

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 15, 2022

TELA Bio, Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation)

001-37526
(Commission
File Number)

45-5320061
(I.R.S. Employer
Identification No.)

1 Great Valley Parkway, Suite 24
Malvern, Pennsylvania
(Address of principal executive offices)

19355
(Zip Code)

Registrant's telephone number, including area code: (484) 320-2930

Not Applicable
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class
Common Stock, par value \$0.001 per share

Trading Symbol(s)
TELA

Name of each exchange on which registered
Nasdaq Global Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

On August 15, 2022, TELA Bio, Inc. (the “*Company*”) updated information reflected in a corporate slide deck, which representatives of the Company will use in various meetings with investors from time to time. A copy of the presentation is attached hereto as Exhibit 99.1 and incorporated herein by reference.

The information furnished pursuant to Item 7.01, including Exhibit 99.1, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “*Exchange Act*”), or otherwise subject to the liabilities of that section, and shall not be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as expressly set forth by specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

The following exhibits are being furnished herewith:

Exhibit No.	Document
99.1	Corporate Slide Deck, dated August 15, 2022.
104	Cover Page Interactive Data File (embedded within the Inline XBRL document).

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

TELA BIO, INC.

By: /s/ Antony Koblisch
Name: *Antony Koblisch*
Title: *President, Chief Executive Officer and Director*

Date: August 15, 2022



A Soft-Tissue Preservation and Restoration Company

INVESTOR PRESENTATION

August 2022

Forward Looking Statements

This presentation contains forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts contained in this document, including but not limited to statements regarding possible or assumed future results of operations, business strategies, development plans, regulatory activities, market opportunity competitive position, potential growth opportunities, and the effects of competition, are forward-looking statements. These statements involve known and unknown risks, uncertainties and other important factors that may cause TELA Bio, Inc.'s (the "Company") actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "expect," "plan," "aim," "anticipate," "could," "intend," "target," "project," "contemplate," "believe," "estimate," "predict," "potential" or "continue" or the negative of these terms or other similar expressions. The forward-looking statements in this presentation are only predictions. The Company has based these forward-looking statements largely on its current expectations and projections about future events and financial trends that it believes may affect the Company's business, financial condition and results of operations. These forward-looking statements speak only as of the date of this presentation and are subject to a number of risks, uncertainties and assumptions, some of which cannot be predicted or quantified and some of which are beyond the Company's control, including, among others: the impact to the Company's business of the ongoing COVID-19 pandemic and the development of new variants of COVID-19, including but not limited to any impact on the Company's ability to market its products, demand for the Company's products due to deferral of procedures using the Company's products, the labor and staffing environment in the healthcare industry, or disruption in the Company's supply chain, the Company's ability to achieve or sustain profitability, the Company's ability to gain market acceptance for the Company's products and to accurately forecast and meet customer demand, the Company's ability to compete successfully, that data from earlier studies related to the Company's products and interim data from ongoing studies may not be replicated in later studies or indicative of future data, that data obtained from clinical studies utilizing the Company's products may not be indicative of outcomes in other surgical settings, the Company's ability to enhance the Company's product offerings, development and manufacturing problems, capacity constraints or delays in production of the Company's products, maintenance of coverage and adequate reimbursement for procedures using the Company's products, product defects or failures. These and other risks and uncertainties are described more fully in the "Risk Factors" section and elsewhere in the Company's filings with the Securities and Exchange Commission and available at www.sec.gov. You should not rely on these forward-looking statements as predictions of future events. The events and circumstances reflected in the Company's forward-looking statements may not be achieved or occur, and actual results could differ materially from those projected in the forward-looking statements. Moreover, the Company operates in a dynamic industry and economy. New risk factors and uncertainties may emerge from time to time, and it is not possible for management to predict all risk factors and uncertainties that the Company may face. Except as required by applicable law, we do not plan to publicly update or revise any forward-looking statements contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.

