



**Infection  
Prevention.  
For Life.**

**2021** FULL YEAR  
RESULTS

INVESTOR PRESENTATION

Michael Kavanagh, CEO and President  
McGregor Grant, CFO and Company Secretary

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We improve the safety of patients, clinics, their staff and the environment by transforming the way infection prevention practices are understood and conducted and introducing innovative technologies that deliver improved standards of care.

## FY21 KEY HIGHLIGHTS

A year of ongoing achievement with a significant recovery in H2 to **pre-COVID growth momentum levels**

### INSTALLED BASE



26,750

▲13%

### TOTAL REVENUE



\$103.1<sup>m</sup>

▲3% (12% cc<sup>1</sup>)

### CAPITAL REVENUE



\$26.7<sup>m</sup>

▼11% (8% cc<sup>1</sup>)

### CONSUMABLES/ SERVICE REVENUE



\$76.4<sup>m</sup>

▲9% (20% cc<sup>1</sup>)

▲20% vs. H1

▲39% vs. H1

▲84% vs. H1

▲27% vs. H1

\$60.0<sup>m</sup>

\$17.3<sup>m</sup>

\$42.7<sup>m</sup>



use only R&D

**LAUNCH OF NANOSONICS AUDITPRO™**

Launched new digital product platform delivering a unique new digital workflow compliance management system.

**PROGRESSED NEXT NEW PRODUCT – NANOSONICS CORIS®**

Advanced our next infection prevention technology platform that is focussed on one of the most significant issues in instrument reprocessing today – flexible endoscope cleaning.

**INVESTMENT IN PRODUCT EXPANSION**

Continued investments in product expansion strategy with \$17.2 million in R&D directed across multiple projects.

**INVESTMENT IN TALENT**

Continued to expand our capacity and capability with total number of employees increasing 9% to 339, with a strong focus on diversity and inclusion. The Nanosonics workforce now represents ~29 different nationalities with 41% (38% of senior management) of employees being female.

**LARGER MARKET IN NORTH AMERICA**

New research on the U.S. ultrasound market shows significant growth, indicating the TAM for trophon devices has grown by 50% to 60,000 units, representing significant future potential.

**STRENGTHENING FUNDAMENTALS IN JAPAN**

Despite market challenges, continued virtual education and training with relevant specialists, societies and distributors. Expanded local infrastructure to support ongoing market development activities in partnership with distributors, including GE Healthcare.

**FINALISING LOCAL CHINESE ENTITY REGISTRATION**

Setting up a Wholly Owned Foreign Enterprise in China (纳安诺医疗设备(上海)有限公司), and now preparing for regulatory submission to approve trophon2 for commercialisation.

**SUPPLY CHAIN CONTINUITY**

Managed through a complex business environment to ensure continuity of supply was maintained across all regions and all customer orders were delivered in full and on time.

MARKETS

SUPPLY

ersonal use only

# INSTALLED BASE GROWTH



# GLOBAL INSTALLED BASE

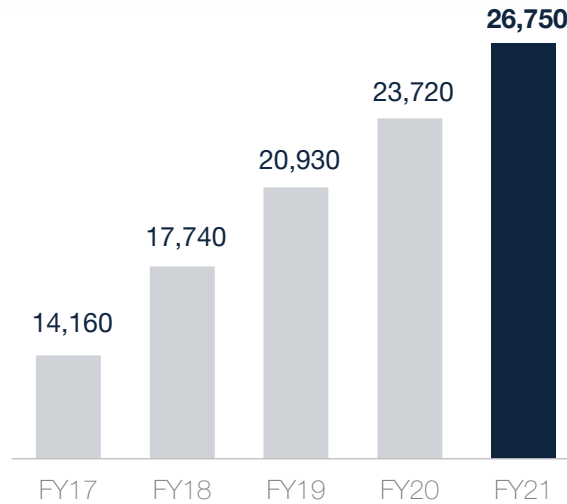
## 26,750 units

Global installed base grew 13% in last 12 months.

