

Investor Presentation



LISTED: BSEM



Forward Looking Statements

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Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. The Company's actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. The following is a list of risks, among others, that could cause actual results to differ materially from those contemplated by the forward-looking statements: the risk that the Company may not be able to achieve or maintain profitability in the future; the risk that the Company has derived the majority of our revenue from a distribution agreement; the risk that a material amount of revenues and accounts receivable are concentrated in one or more customers, and that if the Company loses or experiences a significant reduction in sales, the Company's revenues may decrease substantially and materially affect the Company's results of operations and financial condition; the risk that the Company will be unable to maintain its use of intellectual property; the Company's ability to convince physicians that the products are safe and effective alternatives to existing treatments and that the Company's products should be used in their procedures; the risk that Company will be unable to maintain adequate levels of reimbursement from public and private insurers and health systems and changes to the ways in which the Company's products are reimbursed in various sites of service could adversely impact the Company's financial results; the risk that the FDA may in the future determine that certain of the Company's products that are, or are derived from, human cells or tissues, do not qualify for regulation solely under Section 361 of the Public Health Service Act, and may require that the Company revise its labeling and marketing claims for these products or that the Company suspend sales of such products until FDA pre-market clearance or approval is obtained, which could adversely affect the Company's business, results of operations, and financial condition; the risk that the rate of reimbursement and coverage for the purchase of the Company's products by government and private insurance may change; and the risk that the Company may not meet the listing standards of the Nasdaq Stock Market.

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Except where otherwise indicated, this presentation speaks as of the date hereof. Neither the delivery of this presentation nor the completion of any transaction involving the Company shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since the date hereof. In furnishing this presentation, none of the Company, or its affiliates or any of their respective stockholders, members, partners, directors, managers, officers, employees, agents, advisors, or other representatives undertakes any obligations to update any of the information contained herein.





ABOUT BIOSTEM TECHNOLOGIES

Mission Statement

BioStem is a commercial-stage company focused on the development, manufacture, and commercialization of placental-derived allografts for advanced wound care.

BioStem's mission is to be the global leader in regenerative medicine, continuously innovating to develop and deliver advanced wound care solutions that enhance and improve the quality of life for patients.

Corporate Highlights

Commercial Stage Company

- Leveraging the Company's proprietary BioREtain[®] processing method, have 4 placental-derived allograft products on the market for advanced wound care healing

Large Market Opportunity

- Addressing a multi-billion-dollar commercial opportunity within the chronic wound healing segment across: Wound Management, Surgical Care, and Ocular Repair

Strong Margin & Revenue Growth | *2024 has been a breakout year with record revenue*

- Revenue of \$41.9M in Q1, \$74.5M in Q2, & \$116.4M for 1H
- Gross Margins: ~95% reported for Q2
- Net Income of \$6.3M reported for Q2 (\$0.39 per share)

Scalable cGTP Manufacturing Facility

- 6,100 sq/ft accredited, cGTP certified manufacturing facility located in Pompano Beach, FL

Strong Growth Potential

- Robust organic growth underway supported by new product development

Key Statistics

As of September 6, 2024

Symbol:

- OTC: BSEM

Price:

- \$9.57

Market Capitalization:

- \$156M

Shares Outstanding:

- 16.34M

Fully Diluted Out:

- 22,434,375

52 Week Range:

- \$1.20 - \$15.50

Average Volume:

- 26,304

Headquarters:

- Pompano Beach, FL

Technology Highlights & Product Offerings



Differentiated Commercial Product Portfolio

WOUND CARE

OPTIC

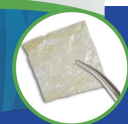
AmnioWrap²™



VENDAJE AC®



VENDAJE®



VENDAJE OPTIC®



2024
REVENUE
Driver

- ✓ Placental Allograft
- ✓ Retain all Native Layers
 - Amnion
 - Chorion
 - Spongy

