

# LSI USA '22

# EMERGING MEDTECH SUMMIT



## Embodly is the soft tissue healing company.

- Historical focus had been on “mechanical strength” augmentation, not biological.

*Formative cadaveric or synthetic products lack appropriate **combination of biologic collagen chemistry, microarchitecture & structural integrity for tendon repair***

- Funded by DARPA and AFWERX with \$22 million to develop collagen-based implants for soft tissue repair and augmentation.
- Launched Tapestry Biointegrative Implant in 2021. Launching TAPESTRY RC in arthroscopic RC repair in Q2.
- Launching MICROBRAID in Q1 2023.

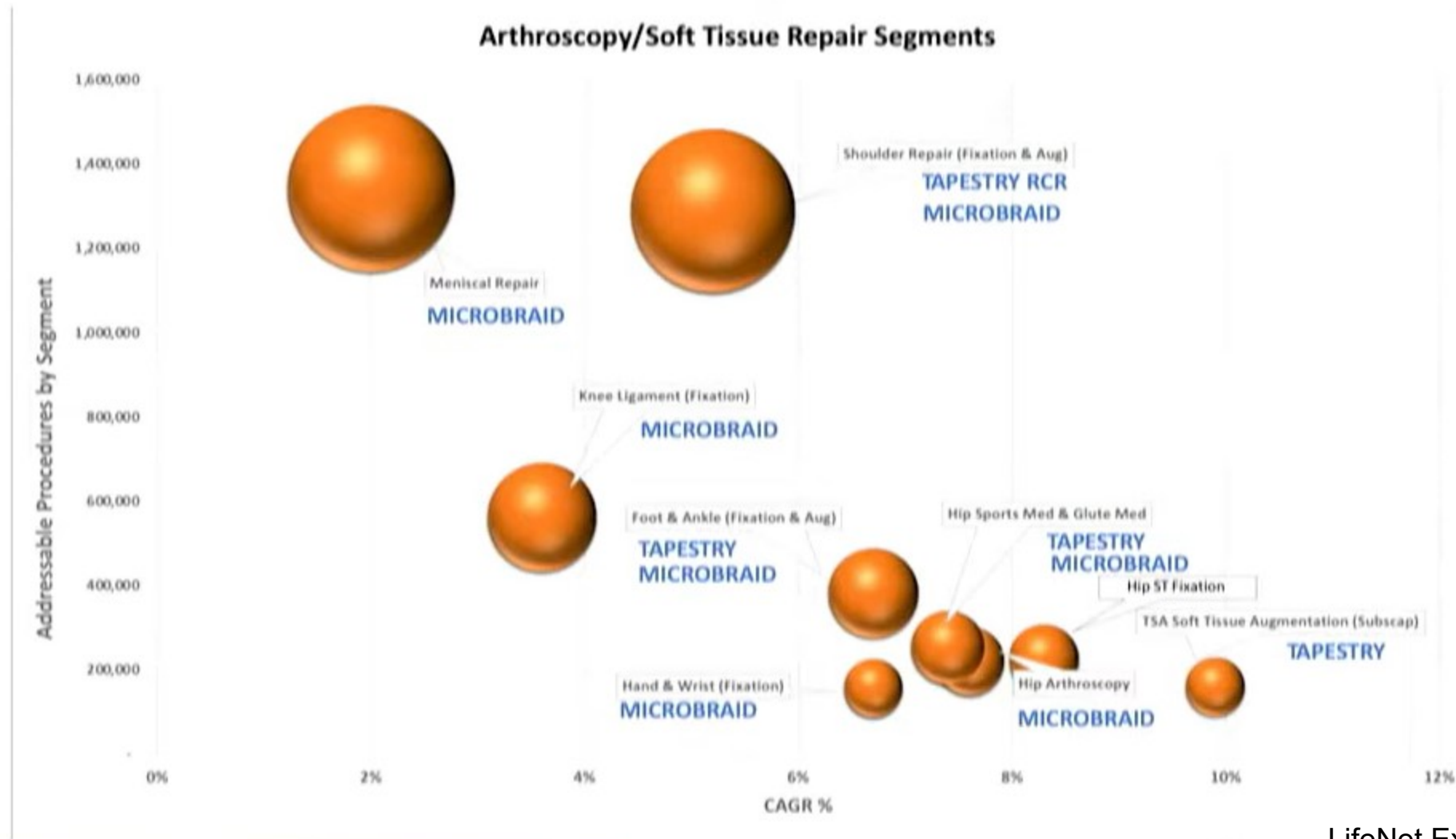
 **TAPESTRY**<sup>®</sup>  
Biointegrative Implant

 **TAPESTRY**<sup>®</sup>  
RC

 **MICROBRAID**<sup>™</sup>

**EMBODY**

# Platforms Extend to All Major Sports Med Segments





# An Exceptional Team to Deliver Commercial Results



**Jeff Conroy**  
CEO



**Tim Meyers**  
CFO



**Rob Brown**  
CCO



**Christy Nelson**  
VP, Manufacturing



**John Rizzo**  
VP, Sales



**Brianna Schehr**  
Dir, Clinical & Regulatory



**Caitlin Harclerode**  
Dir, Product Marketing



**Vicki Phillos**  
Dir, Commercial Ops



**Matt Havener**  
Dir, Product Development

# Clinical Advisors and Faculty

## Shoulder

- *Kevin Bonner, MD*, Jordan-Young Institute
- *Brandon Bryant, MD*, Inova Sports Medicine, Washington NFL Team & Nationals Team Surgeon
- *Nick Sgaglione, MD*, Northwell Health
- *Louis McIntyre, MD*, Northwell Health
- *Sean Churchill, MD*, Aurora Health Center
- *Chris Jones, MD*, Colorado Springs Orthopedic
- *Sam Harmsen, MD*, TOCA
- *Kyle McClintock, MD*, Sutter Health, CORE Inst.
- *Amit Nathani, MD*, The Spine & Orthopedic Ctr CA

