

PI Corporate Introduction



we build **products**
we build **businesses**
we build **the future**

Disclaimer



This presentation contains certain forward-looking and unaudited information. Such information is based on estimates and assumptions that, whilst considered reasonable by the Company, are subject to risks and uncertainties. Actual results and achievements could be significantly different from those expressed in or implied by this information.

Presenting today



Stuart Elliott
CEO & Co-Founder
Executive Director



Sam Lanyon
Co-Founder
Executive Director

Who we are

Planet Innovation is a healthtech innovation and production company

OUR MISSION

To create breakthrough products and commercially successful businesses that transform healthcare and have a positive impact on the world.

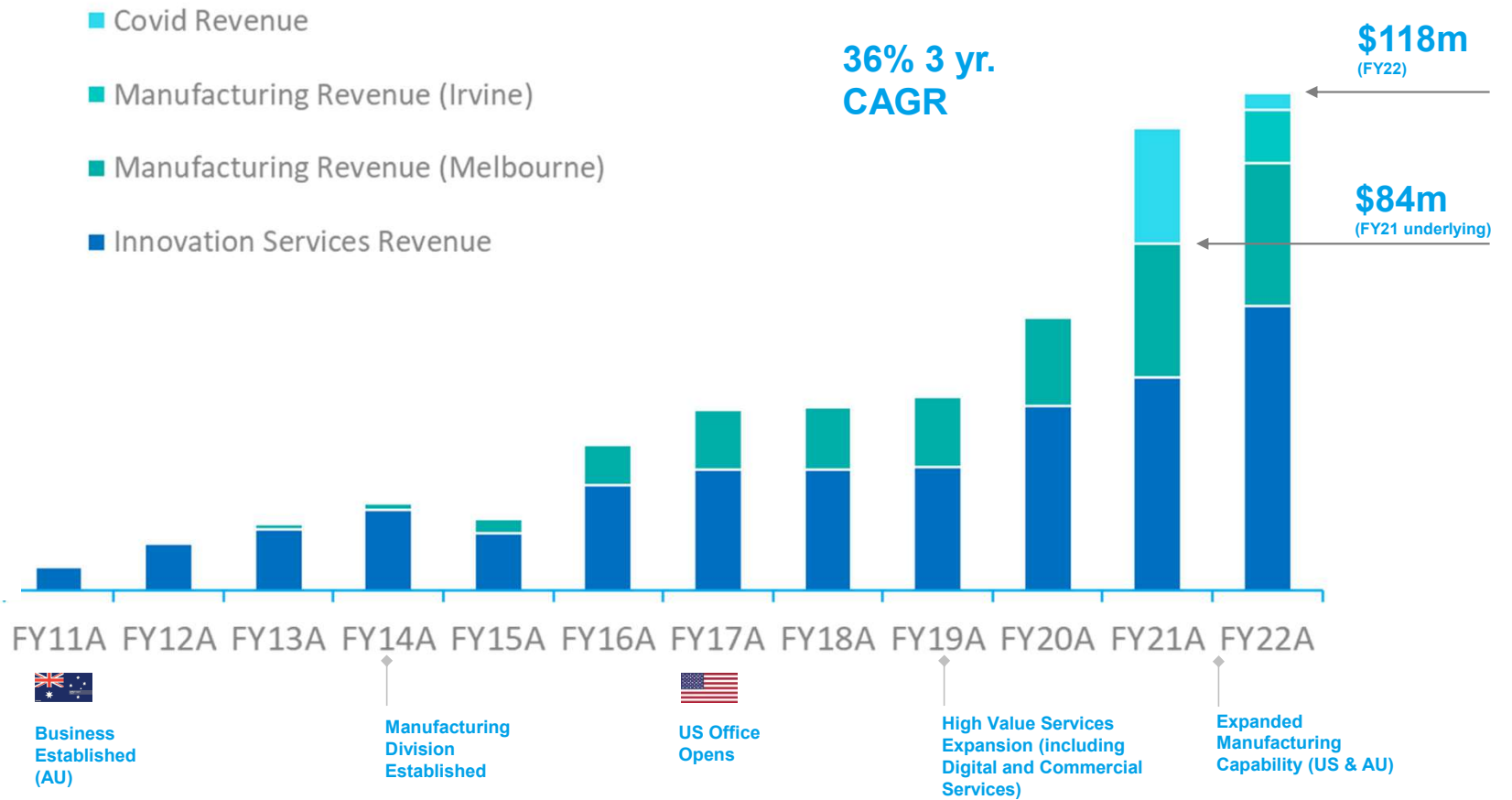
KEY POINTS

- In operation since 2009
- Global business with HQ in Melbourne and US facilities
- One-stop-shop providing development to manufacturing
- Extensive customer base including multinationals