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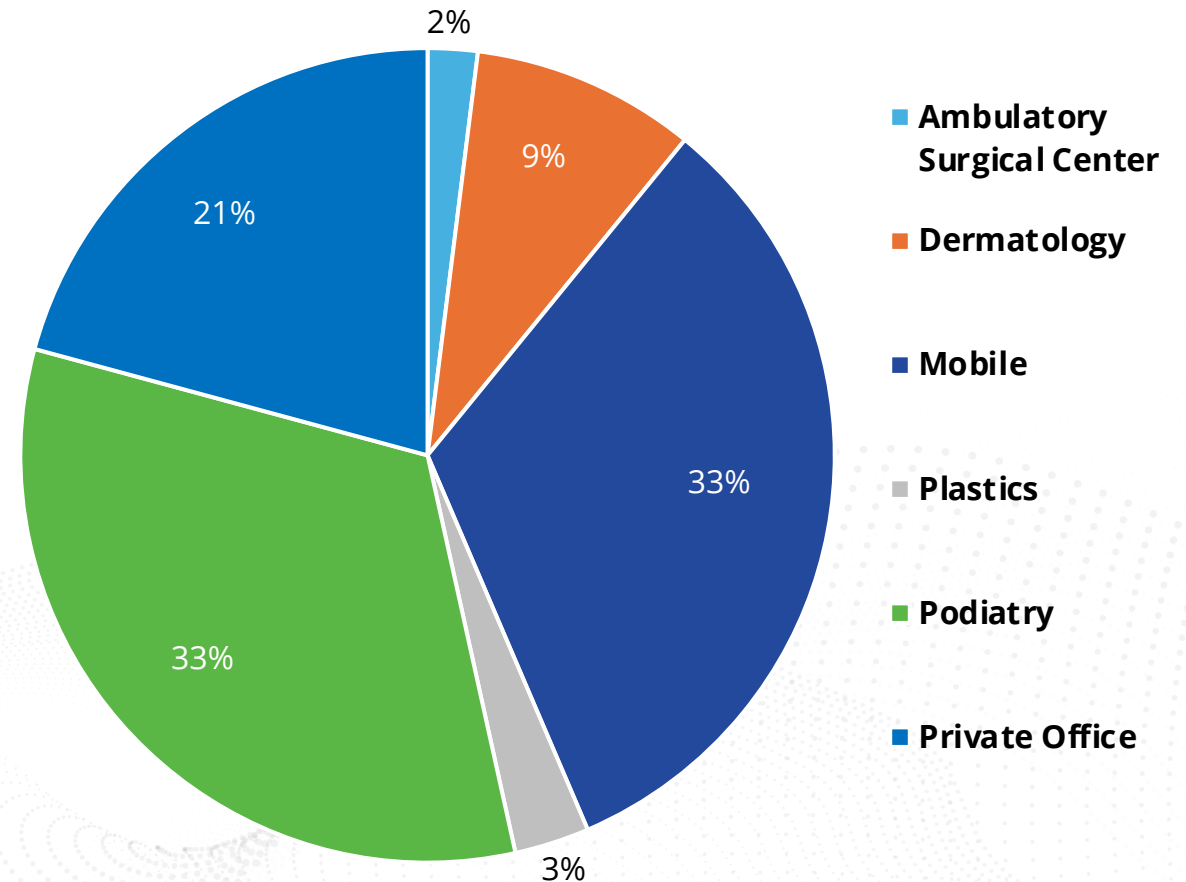


BioStem Product Segments

BioStem Products Have Application in Numerous Types of Patient Care Facilities



BioStem Revenue by Site of Service
(Inception to Date)



