

RHINOMED

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**INVESTOR UPDATE –  
POSITIONED FOR GROWTH**

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NOVEMBER 2021

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In particular, management's expectations regarding the approval and commercialization of the technology could be affected by, among other things, unexpected clinical trial results, including additional analysis of existing clinical data, and new clinical data; unexpected regulatory actions or delays, or government regulation generally; our ability to obtain or maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, technology, financial result, and business prospects.

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# RHINOMED CORPORATE OVERVIEW

ASX: RNO; OTCQB: RHNMF

- Melbourne, Australia based medical device company specialising in novel wearable nasal medical technology.
- Offices In Melbourne, Australia and New York, USA.
- Our existing CE Mark, FDA and TGA registered nasal products have been worn comfortably and safely since 2016 with over 30 million nightly user experiences.
- Extensive IP portfolio – including over 60 patents and over 50 design patents.

Board and Management	
Mr Ron Dewhurst	Chairman
Mr Michael Johnson	CEO and Managing Director
Assoc Prof. John McBain	Non-Executive Director
Mr Brent Scrimshaw	Non-Executive Director
Dr Eric Knight	Non-Executive Director

Key Metrics	
Market Cap	~AU\$70m
Current Stock price	A\$0.27
Shares on issue	254 m
Top 20 Investors	77%

Top Investors	
Mr Whitney George (US)	40.0%
Prof John McBain (Aust)	17.9%
Mr Ron Dewhurst (Aust)	5.8%
Citicorp Nominees	2.2%
HSBC Custody Nominees	2.1%

# RHINOMED'S CONSUMER HEALTH TECHNOLOGY

SOLD GLOBALLY ONLINE AND THROUGH LEADING PHARMACIES



MCKESSON  
Empowering Healthcare

Sigma  
Healthcare

symbion

Kroger

RITE  
AID

Boots

AmerisourceBergen

BED BATH &  
BEYOND  
Depend on any store in the land!

Walgreens

LONDON  
DRUGS

amazon

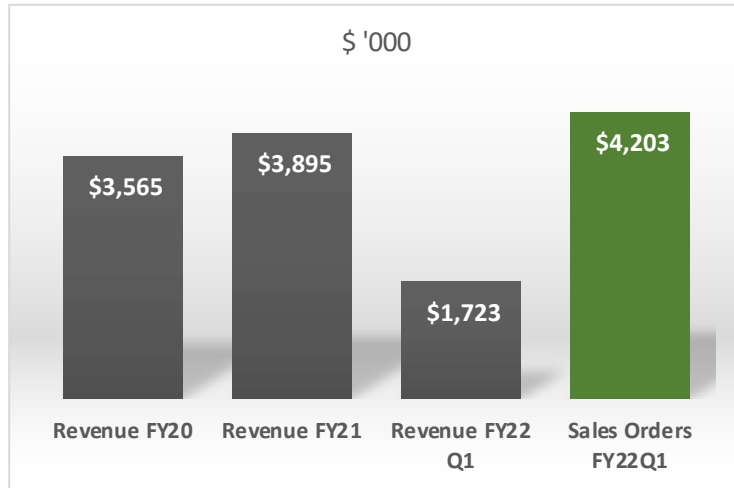
dsn  
OTC  
REX 2019

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NATURAL  
PRODUCTS  
REX 2020

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REX 2020

# TOP LINE GROWTH IN A PANDEMIC YEAR

## NEW TECHNOLOGY LINES ALREADY IMPACTING REVENUES IN FY22



- Solid growth from Consumer Health Business in FY21
- During pandemic focus on Mute (sleep and snoring) as lockdowns occurred.
- Pandemic driven fall in pharmacy foot traffic offset by growth online:
  - Mute is now #1 internal nasal dilator in US
  - Mute shipments to USA:
    - + 210% last 26 weeks
    - + 46% last 52 weeks
    - + 117% last 52 weeks to Amazon alone.
- New Rhinoswab program delivering revenues and strong order book
- Record FY22 Q1 revenues

# RHINOSWAB PROGRAM



# NASAL SAMPLES ARE REQUIRED FOR TESTING AND DIAGNOSIS

## BUT TRADITIONAL NASAL SWABS HAVE MAJOR PROBLEMS



### EXISTING NASAL SWABS

- ❑ Existing nasal swabs are uncomfortable
- ❑ Collection/sampling process is not standardized
- ❑ Collection/sampling process requires a healthcare worker administration
- ❑ Collection/sampling process requires a one healthcare worker per 'patient'
- ❑ Existing nasal swabs have limited load capacity
- ❑ Existing nasal swabs have limited load time
- ❑ Existing nasal swabs have both limited load capacity and time

