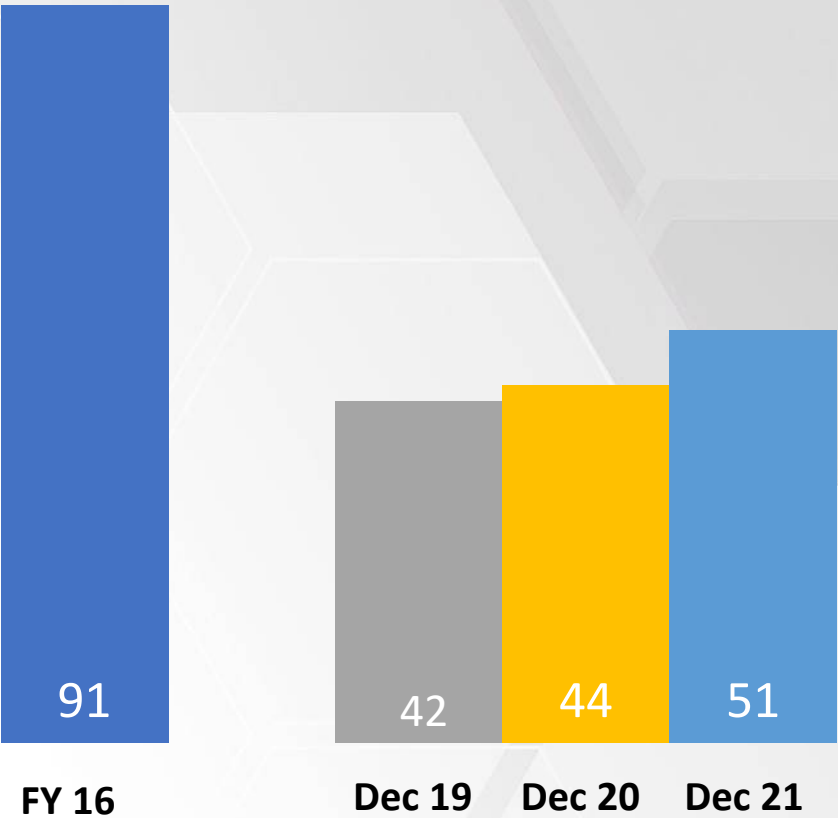
2021:

- 32% increase in units
- 2% decline in costs

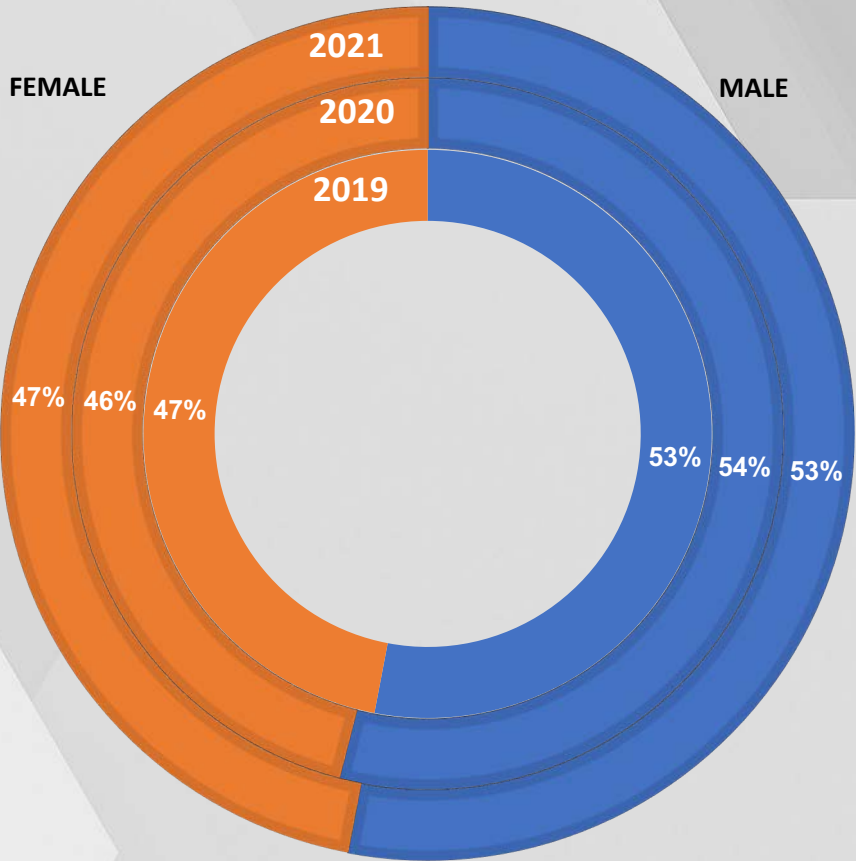
# Highly productive workforce



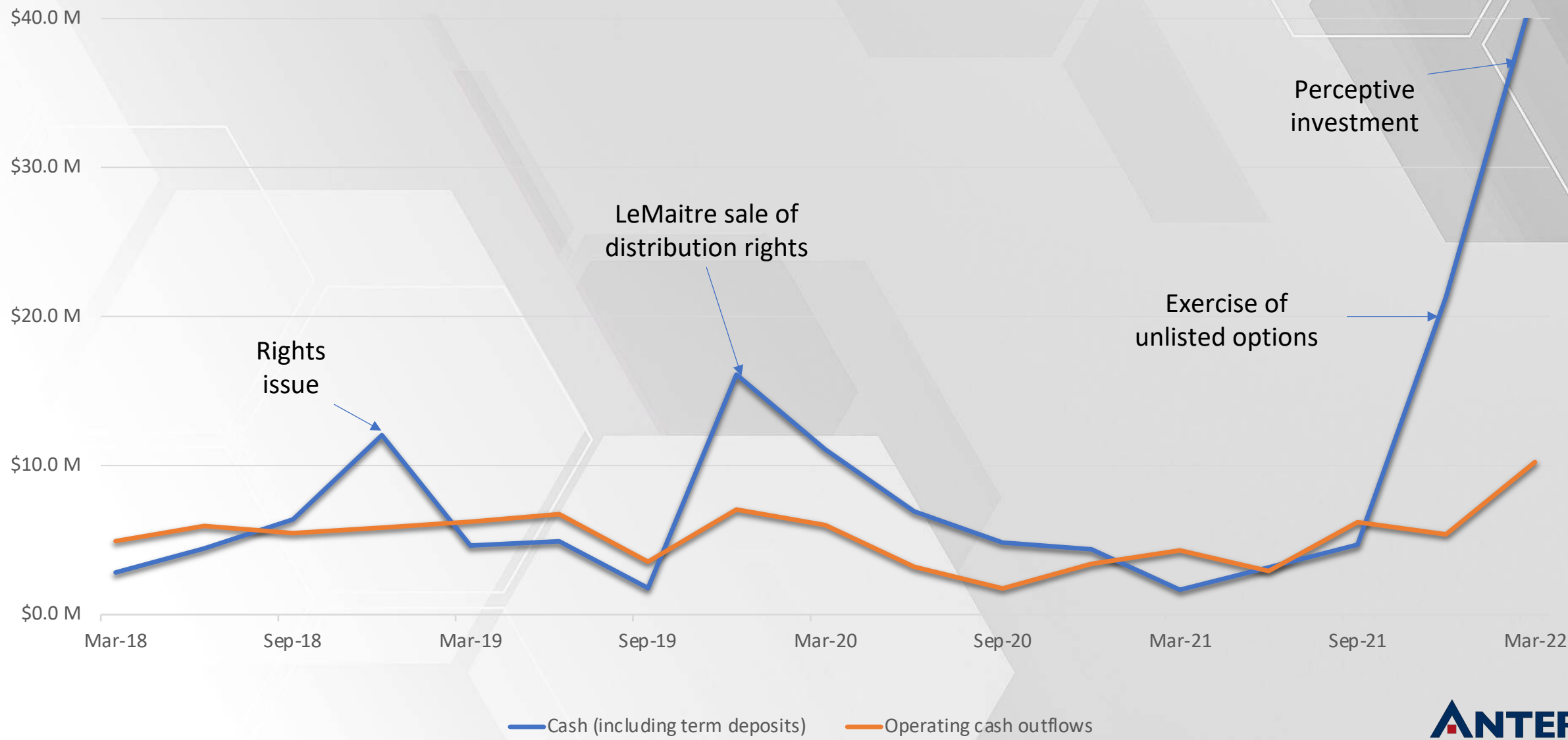
TOTAL EMPLOYEE NUMBERS



DIVERSITY

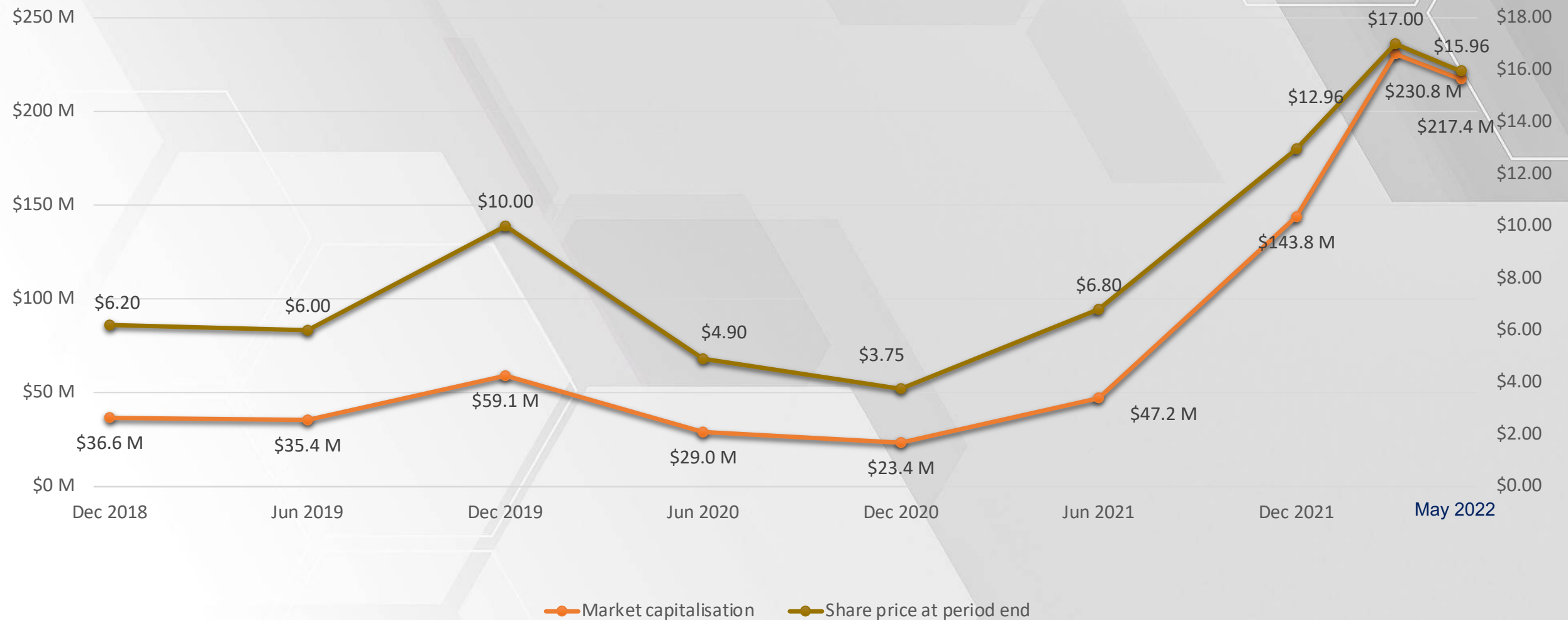


# Increased cash balance from equity and non dilutive sources





# Increasing share price and company valuation

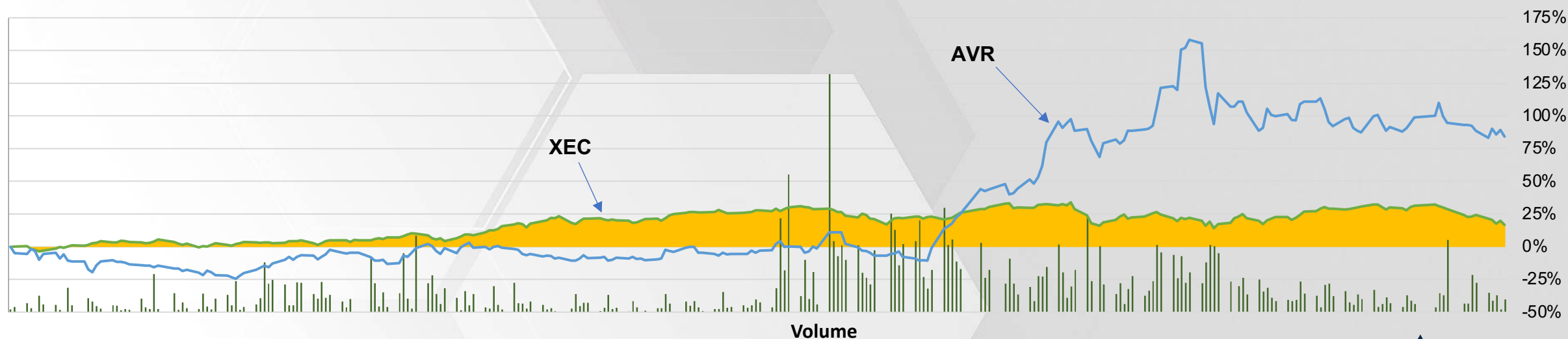


# AVR has returned 141% since the CardioCel™ divestiture

- The S&P/ASX Emerging Companies Index (**XEC**) is a benchmark consisting of 200 Australian microcap companies ranked anywhere between 350 to 600 by market capitalisation
- The below graph compares the performance of the AVR share price vs XEC index over a rolling 12 months

	AVR return	XEC return
Rolling 12 months	84%	17%
Post CardioCel™ divestiture	141%	56%

