

## EVANS AND PARTNERS INVESTOR CONFERENCE

*Micro-X to present at 4.20 pm AEDT on 24 March 2021*

**Adelaide, Australia, 24 March 2021:** Australian hi-tech company Micro-X Ltd (ASX:MX1) (**Micro-X** or the **Company**), a leader in cold cathode x-ray technology for the healthcare and security markets globally, announces that the Company's CEO and Managing Director, Peter Rowland will be presenting at the Evans and Partners Investor Conference at 4.20pm on 24 March 2021 (AEST).

The Evans and Partners Investor Conference is a virtual investor conference which will include presentations from a number of small cap ASX companies. Micro-X CEO, Peter Rowland will provide the attached presentation on the company, followed by a question and answer session.

The E&P Financial Group provides wealth advice to over 9,200 clients with over \$20 billion funds under wealth advice and also has over 180 institutional clients.

This announcement is approved by Kingsley Hall, Company Secretary of Micro-X.

– ENDS –

### About Micro-X

Micro-X Limited (the **Company**) is an ASX listed hi-tech company developing and commercialising a range of innovative products for global health and security markets, based on proprietary cold cathode, carbon nanotube (CNT) emitter technology. The electronic control of emitters with this technology enables x-ray products with significant reduction in size, weight and power requirements, enabling greater mobility and ease of use in existing x-ray markets and a range of new and unique security and defence applications. Micro-X has two mobile digital medical x-ray systems being sold commercially for diagnostic healthcare applications and Micro-X medical products are now in operation in 14 countries around the world.

Micro-X has a portfolio of innovative products in development, including the MBI for imaging Improvised Explosive Devices in security, defence and counter-terrorism applications; a next-generation self-service X-Ray Airport Checkpoint Portal with an integrated body scanner; and a lightweight brain CT imager for early stroke diagnosis in ambulances. Micro-X has its core R&D, engineering and production capability in Adelaide, Australia with a fully in-sourced CNT tube manufacturing line and approximately 95% Australian locally manufactured content.

### CONTACTS

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# MICRO-X

ACN 153 273 735  
ASX: MX1

Evans & Partners  
Investor Conference  
24 March 2021

Peter Rowland  
Managing Director & CEO



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# IMPORTANT NOTICE

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# NEXT GENERATION X-RAY FOR GLOBAL HEALTH AND SECURITY MARKETS

## Platform technology in cold cathode x-ray

- X-ray products with significant reduction in size, weight and power
- **Patented technology** – platform for health and new security applications
- **First to market** with proven cold cathode medical x-ray product

## Mobile DR - proven product performance and reliability

- Mobile ultra-lightweight digital x-ray system for bedside imaging
- ‘Nano’ - approved for sale in 40 countries, highly portable and easy to disinfect
- ‘Rover’ - first sales via World Health Organisation in 2020 and first military contract with ADF

## IED X-ray Camera - MBI

- DoD funded development to assist with rapid, un-manned bomb and IED assessment
- Major technical breakthrough reduces project time and costs – first prototype by end 2021

## Airport Self Service Checkpoint

- Up to **\$5m funding from TSA** to design concept for next generation airport checkpoint for US airports
- Miniature x-ray scanner in automated security portal

## CT Brain Scanner - Tomo

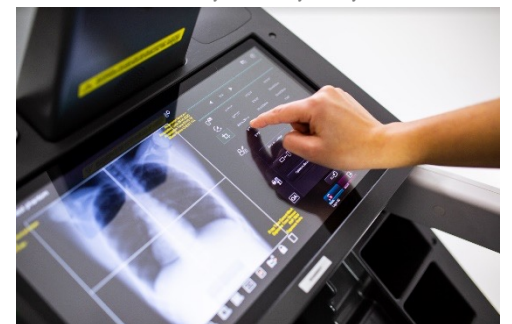
- Medical imaging technology for pre-hospital, in-ambulance diagnosis of strokes - treatment within ‘The Golden Hour’
- Up to **\$8m funding** as part of Australian Stroke Alliance’s grant from Medical Research Future Fund



