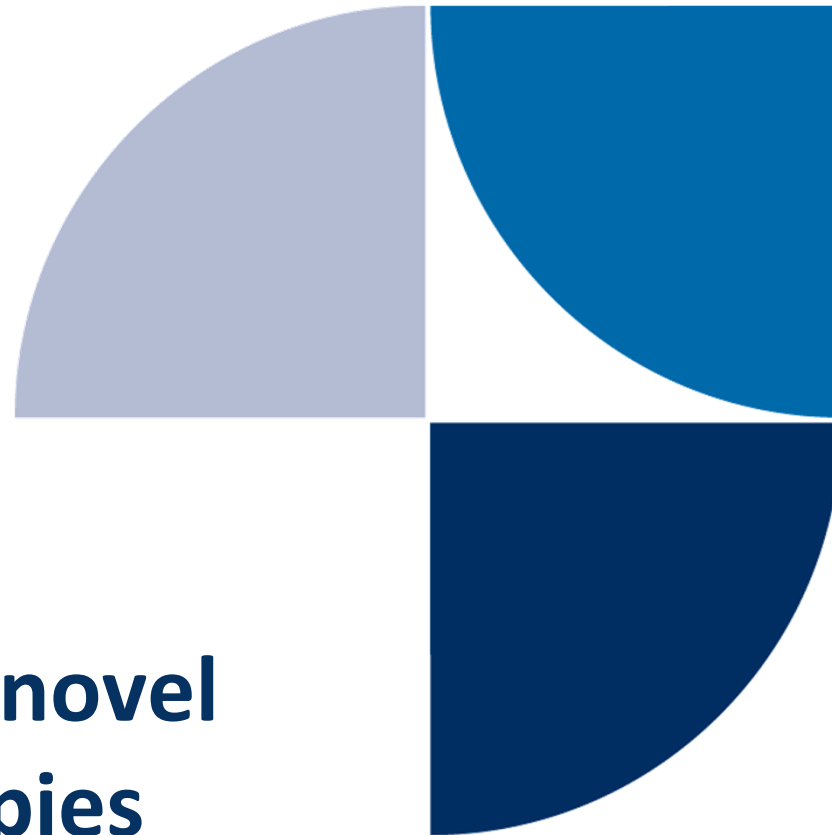


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**mesoblast**  
*the regenerative medicine company*



**Leading the world in novel  
adult stem cell therapies**

Credit Suisse Asian Investment Conference  
Hong Kong, March 2012

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# Forward looking statements

## CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

*This presentation, including any comments made during or following the presentation, may contain forward-looking statements that are inherently subject to risks and uncertainties, some of which cannot be predicted or quantified. These statements may relate to, but are not limited to: expectations regarding the safety or efficacy of, or potential applications for, Mesoblast's adult stem cell technologies; expectations regarding the strength of Mesoblast's intellectual property, the timeline for Mesoblast's regulatory approval process, and the scalability and efficiency of manufacturing processes; expectations about Mesoblast's ability to grow its business and statements regarding its relationships with Teva and Lonza and future benefits of those relationships; statements concerning Mesoblast's share price or potential market capitalization; and statements concerning Mesoblast's capital requirements and ability to raise future capital, among others. Actual results may differ from the results anticipated in these forward-looking statements, and the differences may be material and adverse. Factors and risks that may cause Mesoblast's actual results, performance or achievements to be materially different from those which may be expressed or implied by such statements, include, without limitation: risks inherent in the development and commercialization of potential products; uncertainty of clinical trial results or regulatory approvals or clearances; government regulation; the need for future capital; dependence upon collaborators; and protection of our intellectual property rights, among others. Accordingly, you should not place undue reliance on these forward-looking statements.*

## A risk managed business model

- proprietary platform technology delivers multi-product pipeline
  - multiple shots on goal
  - not dependent on success of any one product
- corporate partnerships manage execution risk
  - Teva provides global distribution capability, regulatory and clinical trial experience
  - Teva Phase 3 funding alleviates internal cash burn
  - Lonza provides best-in-breed process development & manufacturing capability, alleviates need for internal spend on manufacturing facility
- strong cash position (\$240m) enables simultaneous development of multiple products
  - Mesoblast has sufficient cash to advance new programs in parallel
  - investment in people with expertise in clinical development
- staged development program controls technical risk
  - managed transition from simple to complex indications and delivery modes
  - build on strong preclinical foundations and accumulated clinical experience