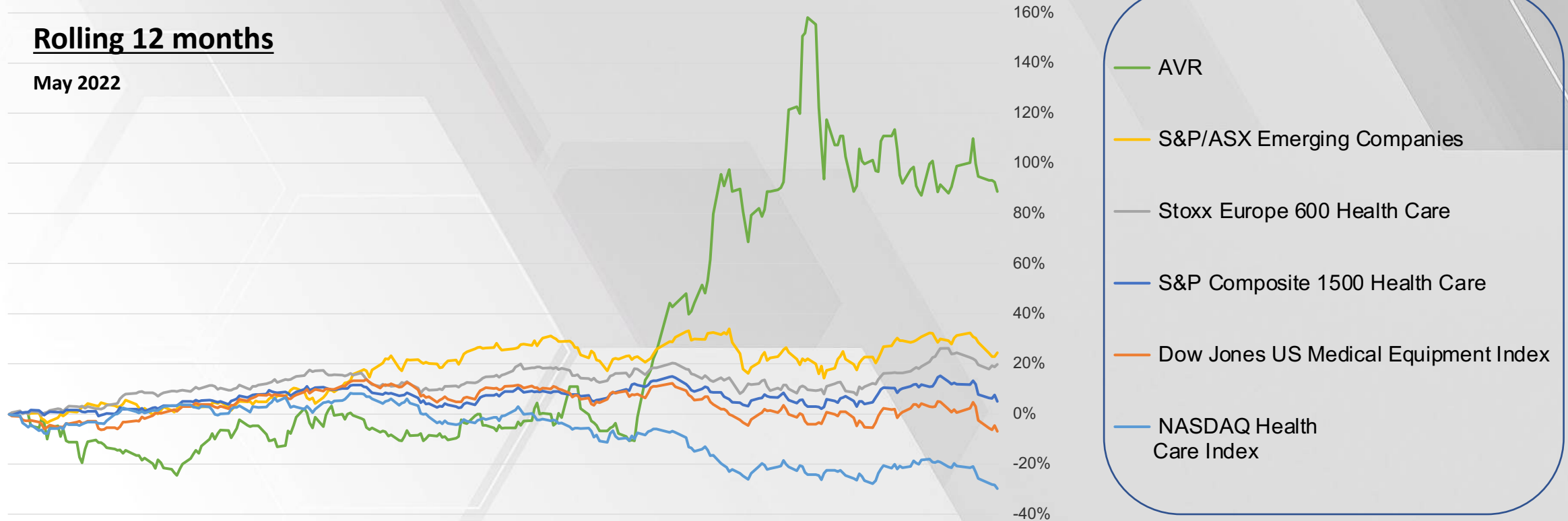
## Rolling 12 months (incl daily trade volumes)



# AVR has out performed all major health care indices

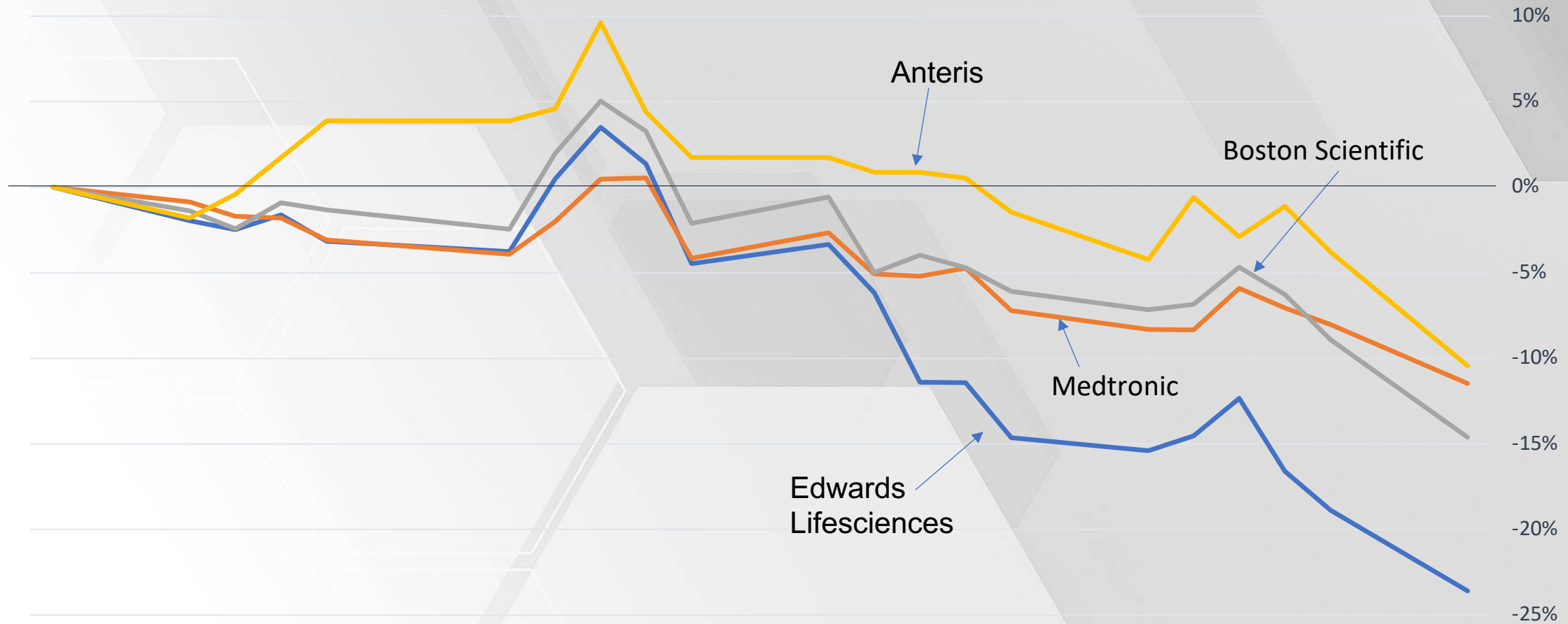
## Rolling 12 months

May 2022



# AVR outperformed major competitors

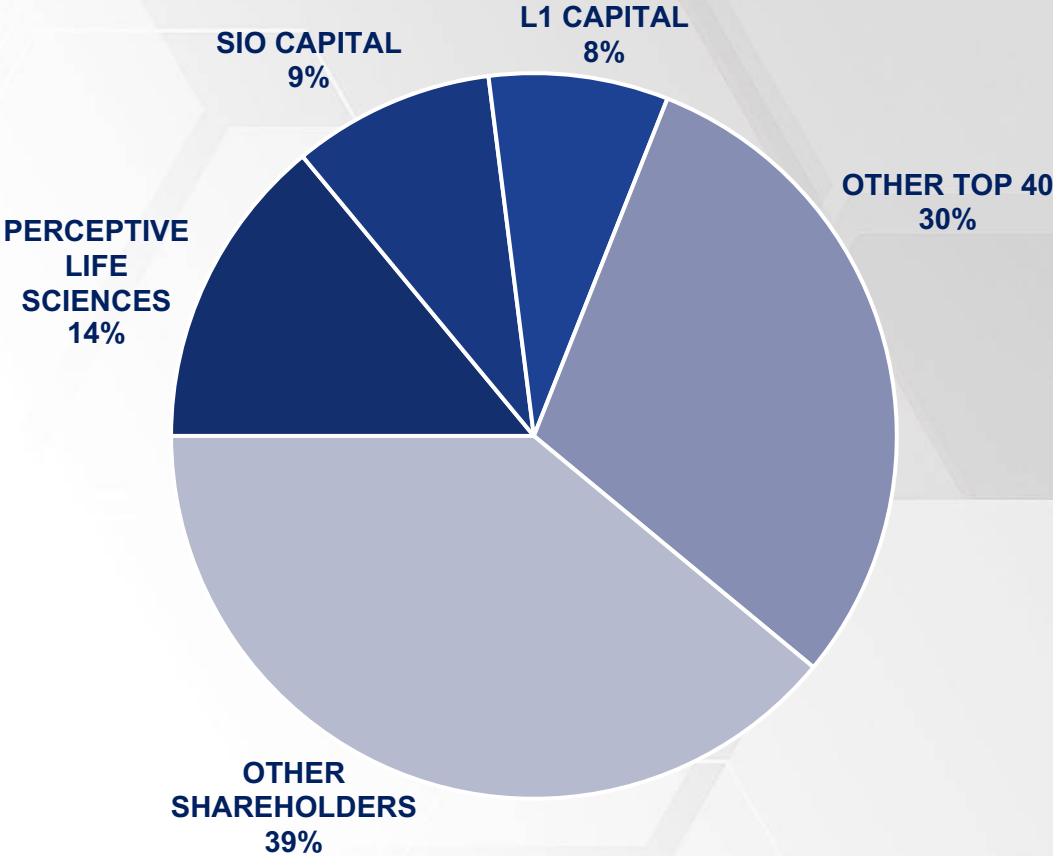
Share price movement (8 April – 9 May 2022)



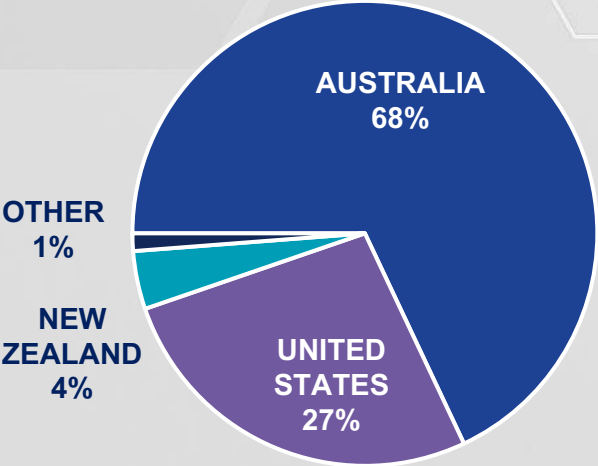
# Top 40 investors hold 61% of the Company



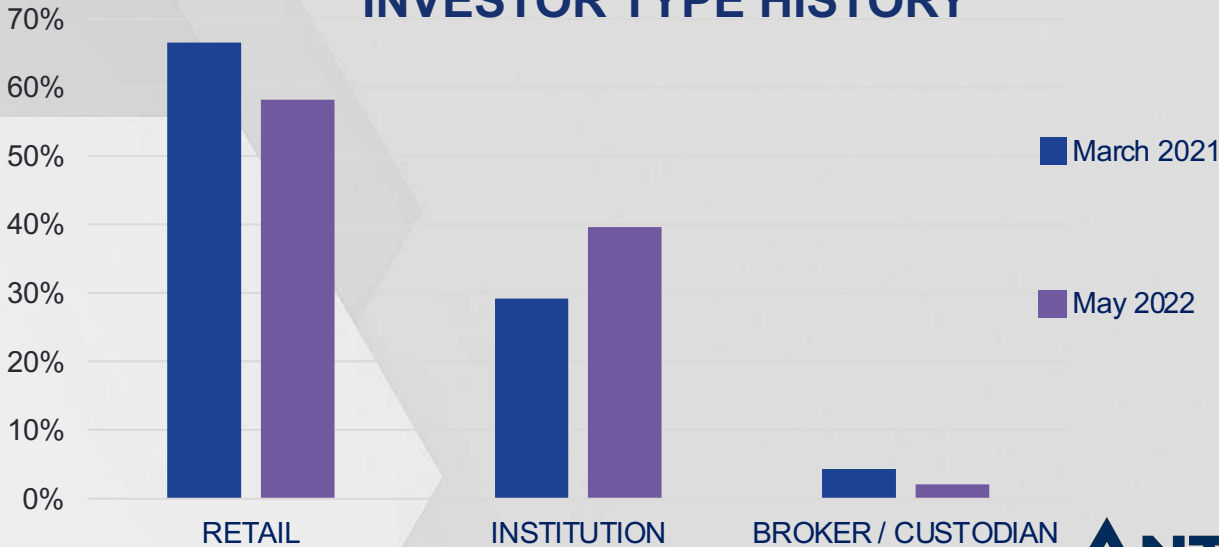
## SHAREHOLDER MIX



## OWNERSHIP COUNTRY



## INVESTOR TYPE HISTORY







Financials only tell part of the story





How do we compare ?



What is our competitive advantage ?



*ADAPT<sup>®</sup> + DurAVR<sup>™</sup> + ComASUR<sup>™</sup>*



For lifetime management of Aortic  
Stenosis patients



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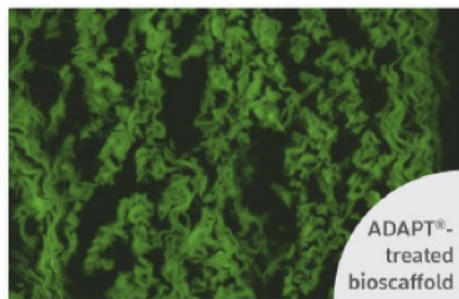




FORMER MANA

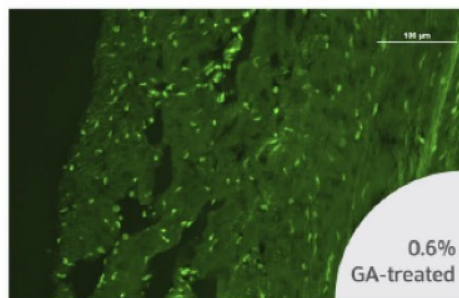
# ADAPT® the best anti calcification treatment in the world

## Non-reactive fluorescent stain



All cells and cell remnants have been removed.

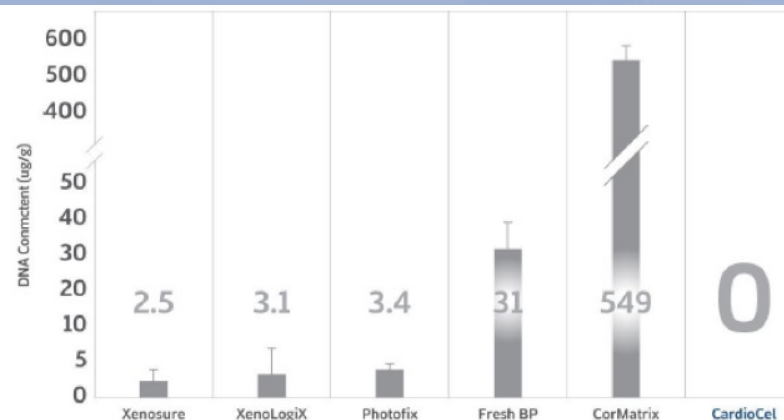
## Positive fluorescent stain



Residual cell remnants after processing with 0.6% GA.  
GA=glutaraldehyde.

