

Investor Presentation

March 2025



— 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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ABOUT BIOSTEM TECHNOLOGIES

Mission Statement

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

The company's mission is to be the global leader in regenerative healing through continuous innovation, developing and delivering advanced wound care solutions that enhance and improve patients' quality of life.

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*

- 2024 Revenue: \$301.8 (Preliminary)
- Revenue of \$41.9M in Q1, \$74.5M in Q2, \$82.6M in Q3, & \$102.9M in Q4 (Preliminary)
- Gross Margins: ~95% reported for Q4 & Year-to-Date (Preliminary Q4)

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 March 19, 2025

Symbol:

- OTC: BSEM

Price:

- \$9.73

Market Capitalization:

- ~\$158M

Shares Outstanding:

- 16.6M

Fully Diluted Out:

- 22.4M

52 Week Range:

- \$2.26 - \$28.23

2024 Preliminary Revenue:

- \$301.8M

Cash (As of 12/31/24):

- \$22.8M (Preliminary)

Headquarters:

- Pompano Beach, FL

Industry Leading Proprietary Technology



LEADING PROPRIETARY TECHNOLOGY

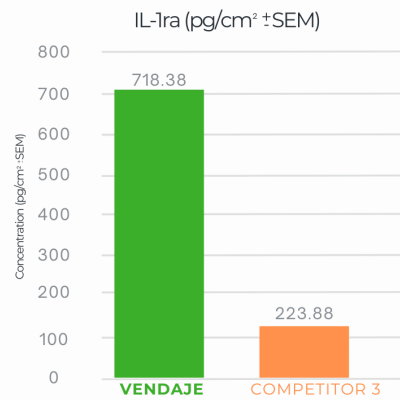
Products Powered by BioREtain®

BioStem's Patented, Differentiated Process

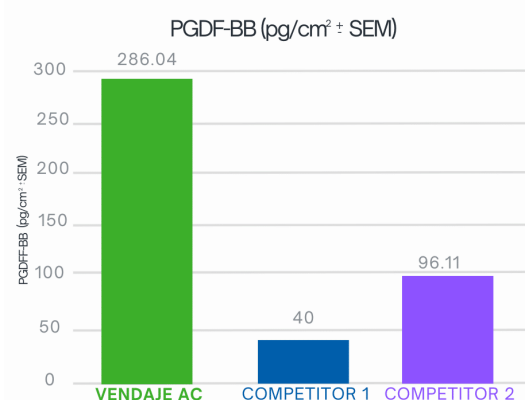
- The six-step BioREtain® process preserves the natural integrity of the amniotic tissue factors critical to the healing process.

Demonstrated Superiority of BioREtain Over Competitors*

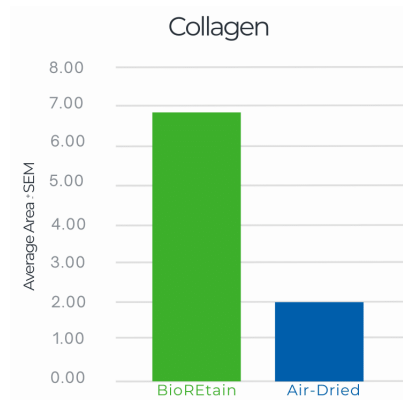
Anti-inflammatory Cytokines



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:

- Anti-inflammatory cytokines
- Growth factors
- Extracellular matrix

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)



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



Product Portfolio & Manufacturing Process



POWERED BY BIORETAIN® PROCESSING TECHNOLOGY

Differentiated Commercial Product Portfolio

WOUND CARE

OPTIC

AmnioWrap²™



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

VENDAJE AC®



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

VENDAJE®



- ✓ Placental Allograft
- ✓ Retains only Amnion Layer

VENDAJE OPTIC®



- ✓ Placental Allograft
- ✓ Retains only Amnion Layer



BioStem Product Segments

BioStem Products Have Application Across the Full Spectrum of Private Patient Care Facilities



Through 2024, >95% of product sales occur in 3 sites of care

- *Private office*
- *Mobile Health*
- *Long-term Care*

Targeted expansion into hospital (inpatient, outpatient and wound care clinic) planned for 2025



