



# Wilson HTM Life Sciences Investment Conference “Show Me The Money”

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... is an entrepreneurial, financially strong company, headquartered in Sydney, Australia

# Key Investment Highlights



- ✓ CE Mark obtained May 08
- ✓ EN ISO 13485:2003 quality approval
- ✓ IP – portfolio of 10 patent families
- ✓ Appointment of dealers on plan
- ✓ Manufacturing on plan for Jan 09
- ✓ Release in Australia on plan  
pending TGA approval
- ✓ Strong product pipeline developing -  
healthcare and non-healthcare solutions

# Funding

- \$ 12.25 million: Pre-IPO funding
  - \$ 5 million: Australian Government R&D grants
  - \$ 27 million: ASX Listing
  - \$ 2 million: 3M Corporation
- 
- Fully funded commercialisation strategy



# Business Metrics

Category	Date	Amount
Quoted shares on issue	@ 15 October 08	103 million
Total shares on issue	@ 15 October 08	195 million*
Share price	@ 15 October 08	A\$ 0.16
Market capitalisation	@ 15 October 08	A\$ 58.5 million
Cash on hand	@ 30 September 08	A\$ 22 million
Cash burn	@ 30 September 08	A\$ 0.7 million/month
Number of patent families	@ 30 September 08	10

\* Including 92 million shares that will be released from escrow on 17 May 2009

# Intellectual Property

- Nanosonics IP, including product and platform technology, is protected by multiple patents
- Growing portfolio of 10 patent family applications internationally
- Global protection strategy
  - All significant markets and manufacturing regions
  - Covers significant market opportunities and end-user benefits
  - Multifaceted approach includes devices, consumables and chemistries
- Ensures long-term and sustainable competitive advantage

# Why Disinfection & Sterilisation

- Infections are a worldwide and widespread problem
  - Australia: 150,000 healthcare associated infections and 7,000 deaths each year
  - US: 2 million healthcare associated infections and 100,000 deaths each year
  - Europe: Significant rise of MRSA and *Clostridium difficile* deaths
- Current disinfection and sterilisation methods
  - Long cycle times
  - Toxic chemicals
  - Occupational health and safety issues
  - Non prionicidal
  - Materials incompatibility



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## 'Action needed' to tackle C.diff

**"Urgent action" should be taken to tackle the Clostridium difficile infection in Scottish hospitals, the Labour Party has said.**

Dumbarton MSP Jackie Baillie called for the introduction of an independent inspection regime following an outbreak at Paisley's Royal Alexandra Hospital.



C.difficile can cause severe diarrhoea and inflammation of the bowel

The infection was a contributory factor in the death of one patient. Another later died from an unrelated condition.