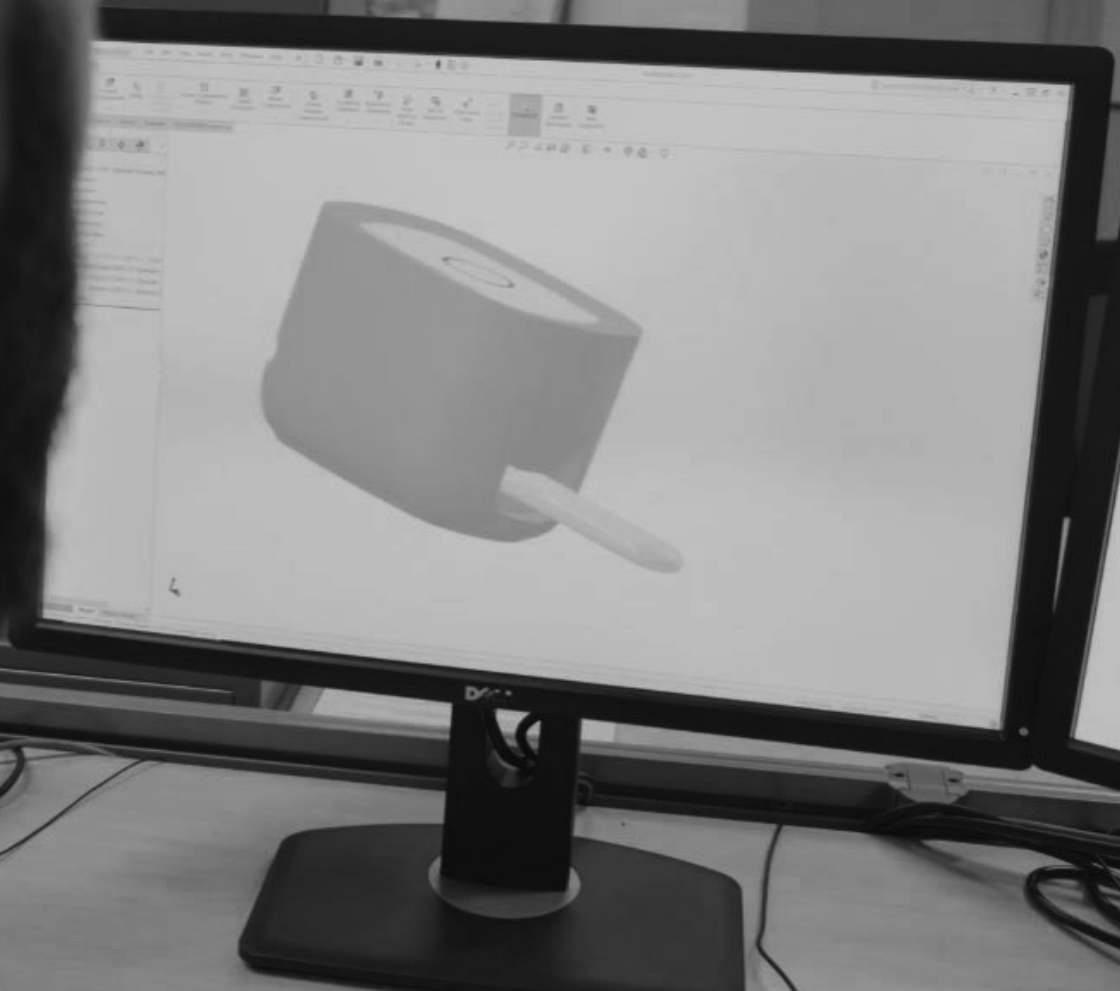




Proven track record of revenue growth



Innovation Services



We create innovative, healthcare products for global leaders



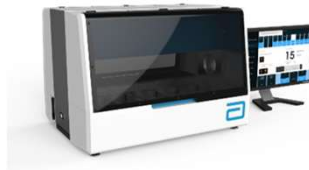
MERCK

Fertility lab product and data solution platform



QUIDEL

Point of Care diagnostic reader



Abbott

Molecular Diagnostic Instrument



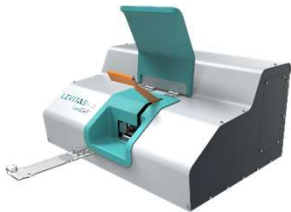
hycor
Improving Lives

High performance allergy diagnostic platform



ASP
HEALTH

Automated sample preparation platform to enhance cancer diagnostic



LEVITAS BIO

Innovative cell therapy manufacturing platform



TOMI
ENVIRONMENTAL SOLUTIONS

Decontamination products



scinogy

A flexible, scalable, closed cell processing system for cell therapy manufacturing



truvianTM

Point-of-care blood testing platform



adherium

Inhaled medication adherence devices and digital software platform



World Class Innovation Services

PI is a world class innovation engine. The product Innovation Services include three divisions which we operate under separate P&L's, serving largely the same customer base.



Design Services

End-to-End development of sophisticated devices, with focus on diagnostic, medical device and life sciences market.



Digital Services

Development of sophisticated digital, cloud and app solutions for our customers, including hardware integration and compliance with medical device regulatory requirements.



Commercial Services

Providing guidance and expertise from idea through to manufacture, helping drive commercial success.



Our Innovation services have been in continuously profitable operation for 13 years, is mature with an outstanding team, strong global customer base, established and proven processes, proven track record and outstanding reputation.