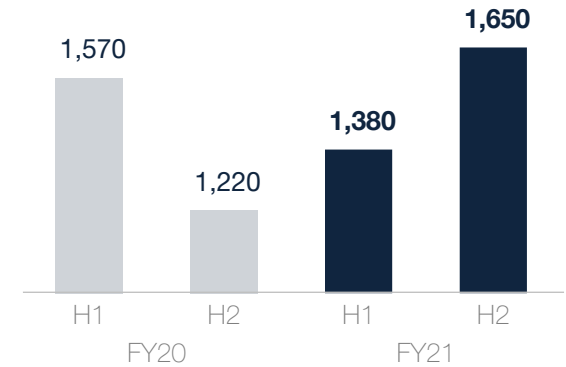
### ▲20% H2 vs. H1

Significant recovery in H2 as market conditions improved with H2 installed base up 20% vs H1 returning to pre COVID-19 growth levels.

### TOTAL INSTALLED BASE



### NEW INSTALLED BASE BY HALF



### CUMULATIVE INSTALLED BASE

### ▲13% vs. FY20

### NEW INSTALLED BASE GROWTH

### ▲20% FY21 H2 vs. H1

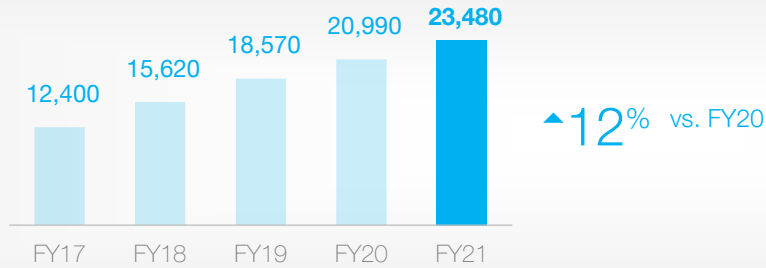


# REGIONAL INSTALLED BASE

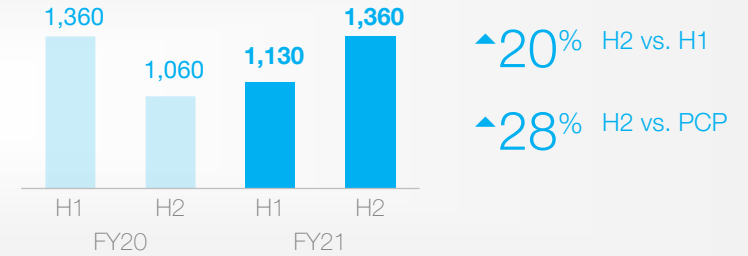
## NORTH AMERICA

Installed base up 12% (2,490 units) vs PCP. Significant recovery in H2 FY21 with new installed base up 28% vs PCP and up 20% vs H1 FY21.

### TOTAL INSTALLED BASE

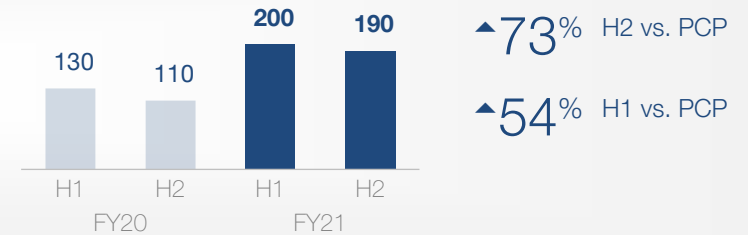
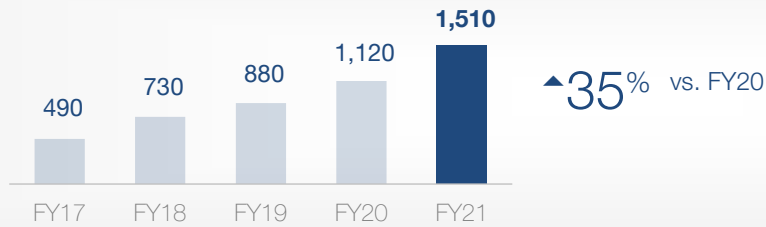