LEADING PROPRIETARY TECHNOLOGY

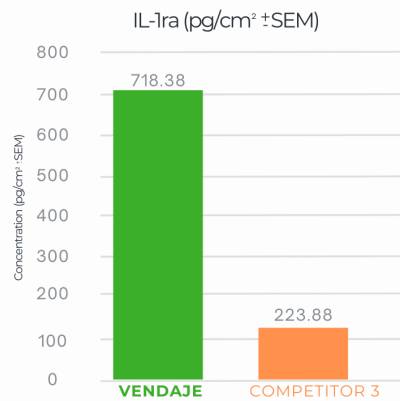
Products Powered by BioREtain®

BioStem's Patented, Differentiated Process

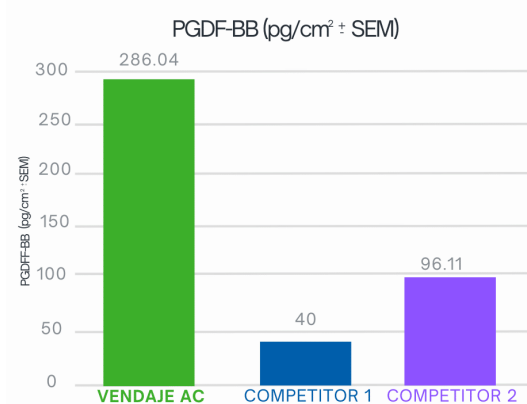
- The patented six-step BioREtain® process preserves the natural integrity of the amniotic tissue factors critical to the healing process.

Demonstrated Superiority of BioREtain Over Competitors*

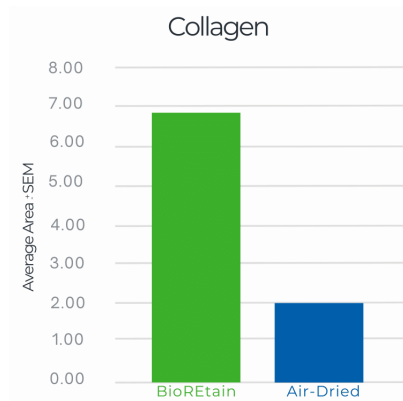
Anti-inflammatory Cytokines



Growth Factors



Extracellular Matrix



*Sabol, *et al.*, Standardized Reporting of Amnion and Amnion/Chorion Allograft Data for Wound Care, Health Sci Rep. (Aug. 23, 2022).

Retaining more of the key components of the amniotic tissue:

- Extracellular matrix
- Growth factors
- Anti-inflammatory cytokines

BioREtain studies have shown:

- Faster wound healing times
- Fewer required applications
- Reduced cost to the healthcare system
- Improved patient outcomes



Patents and Intellectual Property

	Pending	Issued	Total
Placental Tissue	24	3	27
BioREtain	4	1	5
Auxocell	0	37	37
Total	28	41	69

Grouped International Pending Applications and Granted Patents

- Tissue Mincing Apparatus (15)
- Systems and Methods for Processing Cells (22)
- Processing and Factor Retention (5)
- Peyronie's Disease (8)
- Dermal (2)
- Clotting (4)
- Joint (4)
- AC Particulate (2)
- Notched Fenestration (5)



