RepliCel™

Using Cells for Healing

OTCQB: REPCF

TSXV: RP

FRA:P6P2

COMPANY UPDATE

公司更新

May 2017/2017年5月

Safe Harbour Statements
安全港声明

As used in this investor presentation (the "Presentation"), the terms "we", "us", "ours", "RepliCel" and "Company" mean ReliCel Life Sciences Inc., a British Columbia, Canada corporation, and our wholly-owned subsidiary, Trichoscience Innovations Inc., as applicable.

Statements included in this Presentation that do not relate to present or historical conditions are "forward looking statements". Forward-looking statements are projections in respect of future events or our future financial performance. In some cases, you can identify forward-looking statements by terminology such as "may", "should", "intend", "expect", "plan", "anticipate", "believe", "estimate", "predict", "potential", or "continue", or the negative of these terms or other comparable terminology. Forward-looking information presented in the Presentation include: (1) that the Company has near term revenue potential; (2) with respect to the RCI-02 dermal injector device, that: the Company will complete manufacturing and testing of prototypes in 2017 sufficient to support the filing of a CE mark applicaton; the dermal injector will be launched in the European market and will generate revenue in 2018; an agreement will be reached with respect to the licensing of the dermal injector device once the prototypes are built and tested; (3) with respect to the RCS-01 (skin rejuvenation), that: clinical trial data is expected in Q1 2017; and the data generated from clinical trials may lead to a potential licensing deal; (4) with respect to the RCT-01 (tendon repair), that: clinical trial data is expected in Q1 2017; and the data generated from clinical trials may lead to a potential licensing deal; (5) with respect to RCH-01 (pattern baldness), that: clinical data from a study being conducted in Japan is expected in 2018/2019; the product has the potential to be launched in the Japanse market as soon as 2018 and the data generated from clinical trials may lead to a potential licensing deal.

Various assumptions or factors are typically applied in drawing conclusions or making the forecasts or projections set out in forward-looking information. Those assumptions and factors are based on information currently available to our Company, including information obtained from third-party industry analysts and other third party sources. In some instances, material assumptions and factors are presented or discussed elsewhere in this Presentation in connection with the statements or disclosure containing the forward- looking information. You are cautioned that the following list of material factors and assumptions is not exhaustive. The factors and assumptions include, but are not limited to:
(1) no unforeseen changes in the legislative and operating framework for the business of our Company; (2) a stable competitive environment; and (3) no significant event occurring outside the ordinary course of business such as a natural disaster or other calamity.

These statements are only predictions and involve known and unknown risks which may cause actual results and the Company's plans and objectives to differ materially from those expressed in the forward-looking statements, including: the risk that the Company will not obtain CE mark clearance or other necessary regulatory approvals; the risk that there will be delays enrolling clinical trial participants; the risk that the Company will receive negative results from the Company's clinical trials; the effects of government regulation on the Company's business; risks associated with Shiseido obtaining approval for its clinical trial; risks associated with the Company obtaining approval for its clinical trial in Germany; risks associated with the Company obtaining all necessary regulatory approvals for its various programs in Canada, the USA and Germany; risks associated with the Company's ability to obtain and protect rights to its intellectual property; risks and uncertainties in connection with the outstanding issues alleged by Shiseido in connection with the License and Co-development Agreement; risks and uncertainties associated with the Company's ability to raise additional capital; the viability and marketability of our cell replication technologies; our failure to successfully implement our marketing plan; the development of superior technology by our competitors; the failure of consumers and the medical community to accept our technology as safe and effective; and other factors beyond the Company's control.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity or performance. Further, any forward-looking statement speaks only as of the date on which such statement is made, and, except as required by applicable law, we undertake no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made or to reflect the occurrence of unanticipated events. New factors emerge from time to time, and it is not possible for management to predict all of such factors and to assess in advance the impact of such factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statement.

Readers should consult all of the information set forth herein and should also refer to the risk factor disclosure outlined in the Company's annual report on Form 20-F for the fiscal year ended December 31, 2015 and other periodic reports filed from time-to-time with the Securities and Exchange Commission on Edgar at www.sec.gov and with the Canadian Securities Commissions on Sedar at www.sedar.com.

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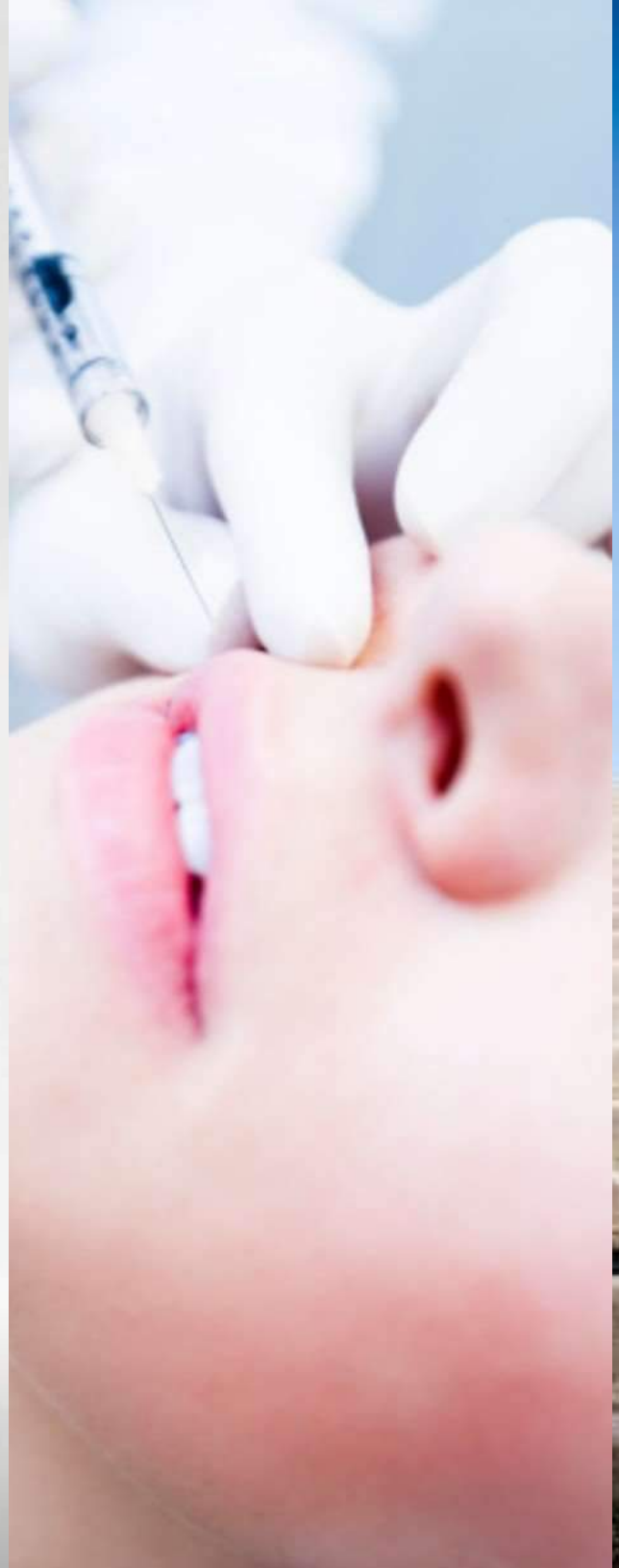
RepliCel

A REVOLUTION IN SPORTS MEDICINE AND AESTHETICS. /
运动医学和美容领域的革命。

We are a regenerative medicine company with innovative cell therapy technology providing unparalleled skin rejuvenation, tendon regeneration, and hair regrowth. / 我们是一家再生医学公司，拥有创新细胞疗法技术，提供无与伦比的皮肤恢复青春、肌腱再生和头发再生长技术。



Three applications, two biologics, one game-changing delivery platform
三大应用，两个生物制剂，一个突破性的注射平台

