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): May 10, 2022

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

Delaware	**001-37526**	**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 May 10, 2022, TELA Bio, Inc. (the "***Company***") issued a press release announcing its financial results for the first quarter ended March 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 May 10, 2022, 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 May 10, 2022.
99.2	Corporate Slide Deck, dated May 10, 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 Koblish
Name: *Antony Koblish*
Title: *President, Chief Executive Officer and Director*

Date: May 10, 2022

TELA Bio Reports First Quarter 2022 Financial Results

MALVERN, PA, May 10, 2022 -- TELA Bio, Inc. ("TELA"), 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 first quarter ended March 31, 2022.

Recent Highlights

- Reported revenue of $8.2 million for the first quarter, representing growth of 40% over the corresponding period of 2021;
- Increased demand for OviTex® and OviTex PRS Reinforced Tissue Matrix products in the first quarter of 2022, resulting in a year-over-year revenue increase for each product of approximately 21% and 111%, respectively;
- Ended the first quarter with 50 sales reps and remain on track for 55 sales reps by midyear; and
- Appointed D. Taylor Ocasio as the Company's new General Counsel.

"Our latest results reflect another solid quarter for our soft-tissue reconstruction solutions. Strong demand for our novel preservation and restoration products grew throughout the quarter and has continued into the second quarter," said Antony Koblish, co-founder, President and Chief Executive Officer of TELA Bio. "We were especially encouraged by the positive response to our third hands-on medical education course held in March, which was attended by over 30 healthcare personnel. The popularity of these courses remains strong and our next hands-on event will be held later this week. These educational activities and our growing sales force combined with the continued shift from plastic mesh to natural repair solutions and our ever-increasing volume of compelling clinical research, lead us to believe that 2022 will be a breakout year for TELA Bio."

First Quarter 2022 Financial Results

Revenue was $8.2 million in the first quarter of 2022, an increase of 40% compared to the prior year. The increase was due to the expansion of our commercial organization, increased penetration within our existing customer accounts and stronger international sales.

Gross profit was $5.0 million in the first quarter of 2022, or 61% of revenue, compared to $3.5 million, or 59% of revenue, in the same period in 2021. The increase in gross margin was due primarily to a decrease in the excess and obsolete inventory adjustments as a percentage of revenue as compared to the prior year.

Operating expenses were $14.8 million in the first quarter of 2022, compared to $10.7 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 of our organization, increased travel expenses and increased professional and consulting fees.

Loss from operations was $9.8 million in the first quarter of 2022, compared to a loss from operations of $7.3 million in the same period in 2021.

Net loss was $10.9 million in the first quarter of 2022, compared to a net loss of $8.1 million in the same period in 2021.

Cash and cash equivalents on March 31, 2022 totaled $33.0 million.

2022 Financial Guidance

We continue to monitor and evaluate the impact the COVID-19 pandemic has had and will continue to have on our results of operations. Despite these challenges, full year 2022 revenue remains projected to range from $40 million to $45 million, reflecting growth of 36% to 53% over full year 2021. A higher than expected impact from the COVID-19 pandemic in 2022 could materially affect this projection.

Conference Call

TELA Bio will host a conference call at 4:30 p.m. Eastern Time on Tuesday, May 10, 2022 to discuss its first quarter 2022 financial results. The conference call can be accessed by dialing 855-548-1219 for participants in the U.S. or Canada, and 409-217-8881 for international callers, using conference ID 8249526. A live and archived webcast of the event can be accessed via the Events & Presentations page of the investor section of TELA'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's management. Such forward-looking statements include statements relating to our expected revenue and revenue growth for the full year 2022. 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 of the ongoing COVID-19 pandemic and the development of new variants of COVID-19, including but not limited to any impact on our ability to market our products, demand for our products due to deferral of procedures using our products, the labor and staffing environment in the healthcare industry, or disruption in our supply chain, 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, 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 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)

