

# Corporate Overview

- High-performance biomaterials for orthopedic surgery
- Commercial, growth-stage company
- FDA-cleared product portfolio; three distinct platforms
  - Trabexus<sup>®</sup> – moldable, curable, inductive bone matrix<sup>†</sup>
  - Fortera<sup>®</sup> – self-setting, injectable bone matrix
  - Regento<sup>™</sup> – bone void filler
- Diverse clinical uptake; no device-related adverse events
- FDA & ISO 13485 registered manufacturing facility
- Attractive near-term opportunities for portfolio expansion

<sup>†</sup> Allograft component demonstrated osteoinductivity in athymic mouse model submitted for 510(k). Refer to 510(k) summary K143547. Data on file at Vivorté, Inc.

- Implantable materials used to "fill holes" in skeleton as the result of trauma, surgery or disease
- Implants intended to stimulate or enhance the body's reparative response
- >\$1.7B market segment, growing 5% annually
- Multiple product strategies:
  - Synthetic/ceramics (resorbable calcium-based materials)
  - Therapeutic protein growth factors (BMP, PDGF)
  - Demineralized bone (cadaveric source)
  - Viable cell products ("stem cell" products)
- Vivorté specializes in the development resorbable, calcium-based biomaterials

# THE VIVORTE DIFFERENCE

- R&D and engineering focus on biomaterials
- Commercial focus on biomaterials
- Commitment to supporting rigorous scientific justification
- Focus on surgeon education
- Products with differentiated clinical performance characteristics

# VIVORTE PRODUCT PORTFOLIO



	Trabexus	Fortera	Regento
<b>Description</b>	Moldable, osteoinductive biocement <sup>†</sup>	Injectable, osteoconductive biocement	Particulate graft
<b>Composition</b>	Calcium phosphate with partially demineralized allograft	Calcium phosphate	β-tricalcium phosphate
<b>Positioning</b>	"All-in-one" graft: strength, bioactivity, resorbable	High strength material; minimally invasive application	Bone void filler

**Three distinct product lines to address unique clinical applications**

<sup>†</sup> Allograft component demonstrated osteoinductivity in athymic mouse model submitted for 510(k). Refer to 510(k) summary K143547. Data on file at Vivorté, Inc.

