

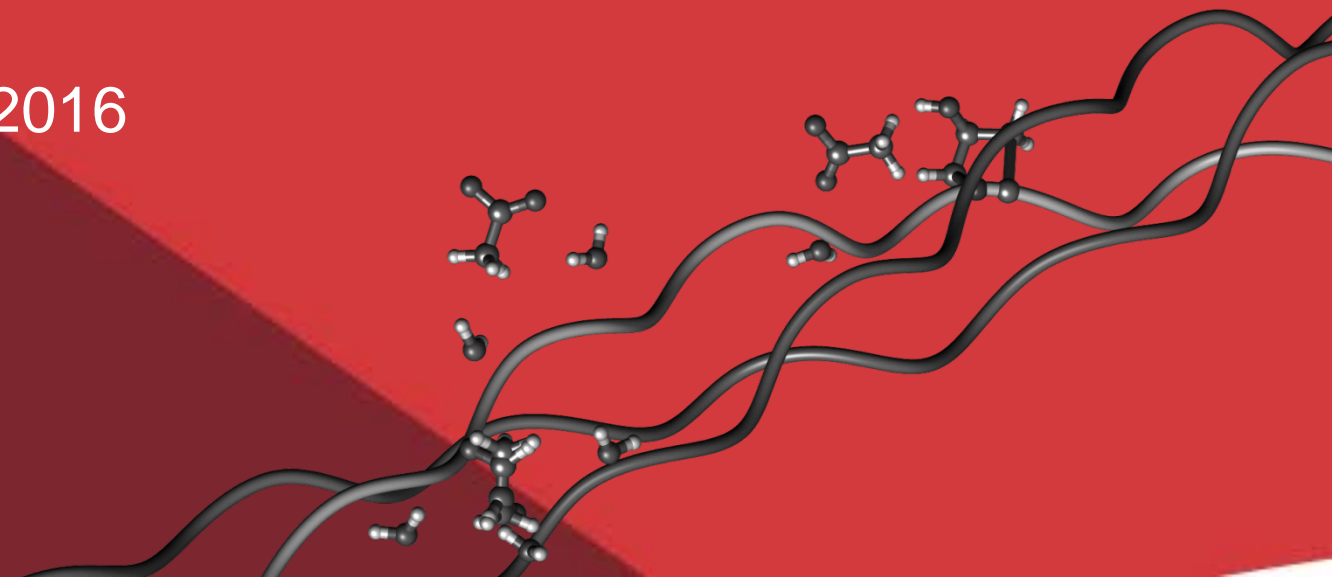


Collagen Solutions Plc

Jamal Rushdy, CEO

Gill Black, CFO

June, 2016



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Company Overview

Opportunity

\$1.5b+ biomaterials market opportunity growing 10%+

Focused Business Model

Biomaterials core business + licensing and distribution of owned products

Innovation & I.P.