## Hip

- *W. Kelton Vasileff, MD*, Ohio State University Medical Ctr
- *John Ryan, MD*, Ohio State University Medical Ctr

## Foot & Ankle

- *Sam Adams, MD*, Duke Orthopedics, Head of F & A Research
- *Sheldon Lin, MD*, Rutgers-NJMS, Head of Orthopedic Research
- *Bill Simon, DPM*, Atlantic Foot & Ankle Center
- *Alan Ng, DPM*, FACFAS Denver, CO
- *Eric Giza, MD*, UC Davis
- *Kent Ellington, MD*, OrthoCarolina, NC

## Sports Med (Knee)

- *Greg DiFelice, MD*, Hospital for Special Surgery
- *Kevin Bonner, MD*, Jordan-Young Institute

## Orthopedic Research

- *Steven Arnoczky, DVM*, Michigan State University



LifeNet Exhibit 2012

Embod, et al. v. LifeNet, IPR2025-00249



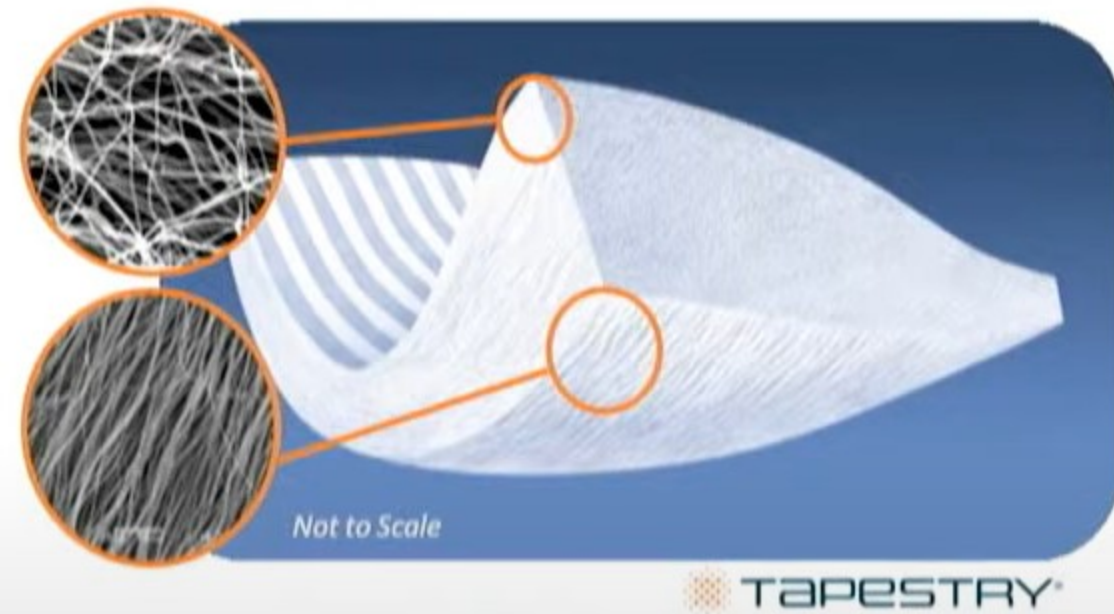
Page 4



# TAPESTRY Optimized Physio-Chemistry for Tendon

The TAPESTRY Biointegrative Implant is a bioengineered implant combining Type 1 Bovine collagen chemistry with a highly aligned & highly porous architecture

- Bioengineered micro-architecture & chemistry specifically designed for tendon repair.
  - Unaligned outer surface for isotropic suture retention strength and structural integrity
  - Highly aligned and consistent microarchitecture mimics native tendon
- Highly porous (>90%) to encourage cell and fluid infiltration
- Broad range of sizes & shapes: 20x30mm up to 70x50mm
- Room Temperature Storage, no refrigeration required
- FDA Clearance October 9, 2020 (K201572)
  - Indicated for the management and protection of tendon injuries ...."Preclinical studies of TAPESTRY® showed dense collagenous fibrous connective tissue ingrowth into and around the scaffolding"



# TAPESTRY Mechanism of Action

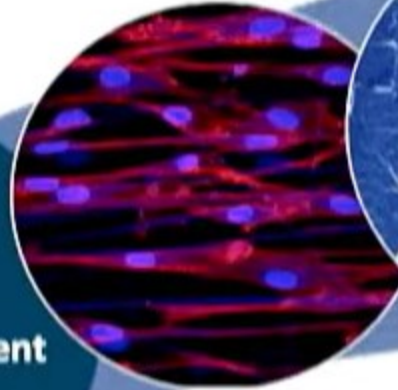
A collagen-based co-polymer with highly aligned, cell infiltration friendly microstructure and controlled degradation profile, tailored fiber diameter, specific porosity/void up to 100  $\mu\text{m}$ .

