



Company Presentation

August 2026

Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements include, without limitation, certain statements, estimates and projections provided by BioStem Technologies, Inc. (the “Company”, “us” or “we”) with respect to anticipated future performance. Words such as “expects,” “anticipates,” “intends,” “plans,” “likely,” “will,” “believes,” “seeks,” “estimates,” and variations of such words and similar expressions are intended to identify such forward looking statements. Such statements involve known and unknown risks, uncertainties and other factors that may cause the Company’s actual results, performance or achievements to be materially different from the results of operations or plans expressed or implied by such forward-looking statements. Although we believe that the assumptions underlying the forward-looking statements contained herein are reasonable, any of the assumptions could be inaccurate, and therefore such statements included in this presentation may not prove to be accurate. Forward-looking statements in this presentation relate to the Company’s: ongoing commitment to deliver advance wound care solutions to improve the quality of life for patients; expectations regarding growth and the related driving factors; expectations regarding the Company’s path to profitability; expectations regarding the Company’s roadmap to profitability; expectations regarding commercialization and opportunities in hospital-based sites of services; expectations regarding the performance of direct sales representatives and independent sales agents; expectations regarding the assignment or transfer of key GPO contracts; expectations regarding the innovation of new placental platform technologies and complementary modalities; expectations regarding intellectual property values and uses; estimates and expectations regarding the total addressable wound market; strategic growth initiatives, including but not limited to strategic acquisitions, expansion into new markets and expansion of the Company’s commercial team; expectations regarding further penetration of current markets; the opportunity for leverage on sales and marketing expenses; ability to capitalize and report clinically significant data over the Company’s competitors; and expectations regarding future operations, financial positions, estimated revenue, forecasts, prospects and plans.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on the Company’s current beliefs, expectations and assumptions. The Company’s actual results and financial condition may differ materially from those indicated in the forward-looking statements. The following is a list of risks, among others, that could cause actual results to differ materially from those contemplated by the forward-looking statements: the Company has incurred significant losses since inception and may incur losses in the future; the risk that the Company may not be able to achieve or maintain profitability in the future; the risk that the Company has historically derived the majority of its revenue from a distribution agreement; the risk that a material amount of revenues and accounts receivable are concentrated in one or more customers, and that if the Company loses or experiences a significant reduction in sales, the Company’s revenues may decrease substantially and materially affect the Company’s results of operations and financial condition; the impact of any changes to the accounting treatment of the Company’s revenue and expenses; significant and continuing competition, which could adversely affect the Company’s business, results or operations and financial condition; integration of newly acquired assets and the continued effectiveness of the Company’s commercial organization; and the impact of any changes to the reimbursement levels for the Company’s products; challenges associated with integrating new products, technologies, or operational capabilities—including unanticipated costs, delays, or resource demands; the Company’s performance remains dependent on the sustained productivity and effectiveness of its salesforce; any inability to recruit, retain, train, or motivate sales personnel, or disruptions that negatively impact sales execution; the risk that the Company will be unable to maintain its use of intellectual property; the Company’s ability to convince physicians that the products are safe and effective alternatives to existing treatments and that the Company’s products should be used in their procedures; the risk that the Company may be unable to successfully market its products to the end users of such products; the risk that the Company will be unable to maintain adequate levels of reimbursement from public and private insurers and health systems; the risk that the Company will be unable to produce sufficient data to support coverage of the Company’s products under the finalized LCDs or otherwise satisfy any regulatory requirements needed to ensure the Company’s products are eligible for Medicare reimbursement; the risk that the FDA may in the future determine that certain products that are, or are derived from, human cells or tissues, do not qualify for regulation solely under Section 361 of the Public Health Service Act, and may require that the Company revise its labeling and marketing claims for these products or require the Company to suspend sales of such products until FDA pre-market clearance or approval is obtained; the risk that the rate of reimbursement and coverage for the purchase of the Company’s products by government and private insurance may change; the impact of any changes in applicable laws or regulations; and the risk that the Company may not meet the continued listing standards of the Nasdaq Stock Market.

You should not place undue reliance on forward-looking statements, which speak only as of the date they are made. There may be additional risks about which the Company is presently unaware of or that the Company currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.