21ST-CENTURY  
ADAPT TECHNOLOGY  
DEMONSTRATES

**ZERO**  
Residual DNA



DNA content was measured using the Nanodrop method.

An independent analysis of DNA quantification was done by ARFG, Ltd, who is accredited in the field of Biological Testing (Scope: DNA Analysis according to the ISO 17025:2005 standard by the National Association of Biological Testing Authorities (NATA). Multiple samples were tested; ALL demonstrated zero DNA content.<sup>2</sup>

**Completely removes the potential for calcium-binding sites and antigenic stimulus.**

1. Data on file, Admedus
2. Data on File, Admedus; AGRF DNA Extraction Reports (CAGRF16022 and CAGRF 15684), 2017
3. Neethling et al. Enhanced biostability and biocompatibility of decellularized bovine pericardium, crosslinked with an ultra-low concentration monomeric aldehyde and treated with ADAPT®. The Journal of Heart Valve Disease. 2008; 17:456-463; discussion 464



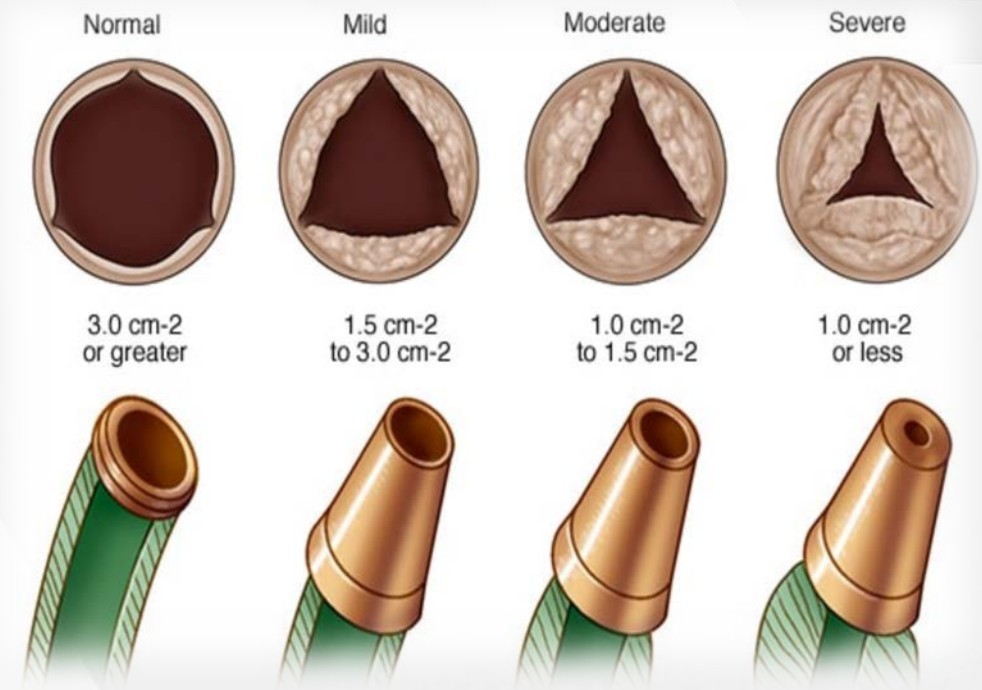
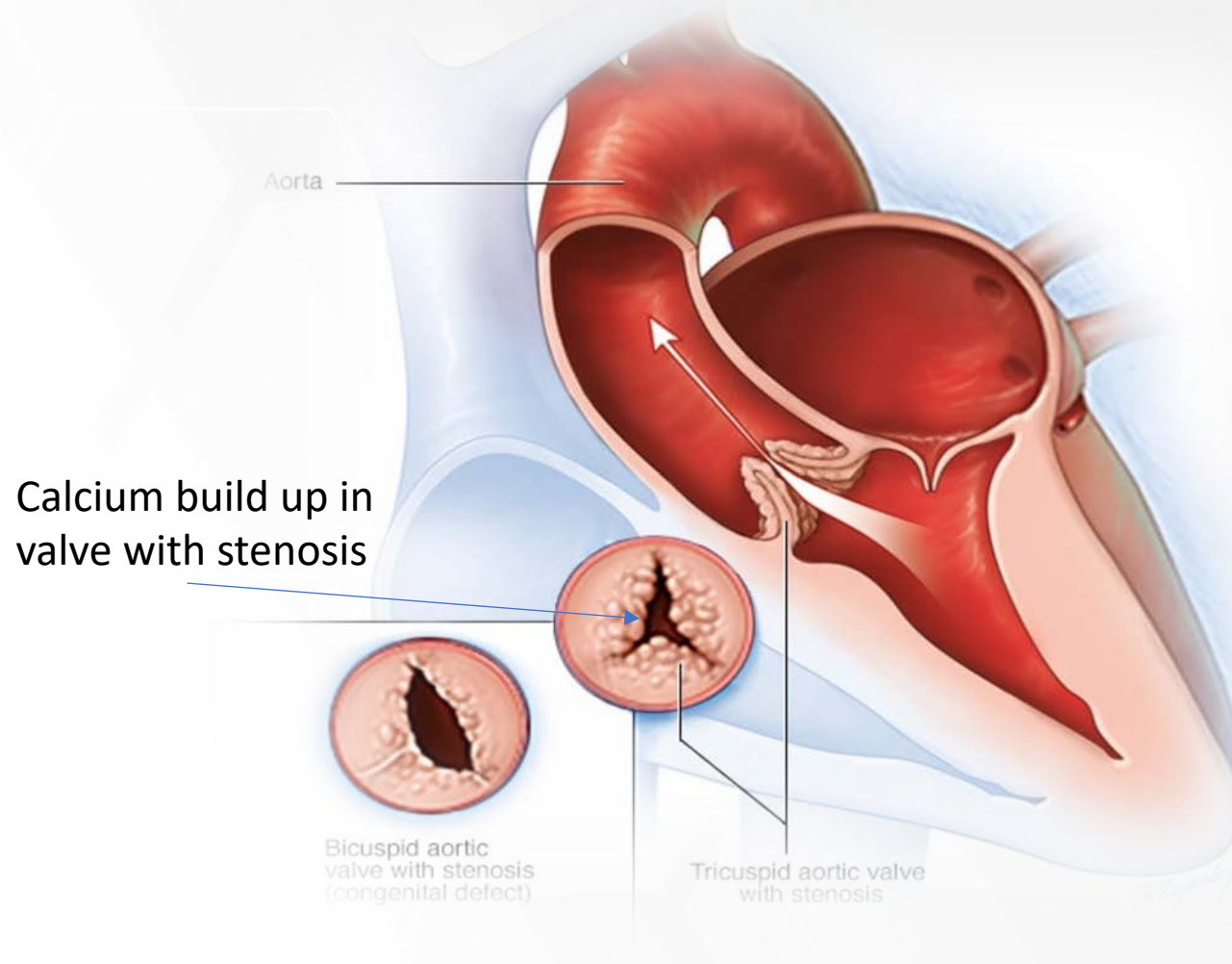
A red rectangular sign with a white border is mounted on a brick wall. The sign features the text "WHY IT MATTERS?" in white, bold, serif capital letters. The sign is secured by eight silver-colored screws, one at each corner and one at the midpoint of each side. The background is a wall of reddish-brown bricks with visible mortar lines.

WHY IT  
MATTERS?



# Aortic stenosis is a disease of calcification

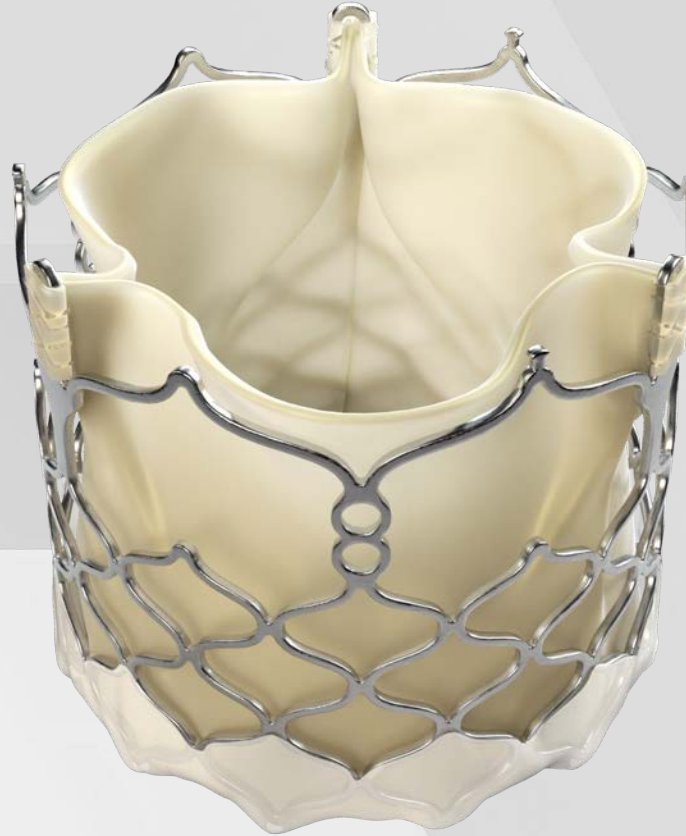
Calcium deposits cause a narrowing of the valve opening and an increase in pressure





# DurAVR™ – the first and only 3D single piece TAVR valve in the world

- Designed to be anatomically correct
- Restores pre disease haemodynamics
- Has greater structural integrity
- Opens wider (80%)



Lasts Longer

Works Better

A red rectangular sign with a white border is mounted on a brick wall. The sign features the text "WHY IT MATTERS?" in white, bold, serif capital letters. The sign is secured by eight silver-colored screws, one at each corner and one at the midpoint of each side. The background is a wall of dark red bricks with visible mortar joints.

WHY IT  
MATTERS?



# Younger patients need new solutions that Last Longer and Works Better



## Younger patients need longer lasting next generation valve technology

Younger patients now eligible



**Guidelines**  
TAVR as class(I) for ages 65-80



**Indications:**

- **Moderate**
- **Asymptomatic**



**What Does this Mean?**

Valves now need to last 10-15 years

Patient Age



Key Considerations

Life Expectancy  
Exercise Capacity

- Mean age has moved from **85** to **73** in less than a year
- 2019 was 1<sup>st</sup> year where TAVR procedures outpaced SAVR

# ComASUR™ Delivery System

ADAPT  
for life



ANTERIS



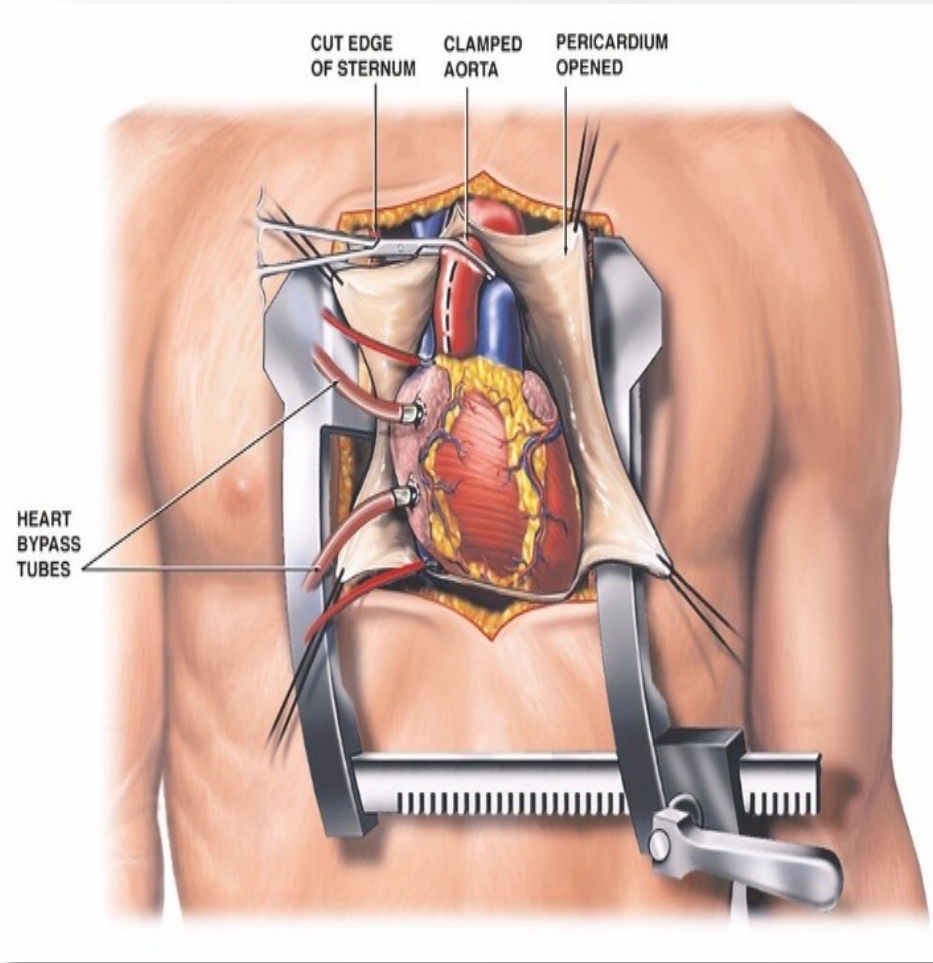
A red rectangular sign with a white border is mounted on a brick wall. The sign is held in place by eight silver-colored screws, two at each corner. The text on the sign is in a white, bold, serif font, arranged in two lines. The background of the sign is a solid red color. The brick wall is made of reddish-brown bricks with visible mortar joints.