	March 31, 2022	December 31, 2021
Assets		
Current assets:		
Cash and cash equivalents	$ 33,016	$ 43,931
Accounts receivable, net	4,311	4,234
Inventory	10,267	7,658
Prepaid expenses and other assets	2,735	3,232
Total current assets	50,329	59,055
Property and equipment, net	1,460	1,186
Intangible assets, net	2,227	2,303
Right-of-use asset	1,339	—
Total assets	$ 55,355	$ 62,544
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	$ 5,703	$ 2,414
Accrued expenses and other current liabilities	6,583	8,161
Total current liabilities	12,286	10,575
Long-term debt with related party	31,669	31,491
Other long-term liabilities	1,362	380
Total liabilities	45,317	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; 14,556,750 and 14,529,606 shares issued and 14,556,748 and 14,529,577 shares outstanding at March 31, 2022 and December 31, 2021, respectively	15	15
Additional paid-in capital	250,819	250,064
Accumulated other comprehensive loss	(5)	(52)
Accumulated deficit	(240,791)	(229,929)
Total stockholders' equity	10,038	20,098
Total liabilities and stockholders' equity	$ 55,355	$ 62,544

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

	Three months ended March 31,	
	2022	**2021**
Revenue	$ 8,231	$ 5,877
Cost of revenue (excluding amortization of intangible assets)	3,156	2,336
Amortization of intangible assets	76	76
Gross profit	4,999	3,465
Operating expenses:		
Sales and marketing	9,378	6,299
General and administrative	3,458	2,756
Research and development	2,007	1,679
Total operating expenses	14,843	10,734
Loss from operations	(9,844)	(7,269)
Other (expense) income:		
Interest expense	(911)	(889)
Other (expense) income	(107)	22
Total other expense	(1,018)	(867)
Net loss	$ (10,862)	$ (8,136)
Net loss per common share, basic and diluted	$ (0.75)	$ (0.56)
Weighted average common shares outstanding, basic and diluted	14,538,864	14,438,405
Comprehensive loss:		
Net loss	$ (10,862)	$ (8,136)
Foreign currency translation adjustment	47	(11)
Comprehensive loss	$ (10,815)	$ (8,147)


TELABIO®
SCIENCE. VALUE. INNOVATION.
A Soft-Tissue Preservation and Restoration Company
Investor Present
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Forward Looking Statements

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

TELABIO®

SCIENCE. VALUE. INNOVATION.

Redefining soft tissue reconstruction with a differentiated category of tissue reinforcement materials

- ~$2B U.S Market Opportur
  in hernia repair, abdominal wall recon plastic and reconstructive surgery
- Innovative Products
- Compelling Clinical Eviden
- Products Offer Attractive V Proposition for Hospitals

[1] Management estimate. $2B total equals $1.5B hernia & abdominal wall reconstruction ar

Creating Advanced Biologic Materials

Purposefully designed to address shortcomings & unmet clinical need

Novel Biologic Tissue
(derived from sheep)

+

Polymer Fibers
(permanent or resorbable)

Innovative Textile Engineering

Hernia & Ab Wa
Reconstruction

Plastic
Reconstruction

Issued patents protect underlying biologic tissue and product design

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

$360M	Complex, Moderate Ventral / Abdominal Wall Reconstruction	~60,000
$515M	Simple Ventral Hernia Repair	~345,000
$600M	Inguinal Hernia Repair	~665,000
$40M	Hiatal Hernia Repair	~40,000

Source: Millennium Research Group Reports, IMS Health Data
[1]Management estimate. Market size based volume weighted average selling price for OviTex

