

# The Bell Potter Healthcare Conference

**15 November 2023**

**ASX - NXS**

**Approved by the Board**

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**NEXT SCIENCE®**

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# Proprietary Platform Delivering >80% YoY Sales Growth

Mission – The development and commercialisation of our proprietary unique non-toxic X BIO™ technology to reduce the impact of biofilm-based infections in human health



## 7 Product Families

Across wound and surgical applications



## X BIO™ Platform

Deconstructs biofilm, destroys pathogens, & defends recolonisation



## Rapid Growth

>80% growth in YTD FY23 Product Sales yoy to US\$15.0m



## TAM >US\$12.5bn

Across existing products<sup>1</sup>



## Distribution

Direct and partner channels with increasing focus on direct channel



## Employee Headcount

108 – 47 Sales / 21 R&D (Sep.)



## IP

51 patents and 20 publications



## DME<sup>2</sup> est. Oct. 22

Drives penetration into advanced wound care market

1. Total Addressable Market (TAM) based on National Health Statistics Report, February 2017, SmartTRAK, NXS  
2. DME – Durable Medical Equipment.



Deconstructs the biofilm

Removes metal ions of the EPS<sup>1</sup>, exposing pathogens within the biofilm



Destroys pathogens enveloped within the XBIO™ Technology

High osmolarity environment + cell membrane disaggregation induces lysis of bacteria within the product



Defends against recolonisation

Biofilm matrix cannot reform within the presence of XBIO™

**Unique mechanism of action, with no known resistance from bacteria to XBIO™ technology**

1. Extracellular polymeric substances

### BLASTX™ Antimicrobial Wound Gel improves wound management

#### Key characteristics include:

- ❑ Broad spectrum of efficacy
- ❑ Biocompatible and prevents bacterial growth within gel
- ❑ Provides a moist wound environment conducive to healing

#### Indications

- ❑ Stage I – IV pressure ulcers
- ❑ Partial and full-thickness wounds
- ❑ Diabetic foot and leg ulcers
- ❑ Post-surgical wounds
- ❑ First and second-degree burns
- ❑ Grafted and donor sites

Spontaneous rupture of traumatic hematoma in lower leg. Wound was over 8 weeks old upon commencement of treatment. High risk of severe infection



**Differentiation: treatment regimen is flexible across all wound types and bacteria. Provides an answer to chronic wounds. Improves outcomes under NPWT. Some wounds may not proceed to tissue**

## Clinical evidence

- ❑ Original 45 patient RCT by Wolcott in 2015 laid the foundation for BLASTX™ efficacy.(1.5x superior in closing a wound than SoC) <sup>1</sup>
- ❑ Biofilm is the key driver to non-healing wounds and debridement is no longer the gold standard <sup>2</sup>
- ❑ Compared against commercially available wound care products, BLASTX™ is the only product to demonstrate statistically significant efficacy in treating mature biofilms <sup>3</sup>
- ❑ Clinical work traditionally on an “all-comers” basis due to high variability in wound classification, with myriad of co-morbidities. Successful treatment over five years!
- ❑ Synergy between Collagen and BLASTX™ addresses a wound’s bioburden, enhancing the anti-inflammatory effects of Collagen
- ❑ “Prepare to Repair” - education programme around bringing a wound through the inflammatory phases of haemostasis and debridement, enabling proliferation of new cells, where remodelling of surface can occur naturally

## Next Science is uniquely positioned in commercial wound care

- ❑ DME commenced in October 2022, accredited across 40 US states for chronic wound treatments
- ❑ Medicare, Medicaid & major insurance payor reimbursable.
- ❑ No price negotiation required, with CMS setting the Collagen price and increasing annually in line with health industry CPI
- ❑ Commercial wound care model is about service and insurance coverage
- ❑ Rare to combine a DME offering in a consultative service model
- ❑ Significant market opportunity with 4m hard to heal wounds <sup>4</sup>
- ❑ BLASTX™ is exclusive to Next Science

1. Wolcott, R. (2015). Disrupting the biofilm matrix improves wound healing outcomes. Journal of Wound Care 24(8), 366-71. doi: 10.12968/jowc.2015.24.8.366

