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): March 21, 2023

TELA Bio, Inc.
(Exact name of registrant as specified in its charter)

Delaware	**001-39130**	**45-5320061**
(State or other jurisdiction of incorporation)	(Commission File Number)	(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	**Trading Symbol(s)**	**Name of each exchange on which registered**
Common Stock, par value $0.001 per share	**TELA**	**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 2.02 Results of Operations and Financial Condition.

On March 21, 2023, TELA Bio, Inc. (the "***Company***") issued a press release announcing its financial results for the fourth quarter of 2022 and the fiscal year ended December 31, 2022. A copy of this press release is furnished as Exhibit 99.1 hereto.

The information furnished pursuant to this Item 2.02, 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 (the "***Securities Act***"), or the Exchange Act, except as expressly set forth by specific reference in such filing.

Item 7.01 Regulation FD Disclosure.

On March 21, 2023, 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 99.2, and incorporated herein by reference.

The information furnished pursuant to Item 7.01, including Exhibit 99.2, shall not be deemed "filed" for purposes of Section 18 of 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 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	Press Release of TELA Bio, Inc., dated March 21, 2023.
99.2	Corporate Slide Deck, dated March 21, 2023.
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 Koblish
Name: *Antony Koblish*
Title: *President, Chief Executive Officer and Director*

Date: March 21, 2023

Exhibit 99.1

TELA Bio Reports Fourth Quarter and Full Year 2022 Financial Results

MALVERN, PA, March 21, 2023 -- TELA Bio, Inc. ("TELA Bio"), a commercial-stage medical technology company focused on providing innovative soft-tissue reconstruction solutions that optimize clinical outcomes by prioritizing the preservation and restoration of the patient's own anatomy, today reported financial results for the fourth quarter and full year ended December 31, 2022.

Recent Highlights

- Reported revenue of $11.6 million for the fourth quarter and $41.4 million for the full year 2022, representing growth of 39% and 41%, respectively, over the corresponding periods of 2021;
- Increased demand for OviTex® and OviTex PRS Reinforced Tissue Matrix products during the full year 2022, resulting in a year-over-year revenue increase for each product of approximately 26% and 92%, respectively;
- Announced U.S. commercial launch of NIVIS™ Fibrillar Collagen Pack to expand product portfolio into healing of surgical wounds;
- Announced U.S. Commercial Launch of Two New OviTex LPR device configurations to support repair of large abdominal hernias using robotic and laparoscopic techniques; and
- Awarded a three-year dual-source agreement in the biosynthetic category with a national group purchasing organization (GPO).

"TELA has completed yet another year of impressive growth, achieving a 41% year-over-year increase in annual revenues, in spite of significant macroeconomic headwinds throughout the year that at times resulted in lower than expected procedure volumes," said Antony Koblish, co-founder, President and Chief Executive Officer of TELA Bio. "Our growing product portfolio, including the introduction of complimentary soft tissue preservation and restoration initiatives along with OviTex products specifically designed to expand our reach in robotic and larposcopic procedures, should continue to drive market share for our OviTex products. We expect that these additions, coupled with our compelling clinical data and widening GPO access will lead to increased adoption of our products. We remain confident in an exceptionally solid foundation for expansion, and we anticipate our broadening sales team will continue to sustain meaningful revenue growth throughout 2023. "

Fourth Quarter 2022 Financial Results

Revenue was $11.6 million in the fourth quarter of 2022, an increase of 39% compared to the same period in 2021. The increase was due to the expansion of our commercial organization, increased penetration within existing customer accounts, and stronger international sales.

Gross profit was $8.2 million in the fourth quarter of 2022, or 70% of revenue, compared to $5.7 million, or 68% of revenue, in the same period in 2021. The increase in gross margin was primarily due to a decrease in the reserve for excess and obsolete inventory as a percentage of revenue as compared to the prior year.

Operating expenses were $17.6 million in the fourth quarter of 2022, compared to $13.3 million in the same period in 2021. The increase was due to higher salaries and employee-related expenses from additional headcount as we continue to expand our organization, increased travel expenses and increased consulting fees.

Loss from operations was $9.4 million in the fourth quarter of 2022, compared to a loss from operations of $7.7 million in the same period in 2021.

Net loss was $10.0 million in the fourth quarter of 2022, compared to a net loss of $8.6 million in the same period in 2021.

