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): November 9, 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 November 9, 2023, TELA Bio, Inc. (the "***Company***") issued a press release announcing its financial results for the third quarter ended September 30, 2023. 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 November 9, 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 November 9, 2023.
99.2	Corporate Slide Deck, dated November 9, 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: November 9, 2023

Exhibit 99.1

TELA Bio Reports Third Quarter 2023 Financial Results

MALVERN, PA, November 9, 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 third quarter ended September 30, 2023.

Recent Highlights

- Revenue of $15.1 million in the third quarter, representing growth of 35% over the third quarter of 2022 – the 11th consecutive quarter of 35% or greater year-over-year growth;
- Demand for OviTex® and OviTex PRS Reinforced Tissue Matrix increased in the third quarter of 2023, resulting in year-over-year revenue growth of approximately 30% and 46%, respectively;
- U.S. commercial launch of the OviTex® PRS Long-Term Resorbable for plastic and reconstructive surgery;
- OviTex is now the lead biologic hernia repair mesh in the U.S. on a unit basis; and
- Updated full year 2023 revenue guidance, with a range of $57.0 million to $60.0 million.

“TELA’s OviTex and OviTex PRS products continued to perform well in the third quarter, as we report the 11th successive quarter of 35% or greater year-over-year growth since 2020,” said Antony Koblish, co-founder, President and Chief Executive Officer of TELA Bio. “Our commercial team has identified opportunities for further improved surgeon access and rep productivity across the organization which we expect will drive increased growth in the fourth quarter and a strong start to 2024. TELA is positioned well to leverage our revenue growth factors, and we remain committed to executing on solid, steady growth quarter-after-quarter. As evidence of our continued progress, surgeons use more pieces of OviTex for hernia repair in the U.S. than any other biologic mesh.”

Third Quarter 2023 Financial Results

Revenue was $15.1 million in the third quarter of 2023, an increase of 35% compared to the same period in 2022. The increase was due to the ongoing expansion of our commercial organization, which resulted in the addition of new customers, increased penetration within existing customer accounts, and growing international sales.

Gross profit was $10.4 million in the third quarter of 2023, or 69% of revenue, compared to $7.3 million, or 66% of revenue, in the same period in 2022. The increase in gross margin was primarily due to better inventory management practices resulting in a decrease in the reserve for excess and obsolete inventory as a percentage of revenue as compared to the prior year period.

Operating expenses were $20.6 million in the third quarter of 2023, compared to $16.8 million in the same period in 2022. The increase was due to higher compensation and employee-related expenses primarily from additional headcount as we continue to expand our organization, along with increased travel expenses, increased consulting fees and higher study costs.

Loss from operations was $10.2 million in the third quarter of 2023, compared to a loss from operations of $9.5 million in the same period in 2022.

Net loss was $11.0 million in the third quarter of 2023, compared to a net loss of $10.7 million in the same period in 2022.

Cash and cash equivalents on September 30, 2023 totaled $58.2 million.

2023 Financial Guidance

We expect full year 2023 revenue to range from $57.0 million to $60.0 million, reflecting growth of 38% to 45% over full year 2022.

Conference Call

TELA Bio will host a conference call at 4:30 p.m. Eastern Time on Thursday, November 9, 2023 to discuss its third quarter 2023 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 COVID-19 pandemic and other public health crises, recessionary concerns, banking instability, increasing market interest rates, and inflationary pressures, potentially impacting 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)

	September 30, 2023	December 31, 2022
Assets		
Current assets:		
Cash and cash equivalents	$ 58,202	$ 42,019
Accounts receivable, net	8,072	6,621
Inventory	14,323	11,792
Prepaid expenses and other assets	1,655	2,015
Total current assets	82,252	62,447
Property and equipment, net	1,749	1,682
Intangible assets, net	2,214	2,499
Right-of-use assets	1,102	1,227
Total assets	$ 87,317	$ 67,855
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	$ 3,091	$ 1,534
Accrued expenses and other current liabilities	12,243	10,869
Total current liabilities	15,334	12,403
Long-term debt	40,363	39,916
Other long-term liabilities	1,068	1,231
Total liabilities	56,765	53,550
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; 24,487,578 and 19,165,027 shares issued and outstanding at September 30, 2023 and December 31, 2022, respectively	24	19
Additional paid-in capital	338,392	288,361
Accumulated other comprehensive income	135	150
Accumulated deficit	(307,999)	(274,225)
Total stockholders' equity	30,552	14,305
Total liabilities and stockholders' equity	$ 87,317	$ 67,855

See accompanying notes to unaudited interim consolidated financial statements.