Above: Close up of Rover



Above: Micro-X laboratory in Tonsley facility



Above: Close up of Rover screen

first use only

# OUR STRATEGY

## MONETISE OUR 'FIRST MOVER' ADVANTAGE

**Commercialise high in the value chain** to maximise revenue

- avoid commoditisation as long as possible
- **keep innovating to stay in front of competitors**

**Look for the 'low hanging fruit'** products where our technology delivers a customer benefit and the best product margins

Successful first movers in breakthrough technology move quickly:  
**early commercial domination becomes a barrier to entry for others**

**Expand channel partners & collaborations** to create required paths to market at scale

### OUR GOAL

- Four global production lines:
- **common technology platforms**
  - **high-margin**
  - **operating within five years**

### OUR PRODUCTS



#### Mobile DR

Bedside Imaging – Medical, Military, Vet



#### IED X-ray Camera

Counter terrorist bomb assessment



#### Airport Checkpoint

Self-service airport security



#### Brain CT

In-ambulance stroke imaging

SIGNIFICANT MARKETS ACROSS FOUR PRODUCTION LINES

# SEQUENCED PRODUCT ROLLOUT AS CNT MANUFACTURING EXPANDS



**MOBILE BEDSIDE DR**

**2018**

First Sales

**US\$500M pa\***  
Addressable Market

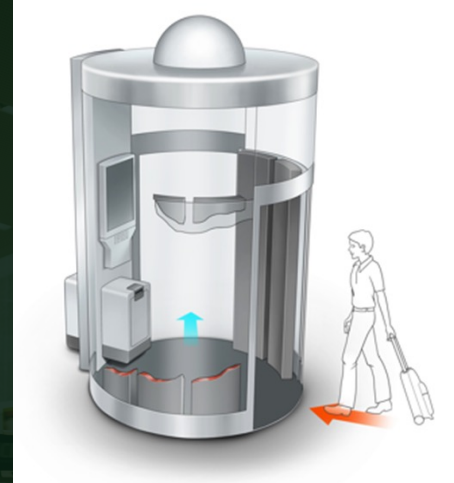


**IED X-RAY CAMERA**

**2022\***

First Sales

**US\$1.8B**  
Addressable Market

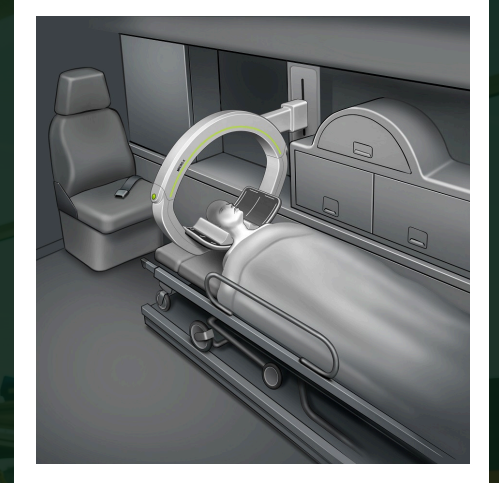


**AIRPORT CHECKPOINT**

**2023\***

First Sales

**USA: US\$8B**  
**RoW: US\$16B**  
Addressable Market



**BRAIN CT SCANNER**

**2026\***

First Sales

**US \$5B**  
Addressable Market

\* Pre COVID-19 levels

\* These dates are estimates and may vary

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# MOBILE DR: NANO MOBILE X-RAY FOR HEALTHCARE

## APPROVED FOR SALE IN 40 COUNTRIES – significant COVID-19 sales demand



Above: Nano being used in The Alfred Hospital, Melbourne



**Bedside imaging** – hospitals & temporary facilities



**Small & portable** – 95kg compared to 350-600kg



**Approvals** – FDA, CE Mark and TGA



**Installations in global markets** ~ 14 countries



**Proven reliability** + Positive **customer feedback**



**Orders growing** - \$4.2m in CY2020



**Repeat orders** from global clients

**\$4.2m**

Purchase orders in  
CY 2020

**14**

Countries sold in

**\$500m**

Addressable market

## MOBILE DR: ROVER FOR MILITARY & REMOTE USERS

# FIRST CONTRACT FOR ADF - STRONG MILITARY INTEREST & UNMET NEED



Rover is an **adapted version of the Nano** for military use

- Deployed medical facilities treat injured military personnel
- Higher power for trauma use in development
- For use in combat support, disaster relief & humanitarian aid