Placental Donation Network & Allograft Process

Placental Donation Network



1
Expectant Mom Introduced To Donation And Recovery Program

2
Mom Consents to Donate and Completes FDA Donor Screening Assessment

3
Delivery of Healthy Baby in the US

4
Donated Placental Tissue Recovered



BIORETAIN™



5
Microbiology Testing of Donor Tissue

6
Proprietary Processing and Terminal Sterilization

7
4-Year Shelf-Stable Packaged Product

Placentas Recovered To-date Via Donor Recovery Partners


5,000+

Allografts Distributed To-date

100,000+

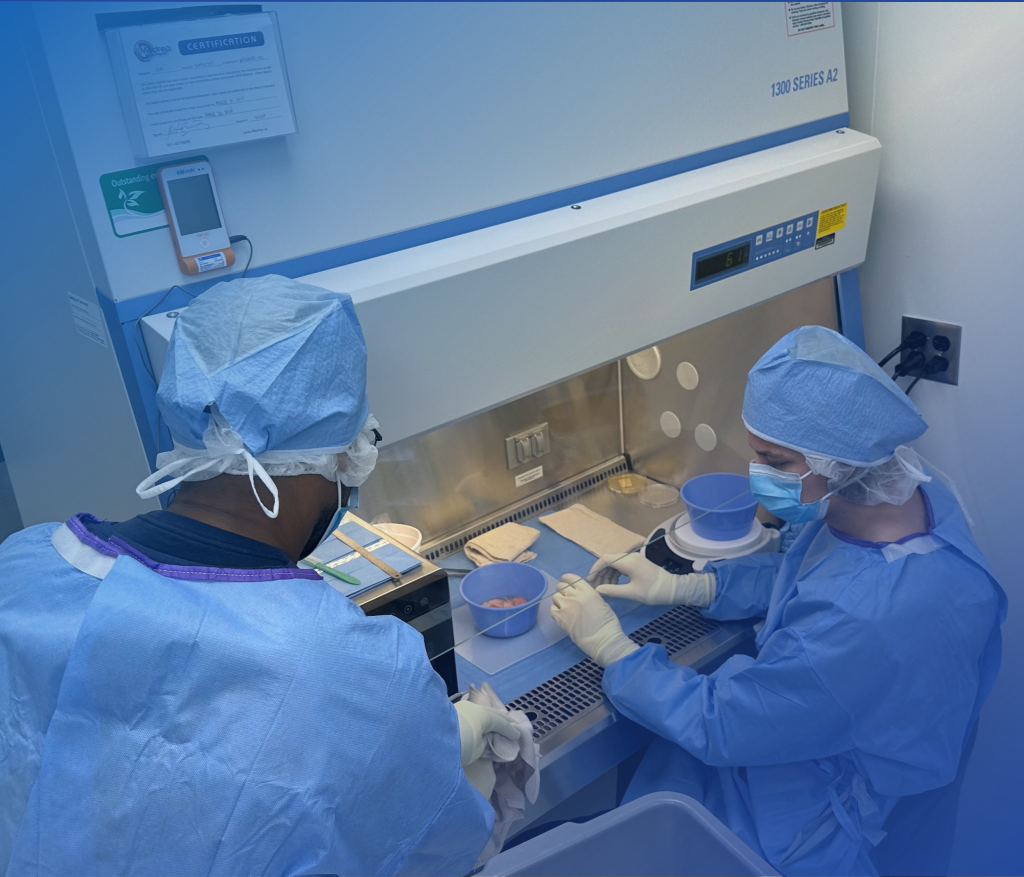


Regulatory Pathway Overview

	Our Products	Biologic Drugs
Regulatory Pathway	361	351
Human Tissue (i.e., placental tissue)	When minimally manipulated	When more than minimally manipulated
Indication for Use	Homologous use*	As indicated by clinical trial
Manufacturing Process	cGTP	CGMP
FDA Oversight	Regulated by the FDA for risk of disease transmission 	Approved by the FDA for a specific indication for use



AATB[®] Accredited, cGTP Manufacturing Facility



Vertically Integrated Manufacturing Facility:

- 30+ Years of Allograft Processing Experience
- 6,100 Sq/ft Manufacturing Facility
- 1,500 Sq/ft ISO clean room space
- Expanding to 3,000 Sq/ft ISO space in Q3 – '24
- 24-7 Environmental Monitoring with Reese Monitoring
- 30 KW Back Up Power System
- Membrane Manufacturing Capacity
- Currently Processing 30k Sq/cm Monthly
- Additional Capacity to Meet Future Demand
- Facility Located in Pompano Beach, FL



Exclusive Commercial and Distribution Partnership with Venture Medical



About Venture Medical Partnership:

- **Industry Leader:** Premier commercialization master distributor, reseller, and service provider in the U.S.
- **Expert Salesforce:** Extensive, wound healing-focused sales team equipped with cutting-edge marketing strategies
- **End-to-End Support:** Provides solutions, including commercialization, reimbursement, logistics, and billing

Partnership Signed in September 2023:

- **Nationwide Launch:** Secured agreement for the nationwide rollout of AmnioWrap2™ in Q4 2023
- **Significant Growth:** Achieved approximately \$116M in revenue in 1H 2024 due to the partnership
- **Future Products:** BioStem and Venture Medical to collaborate on new products in the upcoming quarter
- **Strategic Role:** VM Acts as a national reseller, bona fide service provider, and innovation partner for BioStem



Clinical Data Initiative Underway for Future Growth

Study	Wound Type	Product	Compared To	Design	Status
BR-AC-DFU-101	Non-Healing Diabetic Foot Ulcers (DFU)	AmnioWrap ²	Standard of Care (SOC)	Multi-center, Randomized, Controlled Trial	In Process
BR-AM-DFU-101	Non-Healing Diabetic Foot Ulcers (DFU)	Vendaje [®]	Standard of Care (SOC)	Multi-center, Randomized, Controlled Trial	In Process
BR-AC-VLU-101	Non-Healing Venous Leg Ulcer (VLU)	AmnioWrap ²	Standard of Care (SOC)	Multi-center, Randomized, Controlled Trial	Q4