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

	Three months ended September 30,		Nine months ended September 30,	
	2023	**2022**	**2023**	**2022**
Revenue	$ 15,052	$ 11,159	$ 41,455	$ 29,796
Cost of revenue (excluding amortization of intangible assets)	4,568	3,745	12,682	10,219
Amortization of intangible assets	95	95	285	709
Gross profit	10,389	7,319	28,488	18,868
Operating expenses:				
Sales and marketing	14,474	11,172	42,517	31,605
General and administrative	3,728	3,532	10,834	10,620
Research and development	2,368	2,102	6,934	6,211
Total operating expenses	20,570	16,806	60,285	48,436
Loss from operations	(10,181)	(9,487)	(31,797)	(29,568)
Other expense:				
Interest expense	(1,334)	(1,032)	(3,878)	(2,877)
Loss on extinguishment of debt	—	—	—	(1,228)
Other income (expense)	558	(195)	1,901	(644)
Total other expense	(776)	(1,227)	(1,977)	(4,749)
Net loss	$ (10,957)	$ (10,714)	$ (33,774)	$ (34,317)
Net loss per common share, basic and diluted	$ (0.45)	$ (0.64)	$ (1.51)	$ (2.24)
Weighted average common shares outstanding, basic and diluted	24,483,664	16,758,573	22,322,256	15,293,094
Comprehensive loss:				
Net loss	$ (10,957)	$ (10,714)	$ (33,774)	$ (34,317)
Foreign currency translation adjustment	51	133	(15)	314
Comprehensive loss	$ (10,906)	$ (10,581)	$ (33,789)	$ (34,003)

See accompanying notes to unaudited interim consolidated financial statements.

Exhibit 99.2

TELABIO®

A Soft-Tissue Preservation and Restoration Company

INVESTOR PRESENTATION

November 2023

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 from macroeconomic conditions, including the COVID-19 pandemic or other public health crises, recessionary concerns, banking instability, increasing market interest rates, and inflationary pressures, potentially impacting 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; 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.

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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

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

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.


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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

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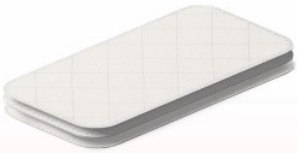
OviTex Portfolio: Designed for a Range of Hernia Patients and Surgical Techniques

	OviTex LPR	OviTex	OviTex 1S	OviTex 2S
				
CONFIGURATION	4-layer device, with "smooth side" suitable for intraperitoneal placement **Robot Compatible[1]:** Yes **Strength[2]:** + **Viscera Contact[3]:** Yes, smooth side	4-layer device, not intended for intraperitoneal placement **Robot Compatible[1]:** Yes **Strength[2]:** + **Viscera Contact[3]:** Not recommended	6-layer device, with "smooth side" suitable for intraperitoneal placement **Robot Compatible[1]:** Yes **Strength[2]:** ++ **Viscera Contact[3]:** Yes, smooth side	8-layer device, with 2 "smooth sides" suitable for intraperitoneal placement **Robot Compatible[1]:** No **Strength[2]:** +++ **Viscera Contact[3]:** Yes
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 meshes abbvie *Strattice*; INTEGRA *SurgiMend*; BD *XenMatrix*

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. Devices with a smooth side were shown to not adhere in an animal model. Rabbit data on file. Correlation to results in humans has not been established. Animal test results may not necessarily be indicative of human clinical performance.