TELA Bio, Inc.

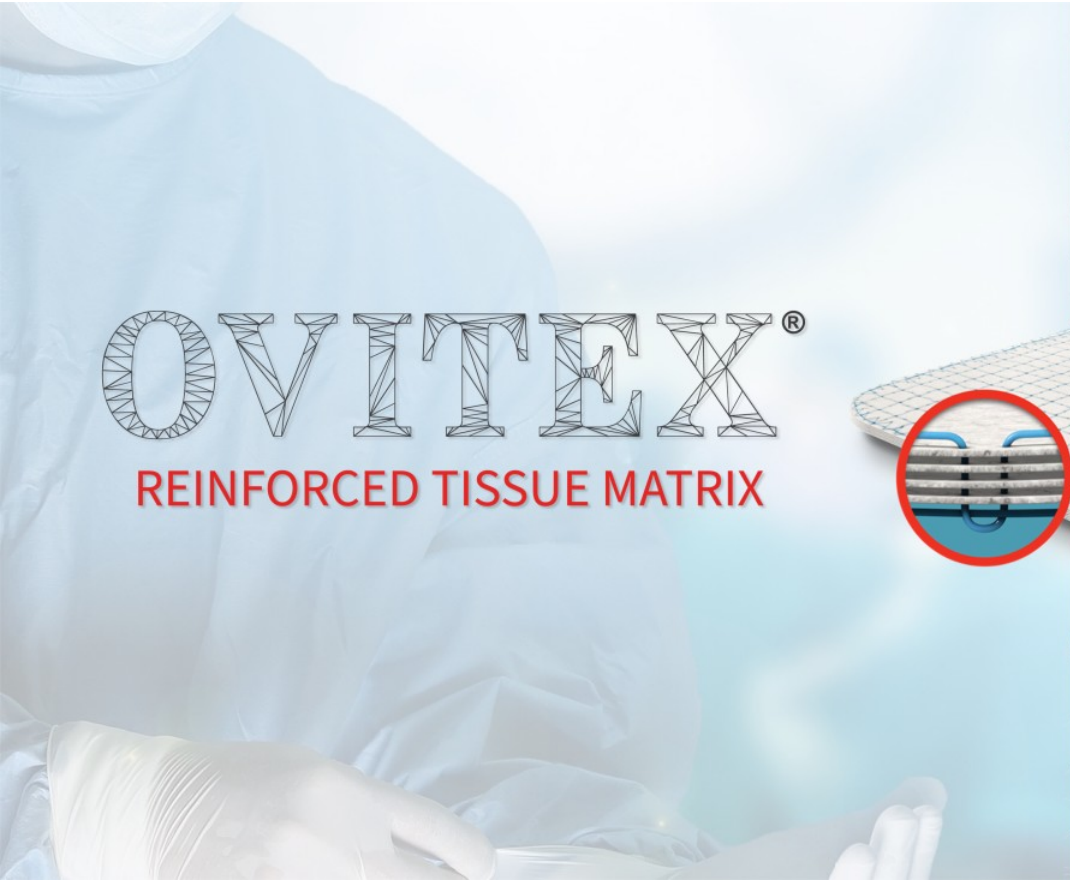
- ~\$2.2B US market opportunity¹
- Multiple innovative products offering attractive value propositions for hospitals
- Growing portfolio of offerings
- Compelling, expanding set of clinical data
- Increasing GPO/market access

Redefining soft tissue preservation and restoration with a differentiated category of tissue reinforcement materials