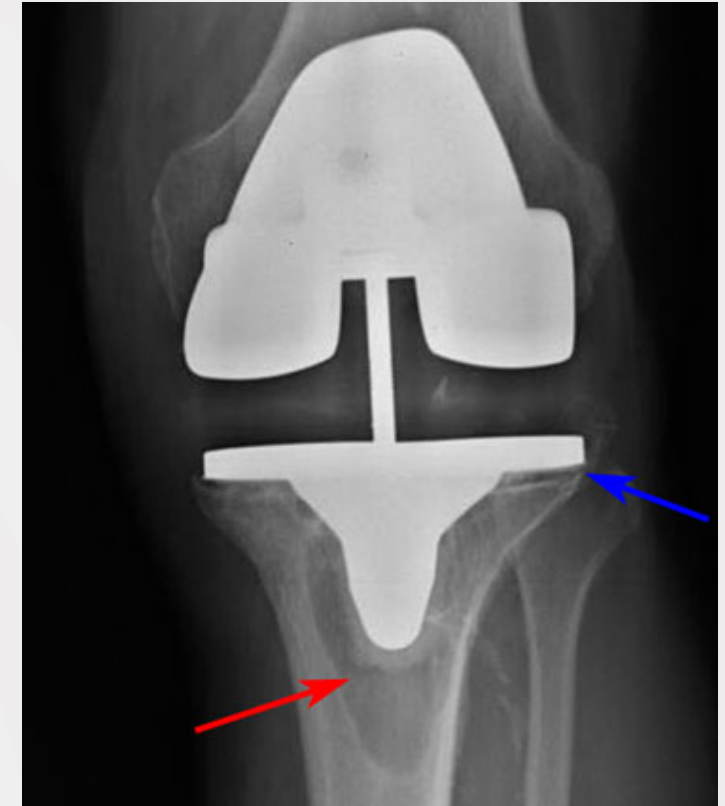
# PRODUCT APPLICATIONS



**Proximal Tibia Fracture**



**Calcaneus Fracture**



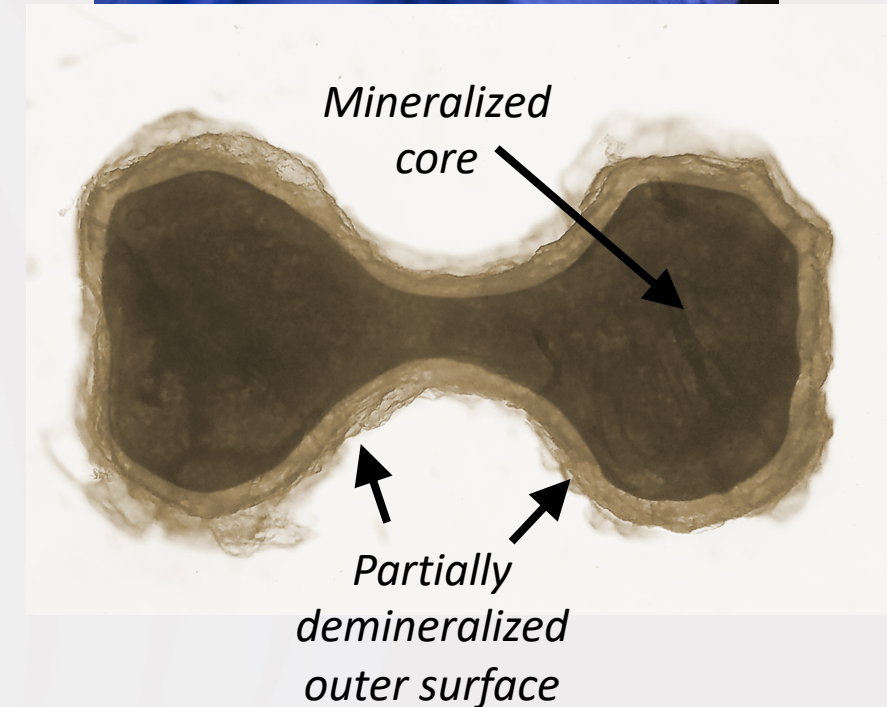
**Total Joint Revision**

**Vivorté products have been used in multiple clinical indications:  
Fracture repair, fusions, reconstructive procedures, joint revisions,  
backfill procedures and orthopedic oncology**



# TRABEXUS OSTEOINDUCTIVE BIOCEMENT

- Material
  - Calcium phosphate cement
  - Partially demineralized bone – "TRABS<sup>®</sup>"
- Design Rationale
  - Resorbable, osteoconductive matrix
  - Partially demineralized bone provides osteoinductivity
  - "Hourglass" shape optimizes interconnectivity and strength
  - TRABS provide resorption channels, accelerate remodeling
  - Faster resorption/remodeling relative to standard cement
- Differentiating Aspects
  - Proprietary design
  - Moldable, settable, highly-resorbable
  - Optimal ratio of compressive strength and remodeling



# TRABEXUS COMPARISON

	Trabexus® (Vivorté)	EquivaBone® (ZimmerBiomet)
Calcium Phosphate	82%	47.5%
Allograft	18%	50%
Compressive Strength	25 MPa	1-2 MPa
Maintains volume and does not expand following implantation	YES	NO
Resorption Profile	Faster	Slower



# FORTERA OSTEOCONDUCTIVE BIOCEMENT

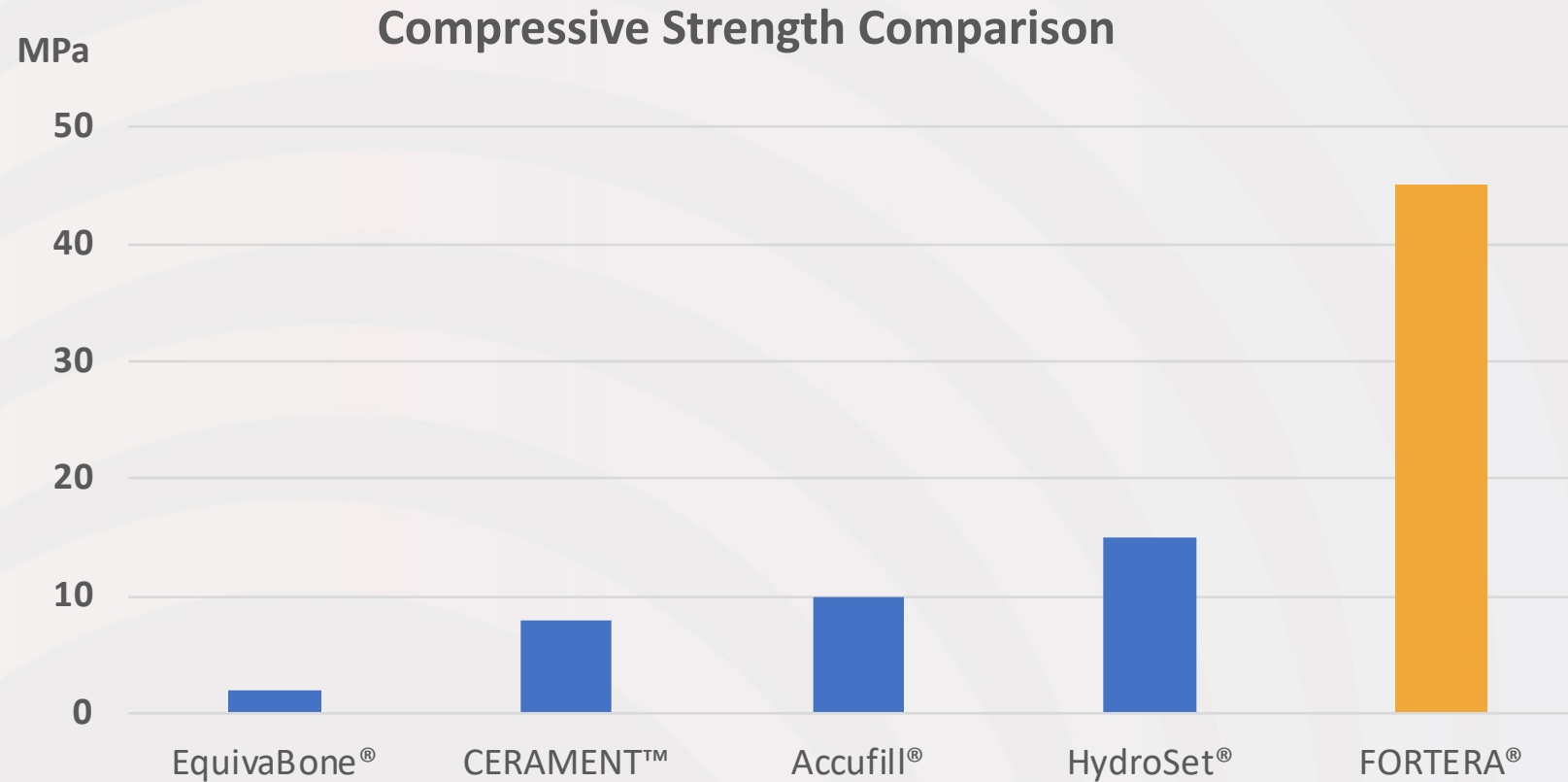
- Fully synthetic composition, solidifies into hydroxyapatite
- Industry leading compressive strength
- Injectable up to 16 gauge; compatible with minimally invasive and controlled delivery<sup>†</sup>
- Isothermic setting
- Does not require refrigeration or special handling prior to use