RCS-01:
NBDS Fibroblast Therapy for Aging and Sun-Damaged Skin / 非球真皮鞘成纤维细胞，治疗皮肤老化和晒伤

RCT-01:
NBDS Fibroblast Therapy for Chronic Tendinosis / 非球真皮鞘成纤维细胞，治疗慢性跟腱炎

RCH-01:
DSC Cell Therapy for Androgenetic Alopecia / 真皮鞘杯细胞，治疗雄性激素性脱发

RCI-02: Dermal Injector Device / 真皮注射器设备

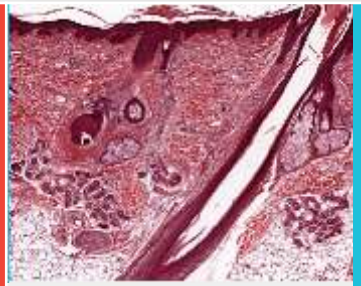
SPORTS MEDICINE
运动医学

AESTHETICS
美容

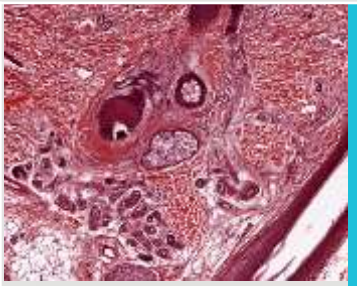
RepliCel™

How RepliCel's Innovative Cell Manufacturing Process Works
RepliCel创新细胞制造工艺如何运作

1 Condition Diagnosed / 病情诊断



2 Biopsy taken from Scalp / 从头皮中提取活组织



3 Cells isolated from hair Follicle / 从头发毛囊中分离细胞

4 Cells grow (5-8 weeks) / 细胞增长（5-8周）

5 Cells mixed with carrier and frozen / 将细胞与载体结合并冷冻

6 Cells injected / 注射细胞

RepliCel

Patented Dermal Injection Device – A Catalyst for Innovation
专利真皮注射器装置-创新催化剂

RepliCel™

Patented Dermal Injection Device – A Catalyst for Innovation
专利真皮注射器装置-创新催化剂

Electronic injection activator (improves over manual plunger) / 电子注射激活器（相比手动活塞改善）

The RCI-02 dermal injector is designed to deliver cells, dermal fillers, drug and biologics / RCI-02真皮注射器旨在注射细胞、真皮填充物、药品和生物制剂

- Digital controls program for depth, volume, rate of dispersion / 对深度、剂量和扩散速度的数字控制
- Provides exact repeatable dispersion across 3 dimensions / 提供可重复的三维立体式扩散
- Removes human variability / 消除人类操作的不稳定性
- Built-in Peltier element reduces need for anesthetics / 内置帕尔贴元件，降低麻醉需求
- Near-term commercial launch / 近期商业化上市

Pre-filled Disposable Cartridges
预填充一次性剂盒

RepliCel™

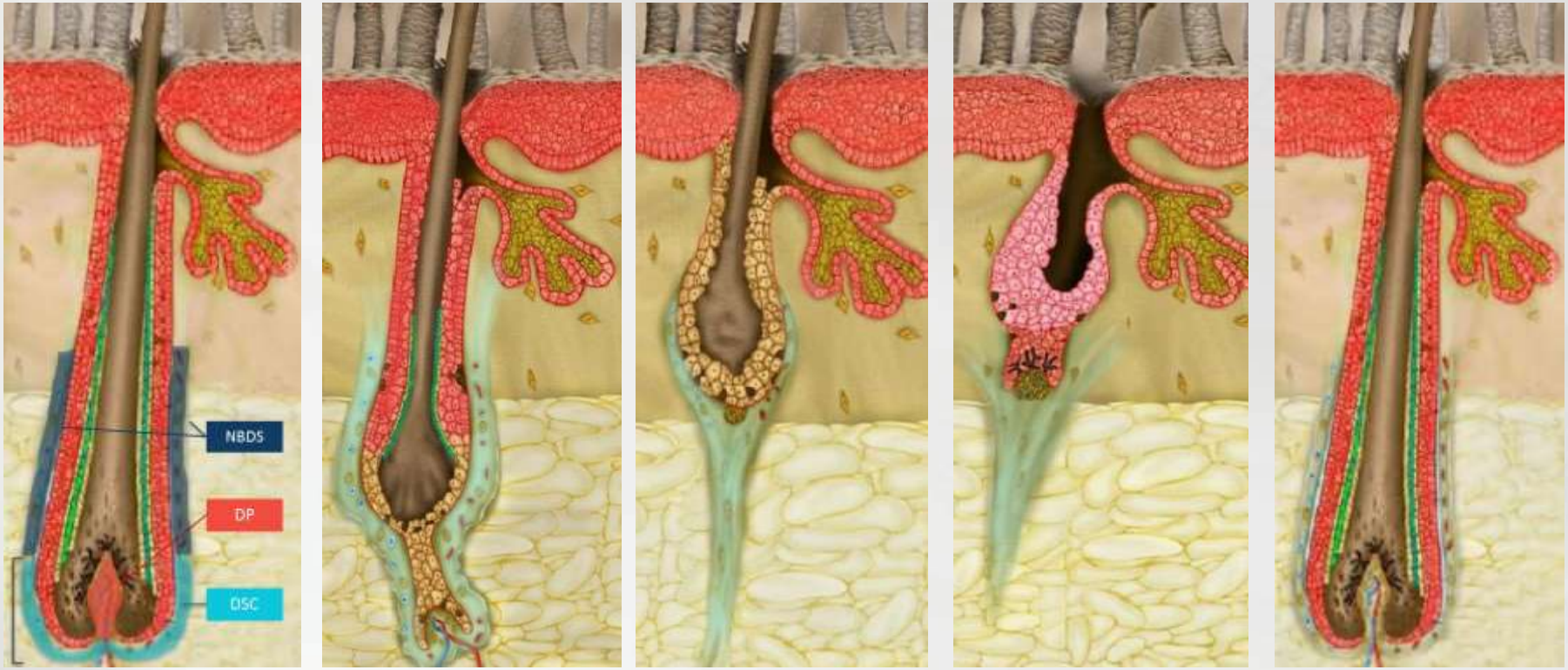
RepliCel is the **only** Company using cells derived from hair follicles.
RepliCel是唯一一家利用从头发毛囊中提取细胞的公司。

The Hair Cycle: From growth phase to resting phase

头发周期：从生长期到休眠期

Cellular structure of a hair follicle bulb disaggregates during the regression to resting phase.

在退化期到休眠期期间头发毛囊球细胞结构分解。



GROWTH PHASE
生长期
Anagen = up to 3 years
生长期=不超过3年

DISASSEMBLY PHASE
分解期
Catagen= 3 weeks
退化期=3周

FOLLICLE QUIESCENCE
卵泡休眠
Telogen = 2-3 months
静止期=2-3个月

CELL REASSEMBLY
细胞重组
Telogen = 2-3 wks
调节期=2-3周

GROWTH PHASE
生长期
Anagen = up to 3 yrs
生长期=不超过3年

RepliCel™


Tendon Repair
肌腱修復
RepliCel™

The **impact** of losing tendon function
丧失肌腱功能的影响

The mom who loves to run but has **had to stop** due to **achilles tendinosis /** 热爱跑步的母亲因为跟腱炎被迫停止

The worker **no longer able to perform his job** because of **chronic tendon pain /** 工人因为慢性肌腱疼痛无法胜任工作

The passionate golfer living with **golfer's elbow** who would **do almost anything** to enjoy a **pain-free round /** 患有高尔夫肘的激情高尔夫球爱好者愿意做一切来享受打一轮无痛的球

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Achilles Tendon Injuries – **Market Size**
跟腱损伤-市场规模

656,211

Annual incidence rate of mid-portion Achilles tendinopathy in North America alone[1]

仅北美每年中度跟腱病发病率

232,000

Estimated annual number of Achilles tendon sports injuries in the US (2002) [2]