# Technology



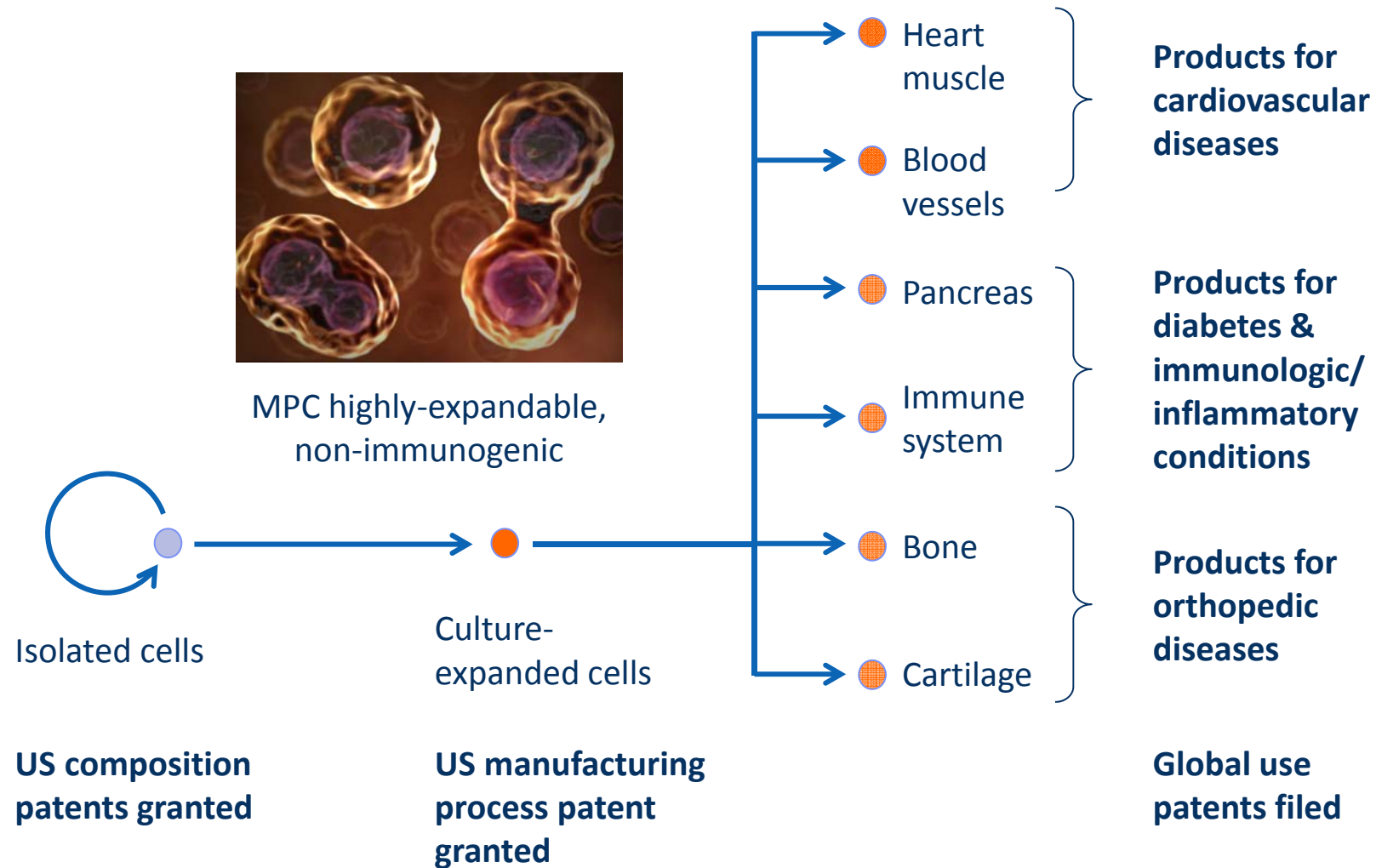
## Overview of current stem cell universe

- stem cells are unspecialized cells that can renew themselves
  - can mature into specialized cell types such as muscle, nerve, bone, blood cells, etc
  - stem cells constantly renew and repair tissues in the body
- our mesenchymal precursor cells (MPC) are multipotent, easy to expand in large numbers, and can be used allogeneically (“off-the-shelf”) due to reduced immune activation
- limitations of other stem cell types
  - embryonic stem cells and iPS
    - pluripotent – can form most cells in the body
    - ethical and safety issues – tumor potential
  - hematopoietic stem cells
    - can form limited cell types (blood cells, immune system)
    - difficult to expand
    - used autologously (patient’s own cells) due to immune reactions

## Our unique adult stem cells

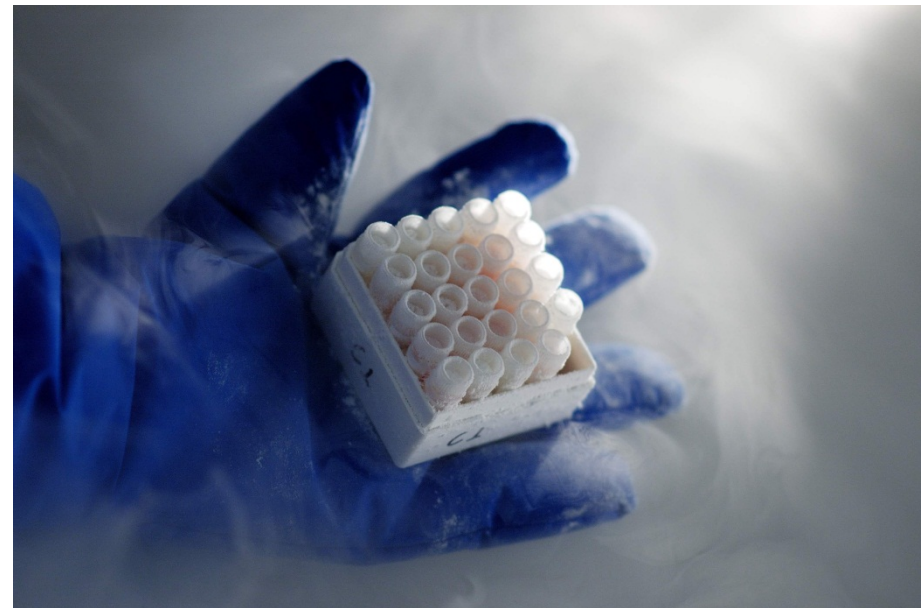
- **immunoselected, purified adult mesenchymal precursor cells**
  - no ethical or safety issues associated with embryonic stem cells
  - robust global patent portfolio
  - Stro-1 expression defines earliest, most potent precursor of mesenchymal lineage
- **easy to expand in large numbers**
  - low cost of goods, no supply constraints
  - high margin business model
- **non-immunogenic, can be used from one donor for many recipients**
  - “off the shelf”, classic pharmaceutical drug model
  - batch to batch consistency
  - clear, rapid regulatory pathway
  - excellent safety profile across all indications