**WHY IT  
MATTERS?**

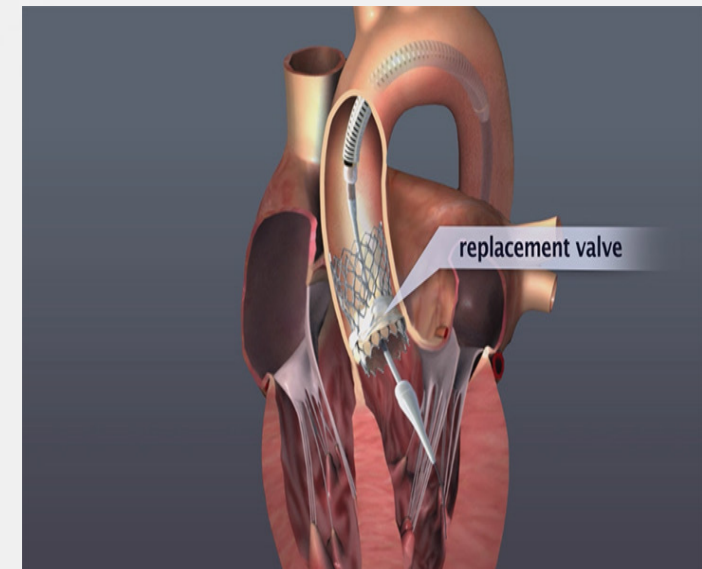
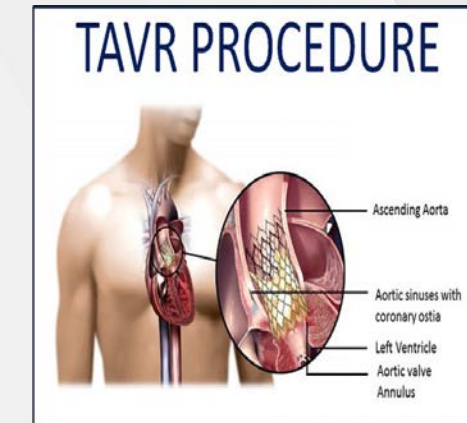


# Severe aortic stenosis requires the aortic valve to be replaced

## SAVR (Surgical Aortic Valve Replacement)



## TAVR (Transcatheter Aortic Valve Replacement)



# Today's TAVR's need to address 4 key medical needs



## Current products fall short in two critical areas

Predictable  
Procedure

Optimal  
Hemodynamic  
Performance

Low Incidence of  
Complications

Durability

Predictable  
Procedure

Performance  
Hemodynamic

Complications  
Low Incidence of

Durability

Competitor products leave the patient in "mild" stenosis immediately post implantation

Competitor products can start to deteriorate within 12 months and may need replacement within 5 years



# DurAVR™ THV satisfies all 4 key areas



ComASUR™ delivery system is more predictable with commissural alignment

Better haemodynamics at rest and during increased cardiac output (exercise)

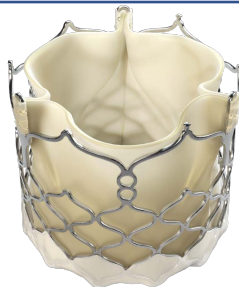
DurAVR's™ 3D uni-body design has greater structural integrity + ADAPT® anti calcification treatment

Predictable Procedure

Optimal Haemodynamic Performance

Low Incidence of Complications

Durability



**DurAVR™**  
Transcatheter Heart Valve  
(an ADAPT® Product)





A red rectangular sign with a white border is mounted on a brick wall. The sign features the text "WHY IT MATTERS?" in white, bold, serif capital letters. The sign is secured by eight silver-colored screws, one at each corner and one at the midpoint of each side. The background is a wall of reddish-brown bricks with visible mortar joints.

**WHY IT  
MATTERS?**

# Current TAVR products were not designed for younger patients



1<sup>st</sup> Generation TAVR's designed to solve a different problem to today's patients needs

*Patient needs a safe alternative to open heart surgery"*

*"Patient needs a valve that restores an active lifestyle for the rest of their life"*

**1<sup>st</sup> and 2nd  
GENERATION  
TAVR**

**>85yrs**



2010 – 2019 Average patient age was 85



**DurAVR™**

**3<sup>rd</sup> Generation**

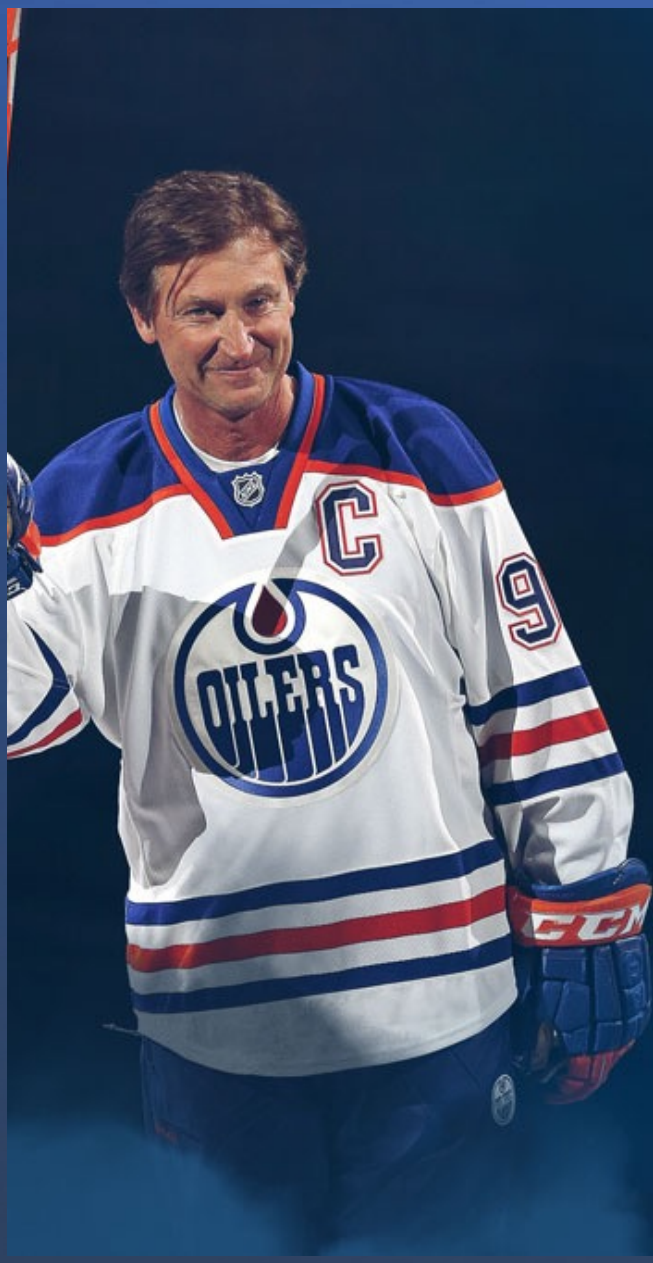
**>65yrs**

From 2019 the average patient age is 73 and declining

**DurAVR™ was designed for younger active patients**







"Skate to where the puck is going,  
not where it has been."

— Wayne Gretzky



# FIRST IN HUMAN

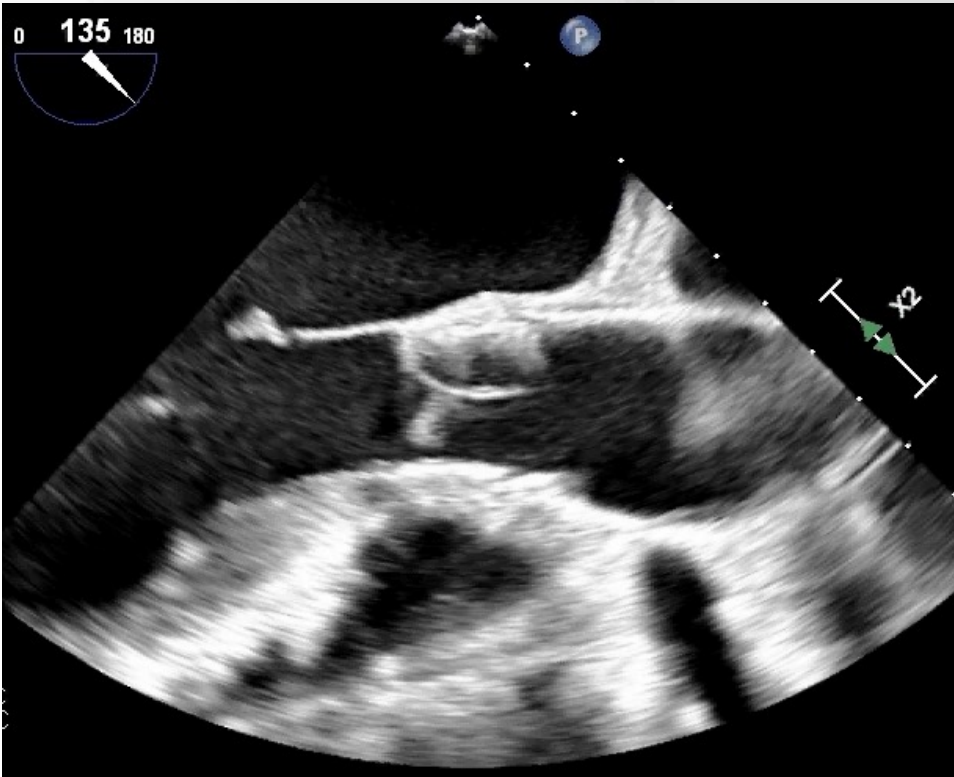
**BEFORE THE BREAKTHROUGH  
COMES THE TRIAL**







# DurAVR™ First-in-Human Study: *Individual Patient Case Example*



## FIH 30-day DurAVR™ haemodynamics:

- Area Derived Annulus Size 21.3mm
- EOA = 2.02 cm<sup>2</sup>
- DVI = 0.66
- Intra-op Coaptation length = 10.3 mm

---

### EOA compared to annulus size matched benchmark\*:

- Sapien 3 = 1.41 cm<sup>2</sup> +/- 0.27
- Evolut R = 1.66 cm<sup>2</sup> +/- 0.42



# ComASUR™ A unique Physician designed delivery system

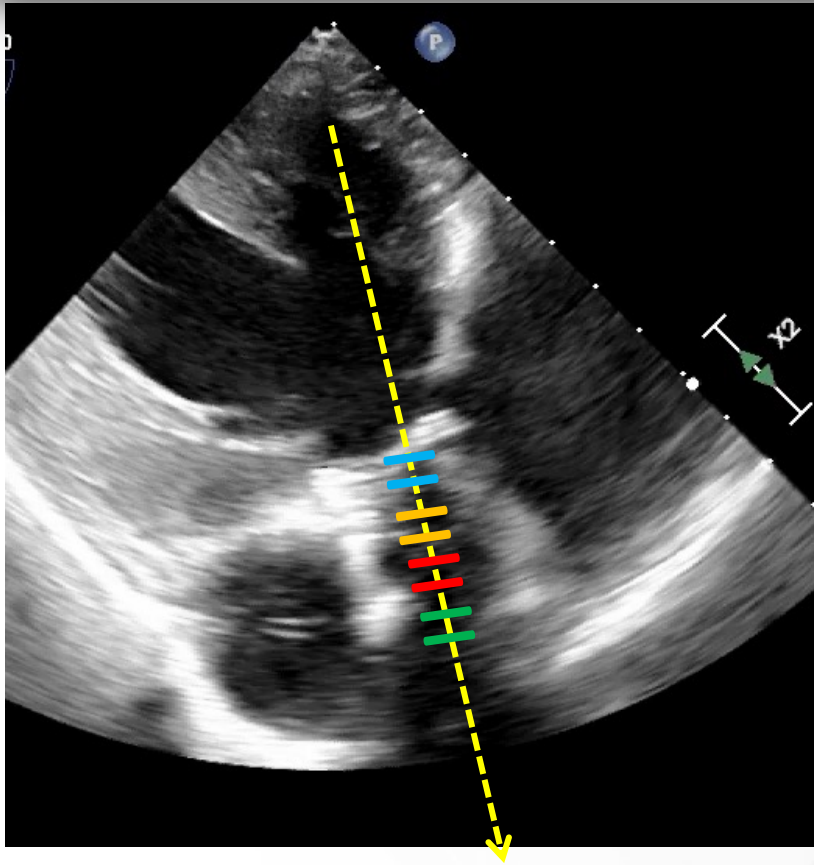


## Easy and Predictable Commissural Alignment

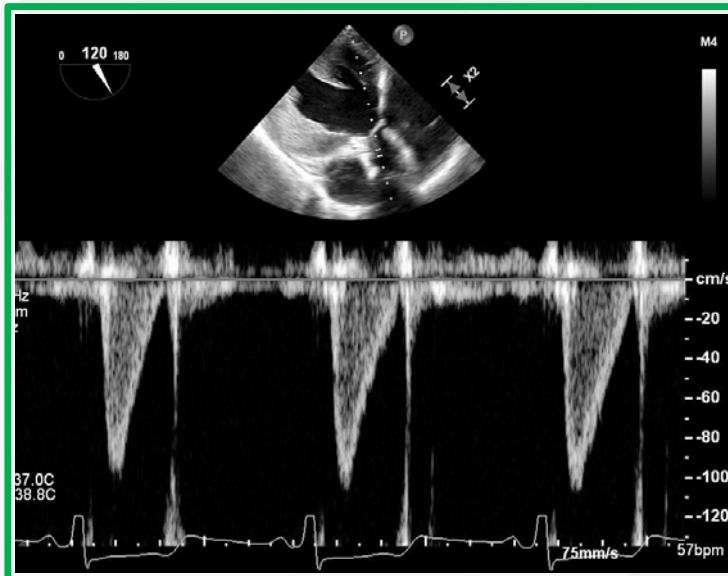
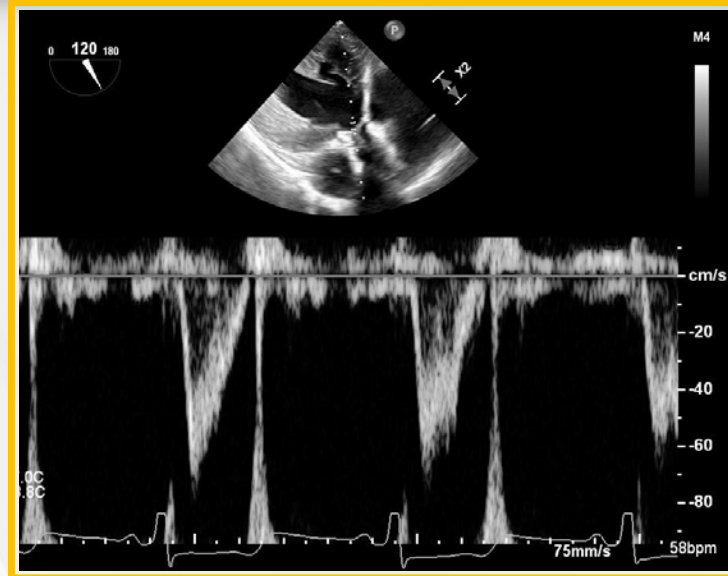


- Intuitive handle design
- Precise balloon expandable deployment
- Unique ability to rotate valve at annular level for consistent, predictable commissural alignment

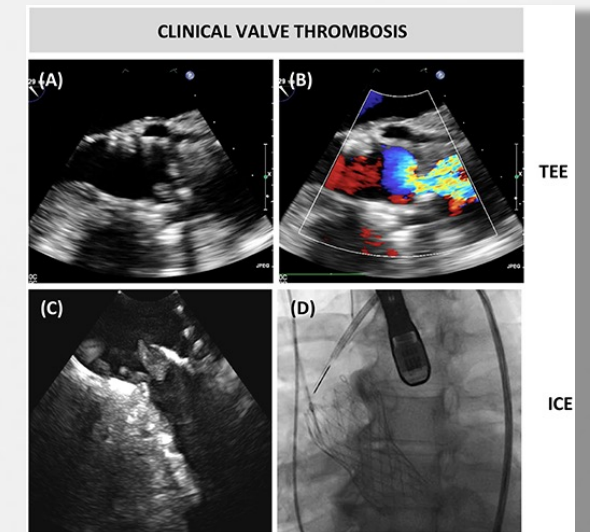
# Near perfect laminar flow, unique in the valve space



DurAVR™ has perfect laminar flow!