Broad technology range, novel I.P., unique experience and know-how

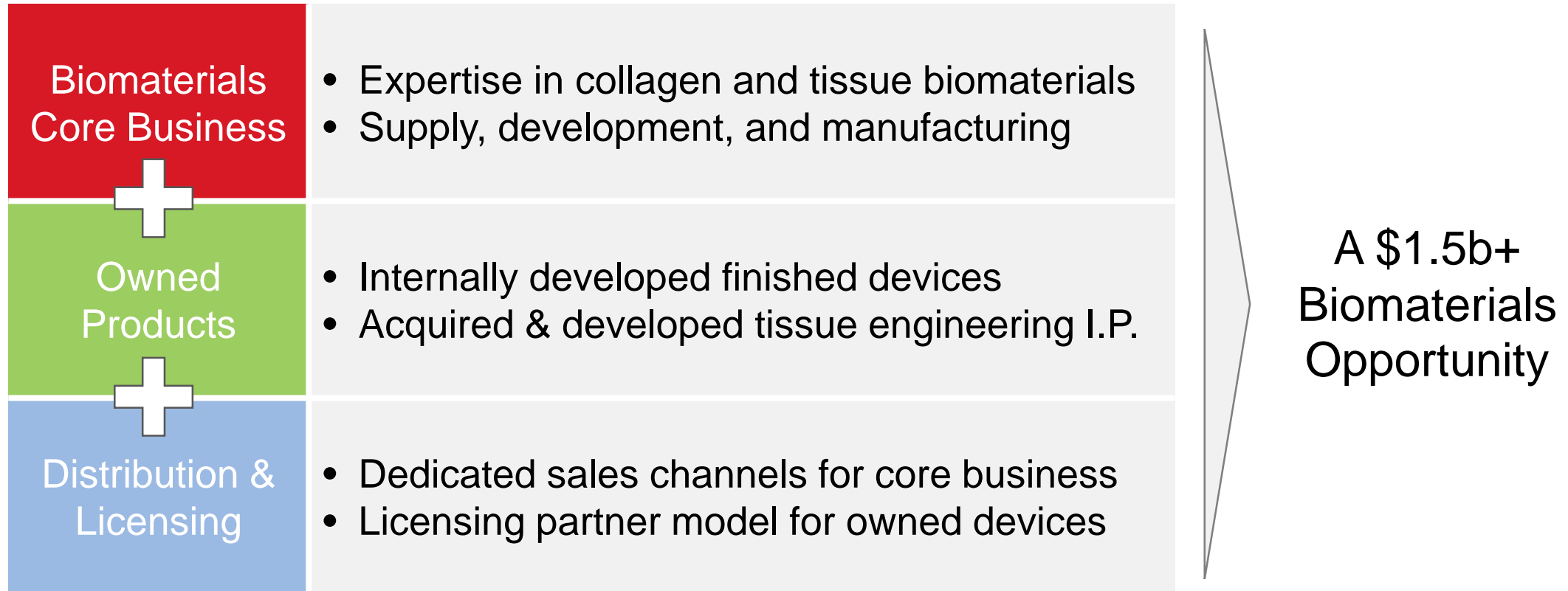
Experienced Team

End-user experience in medical devices and biomaterials

Global Customer Base

Customers in multiple markets, geographies, and growth stages

Our Strategy Addresses a Significant Opportunity





Technology, Innovation & I.P., Know-How

Technology

- Medical grade collagen - broad range of solutions, powder, sheets, gels
- Tissues – processed pericardium, bone, tendon, and other materials

Innovation & I.P.

- Issued, pending, and in-process processing technology I.P.
- Acquired ChondroMimetic – several orthopaedic applications

Know-How

- Experienced global team in collagen and biomaterials
- >50% employees with advanced technical degrees
- >85% employees with experience in relevant customer markets

Experienced Management Team In Place



Jamal Rushdy, CEO ¹

- 20+ years medical devices, orthopaedics and biologics
- 8+ years as Vice President, Tornier (NASDAQ:TRNX, acquired)
- 4+ years DJO (NYSE:DJO, acquired by Private Equity)
- 3 start-ups with successful exits
- M&A, marketing, sales ops, finance



Stewart White PhD, CSO ¹

- Founding CEO, Collagen Solutions and Collbio
- International operations, business and product development
- GMP compliant operations for collagen medical devices and active pharmaceutical ingredients



Tom Hyland, COO

- Collagen chemistry expertise
- Six sigma black belt
- Multiple successful collagen-based product introductions



Gill Black, CFO ¹

- Board-level financial experience
- Financial director at A&E Russell through growth and acquisition
- Senior manager KPMG



Geoff Bennett, Executive Director ¹

- Co-founder and CEO of Southern Lights Biomaterials
- CFO at three public Canadian companies