Leading with clinical trials to demonstrate superiority of BioREtain over the competition

Expand payor coverage across commercial plans, Medicare Advantage, and Medicaid

Show head-to-head clinical superiority of BioStem's products over competitors

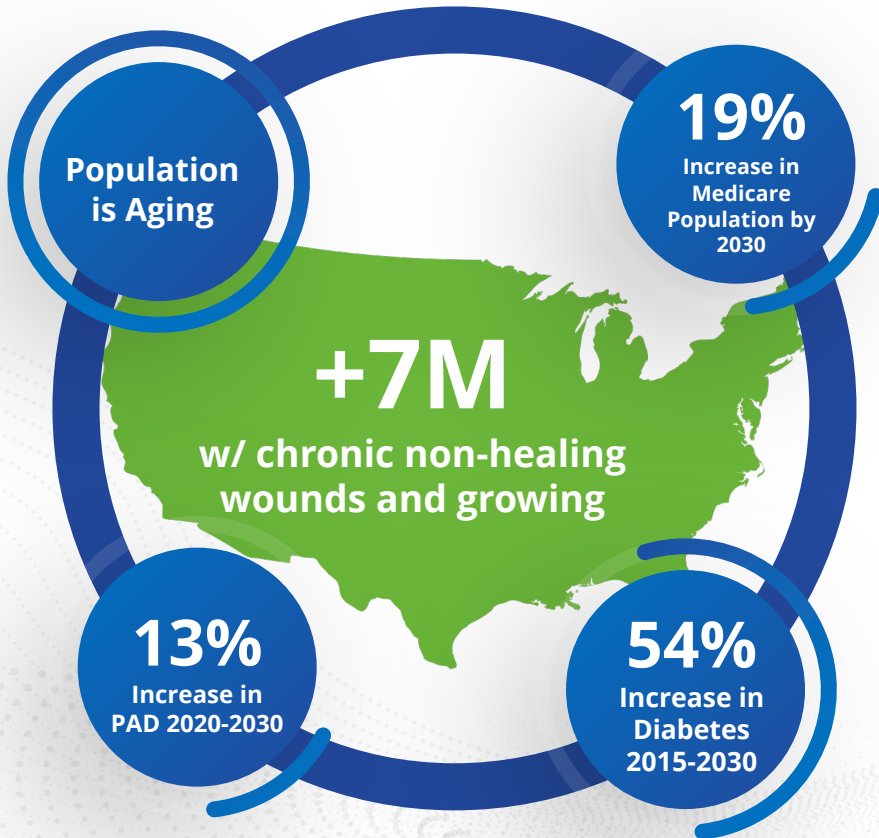
Demonstrate clinical efficacy and market support for BioREtain