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

Placentas Recovered To-date Via Donor Recovery Partners

5,000+

Proprietary Technology



5
Microbiology Testing of Donor Tissue

6
Proprietary Processing and Terminal Sterilization

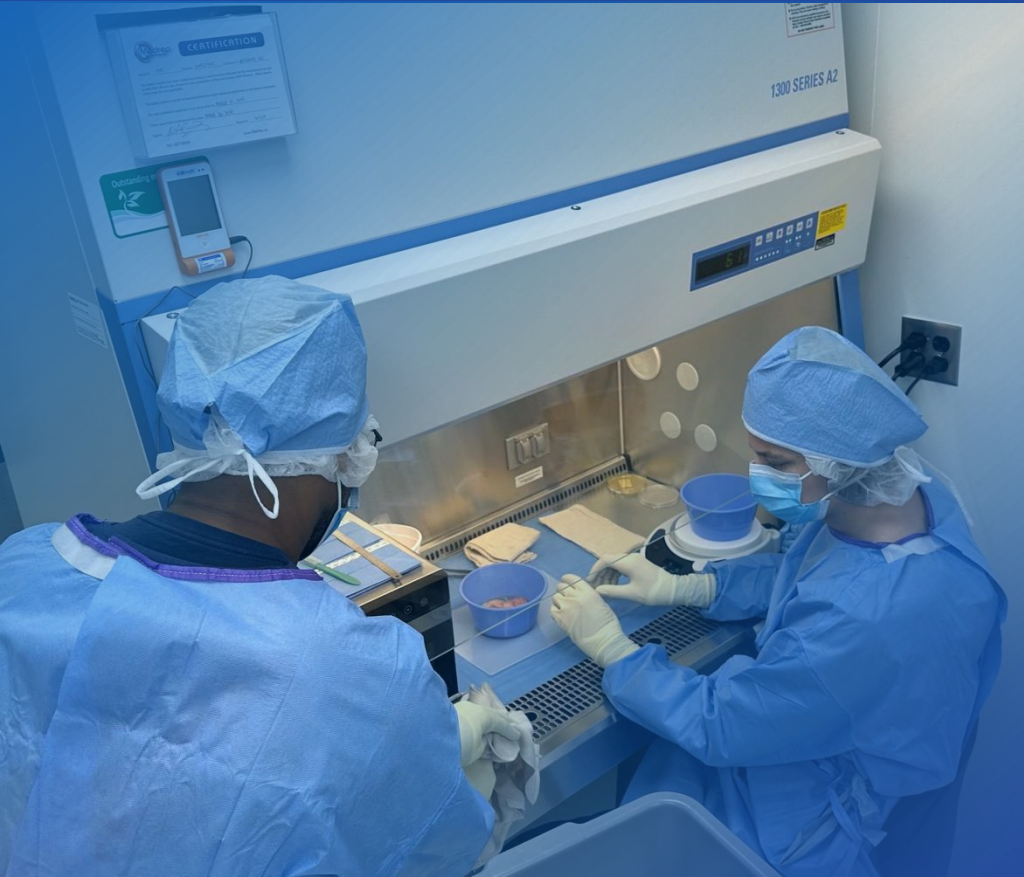
7
4-Year Shelf-Stable Packaged Product

Allografts Distributed To-date

100,000+



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 Q1 – '25
- 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



Exclusive Commercial and Distribution Partnership with Venture Medical



About Venture Medical

- **Industry Leader:** Premier wound care distributor and service provider in the U.S.
- **Expert Salesforce:** Extensive, wound healing-focused sales team
- **End-to-End Support:** Full-service solutions - commercialization, reimbursement, logistics, and billing

Partnership Signed in September 2023:

- **Strategic Role:** VM is a national reseller, bona fide service provider, and innovation partner
- **1st Nationwide Launch:** AmnioWrap2™ in Q4 2023
- **2nd Nationwide Launch:** Vendaje AC® in October 2024
- **Significant Growth:** \$301.8 Million full year revenue
- **Future Products:** Collaborating on new product opportunities

BioStem Technologies/Venture Medical Partnership



BioStem:

