

# Annual General Meeting Presentation

Judith Mitchell, Managing Director

May 5, 2021

## NEXT SCIENCE®

## AT A GLANCE



Currently the only company in the world solely dedicated to developing products that resolve biofilm based infections

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™ currently launching in the US. This is a new no rinse antimicrobial solution for use in Surgery and treatment rooms to prevent Surgical Site Infection, a total global addressable market of >\$15B pa

# KEY STATISTICS



Treated over 150,000 patients



All Products are effective in removing key community acquired pathogens from any area they are used to treat (Skin, surgical cavities):

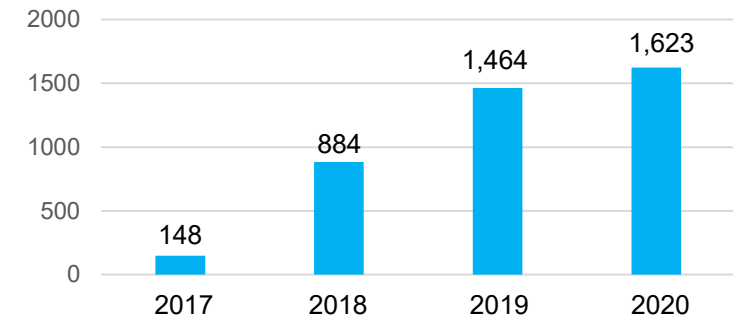
- MRSA (Golden Staph)
- COVID-19
- E.coli
- Pseudomonas



34 patents awarded ( April 2021)

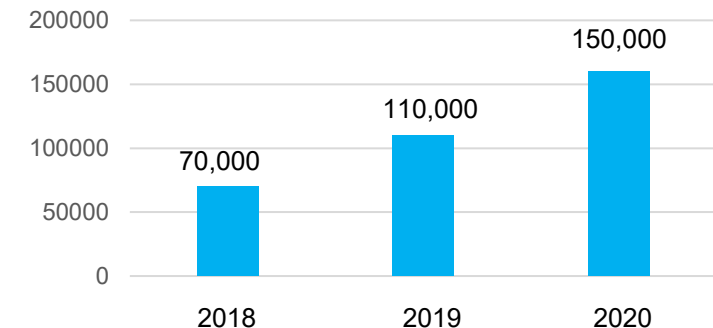
\*Please refer to Next Science website for further details

US Hospitals Using X BIO Products



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

Patients treated to date with X BIO Products



# 2020 HIGHLIGHTS

- ✓ Returned revenue to growth in Q4 (Q4 2020 on Q4 2019 75% growth).
- ✓ 2 CE Marks awarded (BACTISURE™ and BLASTX®)
- ✓ 1<sup>st</sup> TGA approval (BACTISURE™) and Zimmer launched in Australia in Q4
- ✓ Patent portfolio increased to 34 patents
- ✓ Commissioned the direct Surgical Sales team and contracted a commissioned sales force of over 200 people in the US
- ✓ Capital raise of A\$15M successfully completed to fund the commercialisation of XPERIENCE™ in the US (1H 2021) and support the company's long term growth strategy

## January – April 2021 HIGHLIGHTS

- ✓ Continuing momentum into 2021
- ✓ Launched XPerience No Rinse Antimicrobial Solution on April 27th, 2021
- ✓ Q1 Revenue \$2.2M (unaudited)
- ✓ Bactisure launched in Europe with Zimmer Biomet
- ✓ BlastX distribution transition back to Next Science – 1 April 2021