Full Year 2022 Financial Results

Revenue was $41.4 million for the full year 2022, an increase of 41% compared to the full year 2021. The increase in revenue was primarily driven by an increase in unit sales of our products due to the expansion of our commercial organization, increased penetration within existing customer accounts, and stronger international sales.

Gross profit was $27.0 million for the full year 2022, or 65% of revenue, compared to $18.8 million, or 64% of revenue, for the full year 2021. The gross margin increase was due primarily to a decrease in the reserve for excess and obsolete inventory as a percentage of revenue as compared to the prior year which offset the increase in amortization of intangible assets.

Operating expenses were $66.1 million for the full year 2022, compared to $48.3 million for the full year 2021. The increase was due to higher salaries and employee-related expenses from additional headcount as we continue to expand our organization, increased travel expenses, increased consulting fees and an increased research and development investment.

Loss from operations was $39.0 million for the full year 2022, compared to a loss from operations of $29.5 million for the full year 2021.

Net loss was $44.3 million for the full year 2022, compared to a net loss of $33.3 million for the full year 2021.

Cash and cash equivalents on December 31, 2022 totaled $42.0 million.

2023 Financial Guidance

Full year 2023 revenue is projected to range from $60 million to $65 million, reflecting growth of 45% to 57% over full year 2022.

Conference Call

TELA Bio will host a conference call at 4:30 p.m. Eastern Time on Tuesday, March 21, 2023 to discuss its fourth quarter and full year 2022 financial results. Investors interested in listening to the conference call should register online. Participants are required to register a day in advance or at minimum 15 minutes before the start of the call. A replay of the webcast can be accessed via the Events & Presentations page of the investor section of TELA Bio's website.

About TELA Bio, Inc.

TELA Bio, Inc. (NASDAQ: TELA) is a commercial-stage medical technology company focused on providing innovative technologies that optimize clinical outcomes by prioritizing the preservation and restoration of the patient's own anatomy. The Company is committed to providing surgeons with advanced, economically effective soft-tissue reconstruction solutions that leverage the patient's natural healing response while minimizing long-term exposure to permanent synthetic materials. For more information, visit www.telabio.com.

Caution Regarding Forward-Looking Statements

This press release contains forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. Words such as "may," "might," "will," "should," "believe," "expect," "anticipate," "estimate," "continue," "predict," "forecast," "project," "plan," "intend" or similar expressions, or statements regarding intent, belief, or current expectations are forward-looking statements and reflect the current beliefs of TELA Bio's management. Such forward-looking statements include statements relating to our expected revenue and revenue growth for the full year 2023. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and other factors that could cause actual results and events to differ materially and adversely from those indicated by such forward-looking statements including, among others: the impact to our business from macroeconomic conditions, including the ongoing response to the COVID-19 pandemic, recessionary concerns, banking instability, and inflationary pressures, potentiallyimpacting our ability to market our products, demand for our products due to the deferral of elective procedures, the labor and staffing environment in the healthcare industry, disruption in our supply chain, or pricing pressures concerning our products or the procedures using our products; our ability to achieve or sustain profitability; our ability to gain market acceptance for our products and to accurately forecast and meet customer demand; our ability to compete successfully; that data from earlier studies related to our 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 using our product may not be indicative of outcomes in other surgical settings; our ability to enhance our product offerings; development and manufacturing problems; capacity constraints or delays in production of our products; maintenance of coverage and adequate reimbursement for procedures using our products; product defects or failures. These risks and uncertainties are described more fully in the "Risk Factors" section and elsewhere in our filings with the Securities and Exchange Commission and available at www.sec.gov, including in our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. Any forward-looking statements that we make in this announcement speak only as of the date of this press release, and TELA Bio assumes no obligation to update forward-looking statements whether as a result of new information, future events or otherwise after the date of this press release, except as required under applicable law.

Investor Contact
Greg Chodaczek
332-895-3230
ir@telabio.com

TELA Bio, Inc.
Consolidated Balance Sheets
(In thousands, except share and per share amounts)
(Unaudited)

