Innovations powered by XBIO technology

# Investor Presentation Judith Mitchell Managing Director 28 January 2021



## NXS at a glance

- Currently the only company in the world with approved products that resolve biofilm based infections in humans
- 3 products in the US human healthcare market
- Additional regulatory approvals of CE Mark and TGA to support revenue growth through market access to Australia, UK, Germany, Netherlands, Nordic countries and France
- New product XPerience to be launched in the US in 1H 2021, post FDA Clearance. This is the first no rinse anti-microbial solution for use in surgery to prevent Surgical Site Infection (SSI), a total global addressable market of >\$15B per annum

#### **Key Statistics**



Treated over 150,000 patients



31 patents awarded



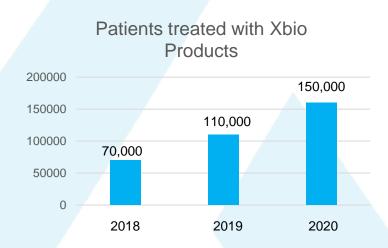
All Products are effective in removing key community acquired pathogens:

- COVID 19
- MRSA (Golden Staphi)
- Candida
- Pseudomonas Aeruginosa
- E.Coli

#### US Hospitals Using Xbio Products



\*Represents 10% of total Hospitals and Ambulatory Surgery Centres





## The opportunities – prevention and treatment

Expanding into infection prevention significantly enhances addressable market opportunities

Prevention products in market

- 1) SURGICAL SITE INFECTION
- 2) Prosthetic Joint Infection
- 3) Acne

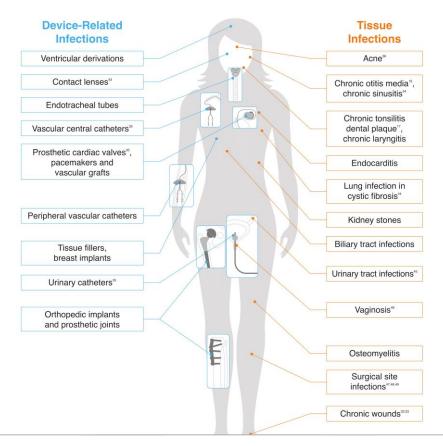
Treatment products in market

- 1) SURGICAL SITE INFECTION
- 2) Prosthetic Joint Infection
- 3) Acne and skin health
- 4) Chronic Wounds

Products in development

- 5) Chronic Middle Ear Infection
- 6) Chronic Sinusitis

### CHRONIC BACTERIAL INFECTIONS: MEDICAL BIOFILMS



Research underway

- 7) Skin health
- 8) Lung infections including pneumonia and cystic fibrosis
- 9) Dental implants, peridontitis
- 10) Catheter infections
- 11) Implant infections

Potential for future research

- 12) Endocarditis
- 13) Kidney stones
- 14) Biliary tract infection
- 15) Urinary tract infection
- 16) Vaginosis
- 17) Osteomyelitis

Across our broad portfolio of commercial opportunities, XPerience is our number 1 priority in 2021



# 2020 Highlights

- Returned revenue to growth in Q4 (Q4 2020 on Q4 2019 74% growth). Q4 run rate expected to continue in 1H 2021 (excluding XPerience)
- 2 CE Marks awarded (Bactisure and BlastX)
- 1st TGA approval (Bactisure) for Australia and Australian launch
- Patent portfolio increased to 31 patents
- Grew direct Surgical Sales team and contract sales force to 200 people in the US
- Capital raise of \$A15M successfully completed to fund the commercialisation of XPerience in the US (1H 2021) and support the company's long term growth strategy

## **Products contributing to 2020 Revenue**

Product	Commercial Pathway	Application	Total addressable market
Bactisure Surgical Lavage	Global Distribution through Zimmer Biomet	Treatment of infected surgical cavities & implants	500,000 – 1 Million patients globally annually
BlastX Antimicrobial Wound Gel	Global Distribution 3M KCI Advanced Wound Care*	Treatment of chronic wounds: Foot & Leg Ulcers, Bedsores and Pressure Ulcers	10 Million patients globally 6 million patients (US only) annually
SurgX Sterile Antimicrobial Wound Gel	NXS distribution network in the US	Prevention of infection in surgical incisions. Used in the Operating room	48 Million surgeries in the US annually
Acne Gel and Cream	AST & tbh Skincare	Topical treatment of acne	Online & Clinic market

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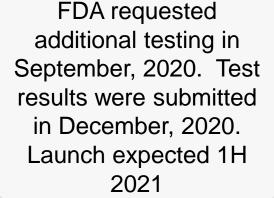
<sup>\*</sup>BlastX distribution transitioning back to Next Science in 2021

solution to be offered to address the global \$15B pa market of surgical site infection prevention



- No rinse out required
- Non toxic
- Broad spectrum efficacy against bacteria, viruses and fungi
- No change to current surgical protocols
- ✓ Easy to use and adopt
- ✓ Multiple hours of protection







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## 2021 Pipeline of new product launches

Product	Target Launch	Application	Total addressable market	Commercial Pathway
XPerience No rinse anti microbial solution	1H 2021	Last surgical rinse for open surgeries prior to closing to remove biofilm and incumbent viruses and bacteria, preventing post operative infection	First marketing wave will address the US Orthopaedic market of 5.4M surgeries Value \$1B pa	Next Science Direct distribution in the US market
Biofilm effective Disinfectant for Industrial Hard Surfaces	2H 2021	Walls, floors, furniture and fittings in environments that needs antimicrobial coverage	Global surface disinfectant market \$800 Million pa	Licensing agreement for royalty pathway
TorrentX Wound Wash	1H 2021	Topical wash for treatment of chronic wounds: foot & leg ulcers in preparation for a tissue substitute	The product is used as a cleanser for any chronic wound including leg and foot ulcers	In the US selling through Triad Life Sciences bundled with their new skin substitute

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Additional biofilm education can be found at: biofilm.healthcare