ersonal use only

# XPERIENCE™ No Rinse Antimicrobial Solution



**XPERIENCE™**  
No Rinse Antimicrobial Solution



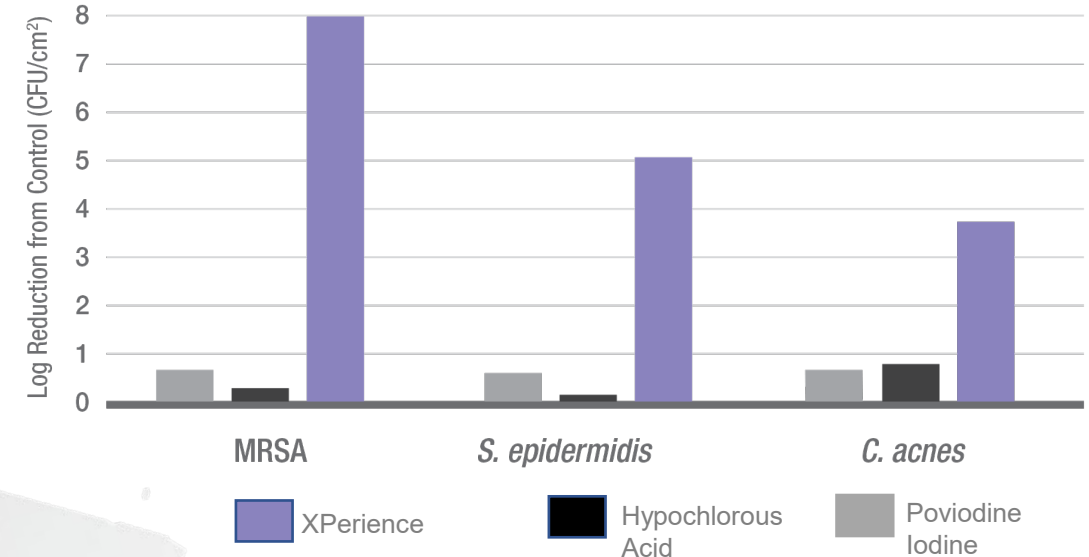
# Single step no rinse antimicrobial solution to be offered to address the global \$15B pa market of surgical site infection prevention

**XPERIENCE™**  
No Rinse Antimicrobial Solution

- ✓ 5+ hours of protection
- ✓ 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
- ✓ Creates significant cost savings for hospitals
- ✓ Inventory pre-ordered to meet initial sales
- ✓ Priced <US\$200 per 500ml bottle



Biofilm efficacy (test results from MSU)



Products remained in contact with the biofilm for times consistent with their intended uses.  
The study was conducted across various materials and contact times. Standard deviations within data sets show high variability

**Product Launched APRIL 27<sup>th</sup> , 2021**

## US Market

Treatment Area	Millions of procedures
Orthopaedics*	5.3
Plastic Surgery*	1.3
Spine Surgery*	1.0
Emergency room injury*	35.0
Colorectal Surgery*	0.6
CMF Surgeries*	1.0

## Outside the US

Treatment Area	Millions of procedures
Orthopaedics	17.0
Plastic Surgery	10.0
Spine Surgery	5.2
Emergency room injury	No consistent data available
Colorectal Surgery	1.4
CMF Surgeries	3.5

\*Clinical study sites identified, protocols and plans under development. Additional opportunities such as Cardiac procedures and surgeries and vascular surgeries will be part of wave two, along with field medical use in ambulances



# XPERIENCE Clinical Studies – post approval

Indication PI	Product	Size	Status	Comment
Surgical Site Infection in Colorectal surgery	XPERIENCE™	560	IRB Review underway	Randomised Control study 3 sites
Compound Tibial Fracture Infection	XPERIENCE™	50	Pilot study 1 site IRB approved	Sites – Dr C Harris Hughston Memorial Clinic Commenced Recruitment
Surgical Site Infection in Primary Joint Replacement in complex patients	XPERIENCE™	1,200	IRB Submission underway	Dr Mont Principle Investigator Northwell Group (NY, Long Island, Baltimore)
Pre & Post use PCR sampling	XPERIENCE™	100	IRB Submissions underway	Sites- Mayo Clinic (Dr Ledford), Northside Hospital (Dr Minter)