	December 31,	
	2022	**2021**
Assets		
Current assets:		
Cash and cash equivalents	$ 42,019	$ 43,931
Accounts receivable, net	6,621	4,234
Inventory	11,792	7,658
Prepaid expenses and other assets	2,015	3,232
Total current assets	62,447	59,055
Property and equipment, net	1,682	1,186
Intangible assets, net	2,499	2,303
Right-of-use assets	1,227	—
Total assets	$ 67,855	$ 62,544
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	$ 1,534	$ 2,414
Accrued expenses and other current liabilities	10,869	8,161
Total current liabilities	12,403	10,575
Long-term debt	39,916	—
Long-term debt with related party	—	31,491
Other long-term liabilities	1,231	380
Total liabilities	53,550	42,446
Stockholders' equity:		
Preferred stock; $0.001 par value: 10,000,000 shares authorized; no shares issued and outstanding	—	—
Common stock; $0.001 par value: 200,000,000 shares authorized; 19,165,027 and 14,529,606 shares issued and 19,165,027 and 14,529,577 shares outstanding at December 31, 2022 and December 31, 2021, respectively	19	15
Additional paid-in capital	288,361	250,064
Accumulated other comprehensive income (loss)	150	(52)
Accumulated deficit	(274,225)	(229,929)
Total stockholders' equity	14,305	20,098
Total liabilities and stockholders' equity	$ 67,855	$ 62,544

TELA Bio, Inc.
Consolidated Statements of Operations and Comprehensive Loss
(In thousands, except share and per share amounts)
(Unaudited)

	Three Months Ended December 31,		Year Ended December 31,	
	2022	2021	2022	2021
Revenue	$ 11,622	$ 8,374	$ 41,418	$ 29,463
Cost of revenue (excluding amortization of intangible assets)	3,351	2,639	13,570	10,346
Amortization of intangible assets	95	76	804	304
Gross profit	8,176	5,659	27,044	18,813
Operating expenses:				
Sales and marketing	11,647	8,313	43,252	29,062
General and administrative	3,242	3,275	13,862	12,459
Research and development	2,726	1,725	8,937	6,743
Total operating expenses	17,615	13,313	66,051	48,264
Loss from operations	(9,439)	(7,654)	(39,007)	(29,451)
Other (expense) income:				
Interest expense	(1,174)	(922)	(4,051)	(3,597)
Loss on extinguishment of debt	—	—	(1,228)	—
Other income (expense)	634	(43)	(10)	(228)
Total other expense	(540)	(965)	(5,289)	(3,825)
Net loss	$ (9,979)	$ (8,619)	$ (44,296)	$ (33,276)
Net loss per common share, basic and diluted	$ (0.52)	$ (0.59)	$ (2.72)	$ (2.30)
Weighted average common shares outstanding, basic and diluted	19,159,649	14,508,937	16,267,678	14,473,213