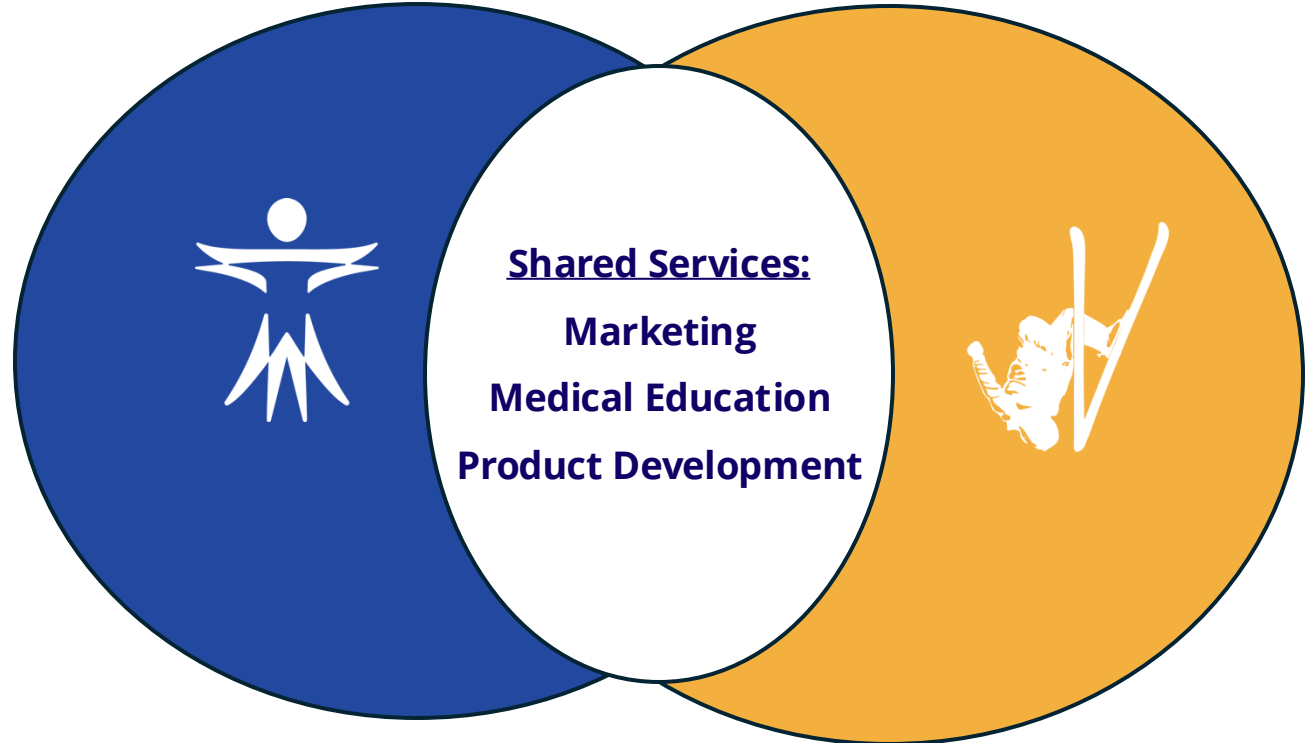
- Product Development
- Manufacturing



Venture Medical:

- Sales
- Logistics
- Reimbursement
- Billing

Wholesale Acquisition Cost to Venture Medical



Bona Fide Services Agreement with BioStem



Clinical Trial Snapshot



Multi-Center, Randomized Controlled Trials are Underway

Product	Study	Wound Type	Study Design	Primary Outcome	Status	Data Readout
AmnioWrap ² (Vendaje AC [®])	BR-AC-DFU-101	Diabetic Foot Ulcers	60 Patients across 10 Sites NCT06511596	Complete closure at 12 weeks	In Process	~ Q1 '26
	BR-AC-VLU-101	Venous Leg Ulcers	60 Patients across 12 sites <i>NCT-pending</i>	Complete closure at 12 weeks	Q4 '24	~ Q2 '26
Vendaje [®]	BR-AM-DFU-101	Diabetic Foot Ulcers	60 Patients across 10-14 sites NCT06565156	Complete closure at 12 weeks	In Process	~ Q1 '26

Investing in clinical trials to demonstrate superiority with BioREtain over standard of care

Additional retrospective studies underway to demonstrate real-world effectiveness of BioREtain

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

Drive increased adoption and support market expansion efforts



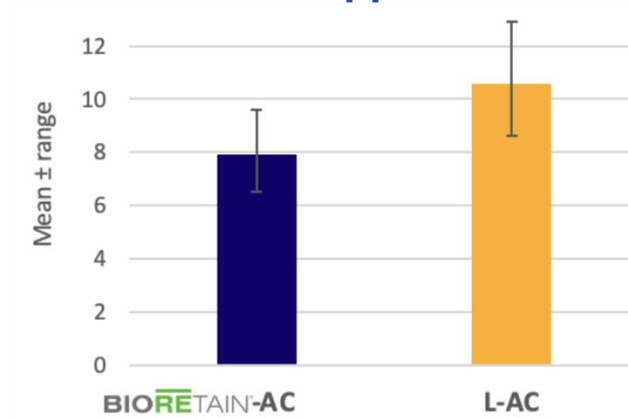
AmnioWrap2 & Vendaje AC Comparison vs. Leading Competitor