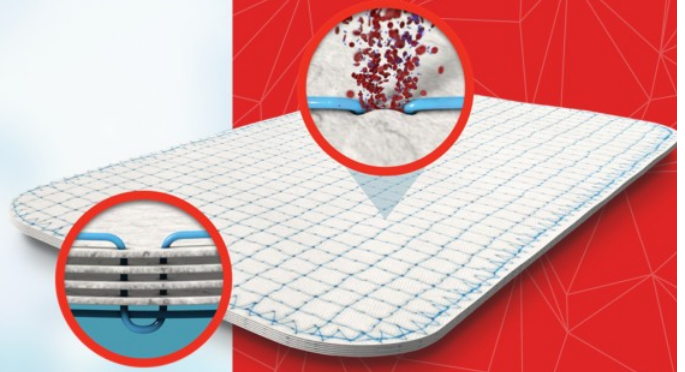
OVITEX[®]
REINFORCED TISSUE MATRIX

OVITEX[®] PRS
REINFORCED TISSUE MATRIX

¹ Management estimate. \$2.2B total includes \$1.5B hernia & abdominal wall reconstruction, \$0.7B plastic reconstructive surgery.

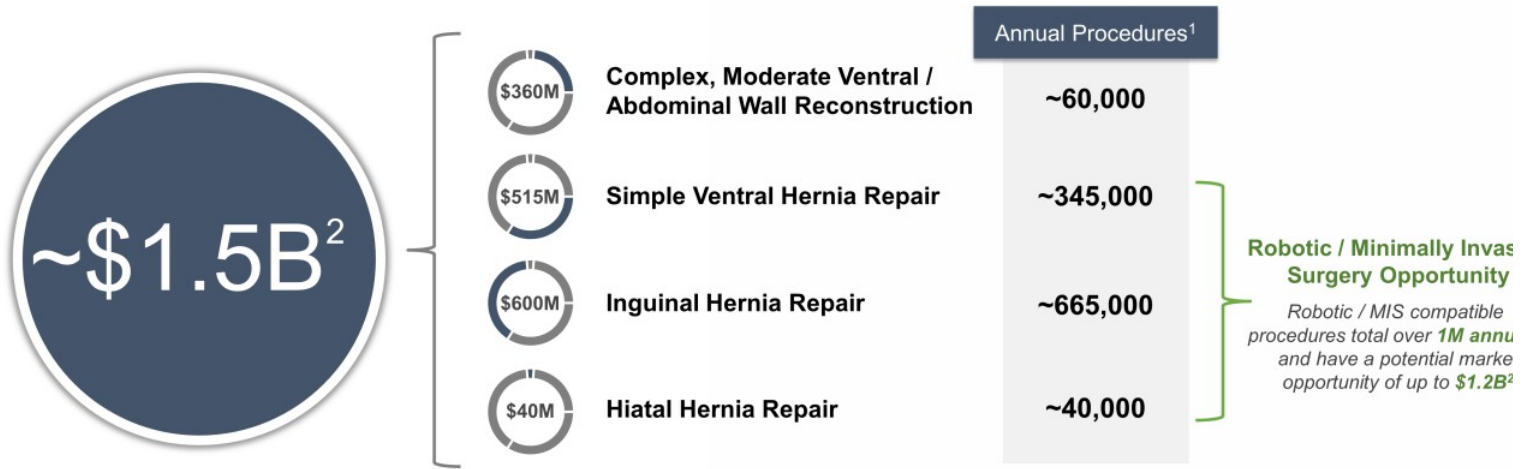


OVITEX[®]
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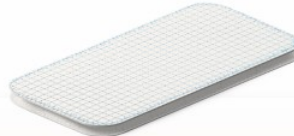
 **TELABIO[®]**
SCIENCE. VALUE. INNOVATION.