Historical Financial Information and Certain Unaudited Financial Projections

Certain historical financial information and data contained in this presentation is unaudited or has not been reviewed by the Company’s independent registered public accounting firm in accordance with Public Company Accounting Oversight Board (PCAOB) standards. Accordingly, such information and data do not conform to requirements promulgated by the SEC (including Regulation S-X) and may not be included in, may be adjusted in, or may be presented differently in, any report or document to be filed or furnished by the Company with the SEC. There is no assurance that any such adjustments will not be material.

This presentation also contains certain unaudited projected financial information. These projections have not been prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”), and the Company’s independent registered public accounting firm has not audited, reviewed, compiled or performed any procedures with respect to the projections and does not express an opinion on or any form of assurance related to the projections. The projections were based on numerous variables and assumptions that are inherently uncertain and many of which are beyond the control of the Company.

BioStem Technologies Overview

Company	 (Nasdaq: BSEM)
Business Description	Focused on the development and commercialization of perinatal tissue-based therapies that support healing across the continuum of care, including surgical and advanced wound care applications
Operations	Based in Pompano Beach, FL – Manufacturing operations in Pompano and HQ Office in Ft Lauderdale
FY 2026 Revenue	Guidance of \$26-29M
Market Capitalization	\$57 million as of August 14, 2026; ~17.5 million shares outstanding
Board of Directors	7-member Board - CEO, COO and 5 independent directors

Positioned for strong growth

Our Mission

To **create** and **deliver** the most **advanced regenerative healing technologies** in the **world**

10+ Products

Broad commercial product portfolio, clinically differentiated, and patent-protected technology

60+ Reps

Expanding direct and ISA commercial channel, leveraging GPO contracts

4x Capacity

Significant manufacturing capacity to support growth

\$26B TAM

US surgical and chronic wound applications

Note: Total Addressable Market ("TAM") reflects management's estimates based on a combination of internal analyses, publicly available industry information, third-party market data and assumptions regarding procedure volumes/usage, market penetration and pricing. These estimates involve significant assumptions and uncertainties and are inherently subject to change. Actual market opportunities may differ materially from those presented.

Surgical procedures need more effective healing solutions

Patient Need

Over 40M major surgical procedures performed in the U.S. each year¹

1 in 9 Americans reported undergoing a surgical procedure in the past year²

Economic Impact

Infections and post-surgical complications cost the health system an estimated \$30B+ each year³

Surgical site infections account for ~30% of these costs⁴



¹ "Trauma of major surgery: A global problem that is not going away", National Library of Medicine, July 2020 (Link: [Trauma of major surgery: A global problem that is not going away – PMC](#))

² "Prevalence of Surgery Among Individuals in the United States", Annals of Surgery June 2024 (Link: [Annals of Surgery Open](#))

³ "U.S. EFFORTS TO REDUCE HEALTHCARE-ASSOCIATED INFECTIONS", Congress.gov 2013 (Link: [S.Hrg. 113-812 — U.S. EFFORTS TO REDUCE HEALTHCARE-ASSOCIATED INFECTIONS | Congress.gov | Library of Congress](#))

⁴ "Financial Impact of Surgical Site Infections", Eloquest Healthcare, July, 2018 (JAMA May 2017) (Link: [Financial Impact of Surgical Site Infections \(SSIs\) – Eloquest Healthcare, Inc.](#))

Regenerative medicine improves healing

Modulate Inflammation

Perinatal allografts optimize the healing environment, accelerating healing

Minimize Scarring & Adhesion

Regenerative healing reduces scarring and adhesion formation, ensuring faster return to activity

Prevent Infection

Sterile, timely care reduces infections, which can lead to costly complications like sepsis

Manage Pain

Controlling inflammation reduces patient discomfort

Reduce Complications

Effective management reduces the risk of chronic non-healing wounds and postoperative complications

Acquisition catalyzes new market access and growth

Broader product portfolio, diversified customer base and new commercial engine

Before:

- Wound-centric
- CMS dependent
- Physician office weighted
- Single distributor



BioTissue Acquisition



After:

- Surgical-centric
- Commercial payors + CMS
- Hospital + office
- Direct + ISA + distributors