估测美国每年发生的体育活动中跟腱损伤案例（2002）

4%

of all patients seen in sports clinics have Achilles tendinosis

跟腱炎在运动诊所所有患者中的比重

[1] British Journal of Sports Medicine – Incidence of mid-portion Achilles tendinopathy in the General population = 1.85 per 1,000 registered persons《英国运动医学期刊》-大众中度跟腱疾病发病率=1000个登记人士中有1.85人

[2] Achillestendon.com

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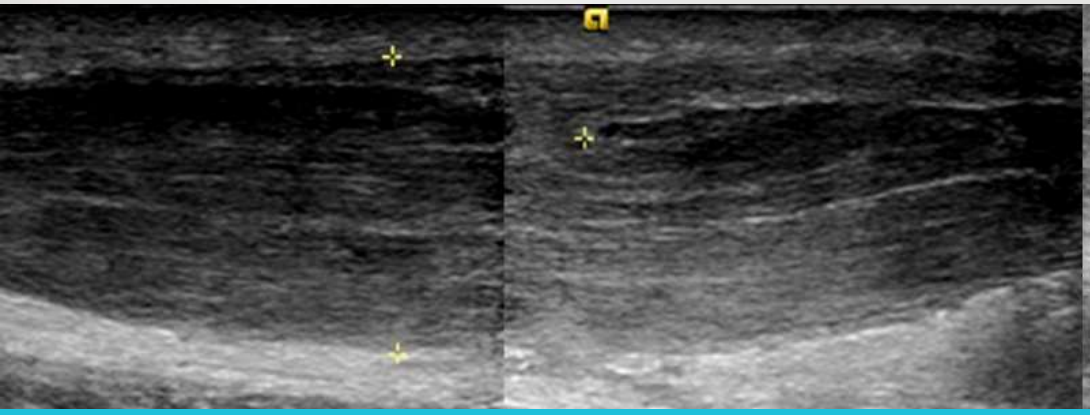
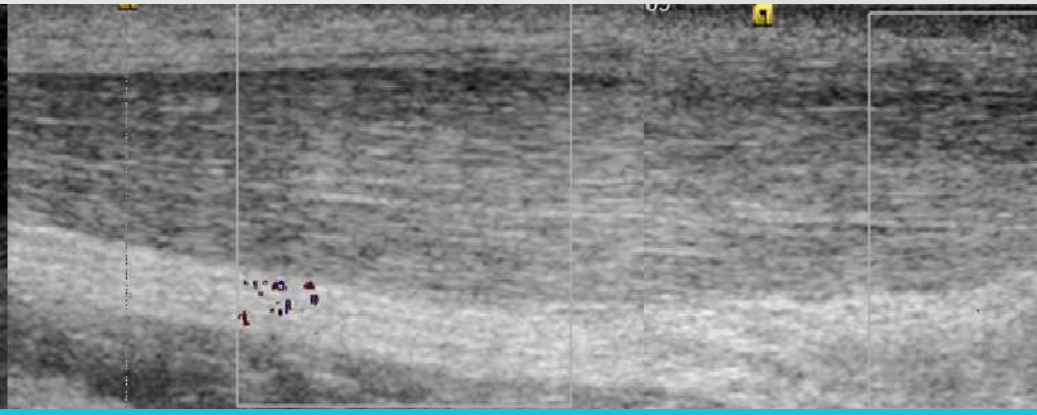
Phase 1 Chronic Achilles Tendinosis - Predicate Science
一期慢性跟腱炎-谓词科学

63 YEAR OLD MALE
63岁男性



Ultrasound Image Before Treatment – Day 1
治疗前的超声图像-第1天



Ultrasound Image After Treatment – 6 Months
治疗后超声图图像6个月

- 3-years of **chronic pain / 3年慢性疼痛**
- **Failed eccentric loading**, casting & platelet rich plasma / 无法偏心载荷和固定，血浆中血小板含量高
- **Chronic tendinosis:** unorganized tissue formation / 慢性肌腱变性：无条理的组织构造

- Pain **reduction / 减少疼痛**
- Tendon thickness **reduction / 降低肌腱厚度**
- Organized **tissue formation / 有条理的组织构造**
- **Healing complete:** return to normal tendon structure / 完成治疗：恢复正常的肌腱结构

RepliCel™

Phase 1 Chronic Achilles Tendinosis - Predicate Science
一期慢性跟腱炎-谓词科学

PAST CLINICAL: Phase 1 Achilles Tendinosis[1]
过去的临床试验：一期跟腱炎

Treatment with adipose-derived dermal fibroblasts

利用来自动物脂肪的真皮成纤维细胞治疗

24 patients

24名患者

(unilateral disease / 单侧疾病)

12 treated, 12 controlled / 治疗组和对照组各12人

Mean age 45.2 years (20 male, 12 female) / 平均年龄45.2岁（20名男性，12名女性）

VISA questionnaire & VAS scores @ 6 months / 6 个月时进行VISA问卷调查和 & VAS评分

VISA median values

VISA中位数

(p<0.001)

Cell group improved 127% / 细胞组提高127%

Control improved 11% / 对照组改善11%

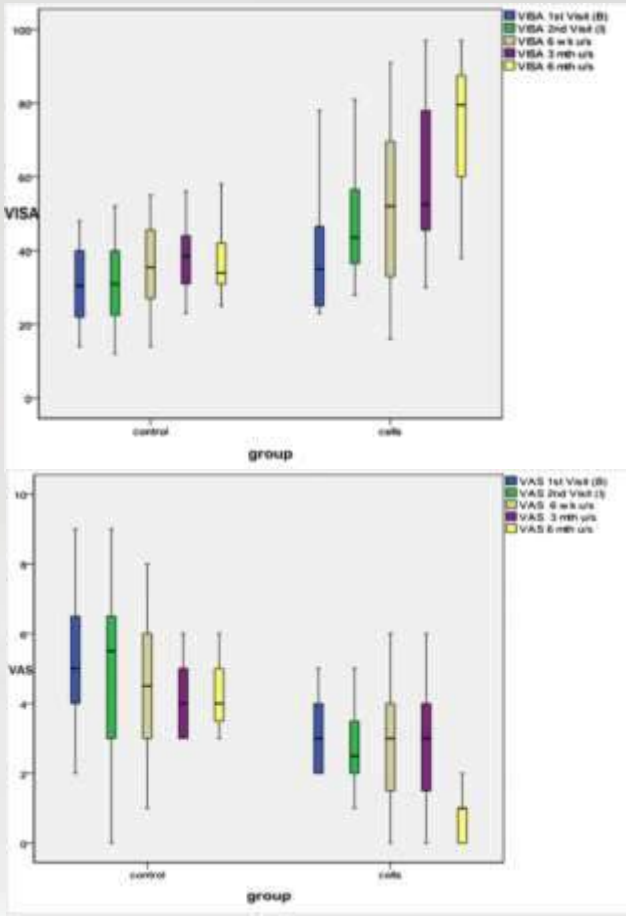
VAS median values

VAS中位数

(p<0.001)

Cell group decreased 66% / 细胞组减少66%

Control decreased 20% / 控制组减少20%



1 Source 来源: D. Connell et al, JBJS 2012

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RCT-01 Tendon Repair

PHASE 1/2a CLINICAL TRIAL

Randomized (3:1) double-blind, placebo-controlled trial at UBC Sports Medicine Clinic (8 participants)

Primary Endpoint: Safety

Secondary Endpoint: Efficacy at 6 months

LICENSING STATUS

Active Licensing Discussions are Currently Underway

Final Results: Trial met its goal of establishing a complete safety profile at 6 months and showed no serious adverse events related to the study treatment or injection procedure. Most clinically material improvements seen 6 months after receipt of injections include:

VISA-A Scale of Achilles Tendon Injury Severity
RCT-01 participants had an overall 15.3% improvement in total score compared to baseline. Two patients showed select measures of near-complete recovery in function (by VISA-A scoring).

