



RepliCel Life Sciences is a regenerative medicine company developing cell therapies to treat conditions related to a deficit of healthy cells needed to heal and restore function.

**Products / Markets.** The company's RCT-01, RCS-01, and RCH-01 cell therapies are designed to treat chronic tendinitis, UV-damaged or aged skin, and pattern baldness. Each condition is related to a deficit of a specific cell type which we believe is critical to the restoration of normal function. RepliCel has also developed a propriety injection device (RCI) for optimal clinical delivery.

**Technology / IP.** Innovative technology protected by both patents (issued and filed) and trade secrets on the cell isolation, product composition, manufacturing and clinical applications.

**Partnerships.** Shiseido has an exclusive license for RCH-01 in certain Asian countries including Japan, China and South Korea. RepliCel is committed to partnering all its technologies for commercialization.

**Strategy.** Management drives priorities around a clearly defined, rolling 18-month value creating strategy. Currently the company is focused on executing multiple clinical trials in 2015/6 (in addition to Shiseido's own clinical trial of RCH-01 in Japan), finalizing prototype development and obtaining a CE mark for its RCI injector device, executing further licensing deals, implementing multiple manufacturing improvements, and initiating research programs targeting other products and applications.

The company is structured to minimize its own infrastructure and leverage partners for commercialization.

## Investment Highlights

- Innovative technology** delivering new solutions for chronic conditions
- Three imminent clinical trial starts** with 2016 readouts for tendon and skin
- Large markets** in aesthetics and orthopedics characterized by significant consumer demand
- Strong IP** covering multiple aspects of the company's technologies
- One of the few global regenerative medicine** companies to have a Japanese partnership positioned to leverage the opportunity for expedited market approval now available in Japan
- Partnership with Shiseido**, 4<sup>th</sup> largest cosmetics company worldwide (\$35 M plus royalties)
- Actively engaged** in licensing and co-development deals over the next 24-months

**Pipeline of Products:** Two biologics, three clinical products and one medical device.

## Shiseido's Commercial Partnership

In addition to the \$31M in milestone payments plus sales royalties which Shiseido has agreed to pay RepliCel for its license of RCH-01, Shiseido is committed to paying all manufacturing, clinical, and commercialization costs in their territories. Shiseido has built a manufacturing facility in Japan for this product, successfully transferred manufacturing into that facility, and is now preparing to launch its own clinical trial of RCH-01 in Japan. Shiseido and RepliCel collaboratively share all research, product optimization, and clinical data to ensure a single product is being developed globally for the treatment of pattern baldness.

Project & Market		Preclinical	Phase 1	Phase 2	Phase 3
NBDS Fibroblast Therapies	<b>RCT-01</b> Achilles Tendinitis Phase 1/2			2015	
	<b>RCS-01</b> Aging and UV-damaged Skin Phase 1		2015		
DSC Therapy	<b>RCH-01</b> Pattern Baldness Phase 2	Collaboration and Technology Transfer License signed with Shiseido		2016	
		Design	Prototype	Testing	Certification
Device	<b>RCI-02</b> Dermal Injector Device Multiple Uses			2015/16	

Indicates anticipated trial start date



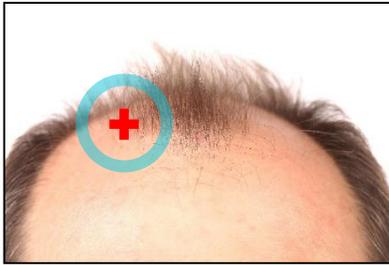
**RCT-01: NBDS Fibroblast Therapy**  
**Treatment for Chronic Tendinosis**

- Uses non-bulbar dermal sheath (NBDS) cells derived from the hair follicle
- NBDS cells are prolific producers of type I collagen (5x dermal fibroblasts)
- These cells and the collagen they produce play an important role in tendon healing
- *Phase 1/2 in chronic Achilles tendinosis: 2015 (currently enrolling participants)*



**RCS-01: NBDS Fibroblast Therapy**  
**Treatment for Aging & Sun Damaged Skin**

- Uses non-bulbar dermal sheath (NBDS) cells derived from the hair follicle
- NBDS cells are prolific producers of type I collagen (5x dermal fibroblasts)
- These cells and the collagen they produce play an important role in reversing skin aging and damage
- *Phase 1 in aging & sun damaged skin: 2015 (currently enrolling participants)*



**RCH-01: DSC Cell Therapy**  
**Treatment for Androgenetic Alopecia**

- Utilizes dermal sheath cup (DSC) cells derived from the hair follicle
- DSC cells regulate the volume of dermal papillae (DP) cells which are responsible for thickness and growth of hair fibers
- *RepliCel's Phase 2 : (pending)*
- *Shiseido's clinical trial in Japan: 2015/16*



**RCI-02 Dermatology Injector Device**  
**Dermal Applications**

- Programmable depth and volume with improved control and precision
- Cooling plate replaces need for local anesthetic
- Interchangeable heads for different applications
- *Prototype build stage (CE mark clearance 2016)*

**How it Works**

For all products, a small biopsy taken from the back of a patient's scalp. Specific cells are isolated and replicated per proprietary manufacturing processes, stored in cryogenic vials for shipment to the clinic and thawed for re-injection into the area of the patient's cellular deficit.

**Management Team**

Lee Buckler, LLB – President, CEO & Director  
Rolf Hoffmann, MD - CMO & Director  
Kevin McElwee, PhD - Chief Scientific Officer  
Tom Kordyback, CA - Chief Financial Officer  
Darrell Panich, MSc CPM - VP Clinical Affairs

**Market Data**

**Feb. 3/2016**

Exchange:	OTCQB/TSXV
Symbol:	REPCF / RP
Issued and Out:	63,480,381
Fully Diluted:	85,732,945
52 Wk H/L CAD:	\$0.24-\$0.72
Market Cap:	\$14.6 M

**R. Lee Buckler, President & CEO**  
604.248.8693

[lee@replixel.com](mailto:lee@replixel.com) / [www.replixel.com](http://www.replixel.com)