### ISSUE

- Causes testing reluctance
- Compromising sample integrity
- Current swabs bring significant labor cost and PPE costs
- Puts Healthcare worker at risk of infection
- Labour intensive
- Slows down the testing process
- Risk of poor yield - Compromising sample integrity
- Risk of poor yield - Compromising sample integrity
- Increases risk of invalid result with Rapid Antigen testing

# THE RHINOSWAB

A COMFORTABLE, EASIER WAY TO SWAB FOR RESPIRATORY VIRUSES



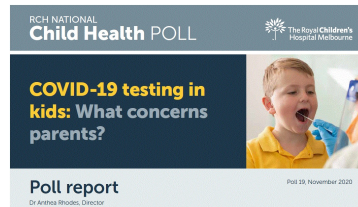


# STANDARD NASAL SWABS CAUSE DISTRESS TO CHILDREN

## A MAJOR CAUSE OF STRESS, ANXIETY AND TESTING RELUCTANCE

A national poll undertaken taken by the Royal Children's Hospital Melbourne (n= 367)

- 79% of children exhibited distress associated with the testing process
- 74% of parents may avoid having their children tested due to fears that a covid test will be stressful, painful or uncomfortable their child
- 30% of parents indicate these worries are *very likely* to stop them from taking their child to have a test.
- 80% of parents with children 0-5 years and 75% of parents with children aged 5 - 13 years are concerned about the possibility of pain, discomfort or distress associated with testing



<https://www.rchpoll.org.au/polls/covid-19-testing-in-kids-what-concerns-parents/>