David Evans, Chairman ²

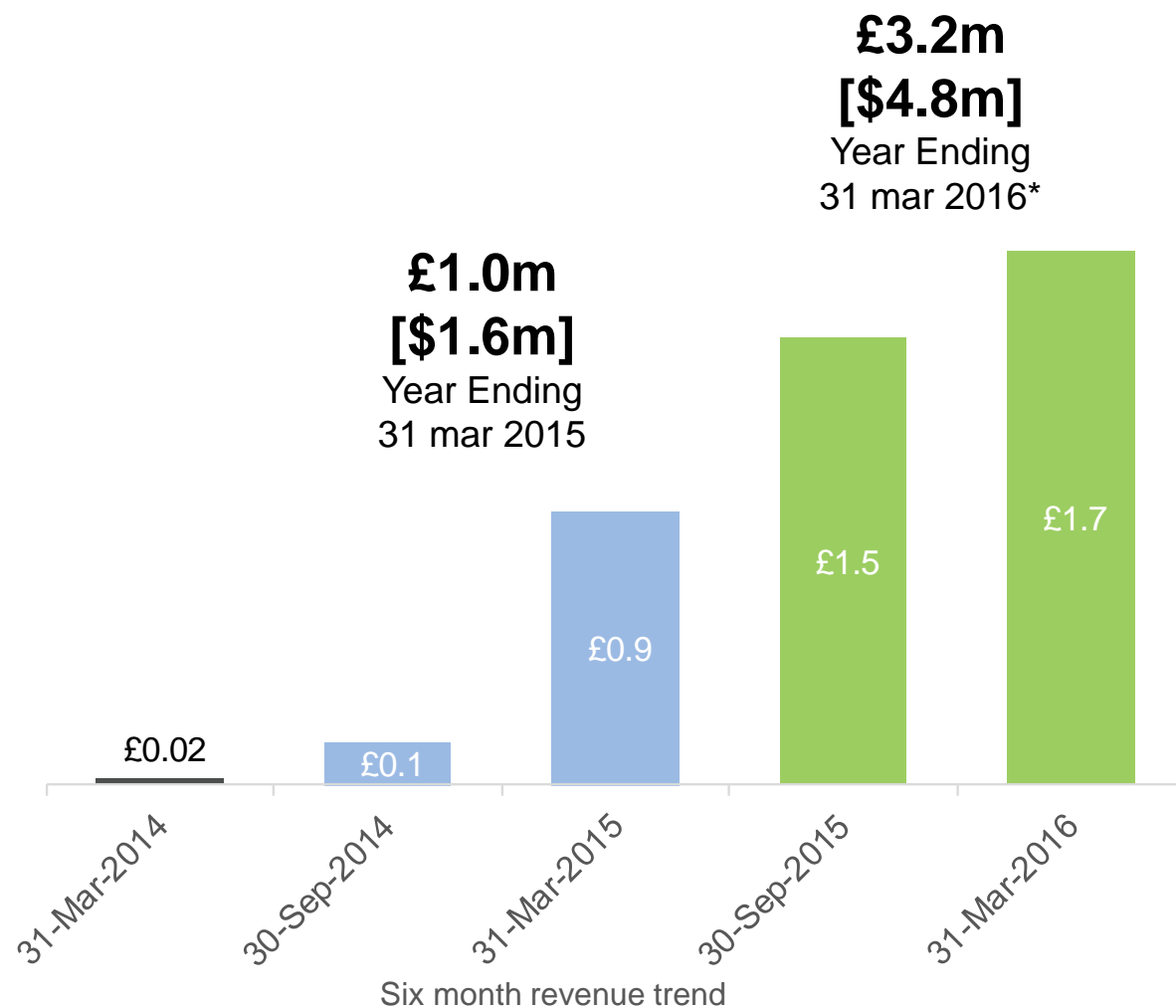
- Proven track record in acquiring, integrating and growing businesses in healthcare
- Successful exits with multiple diagnostic & healthcare companies
- Currently Chairman of OptiBiotix Health Plc and Premaitha Health Plc.