OviTex: ~\$1.5 Billion Annual U.S. Hernia Market Opportunity



¹Sources: Millennium Research Group Reports, IMS Health Data; iData Research MedSKU
²Management estimate. Market size based on volume and weighted average selling price for OviTex

OviTex Portfolio: Designed for a Range of Hernia Patients and Surgical Techniques



CONFIGURATION

OviTex LPR
 4-layer device, with "smooth side"
 suitable for intraperitoneal placement
Robot Compatible¹: Yes
Strength²: +
Viscera Contact²: Yes

OviTex
 4-layer device, not intended for
 intraperitoneal placement
Robot Compatible¹: Yes
Strength²: +
Viscera Contact²: Not recommended

OviTex 1S
 6-layer device, with "smooth side"
 suitable for intraperitoneal placement
Robot Compatible¹: Yes
Strength²: ++
Viscera Contact²: Yes

OviTex 2S
 8-layer device, with 2 "smooth sides"
 suitable for intraperitoneal placement
Robot Compatible¹: No
Strength²: +++
Viscera Contact²: Yes

COMPETITIVE SET

- Coated resorbable synthetic meshes
- Biologic meshes

- Resorbable synthetic meshes
- Biologic meshes

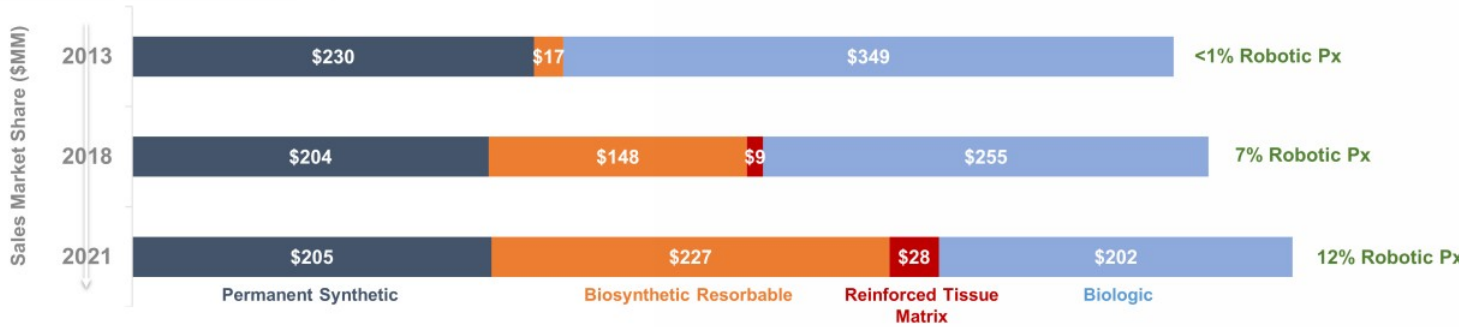
- Coated resorbable synthetic meshes
- Biologic meshes

- Biologic meshes

Images represent permanent polymer OviTex products. Resorbable polymer products have clear polymer. All trademarks and registered marks are property of their respective owners.
 1. Robot compatibility based on use of 10mm trocar. Robot compatibility of LPR and OviTex include sizes 400 cm² or less, Robot compatibility of OviTex 1S includes sizes 200 cm² or less
 2. Biomechanical data on file. + denotes relative level of strength.

Hernia Market Evolution

TELA Bio is gaining from a market shift by providing our reinforced “natural repair” solutions as an alternative to traditional Permanent Synthetics or Biologics



Increased Patient Awareness of Potential Risks & Litigation is driving a decrease in **Permanent Synthetic** share

Other factors:

- Patient Education
- Lack of Innovation

Biosynthetic Resorbable and Reinforced Tissue Matrix strengths:

- Clinical Evidence
- Robot Compatibility
- Cost-effectiveness
- Patient Choice & Shared Decision-making

Pricing Pressure & Clinical Utility in robotic / laparoscopic procedures is driving a significant decrease in **Biologic** share

Other factors:

- Lack of Sales Force Emphasis
- Lack of Innovation

\$ in millions

Sources for Sales Market Share (%): 2013 = IMS Hospital Supply Index; 2018 - 2021 = iData Research MedSKU

Sources for Total US Market Size: 2021 = DRG Hernia Repair Devices Report – 2021; 2013 - 2018 = Management Estimate