VAS Scale of Pain Severity
Four out of five RCT-01 participants had an average VAS improvement score of 62.9% over baseline, demonstrating clinically relevant signals of improvement in pain on loading (running/jumping).

Three out of five RCT-01 participants had an average VAS improvement score of 55.2% over baseline, demonstrating improvement in pain on palpation.

Two patients showed select measures of near-complete elimination of pain (by VAS scoring).

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RCT-01肌腱修复

一/二a临床试验

在卑诗大学运动医学诊所展开

随机（3:1）双盲安慰对照试验

（8名受试者）

主要终点： 安全性

次要终点： 治疗6个月后的疗效

授权状态

积极的授权讨论正在进行中

最终结果： 该试验达到了治疗6个月时建立完整的安全体系的目标，未显示与试验疗法或注射程序相关的严重副作用。在接受注射6个月后所看到的大多数重要的临床改善包括：

跟腱损伤严重程度VISA-A数值 RCT-01受试者总得分相比基线水平整体改善15.3%。两名患者部分指标接近功能完全康复水平（VISA-A评分）。

疼痛严重程度VAS数值

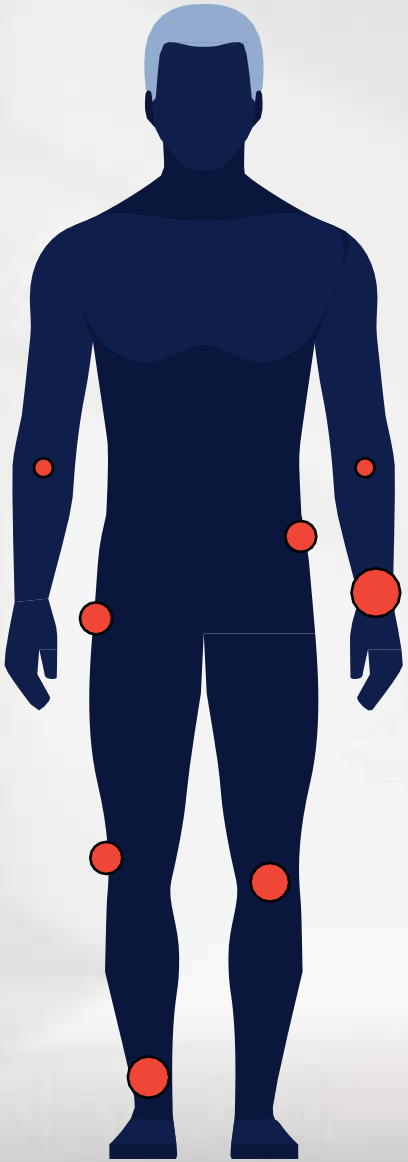
五名RCT-01受试者中有四名VAS得分较基线水平改善62.9%，显示临床相关的载荷（跑步/跳跃）时疼痛改善信号。

五名RCT-01受试者中有三名VAS得分较基线水平平均改善55.2%，显示触诊时疼痛改善。

两名患者部分指标显示接近完全消除疼痛（VAS得分）。

RepliCel™

One Therapy, Numerous Applications
一种疗法，多个应用



Gluteus Medius
臀中肌

Rotator Cuff
肩袖

Adductor
内收肌

Hip Flexor
髋屈肌

Patellar
髌骨

Tennis Elbow
网球肘

Golfer's Elbow
高尔夫球肘

Hamstring Insertion
腿筋附着处

RepliCel™

Dermal Rejuvenation

皮肤恢复青春

RepliCel™

Using Cells for Healing

Impact of Aging and UV-Damaged Skin
衰老和紫外线损伤皮肤的影响

"The **impact of aging skin** may cause depression, social anxiety, lack of confidence and social isolation."

"**皮肤衰老的影响**可能导致抑郁、社交焦虑、缺乏信心和社会孤立感。"

"It's more than vanity that drives people's desperation to look good. **Your body image accounts for about 1/4 to 1/3 of your self-esteem**, and your self-esteem is a major influence on your overall psychological health."

"人们不惜一切爱美不只是出于虚荣。**身体形象占个人自尊心的四分之一到三分之一**，而自尊心是总体心理健康的主要影响因素。"

Harvard Medical School psychologist, Dr. Ted Grossbart Book: Skin Deep: A Mind/Body Program for Healthy Skin

哈佛医学院心理咨询教授Ted Grossbart 博士：《皮肤深度：健康皮肤的心理/身体管理》

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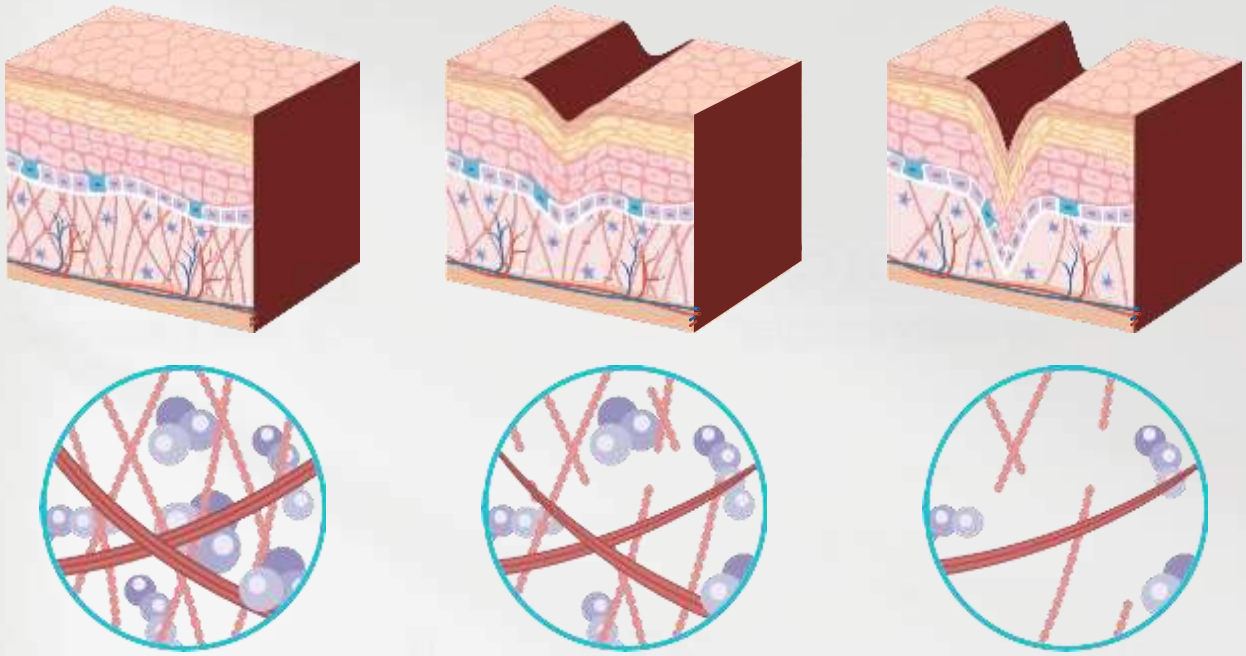
Impact of Aging and UV-Damaged Skin
衰老和紫外线损伤皮肤的影响



35
YEARS/
35岁

45
YEARS/
45岁

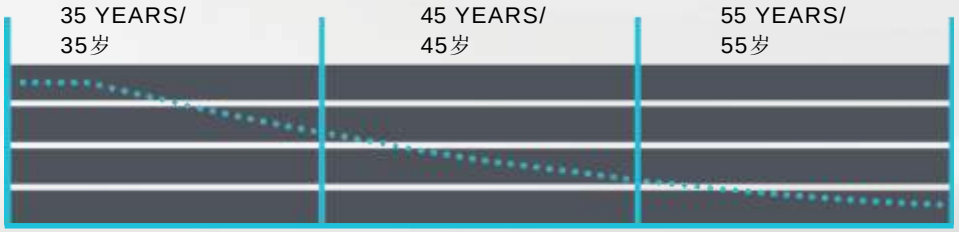
55
YEARS/
55岁

UV exposure appears to be responsible for **80%** of visible facial aging signs* / 曝露在紫外线下似乎是面部80%可见老化迹象的罪魁祸首