# RHINOSWAB JUNIOR

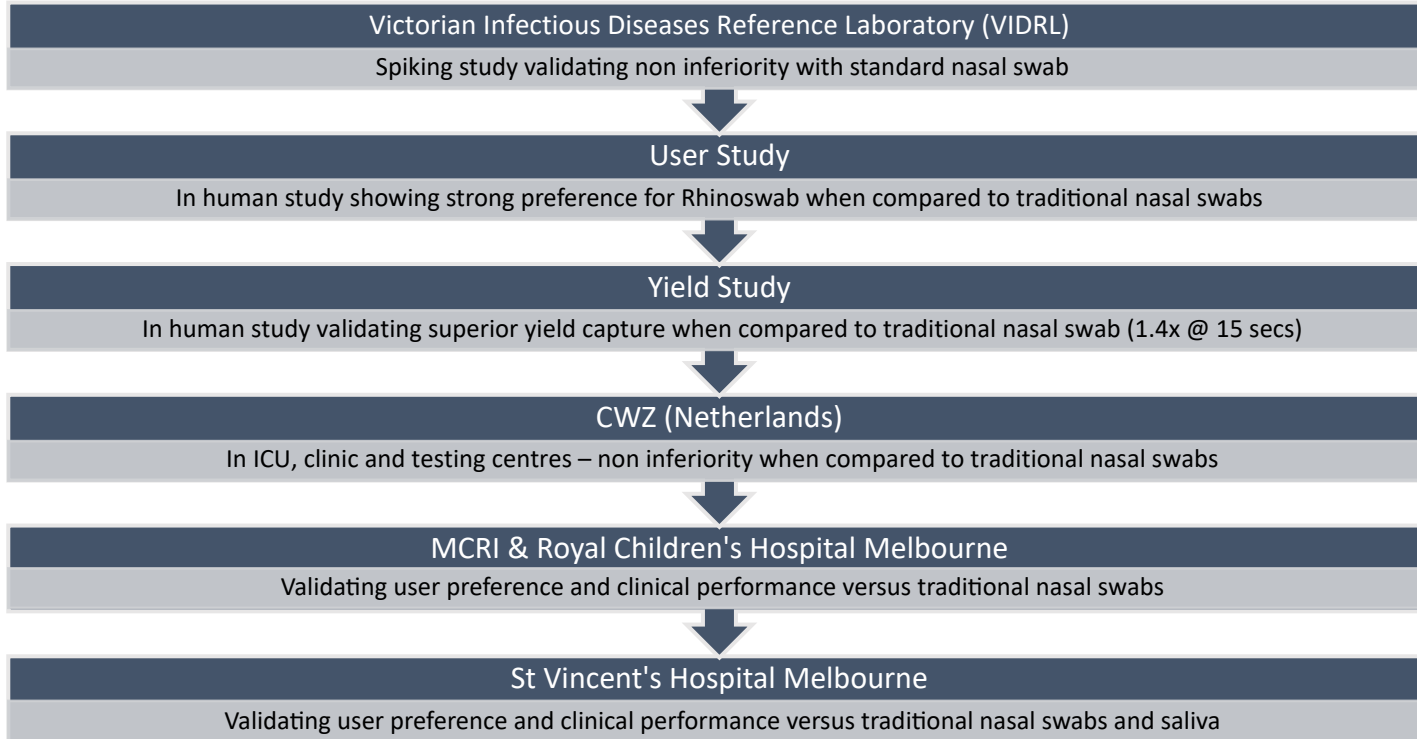
## THE WORLD'S FIRST NASAL SWAB DESIGNED SPECIFICALLY FOR CHILDREN

- Based off novel Rhinoswab design – compatible with PCR and Rapid Antigen Tests
- Reduces testing related fear and anxiety in children and their parents
- Empowers children to take their own sample under supervision
- Pivotal Clinical trial with MCRI at the RCH Melbourne – underway
- Trial seeking to show superior sample collection, less intrusive, more comfortable & minimal pain