Exhibit 99.2

TELABIO®

A Soft-Tissue Preservation and Restoration Company

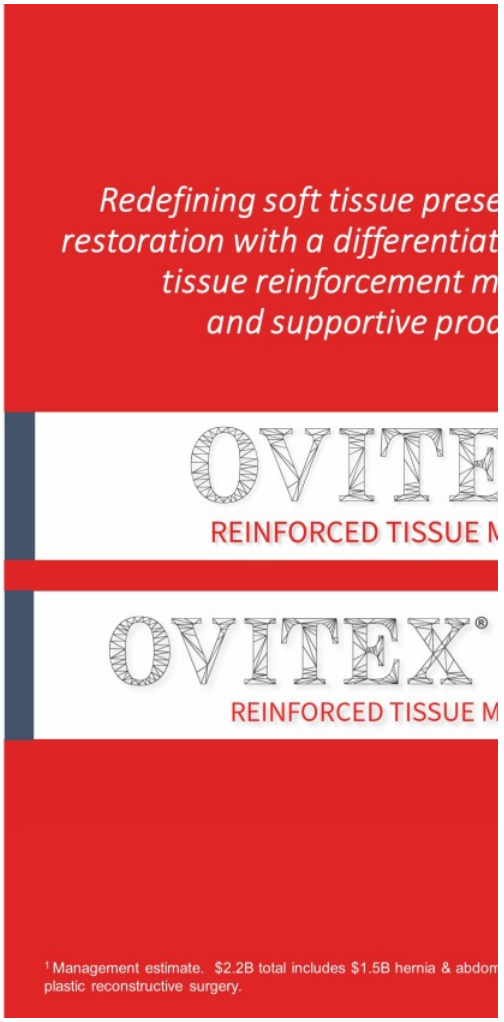
INVESTOR PRESEN

Forward Looking Statements

This presentation contains forward-looking statements within the meaning of The Private Securities Litigation Reform Act of 1995. All statements other t
of historical facts contained in this document, including but not limited to statements regarding possible or assumed future results of operations, busines
development plans, regulatory activities, market opportunity competitive position, potential growth opportunities, and the effects of competition, are forwa
statements. These statements involve known and unknown risks, uncertainties and other important factors that may cause TELA Bio, Inc.'s (the "Compa
results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forwa
statements. In some cases, you can identify forward-looking statements by terms such as "may," "will," "should," "expect," "plan," "aim," "anticipate," "cou
"target," "project," "contemplate," "believe," "estimate," "predict," "potential" or "continue" or the negative of these terms or other similar expressions. The
statements in this presentation are only predictions. The Company has based these forward-looking statements largely on its current expectations and p
about future events and financial trends that it believes may affect the Company's business, financial condition and results of operations. These forward-
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
quantified and some of which are beyond the Company's control, including, among others: the impact to the Company's business from macroeconomic
including the ongoing response to the COVID-19 pandemic, recessionary concerns, banking instability, and inflationary pressures, potentially impacting
market our products, demand for our products due to the deferral of elective procedures, the labor and staffing environment in the healthcare industry, d
supply chain, or pricing pressures concerning our products or the procedures using our products; our ability to achieve or sustain profitability; the Compa
gain market acceptance for the Company's products and to accurately forecast and meet customer demand; the Company's ability to compete successf
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
obtained from clinical studies utilizing the Company's products may not be indicative of outcomes in other surgical settings; the Company's ability to enh
Company's product offerings; development and manufacturing problems; capacity constraints or delays in production of the Company's products; mainte
coverage and adequate reimbursement for procedures using the Company's products; product defects or failures. These and other risks and uncertainti
described more fully in the "Risk Factors" section and elsewhere in the Company's filings with the Securities and Exchange Commission and available a
You should not rely on these forward-looking statements as predictions of future events. The events and circumstances reflected in the Company's forw
statements may not be achieved or occur, and actual results could differ materially from those projected in the forward-looking statements. Moreover, th
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
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-look
contained herein, whether as a result of any new information, future events, changed circumstances or otherwise.

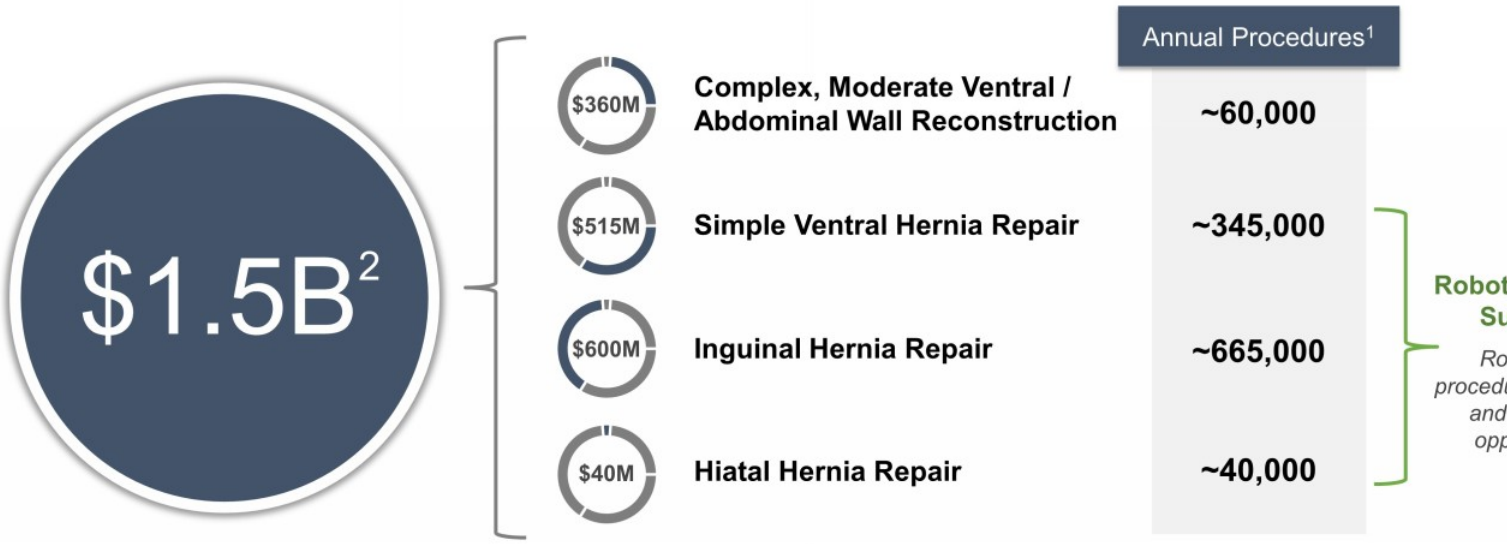
TELA Bio, Inc.