# Pathway for in hospital approval for use



Physician or clinician  
requests a new  
product within the  
hospital system



NPR is reviewed  
with all product  
data and people  
aligned for ease of  
decision making



Product decision  
is made,  
collaborators  
notified



Item number  
created and stored  
in GreenLight,  
collaborators  
notified

NPR approvals range between 30 – 300 days depending on facility

NPR = New Product Request

# BLASTX<sup>®</sup> Antimicrobial Wound Gel

Product Plan



BLASTX<sup>™</sup>  
DISCOVER THE X FACTOR  
Antimicrobial Wound Gel



# Returning to Next Science from 1 April 2021 with strategies to expand market opportunities

- ✓ US Chronic Wound population 8.2M growing at 5.6% pa

- ✓ 2020 Channel
  - ✓ Outpatient Wound Clinics

Next steps 2021:  
Launch in unserved markets:

- ✓ Acute Care Hospitals
- ✓ Home Health
- ✓ Long Term Acute Care



23 April 2019



21 May 2019



Healed: 23 May 2019

## Results:

**86% wound area reduction within 28 days of starting BLASTX<sup>®</sup> Antimicrobial Wound Gel**

<sup>2</sup>

***"I am again amazed how quickly BLASTX<sup>®</sup> healed this 2 year-old chronic wound."***

***- Karlene Wood, RN, WCC, CWS***

***BLASTX<sup>®</sup> is approved and can be offered for all wounds in all sites of treatment. Expanding BLASTX<sup>®</sup> distribution into new markets more than doubles the potential market.***

- ✓ BLASTX<sup>®</sup> advances healing in all wound types:
  - ✓ Diabetic Foot Ulcers
  - ✓ Venous Leg Ulcers

Clinical evidence now available to expand into

- ✓ Pressure Ulcers
- ✓ Non healing Surgical wounds



# Expanding into infection prevention significantly enhances addressable market opportunities

## Prevention products in market

- Surgical Site Infection
- Prosthetic Joint Infection
- Acne

## Treatment products in market

- Surgical Site Infection
- Prosthetic Joint Infection
- Acne and skin health
- Chronic Wounds

## Products in development

- Chronic Middle Ear Infection
- Chronic Sinusitis

## Research underway

- Skin health
- Lung infections including pneumor and cystic fibrosis
- Dental implants, peridontitis
- Catheter infections
- Implant infections

## Potential for future research

- Endocarditis
- Kidney stones
- Biliary tract infection
- Urinary tract infection
- Vaginosis
- Osteomyelitis

### CHRONIC BACTERIAL INFECTIONS: MEDICAL BIOFILMS

#### Device-related Infections:

- Ventricular derivations
- Contact lenses
- Mouthwash
- Endotracheal tubes
- Vascular central catheters
- Tissue fillers, breast implants
- Peripheral vascular catheters
- Prosthetic cardiac valves, pacemakers and vascular grafts
- Urinary catheters
- Orthopedic implants and prosthetic joints

#### Tissue Infections:

- Acne
- Chronic otitis media, chronic sinusitis
- Chronic tonsillitis dental plaque, chronic laryngitis
- Endocarditis
- Lung infection in cystic fibrosis
- Kidney stones
- Biliary tract infections
- Urinary tract infections
- Vaginosis
- Osteomyelitis
- Surgical site infections
- Chronic wounds

The 2021 priority is the commercial success of XPERIENCE™

- Q1 Revenue USD\$2.2M (unaudited)
- **XPERIENCE™ Launched April 27<sup>th</sup>, 2021. Sales commenced, product shipped, surgeries completed**
- BACTISURE™ Wound Lavage launched in Europe Q1 2021
- BLASTX® returned to Next Science 1 April 2021
- TORRENTX™ launching 2H 2021

**Strengthening distribution, launching new products,  
entering new markets and growing revenue**



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