

2 February 2026

## ASX Announcement

# PolyNovo appoints distributor for Balkan markets, expanding European commercial footprint to an additional 22 million people.

PolyNovo Limited (**PolyNovo** or the **Company**) is pleased to announce the signing of a new distributor arrangement with Arbor Vitae International LLC, expanding the Company's existing commercial footprint to serve a further 22 million people across Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Albania, North Macedonia, Montenegro, and Kosovo.

### Highlights:

- Expands the Company's commercial reach into eight additional European markets via a cost-effective distribution model.
- Leverages Arbor Vitae International's local network of KOLs and the growing interest in NovoSorb® products across the region.
- Aligns with PolyNovo's disciplined European growth strategy.

The appointment of Arbor Vitae International LLC marks a significant step in full commercial coverage of continental Europe. This furthers our reach to 8 additional countries and 22 million people and demonstrates the execution of PolyNovo's capital light growth strategy supported by geographic expansion.

Surgeon interest in NovoSorb® matrices has increased in recent years, facilitated by PolyNovo's humanitarian supply of NovoSorb® BTM across the region. Arbor Vitae International LLC had a crucial role in supporting burn victims in the region by providing NovoSorb® BTM for patients injured in high-voltage train surfing accidents. In 2025, the company also responded quickly to a mass casualty event, delivering NovoSorb® BTM after a nightclub fire in North Macedonia claimed the lives of 63 and injured more than 200. PolyNovo products offered "excellent results" for patients suffering from severe burns and smoke inhalation.

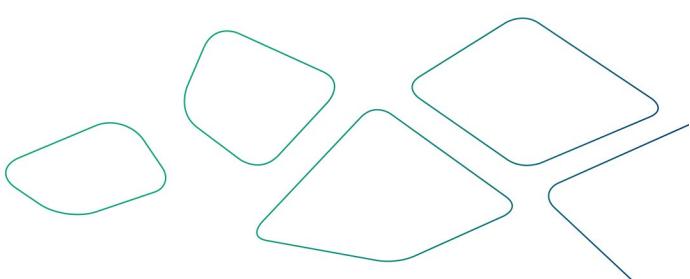
Arbor Vitae International LLC's network of key opinion leaders has supported market access and improved awareness among healthcare professionals, growing interest in the application of NovoSorb® matrices beyond acute burn care, including complex trauma and reconstructive surgery, which will expand the total addressable market over time.

**CEO, Bruce Peatey said:** *"This appointment reflects our strategy of expanding NovoSorb adoption through trusted regional partners with deep clinical relationships. Arbor Vitae International has demonstrated its ability to deliver both in urgent clinical settings and in structured market development, giving us confidence in sustainable growth across the Balkan region."*

**Chairman, Leon Hoare said:** *"We are pleased to welcome Arbor Vitae International as a distribution partner to provide access to the Balkan region. This partnership supports PolyNovo's journey to make NovoSorb technology available to additional national health systems, and we are delighted clinicians will now have access to PolyNovo's solutions."*



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**Chairman Ned Radojčić of Arbor Vitae International LLC, said:** “Our customers in the Balkans have become passionate advocates for NovoSorb® BTM, often through moments of adversity. We are energised by the opportunity to introduce this revolutionary solution to even more patients in eight new European markets, marking a significant milestone in our mission to lead in burn and wound care innovation throughout the region.”

This announcement has been authorised by PolyNovo Company Secretary, Jan Gielen.

#### About PolyNovo®

**PolyNovo (ASX: PNV)** is a leading medical technology company transforming the management of complex wounds. Headquartered in Melbourne, Australia, it has international operations in the United States, United Kingdom, India, Hong Kong and Singapore and several other markets supported by distributor partners.

The proprietary NovoSorb® polymer is addressing significant unmet needs in wound care, as evidenced by its clinical adoption and patient outcomes, and the Company is leveraging the technology platform to develop new products and markets.

Achievements to date, including continued revenue growth, profitability, numerous clearances and registrations, as well as market leadership in several geographies, provide a strong foundation for continued growth.

For more information see [polynovo.com](http://polynovo.com)

#### About NovoSorb® Technology

**NovoSorb® is a proprietary biodegradable polymer platform designed to support tissue regeneration in complex wound care.** The unique characteristics of NovoSorb® provide several key advantages including excellent biocompatibility, control over physical properties, a programmable bio-resorption profile and can be produced in many formats including film, fibre, foam, and coatings.

**NovoSorb® BTM** is a synthetic dermal scaffold for the regeneration of the dermis when lost through extensive surgery, trauma or burn. This innovative product was the first to be commercially available utilising NovoSorb® technology and is supported by a growing body of independent clinical evidence.

**NovoSorb® MTX** is PolyNovo's latest advanced wound care product; a fully synthetic dermal matrix, developed in response to surgeon demand for a dermal substitute without a temporising, sealing membrane. Since receiving FDA 510(k) clearance in 2022, NovoSorb® MTX has rapidly gained surgeon adoption and is emerging as a key driver of growth.