# We own the IP on Mesenchymal Precursor Cells (MPCs)



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# Strategic Partnerships





## Teva strategic alliance

- Teva has exclusive worldwide commercialization rights to selected cardiovascular and neurologic indications, holds 19.6% stake in Mesoblast
- Teva responsible for funding Phase 2b and Phase 3 clinical development
- Mesoblast retains all manufacturing rights, sells finished product to Teva on transfer price basis
- Mesoblast eligible to receive up to US\$1.7 billion in milestone payments
- Mesoblast cash balance of \$240 million to fund other major indications including
  - type 2 diabetes
  - inflammatory diseases of various tissues (eg lungs)
  - immunologic conditions (eg rheumatoid arthritis)
  - ophthalmic indications
  - orthopedic cartilage and bone conditions

## **Lonza manufacturing alliance is central to profitability**

### **State-of-the-art manufacturing plant via strategic alliance with Lonza**

- Lonza will supply clinical and long-term commercial MPC product needs globally
- Lonza to construct a purpose-built manufacturing facility exclusively for Mesoblast
- Mesoblast can buy out this facility at a pre-agreed purchase price
- Mesoblast will have exclusive access to Lonza's cell therapy facilities in Singapore

### **Mesoblast retains control of manufacture for all products**

- product delineation for distribution partners
- maintain optimal product pricing differences

### **Commercial benefits**

- reduced COGS, increased margins on sales price
- state-of-the-art, industrialized manufacturing process
  - R&D support for enhanced second generation products
  - leverage new technologies

# Product Pipeline



# Platform technology delivers multi-product pipeline

## Cardiovascular and neurologic products

- Teva alliance delivers proven execution capability in major global markets
- cash from corporate partnership to fund rest of Mesoblast pipeline

## Products for Type 2 diabetes and metabolic disease

- early diabetics
- kidney/heart/liver complications

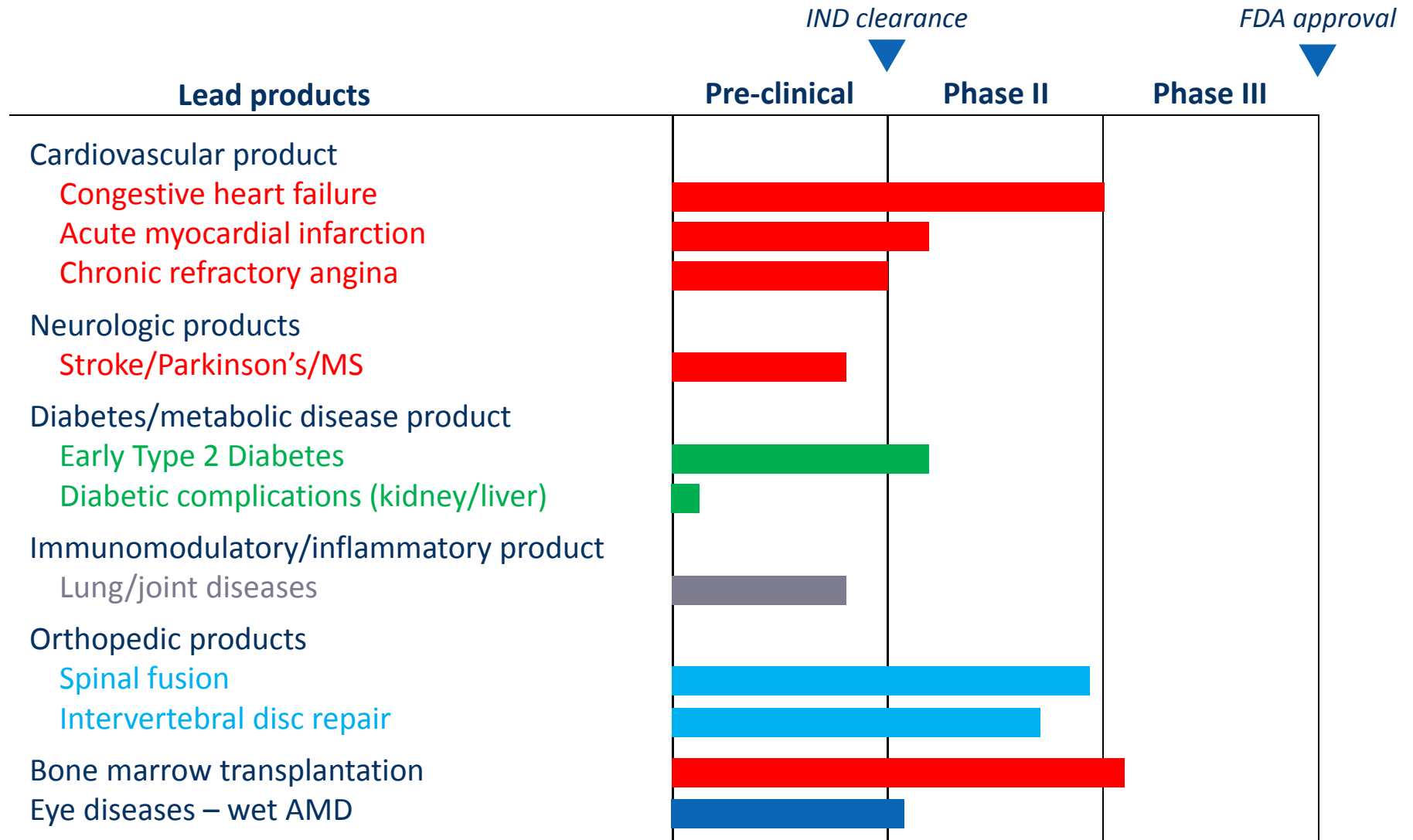
## Inflammatory/immunomodulatory products