**Unmet need** – military currently using small-animal vet X-ray



**Limited competition** - means higher potential gross margins



**FDA Approval** - seeking CE mark and TGA approvals



**Addressable market in NATO countries ~\$170M**

# \$1.4m

Sales via WHO in  
Oct 2020

# \$1.3m

Contract for ADF  
Deployable Hospital

# FDA

Approved



# IED IMAGING CAMERA

## BACKSCATTER X-RAY ASSESSMENT OF IEDs VIA ROBOT



Illustration of IED camera in action



Above: IED camera attached to robot



X-Ray camera takes images without separate detector– **one sided viewing**



Bomb disposal technicians face life threatening situation when placing conventional X-ray detector behind target



Australian Defence Force **proof of concept imaging completed**



Customer support - **military and FBI / bomb disposal** interest



New design and architecture – smaller at 22kgs, 30% reduction in COGs, superior resolution and lower development risk



**No competition = high gross margins**

# \$1.8b

Addressable market

# Prototype

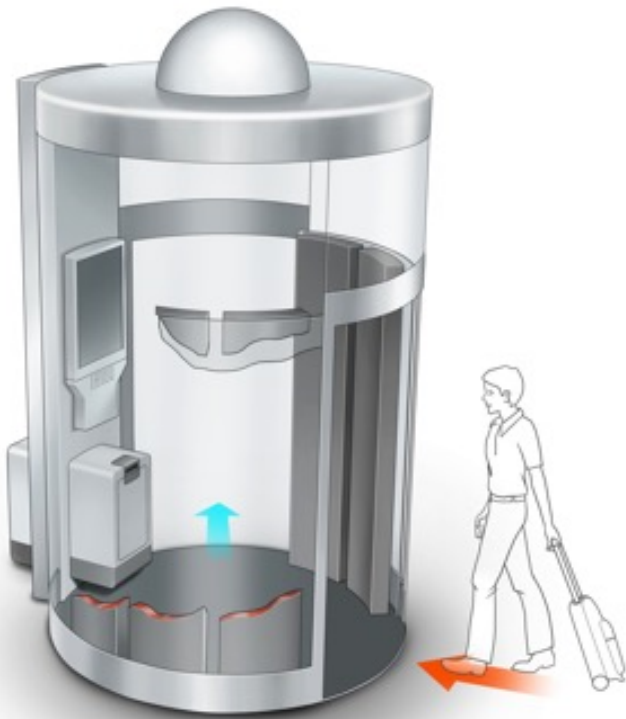
Target - Dec 2021

# 2022

Target Launch

# AIRPORT SELF-SERVICE CHECKPOINT

## US DEPT OF HOMELAND SECURITY - TWO CONTRACTS TOTALLING US\$4M



A blend of backscatter and transmission X-ray to provide **three dimensional imaging of carry on luggage**



Integrated body scanner and passport reader



Based on work Micro-X is undertaking with the UK Government's Department for Transport



Concept reimagines the future of airport checkpoints based on self-service model



~US\$24B global market - USA US\$8B market opportunity

# US\$24.0b

Addressable market

# US\$4.0m

Two contracts for US  
Dept of Homeland  
Security

Above: Illustration of Future Airport Checkpoint Portal

# MOBILE POINT-OF-CARE DIAGNOSIS - \$8M MRFF FUNDING AWARDED



Illustration of curved ring scanner in ambulance setting



New medical imaging technology for enhanced diagnosis of strokes in a mobile setting - road or air ambulance



Curved detector will be the first of its kind and be built in collaboration with **Fujifilm**



**\$8m funding** under Second Phase of Australian Stroke Alliance Project – Medical Research Future Fund



Potential to be a game changer in modern stroke management with addressable market ~\$5bn