BioStem AC products outperform the leading competitor head-to-head

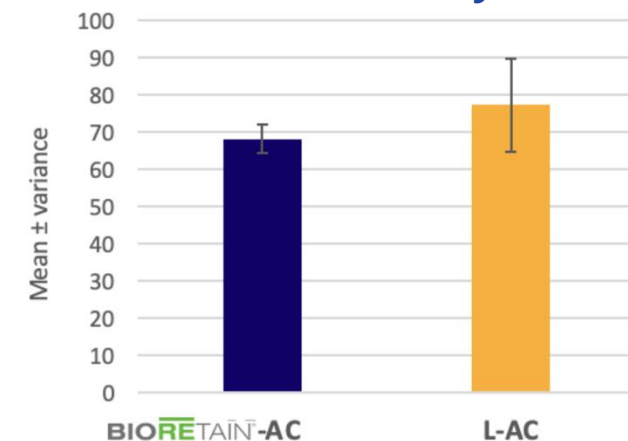
- Required fewer applications
- Achieved wound closure more quickly

→ Increased cost-effectiveness

Number of Applications



Treatment Days

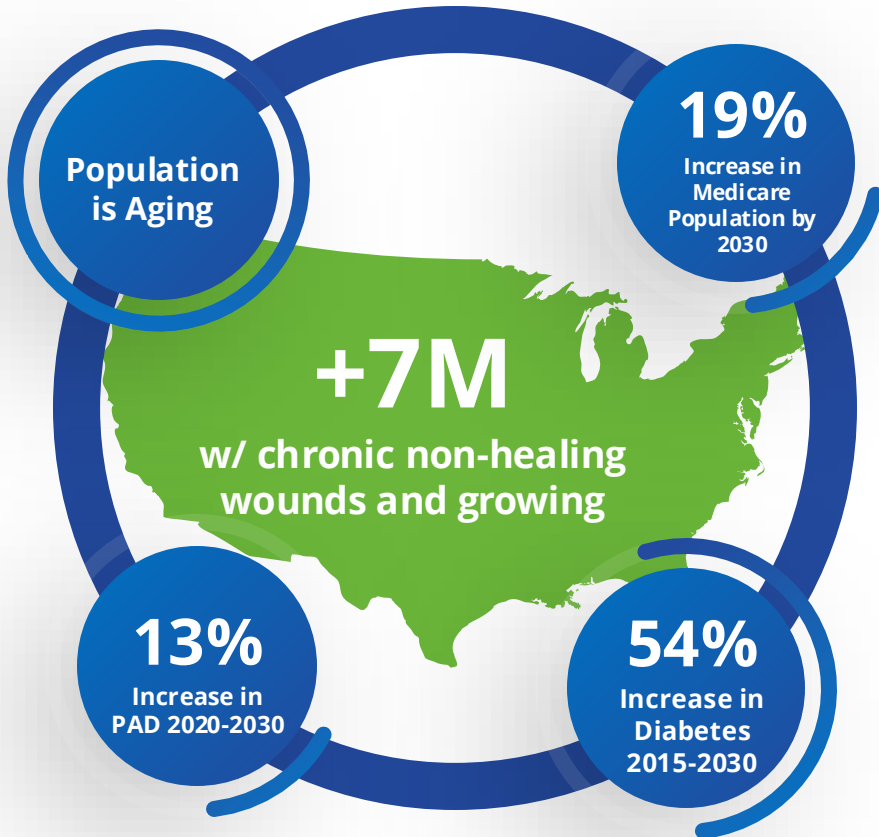


Chronic Wound Healing Market & Emerging Growth Opportunities



STEADY U.S. GROWTH OPPORTUNITY

BioStem is Addressing a Multi Billion Dollar Opportunity within the 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%

Prevalent Chronic Wound Market Cases



Data Source: GRC Global Insights

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)