Patented Collagen Co-polymer

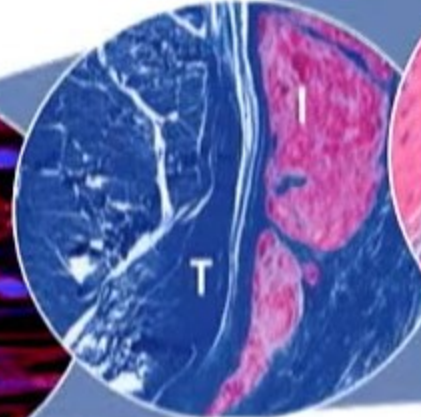
Patented Physio-Chemistry

Bioengineered 3D Micro-architecture

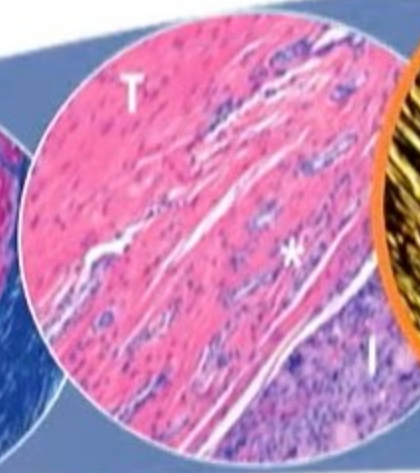
Unique Cellular Micro-environment



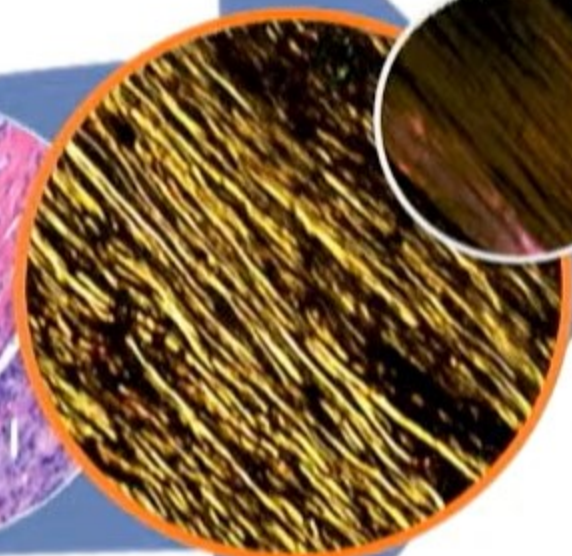
Early cell infiltration, attachment, and elongation