### NEW INSTALLED BASE BY HALF



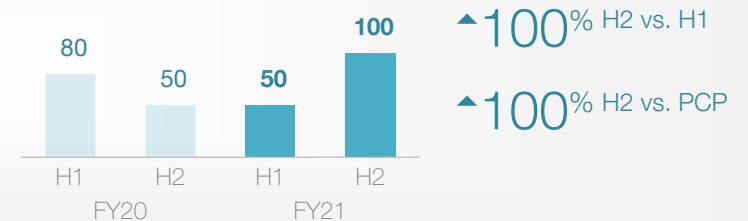
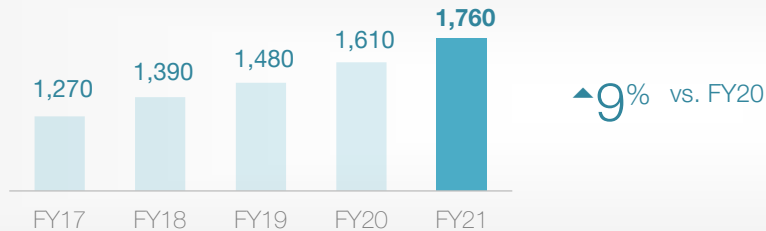
## EUROPE AND MIDDLE EAST

Installed base up 35% (390 units) vs PCP despite COVID19 restrictions prevailing throughout the full year. Both H1 and H2 demonstrating strong growth vs prior corresponding periods.



## ASIA PACIFIC

Installed base up 9% (150 units) vs PCP. H2 FY21 installed base up 100% vs PCP and 100% vs H1 FY21 demonstrating strong recovery in 2nd half.



# FINANCIAL RESULTS REVIEW

ersonal use only



# RANGE OF SELLING MODELS<sup>1</sup>

## DIRECT CHANNEL

### CAPITAL SALE

- Capital equipment sold upfront with 12-month warranty.
- Customer purchases consumables as required.
- Customer elects to purchase service contracts from Nanosonics (usually after warranty period expires) or pays for service and parts, as required.

### MANAGED EQUIPMENT SERVICE

- Nanosonics provides capital equipment to customer.
- Equipment fully maintained by Nanosonics.
- Customer purchases consumables as required at an 'all-inclusive' price.
- Nanosonics owns capital equipment, depreciated over 5 years.

### RENTAL

- Customer rents capital equipment.
- Equipment fully maintained by Nanosonics.
- Customer purchases consumables as required.

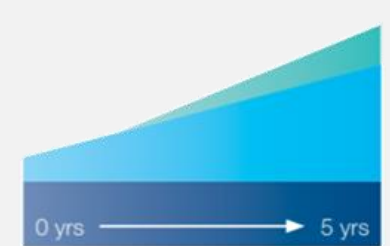
## DISTRIBUTION CHANNEL

### FULL SERVICE DISTRIBUTION

- Distributor purchases capital equipment, consumables and spare parts from Nanosonics.
- Distributor sells capital equipment, consumables and service to customer on a similar basis to the Direct Channel Capital Sale Model.

### CAPITAL RESELLER

- Distributor purchases capital equipment from Nanosonics and sells to end customer.
- Customer purchases consumables and service from Nanosonics.





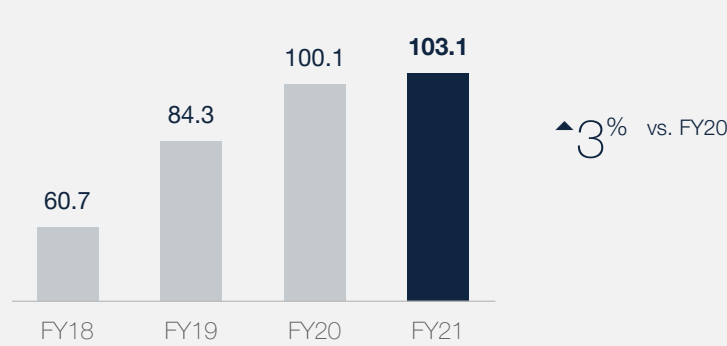
# \$103.1m

Global Revenue up 3%  
(12% in constant currency).