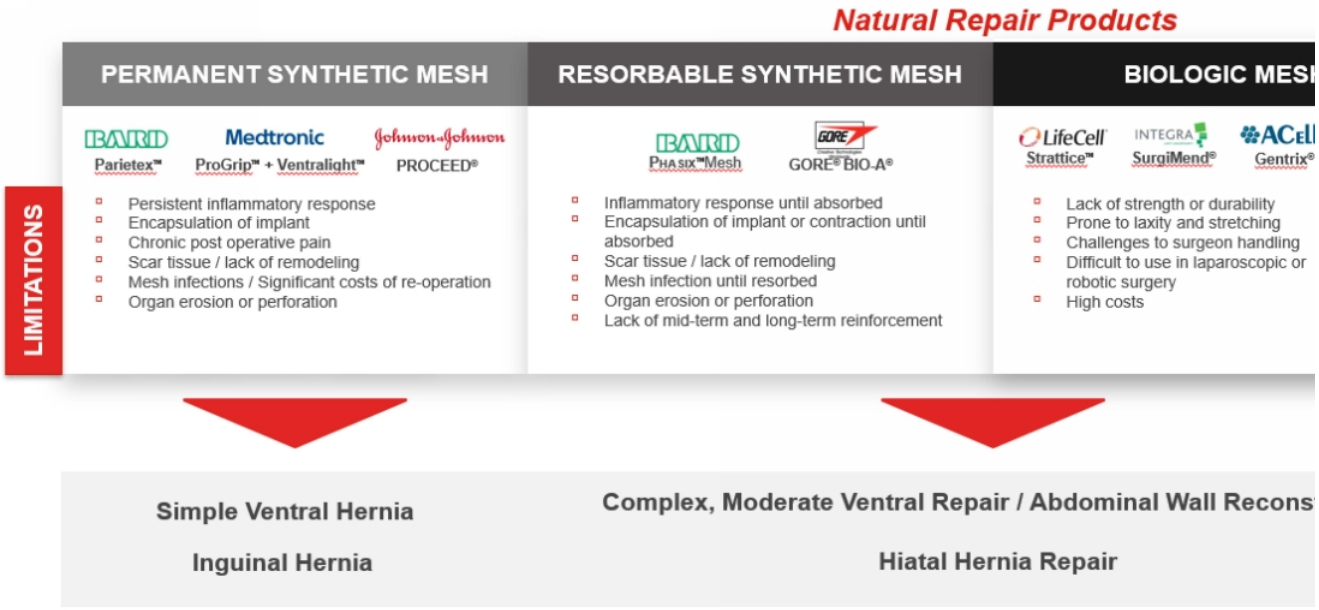
Ventral Hernia Patients Range in Complexity

Ventral Hernia Complexity

SIMPLE	MODERATE	COMPLEX
• CDC Wound Class I (clean) • Healthier patients - no co-morbidities • Primary hernia repair	• CDC Wound Class II (clean-contaminated) • Patient co-morbidities (i.e., obesity, diabetes, COPD) • May have prior hernia repair failure	• CDC Wound Class III (contaminated) & IV (infected • Large defects • Infected synthetic mesh removals • Multiple prior hernia repair failures

Objective: provide patients the best repair the first time to prevent the simple patient from becoming the complex