Sources for % Robotic Procedures (Px): 2018 - 2021 = DRG Hernia Repair Devices Report – 2021; 2013 = Management Estimate

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Need for Alternative to Permanent Synthetic Mesh

59%

of surgeons agree that use of permanent synthetic mesh puts patients at long-term risk of complications¹

3 of 4

Hernia patients want proactive control in their care²

~30K

Lawsuits against permanent synthetic meshes estimated to be assembled across the U.S.³

1. Hernia and Abdominal Surgeries Survey (Oct 2020). A group of 71 surgeons were surveyed regarding use of mesh in various hernia repair surgeries.
2. Figures derived from Company-sponsored poll of approximately 1,100 potential patients for hernia procedures.
3. www.drugwatch.com (September 2021)

Recurrence Rates: Studies Evaluating OviTex in Ventral Hernia Repairs

	Parker, 2020 ³	Ankey, Szotek et al., 2021 ⁵	DeNoto, 2022 (BRAVO) ⁶	Sivaraj, Nazerali et al., 2022 ⁷
Total enrolled patients	50	259	92	36
Length of follow-up	12 months	1 – 58 months	24 months	29 months (Median)
VHWG / MVHWG	32% grade 2 68% grade 3	-	57% grade 2 21% grade 3	33% grade 1 58% grade 2 8% grade 3
CDC wound class	70% > class I	-	20% > class I	89% class I-II
Incidence of SSO	36%	1.5%	38%	14%
Incidence of SSI	-	0.8%	20.7%	2.8%
Recurrence rate	6%	0.8%	2.6%¹	2.8%

Included Robot-Assisted Procedures



Source: Refer to "Clinical References" in this presentation.

¹ Kaplan-Meier survival estimate of recurrence rate

LOW RECURRENCE ALL APPLICATIONS WITH OVITEX

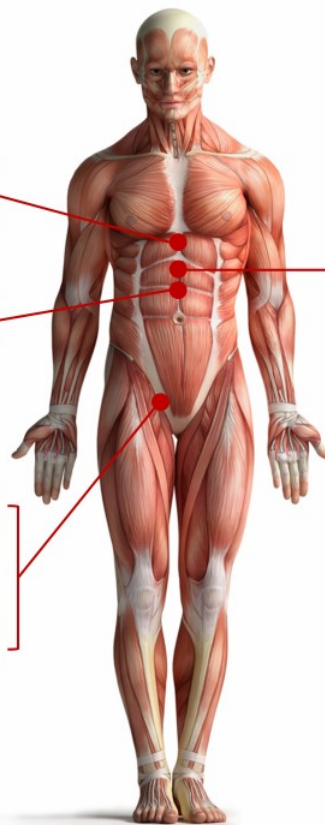


0% HIATAL
Sawyer – 2018^{8*}
25 patients
Average follow up 14 months

16% BRIDGED
DeNoto – 2022^{1*}
22 patients
Average follow up 23 months

0% INGUINAL
Ferzoco – 2018^{2*}
31 patients
Average follow up 13 months

1.6% INGUINAL
Ankey, Szotek et al. – 2021^{5*}
306 patients
Follow up 1-36 months



VENTRAL 2.8%

Sivaraj, Nazerali et al. – 2022⁷
36 patients
Average Follow-up 29 months

AWR 1.9%

Ankey, Szotek et al. – 2021^{5*}
54 patients
Follow-up 3-38 months

VENTRAL 0.8%

Ankey, Szotek et al. – 2021^{5*}
259 patients
Follow-up 1-58 months

VENTRAL 2.6%

DeNoto – 2022^{6*}
92 patients
Follow-up 24 months

VENTRAL 6%

Parker - 2020³
50 patients
Follow-up 12 months

AWR 8.7%

Sawyer – 2019^{4*}
23 patients
Average follow up 19 months

Source: Refer to "Clinical References" in this presentation.

* Indicates one or more surgeons are paid consultants of Tela Bio, Inc.