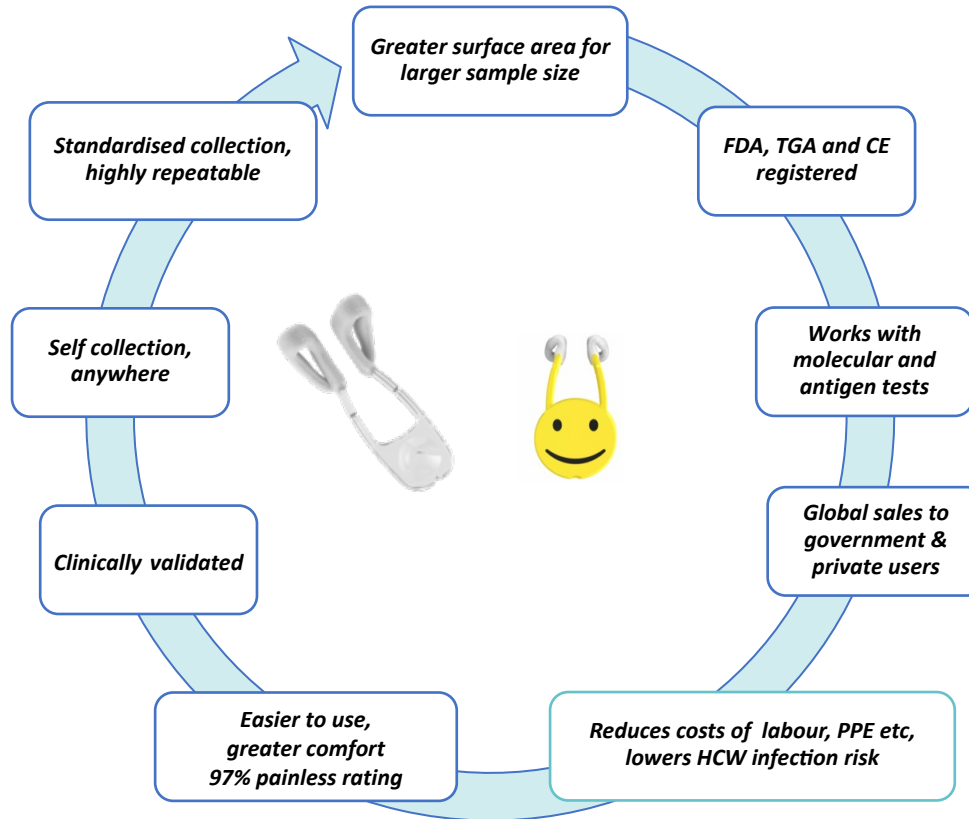
# CLINICAL TRIALS AND USER STUDIES

## COMPREHENSIVE DATA SUPPORTING SUPERIOR PERFORMANCE



# RHINOSWAB - THE SUPERIOR SWAB FOR RELIABLE SELF-COLLECTION

## A NEW 'STANDARD SETTING' RESPONSE TO SAMPLING FOR RESPIRATORY DISEASE



# RHINOSWABS WORK WITH RAPID ANTIGEN AND PCR PLATFORMS

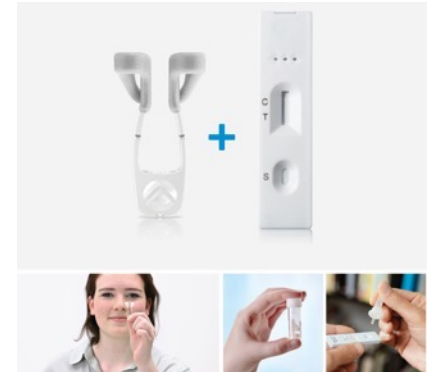
## DELIVERING A SUPERIOR AND STANDARDISED SAMPLING PROCESS



Molecular RT-PCR testing platforms



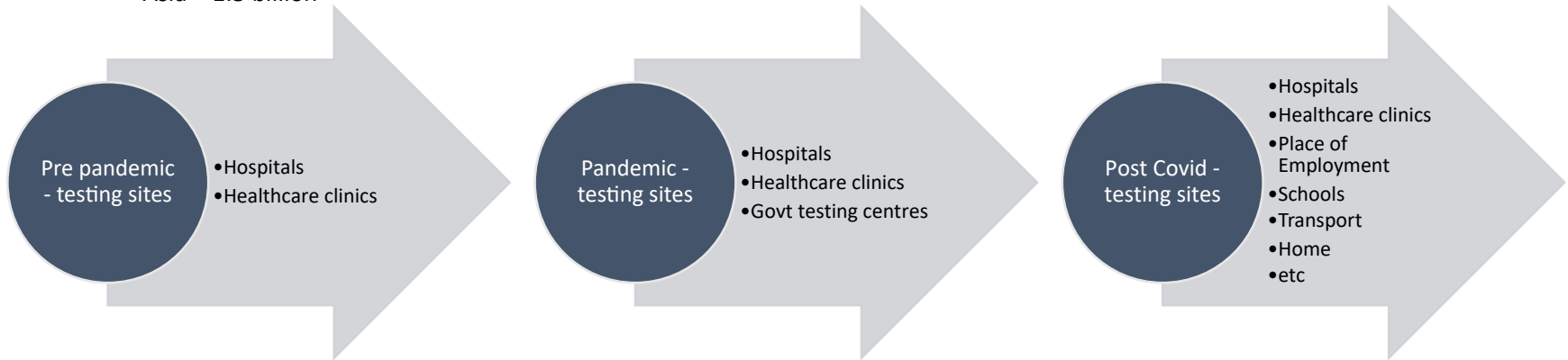
Antigen Point of Care testing platforms



# THE PANDEMIC HAS INCREASED THE NUMBER OF USE CASES

## MAKING USER EXPERIENCE A CRITICAL SUCCESS FACTOR

- Over 4 billion tests\* have been carried out globally to date.
  - US – 714 million
  - Europe 1.4 billion
  - Asia – 1.5 billion



\* <https://www.worldometers.info/coronavirus/>

# WHAT DOES TESTING LOOK LIKE GOING FORWARD?

## HARVARD UNIVERSITY HAVE SET THE STANDARD

- High vaccine environments will continue to test frequently
- Harvard University have developed a testing cadence
- Testing cadences are determined by several factors, including vaccination status and infection rates in the local community
- High frequency testing is much more palatable with Rhinoswab solutions.

Staff/Student	Vaccinated	Unvaccinated
Anyone living on campus - undergraduates	3 x per week	
Undergrads living off campus	1 x per week	2 x per week
Grad students	1 x per week	2 x per week
Faculty/staff with regular presence	1 x per week	2 x per week

# RHINOSWAB IS FOCUSED ON TWO KEY STRATEGIC CHANNELS

## CLEAR VALUE ADD FOR EXISTING AND EMERGING TESTING PLATFORMS

- Initial sales to NSW Health Pathology (1 million swabs) and Victorian Department of Health ( 1 million swabs)
- Large pipeline of short- and medium-term opportunities in both Australia and in global markets.



### Pathology - PCR Testing

Reduces testing reluctance, lowers labor and PPE costs, drives economic efficiencies.