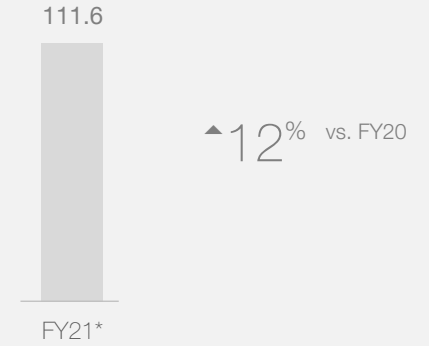
Significant recovery in 2<sup>nd</sup> half  
with H2 revenue up 39% vs.  
H1 as market conditions  
improved.

### ANNUAL GROWTH

Global, \$m

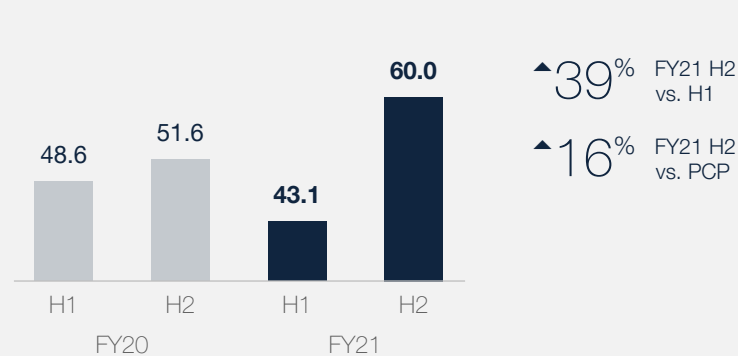


### CONSTANT CURRENCY<sup>1</sup>



### HALF ON HALF GROWTH

Global, \$m



### CONSTANT CURRENCY<sup>1</sup>



Graphs are not to scale and therefore not comparable

<sup>1</sup>Constant currency removes the impact of foreign exchange rate movements to facilitate comparability of operational performance. This is done by converting the current year sales of entities that use currencies other than Australian dollars at the average rates that were applicable in the prior year.





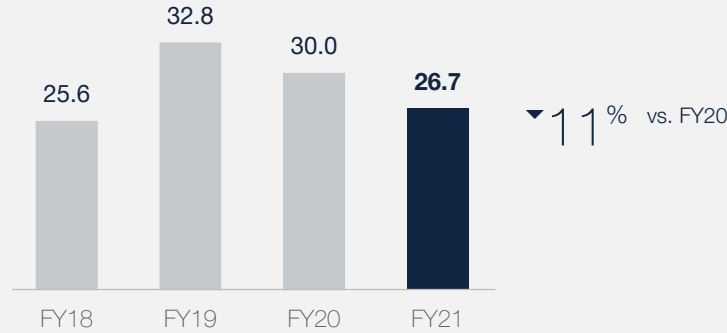
**\$26.7m**

Capital Revenue down 11% (8% in constant currency) primarily due to no capital units being sold to GE in FY21 Q1 due to impacts of COVID-19.

Significant recovery in 2<sup>nd</sup> half with H2 Capital Revenue up 84% vs. H1 as installed base growth recovered and GE's capital purchases increased.