New collagen deposition and biointegration at 4wks

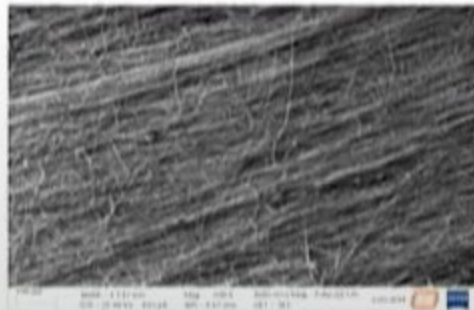


Incorporation into the native tissue 26wks



Induction of new, dense, collagenous tendon-like tissue @ 26 – 52wks

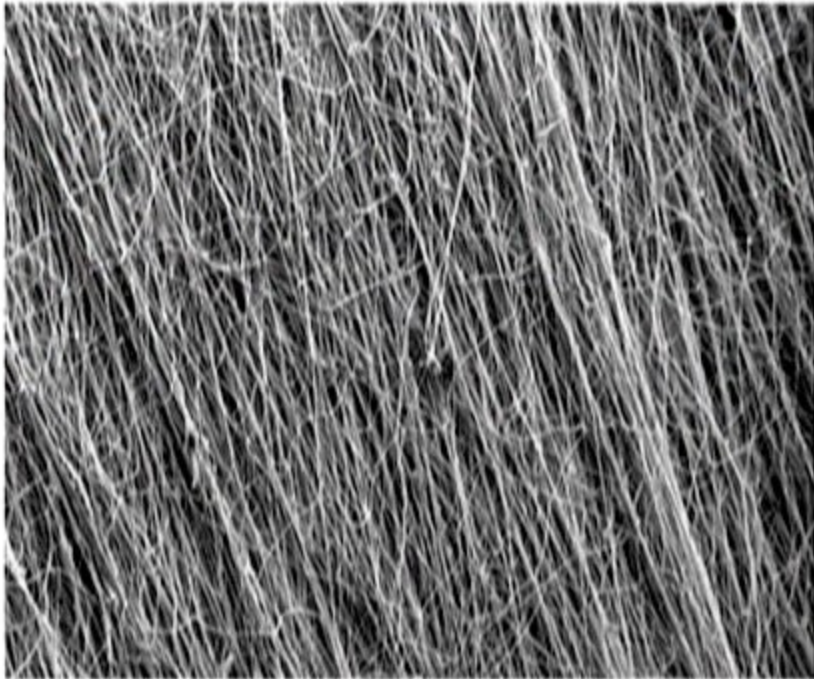
Neighboring Native Achilles



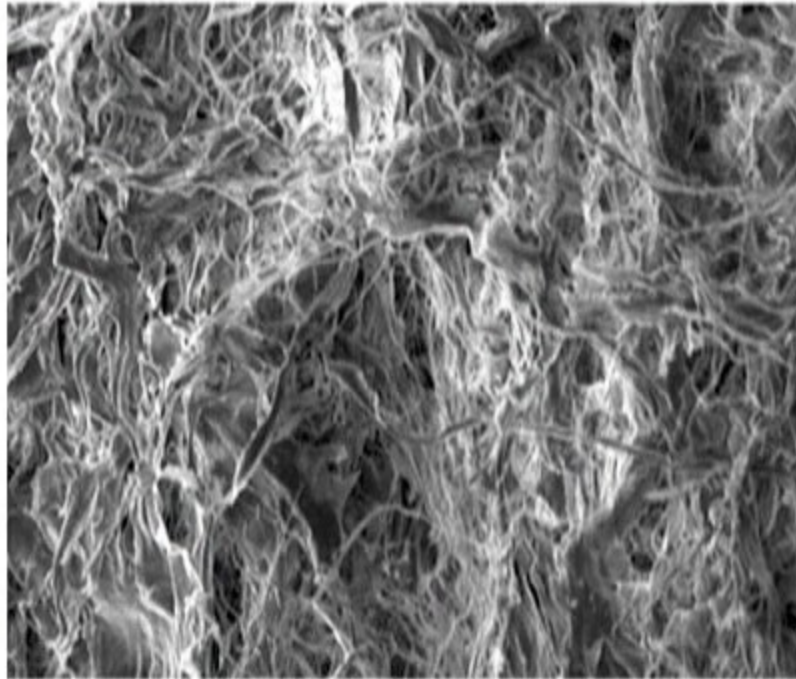


# Superior Micro-Architecture for Tendon Healing<sup>1</sup>

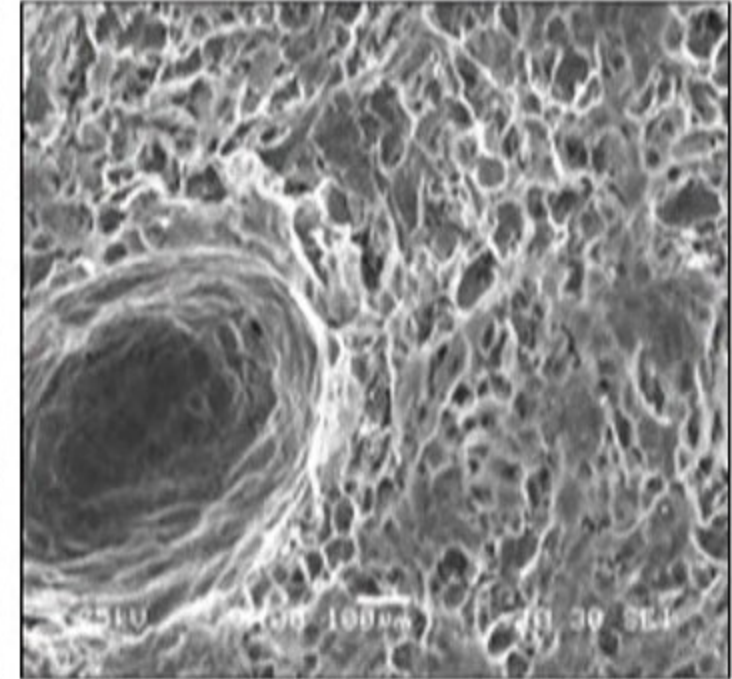
**TAPESTRY**



**Reconstituted Collagen**

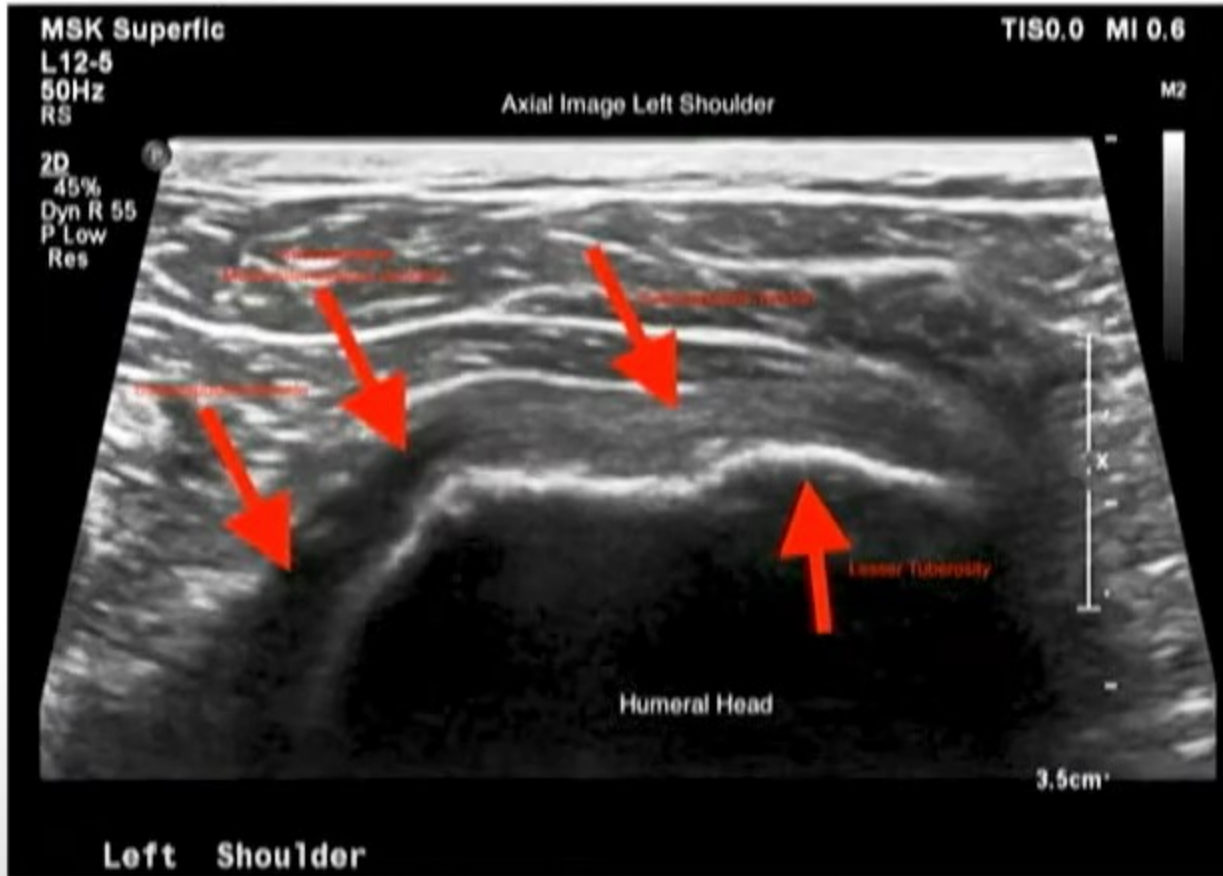


**Acellular Dermis**



**TAPESTRY is significantly more porous and ordered than conventional biomaterials and is an analog to native tendon structure**

# Ultrasound Imaging at 6-Months



## KEY FINDINGS

- Tendon thickness: 0.5 cm
- Tendon width: 3.1 cm
- Tendon echotexture: "Normal fibrillar echogenic tendon architecture without evidence of tendinosis."
- Tendon integrity: "Intact"
- Other: "The collagen scaffold is not directly visualized suggesting complete integration or resorption. No anterior glenohumeral joint effusion or distention of the subcoracoid bursa."