## US\$5.0b

Addressable market

## \$8.0m

Australian Stroke Alliance - MRFF funding

## Partners

MELBOURNE BRAIN CENTRE



The Royal Melbourne Hospital

FUJIFILM



JOHNS HOPKINS MEDICINE

# WORLD-CLASS MANUFACTURING - EFFICIENCIES FROM AUTO INDUSTRY



- State of the art manufacturing facility spanning 2,000m<sup>2</sup>
  - Adelaide's Tonsley Innovation District
- ISO 13485 certified Quality Management System
- MDR accreditation in progress
- Capacity now 2 units (Nano/Rover) per day
- Local supply chain – heading towards 95% local content with huge reduction in cycle time
- Nano and Rover built on same line with 95% parts commonality

**2 Mobile DR**  
Production capacity a day

**0**

Warranty claims since  
production began



# WORLD-CLASS CAPABILITY IN MULTI-DISCIPLINARY SYSTEMS DESIGN



- Customer-led design methodology; proven fast track development process
- 27 engineers and scientists covering: Mechanical & Materials; Electronics & Control; Software & Systems; Vacuum physics; High Voltage engineering; Ergonomics & customer workflow
- Centre of Excellence in software & Image processing being established at Micro-X Inc. in Seattle WA
- 2 key patents granted 2020 plus 1 new patent filing
- In-house, proprietary, image re-construction software algorithms for 3D backscatter and transmission
- TSA contract award recognises systems design, project management & prime contracting capability - not just CNT technology

**CENTRE OF  
EXCELLENCE  
IN SEATTLE**

Opening in May 2021

**27 ENGINEERS  
& SCIENTIST**

# IMAGE RECONSTRUCTION & PROCESSING

Personal security

Proprietary imaging software leveraging unique properties of CNT x-ray images

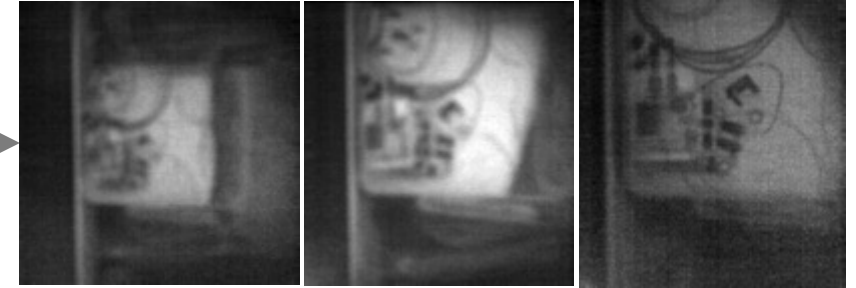
Airport security combines conventional x-ray 3D imaging with backscatter imaging

Brain CT uses cone-beam tomosynthesis image reconstruction algorithms developed in-house