Current Ventral Hernia Treatment Options: No Perfect F



Growing Need for Alternative to Permanent Synthetic M

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

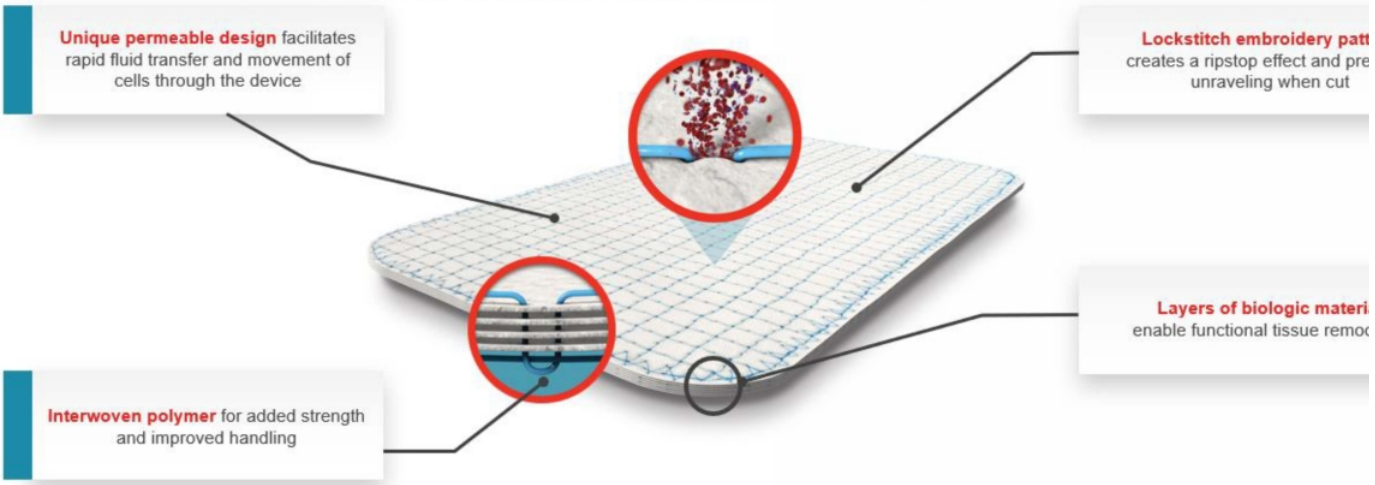
1 in 5 Hernia patients have voiced concern over use of permanent synthetic mesh according to surgeons[1]

~15K Lawsuits against permanent synthetic meshes estimated to be assembled across the U.S.[2]

[1] Hernia and Abdominal Surgeries Survey (Oct 2020).
[2] www.drugwatch.com (October 2020)

OviTex Reinforced Tissue Matrix: a More Natural Hernia

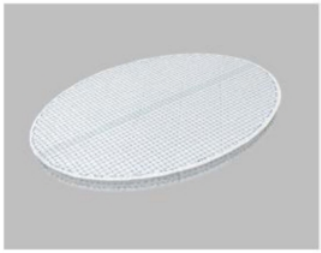
An innovative reinforced tissue matrix designed to reduce stretch compared to biologic matrices and long term complications experienced with resorbable and permanent synthetic meshes



OviTex LPR for Laparoscopic & Robotic Hernia Repair

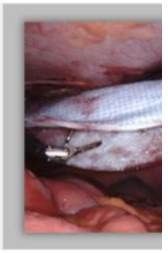
Increase in Robotic-Assisted Hernia Repair

- Surgeons have adopted robotic-assisted techniques, primarily for inguinal & simple ventral Hernia repair, due to perceived patient and technique benefits
- Legacy biologic products are difficult to use minimally invasively (MIS) due to their thickness and handling properties