**Conclusion:** "Intact subscapularis tendon without evidence of tendinosis or tear."

- Subscapularis Patient Series (n=5-15), with plans to expand to multi-center study & registry creation. Patients undergoing anatomic shoulder arthroplasty for primary glenohumeral osteoarthritis.
- 6 month post-op Ultrasound Evaluation w/fellowship-trained MSK radiologist (SSc integrity, tendon thickness, collagen architecture, graft integration)
- No complications observed (no aseptic bursitis, infection, SSc ruptures).

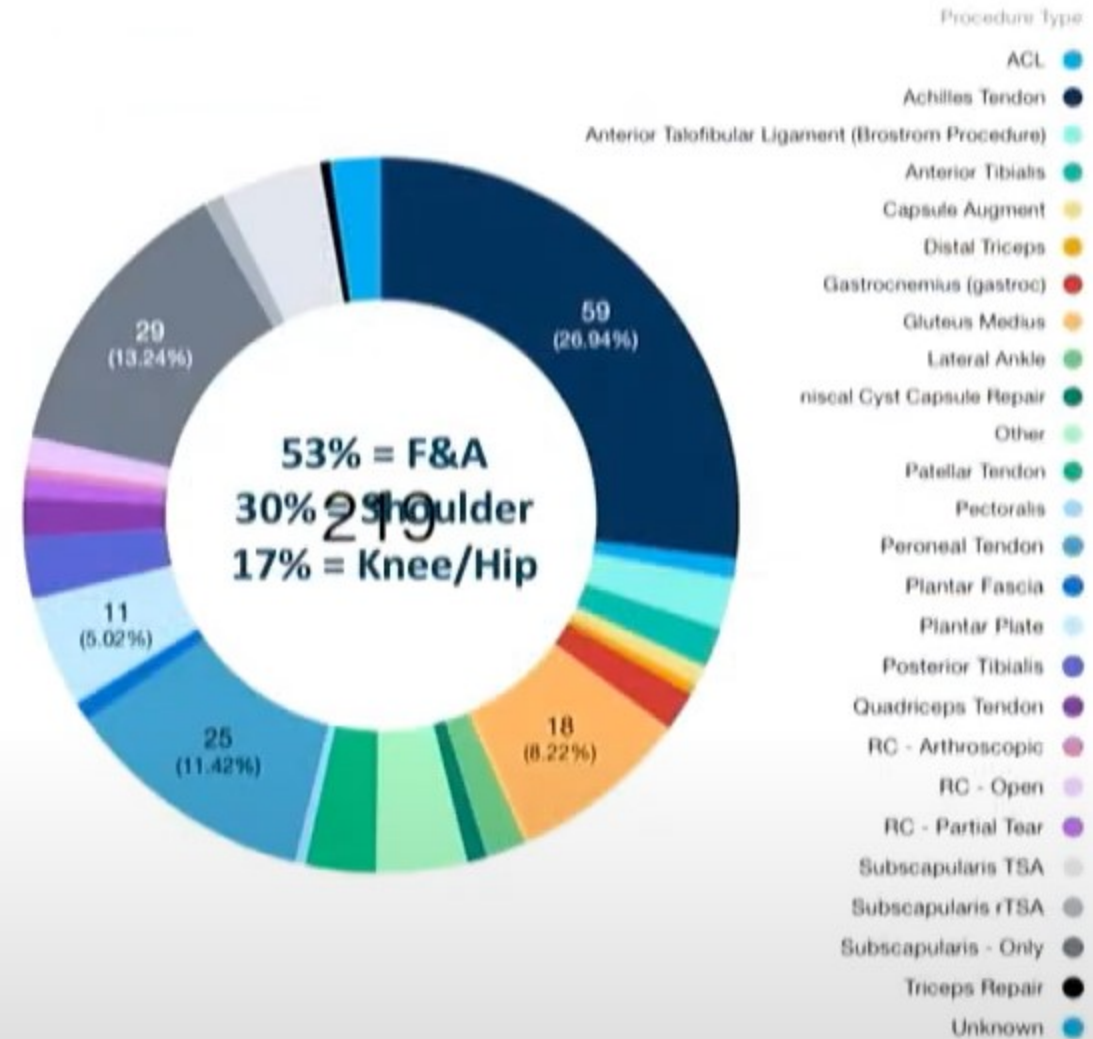
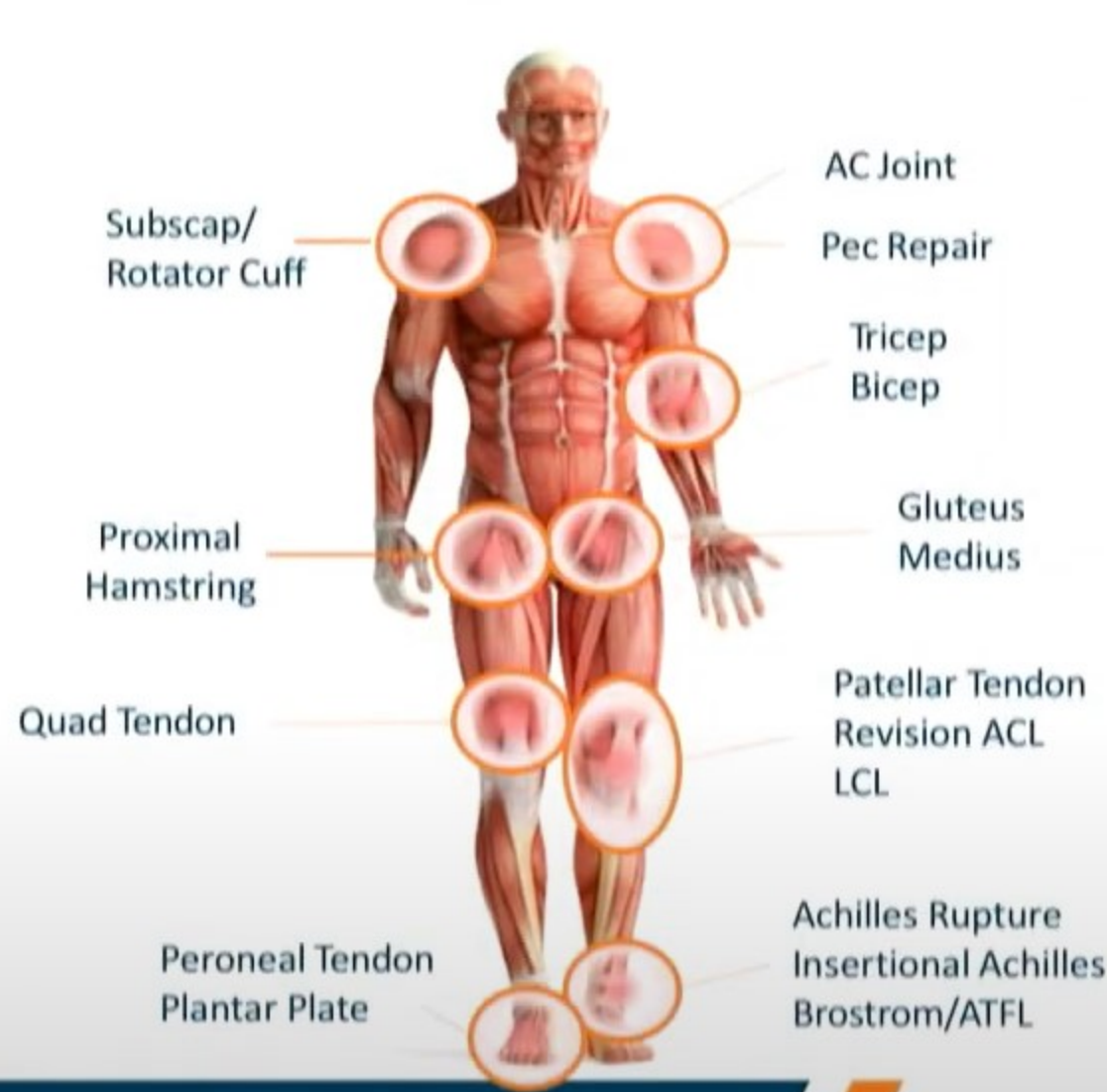
LifeNet Exhibit 2012