2. Atkin L, Bucko Z, Conde Montero E, Cutting K, Moffatt C, Probst A, Romanelli M, Schultz GS, Tettlebach W. Implementing TIMERS: the race against hard-to-heal wounds. J Wound Care 2019; 28(3 Suppl 3): S1–S49

3. <https://www.mdpi.com/2079-6382/12/3/536>

4. SmartTRAK



**XPRIENCE™ is positioned to challenge for the Standard of Care in surgeries**

*Advanced surgical irrigation solution for surgical procedures*

### Key features

- ✓ Broad efficacy against viruses, fungi, and bacteria
- ✓ No rinse out required
- ✓ Up to 5 hours residual protection
- ✓ Non-toxic
- ✓ No change to surgical protocol
- ✓ Easy to use & adopt

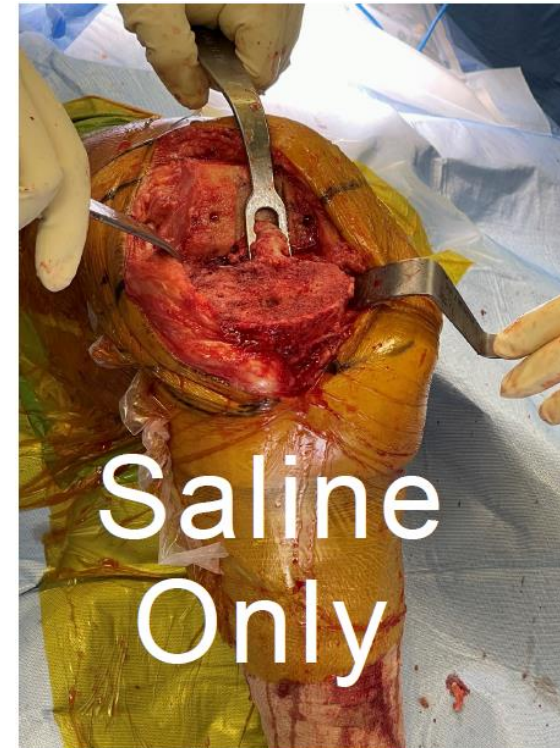
**Forthcoming study results expected to confirm benefits for Patients, Surgeons and Hospitals**

- **Patients:** Lower risk of surgical site infection and reduced inflammation leads to less pain and reduced opioid use <sup>1</sup>
- **Surgeons:** Better patient experience, reduce re-admissions
- **Hospitals:** Cost savings through lower re-admission rates

**Market opportunity via 48m annual surgeries in the US <sup>2</sup>**

1. ASX – 9/8/23 - Prospective randomised study with 30 patients in each arm of the knee study trial, demonstrating potential anti-inflammatory benefits of XPRIENCE™  
 2. National Health Statistics Report February 2017

Growing clinical data base on XPRIENCE™ may have cross fertilisation benefits into the wound care market



A knee washed out with Saline prior to implant placement



A knee at the same time in surgery washed out with XPRIENCE™

## 1. Drive XPERIENCE™ penetration

- **Distribution:** Utilise Health Trust Agreement to open new accounts, and expand field representation
- **Research:** Leverage research findings in existing accounts as well as new accounts to increase usage
- **Product:** Widen the XPERIENCE™ formats to support a wider customer base

## 2. Continued expansion of the Durable Medical Equipment Segment

- **Distribution:** Drive growth into Wound Care Centres, Long Term Acute Care, and Skilled Nursing Facility
  - Implement second site for fulfilment of DME orders

## 3. Determine pathways for patented developments of other applications of XBIO™ technology

## 4. Accelerate the product pipeline for increased sales value on existing distribution networks





**XBIO™ platform** Deconstructs biofilm, destroys pathogens & defends recolonisation



**Positioning XPERIENCE™** to become the Standard of Care in surgical procedures



**Strong distribution network** in place with growing focus on direct channel



**Intellectual Property** portfolio consisting of 51 patents and 20 publications



**DME innovation** driving penetration into commercial wound care



**Strong tailwinds** with a significant TAM of over US\$12.5bn

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