Malcolm Gillies, Non-Executive Director ²

- Director experience in several private and public companies in healthcare
- Former senior partner, corporate finance lawyer, Shepherd+Wedderburn.
- Board-level financial experience

Early Share Gains Driving Revenue Growth



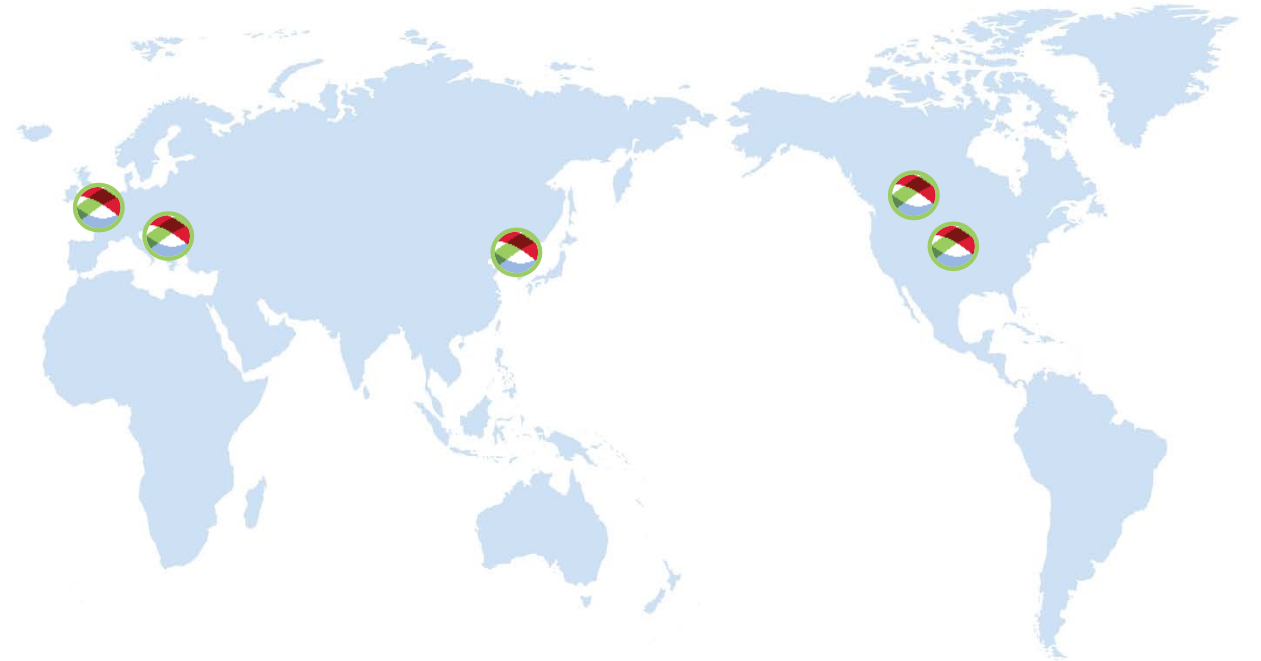
*Year ending 31 March 2016 unaudited pre-announced 3 May 2016.



Global Diverse Customer Base

Customer base demographics

- USA, Canada, Northern Europe, Middle East, and Korea
- Large \$1b+ medical devices
- Medium \$100m-\$500m medical devices
- Multiple early growth stage & pre-revenue



Our Vision

To become the industry's first choice
for regenerative biomaterials



We Offer Foundational Products in the Large Regenerative Biomaterials Sector

Regenerative Medicine	Repair, replace or regenerate damaged organs or tissue
Tissue Engineering	Field of Regenerative Medicine: scaffolds, cells, and signalling molecules
Biomaterials	Basis of Tissue Engineering + Used in multiple medical device segments (regenerative medicine and other therapies)



Regenerative Medicine & Tissue Engineering:
700 companies
\$2.9b in funding

Biomaterials in Medical Devices:
\$50b market

Collagen and Tissue Biomaterials Applications

- Multiple markets in medical devices, regenerative medicine, and research
 - Major markets are cardiovascular, orthopaedics, dental, and wounds
- Estimated \$15b+ end-user market; \$1.5b+ addressable supplier market
 - 10%+ growth driven by patient demographics & continued innovation

