

## Cytori Therapeutics: Barriers-to-Entry and Intellectual Property

Cytori pioneered the therapeutic use of a mixed (heterogeneous) population of uncultured (i.e. fresh) cell types found in adipose tissue, known as adipose-derived stem and regenerative cells (ADRCs). Our core product is the Celution® System. The Celution® System is a highly versatile automated device that embodies our pioneering approach to cell therapy and delivers a clinical grade, mixed population of non-cultured adipose derived stem and regenerative cells at the patient's bedside without the need for further manipulation.

Our global patent portfolio is built around the Celution® System and on the paradigm-shifting idea of using a heterogeneous population of fresh or un-manipulated adipose derived stem and regenerative cells for therapeutic effect. This global patent estate includes 40 issued patents and over 100 patent applications relating to devices, methods and uses (see summary table below).

Our strategy for protecting our competitive position goes beyond our patent estate and includes knowledge, brand and economics-based barriers-to-entry. All of the barriers to entry that we are establishing collectively help maintain our leadership position in the field of regenerative medicine.

### Knowledge-based barriers

- Technological leadership and global portfolio of issued and pending patents related to ADRCs
- Proprietary know-how for tissue processing and delivery of adipose-derived stem and regenerative cells
- Significant first mover advantage allowing for development of next generation products to improve therapeutic benefit, reduce processing times, reduce footprint, reduce cost, etc.

### Brand-based barriers

- First mover advantage in establishing brand loyalty
- Partnerships with leading healthcare brands and partners
- Scientific reputation amongst prospective hospitals and customers

### Economics-based barriers

- Substantial capital investment (\$200MM+) in development and manufacturing of technology by Cytori and partners
- Exclusive supply for certain critical components
- Clinical development, regulatory approval and reimbursement advantages

## 40 WORLDWIDE ISSUED PATENTS; MORE THAN 100 PENDING

DEVICES CURRENT	DEVICES NEXT GENERATION	SOFT TISSUE (RECON & AESTHETICS)	CARDIOVASCULAR THERAPIES	PIPELINE THERAPIES
<p><b>US: (5)</b>            CELUTION DEVICE ('484)            CELUTION DEVICE PLUS ADDITIVES ('420)            STEMSOURCE DEVICE ('115)            CELUTION DEVICE PLUS SENSORS FOR CLINICALLY SAFE OUTPUT ('670)            BEDSIDE COMPREHENSIVE DEVICE ('059)</p> <p><b>JAPAN: (2)</b>            CELUTION DEVICE ('952)            CELUTION FOR CLINICALLY SAFE OUTPUT ('556)</p> <p><b>KOREA: (3)</b>            CELUTION DEVICE ('995)            STEMSOURCE DEVICE ('812)            CELUTION DEVICE ('139)</p> <p><b>INDIA: (1)</b>            CELUTION DEVICE ('706)</p> <p><b>AUSTRALIA: (1)</b>            CELUTION DEVICE ('135)            STEMSOURCE DEVICE ('901)</p> <p><b>CHINA: (1)</b>            CELUTION DEVICE ('689)</p>	<p><b>US: (1)</b>            CELUTION FUTURE GENERATIONS ('075)</p> <p><b>INDIA: (1)</b>            CELUTION FUTURE GENERATIONS ('529)</p> <p><b>AUSTRALIA: (1)</b>            CELUTION WITH CENTRIFUGE OR FILTER ('937)</p> <p><b>SINGAPORE: (1)</b>            CELUTION &amp; FUTURE GENERATIONS ('683)</p> <p><b>ISRAEL: (1)</b>            CELUTION WITH CENTRIFUGE OR FILTER ('800)</p> <p><b>MEXICO: (1)</b>            CELUTION FUTURE GENERATIONS</p>	<p><b>US: (4)</b>            CELUTION FOR MIXING ADRCs PLUS FAT ('488)            CELUTION OR NEXT GEN DEVICES FOR SOFT TISSUE DEFECTS ('684)            ADRCs PLUS FAT PLUS ADDITIVES ('795)            ADRCs PLUS FAT ('672)</p> <p><b>JAPAN: (1)</b>            CELUTION AND NEXT GEN DEVICES FOR MIXING ADRCs PLUS FAT ('041)</p> <p><b>KOREA: (1)</b>            ADRCs PLUS FAT ('041)</p>	<p><b>EUROPE: (2)</b>            ADRCs FOR CARDIAC ('382) OPPOSED DEVICE FOR RESTORING BLOOD FLOW ('575)</p> <p><b>AUSTRALIA: (1)</b>            ADRCs FOR CARDIAC ('858)</p> <p><b>SINGAPORE: (1)</b>            ADRCs FOR RESTORING BLOOD FLOW ('590)</p> <p><b>CHINA: (1)</b>            ADRCs FOR RESTORING BLOOD FLOW ('104)</p> <p><b>RUSSIA: (1)</b>            CELUTION FOR RESTORING BLOOD FLOW ('924)</p> <p><b>SOUTH AFRICA: (1)</b>            ADRCs FOR CARDIAC ('446)</p> <p><b>MEXICO: (1)</b>            CELUTION FOR RESTORING BLOOD FLOW ('775)</p> <p><b>ISREAL: (1)</b>            ADRCs FOR CARDIAC ('354)</p>	<p><b>US: (3)</b>            CELUTION FOR BONE ('043)            CELUTION OUTPUT PLUS PROSTHETIC FOR BONE RELATED DISORDERS ('716)            CELUTION FOR WOUND HEALING ('580)</p> <p><b>EUROPE: (2)</b>            CELUTION FOR ACUTE TUBULAR NECROSIS ('834)            ADRCs FOR WOUND HEALING ('833)</p> <p><b>JAPAN: (1)</b>            ADRCs FOR WOUND HEALING ('699)</p> <p><b>INDIA: (1)</b>            ADRCs FOR WOUND HEALING ('580)</p>