New products

Broad portfolio of placental tissue, including dry, hydrated and cryo-preserved products

New customers

Hospitals, Ambulatory Surgery Centers, VA / DoD facilities

New channels

30 direct sales reps and 30+ ISAs, with GPO and IDN access

New end markets

Urology, orthopedics, colorectal, burn and other soft-tissue applications

New economics

Procedure-driven hospital use and commercial payor exposure

New margin lever

Technology transfer of manufacturing to BioStem facility after transition period

Shift to hospital market expected to create a stable and repeatable growth model

Why hospitals matter:

- Broad surgical applications with established reimbursement
- Reduced dependence on CMS wound pricing
- Products purchased as an expense under the DRG billed to payors
- GPO / IDN-enabled account entry
- Currently have 4 GPO contracts that cover two-thirds of US Hospital beds¹
- Physician champion-led adoption

Before

100%
Product based reimbursement (PBR)

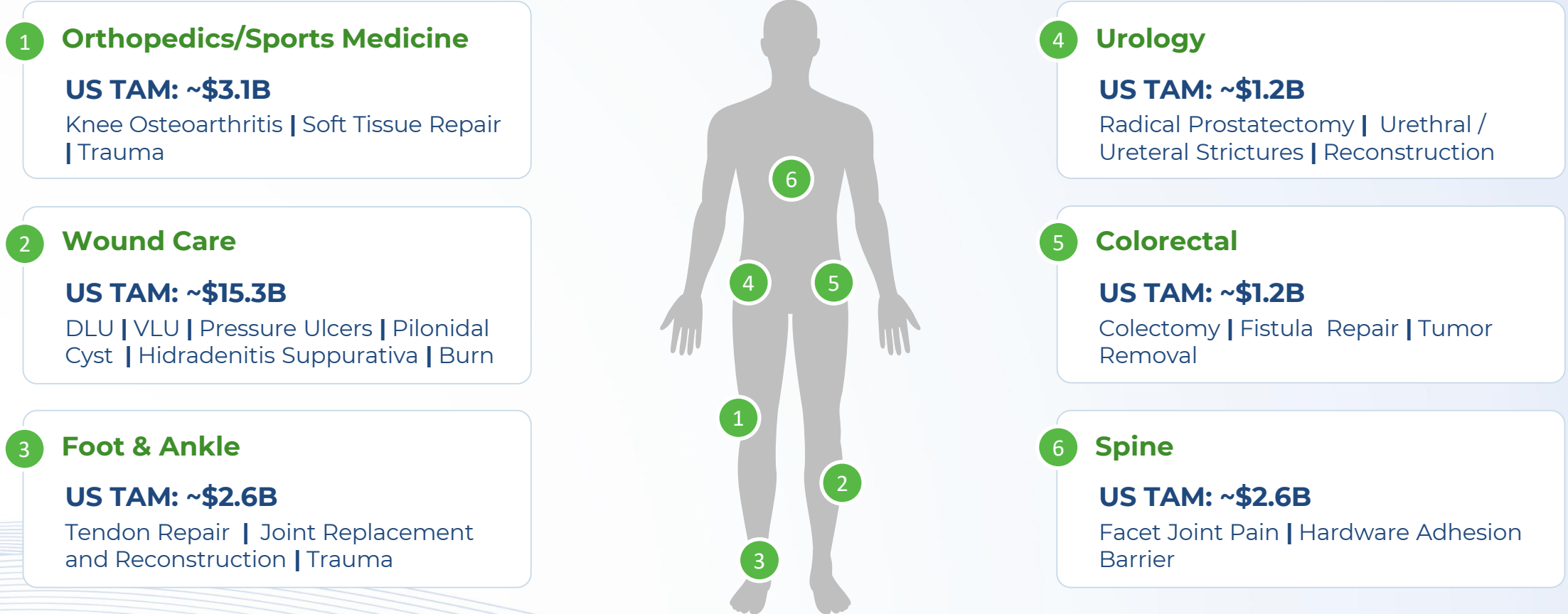
After

87%
Surgical procedure-based reimbursement (DRG)