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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 complications[1]

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

~24K 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 2022)

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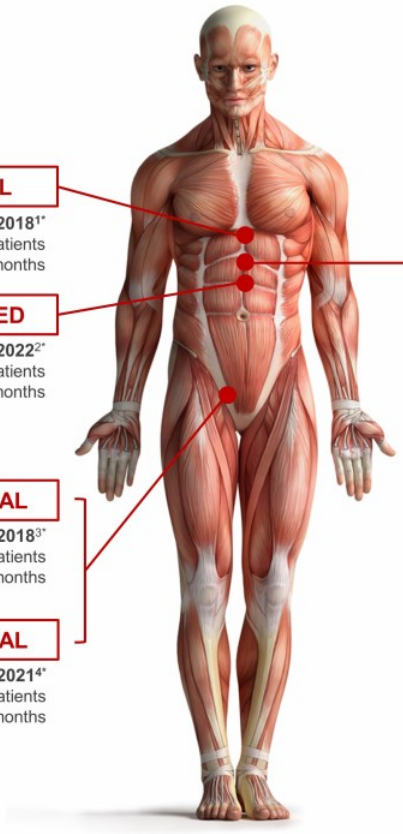
LOW RECURRENCE ALL APPLICATIONS WITH OVITEX



0% HIATAL
Sawyer – 2018[1*]
25 patients
Average follow up 14 months

16% BRIDGED
DeNoto – 2022[2*]
22 patients
Average follow up 23 months

0% INGUINAL
Ferzoco – 2018[3*]
31 patients
Average follow up 13 months

1.6% INGUINAL
Ankney, Szotek et al. – 2021[4*]
306 patients
Follow up 1-36 months

VENTRAL 2.8%
Sivaraj, Nazerali et al. – 2022
36 patients
Average Follow-up 29 months

AWR 1.9%
Ankney, Szotek et al. – 2021
54 patients
Follow-up 3-38 months

VENTRAL 0.8%
Ankney, Szotek et al. – 2021
259 patients
Follow-up 1-58 months

VENTRAL 4.0%
Sivaraj, Nazerali et al. – 2022
50 patients
Average Follow-up 29-34 month

VENTRAL 2.6%
DeNoto, et al. – 2022[7*]
92 patients
Follow-up 24 months

VENTRAL 6%
Parker, et al. - 2021[8]
50 patients
Follow-up 12 months

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

Favorable Results of OviTex in Ventral Hernia Repair:
Comparisons to synthetic mesh and leading generation one biologics

	Parker et al.[8]		Sivaraj et al.[5]			
Total enrolled patients	**50 OviTex**	50 Polypropylene	**36 OviTex**	51 Strattice	17 Permacol	37 Surgimend
Length of follow-up	**12 months**	12 months	**28.6 months (median)**	34.6 months (median)	58.4 months (median)	37.5 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	40% grade 1 51% grade 2 9% 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	91% class I-II
Incidence of SSO	**36%***	22%*	**16.7%***	47.1%*	52.9%*	43.2%*
Incidence of SSI	**-**	-	**2.8%[b]**	12.5%	11.8%	5.4%
Recurrence rate	**6%**	12%	**2.8%[c]**	13.7%[c]	29.4%	24.3%

*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.

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Positive 24-month BRAVO results in ventral hernia:

OviTex performance contextualized alongside recent publications for leading competitive products

	DeNoto et al. (BRAVO)[7]	Harris et al. (PRICE) [10]		Roth et al.[11]	Hope et al. (ATLAS)[12]
Total enrolled patients	92 **OviTex**	82 Strattice	83 Ventralight ST or Bard Soft Mesh	121 Phasix	120 Phasix ST
Length of follow-up	24 months	26 months		36 months	24 months
mVHWG	78% grade 2-3	-		-	-
CDC wound class	95% class I-II	90% class I-II	93% class I-II	100% class I	100% class I
Surgical technique	Open (65%) Laparoscopic (13%) Robotic (22%)	Open	Open	Open	Laparoscopic (55.8%) Robotic (44.2%)
Incidence of SSO	38% (includes SSI)	21% (excludes SSI)	22% (excludes SSI)	-	0.8% (includes SSI)
Incidence of SSI	20.7%	39%	34%	9%*	0%
Recurrence rate	**2.6%***	40% (overall) 34% (class I wounds)	22% (overall) 28% (class I wounds)	17.9%*	31.7%* (overall) 18.6%* (defects < 7cm^2)

* 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, no direct comparisons of results can be made. 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.