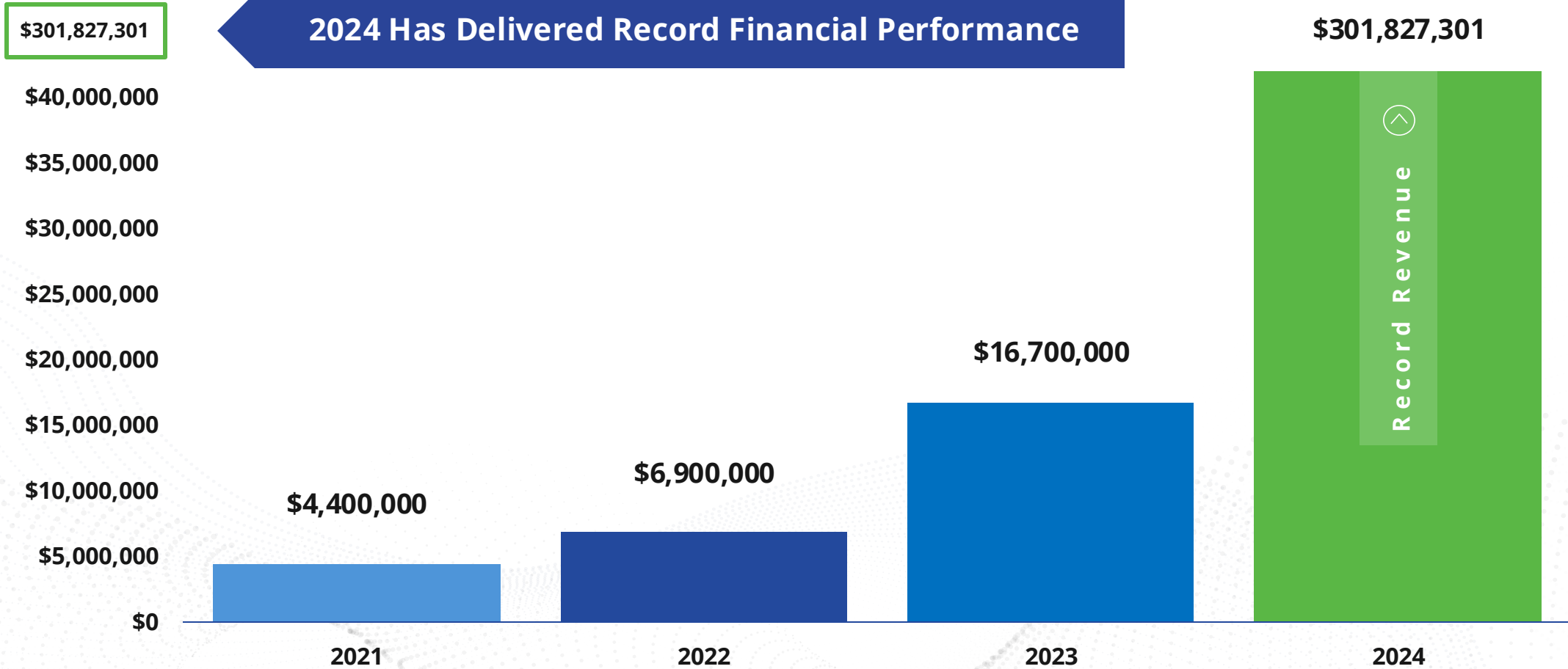


Financial Performance & Strategic Growth Initiatives



TRANSFORMATIVE YEAR

Strong Revenue Growth Trend



2024 FINANCIAL HIGHLIGHTS

Record Quarterly and 12-Month Results

Fourth Quarter of 2024

\$102.9M
PRELIMINARY
REVENUE

12-Month Period of 2024

\$301.8M
PRELIMINARY
REVENUE

	Q1 2024	Q2 2024	Q3 2024	Q4 2024 (Preliminary)
Revenue	\$41.9M	\$74.5M	\$82.6M	\$102.9M
2023 Revenue	\$576K	\$1.1M	\$5.1M	\$11.5M
Gross Profit	95%	95%	95%	95%
Net Income	\$4.4M	\$6.3M	\$6.8M	Pending Audit

Record Q4 revenue
of \$102.9M (Preliminary)

Transformative
12-Month revenue of
\$301.8M (Preliminary)

AmnioWrap2™ and
Vendaje AC® are
driving growth

4th consecutive quarter
of positive net income

Cash Position: \$22.8M
(Preliminary)

Strategic Initiatives in Place for Sustained Revenue Growth

Growth Through Market Expansion

- ✓ Expecting to broaden reach into new markets in 2025.
- ✓ Focus on penetrating the following markets:
 - Acute
 - Non-Acute
- ✓ Assess opportunity to enter surgical market.

Strong Revenue Growth & Profitability

- ✓ Expecting sustained sales growth from AminoWrap2.
- ✓ Recent Medicare reimbursement and launch of Vendaje AC® expected to drive growth.
- ✓ 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.
- ✓ Complete RCTs to demonstrate clinical efficacy.
- ✓ JWC consensus statement on recommendations for use.
- ✓ Target private healthcare coverage.

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



Management Team & Conclusion



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

Expand Portfolio of Superior Products Leading the Wound Care Industry

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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