Hyaluronic Acid / 透明质酸

Collagen / 胶原蛋白

Elastin / 弹性蛋白



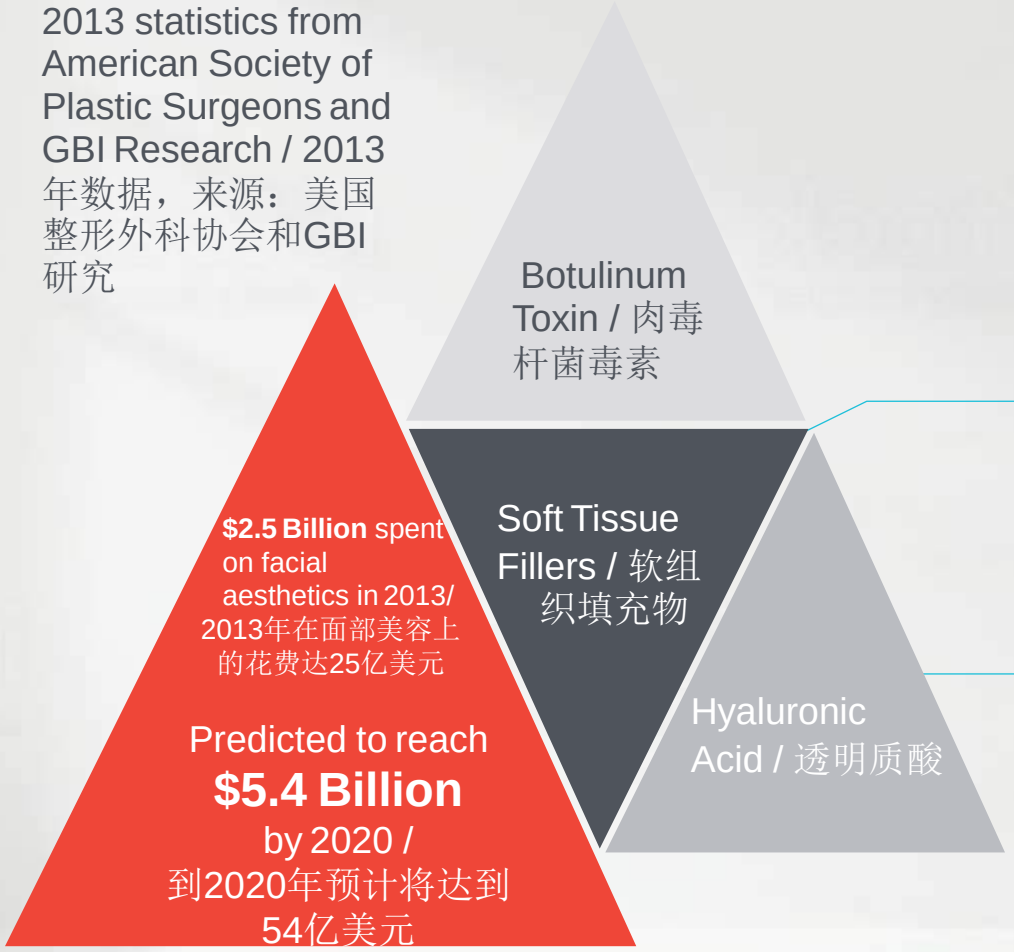
SKIN AGING AND COLLAGEN LEVELS / 皮肤衰老和胶原蛋白水平

*Source: Flament, F., Bazin, R., Laquieze, S., Rubert, V., Simonpietri, E., & Piot, B. (2013). Effect of the sun on visible clinical signs of aging in Caucasian skin. Clinical, Cosmetic and Investigational Dermatology
来源： Flament, F., Bazin, R., Laquieze, S., Rubert, V., Simonpietri, E., & Piot, B. (2013). 太阳光对白种人皮肤老化可见临床信号的作用。临床、美容和研究性皮肤医学

RepliCel™

Market Size - Global Aesthetics Market
市场规模-全球美容市场

2013 statistics from American Society of Plastic Surgeons and GBI Research / 2013年数据，来源：美国整形外科协会和GBI研究



6.7M injections / 670万注射

up 6% YOY / 较上年增加6%

2.3M procedures / 230万起手术

up 3% YOY / 较上年增加3%

1.7M procedures / 170万起手术

up 18% YOY / 较上年增加18%

RepliCel™

RCS - 01 Dermal Rejuvenation
RCS - 01皮肤恢复青春

PHASE 1 CLINICAL TRIAL
一期临床试验

Phase 1 randomized, double-blinded, placebo-controlled trial at IUF Leibniz-Institut für umweltmedizinische Forschung (Germany) (17 Participants) / 在德国IUF Leibniz-Institut für umweltmedizinische Forschung进行一期随机双盲安慰对照试验（17名受试者）

Primary Endpoint: Safety & Tolerance
主要终点：安全性和耐受性

Secondary Endpoint: Efficacy at 6/12 months
次要终点：6/12个月的疗效

Interim Results: No serious adverse events at the interim point of the trial were reported.

With respect to efficacy, the nearly two-fold increase in gene expression of collagen-related biomarkers in the skin, after a single injection of RCS-01 was so profound that the results are considered statistically significant, and expected to correlate with increased collagen fibers. Increased collagen production and reduced collagen degradation, is associated with fewer wrinkles and the repair of sun-damaged skin.

中期结果：试验中期未报告严重不良事件。单次注射RCS-01之后，胶原蛋白相关的基因表达增加将近2倍，如此显著的结果被认为具有数据显著意义，并预计与胶原纤维增加对应。胶原蛋白产量增加，胶原蛋白退化减少，与皱纹减少以及晒伤皮肤修复有关。

CLINICAL DATA BY YEAR END / 年末临床数据

LICENSING STATUS
授权状态

Active licensing discussions are underway / 正在进行积极的授权讨论

RepliCel™


Pattern
Baldness
斑秃
RepliCel™
Using Cells for Healing

Impact of Hair Loss
脱发的影响

"I'm a 42 year-old woman suffering from alopecia. **I cry myself to sleep** at least once a week." / "我是一名受脱发困扰的女性，每周至少一次哭着入睡。"

"I'm a 24-year old who **feels the impact of my baldness** on my career and social life on a daily basis." / "我今年24岁，感受到了秃头对我的职业以及日常社交生活的影响。"

Androgenetic Alopecia affects an estimated
50Mmen
30Mwomen
in the United States alone.

单单在美国就有5000万男性以及3000万女性受雄性激素性脱发困扰。

1

There is currently only one FDA-approved treatment for female androgenetic alopecia. This has an average success rate of **1 in 5** with a reversal in efficacy upon cessation of use./ 目前只有一款治疗女性雄性激素性脱发的药物获得了美国FDA批准。该药物在五名患者身上的平均成功率为五分之一，停药后疗效逆转。

Source: Dinh, Q. Q., & Sinclair, R. (2007). Female pattern hair loss: Current treatment concepts. Clinical Interventions in Aging, 2(2), 189–199.
来源： Dinh, Q. Q., & Sinclair, R. (2007). 《女性斑秃脱发：目前的治疗理念》，Clinical Interventions in Aging, 2(2), 189–199.