Chronic Wound Healing Market Trends & Emerging Growth Opportunities

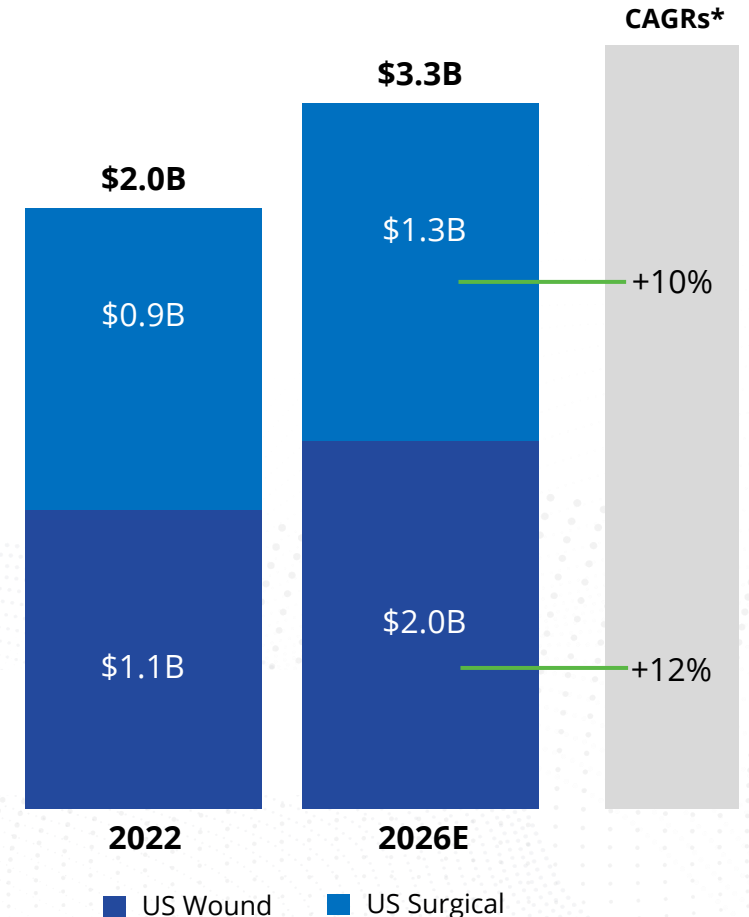


BioStem is Addressing a Large Chronic Wound Market



Wound Types	% of Market
Pressure Ulcers	43%
Diabetic Foot Ulcers	31%
Venous Stasis Ulcers	12%
Surgical Wound/Trauma	8%
Arterial Ulcers	6%

Chronic Wound Market



Chronic wound size – 2-2.5% of the U.S. population. <https://pubmed.ncbi.nlm.nih.gov/37756368/#:~:text=Chronic%20wounds%20impact%20the%20quality,population%20of%20the%20United%20States>

Diabetes source: Projection of diabetes morbidity and mortality till 2045 in Indonesia based on risk factors and NCD prevention and control programs | Scientific Reports (nature.com)

PAD 2020-2030: The Current U.S. Prevalence of PAD | Vascular Disease Management (hmpgloballearningnetwork.com)