Global manufacturing operations

To increase responsiveness, efficiency and flexibility



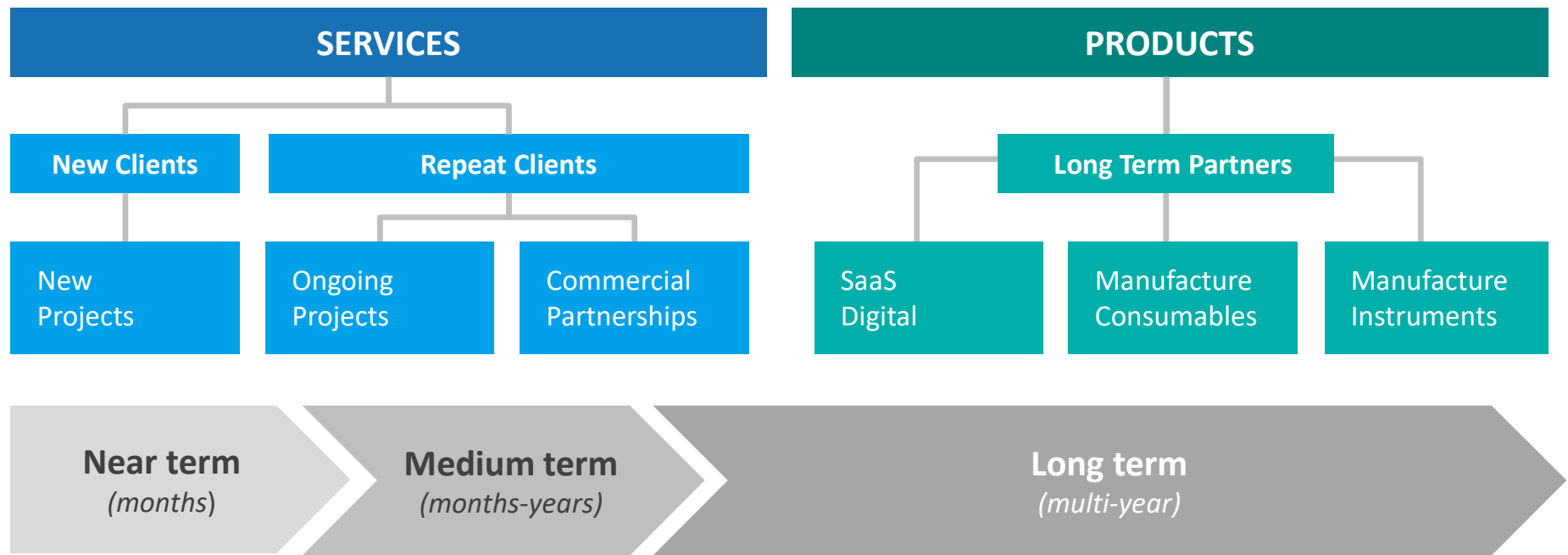
Melbourne VIC
Australia



Irvine CA
United States

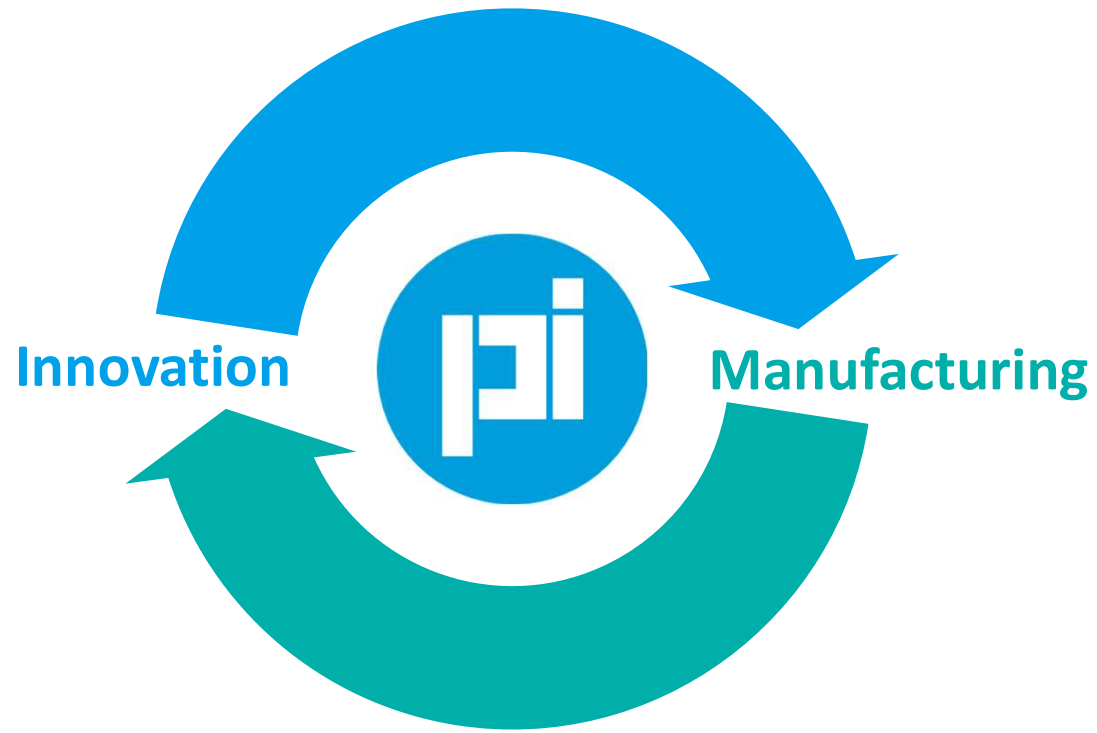


PI Business Model



Revenue Horizon

PI's 'Fly Wheel' Business Model



Why do our partners manufacture with PI in Australia?



1. **Cost:** Product cost is typically equivalent, however business costs for single product or small-medium companies are significantly lower – particularly for regulated products.



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- 2. Continuous innovation and improvement:** Offshore manufacturing is problematic and expensive for products requiring close attention from a design team or ongoing improvements and evolution – again this is particularly relevant for regulated products.



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- 2. Continuous innovation and improvement:** Offshore manufacturing is problematic and expensive for products requiring close attention from a design team or ongoing improvements and evolution – again this is particularly relevant for regulated products.
- 3. IP Protection:** A number of our customers have had nasty experiences with IP theft when manufacturing in low cost regions. After moving to Australia, they have resolved this issue and improved commercial outcomes.



The PI advantage

PI's clients commonly refer to 5 key reasons as to why they choose to work with us.



Flexible

"I've worked with quite a few development and manufacturing partners in the past, and PI has been the best by far. They're extremely flexible and adaptable, and helped us get our product on the market faster than we had imagined."



Commercial

"PI is as concerned about how much money we spend as we are. They want to give us value. Having ventures gives them a commercial view."

"PI help in every area of delivering a product and strategy. You could go to PI with an idea and walk out with a business."



Innovative

"They're creative. They don't just do what you ask. Because they were part of the market research, their ideas were outside of the box."

"PI is a 360 degree innovation house that can do anything you want. They have the ability to take innovations from one industry to another."



End-to-end

"PI offers the full-service development we'd be looking for when outsourcing a project."