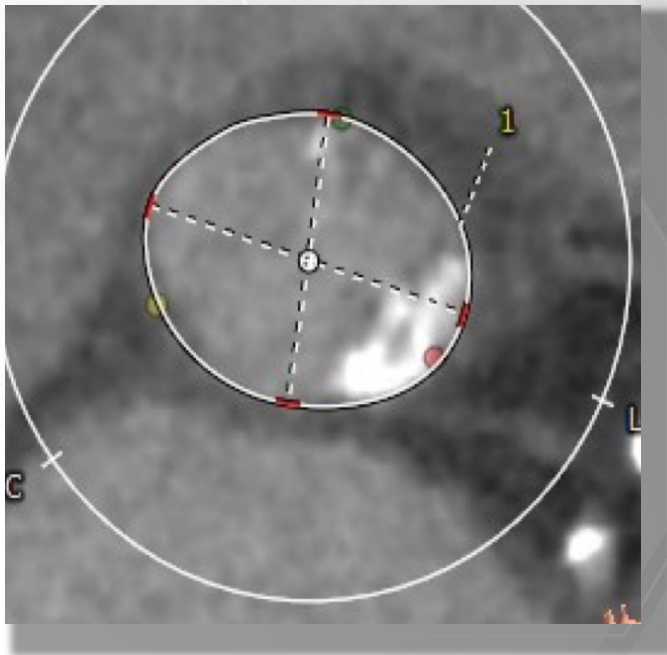


Poor laminar flow observed in other products leads to early valve deterioration.

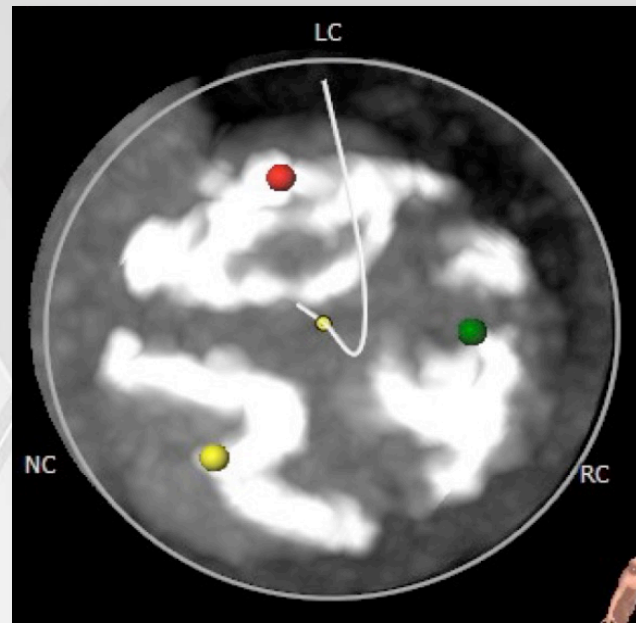


# We were successful in the most challenging patient group

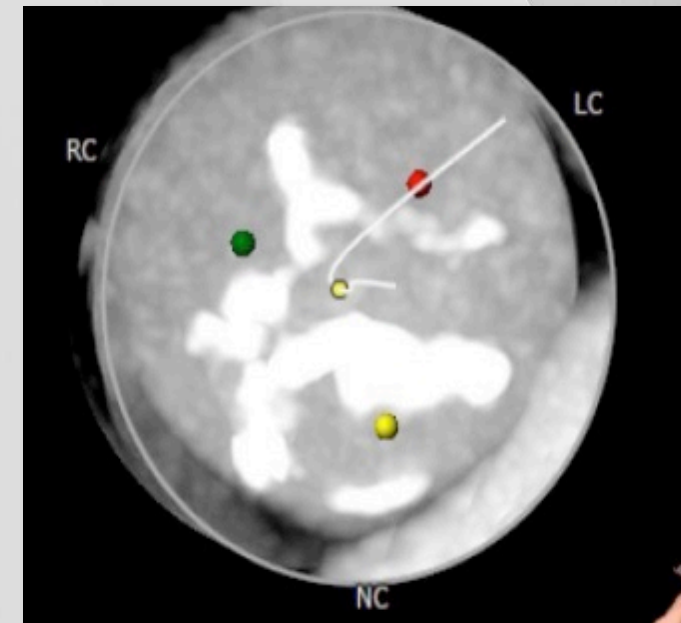
**Severe Annular Calcium**



**Extreme Leaflet Calcium**



**Type 1 Bicuspid**

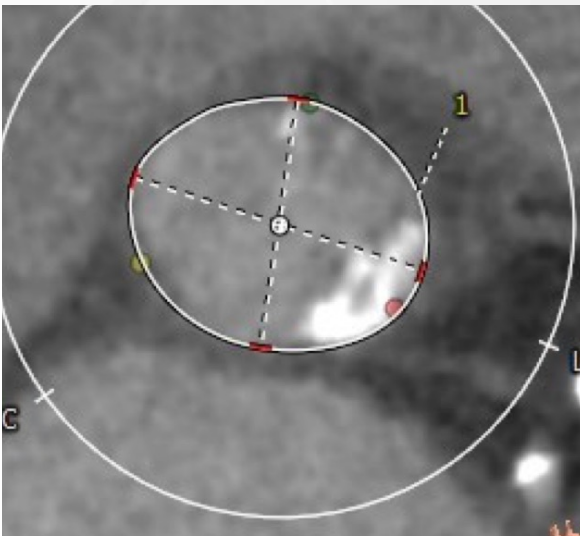




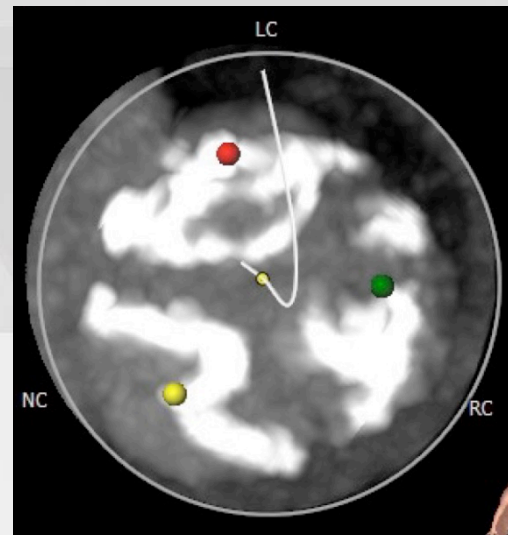
# DurAVR™ First-in-Human Study

## *Challenging Anatomical Conditions Treated*

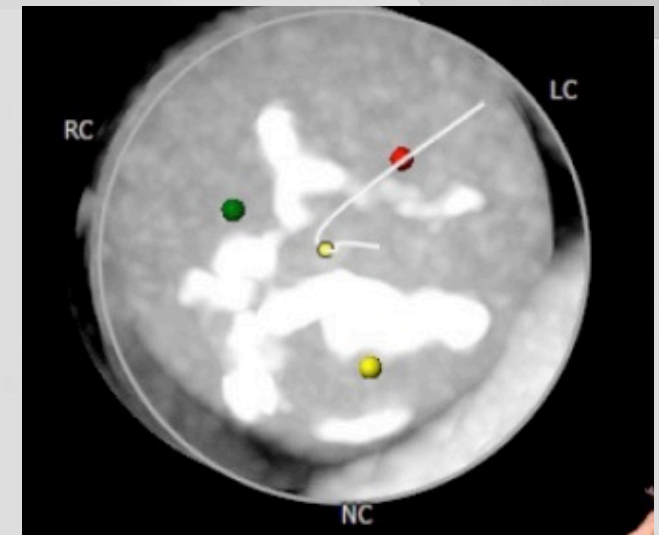
Severe Annular  
Calcium



Extreme Leaflet  
Calcium



Type 1 Bicuspid



Baseline CTs

# DurAVR™ - Commissural alignment

## Excellent Commissural Alignment & Leaflet Function

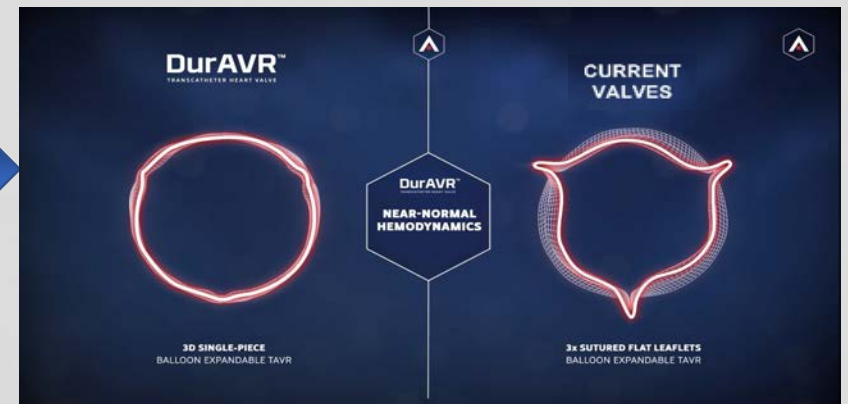
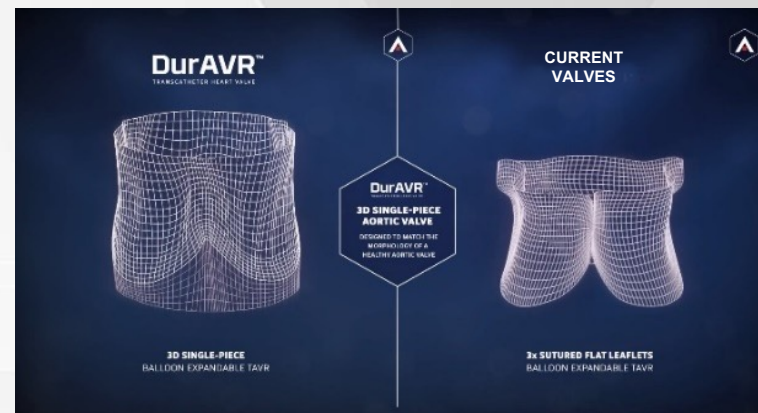
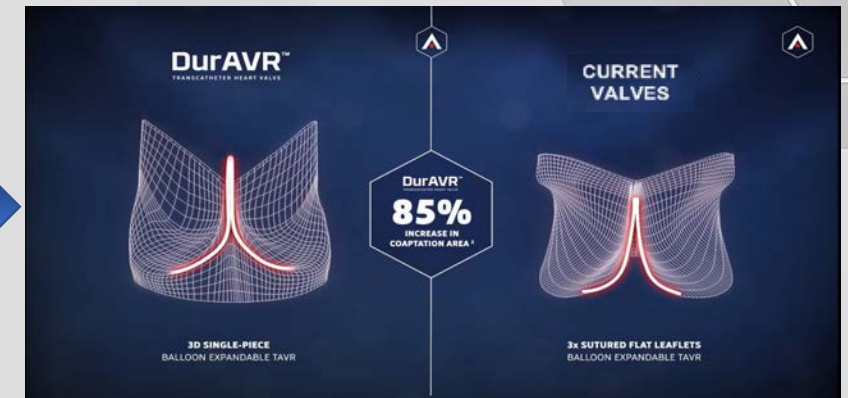
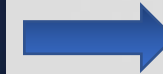
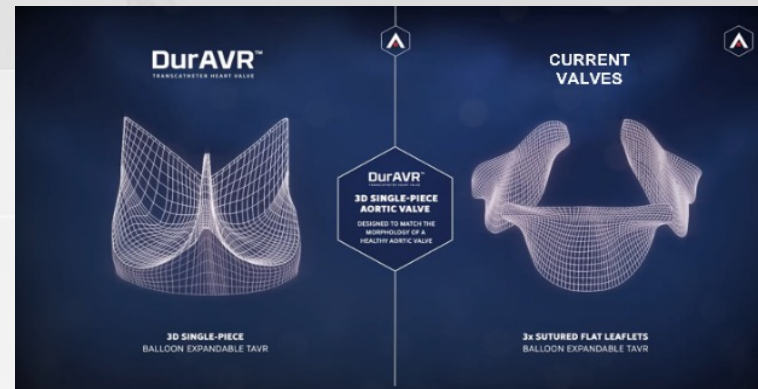


30-day CT

# DurAVR™ Different to the competitors by design

## *Unique Design of a Single Piece of Tissue 3D Molded to Mimic the Native Aortic Valve Anatomy*

- Designed in diastole (closed position)
- Opens wider with less pressure
- Remains open longer with the purpose of improving haemodynamics