- Advanced reinforced tissue matrix portfolio supported by compelling clinical evidence
- $2.2B US market opportunity[1] – 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
- Highly accomplished executive team with proven track record



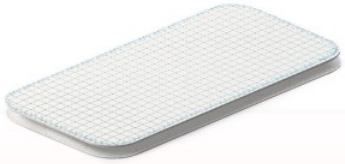
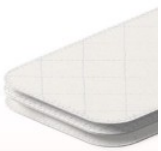

OVITEX®
REINFORCED TISSUE MATRIX
SCIENCE. VALU

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



[1]Sources: Millennium Research Group Reports, IMS Health Data; iData Research MedSKU
[2]Management 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 Compatible[1]:** Yes **Strength[2]:** + **Viscera Contact[2]:** Yes	 **OviTex** 4-layer device, not intended for intraperitoneal placement **Robot Compatible[1]:** Yes **Strength[2]:** + **Viscera Contact[2]:** Not recommended	 **OviTex 1S** 6-layer device, with “smooth side” suitable for intraperitoneal placement **Robot Compatible[1]:** Yes **Strength[2]:** ++ **Viscera Contact[2]:** Yes	 **OviTex 2S** 8-layer device, suitable for intra **Robot Compa** **Strength[2]:** +++ **Viscera Contac**
COMPETITIVE SET	• Coated resorbable synthetic meshes BD *Phasix ST* • Biologic meshes abbvie *Strattice Laparoscopic*	• Resorbable synthetic meshes BD *Phasix* GORE *Bio-A* • Biologic meshes abbvie *Strattice* INTEGRA *SurgiMend* BD *XenMatrix*	• Coated resorbable synthetic meshes BD *Phasix ST* • Biologic meshes abbvie *Strattice* INTEGRA *SurgiMend* BD *XenMatrix*	• Biologic mes abbvie *Strattice*

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 cm^2 or less. Robot compatibility of OviTex 1S includes sizes 200 cm^2 or less
2. Biomechanical data on file.
3. OviTex 1S and OviTex 2S were shown to not adhere in an animal model. Rabbit data on file. Correlation to results in humans has not been established.

Need for Alternative to Permanent Synthetic Mes

59% of surgeons agree that use of permanent synthetic mesh puts patients at long-term ris complications[1]

3 of 4 Hernia patients want proactive control in their care[2]

~30K Lawsuits against permanent synthetic meshes estimated to be assembled across the

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)

Favorable Results of OviTex in Ventral Hernia Re

Comparisons to synthetic mesh and leading generation one biol

	Parker et al.[3]		Ankney et al.[5]	Sivaraj et al.[7]		
Total enrolled patients	**50 OviTex**	50 Polypropylene	**259 OviTex**	**36 OviTex**	51 Strattice	17 Permacol
Length of follow-up	**12 months**	12 months	**1 – 59 months**	**29 months (median)**	34.6 months (median)	58.4 months (median)
mVHWG	**32% grade 2 68% grade 3[a]**	94% grade 2 6% grade 3	**-**	**33% grade 1 58% grade 2 8% grade 3**	17% grade 1 79% grade 2 4% grade 3	18% grade 1 71% grade 2 12% grade 3
CDC wound class	**70% CDC class II+ [a]**	94% CDC class I	**-**	**89% class I-II**	86% class I-II	94% class I-II
Incidence of SSO	**36%***	22%*	**1.5%**	**17%***	47%*	53%*
Incidence of SSI	**-**	-	**0.8%**	**2.8%[b]**	12.5%	11.8%
Recurrence rate	**6%**	12%	**0.8%**	**2.8%[c]**	13.7%[c]	29.4%

*Overall complications including SSI

a – OviTex patients were more complicated with a significantly higher mVHWG distribution and CDC wound classification compared to polypropylene patients

b – OviTex patients experienced significantly less complications than patients receiving the other three biologics

c - OviTex and Strattice patients had a statistically lower recurrence rate than patients receiving the other two biologics

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

Positive 24-month BRAVO results in ventral hern

OviTex performance contextualized alongside recent publication leading competitive products