Embod, et al. v. LifeNet, IPR2025-00249

Page 8



# Unparalleled Clinical Applications to Date...



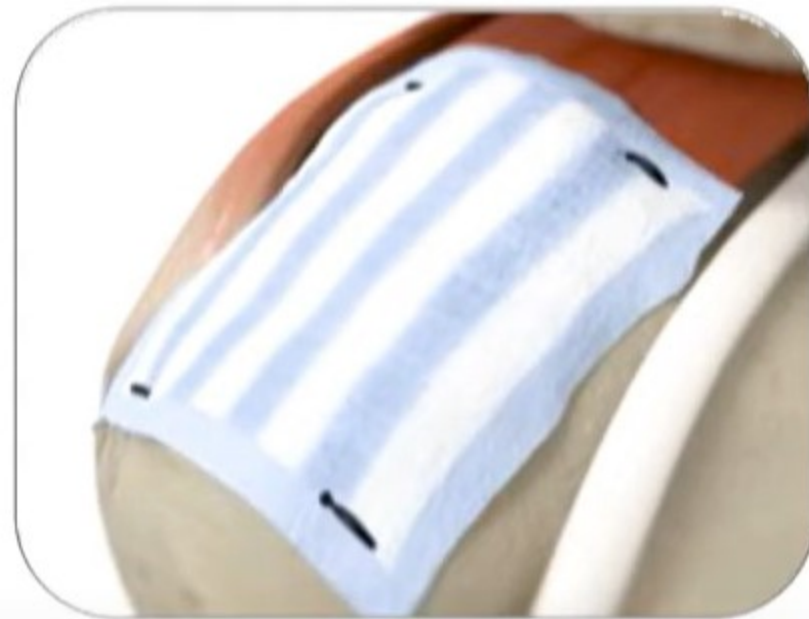
LifeNet Exhibit 2012

Embodiment, et al. v. LifeNet, IPR2025-00249

Page 9



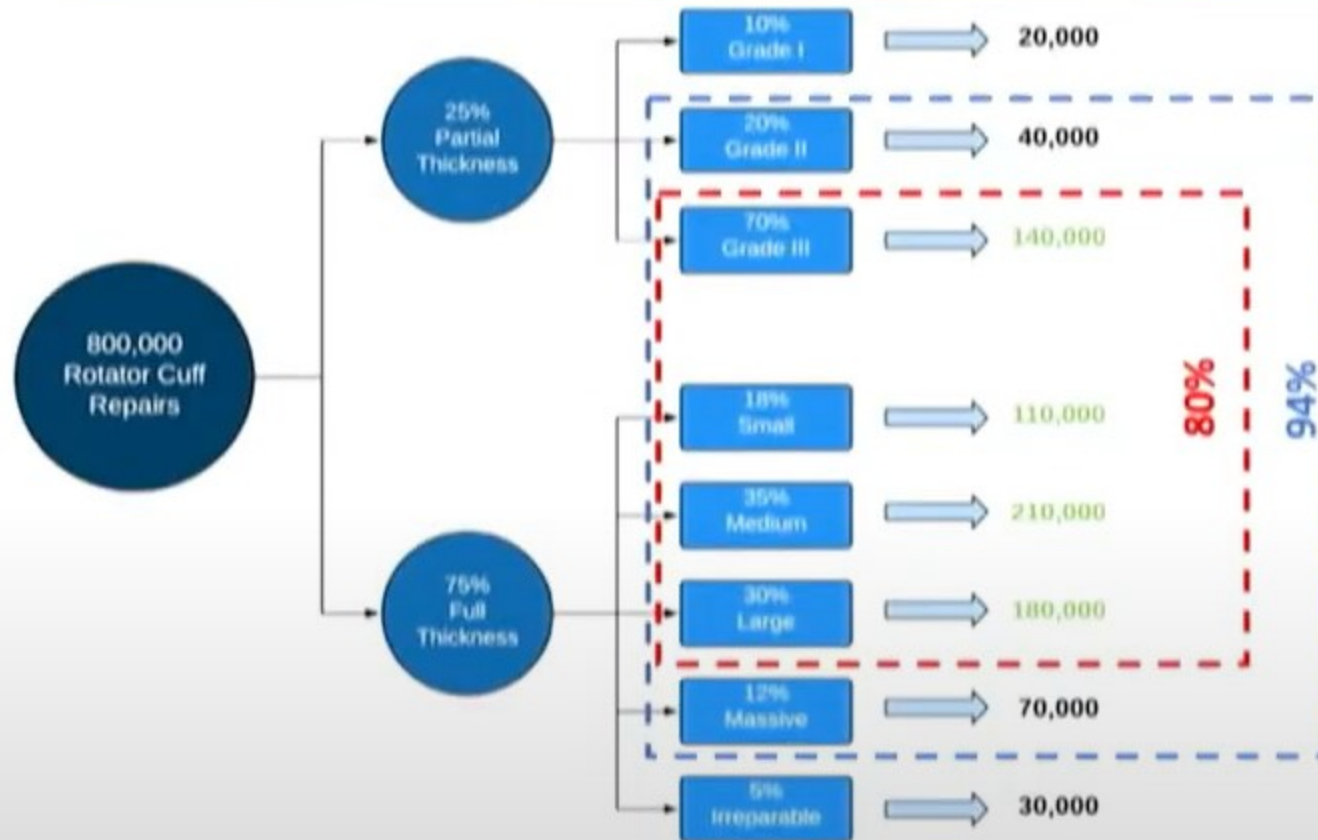
*Instrumented Delivery & Fixation Solution*





# TAPESTRY RCR Addressable Procedures

Grade III Partial and Full Tears = **640k Annually**



- 510(k) Clearance for broad indication of **“Management and protection of tendon injuries”**
- Grade III partial and Full Thickness tears = 80% of mkt
- Severe Tendinosis, failed conservative treatment

# TAPESTRY RC System: Streamlined Delivery & Fixation

Simple. Controlled. Versatile. Efficient.



## Implant Delivery

- Simple & low-cost design.
- Introducer pre-loaded with implant
  - Sizes: 20x30mm, 30x30mm, 40x30mm
- Highly controlled, single handed placement & operation
- Accommodates surgeon approach preference (lateral or anterior delivery).



## Implant Fixation

- Pre-loaded, multiple (2) anchor delivery in single pass
  - PDO resorbable material
  - Optimized design for both tendon and bone fixation
- Visualization and protection of anchor during delivery
- Simple, quick, single-handed & reproducible operation



LifeNet Exhibit 2012

Embodiment, et al. v. LifeNet, IPR2025-00249

Page 12



 **MICROBRAID<sup>®</sup>**  
Collagen Suture

*High Strength Biointegrative Suture*



# MICROBRAID Overview

## Advantages over conventional High-Strength Orthopedic Sutures:

- Biologic: Biostimulative collagen stimulates angiogenesis, promotes new collagen formation and bio-integration.
- Balanced: Controlled degradation of collagen as remodeling occurs, retaining strength of UHMWPE fibers
- Biocompatible: Novel cross-linking has no associated inflammatory response.
- Strength: Comparable strength to conventional UHMWPE products (i.e. FiberWire) for high demand applications such as RCR, M/L Instability, etc.)
- Versatile: RFR 1.5mm & 2.5mm, #2 RND, 2-0 RND