RepliCel™

Market Size - Hair Loss Treatments
市场规模-脱发治疗

2015 Practice Census Results – International Society of Hair Restoration Surgery / 《2015年普查结果》- 国际植发协会

All figures in USD / 所有数字单位均为美元

Hair restoration Patients
植发患者

358,109 surgical patients
手术患者

697,372 non-surgical patients
非手术患者

$2.5B spent on surgical procedures
手术治疗费用25亿美元

RepliCel™

RCH-01 Pattern Baldness

PHASE 2 CLINICAL STUDY

Japan
(ongoing)

Costs being paid by Shiseido. Data expected 2H 2018. Potential near-term market launch in Japan.

Germany
(pending)

Dosing & treatment frequency trial. Ongoing molecular marker study in preparation for next-phase clinical trial application

Primary Endpoint: Hair Density

PHASE 1 STUDY RESULTS:

Study results from first-in-human, five-year clinical trial firmly establishes product safety. Efficacy data collected from all 19 patients, while not statistically significant, provides useful and potentially exciting insights into the product's potential and confirms ongoing clinical and product development strategy:

- At 24 months, the average hair density increase for seven top-tier responders from the 2012 trial was 8.3% over baseline
- Three of these seven trial participants maintained a >10% increase in density over baseline
- The largest increase in hair density over baseline observed in this group was 21% at 24 months
- This group demonstrated a sustained response at 24 months, which averaged a 4.2% increase over baseline hair density
- While there was a high degree of variability in hair density between individual participants at 24 months post-injection compared to baseline, an overall stabilization of hair loss was observed among all the patients treated per protocol

*Funded by Shiseido – See RepliCel's news release of 26 September 2016 for an updated status of RepliCel's ongoing relationship with Shiseido as a licensee and development partner which remains the subject of some ongoing disagreement between the parties.

RepliCel™

RCH-01治疗斑秃

二期临床试验

日本
(正在进行中)

由资生堂提供资金，预计2018年下半年发布试验数据，近期在日本市场上市的潜力。

德国
(等待中)

剂量和治疗频率试验。正在为准备下一阶段的临床试验申请进行分子标记研究

主要终点：头发密度

一期试验结果:

首个为期五年的人类试验坚实确定了产品安全性。收集了所有19名受试者的数据，虽然不具有数据显著性，但提供了有关产品潜力的洞察力，并确定持续的临床和产品开发策略

- 治疗24个月，2012年试验的7名一级受试者头发密度较基线水平平均增加8.3%
- 这七名受试者中有三名头发密度较基线水平增加多于10%
- 24个月时，这些患者中头发密度相比基线水平最高增加21%
- 这些患者在24个月时展示了持续的应答，头发密度较基线水平平均增加4.2%
- 虽然注射24个月后每位受试者头发密度非常不同，但我们观察到按照试验方案接受治疗的患者脱发情况整体得到稳定

*由资生堂提供经费-RepliCel公司2016年9月26日新闻稿更新了资生堂作为授权和开发合作伙伴与公司持续合作的状态，各方对此依然存在分歧。

RepliCel™

RCH-01 Pattern Baldness (Continued)/ RCH-01斑秃

ROW LICENSING / 排队授权合作

Ongoing interest by several parties including multinational companies in the aesthetic industry for licensing and co-development of this product outside of Asia.
包括美容行业跨国公司在内的多家公司持续对该产品在亚洲以外市场的授权和联合开发感兴趣。

SHISEIDO

- Geographic license for pattern baldness only for Japan, China, Korea and ASEAN nations / 治疗斑秃的授权许可仅限日本、中国、韩国和东盟市场
- $35 Million ($4M upfront, $31M in post-commercial milestones, plus sales royalties) / $3500万（$400万预付款，$3100万商业化之后的里程碑，以及销售分成）
- Joint product and clinical development, shared data /（产品和临床联合开发，数据分享）
- Market launch triggers milestone payment & sales royalty payments / 上市将触发支付里程碑付款和销售分成

*Funded by Shiseido – See RepliCel's news release of 26 September 2016 for an updated status of RepliCel's ongoing relationship with Shiseido as a licensee and development partner which remains the subject of some ongoing disagreement between the parties.
由资生堂提供经费-RepliCel公司2016年9月26日新闻稿更新了资生堂作为授权和开发合作伙伴与公司持续合作的状态，各方对此依然存在分歧。

RepliCel™

In transition from early-stage pre-revenue company to near-term revenue generator

2017

Q1:

- Interim analysis of 6-month post-injection safety and efficacy data from the Phase 1/2 trial of RCT-01
- Interim analysis of 6-month post-injection safety and efficacy data from the Phase 1 trial of RCS-01
- Final analysis of 5-year safety data as well as 12 and 24-month post-injection efficacy data from the original phase 1 trial of RCH-01 for which 6-month interim analysis of safety and efficacy was published in 2012.

2018

Q2 2018:

- Expected Data Readout from clinical study of RCH-01 – Japan
- Device anticipated to be completed for 2018 market approval (CE mark) and launch
- Launch of next-phase clinical trials in tendinosis and skin-aging
- Data from UBC molecular marker study to support next-phase trial in androgenic alopecia

没有营收的早期阶段公司近期转型为产生营收的公司

2017

第一季度：

- RCT-01 一/二期试验注射6个月后的安全性和疗效中期分析
- RCS-01 一期试验注射6个月后的安全性和疗效中期分析
- RCH-01五年安全性数据最终分析，以及最初一期试验注射12个月和24个月后的疗效数据，该试验6个月的安全性和疗效中期分析结果已于2012年发布

2018

第二季度:

- RCH-01日本临床试验预计进行数据解读
- 设备预计在2018年完成市场许可（CE认证）和上市
- 推出下一阶段的肌腱变性和皮肤老化临床试验
- 来自卑诗大学分子标记试验的数据支持下一阶段的雄激素性脱发试验

Recent Clinical Data and Pipeline
近期临床数据和研发产品

Indication 适应症	Product 产品	Phase 阶段	Data 数据	Location 位置
Chronic Tendinosis 慢性肌腱变性	RCT-01	1/2	Data: 2017 Q1 / 数据：2017年第一季度	Canada / 加拿大
		2a	Launch: 1H 2018 / 启动：2018年上半年	TBA / 即将公布
Aging and Sun-damaged Skin 老化和太阳晒伤皮肤	RCS-01	1	Data: 2017 Q1 / 数据：2017年第一季度	Germany / 德国
		2a	Launch: 1H 2018 / 启动：2018年上半年	Europe / 欧洲
Pattern Baldness 斑秃	RCH-01	1	Data: 2017 Q1 / 数据：2017年第一季度	Georgia / 格鲁吉亚
		2	Launch: 2H 2018 / 启动：2018年下半年	TBA / 即将公布
		2	Data: 2H 2018 / 数据：2018年下半年	Japan / 日本*

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由资生堂提供经费-RepliCel公司2016年9月26日新闻稿更新了资生堂作为授权和开发合作伙伴与公司持续合作的状态，各方对此依然存在分歧.

RepliCel™

Actively engaged in licensing and co-development deals over the next 24 months / 未来24个月将积极展开许可和联合开发交易

Maximum shareholder value creation is in discovery to mid-stage clinical development / 在发现到中期临床开发阶段创造股东价值最大化。

Company is structured to minimize its own infrastructure and leverage partners for commercialization. / 公司结构可以使自身基础设施最小化，并在商业化时借助合作伙伴。

With a multinational partnership already in place with Shiseido*, RepliCel will focus the first round of additional partnerships for its biologics around geographic licenses for the Asian markets, with initial commercialization in Japan. / 已经与资生堂达成了跨国合作，RepliCel 将专注于生物制剂在亚洲市场的第一轮更多合作机会，首次上市在日本市场

A multinational partnership for the device is expected to be the Company's next major deal / 公司下一个大型交易预计是设备的跨国合作。

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RepliCel™

Capital Structure
资本结构

OTCQB: REPCF TSXV: RP FRA:P6P2	
Current market cap. (approx.) / 市值（大约）	~$25M / $2500万
Total money raised through equity to-date / 迄今为止股权融资总额	~$25M / $2500万
Total revenue to-date / 迄今为止总营收	$3.8M (initial Shiseido licensing payment) / $380万（资生堂授权许可协议初步付款）
Current Monthly Burn Rate / 目前每月现金消耗	~$180,000
Shares Outstanding (Basic/FD) (post-consolidation completed in Aug 2016) / 已发行股票（基本/全面摊薄后）（2016年8月完成整合后）	18.3M common shares issued and outstanding 32.8 Diluted / 已发行股票1830万，全面摊薄后3280万

As at April 28, 2017 截止2017年4月28日

RepliCel™

Board & Management

David Hall
Chairman

Mr. Hall served as CEO and President of RepliCel Life Sciences from 2012 through 2015. Previously, Mr. Hall consulted to government, pharma industry, biotech, eHealth and NGO's for two years. For the prior 15 years, Mr. Hall was a business founder, CFO, CCO, Treasurer and Secretary of Angiotech Pharmaceuticals Inc. Mr. Hall is a Past Chair and board member of Life Sciences BC and current director of Providence Health Care Research Institute and VANC Pharmaceuticals.