	DeNoto et al. (BRAVO)[6]	Harris et al. (PRICE) [10]		Roth et al.[11]
Total enrolled patients	92 **OviTex**	82 Strattice	83 Ventralight ST or Bard Soft Mesh	121 Phasix
Length of follow-up	24 months	26 months		36 months
mVHWG	78% grade 2-3	-		-
CDC wound class	95% class I-II	90% class I-II	93% class I-II	100% class I
Surgical technique	Open (65%) Laparoscopic (13%) Robotic (22%)	Open	Open	Open
Incidence of SSO	38% (includes SSI)	21% (excludes SSI)	22% (excludes SSI)	-
Incidence of SSI	20.7%	39%	34%	9%*
Recurrence rate	**2.6%***	40% (overall) 34% (class I wounds)	22% (overall) 28% (class I wounds)	17.9%*

* Kaplan-Meier survival estimate

**No head-to-head clinical studies have been conducted. Due to differences in patient population, surgeons, surgical technique, and other variables, direct comparisons of results must be made with caution. For a comparative discussion of these studies, please see G. DeNoto, E.P. Ceppa, S.J. Pacella, M. Sawyer, G. Slayden, M. Takata, G. Tuma, J. Yunis, 24-Month results of the BRAVO study: A prospective, multi-center study evaluating the clinical outcomes of a ventral hernia cohort treated with OviTex® 1S permanent reinforced tissue matrix, Ann Medicine Surg 2022, 83, 104745.

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

LOW RECURRENCE ALL APPLICATIONS WITH OVITEX

0% HIATAL

Sawyer – 2018[8*]
25 patients
Average follow-up 14 months

16% BRIDGED

DeNoto – 2022[1*]
19 patients
Average follow-up 23 months

0% INGUINAL

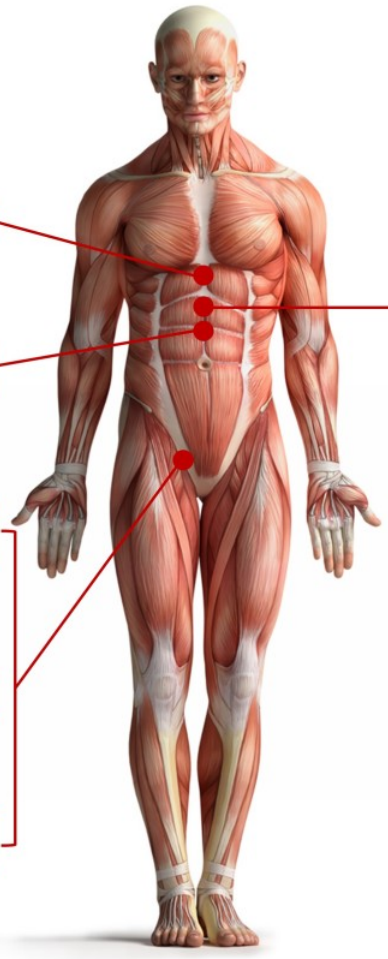
Ferzoco – 2018[2*]
31 patients
Average follow-up 13 months

1.6% INGUINAL

Ankney, Szotek et al. – 2021[5*]
306 patients
Follow-up 1-36 months

1.8% INGUINAL

Banaschak, Szotek – 2022[9*]
157 hernias (126 patients)
Follow-up at least 24 months



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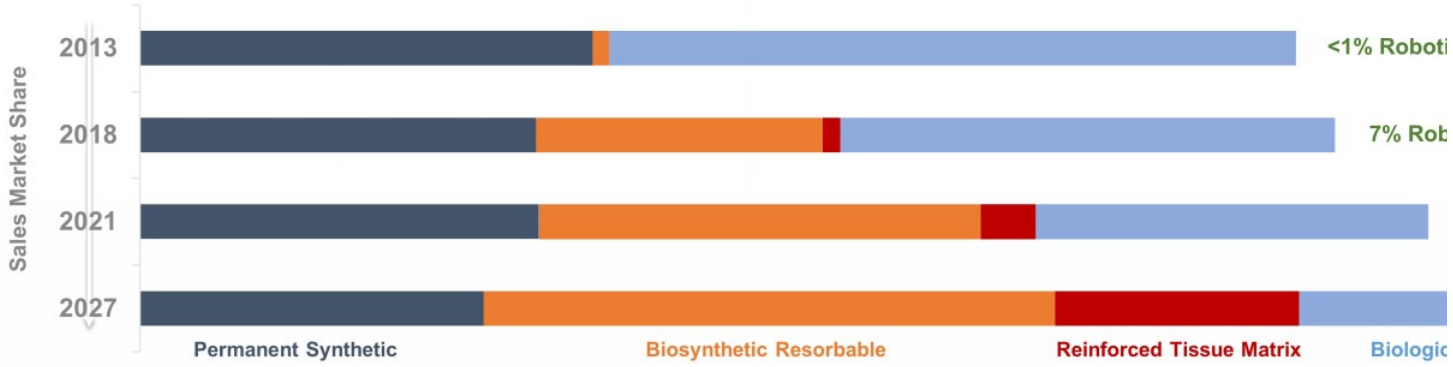
Source: Refer to "Clinical References" in this presentation.
* Indicates one or more surgeons are paid consultants of Tela Bio, Inc.