Targeting:

- Government (National, State and Local) Healthcare services
- Pathology Laboratory companies
- Large Institutions
- Distributors of consumables to Hospitals, Healthcare systems and Path labs



### Rapid Antigen Testing kits

- RATs lack differentiation, a better user experience will win. Swab use lacks standardisation impacting RAT outcomes
- In discussion with a number of Rapid Antigen Test kits companies regarding:
  - The inclusion of the Rhinoswab and Rhinoswab Junior into their test kits
  - Regulatory approvals in Australia and Europe
  - Sale of combined kit through RAT co's existing channels and into Rhinomed's existing global retail pharmacy network

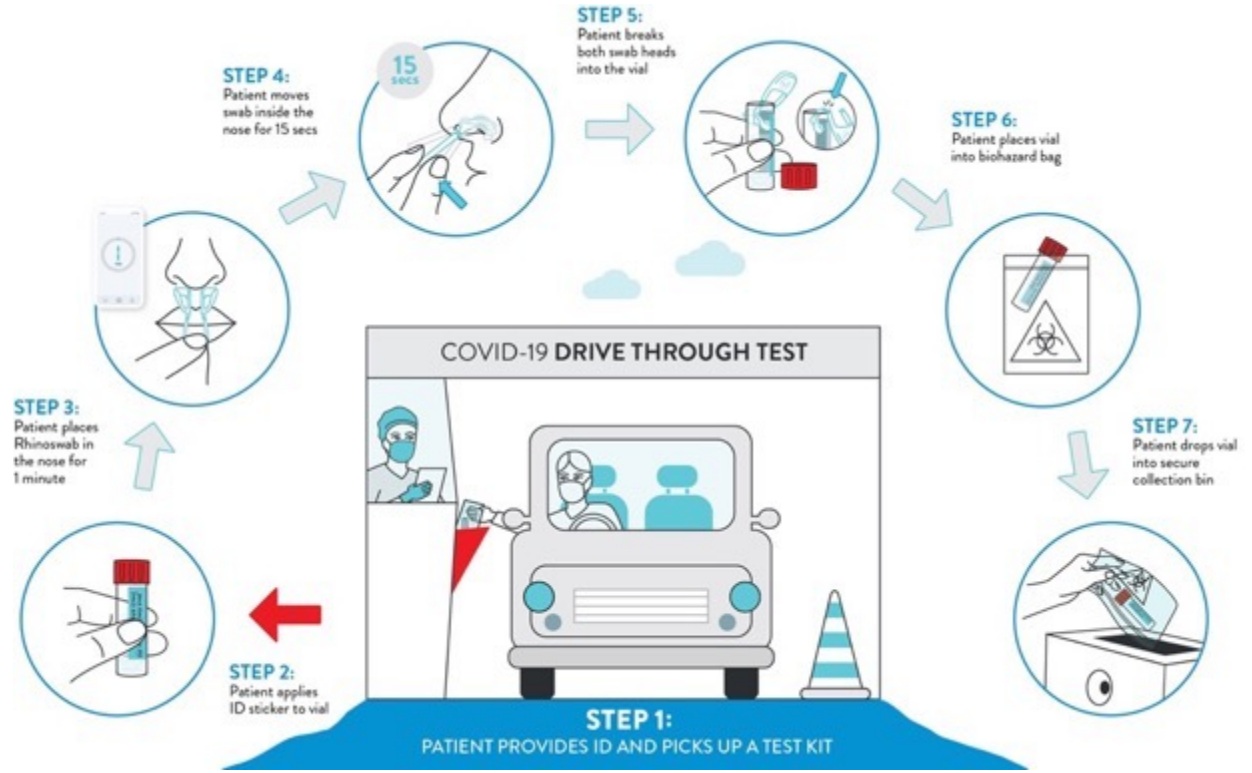


# RHINOSWAB DELIVERS VALUE IN KEY USE CASES

## REDUCING WAIT TIMES, QUEUES AND COST IN MASS TESTING CENTRES

*I would estimate that a single healthcare worker can supervise **up to 10 people at the same time**. This could increase the testing efficiency dramatically."*