- lung diseases
- inflammatory joint diseases

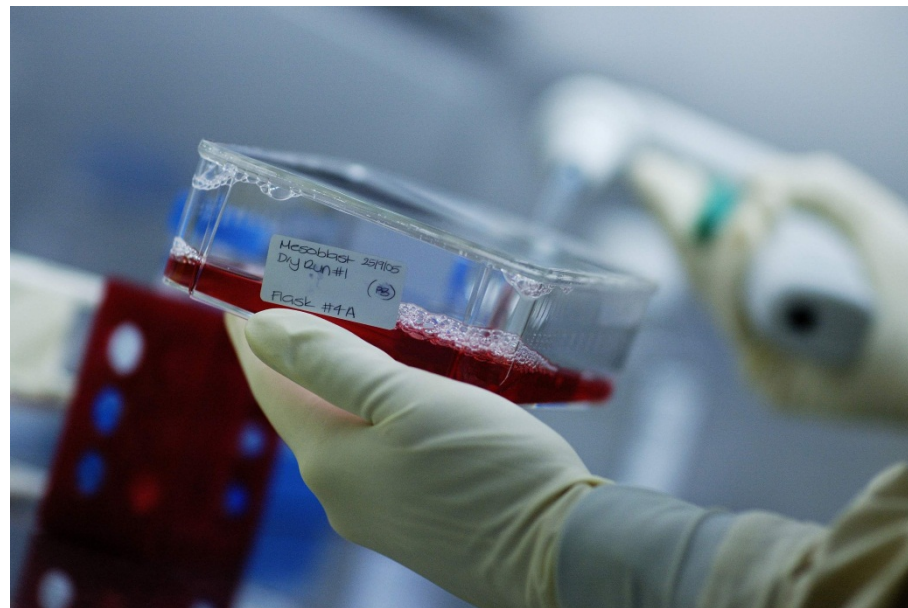
## Orthopedic products

- intervertebral disc repair
- stress fractures
- spinal fusion

# “Off-the-shelf” product franchises driving value creation



# Program Update



## Cardiovascular franchise – congestive heart failure (CHF)

*prevalence 6.2 million in US, > 670,000 new patients annually*

- 60 patient multi-center, randomized, controlled Phase 2 trial
- Class II-IV CHF, ejection fraction < 40% (high 6- and 12-month mortality)
- randomized 3:1 controls to MPCs at 25M, 75M or 150M cell doses
- cells injected by J&J NOGA Myostar™ catheter – single injection
  
- primary stated endpoint of trial was safety and feasibility
- primary endpoint of safety successfully met, no adverse events associated with MPCs at any dose
- no clinically relevant immune responses to donor cells

## Congestive heart failure – positive results presented at American Heart Association 2011 Annual Meeting

“In general, Phase 3 studies should use endpoints such as mortality and cardiovascular or heart failure hospitalizations, whereas endpoints, such as ejection fraction, that have not been validated as surrogates for clinical outcome are not considered to be acceptable as primary efficacy endpoints for pivotal trials.”

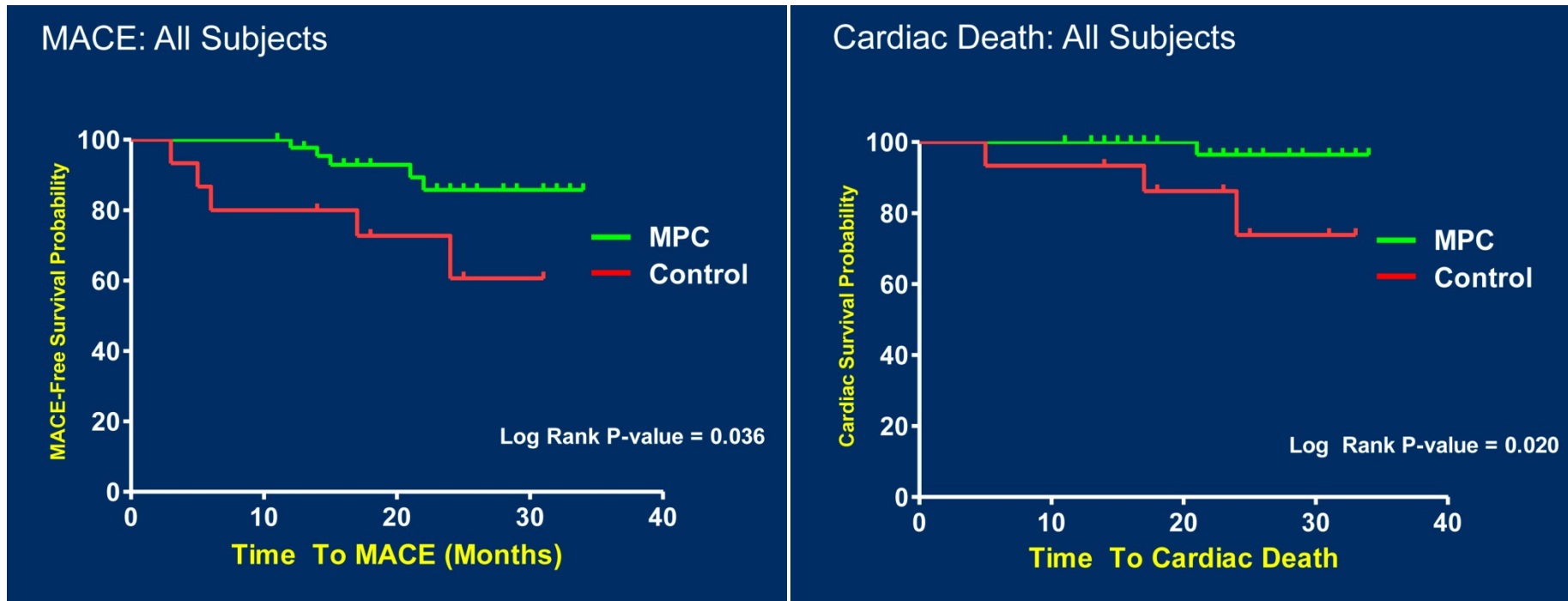
*US FDA, Guidance for Industry, Cellular Therapy for Cardiac Disease  
October 2010*