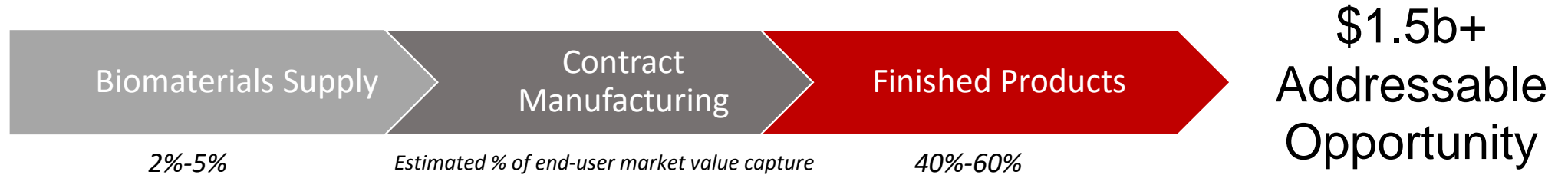


Cardiovascular
Dental
Ear, Nose Throat
General & gastroenterology surgery
Oncology
Ophthalmic
Orthopaedic
Neurology
Plastic & reconstructive surgery
Preclinical Research
Tissue Engineering
Trauma
Urinary
Wound Repair

Example Products

Cardiovascular	Orthopaedics	Wounds
<ul style="list-style-type: none"> • Heart valves • Vascular closure • Vascular grafts • Stent coatings 	<ul style="list-style-type: none"> • Bone graft substitutes • Demineralised bone matrix • Tendon and ligament repair • Cartilage reconstruction 	<ul style="list-style-type: none"> • Wound sponges • Wound scaffolds • Burn grafts • Dressings

Operating Across the Value Chain Unlocks Value...



...and a Partner & Licensing Model Enables Focus

- Last 40%-60% of end-user price requires significant expertise and expense
- Partner & licensing model leverages COS' sales channel and competencies

Our Core Biomaterials Address Multiple Needs

Medical Grade Collagen

- Tissue Engineering scaffolds
- Medical Device components
- Research assays



Pericardium & Other Tissues

- Natural and semi-processed tissues
- Ideal physical and biologic properties for medical devices
- Examples - heart valves and dental membranes



Our Finished Product Categories Meet Different Customer Segment Demands

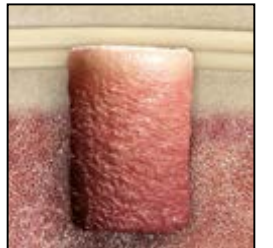
Market Access

- **Owned products** or **co-developed to partner specification**
- Demand in orthopaedics, dental, cardiovascular, etc.
- Leverage development across many customers


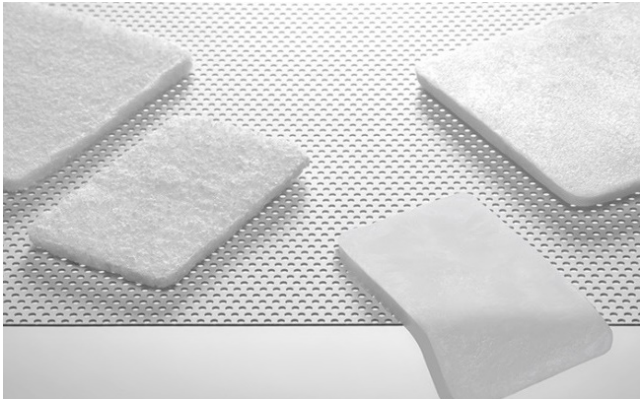

Premier

- **Owned products** through acquired or developed I.P.
- Selective partners with more exclusive licensing
- Cartilage regeneration as an example

Finished Products



Customer Segmentation Drives Focus and Value

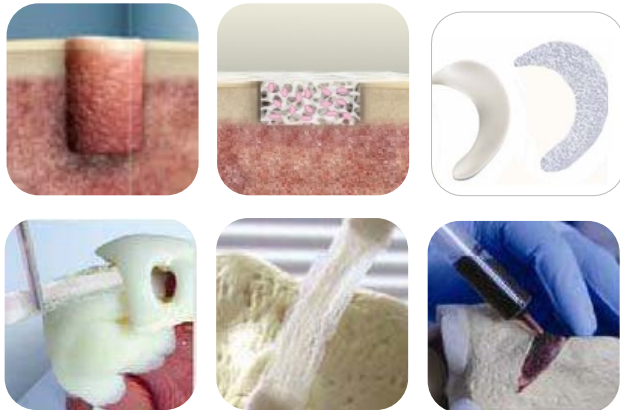
Research & Diagnostics	Medical Devices	Regenerative Medicine
		