Geoff MacKay, BSc
Director

Mr. MacKay is currently CEO of AVROBIO Inc. Previously, he spent 11 years as CEO of Organogenesis Inc. a leading cell therapy business. He also has a strong pharma heritage, having spent 11 years at Novartis. Mr. MacKay is Chairman of the Board of MassBio, Chairman of the Board of the Alliance of Regenerative Medicine, Advisory Council to the Health Policy Commission for Massachusetts, Deans Advisory Council Western University School of Podiatric Surgery, and Chairman of Audit Committee of the Center for Commercialization of Regenerative Medicine (C.C.R.M.).

Peter Lewis, CA
Director

Mr. Lewis is a chartered accountant and partner with Lewis and Company, a firm specializing in taxation law since 1993. His areas of expertise include tax planning, acquisitions and divestitures, reorganizations and estate planning. Mr. Lewis is a sought after educator, having taught and presented taxation courses at the Institute of Chartered Accountants of British Columbia and the Canadian Tax Foundation.

Dr. John Challis, PhD
Director

Dr. Challis is an internationally-recognized researcher in the fields of physiology, obstetrics and gynaecology. He is a Fellow of the Royal Society of Canada, Fellow of the Royal College of Obstetricians and Gynecologists, and Fellow of the Canadian Academy of Health Sciences. He has published more than 500 scientific papers and articles, trained more than 70 graduate students and postdoctoral fellows and has served as President of several professional associations in his field of research.

Hugh Rogers, BSc, LLB
Director

Mr. Rogers is an entrepreneur and lawyer with broad private and public company experience in business management, regulatory compliance, finance and investor relations. Recent work includes corporate finance advisory positions in a range of industries from health sciences and agribusiness to mining and oil and gas.

He is currently VP of Finance with 3D Signatures Inc. Mr. Rogers holds a B.Sc. and LLB. He is a member in good standing of the Law Society of British Columbia.

RepliCel™

董事会和管理层

David Hall
董事长

Hall先生自2012至2015年期间担任RepliCel Life Sciences 首席执行官兼总裁，他曾担任两年的政府、医药行业、生物科技、eHealth和非政府组织顾问。之前15年，Hall先生曾经是Angiotech Pharmaceuticals Inc业务创始人、首席财务官、首席商业官会计和公司秘书。Hall 先生曾经担任Life Sciences BC 会长和董事，现在是Providence Health Care Research Institute 和 VANC Pharmaceuticals董事。

Geoff MacKay, 理学士
董事

MacKay先生目前是 AVROBIO Inc首席执行官。之前他曾担任领先的细胞治疗公司Organogenesis Inc首席执行官长达11年。 他还有着强大的医药背景，曾经在诺华公司11年。MacKay先生现在担任 MassBio和Alliance of Regenerative Medicine董事会主席，马萨诸塞州卫生政策委员会顾问委员会会长，西安大略大学足部外科学园顾问委员会会长，以及再生医学商业化中心审计委员会会长。

Peter Lewis, 注册会计师
董事

Lewis先生是一名注册会计师，自1993年以来一直与专注于税务法的Lewis and Company公司合作。他擅长的领域包括税收规划、收购和资产剥离、重组和财产规划。Lewis先生是一名大受欢迎的教育者，在卑诗省注册会计师协会和加拿大税务基金会讲授税务课程。

John Challis, 博士
董事

Challis博士是生理学、产科学和妇科学领域国际公认的研究员，他是加拿大皇家协会成员、英国皇家妇产科学院成员以及加拿大健康科学院成员。他已经发表500多篇科学论文和文章，培养了超过70名研究生和博士后研究员，并担任其研究领域多个专业协会的会长。

Hugh Rogers, 理学士、法学士
董事

Rogers先生是一名企业家和律师，在非上市和上市公司业务管理、法规遵从、财务和投资者关系方面有着丰富的经验。近期的工作包括在从健康科学到农业到矿业和油气等一系列广泛行业担任公司财务顾问职位。

他目前是3D Signatures Inc财务副总裁，Rogers先生持有理学士和法学士学位。 他是卑诗省律师协会声誉良好的会员。

RepliCel™

Board & Management (cont'd)

R. Lee Buckler, B. Ed, LLB
President, CEO & Director

Former Managing Director of Cell Therapy Group, Mr. Buckler served six years as the Executive Director of the International Society for Cellular Therapy and just over two years as Director of Business Development for Progenitor Cell Therapy.

Mr. Buckler co-founded Cell Therapy News and Blog, serves on numerous editorial advisory boards, industry conference advisory boards, is an advisory board member for BioCision, Phacilitate Cell & Gene Therapy and RoosterBio, and is on the Board of Directors for Hemostemix.

Dr. Rolf Hoffmann, MD
Chief Medical Officer

Dr. Hoffmann is a European-based clinical researcher who has spent decades researching the fields of pattern hair loss, alopecia areata, endocrinology of the hair follicle and hair follicle morphogenesis.

He is working clinically in his private practice, as a teaching professor in the Department of Dermatology for Marburg University, as well as a researcher on histopathology on hair diseases, where he has published chapters in text books. Dr. Hoffmann has participated in dozens of clinical hair studies and consulted for a variety of large companies on hair matters.

Dr. Kevin McElwee, PhD
Chief Scientific Officer

Dr. McElwee, co-discoverer of the Company's technology, is an Associate Professor in the Department of Dermatology and Skin Health at the University of British Columbia, and Director of the Hair Research Laboratory in the Vancouver Coastal Health Research Institute at Vancouver General Hospital (VGH).

He has worked as a hair research scientist for 12 years and has published over 70 medical journal articles, research abstracts and academic book chapters on hair loss research.

Tom Kordyback, CA
Chief Financial Officer

Tom Kordyback is a Chartered Accountant and a member of the British Columbia Institute of Chartered Accountants with over 25 years of experience in corporate finance and management for emerging growth companies. He currently serves as a director of Silver Sun Resources Corp., a public Canadian-based resource company.

Darrell Panich, MSc, PMP, CPM
Clinical Consultant

An experienced clinical trial management specialist, Mr. Panich has managed multinational clinical research studies in more than 15 different countries for over 20 different pharmaceutical and biotechnology companies.