- Major Adverse Cardiac Events (MACE) significantly reduced in MPC-treated patients over mean 22 month follow-up ( $p=0.036$ ). MACE is composite of mortality/heart attacks/revascularization
- MACE risk over time reduced by 78% in MPC-treated patients vs controls ( $p=0.011$ ), with 60-90% risk reduction at every MPC dose
- cardiac mortality significantly reduced in MPC-treated patients compared with controls over mean 22 month follow-up (2% vs 20%,  $p=0.02$ )
- highest dose of Revascor™ completely prevented any deaths or episodes of heart failure hospitalization over 18 months of follow-up
- highest dose showed evidence of remodeling (reduction in heart volumes) and improvement in functional capacity (increased walking distance), which are key parameters in congestive heart failure

***Based on these results, Teva and Mesoblast are moving forward with Phase 3 trial of high dose Revascor™ in heart failure patients.***



# Congestive heart failure – Kaplan Meier plots



## Intravenous product franchise

- high value products using systemic administration
- multiple applications:
  - Type 2 diabetes, and its complications (renal, liver, cardiac)
  - lung diseases (e.g. inflammatory conditions, asthma)
  - inflammatory joint diseases (e.g. rheumatoid arthritis)
  - neurological diseases (e.g. stroke, multiple sclerosis)
- compelling, highly predictive preclinical data being generated in each area to support early commencement of Phase 2 human trials
- safety data from first Phase 2 human trials using IV delivery (e.g. diabetes) will be leveraged across other applications

# Allogeneic MPCs for treatment of Type 2 Diabetes

- **Postulated mechanisms of action**
  - anti-inflammatory effects systemically (reduce CRP, IL-1)
  - pancreas as target (directly via homing or indirectly via secretion of factors)
  - peripheral endocrine organs as targets (e.g. bones, adipose tissues)
  - restoration of normal pancreatic sensing of high glucose levels
  - restoration of normal pancreatic insulin secretion

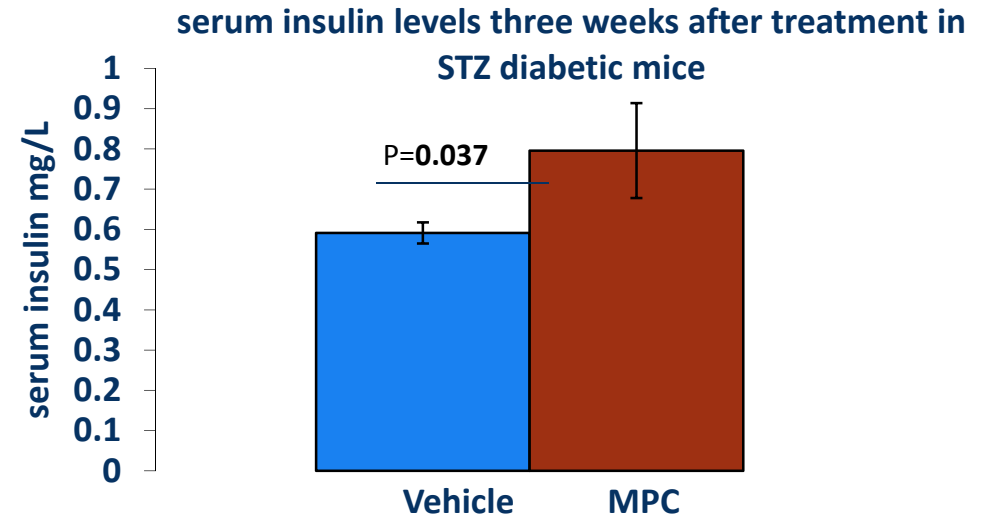
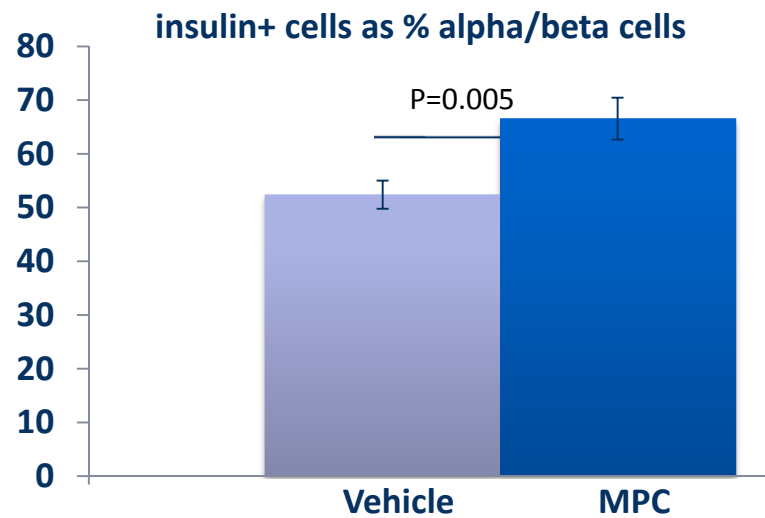
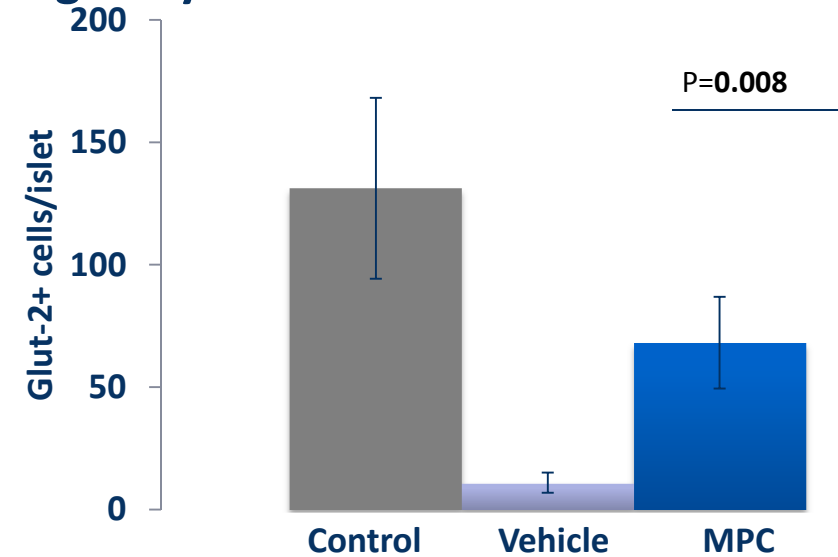
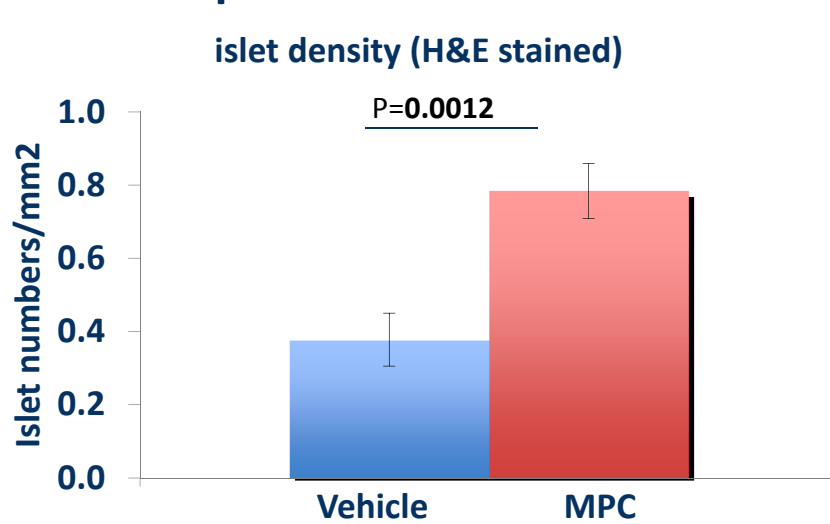
## Intravenous product franchise – Type 2 diabetes pre-clinical study