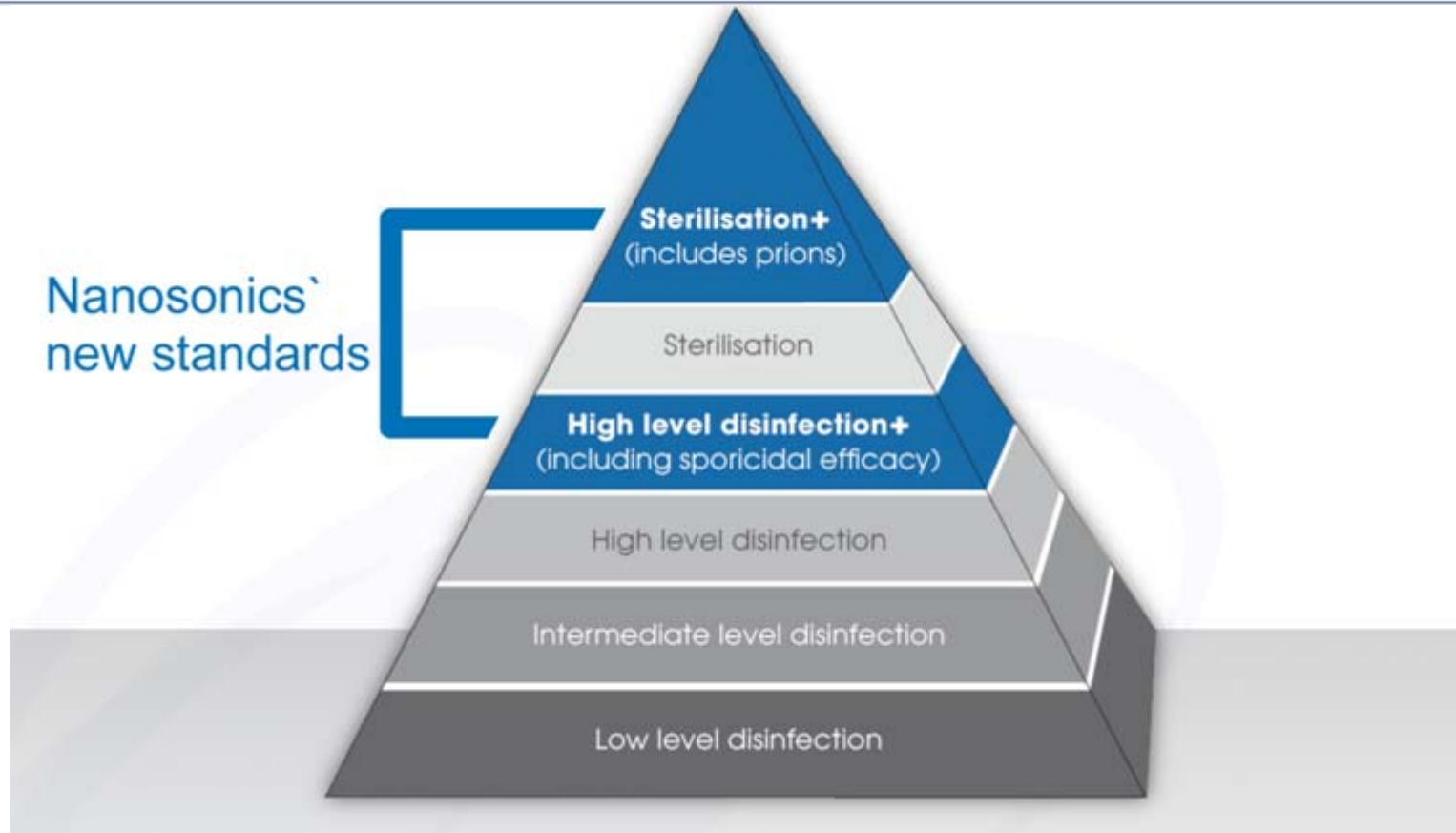
The Scottish Government said inspection procedures were already in place.

Eight cases of C.difficile were found in one ward at the Royal Alexandra within a four-week period.