<ul style="list-style-type: none">• Use specialised distributors• Off-the-shelf formulations• Upstream brand value	<ul style="list-style-type: none">• Sell to medical device companies & distribution partners• Development, supply, manufacturing, & finished devices• Specialised consultative sales process	

Customer-Driven Value Proposition



Working Together	World Class Standards	Broad Range of Materials
<p>Scientific expertise and a collaborative approach:</p> <ul style="list-style-type: none"> • Faster time to market • Improved production • Superior products 	<p>GMP, EDQM, ISO 13485 & 22442, materials sourced from BSE-free countries:</p> <ul style="list-style-type: none"> • Regulatory approvals • Quality and consistency • Safe, reliable supply 	<p>A comprehensive range of collagen biomaterials and forms:</p> <ul style="list-style-type: none"> • Tissues • Powders • Coatings • Sponges • Membranes • Scaffolds

ChondroMimetic Product Pipeline Opportunity



Acquired assets of former OrthoMimetics Ltd 9/2015

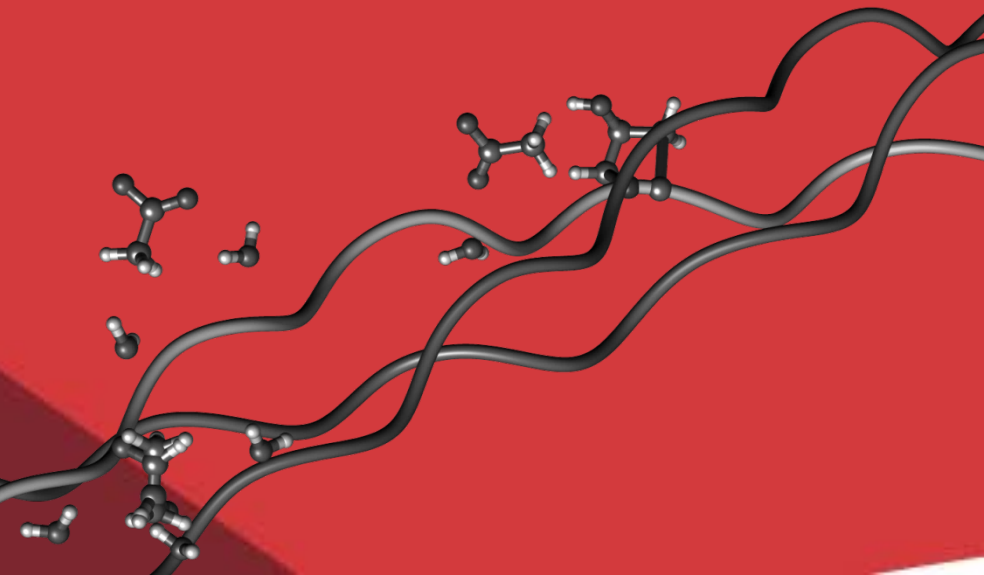
- Cartilage, bone, meniscus, tendon and ligament orthopaedic regenerative platform
- Global orthobiologics market \$3.7b+, reaching \$5.5 billion by 2018.