- 17 non-human primates with natural Type 2 diabetes associated with obesity
- dose-ranging study evaluating effect of single intravenous injection of Mesoblast's allogeneic MPCs over 6 months
- controls (n=3) received a single saline injection, four groups of treated subjects (3-4 per group) received one of 4 escalating doses of MPCs (0.1, 0.3, 1 and 2 million MPCs/kg).
- measures included fasting blood glucose and C-reactive protein

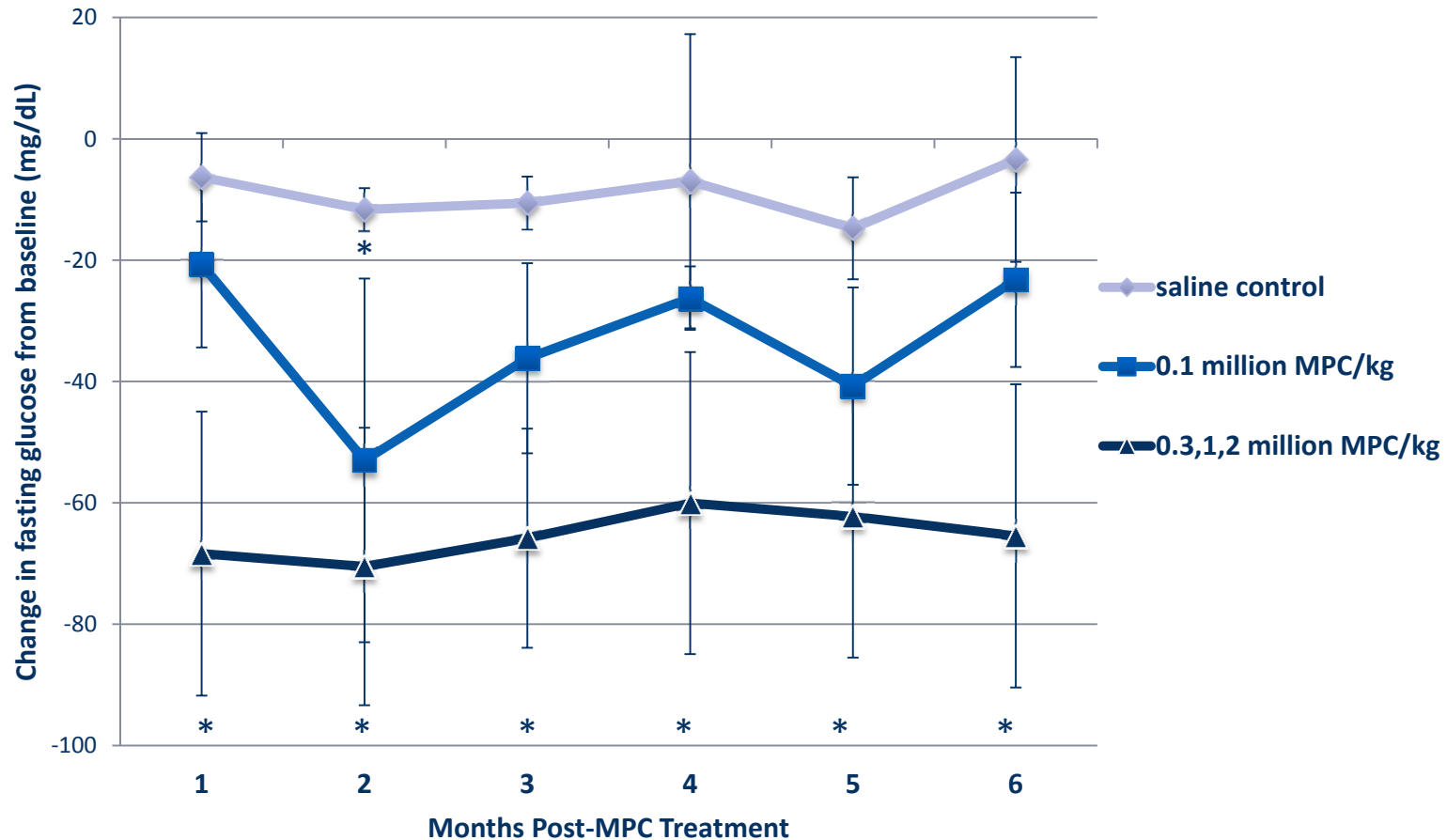
*CRP > 3mg/L is a major established risk factor for heart attack and death in Type 2 diabetics*