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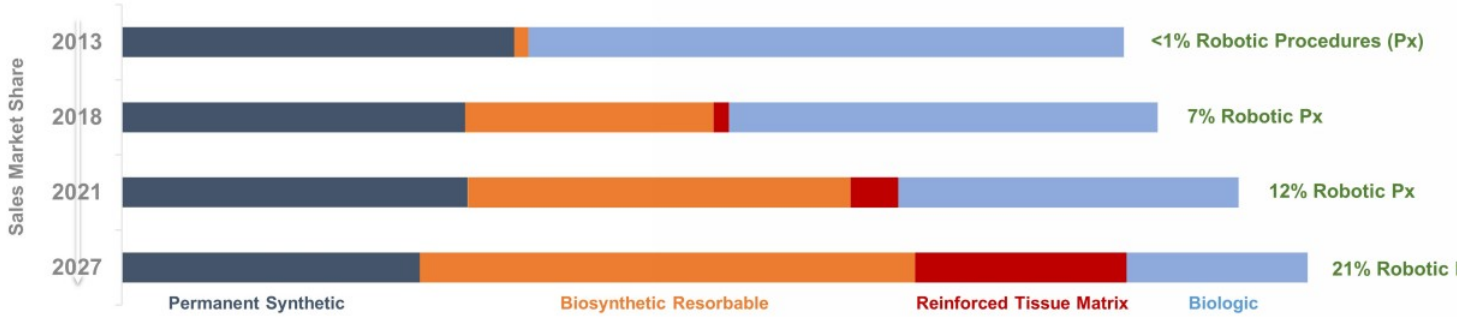
Hernia Market Evolution

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



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

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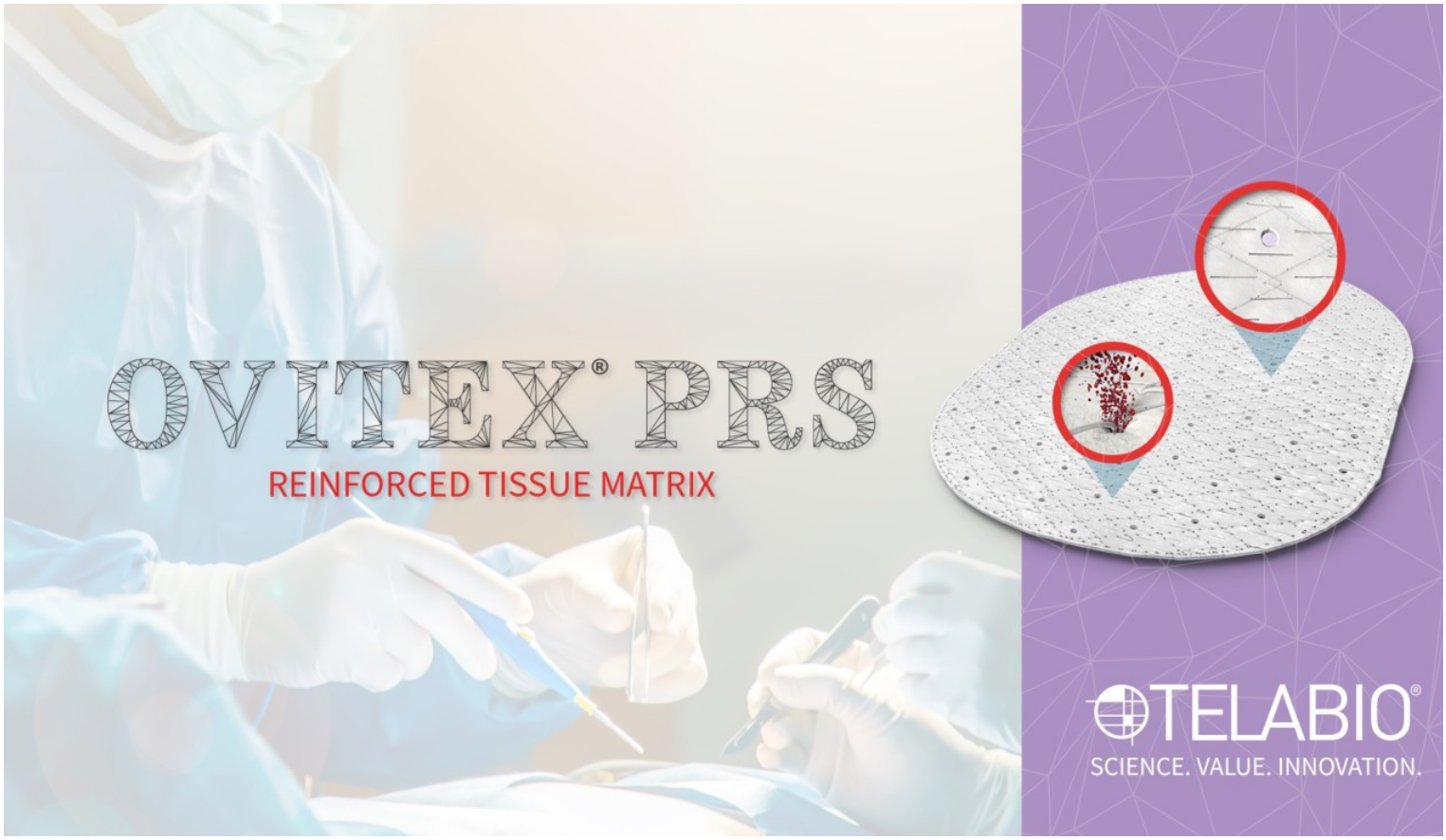
OVITEX® PRS
REINFORCED TISSUE MATRIX
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U.S. Plastic and Reconstructive Surgery Market: ~$700 Million Annual Opportunity