**ANNUAL GROWTH**

Global, \$m

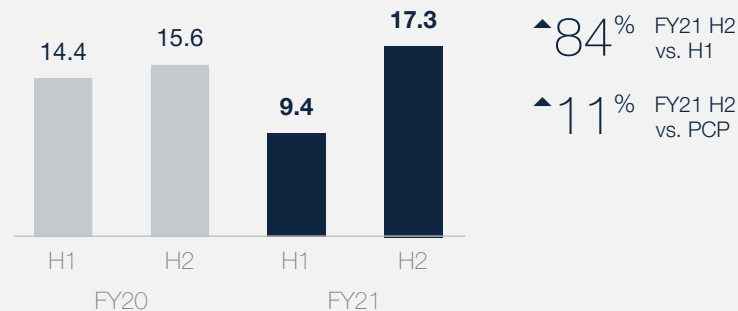


CONSTANT CURRENCY<sup>1</sup>



**HALF ON HALF GROWTH**

Global, \$m



CONSTANT CURRENCY<sup>1</sup>



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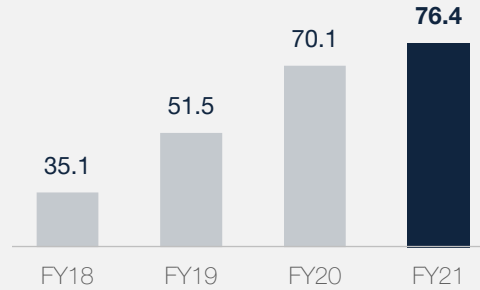
**\$76.4m**

Consumables/Service  
Revenue up 9%  
(20% in constant currency).

Significant recovery in 2<sup>nd</sup> half  
with H2 Consumables/  
Service Revenue up 27% vs.  
H1 due to growth in installed  
base and ultrasound  
procedure volumes continuing  
to recover towards pre-  
COVID-19 levels.

**ANNUAL GROWTH**

Global, \$m

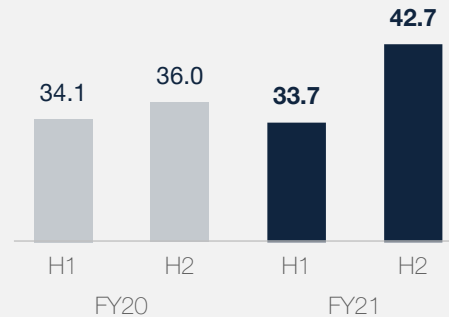


CONSTANT CURRENCY<sup>1</sup>



**HALF ON HALF GROWTH**

Global, \$m



CONSTANT CURRENCY<sup>1</sup>



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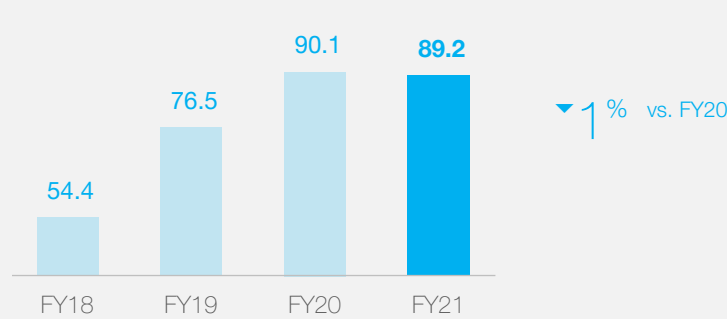
**\$89.2m**

Total revenue down 1%  
(up 8% in constant currency).

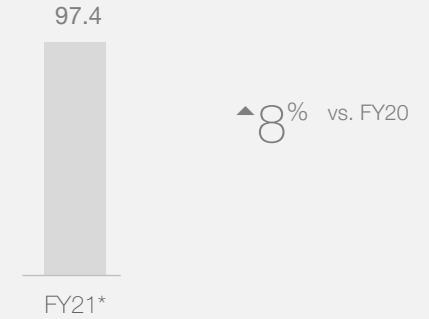
Significant recovery in 2<sup>nd</sup> half  
as market conditions improved  
with H2 total revenue up 42%  
vs. H1 (up 54% in constant  
currency).