Study objectives were to see if a single MPC injection could have durable glucose-lowering effect, and assess potential MPC cardioprotective effects as measured by CRP levels over time

# MPC's increase islet numbers, increase glucose sensing beta cells, and restore insulin production in mouse islets damaged by STZ

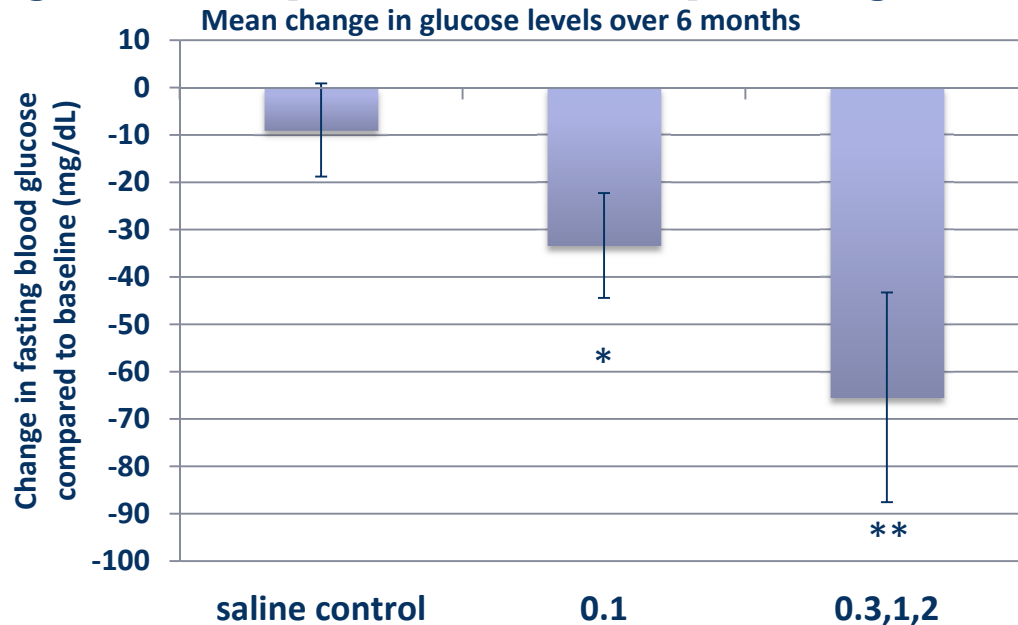


## A single IV dose of 0.3, 1, or 2 million MPC/kg maintains reduced glucose levels for 6 months in obese cynomolgous monkeys with Type 2 Diabetes

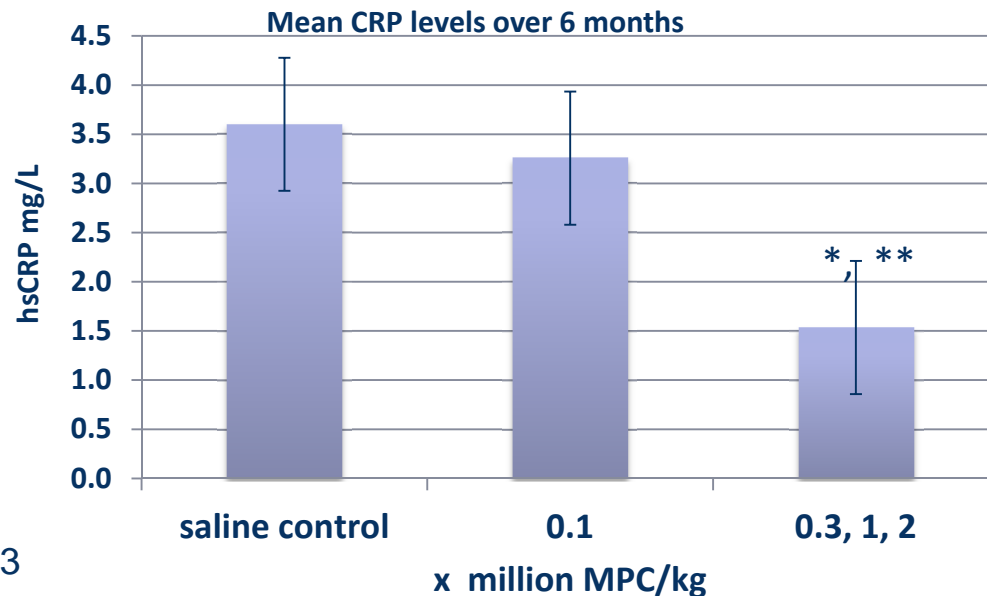


\*  $p < 0.05$  compared to saline control at each month

# Single IV Dose [0.3, 1 or 2 million] MPC/kg reduces glucose, CRP levels for 6 months



\* 0.1 million MPC/kg vs saline controls:  $p=0.05$   
 \*\* [0.3, 1, or 2 million] MPC/kg vs saline controls:  $p=0.05$



NB: CRP > 3mg/L is a major risk factor for heart attack and death in Type 2 diabetics