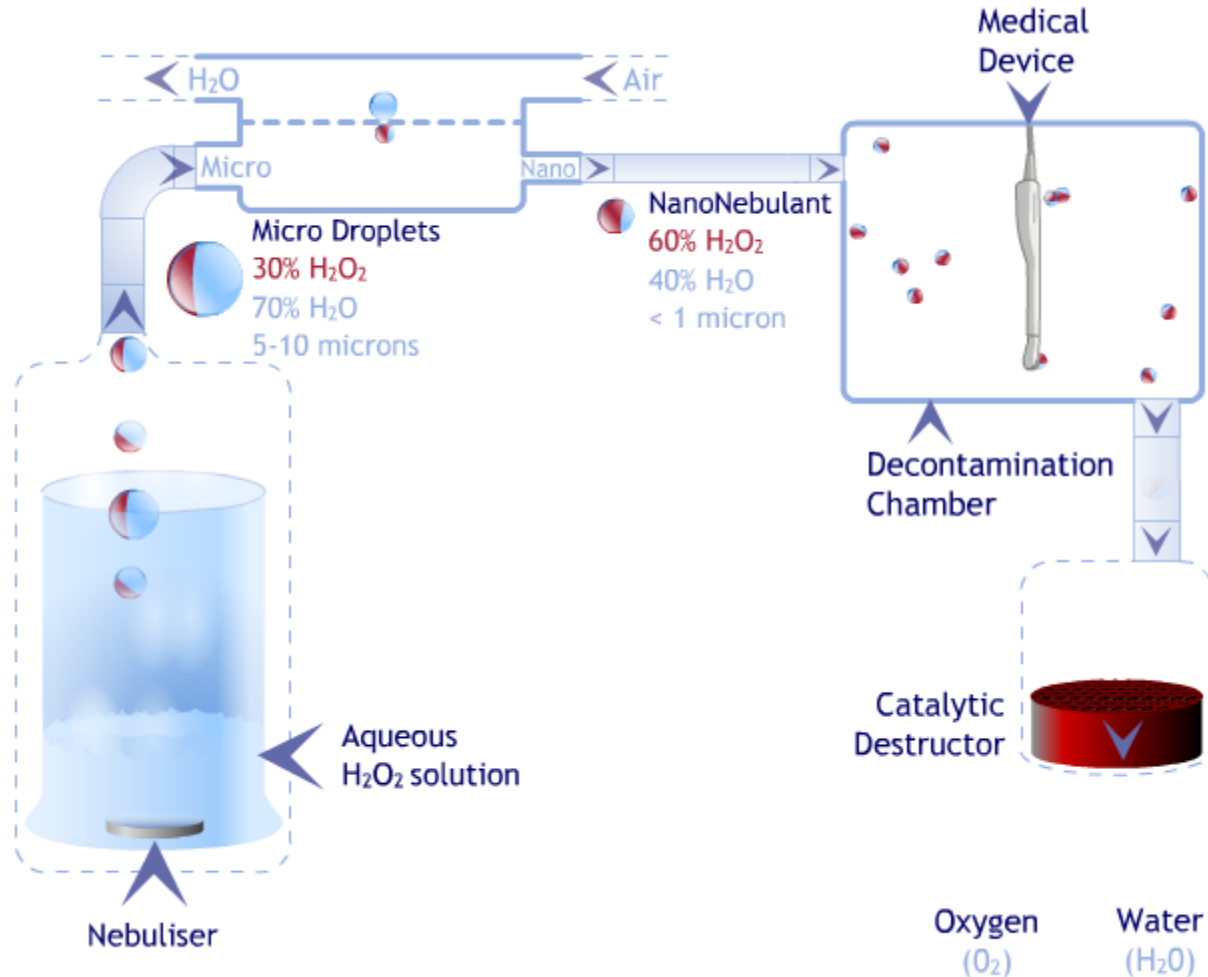
NHS Greater Glasgow and Clyde confirmed that the infection was a contributory factor - but not the main cause - in the death of a patient.

A second patient with the bug also died, but the health board said C.diff was not a factor in their death.