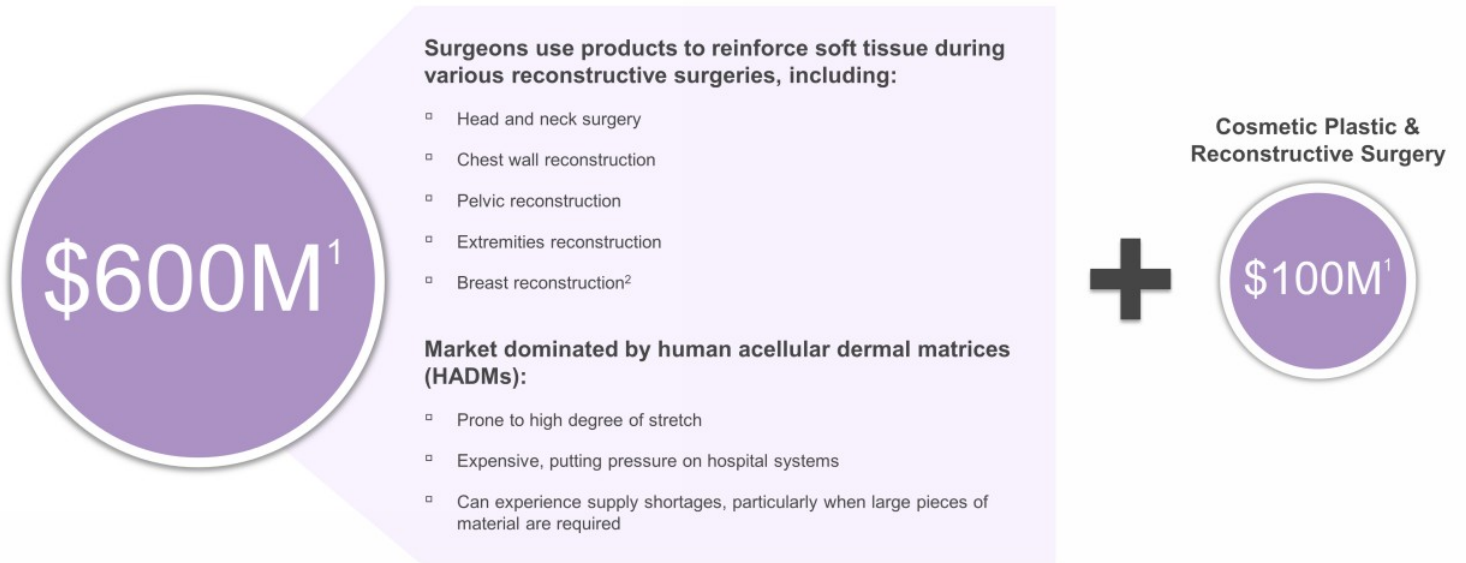
OVITEX[®] PRS

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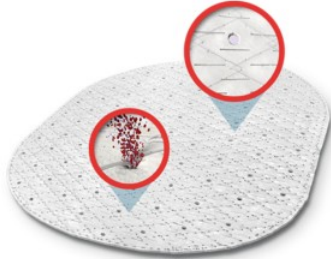
OviTex PRS: ~\$700 Million Annual U.S. Plastic and Reconstructive Surgery Market Opportunity



¹Management estimate. Source: iData Research MedSKU, Q3 2021. Market size based on sales of current biologics
²OviTex PRS has not been tested in breast surgical procedures

OviTex PRS: Specifically Designed for Plastic and Reconstructive Surgery

Available in both **2-layer resorbable (polyglycolic acid) polymer** or **3-layer permanent (polypropylene) polymer** reinforcing the same biologic material.²



An innovative reinforced tissue matrix designed to facilitate fluid management and control degree and direction of stretch

Product Features:

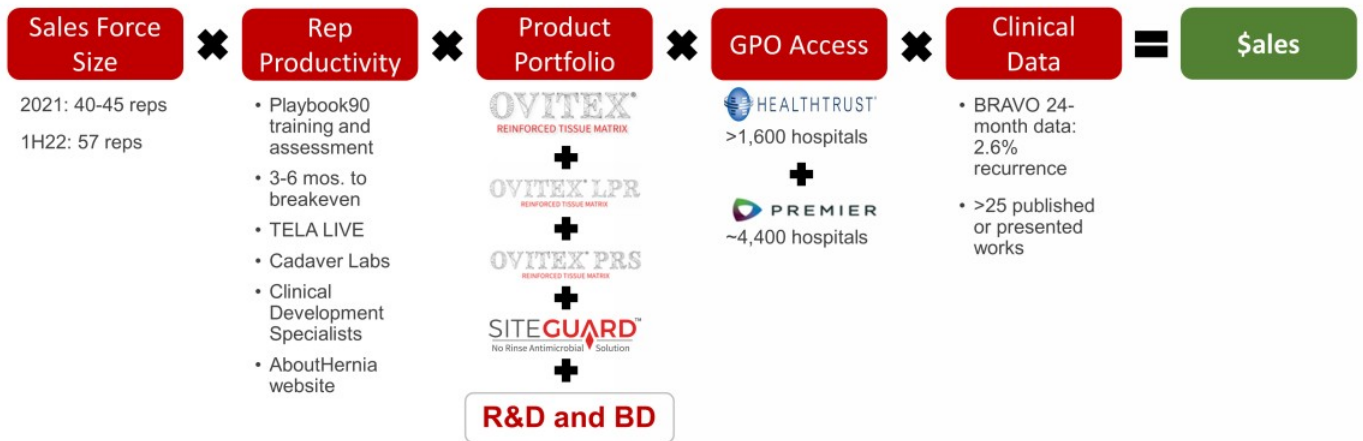
- Layers composed of biologic building block retain macromolecules for tissue regeneration³
- Diamond embroidery pattern and stents allow for directional flexibility
- Distinct permeability elements – micropores, macropores, and stents – designed to facilitate fluid management

OviTex PRS, compared to the market leading human ADM¹:

- Exhibited earlier host cell proliferation, collagen deposition and neovascularization
- Demonstrated tissue remodeling into mature, functional and organized collagen

¹ADM: Acellular Dermal Matrix. Non-human primate data on file. Animal testing results may not be indicative of clinical performance. ² Certain configurations available in two or three layers, see product catalog more information. ³ Lun S, Irvine S.M., Johnson K.D., Fisher N.J., Floden E. W., Negron L., Dempsey S.G., McLaughlin R.J., Vasudevamurthy M., Ward B.R., May B.C., A functional extracellular matrix biomaterial derived from ovine forestomach, *Biomaterials* 31(16) (2010) 4517-29.

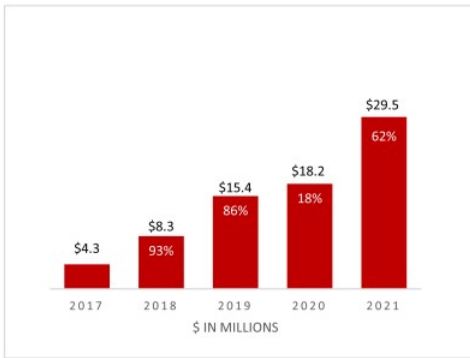
Driving Revenue Growth



TELA Bio is growing each factor that contributes to sales, providing for multi-year, long-term growth