\* [0.3, 1, or 2 million] MPC/kg vs saline controls:  $p=0.002$   
 \*\* [0.3, 1, or 2 million] MPC/kg vs 0.1 million MPC/kg:  $p=0.016$

## Clinical program in Type 2 Diabetes

- non-human primate data show sustained 6-month durability of glucose lowering effect by single intravenous injection of allogeneic MPC at 0.3, 1 or 2 million MPC/kg;
- accompanying sustained reductions in CRP levels suggest a potential cardio-protective effect of the MPC
- based on pre-clinical studies, Mesoblast received FDA clearance to begin randomized, placebo controlled Phase 2 clinical trial in 60 patients with Type 2 Diabetes
- primary endpoint safety and tolerability, secondary endpoints to confirm glucose lowering effects of a single intravenous injection of 0.3, 1 or 2 million MPC/kg over 12 week study period
- plan to progress to clinical trials in patients with Type 2 Diabetes with renal complications and high risk of death from cardiovascular causes



# Corporate Overview



## Investment snapshot

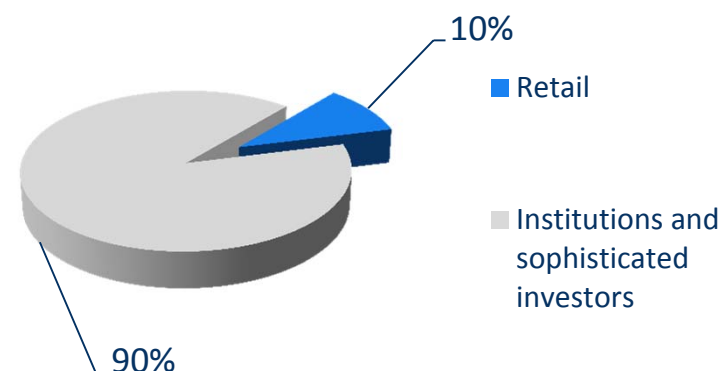
Mesoblast is a public company, listed on the Australian Securities Exchange since 2004.

It is included in the S&P/ASX 200 Index.

Issued shares	284m
Current share price	\$7.50
Cash available (approx)	\$240m
Market capitalization	\$2,100m

Results <i>(A\$m except per share data)</i>	2011	2010
Total revenue & other income	120.9	0.8
Operating expenses		
R&D	15.3	7.6
Management	11.8	3.6
Other	1.5	4.4
Profit / losses (before tax)	92.2	(14.8)
EPS basic – cents per share	41.8	(10.5)
EPS diluted – cents per share	39.8	(10.5)

## Mesoblast ownership



## 2011 - major accomplishments

- strategic alliance with Teva/Cephalon for selected product commercialization
- strategic alliance with Lonza for long-term manufacturing capacity
- expanded cardiovascular franchise to cover heart failure, heart attack and chronic angina
- completed congestive heart failure Phase 2 trial, special presentation at American Heart Association meeting
- expanded spine franchise: commenced degenerative disc repair Phase 2 trial , complements ongoing Phase 2 spinal fusion trials
- successful pre-clinical Type 2 diabetes study, ready to begin first Phase 2 trial for intravenous product
- commenced Phase 2 trial in wet age-related macular degeneration

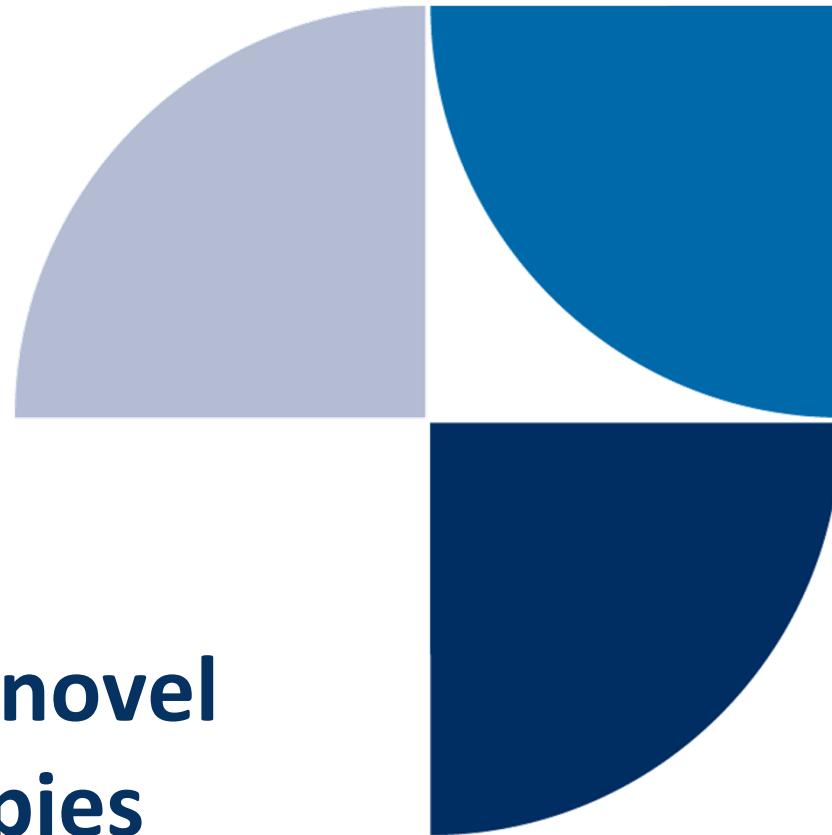
## Value inflexion points – near term

- Teva + Mesoblast to commence Phase 3 trial for congestive heart failure
- completion of two Phase 2 spinal fusion trials
- completion of Phase 2 disc repair trial
- interim Phase 2 diabetes data
- expanding the intravenous product franchise, e.g. lung diseases, RA
- further partnering opportunities, strategic initiatives – optimal timing

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