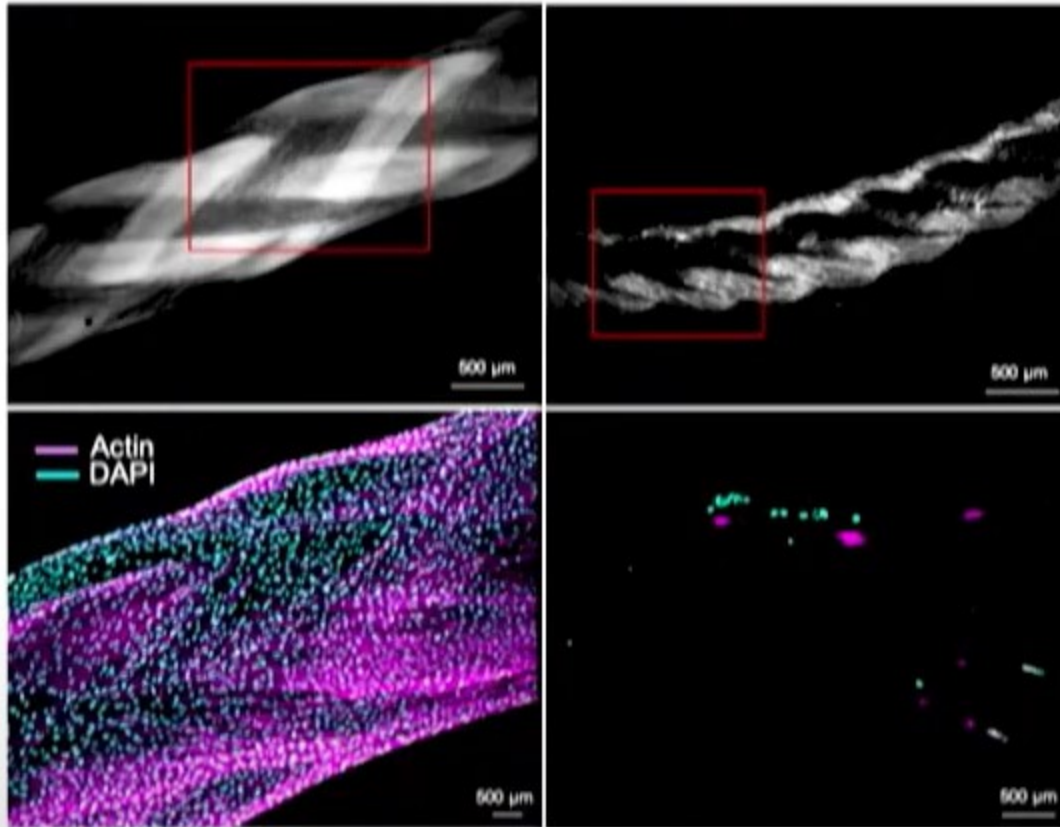
Product attributes are highly tuneable based % and size of collagen fiber



# MICROBRAID Bench Data

MICROBRAID

Collagen Coated  
UHMWPE (FiberWire)

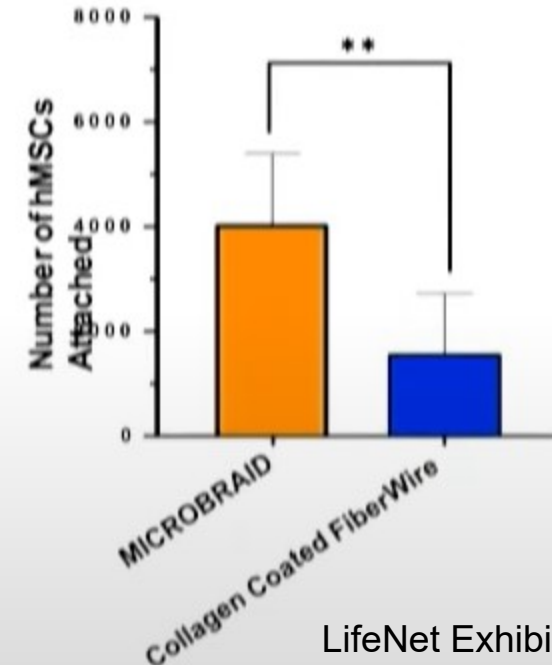


Human mesenchymal cell proliferation over 14 days

**MICROBRAID significantly higher cell attachment capacity compared to collagen coated FiberWire**

**MICROBRAID facilitates cell attachment and proliferation**

Human mesenchymal cell attachment over 24 hours



LifeNet Exhibit 2012  
Embodiment, et al. v. LifeNet, IPR2025-00249

# Focus on Clinical Data Generation

## Generate clinical data and long-term evidence

- Use 2021 to create clinical case series data demonstrating value across a breadth of indications:
  - Subscapularis (TSA) – Completed Q4 2021
  - Gluteus Medius Hip – Underway at OSU, Data Q1 2022
  - Foot & Ankle – Protocol in place, Data Q1 2022
- Multi-Ctr Subscapularis Registry underway. 5 sites
- Launch patient registry for Tapestry RC clearance to collect long-term efficacy data which will drive 2024/2025 revenue growth.
- Expand patient registry approach to include Subscapularis (TSA) and Hip Capsule.
- Position ourselves for long-term success with a portfolio of evidence.



LifeNet Exhibit 2012

Embodiment, et al. v. LifeNet, IPR2025-00249

Page 16



# Embodly Highlights

<b>Growing and Attractive Market</b>	<ul style="list-style-type: none"><li>• Targeting high growth Orthopedics applications for collagen value proposition</li><li>• Substantially de-risked with 500+ Tapestry Patients</li><li>• FDA 510(k) Clearance of Tapestry RC System in Q2 2022</li><li>• MICROBRAID™ Suture FDA 510(k) clearance in Q1 2023</li></ul>
<b>Novel next-generation regenerative material platform</b>	<ul style="list-style-type: none"><li>• Robust IP Portfolio with protection of surgical implants and proprietary components formulation together with state-of-the-art production techniques</li><li>• 9 US Patents, 18 Patent Families &amp; 27 Pending Applications</li><li>• Favorable COGs, 80%+ GM and a scalable manufacturing facility</li><li>• Scalable platform technology across Sports Medicine</li></ul>
<b>Seasoned and experienced team</b>	<ul style="list-style-type: none"><li>• Extensive orthopedic, device and biomaterials experience</li><li>• Successfully lead, commercialized and exited new technologies</li><li>• Strong Scientific and Clinical Advisor engagement</li></ul>