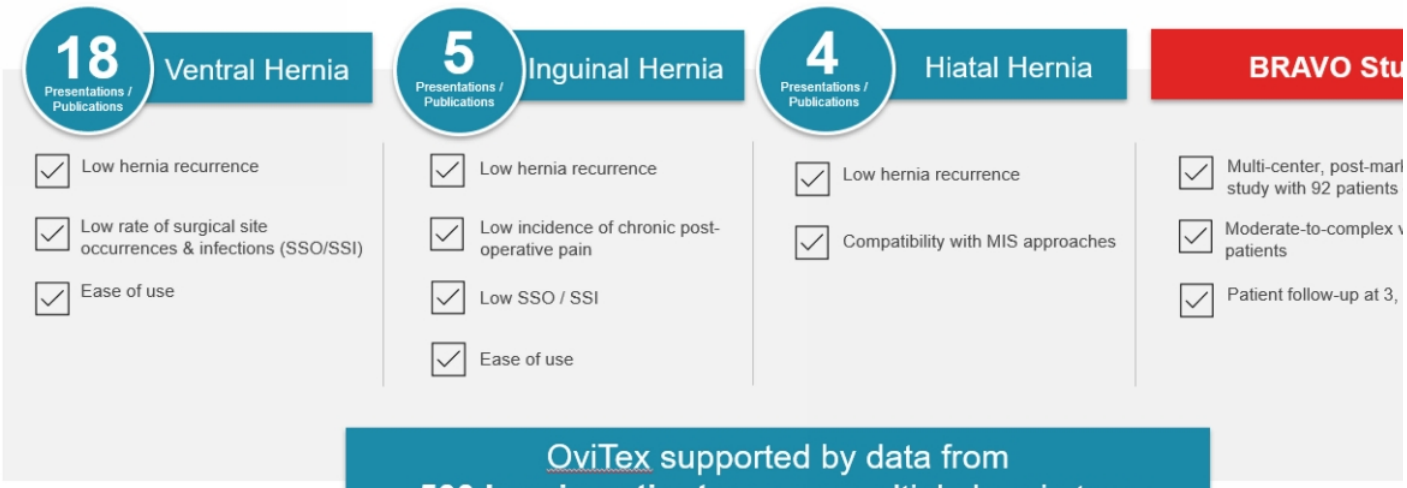


Our Solution: OviTex LPR

Tailored OviTex product designed for improved handling in MIS techniques and trocar accessibility



Compelling Clinical Evidence



OviTex supported by data from
~500 hernia patients across multiple hernia types

OviTex PRS: ~$600 Million Annual U.S. Plastic & Reconstructive Surgery Market Opportunity

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

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

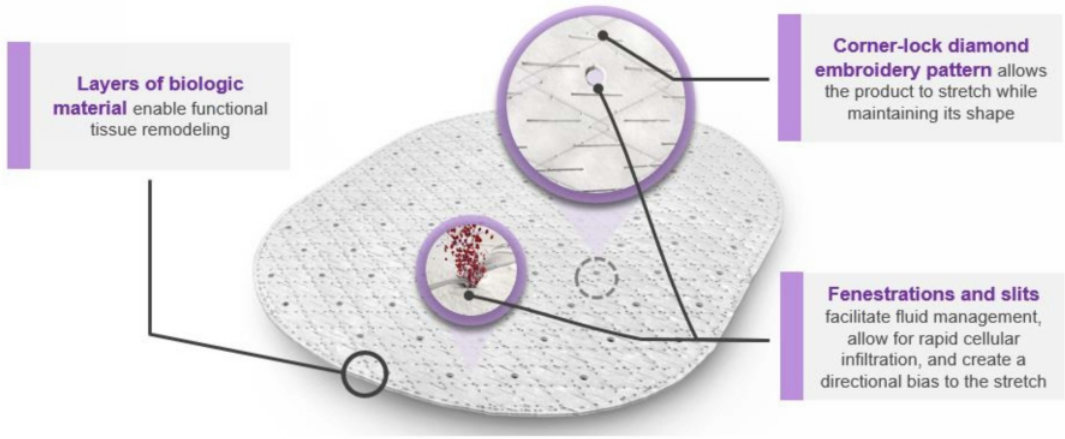
Market dominated by human acellular dermal matrices (HADMs)