Surgeons use products to reinforce soft tissue during various reconstructive surgeries[1], including:

- Head and neck surgery
- Chest wall reconstruction
- Pelvic reconstruction
- Extremities reconstruction
- Breast reconstruction

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

Cosmetic Plastic & Reconstructive Surgery

[1]OviTex PRS is for implantation to reinforce soft tissue where weakness exists in patients requiring soft tissue repair or reinforcement in plastic and reconstructive surgery. The device is supplied sterile and is intended for one-time use. OviTex PRS has not been tested in breast surgical procedures.
[2]Management estimate. Source: iData Research MedSKU, Q3 2021. Market size based on sales of current biologics

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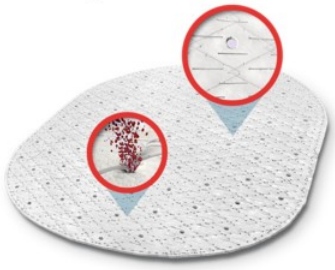
OviTex PRS: Specifically Designed for Plastic and Reconstructive Surgery

An innovative reinforced tissue matrix designed to improve outcomes by facilitating fluid management and controlling degree and direction of stretch

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



Product Features:

- Layers composed of biologic building block retain biologically significant macromolecules for tissue regeneration[1,2]
- Diamond embroidery pattern and stents allow for directional flexibility or sawtooth embroidery pattern to accommodate bi-directional stretch while providing stretch resistance.
- Distinct permeability elements in various configurations – e.g., micropores, macropores, and stents – designed to facilitate fluid management

OviTex PRS compared to market leading human ADM[3]:

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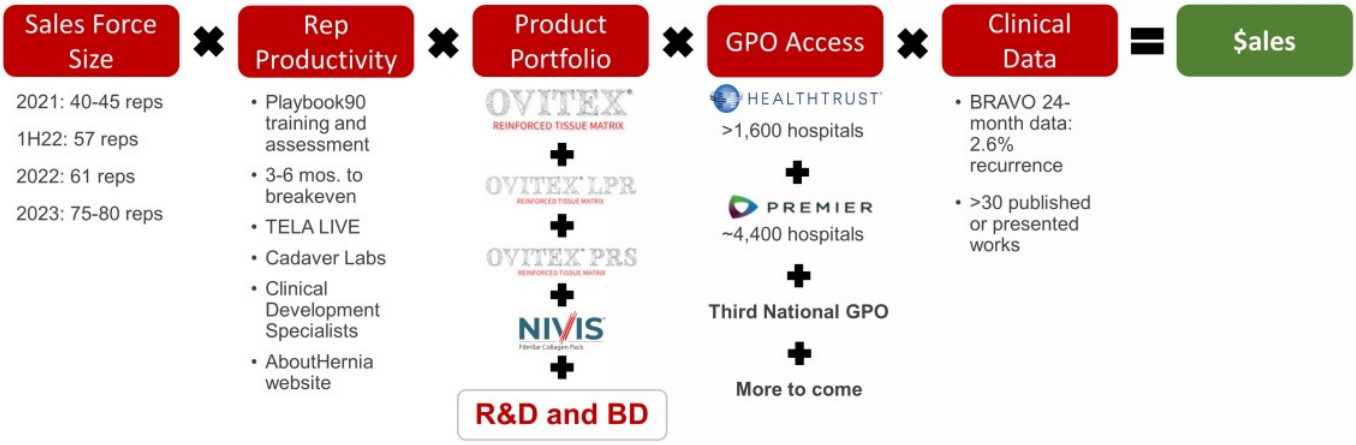
Driving Revenue Growth



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

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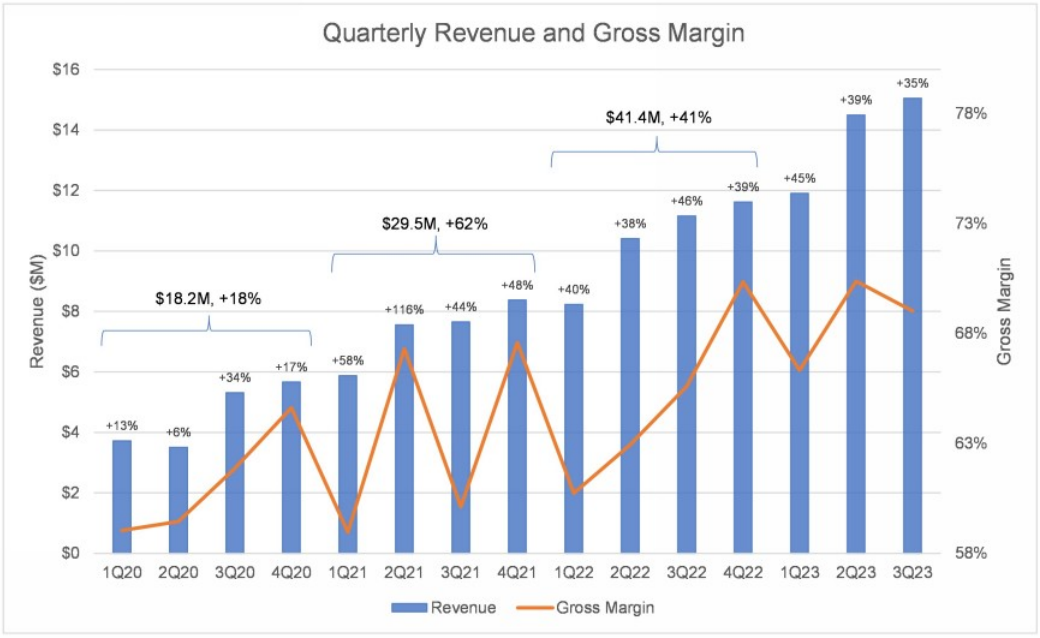
Delivering Revenue Growth and Margin Improvement



Q3 2023 Performance

- Revenue of $15.1M grows 35% over corresponding period of 2022
- 69% Gross Margin
- Cash and Cash Equivalents at September 30, 2023: $58.2M

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