13%
PBR

Large underserved ~\$26B US soft tissue allograft opportunity

Driving adoption of perinatal tissue allografts across multiple market segments



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Comprehensive portfolio drives growth across all sites of care

Three differentiated platform technologies:



Physician Office / Wound

Vendaje®
Vendaje AC
Neox 1K/100/RT/Flo

Hospital / Surgical

Clarix 1K
Clarix 100
Clarix Flo
Neox 1K / 100 / Flo
Neox RTx
American Amnion
American Amnion AC

Portfolio breadth enables positioning in target markets to address the clinical need

Next step

Add BioRetain products to GPOs where appropriate and deepen account penetration with Neox / Clarix

Our Regenerative Medicine Solutions

A comprehensive portfolio of perinatal tissue allografts

NON-WOUND / SURGICAL

Orthopedics/Sports Medicine · Foot & Ankle · Urology / Colorectal · Spine · Women's Health

Clarix 1K

C

Cryopreserved amnion and UTA allograft

SOURCE
Amnion & UTA

THICKNESS
1,000 µm

MAX SIZE
8.0 × 3.0 cm

STORAGE
Freezer

Clarix 100

C

Cryopreserved amnion allograft

SOURCE
Amnion Only

THICKNESS
100 µm

MAX SIZE
7.0 × 7.0 cm

STORAGE
Freezer

Clarix Flo

C

Particulate amnion and UTA allograft

SOURCE
Amnion & UTA

THICKNESS
N/A

MAX SIZE
N/A

STORAGE
Room Temp

WOUND

Chronic Wound Care

Neox 1K

C

Cryopreserved amnion and UTA wound allograft

SOURCE
Amnion & UTA

THICKNESS
1,000 µm

MAX SIZE
8.0 × 3.0 cm

STORAGE
Freezer

Neox 100

C

Cryopreserved amnion wound allograft

SOURCE
Amnion Only

THICKNESS
100 µm

MAX SIZE
7.0 × 7.0 cm

STORAGE
Freezer

Neox RT

S

Shelf stable hydrated amnion and UTA wound allograft

SOURCE
Amnion & UTA

THICKNESS
~600 µm

MAX SIZE
8.0 × 3.0 cm

STORAGE
Room Temp

Neox Flo

C

Particulate amnion and UTA wound allograft

SOURCE
Amnion & UTA

THICKNESS
N/A

MAX SIZE
N/A

STORAGE
Room Temp

VENDAJE/ American Amnion

B

Dehydrated human amniotic membrane allograft

SOURCE
Amnion + Int.

THICKNESS
100 µm

MAX SIZE
10.0 × 20.0 cm

STORAGE
Room Temp

VENDAJE AC/ American Amnion AC

B

Dehydrated amniotic membrane — amnion, int. chorion

SOURCE
Amnion, Int., Chorion

THICKNESS
N/A

MAX SIZE
10.0 × 20.0 cm

STORAGE
Room Temp

— Products added from acquisition of BioTissue surgical and wound assets

B BioRetain
S SteriTek
C CryoTek

UTA – ultra-thick amniotic membrane

Strong foundation of clinical evidence

Clinical and technical data support value-analysis review, physician adoption and specialty expansion

400+

Publications across
technologies and
products

DFU / VLU

Randomized evidence
milestones in 2026

KOLs

Specialty champions to
drive repeat use

1.2M+

Product applications,
proven widespread
acceptance

Near-term evidence agenda

- Publish definitive DFU analysis
- Publish VLU data
- Promote 90+ surgical publications
- Expand retrospective real-world evidence and develop surgical case series