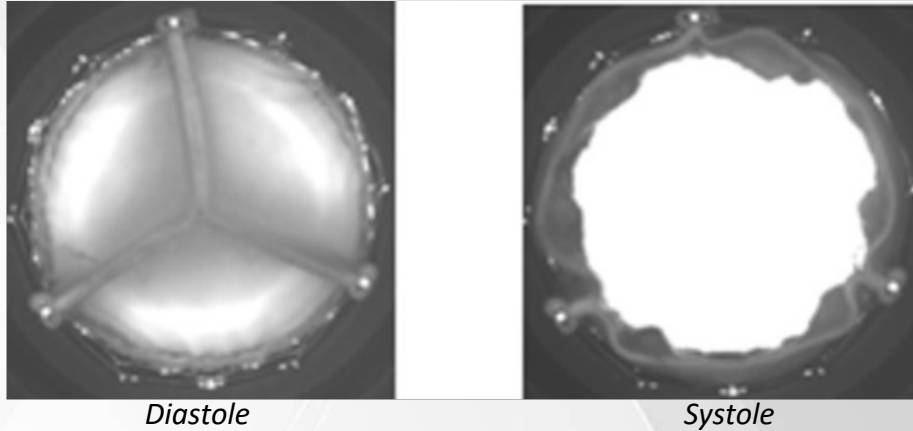


\* Data on file, Anteris

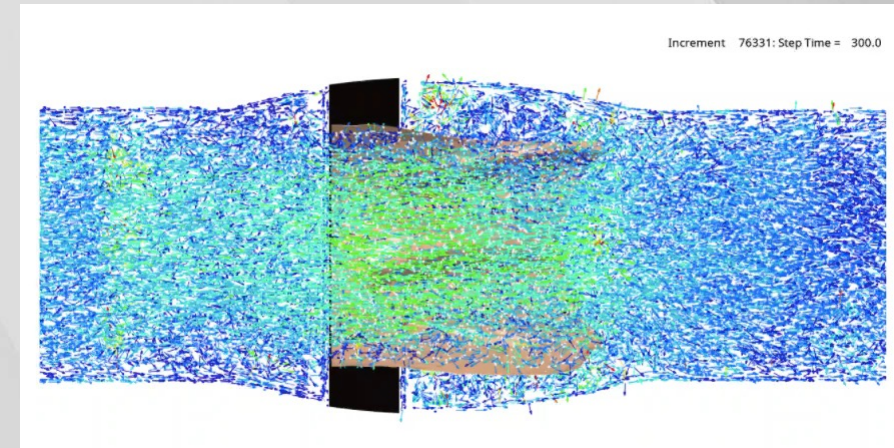
\*\* Lim KH et al., *Flat or Curved Pericardial Aortic Valve Cusps: A Finite Element Study*. J Heart Valve Dis. 2004;13:792-797.



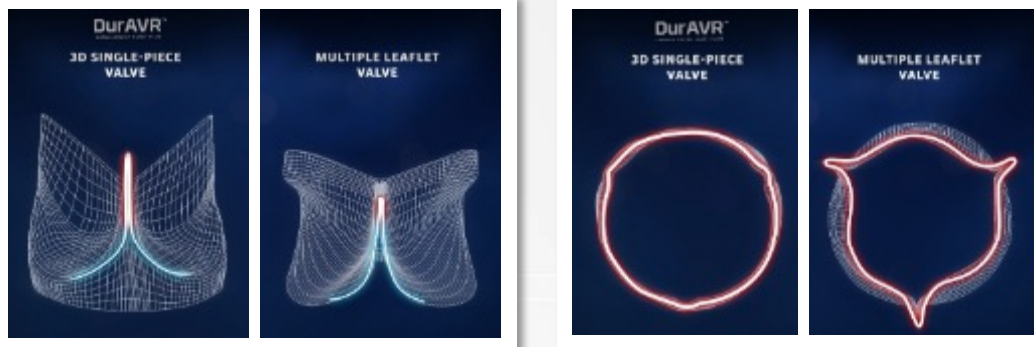
# DurAVR™ THV: Outperforms the competitors in every regard



## DurAVR™ Computational Fluid Model\*



## Coaptation Modeling\*



- 85% greater coaptation area\*\*
- 35% lower leaflet strain\*\*
- Optimal laminar flow\*

\*Data on file, Anteris

\*\*Lim KH et al., *Flat or Curved Pericardial Aortic Valve Cusps: A Finite Element Study*. J Heart Valve Dis. 2004;13:792-797.

# DurAVR™ 3D Single Piece THV with ADAPT®



## Exercise Capacity

Valve that restores near-normal haemodynamics

## Durability

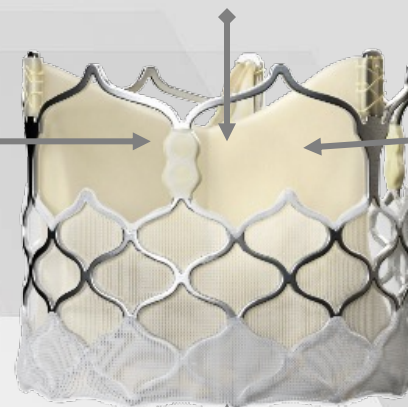
Valve that lasts the lifetime of the patient

## Future Management

Valve that allows for future intervention

## PROVEN TISSUE DURABILITY

Superior anti-calcification tissue process (ADAPT®)\*



## NEAR-NORMAL HEMODYNAMICS

Unique 3D single-piece valve design with large EOA,  
85% greater coaptation and 35% less stress\*\*

## IMPROVED CORONARY ACCESS

Large, open cell geometry

## ComASUR™ TF Delivery System

Ability to uniquely rotate valve at the annular level for  
predictable commissural alignment



## PARAVALULAR LEAK SOLUTION

Proven benefits of PET outer skirt

\* Data on file, Anteris

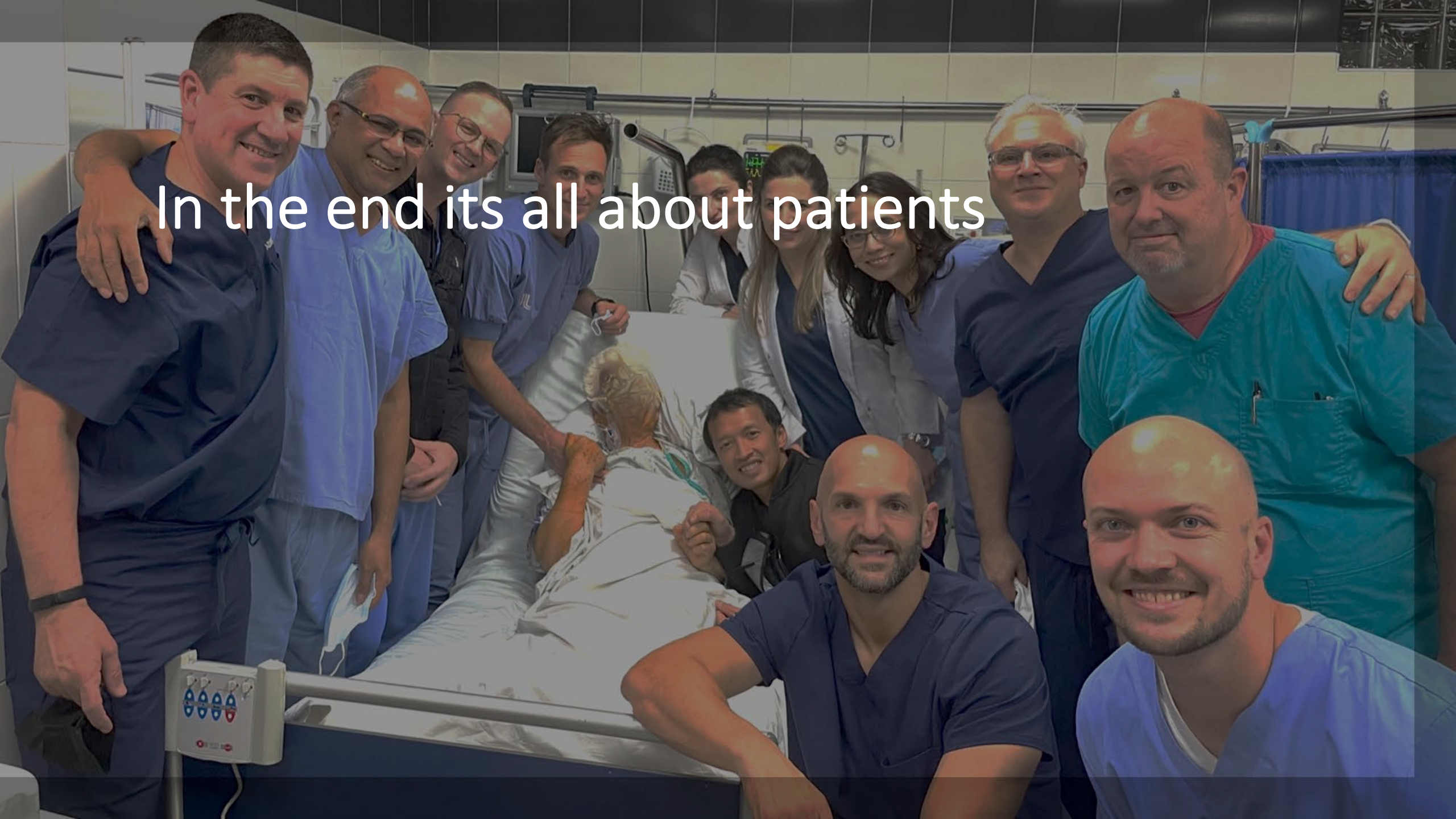
\*\* Lim KH et al., *Flat or Curved Pericardial Aortic Valve Cusps: A Finite Element Study*. J Heart Valve Dis. 2004;13:792-797.

If I had asked people  
**what they wanted,**  
they would have said  
**a faster horse**

- Henry Ford







In the end its all about patients



Next cohort  
of patients  
being  
implanted  
now !





TBILISI, GEORGIA, 25/5/22. FIH.





Market opportunity

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# AVR Market Growth

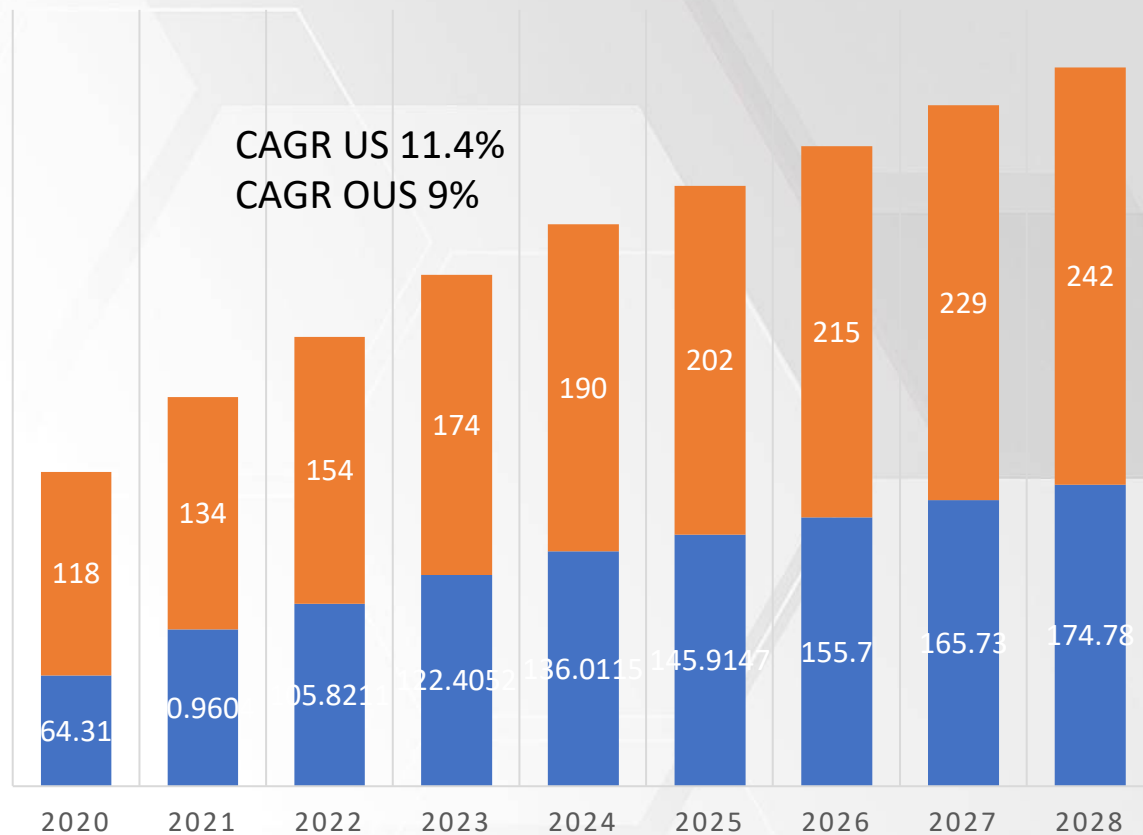
- USD 14 billion by 2028
- US CAGR 12%
- US 42% of the market in 2021
- 75% of AVR will be TAVR by 2028