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

[1] Management estimate. Market size based on sales of current biologics

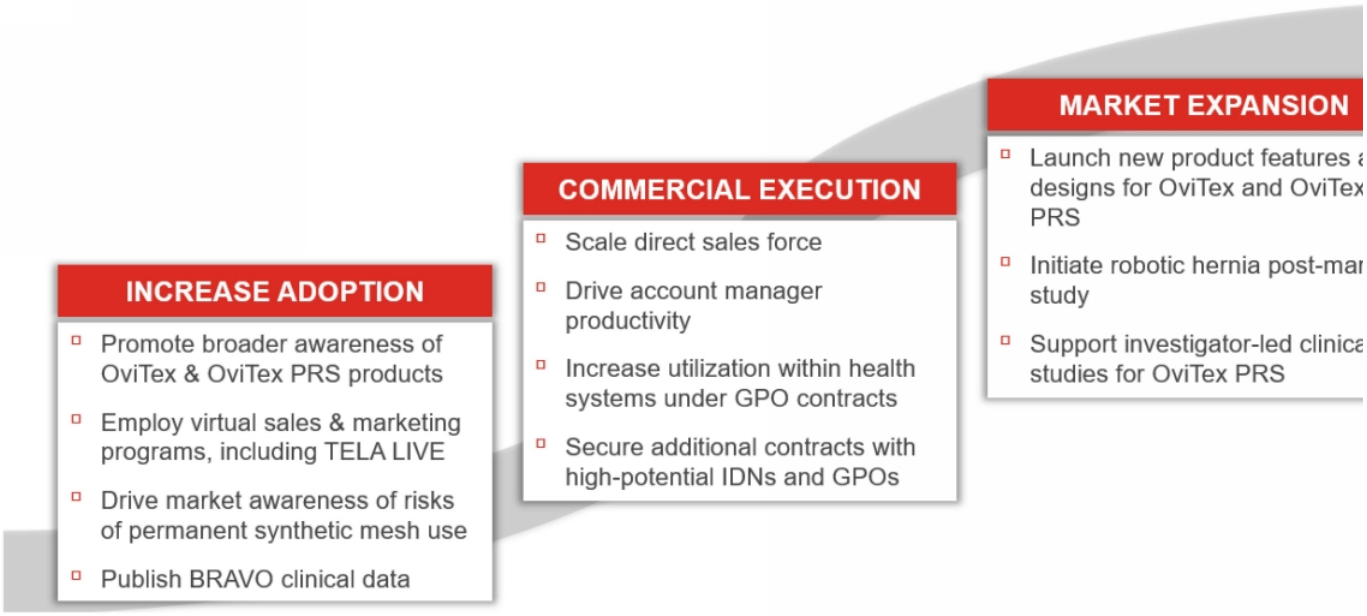
OviTex PRS: Purposely Designed for Plastic and Reconstructive Surgery

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



Expanded commercial launch in June 2020 following limited launch initiated in 2019

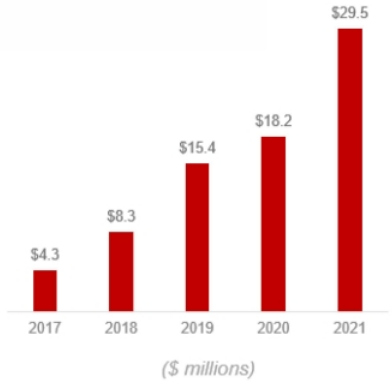
Growth Strategy



Delivering Revenue Growth

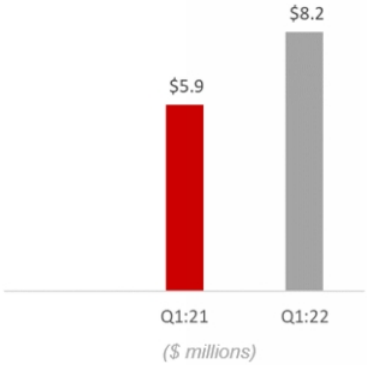
Annual Revenue

Revenue CAGR: 62%



First Quarter Revenue

Revenue Growth: 40%



Q1 2022 Performanc

- Revenue growth of 40% ye year
- Cash and Cash equivalents March 31, 2022): $33.0M

Investment Highlights

- Advanced reinforced tissue matrix portfolio supported by compelling clinical evidence
- Focused on ~$2.0 billion annual U.S. total addressable markets
- 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
- Industry leading executive team with proven track record