Dr Tim Stoberneck  
CWZ/RadboudUMC Netherlands



# RHINOSWAB OPTIMISES AND ACCELERATES SAMPLE COLLECTION

## OPENING UP INDUSTRIES, COUNTRIES AND ECONOMIES

### AIRPORT TESTING PROTOCOL

#### STEP 1: ARRIVE

**STEP 1:** Arrive at airport testing site outside the terminal.



#### STEP 2: CHECK IN >>>

**STEP 2a:** Proceed to mobile check in.



**STEP 2b:** Check in and print boarding pass and bag tags.



**STEP 2c:** Pick up test kit containing a swab and tube.

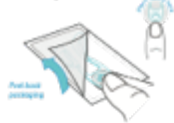


**STEP 2d:** Remove barcode sticker from bag tag and place on tube.



#### STEP 3: COLLECT YOUR SAMPLE >>>

**STEP 3a:** Remove swab from its pouch.



**STEP 3b:** Place swab in your nose for 1 minute.



**STEP 3c:** Move swab inside the nose for 15 secs.



**STEP 3d:** Break both swab loops into the tube and replace cap.



**STEP 3e:** Place tube in bag and discard swab handle into refuse bin.

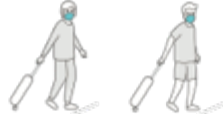


#### STEP 4: ANALYSE TEST >>>

**STEP 4a:** Present your tube and boarding pass at the Testing Station for cross checking bar-codes.



**STEP 4b:** Proceed to Waiting Station while test is run.



**STEP 4c:** Staff will do a 15 minute antigen test. Your result will be sent to your mobile.



#### STEP 5: GET YOUR RESULT

**STEP 5:**



▶ **RED = Positive**  
Go home or take a PCR test

▶ **GREEN = Negative**  
Proceed to Terminal



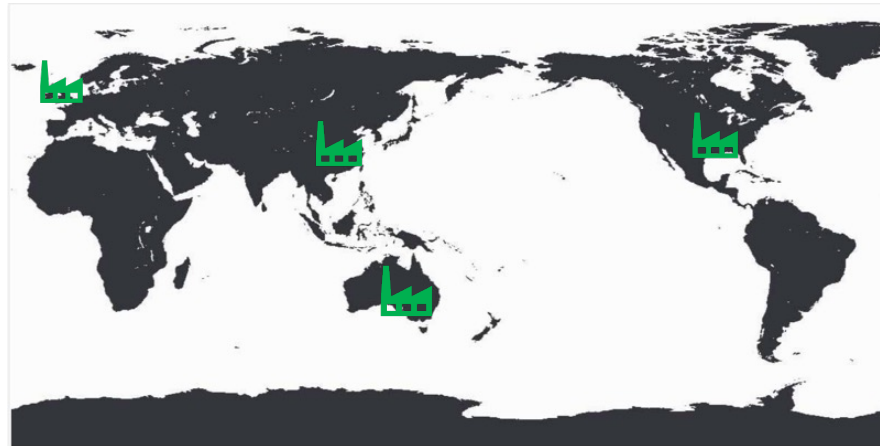
# NEAR TO MARKET PRODUCTION STRATEGY

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## FLEXIBLE AND SCALABLE PRODUCTION CAPACITY

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- Global Supply chains experienced significant pressure over the course of the pandemic. This continues to be an issue.
- Rhinomed is building out a global production network with a 100 million swab production capacity:
  - Established an Australian based production facility in Keysborough, Victoria
  - From November we are bringing online our existing Chinese production partner
  - Scoping two additional production sites in the UK and the USA which will come on line in 2022