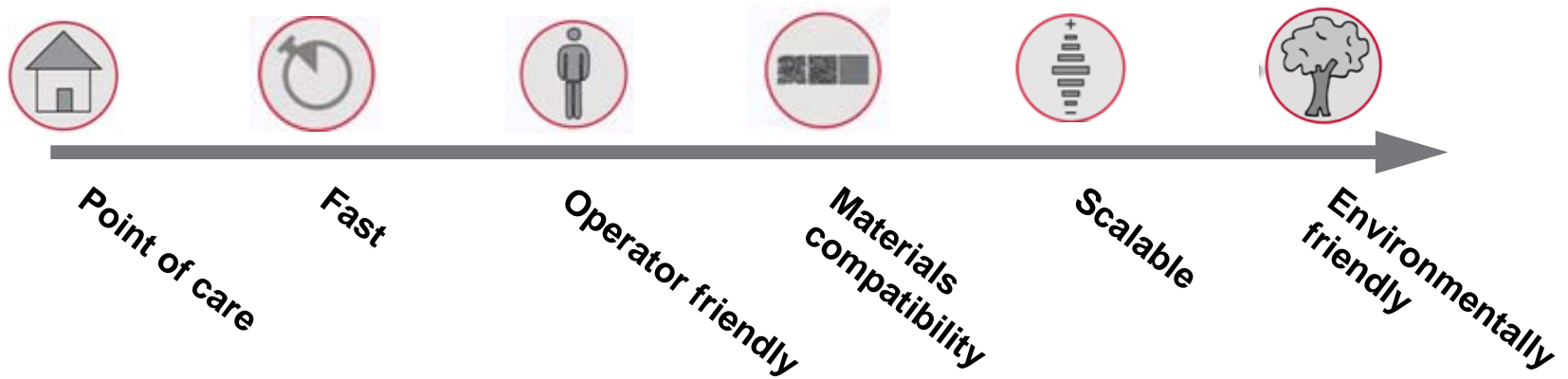
# Setting World Class Standards



# NanoNebulant™ Technology



# Competitive Advantages of NanoNebulant Technology





## Commercialisation of a Breakthrough Technology

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# Ultrasound transducer as a vector for nosocomial infection

- Transducers used for transesophageal, transvesical, transvaginal, transrectal and perineal sonography are semi-critical medical products
- These instruments should ideally be sterilised or at least disinfected in between each patient

## **But current disinfection methods are insufficient:**

- In a study on probes used in vascular surgical wards (Kibria et al. 2002), 10% of the probes were contaminated with MRSA (Methicillin Resistant Staphylococcus Areus)