# The Global TAVR market will continue to show strong growth into the future

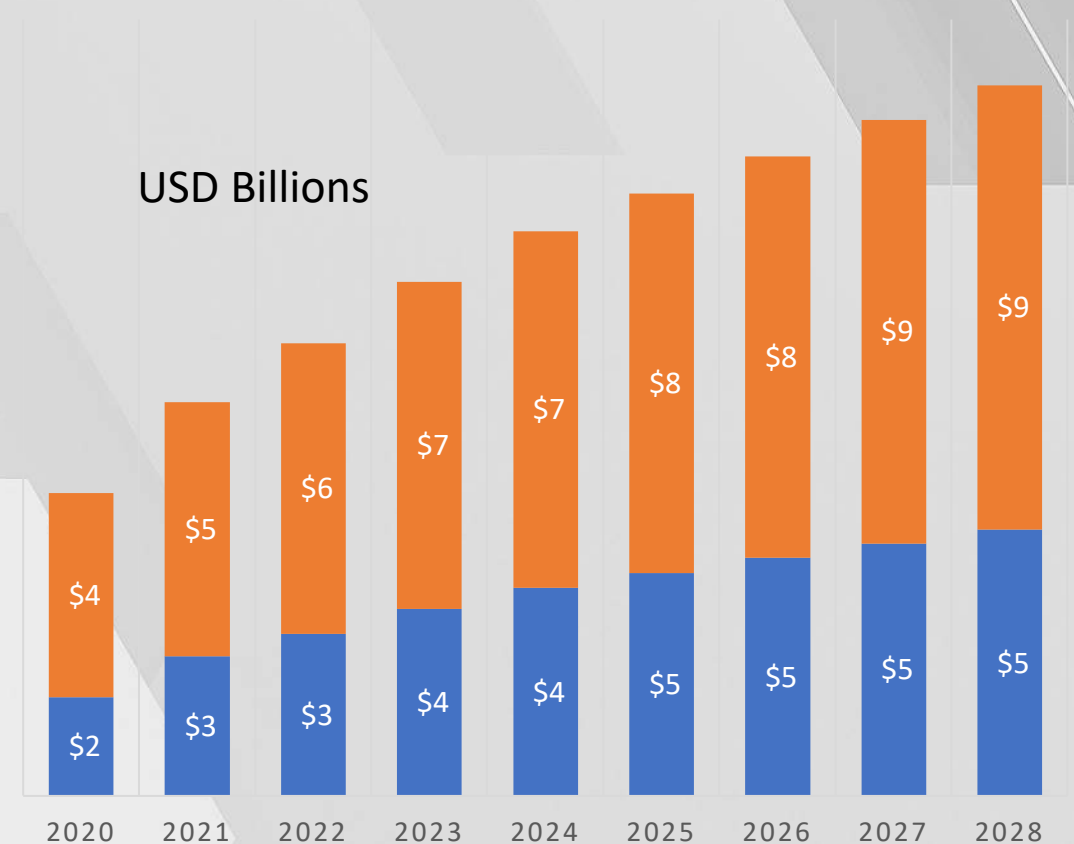
## TAVR PROCEDURES 2020 -2028

■ US ■ OUS



## TAVR REVENUE 2020 -2028

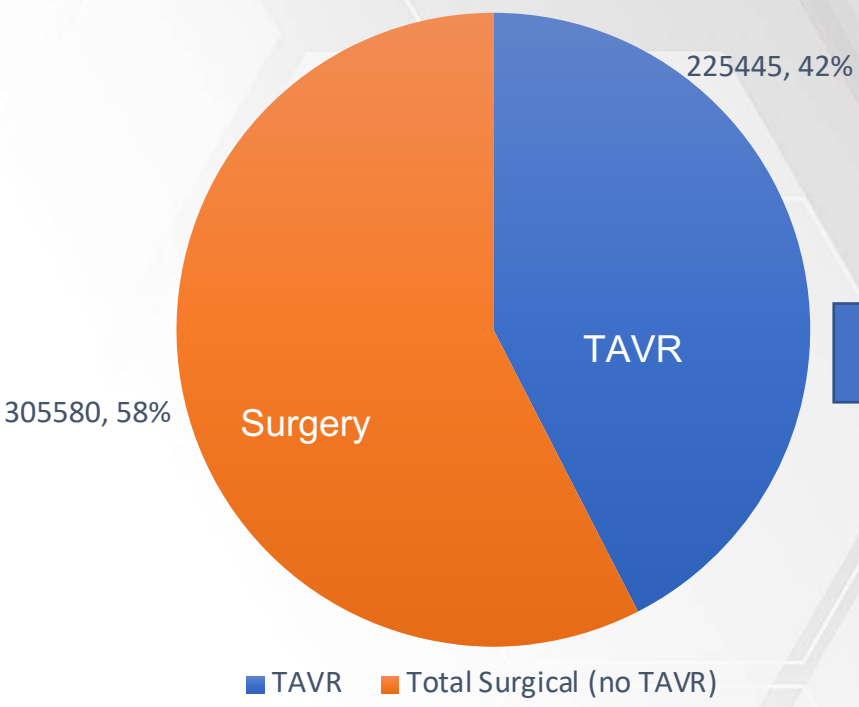
■ US ■ OUS



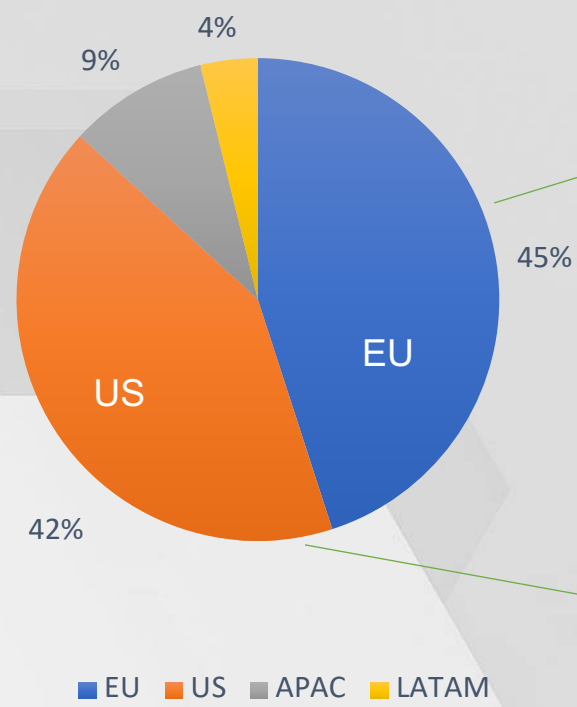


# TAVR/SAVR Regional Market share

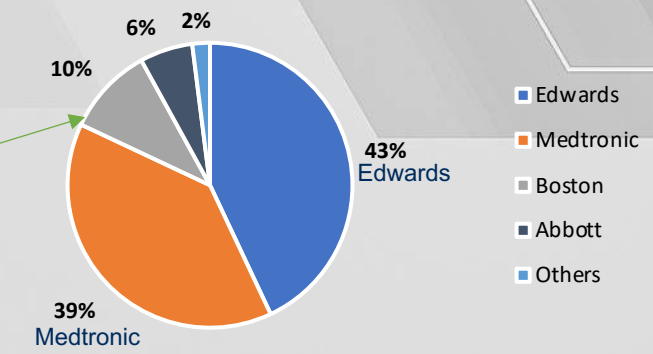
## 2021 TAVR/Surgical Aortic Stenosis Procedures



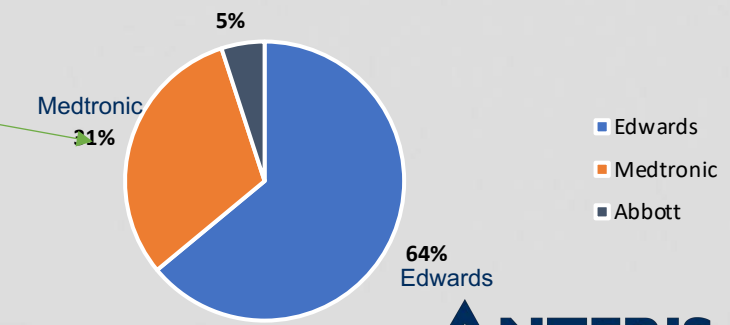
## TAVR Procedures by Regions



## EU TAVR Market Share 2021



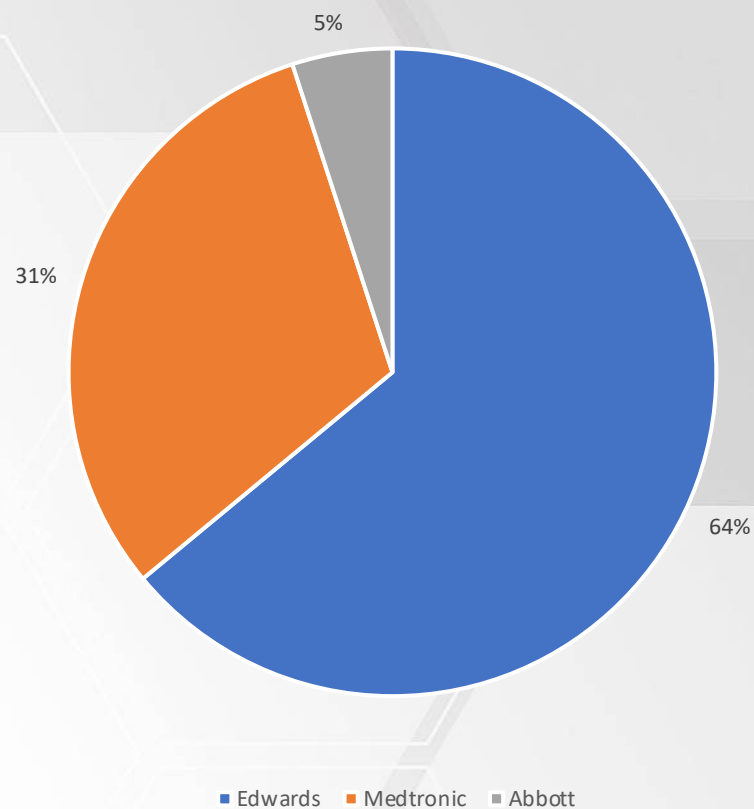
## US TAVR Market Share 2021



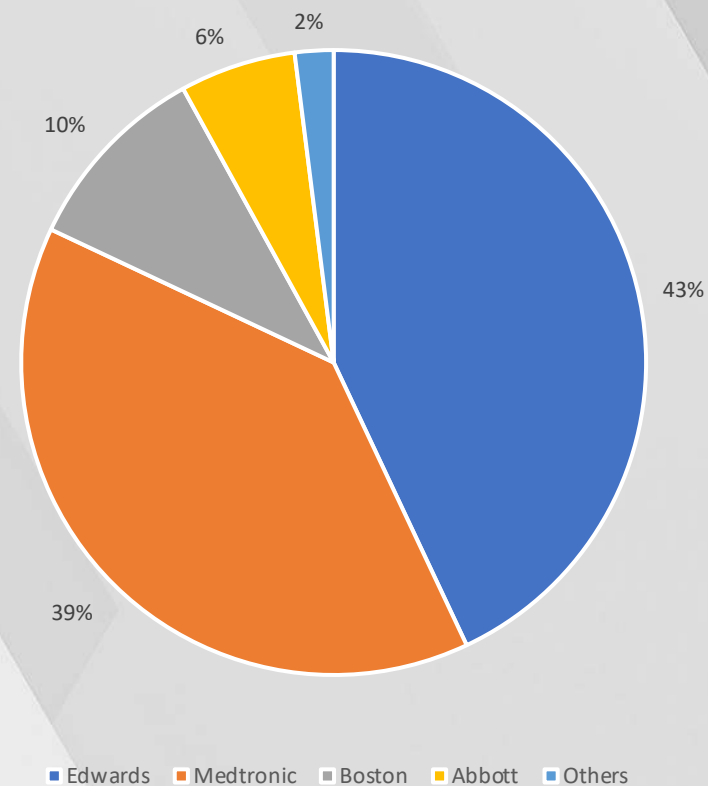
Edwards and Medtronic combined have ~88% of the Global TAVR Market

# 2021 TAVR Market Share US EU

US Market TAVR Share 2021

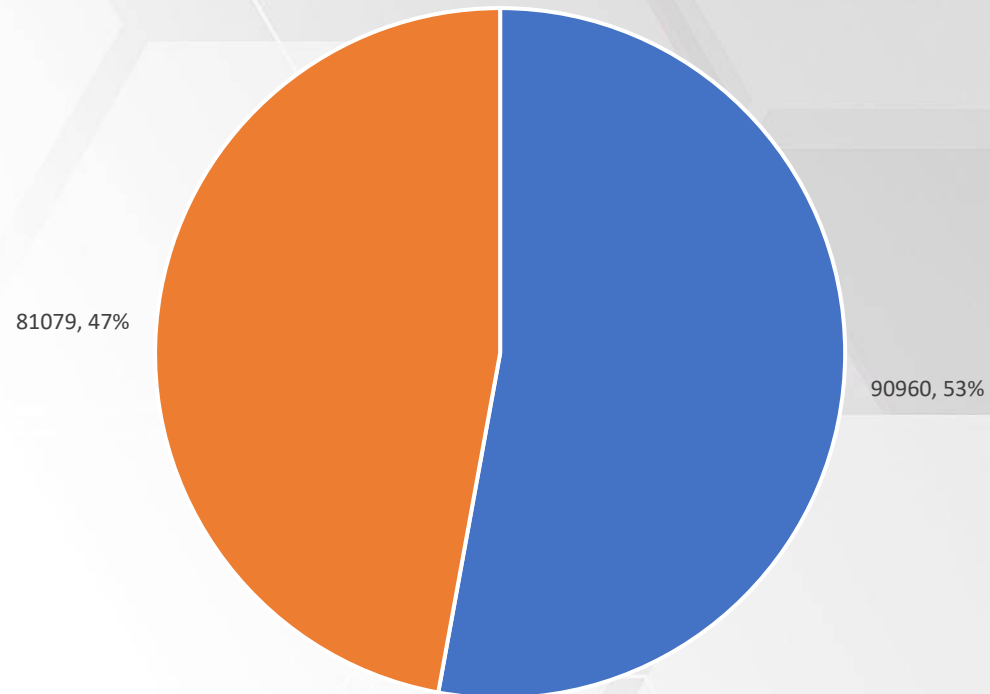


EU TAVR Market Share 2021



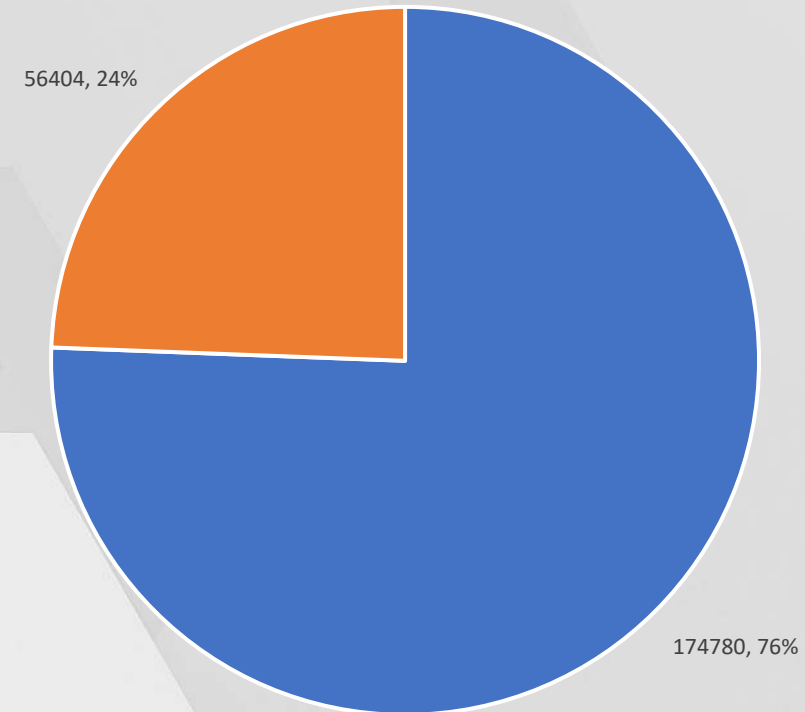
# 2021 to 2028 TAVR vs Surgical Procedures: US