董事会和管理层（续）

R. Lee Buckler, 教育学士、法学士
总裁、首席执行官兼董事

Cell Therapy Group前董事总经理，Buckler先生曾在国际细胞治疗协会担任六年的执行董事并曾担任两年的祖细胞疗法业务发展主管。
Buckler先生联合创办了细胞疗法新闻和博客，是多个编辑顾问委员会、行业会议顾问委员会、BioCision、Phacilitate Cell & Gene Therapy和RoosterBio顾问委员会成员，以及Hemostemix董事。

Rolf Hoffmann博士, 医学博士
首席医学官

Hoffmann博士是常驻欧洲的临床研究员， 从事脱发、斑秃、头发毛囊内分泌和头发毛囊形态发生研究数十年。

他在私人诊所中活跃在临床前线 ，是马尔堡大学皮肤系教授，以及头发疾病组织病理学研究员，同时是教科书中多个章节的作者。Hoffmann博士参与了十多个临床头发研究，并担任多家大型公司头发问题方面的顾问。

Kevin McElwee, 博士
首席科学官

McElwee博士联合发现了公司技术，是卑诗大学皮肤科和皮肤健康系副教授，以及温哥华综合医院温哥华海岸卫生研究院头发研究主管。

他担任头发研究科学家长达12年，已经发表了70多篇有关脱发研究的医学期刊论文、研究摘要和学术书籍章节。

Tom Kordyback, 注册会计师
首席财务官

Tom Kordyback是一名注册会计师，以及卑诗省注册会计师协会成员，在企业财务和新兴成长型公司管理方面具有超过25年的经验。他目前担任加拿大上市资源公司Silver Sun Resources Corp董事。

Darrell Panich, 理科硕士,项目管理专家、认证项目经理
临床顾问

经验丰富的临床试验管理专家， Panich先生已经在超过15个国家为20多家不同医药和生物技术公司管理了跨国临床研究。

RepliCel™

Clinical Advisory Board – RCT-01

Dr. Ross G. Davidson, MBChB. FRCS (C). DABOS, Chairman

Dr. Davidson is the past president of the National Hockey League Physicians Society, past head physician and orthopaedic consultant for the Vancouver Canucks Hockey Club (NHL), past orthopaedic consultant to the Vancouver Grizzlies Basketball Team (NBA), past orthopaedic consultant to Allan McGavin Sports Medicine Centre, and past orthopaedic consultant to the Canadian Football League Players Association.

Dr. Davidson held the position of clinical professor, department of orthopaedics at the University of British Columbia until 2000.

Dr. Davidson is a highly regarded and sought-after lecturer having presented more than 60 lectures and presentations and is published in 17 scientific publications on sports-related injuries and treatments.

Dr. Jack E. Taunton, MSc MD Dipl Sports Medicine (CASEM) FACSM

Dr. Jack Taunton is a visionary and leader in the field of sport medicine. He is a Professor Emeritus Faculty of Medicine, Division of Sports Medicine at the University of British Columbia and Director Sports Medicine at Fortius Sport & Health.

He has a clinical practice in sports medicine at the Allan McGavin Sports Medicine Centre where he was the director for over 25 years after co-founding the centre in 1979. Thirty years ago, he co-founded Sportmed BC while president of the Sports Medicine Council of Canada.

He was the Chief Medical Officer (CMO) for the Vancouver 2010 Olympic and Paralympic Winter Games and CMO for Canada at the Sydney Olympics, two Pan American and two World Student Games. Dr. Taunton was the Team Physician for the Vancouver Grizzlies NBA team during its time in Vancouver.

Dr. David A. Connell, MBBS

Dr. David Connell is a recognized international authority on muscle and tendon injuries. He has his own private practice dedicated to musculoskeletal radiology and is an associate professor in the Faculty of Medicine at Monash University in Australia.

He has a long history of treating world class athletes from the Royal Ballet, UK Athletics and national teams in football, rugby and cricket. He has authored 91 publications and has spoken at major meetings in 19 different countries.

Dr. Connell is the past-president of the Australasian Musculoskeletal Imaging Group, sits on the editorial board of five journals, and is an instructor on the Erasmus MRI European diploma.

临床顾问委员会 – RCT-01

Ross G. Davidson博士，内外科全科医学系、皇家外科医师学会会员. DABOS,董事长

Davidson博士是前加拿大国家冰球联赛医生学会会长、前温哥华加人冰球队主治医生兼整形外科顾问、前温哥华灰熊篮球队（NBA）整形外科顾问、前Allan McGavin体育医学中心整形外科顾问以及前加拿大职业橄榄球联赛球员协会整形外科顾问。

Davidson博士在2000年前一直在卑诗省大学整形外科系担任临床教授。

Davidson博士 是一名德高望重并且广受欢迎的演讲者，已经做了60多场演讲和报告，并发表17篇运动相关损伤和治疗方面的科技论文。

Jack E. Taunton博士，理学士、运动医学医学博士(CASEM)、美国运动医学院院士

Jack Taunton博士是运动医学领域的梦想家和领导者。它是卑诗大学运动医学院医学系荣誉退休教授 ，并且是Fortius Sport & Health运动医学主管。

他在1979年联合创立Allan McGavin 运动医学中心之后，曾担任该中心主任超过25年。20年前，他在担任加拿大运动医学委员会会长期间联合创立了Sportmed BC。

他曾是2010年温哥华冬季奥运会和残奥会的首席医学官，以及悉尼奥运会、两个泛美运动会和两个世界大学生运动会在加拿大地区的首席医学官。Taunton博士曾担任温哥华灰熊NBA球队在温哥华期间的队医。

David A. Connell博士 内外全科医学士

David Connell博士是肌肉和肌腱损伤方面受到国际认可的权威，他自己经营肌肉骨骼X光诊所，并且是澳大利亚莫纳什大学医学系副教授。

他拥有长期治疗英国皇家芭蕾舞团、英国田径协会和足球、橄榄球及板球国家队世界级运动员的经验。他署名发表了91篇论文，并在19个国家的大型会议上发表演讲。

Connell博士曾担任 Australasian Musculoskeletal Imaging Group总裁，是五个期刊的编辑委员会成员，还担任 Erasmus磁共振成像欧洲文凭课程的讲师。

2017 – Poised for growth and momentum

THE ONLY REGENERATIVE MEDICINE COMPANY USING HAIR FOLLICLE CELL THERAPY

We are the only Company using cells derived from hair follicles to potentially heal damaged skin and tendon tissue–offering hope for people with conditions beyond repair.

POTENTIAL TO REVOLUTIONIZE SPORTS MEDICINE AND AESTHETICS

This innovative cell therapy technology has the potential to revolutionize two large consumer-pay markets where few solutions exist.

MULTIPLE ASSETS ADDRESSING CONDITIONS WITH SIGNIFICANT UNMET NEED

Multi-product portfolio diversifies risk over several programs in two different markets.

NEAR-TERM COMMERCIALIZATION AND REVENUE

Patented injection device could generate sales and revenues as early as 2018 in Europe, and then in the U.S.

EXCEPTIONAL TIMING AHEAD OF IMPORTANT CATALYSTS

Three biologic products in Phase I and II human clinical trials all demonstrated highly-favourable results, and are attracting interest from other potential licencing partners; first could reach the Japanese market in 2018.

MANAGEMENT IS COMMERCIALLY-FOCUSED AND STRATEGIC

Aggressively pursuing licensing and co-development deals over the next 24 months.

TIGHT CAPITAL STRUCTURE

Small float and low market capitalization.

RepliCel™

2017 – 蓄势待发

唯一一家利用头发毛囊细胞疗法的再生医学公司

我们是唯一一家利用从头发毛囊中提取的细胞的公司，有望用它来治愈损伤皮肤和肌腱组织，为患者带来超越修复的希望。

有望为运动医学和美容市场带来革命

这一创新细胞疗法有望为很少有解决方案存在的两大消费市场带来革命。

多个资产，针对有着大量未满足需求的情形

多产品组合，通过两个不同市场的多个项目分散风险。

近期商业化和营收

专利注射器最早可能于2018年在欧洲市场带来销量和收入，之后将进入美国市场。

重要催化剂前的特殊时机

三款处于一期和二期人类临床试验的生物制品均展示了非常乐观的结果，吸引其他潜在授权许可合作伙伴的兴趣；首先可能在2018年进入日本市场。

管理层专注于商业和战略

在未来24个月期间积极推进授权许可和联合开发协议

紧密资本结构

发行规模小、市值低

RepliCel™

RepliCel™

Using Cells for Healing

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