# Target Market Size

Annual procedures					
Country / Region	Radiology intracavity	O&G intracavity	Other targeted	Total targeted market	Total available market
ANZ	0.5M	1M	0.2M	1.7M	5.8M
Western Europe	7M	16M	3M	26M	70M
Canada	0.4M	0.9M	0.2M	1.5M	3.6M
US	7M	11M	9M	27M	87M
Asia	8.2M	17M	22M	47.2M	215M
Japan	3.4M	13M	12M	28.4M	76M
<b>Total</b>	<b>29.9M</b>	<b>71.9M</b>	<b>58.4M</b>	<b>160.2M</b>	<b>457.4M</b>

Source: Frost & Sullivan  
*Market insights into the Global Ultrasound Market*  
 September 2006

# Regulatory Requirements

**May 08**  
**Europe**  
CE Mark obtained

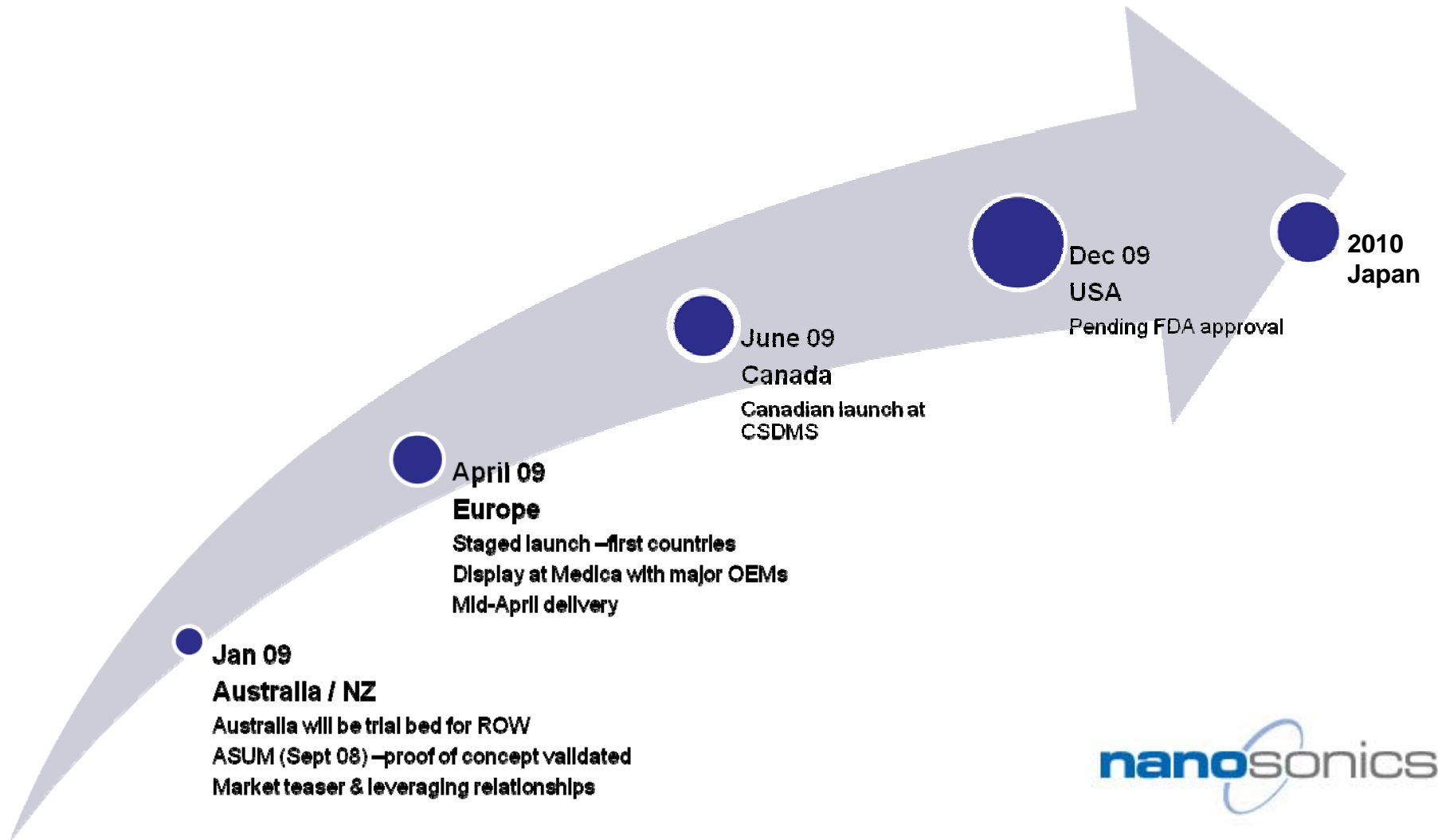
**Sept 08**  
**Canada**  
CMDCAS approval