**ANNUAL GROWTH**

North America, \$m

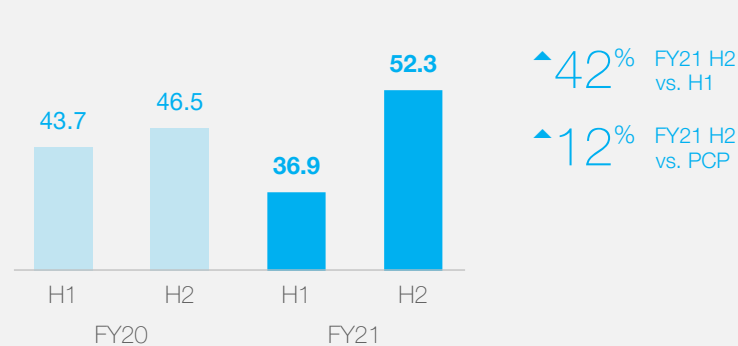


CONSTANT CURRENCY<sup>1</sup>

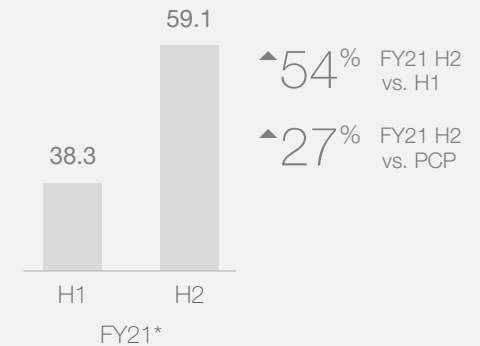


**HALF ON HALF GROWTH**

North America, \$m



CONSTANT CURRENCY<sup>1</sup>



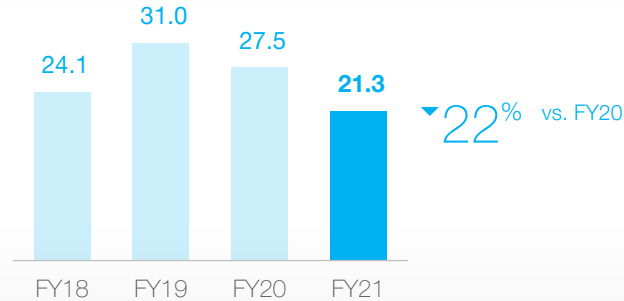
Graphs are not to scale and therefore not comparable

<sup>1</sup>Constant currency removes the impact of foreign exchange rate movements to facilitate comparability of operational performance. This is done by converting the current year sales of entities that use currencies other than Australian dollars at the average rates that were applicable in the prior year.

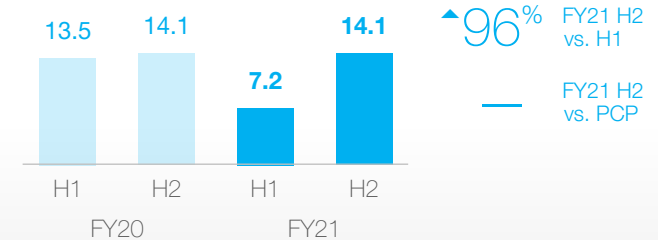
**CAPITAL REVENUE**

Capital Revenue down 22% compared with prior corresponding period primarily due to no capital purchases by GE in FY21 Q1 as a result of COVID-19. Significant recovery in H2, up 96% vs. H1 as market conditions improved, installed base increased and GE's capital purchases increased.

**ANNUAL GROWTH**  
North America, \$m



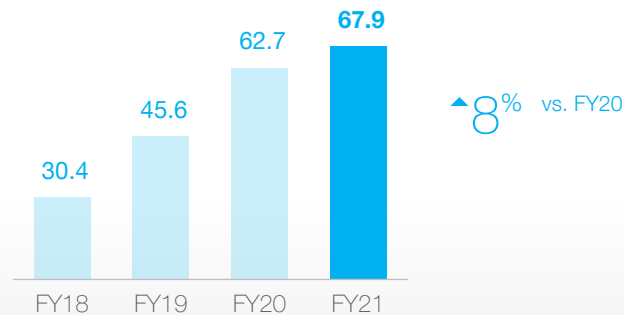
**HALF ON HALF GROWTH**  
North America, \$m