ChondroMimetic is the primary opportunity

- Previously launched in Europe, 6+ years evidence in patients
- Retro study and CE mark for OUS launch early 2017



Thank You



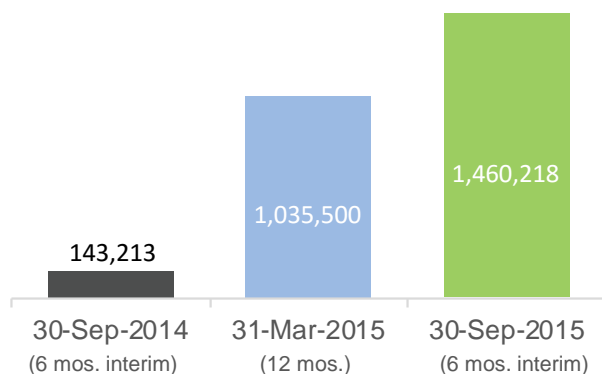


Appendix: Financials

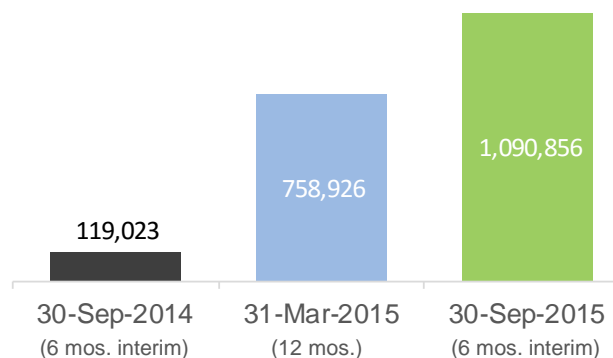
Gill Black, CFO

Six Months ended 30 September 2015

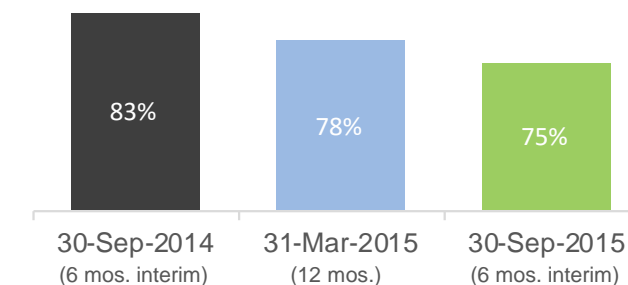
Revenue & Other Income (£)



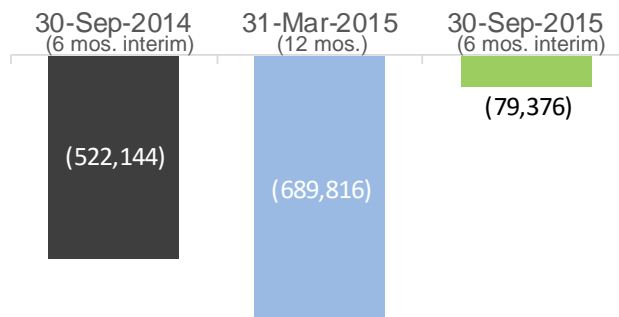
Gross Profit (£)



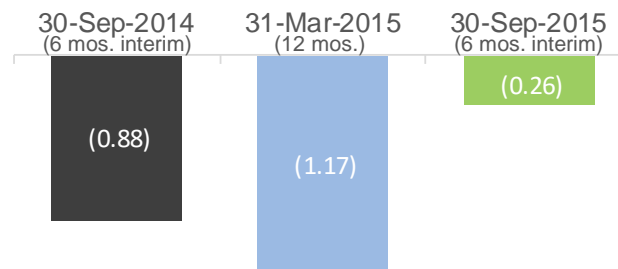
Gross Margin (%)



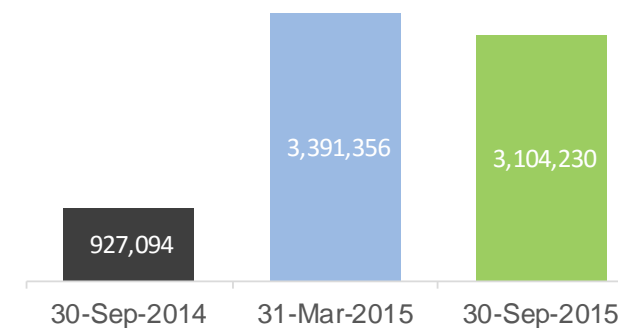
LBITDA* (£)



EPS (p)



Cash and Equivalents (£)



*Before separately identifiable items – acquisition and integration costs.