**Dec 08**  
**Australia**  
Pending TGA Approval

**Dec 08**  
**USA**  
FDA Submission

**2009**  
**Japan**  
MOH  
Submission

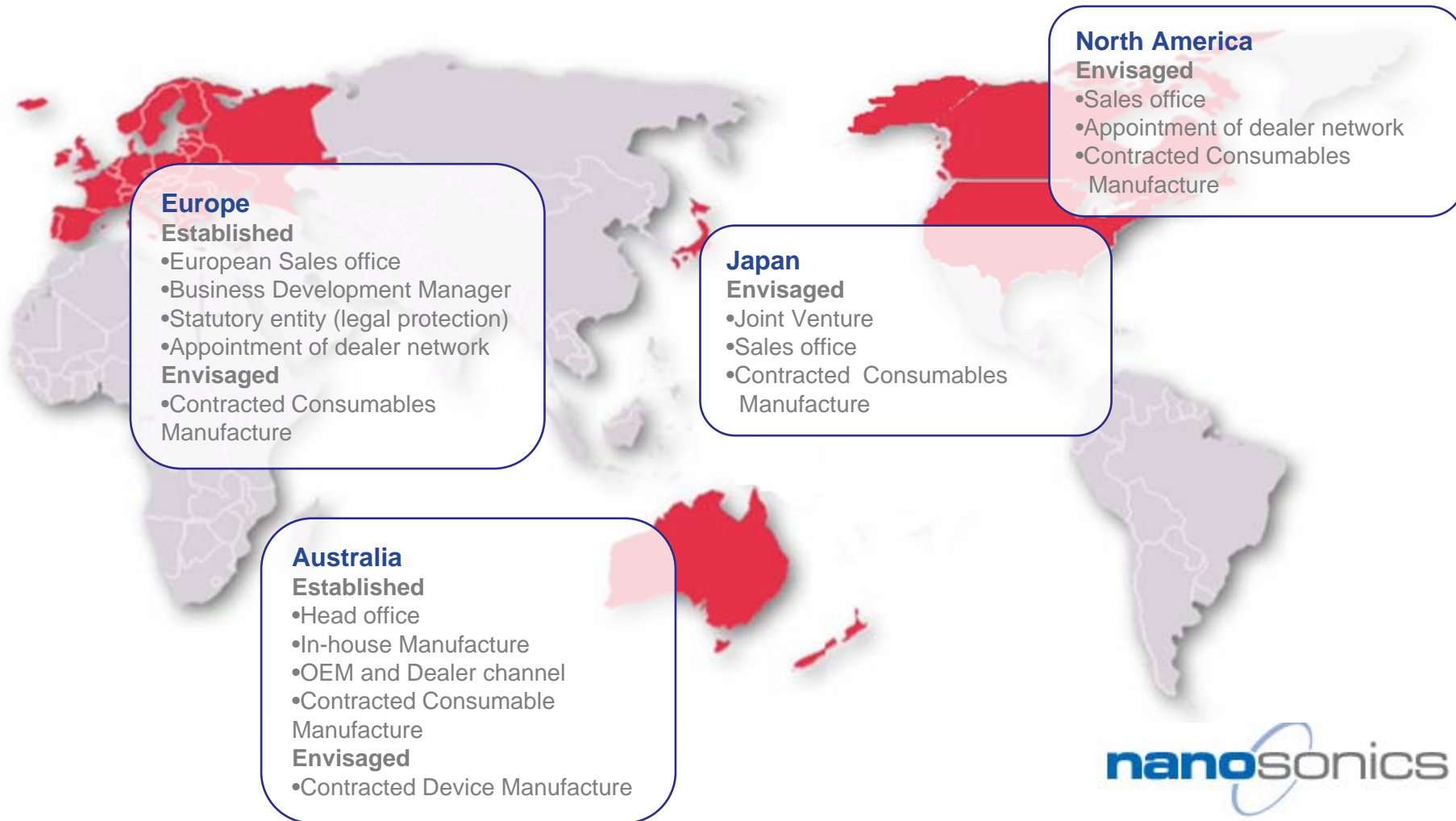
# Launch Timeline



# Appointment of Distribution Channels

Country / Region	Dealer Status
Australia	Confirmed
New Zealand	Confirmed
France	Confirmed
Germany	Confirmed
Italy	Confirmed
Scandinavia	Confirmed
Switzerland	Confirmed

# Distribution Model





# Manufacturing

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# Manufacturing Progress

- Tooling commenced Q4 FY08
- Procurement commenced Q1 FY09
- Commercial production on track for Jan 09
- Scalable capacity to meet targeted demand
- In house assembly device
- Outsourced consumable filling
- Potential sub-contract manufacturer, critical suppliers and vendors identified and audited





# Product Pipeline

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# Future Market Opportunities