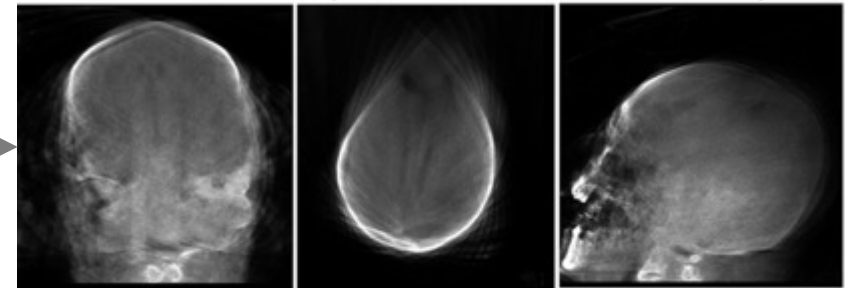
All future programs draw on common image algorithm developments

```
40  
41  
42 $(function(){cards();});  
43 $(window).on('resize', function(){cards();});  
44 function cards(){  
45   var width = $(window).width();  
46   if(width < 750){  
47     cardssmallscreen();  
48   }else{  
49     cardsbigscreen();  
50   }  
51 }  
52 function cardssmallscreen(){  
53   var cards = $('#cards').length;  
54   var card2 = 1; $(<!-->
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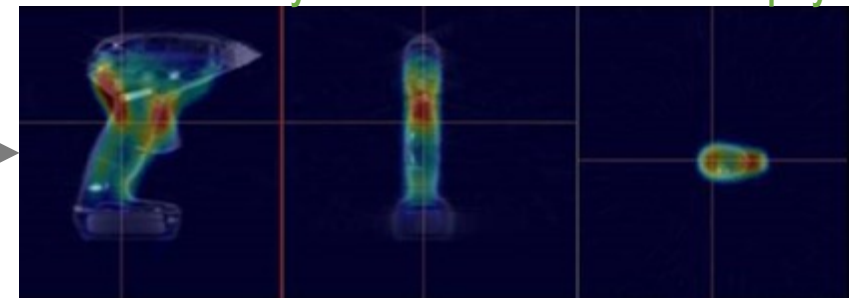
Core Property Imaging Software and Algorithms



Backscatter Image Reconstruction and Display



Stroke Tomosynthesis Reconstruction and Display



Explosives Imaging CT Reconstruction and Detection

## EXPERIENCED LEADERSHIP

# TECHNICAL AND COMMERCIAL EXPERTISE TO SUPPORT OUR OBJECTIVES



**Peter Rowland**  
Managing Director & CEO

- Over 30 years' engineering and management in medical device & and aerospace industries
- Previously BAE Systems, Ellex Medical and Biolase Technology (NASDAQ)



**David Knox**  
Non-Executive Chairman

- Extensive international business experience delivering large energy projects
- Formerly CEO of Santos and Australian Naval Infrastructure
- Chair of Snowy Hydro, Director of CSIRO



**Patrick O'Brien**  
Non-Executive Director

- Over 25 years' business and finance experience in UK, Asia and Australia
- Former Executive Director at Macquarie Group; McKinsey; and Minter Ellison



**Yasmin King**  
Non-Executive Director

- Extensive experience in business, negotiation & procurement and Government
- Currently CEO of Skills IQ, formerly Associate Commissioner of ACCC
- Director of the Australian Healthcare and Hospitals Association



**Dr Alexander Gosling, AM**  
Non-Executive Director

- Over 40 years' business, technology and R&D experience
- A founding Director at Invetech (Vision Systems); strategy for Capstone



**Jim McDowell**  
Non-Executive Director

- Extensive experience in Defence and Aerospace industries
- Current CEO of Nova Group
- Former Chief Executive of the Department of Premier for South Australia

# GROWTH STAGE COMPANY WITH INSTITUTIONAL SUPPORT

MX1 - Share Trading ( 1 January 2020 to 17 March 2021)



## Share & Trading Statistics (Closing Price on 17 March 2021)

<b>Share Price</b>	<b>\$0.345 per share</b>
Total Shares On Issue	459.5 million
Options Issued	2.5 million
<b>Market Cap</b>	<b>~\$158.6m</b>

## Key Financials & Shareholders

<b>Cash</b>	<b>~\$37.5m</b>
Loans	SAFA \$3 million facility
<b>Institutions</b>	~35.6% incl. Perennial (12.0%), Regal (10.7%), Thorney (7.7%)
Board & Related Parties	~ 4.7%

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## EXPECTED MILESTONES & NEWS FLOW

# INITIATIVES TO DELIVER COMMERCIAL OUTCOMES FOR ALL STAKEHOLDERS

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CY 2021

First IED Camera Demonstration

Grow Nano and Rover paths to market

First Rover U.S. Army sale

High Power Generator Complete

Rover Mk II - High Power Launched

Airport Security Contracts Signed

Expansion of Micro-X Inc *(US Operations)*

In-sourcing IED camera tube

BEYOND

Ongoing Nano and Rover Sales

Brain Tomo Prototype

IED Imaging Camera Commercialisation

Airport Security Scanner Prototype

Airport Security Portal Prototype

Adelaide manufacturing IED camera tube

## CONCLUSION

# UNLOCKING VALUE FROM REVOLUTIONARY COLD CATHODE TECHNOLOGY

- 
- Own the **proven technical edge**
  - Products with **revenues in 26 countries**
  - Multiple product lines** in design
  - Massive addressable markets**
  - Customer pull** – not technology push
  - Demonstrated **design & manufacturing capability** to deliver
  - Continuous **innovation** to **drive value**



# MICRO-X

ACN 153 273 735  
ASX: MX1

Thank You

Peter Rowland  
Managing Director & CEO