2021 US TAVR/Surgical Aortic Stenosis Procedures



■ TAVR ■ Total Surgical (no TAVR)

2028 US TAVR/Surgical Aortic Stenosis Procedures

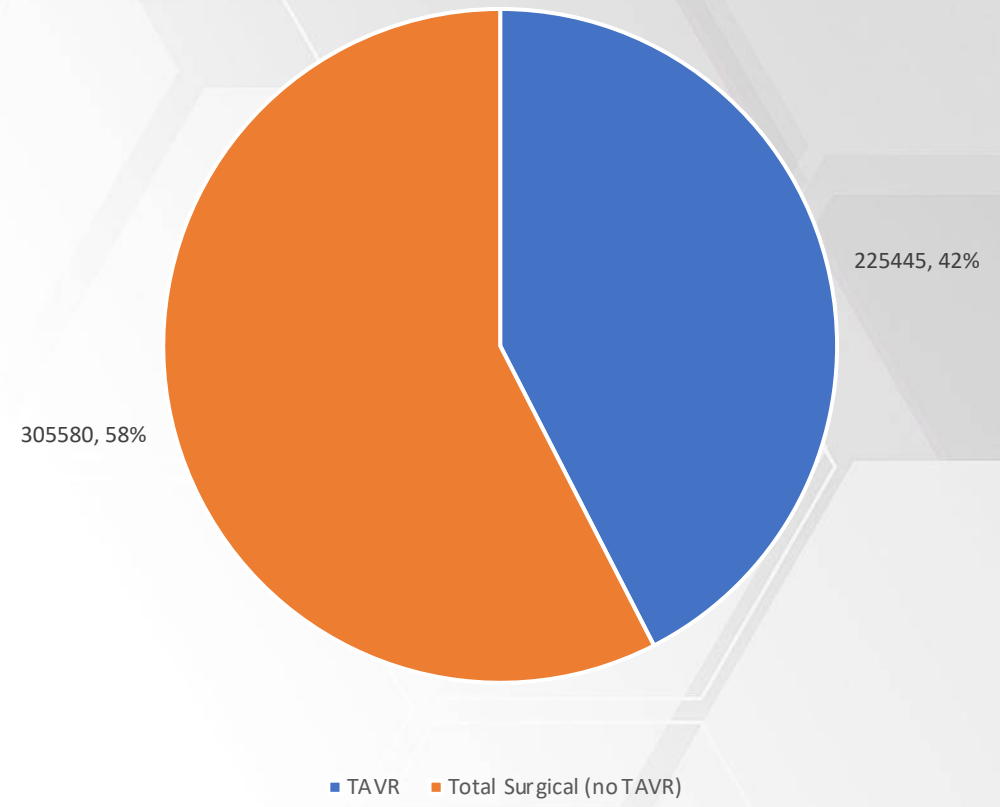


■ TAVR ■ Total Surgical (no TAVR)

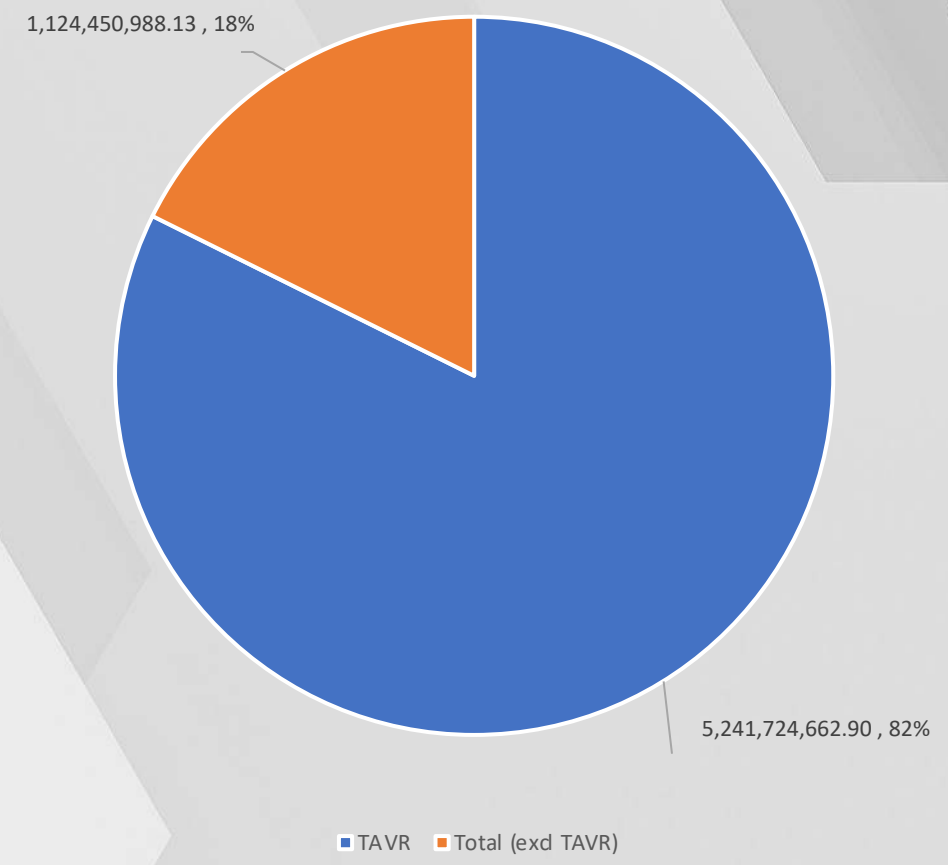


# 2021 Global Procedures vs Revenue

Global 2021 TAVR Surgical Aortic Stenosis Procedures



Global 2021 TAVR Surgical Revenue US\$



The background of the slide features a conceptual illustration. It shows several black silhouettes of people in business suits standing on large, interlocking puzzle pieces. The puzzle pieces are in various colors including blue, green, yellow, and red. In the foreground, two silhouettes are shaking hands, symbolizing a partnership. Other silhouettes are standing on separate pieces in the background, some looking towards the handshake. The overall theme is business collaboration and partnership.

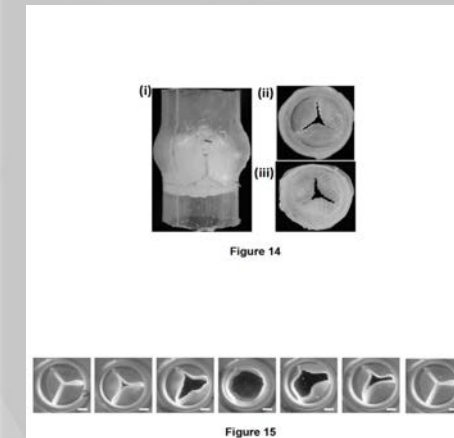
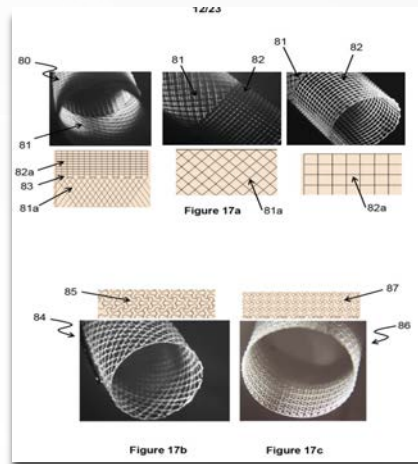
## Key Partnerships

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- Anteris has entered key Academic partnerships with the following:
- Yale University
- Columbia University
- UWA

# We are also engaged in partnerships for next generation valve materials

- Currently Anteris is actively researching two distinct technologies that will allow us to replicate the design benefits of the DurAVR™ valve in new materials. The company has entered multiple partnerships researching alternate valve materials to ensure there are follow on products to ADAPT® /DurAVR™ into the future.
- These include a collaboration researching MEW technology (**Melt electrowriting**) (MEW) is an advanced additive manufacturing technique capable of depositing predefined micrometric fibers.
- The second one is confidential but is on the bench being tested at the moment.







## | Future Revenues

# First TAVR revenues in 2023



- Anteris TAVR studies will potentially qualify as a Category B study
- Anteris will commence supplying product during its FDA studies at approx USD25k per unit
- First TAVR revenues will commence in 2023

- 
- Key presentations



# DurAVR™ will be featured at key medical conferences in 2022



**2022 Planned Manuscripts:**  
CRM = DurAVR™ New Innovation for TAVI

JACC Interventions = FIH Study 30-Day Cohort A&B



# Questions

- Market valuation
- When can we start selling DurAVR™
- Nasdaq listing progress/structure
- Development milestones
- FIH TAVR
- SAVR study
- EFS FDA study
- R&D Further developments



THANK  
YOU





**SHAREHOLDERS**

# Board of Directors



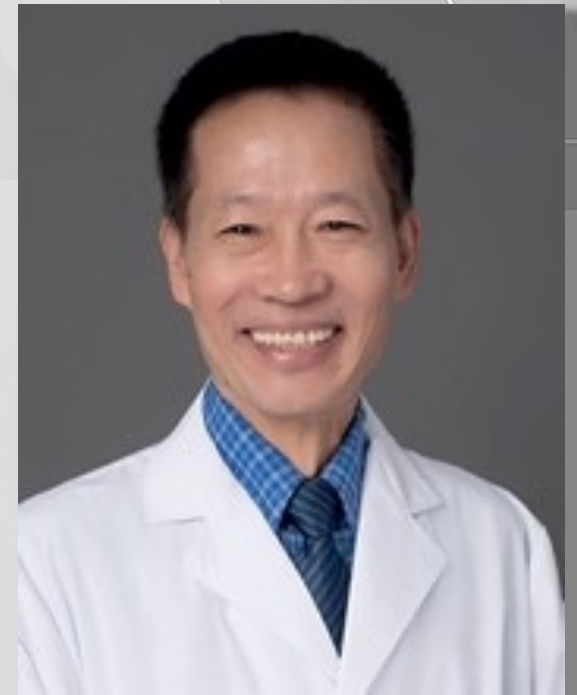
John Seaberg  
Director and Chair



Wayne Paterson  
Director and  
Chief Executive Officer



Stephen Denaro  
Director and  
Company Secretary



Wenyi Gu  
Director



# Executive Team



David St. Denis  
Chief Operating Officer



Matthew McDonnell  
Chief Financial Officer



Christopher Meduri  
Chief Medical Officer

# Anteris is supported by highly qualified advisors



**Bernard Prendergast, MD**  
Guy's & St. Thomas'  
London, UK (A/S)



**Michael Reardon, MD**  
Houston Methodist  
Houston, TX



**Samir Kapadia, MD**  
Cleveland Clinic  
Cleveland, OH (A/S)



**Gorav Ailawadi, MD**  
Univ of Virginia Charlottesville, VA  
(A/S)



**Vinayak Bapat, MD**  
Abbott Northwestern  
Minneapolis, MN (A/S)



**Paul Sorajja, MD**  
Abbott Northwestern  
Minneapolis, MN (A/S)



**Susheel Kodali, MD**  
Columbia Medical Center  
New York, NY (A/S)



**Allen Zajarias, MD**  
Washington Univ  
St. Louis, MO (A/S)



**Nadira Hamid, MD**  
Columbia Medical Center  
New York, NY



**Rebecca Hahn, MD**  
Columbia Medical Center  
New York, NY



**Joao Cavalcante, MD**  
Abbott Northwestern  
Minneapolis, MN



**Janar Sathananthan, MD**  
St. Paul's & VGH  
Vancouver, BC



**Alexandra Lansky, MD**  
Yale  
New Haven, CT



**Azeem Latib, MD**  
Montefiore Med Center  
New York, NY



**Thomas Modine, MD**  
CHU de Bordeaux  
Bordeaux, FR



**Nicolas Van Mieghem, MD**  
Erasmus Univ Med Center  
Rotterdam, NL



**Magnus Settergren, MD**  
Karolinska University Hospital  
Stockholm, SE



**Didier Tchetché, MD**  
Clinique Pasteur  
Toulouse, FR



**Karl Poon, MBBS**  
St Andrews War Memorial  
The Prince Charles Hospital  
Brisbane



**Jayme Bennetts, BMBS**  
Ashford Community Hospital  
Calvary Adelaide Hospital  
Flinders Medical Center  
Bedford Park



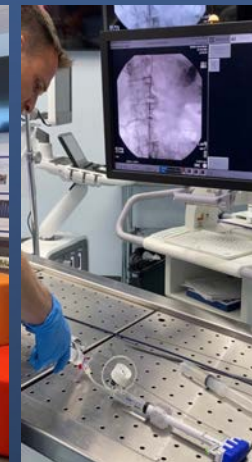
**Ajay Sinhal, MBBS, MD**  
Ashford Community Hospital  
Calvary Adelaide Hospital  
Flinders Medical Center  
Adelaide



**Dion Stub, MBBS, PhD**  
Cabrini Private Hospital  
Western Health  
The Alfred Hospital  
South Australia



# Anteris has a highly talented and engaged team





# A great team in the right locations

## Exceptional individuals doing exceptional things

### APAC



Biologics Manufacturing / R&D  
(Malaga, Australia)

Finance & IT Team  
(Brisbane, Australia)



### USA



Innovation Centre & Corporate HQ  
(Minneapolis, USA)



### Europe



Strategic Hub in Europe  
(Geneva, Switzerland)



Lasts Longer,  
Works Better

**ANTERIS**  
TECHNOLOGIES  
A Structural Heart Company

**DurAVR™**  
TRANSCATHETER HEART VALVE SYSTEM



A Valve Designed  
**for Life.**