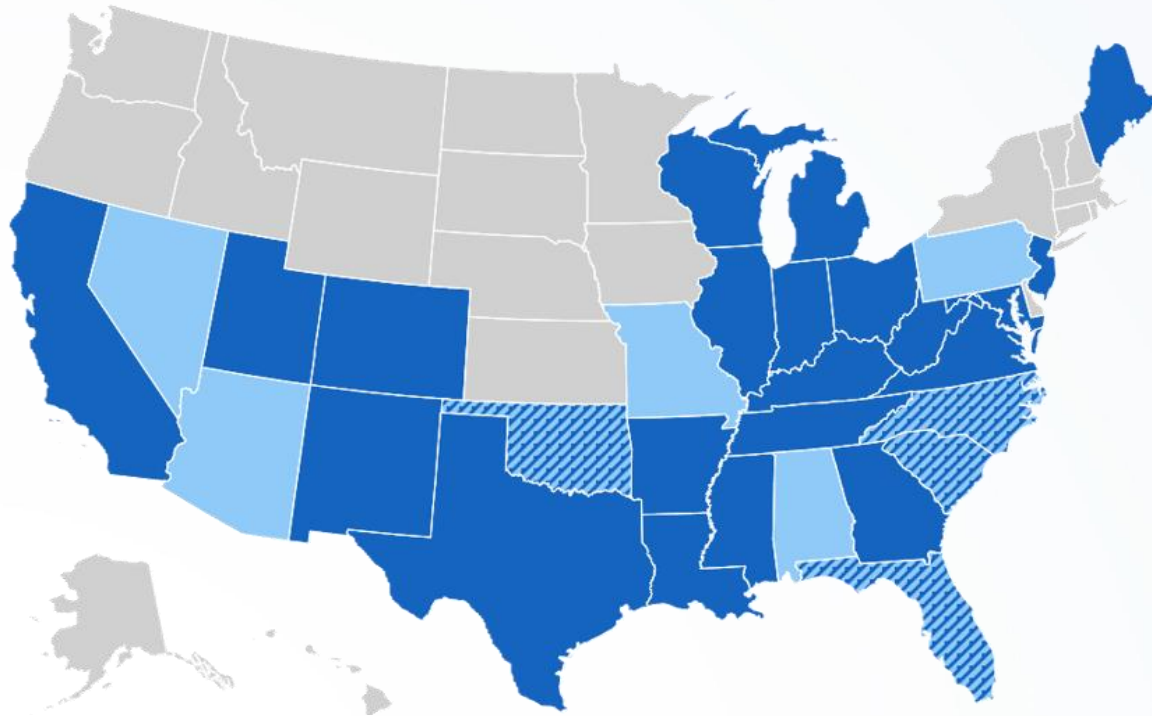
Commercial use of evidence

- Drive Value Analysis Committee (VAC) approval
- Increase adoption via peer to peer education
- Expand market access with broader payer coverage

Land and Expand

- Start with a physician champion
- Establish an initial use case
- Expand across adjacent procedures and departments

Expanding our acquired direct salesforce to cover highest opportunity territories



-  At acquisition
-  New sales reps
-  New territories

Market selection criteria

GPO access, hospital density, relevant procedure volume, commercial payor mix, physician champions and salesforce coverage

Direct W2 priority

Strategic hospital clusters
High-value specialties
KOL-led account expansion

ISA / distributor role

Open territories
Relationship-led access
Federal / VA coverage

Immediate opportunity and focus

Urology procedures are a strong landing point before expanding to other specialties

1 Urology

US TAM: ~\$1.2B

Radical Prostatectomy | Urethral /
Ureteral Strictures | Reconstruction

Land and Expand – Urology

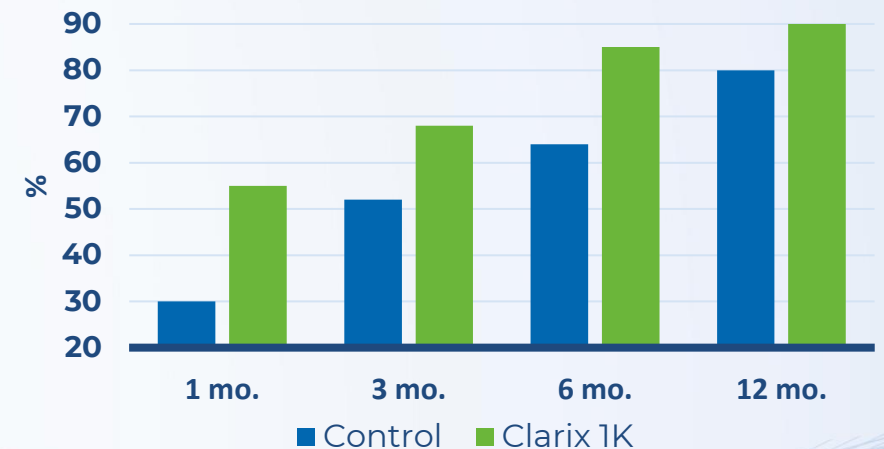
- Large opportunity
- Favorable economics
- Positive clinical data
- Existing KOL support