Financial Performance & Strategic Growth Initiatives

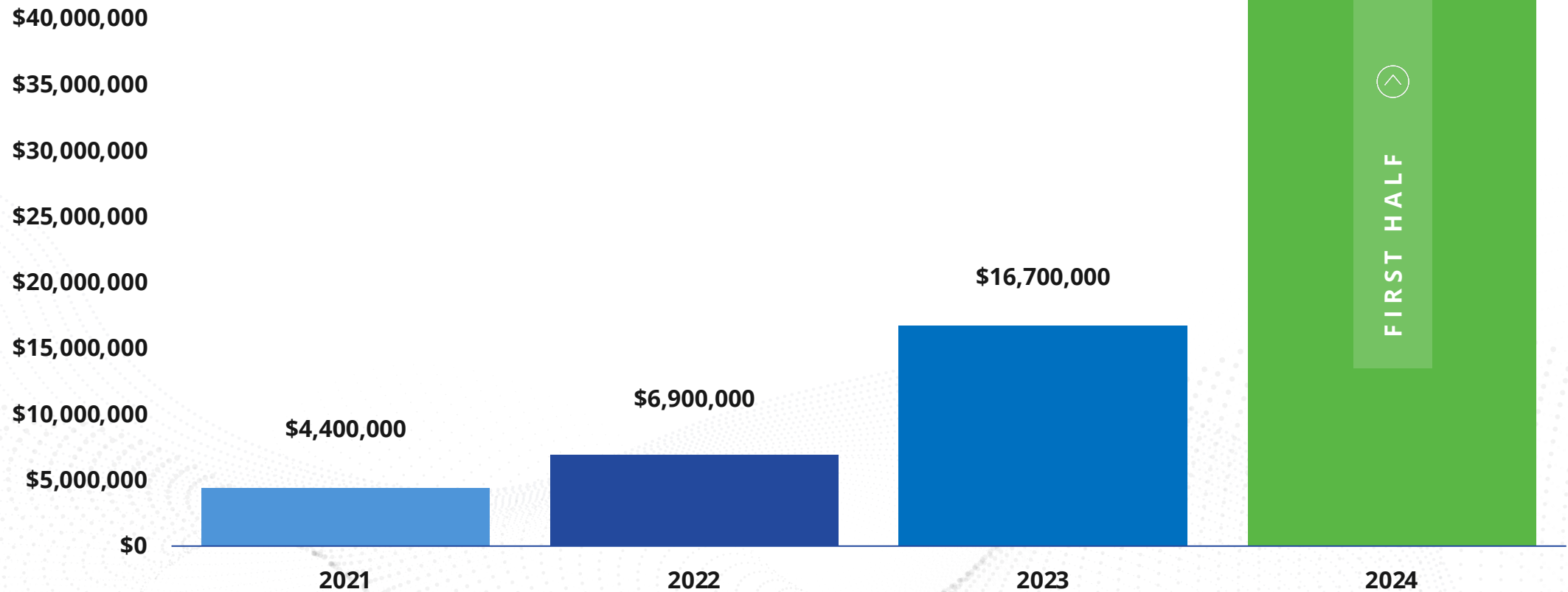


TRANSFORMATIVE YEAR

Strong Revenue Growth Trend

\$116,400,000

2024 Has Delivered Record Financial Performance



2024 FINANCIAL HIGHLIGHTS

Record Quarterly and First-Half Results

FIRST HALF 2024
\$116.4M
 REVENUE

FIRST HALF 2024
\$6.3M
 NET INCOME

	Q1 2024	Q2 2024	First Half 2024
Revenue	\$41.9M	\$74.5M	\$116.4M
Rev. Growth (YoY)	⬆️ 7,174%	⬆️ 6,872%	⬆️ 6,978%
Gross Profit	95%	95%	95%
Net Income	\$4.4M	\$6.3M	\$9.6M

Record Q2 revenue
of \$74.5M

Transformative 1H
revenue of \$116.4M

AmnioWrap2 continues
to be the growth driver

2nd consecutive quarter
of positive net income
with \$6.3 million

Adjusted Q2 2024
EBITDA of \$10.0 million

Cash Position: \$6.5M



Strategic Initiatives in Place for Sustained Revenue Growth

Growth Through Market Expansion

- ✓ Expecting to broaden reach into new markets in 2024.
- ✓ Focus on penetrating the following markets:
 - Private Office
 - Surgery Center
 - Hospital
 - Outpatient
 - VA

Strong Revenue Growth & Profitability

- ✓ Expecting strong sales value of AminoWrap2 along with market expansion from current product mix.
- ✓ Expecting strong gross margins through enhanced operational efficiencies and the high-margin profile of products.

Strengthen Reimbursement

- ✓ Broadening path for value-based reimbursement for products.
- ✓ Focus on private healthcare coverage initiatives underway.

Strategic Acquisitions

- ✓ **Focusing on pursuing companies with:**
 - Synergistic patents
 - Hydro-biofilms
 - Collagen-based items
 - Cord tissue products
 - Non-core wound care solutions



NASDAQ APPLICATION SUBMITTED

Nasdaq Uplisting Process is Underway

Company Expects to Meet Nasdaq Requirements Across Corporate, Shareholder, and Financial Management



Appointments Independent Directors to Board



Successful Completion of Comprehensive Audits



Form 10 Registration Expected to be Filed With The SEC



Nasdaq Application Submitted by Q4 2024



Management Team



Jason Matuszewski, LSSBB
Chief Executive Officer



Andrew VanVurst, CTBS
Chief Operating Officer



Michael Fortunato, CPA
Chief Financial Officer



Sean McCarrey
Chief Commercial Officer



Wendy Weston, PhD, CTBS
Vice President of R&D



ABOUT US

Board of Directors



Thomas Dugan

Chairman of the Board



Jason Matuszewski, LSSBB



Brandon Poe



Andrew VanVurst, CTBS



Kenneth Warrington, Ph.D.



Patrick Daly



CONCLUSION

Well-Positioned to Capitalize on Opportunities Within the Wound Care Market

**Superior Products
Leading the
Wound Care
Industry**

**Focused on
Reporting
Clinically
Significant Data
Over Competitors**

**Working Towards
Expanding Payor
Coverage**

**Committed to
Revenue
Growth and
Profitability**

We Manufacture Products That Change Lives™

LISTED: BSEM



Thank You.

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