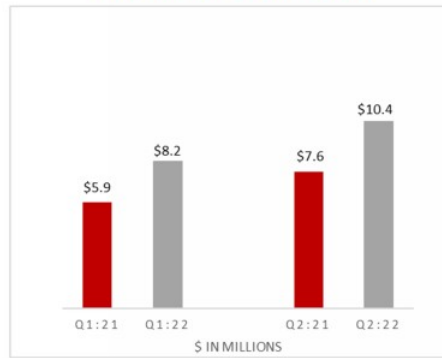
Delivering Revenue Growth

Annual Revenue



Quarter Revenue

YTD Revenue Growth: 39%



Q2 2022 Performance

- Revenue growth of 38% over corresponding period of 2021
- Cash and Cash equivalents (as of June 30, 2022): \$27.7M
- Entered GPO contract with Premier, Inc.
- Highlighted additional positive data from the BRAVO and ReBAR studies
- Secured an initial \$40 million debt tranche with an additional \$10 million potentially accessible in the future. Used a portion of proceeds to pay down prior \$30 million facility.

Investment Rationale



Advanced reinforced tissue matrix portfolio supported by compelling clinical evidence



Focused on ~\$2.2 billion annual U.S. total addressable markets – still in early stages of growth



Driving commercial adoption with targeted direct-sales approach



Recent product launches in growing markets: robotic hernia surgery + plastic and reconstructive surgery



Broad intellectual property portfolio



Established DRG-based reimbursement pathway for hernia repair and robust GPO access



Industry leading executive team with proven track record

CLINICAL REFERENCES

1. DeNoto G 3rd. Bridged repair of large ventral hernia defects using an ovine reinforced biologic: A case series. *Ann Med Surg (Lond)*. 2022 Mar 2;75:103446. doi: 10.1016/j.amsu.2022.103446. PMID: 35386793; PMCID: PMC8977941.
2. Ferzoco S.J. Early experience outcome of a reinforced Bioscaffold in inguinal hernia repair: A case series. *Int. J. Surg. Open*. 2018;12:9–11. doi: 10.1016/j.ijso.2018.06.001.
3. Parker MJ, Kim RC, Barrio M, Socas J, Reed LR, Nakeeb A, House MG, Ceppa EP (2021) A novel biosynthetic scaffold mesh reinforcement affords the lowest hernia recurrence in the highest-risk patients. *Surg Endosc*. 2021 Sep;35(9):5173-5178. doi: 10.1007/s00464-020-08009-1. Epub 2020 Sep 24. PMID: 32970208.
4. Sawyer M.A.J. (2019) Ovine Polymer-Reinforced BioScaffold in Abdominal Wall Reconstruction, Poster presented at: American Hernia Society (AHS) Annual Meeting 2019, Las Vegas, NV
5. Ankney C, Banaschak C, Sowers B, Szotek P (2021) Minimizing Retained Foreign Body in Hernia Repair Using a Novel Technique: Reinforced Biologic Augmented Repair (ReBAR). *Maples*. 2021 July
6. DeNoto G 3rd, Ceppa EP, Pacella SJ, Sawyer M, Slayden G, Takata M, Tuma G, Yunis J. 24-Month results of the BRAVO Study: A prospective, multi-center study evaluating the clinical outcomes of ventral hernias treated with OviTex 1S Permanent Reinforced Tissue Matrix. Abstract to be presented at: 2022 American Hernia Society (AHS) Meeting, September 14-16, 2022, Charlotte, NC.
7. Sivaraj, D, Henn, D, Fischer, KS, Trudy S. Kim, TS, Black, CK, Lin, JQ, Barrera, JA, Leeolou, MC, Makarewicz, NS, Chen, K, Perrault, DP, Gurtner, GC, Lee, GK, Nazerali, R Reinforced Biologic Mesh Reduces Postoperative Complications Compared to Biologic Mesh after Ventral Hernia Repair: *Plast Reconstr Surg Glob Open* 2022;10:e4083; doi: 10.1097/GOX.0000000000004083
8. Sawyer M.A.J. (2018) New Ovine Polymer-Reinforced Bioscaffold in Hiatal Hernia Repair. *JSLs J. Soc. Laparoendosc. Surg*. 2018;22 doi: 10.4293/JSLs.2018.00057.