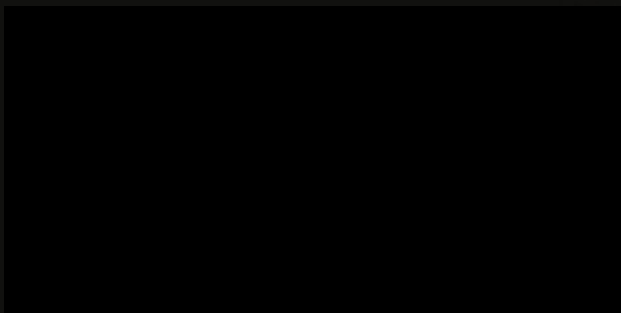
# RHINOMED OUTLOOK

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## KEY CATALYSTS

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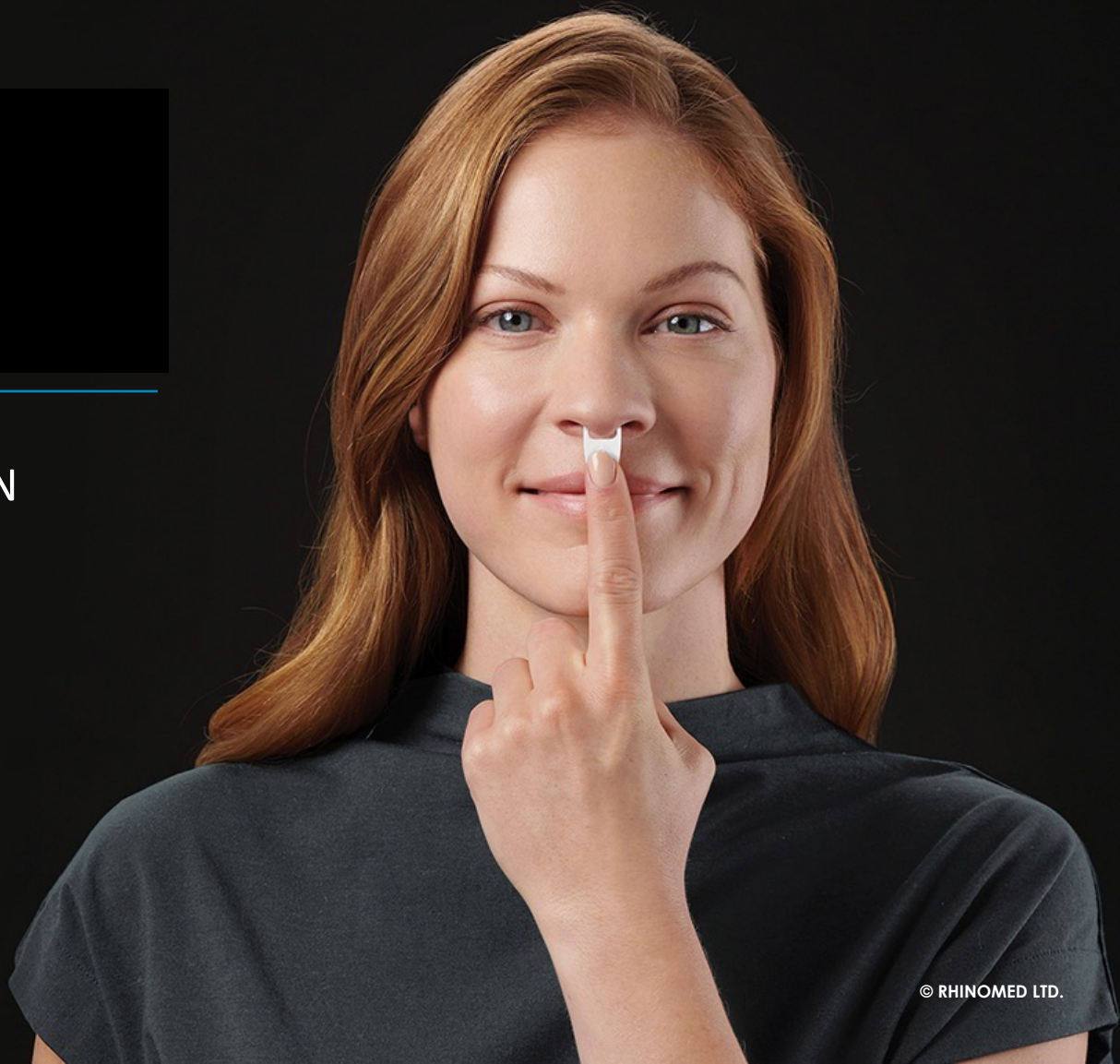
- Consumer health business is rebounding:
  - Continued growth from US market through existing retail and online channels
  - Expansion in US and UK retail and into Europe via online – Amazon and DTC
- Rhinoswab and Rhinoswab Junior roll out:
  - Significant pipeline of opportunity that we are currently pursuing
  - Agreements with regionally focused distributors targeting Global and local Pathology (PCR) labs
  - Agreements to Integrate both Rhinoswabs into Rapid Antigen Test kit platforms
- Significant operational leverage as revenues grow:
  - Record FY22 Q1 revenues of \$1.7m
  - FY22 Q1 Sales order book that exceeds entire last year revenue base
  - Potential for licensing deals for medical device, diagnostic and nasal drug delivery
  - Target of 70%+ gross margins across the business



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