"PI represents a unique combination of innovation, marketing research, design and development, transfer to manufacturing and post launch elements."



Trustworthy

"I trust PI. I know I'll get smart, trustworthy people who'll look after me."

"It's all about openness, transparency and communication. Some service providers do not come clean about what's going on, in the hope they'll fix it later. PI tells us the truth."



Board of Directors and Key Management Personnel

PI Leadership



Stuart Elliott
CEO, Executive Director

Co-CEO and co-founder of Planet Innovation. 25 years' experience developing and commercialising technology products. Previous roles at Leica Microsystems, Vision BioSystems and Invetech.



Sam Lanyon
Executive Director

Co-CEO and co-founder of Planet Innovation. 20+ years' experience developing and commercialising technology products. Previous roles at Danaher Corp., Leica Microsystems, Vision BioSystems and Invetech.



Eduardo Vom
Executive Director &
GM Commercial

Co-founder and Executive Director of Planet Innovation. 20+ years' experience in product development, business strategy and sales management. Previous roles at Leica Microsystems and Vision BioSystems.



Troy O'Callaghan
Executive Director
CCO

Co-founder and Executive Director of Planet Innovation. 20 years' experience in development and commercialisation of biomedical devices. Formerly roles at Vision BioSystems & Genetic Technologies.



Anne Lockwood
CFO



Andrew Watkins
COO



Anthony White
EVP - USA



Colin Potter
GM PI Manufacturing



Dr Ian McFarlane
GM PI Manufacturing
Melbourne



Kris Reynolds
HR Director



Roger Langsdon
Marketing Director



Kaushal Vyas
GM PI Digital



Krystal Santiago
VP Quality and Regulatory



Michael Joffe
VP Corp Development

PI Non-Executive Directors



Jonathan Ling
Chairman &
Non-Executive Director

Extensive experience leading complex manufacturing businesses.
Held CEO roles at GUD, Fletcher Building and Laminex Industries.
Currently Chairman of ASX-listed Pro-Pac Packaging and Non-Executive Director of Pact.



Jim Fox
Non-Executive Director

Extensive experience leading medical technology businesses.
CEO of Vision Systems from 1993 until its sale to Danaher in 2007 for \$816m.
Current directorships at NASDAQ-listed Genmark Diagnostics and TTP Group.



Euan Pizzey
Non-Executive Director

Extensive experience in capital management of technology-based businesses.
CFO and Company Secretary at Vision Systems from 1993-2007.
Managed six acquisitions and three trade sales, including the sale of Vision Systems to Danaher.



Hany Massarany
Non-Executive Director

Extensive experience leading US based medical diagnostic businesses.
CEO of NASDAQ-listed GenMark Diagnostics from 2011 – 2019, CEO Ventana Medical Systems 2008 – 2011.



Sue MacLeman
Non-Executive Director

Extensive leadership experience with ASX and NASDAQ listed healthcare companies.
Currently the Chair of ASX-listed Anataro Lifesciences Ltd, Tali Digital Ltd and Oventus Medical Ltd, and a non-exec director of Palla Pharma Ltd and veski.

Looking Ahead

Healthcare Industry – Market Drivers



Significant opportunity in PI's core design and development businesses

Addressable design services market opportunity estimated at US\$7.0 bn in 2025*
Growth driven by intersection of underlying growth in healthcare industry combined with increased outsourcing

Significant opportunity in outsourced healthcare device manufacturing

Addressable manufacturing services opportunity estimated at US\$12.0 bn in 2025*
Growth driven by intersection of healthcare market growth and increased outsourcing

Strong tail winds towards outsourcing

Increasing trend to outsource high-value activities across product life cycle
Tighter focus by healthcare companies on core competencies: sales & marketing, R&D and clinical development

Increasing preference for “one-stop-shops”

Reduced supplier management logistics
Development and cost efficiencies

Shift to digitally connected devices

Strong trend towards digital connectivity of diagnostic and life science devices to automate workflow, aggregate & analyse data, and manage devices remotely.

Supply chain flexibility & resilience

Ability to rapidly scale production up or down increasingly important
COVID-19 pandemic has highlighted importance of dual manufacturing sites for supply chain resilience

* Source: Market data from Grand View Research and Alira Health



Capital update and liquidity planning

PI is an unlisted public company.

We are committed to a liquidity event by FY24

Prospective investors should contact IR@planetinnovation.com.au

Questions?





planetinnovation.com.au