Hernia Market Evolution

TELA Bio is gaining from a market shift by providing our reinforced "natural repair" solutions as an altern traditional Permanent Synthetics or Biologics



Biosynthetic Resorbable *and* ***Reinforced Tissue Matrix*** ***strengths****:*

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

Sources for Sales Market Share (%): 2009 - 2013 = IMS Hospital Supply Index; 2018 - 2021 = iData Research MedSKU; 2027 = Management Estimate
Sources for Total US Market Size: 2021 - 2027 = DRG Hernia Repair Devices Report – 2021; 2013 - 2018 = Management Estimate
Sources for % Robotic Procedures (Px): 2018 - 2027 = DRG Hernia Repair Devices Report – 2021: 2013 = Management Estimate


OVITEX® PRS
REINFORCED TISSUE MATRIX
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U.S. Plastic and Reconstructive Surgery Market: ~$700 Million Annual Opportunity

$600M[1]

Surgeons use products to reinforce soft tissue during various reconstructive surgeries, including:

- Head and neck surgery
- Chest wall reconstruction
- Pelvic reconstruction
- Extremities reconstruction
- Breast reconstruction[2]

Market dominated by human acellular dermal matrices (HADMs):

- Prone to high degree of stretch
- Expensive, putting pressure on hospital systems
- Can experience supply shortages, particularly when large pieces of material are required

+

Cosme
Reconstr

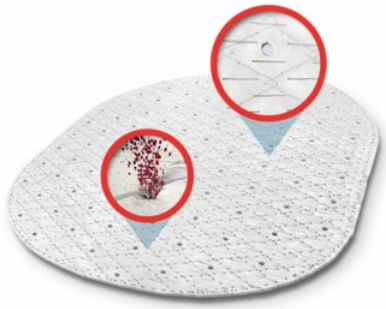
$1

[1]Management estimate. Source: iData Research MedSKU, Q3 2021. Market size based on sales of current biologics
[2]OviTex PRS not indicated for breast reconstructions

OviTex PRS: Specifically Designed for Plastic an Reconstructive Surgery

An innovative reinforced tissue matrix des improve outcomes by facilitating fluid man and controlling degree and direction of s

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



Product Features:

- Layers composed of biologic building block retain significant macromolecules for tissue regeneratio
- Diamond embroidery pattern and stents allow for flexibility
- Distinct permeability elements – micropores, mac and stents – designed to facilitate fluid managem

OviTex PRS compared to market leading h

- Exhibited earlier host cell proliferation, collagen d neovascularization
- Demonstrated tissue remodeling into mature, fun organized collagen