Robot-Assisted Radical Prostatectomy (RARP) with UC (Clarix 1K)¹

- Statistically significant higher continence rates at 1, 3, 6 and 12 months
- Notable benefit observed in older (>60 yrs) and obese (>30 kg/m²) patients

Continence Rates post-RARP¹



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¹Tewari AK, Ali A, Metgud S, et al. Functional outcomes following robotic prostatectomy using athermal, traction free risk-stratified grades of nerve sparing. World Journal of Urology. 2013; 31: 471-80.

Immediate opportunity and focus

Foot and ankle surgery is another landing point with a strong foundation of evidence

1 Urology

US TAM: ~\$1.2B

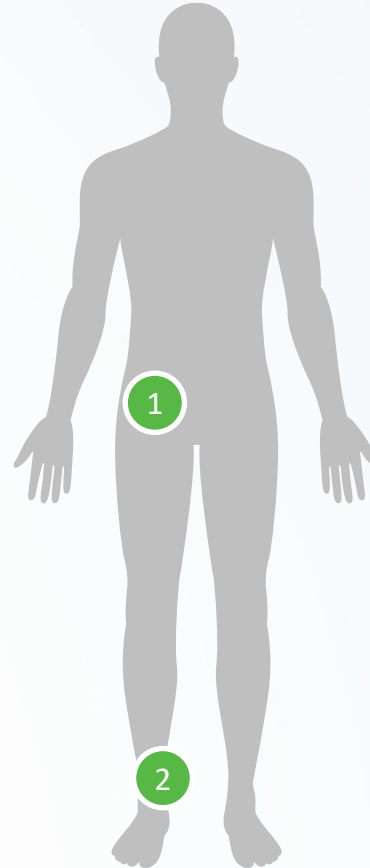
Radical Prostatectomy | Urethral /
Ureteral Strictures | Reconstruction

Next step

2 Foot & Ankle

US TAM: ~\$2.6B

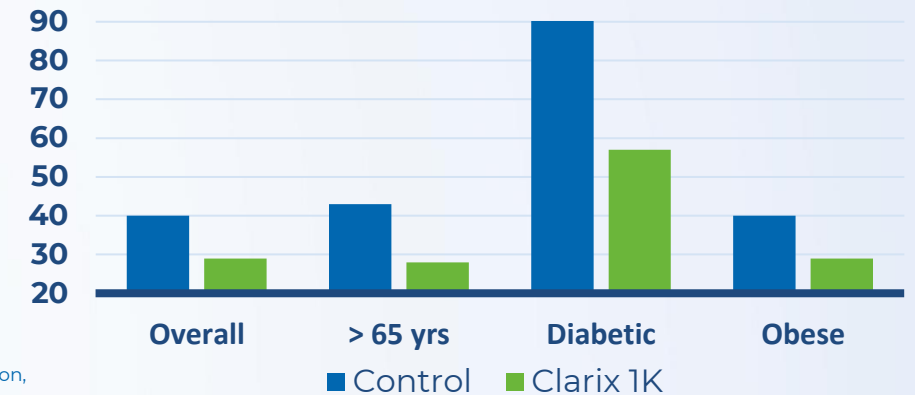
Tendon Repair | Joint Replacement &
Reconstruction | Trauma



Land and Expand – Foot and Ankle

- Large opportunity
- Favorable economics
- Positive clinical data
- Existing KOLs support

Time to Heal Post Total Ankle Arthroplasty¹



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¹Bemenderfer, T, Anderson, R, Odum S, Davis W. J Foot Ankle Surg, 2019.