**Fortera extruded through a 16G needle**

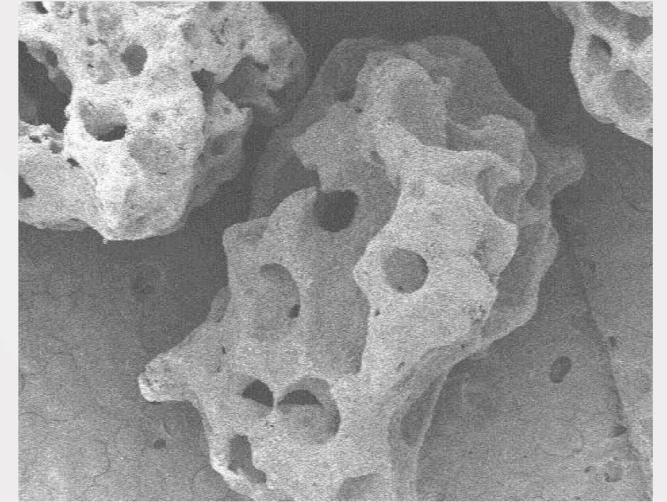
<sup>†</sup> 3.5mm OD x 150mm length cannula is provided in each kit. Refer to package insert for additional product and safety information. Data on file at Vivorté, Inc.

# FORTERA OSTEOCONDUCTIVE BIOCEMENT



**Fortera has superior compressive strength in comparison to a number of competitive alternatives**

- $\beta$ -TCP (tri-calcium phosphate granules)
- Micro-porosity (300 micron) to promote protein deposition; cell attachment
- Osteoconductive scaffold, bone graft extender
- Can be combined with bone marrow aspirate or blood or saline
- Available in two particle size ranges:
  - 1,000-2,000mm (regular)
  - 2,000-3,250mm (large format)



**Regento particles at high magnification (top) and ready for clinical use (bottom)**

# MANUFACTURING/SUPPLY CHAIN

- Vivorté maintains a FDA registered and ISO 13485 compliant manufacturing facility
- Packaging, labeling, distribution, storage managed in-house
- Current capacity: >50,000 kits/year
- Vivorté has proprietary "TRAB" fabrication process know-how
- Vivorté maintains long-term supply agreements for key components of the proprietary calcium phosphate cement formulation



- Background
  - Founded 2011, based in Louisville, Kentucky
  - Exclusive license to intellectual property developed at the University of Louisville (U of L)
- Financial
  - Company primarily financed through angel investment, friends/family
  - Capital efficient, limited ownership dilution
- Intellectual Property
  - U.S. and worldwide patents under license from U of L
  - Process know-how and trade secrets



# RECENT DEAL COMPARABLES

Company	Technology	Deal Size	Round	Date
BoneSupport	Hydroxyapatite/calcium sulfate injectable cements	\$60M (\$170M valuation)	IPO	Jun 2017
Xpand Biotechnology	Calcium phosphate biomaterials	\$40M	Acquisition	Dec 2016
BioStructures	Synthetic and allograft products	\$81M	Acquisition	Oct 2015
Biom'Up	Surgical hemostats, bone void fillers	\$35M	Series C	Sep 2015
Advanced Biologics	Enhanced demineralized bone matrix	\$38.5M	Acquisition	Oct 2014
ETEX	Calcium phosphate biomaterials	\$50M	Acquisition	Oct 2014



# Corporate Overview