1. Certain configurations available in two or three layers, see product catalog more information. 2. 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.
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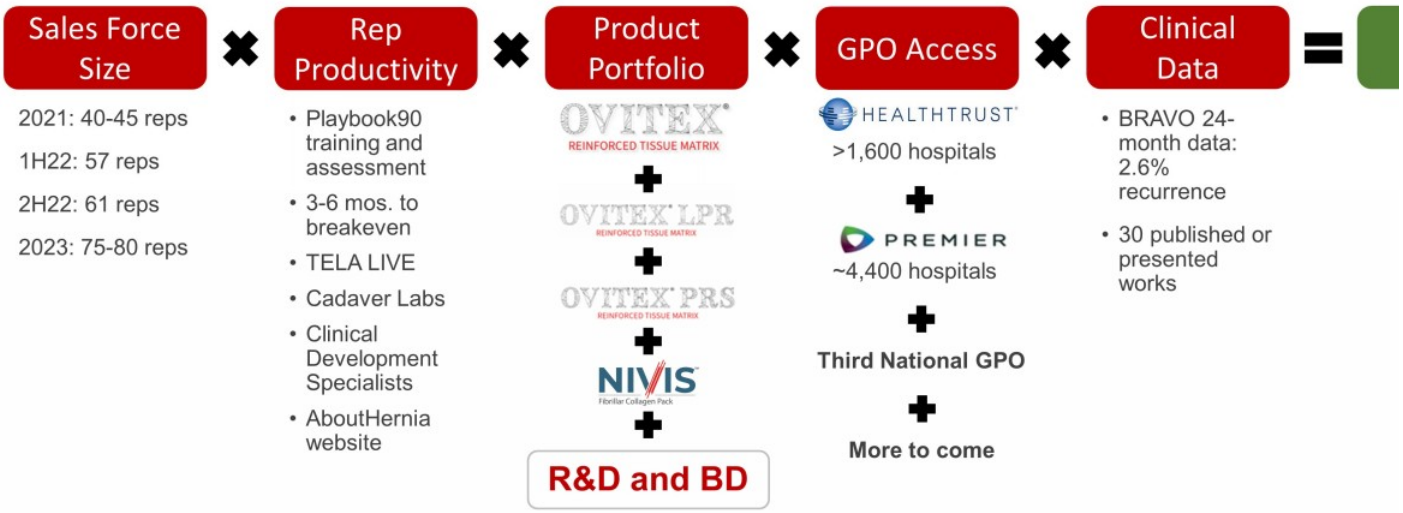
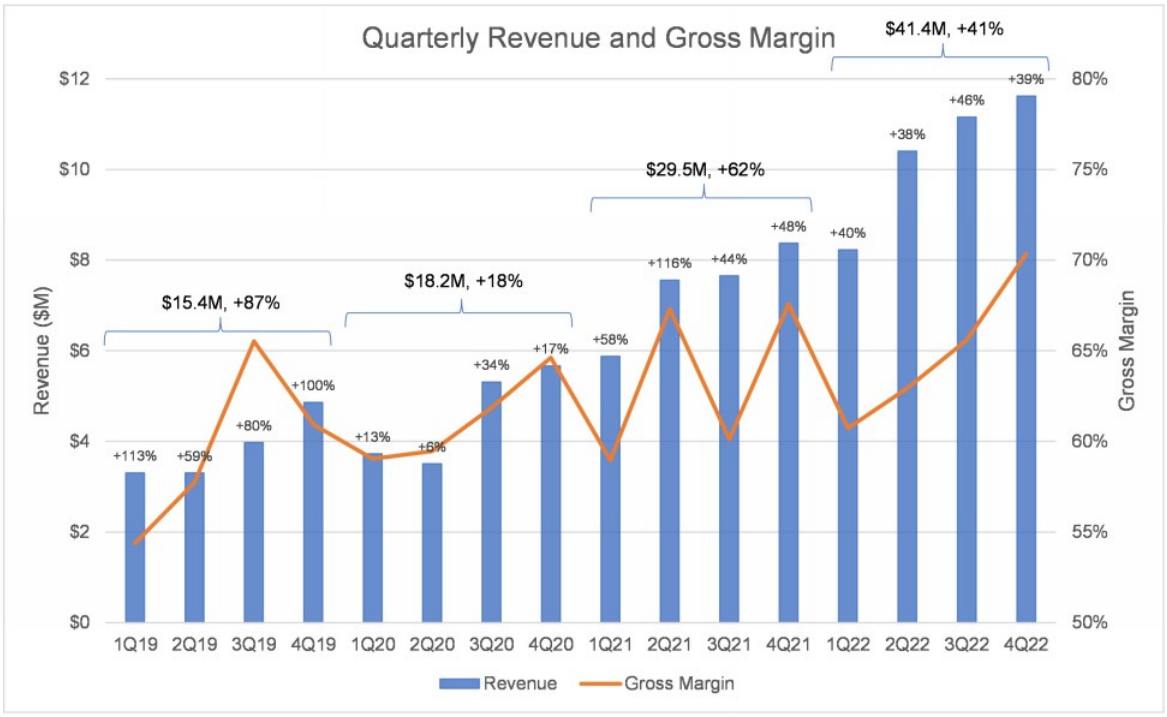
Driving Revenue Growth



TELA Bio is growing <u>each</u> factor that contributes to sales, providin multi-year, long-term growth

Delivering Revenue Growth and Margin Improver



Q4 2022 Perf

- Revenue growth
  corresponding pe
- Gross Margin of
- Cash and Cash e
  December 31, 20

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