Favorable outcomes and economics – example

Robot-Assisted Radical Prostatectomy (RARP)

- Clinical model with 100 patients to measure functional recovery rates after RARP, with and without Clarix®¹
- Patients collectively spent \$113,880 more in treatment over a 12-month period when compared to patients receiving Clarix at the time of surgery^{2,3,6}

Outcomes	With Clarix	Without Clarix	Standard of Treatment
Continence	83% at 3-months ⁴	47-93% at 3-months ²	Pads (2/day), pelvic floor PT, artificial urinary sphincter
Return to Erectile Function	75% at 6-months ⁵	68-79% at 6 and 12-months ^{2,3}	Viagra (4 pills/month), injections, penile prosthesis
		- Cost of treatment over 12-months = >\$113,880^{2,3,6} - Incremental cost per patient if continence and potency returned at 12-months vs. 6-months = >\$2,040⁶	

Clinical References

1. Elliott PA, Hsiang S, Narayanan R, et al. Cryopreserved placental tissue allograft accelerates time to continence following robot-assisted radical prostatectomy. Journal of Robotic Surgery. 2021.
2. Tewari AK, Ali A, Metgud S, et al. Functional outcomes following robotic prostatectomy using athermal, traction free risk-stratified grades of nerve sparing. World Journal of Urology. 2013; 31: 471-80.
3. Nelson CJ, Scardino PT, Eastham JA and Mulholland JP. Back to baseline: erectile function recovery after radical prostatectomy from the patients' perspective. J Sex Med. 2013; 10: 1636-43.
4. Ahmed M, et al. J Robot Surg. 2020 Apr;14(2):283-289. doi: 10.1007/s11701-019-00972-9.
5. Stites, J., et al., World Congress of Endourology. 2018: Paris, France.
6. Value Appraisal of Clarix® 1K in Robot-Assisted Radical Prostatectomy, Timothy Wilson, MD 1Saint John's Cancer Institute, Santa Monica, CA USA US-CLIK-0005

Upgrading FDA regulatory status increases value

Strengthens marketing claims and physician confidence

Current status

- Clarix/ Neox Flo sold as HCT/P 361 product
- Limited ability to market

510(k) Regulatory Pathway

- Differentiates the product
- Strengthens marketability
- Supports evidence-based selling

Catalyze Commercial launch

- 510(k) cleared June 2026
- Potential marketing launch by end of 2026



3Q 2025
FDA
submission

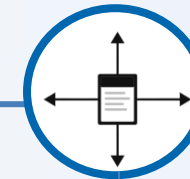


1H 2026
FDA
review

**FDA
Clearance
June 2026**



4Q 2026
Potential
Catalyze
Launch



2027+
Continue process
to upregulate
additional
products

Manufacturing tech transfer as a 2027 margin catalyst

At Acquisition

BioTissue supply agreement covers Neox/Clarix production for 12+ months

BioStem Today

Process transfer, quality readiness, commercial forecasting and capacity planning

1H 2027

Target transfer of Neox and Clarix manufacturing to existing BioStem facility, with particulate products expected to follow

Facility capacity

AATB accredited, cGTP facility; 6,100 sq ft dedicated area; 3,000 sq ft ISO clean room; up to 100K sq cm monthly capacity

Economic impact

Eliminate the cost-plus manufacturing mark-up; leverage lower-cost vertical integration with minimal capex needed and gross-margin upside



Financial highlights

First half of 2026 results reflected positive integration of the BioTissue acquisition

First Quarter 2026 Results

- Revenue: \$6.1M
- Gross margin: 61%
- Adj EBITDA loss: \$5.7M*
- Operating cash burn: \$0.8M Q1
- Cash balance: \$13.7M end of Q1

Outlook and Guidance

- Second Quarter revenue: \$7.9M
- FY26 Revenue Guidance: \$26-29M
- Sequential quarterly revenue growth in 2026
- Operating cash burn: \$5.5M Q2
- Cash Balance: \$7.0M end of Q2

*Non-GAAP measure, see our Q1 OTC filing for a reconciliation to Net Income

Building momentum through strategic integration and expansion

Significant **unmet need in the hospital**, with accessible \$26B US TAM

National distribution footprint with **expanding payor access**

Differentiated, broad and **clinically proven** product portfolio

Accredited manufacturing facility with the ability to **scale for growth**

Vertically integrated business model creates **path to profitability**

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Thank you