## NanoNebulant™ Platform Technology

Currently in various stages of research and development

Medical / Healthcare

TEE  
Endoscopes  
HLD  
General steriliser

Room / Industrial

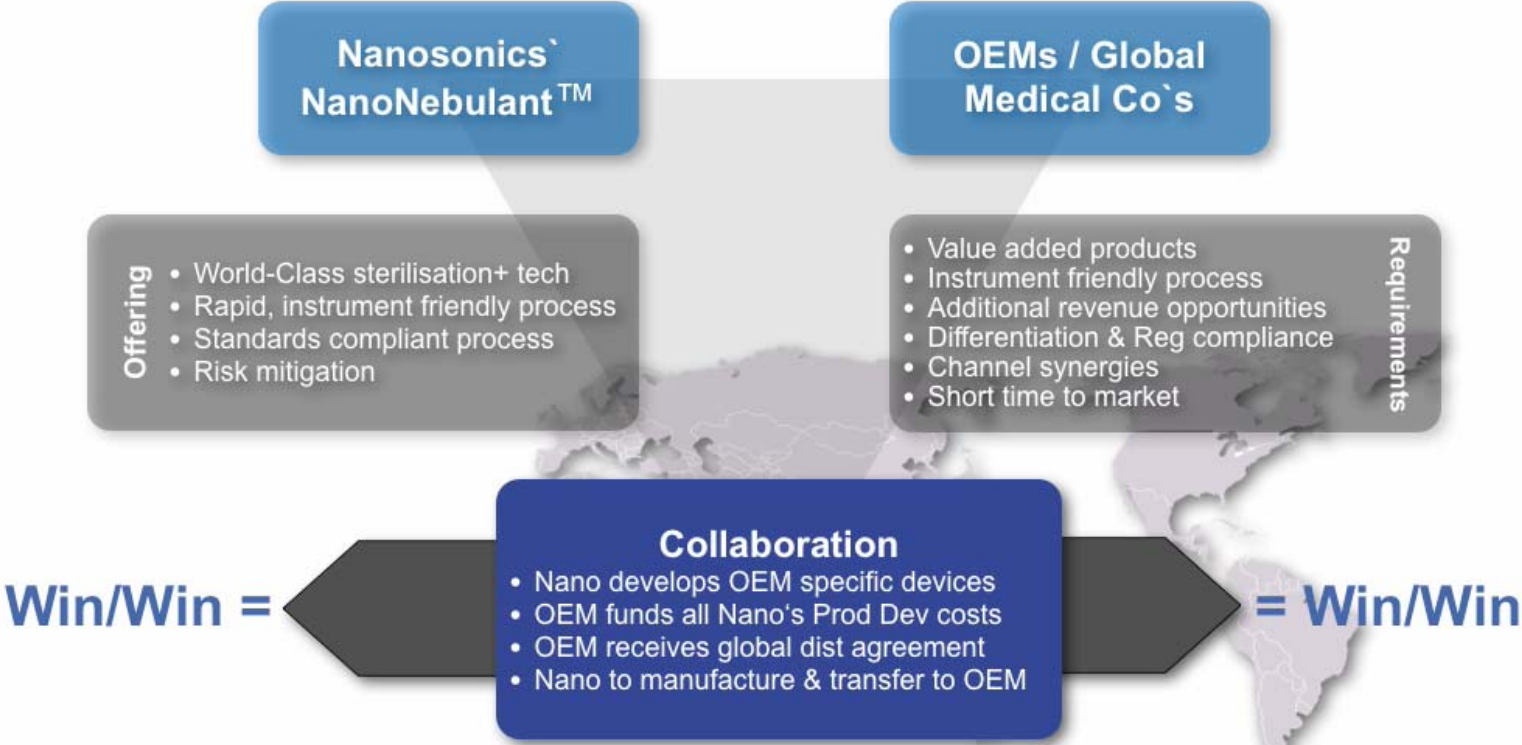
Decontamination in

- Agriculture
- Public spaces
- Hospital areas
- Military

Food applications

Food processing customised products  
Packaging steriliser  
Food preservation  
Decontamination of devices, machines

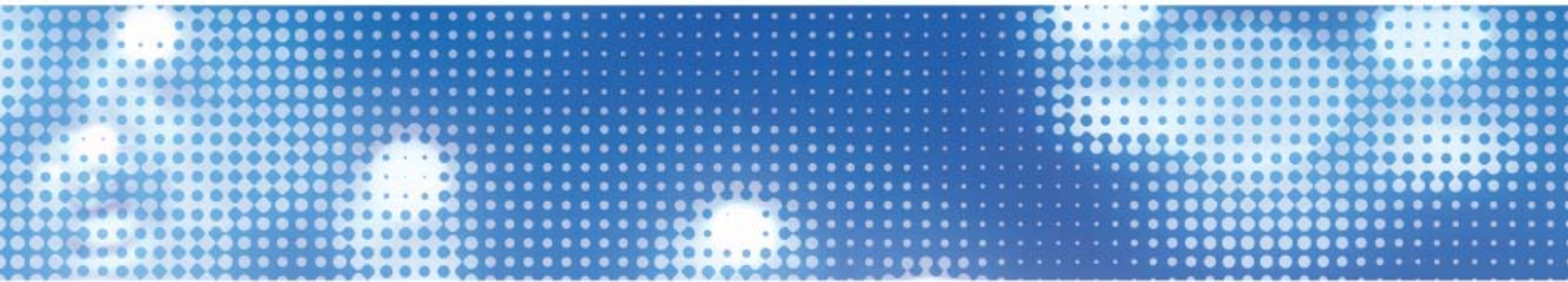
# Collaborative Developments



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