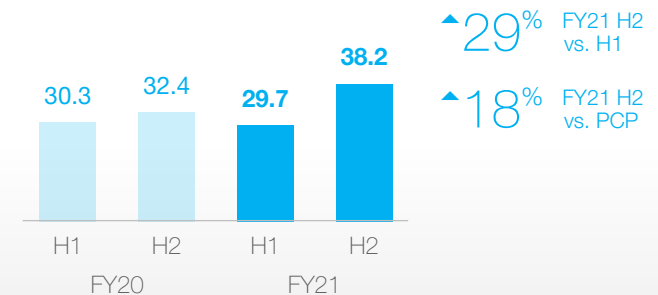
**CONSUMABLES/SERVICE REVENUE**

Consumables/Service Revenue up 8% compared with prior corresponding period. Annual growth impacted by COVID-19 related reduction in ultrasound procedure volumes. Significant recovery in H2 up 29% vs. H1 as market conditions improved and procedure volumes recovered towards pre-COVID-19 levels.

**ANNUAL GROWTH**  
North America, \$m



**HALF ON HALF GROWTH**  
North America, \$m





# EUROPE AND MIDDLE EAST TOTAL REVENUE

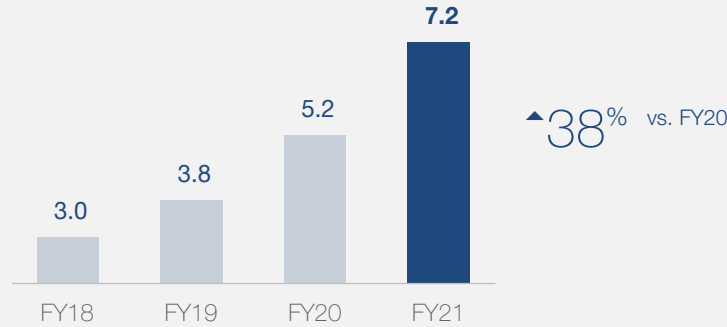
## \$7.2m

Total revenue up 38%  
(up 43% in constant currency).

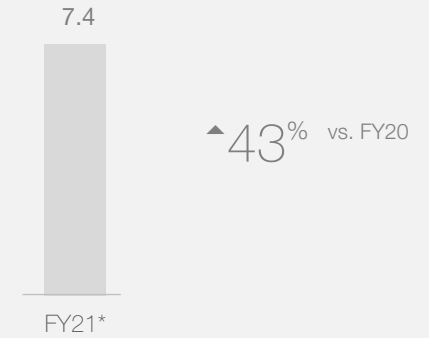
Despite COVID-19 restrictions prevailing throughout the full year, strong growth in total revenue was achieved in both halves compared with prior corresponding periods.

### ANNUAL GROWTH

Europe and Middle East, \$m



### CONSTANT CURRENCY<sup>1</sup>



### HALF ON HALF GROWTH

Europe and Middle East, \$m



### CONSTANT CURRENCY<sup>1</sup>



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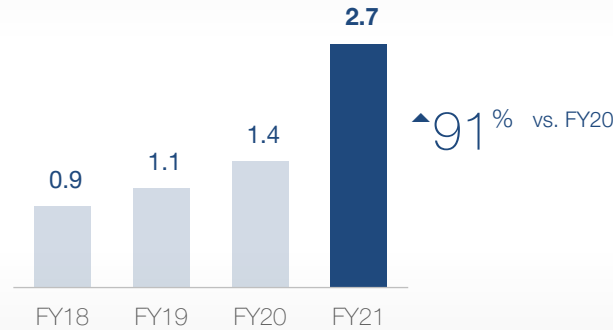


**CAPITAL REVENUE**

Capital Revenue up 91% compared with prior corresponding period as installed base grew throughout the year. Strengthening fundamentals in the region contributing to growth.

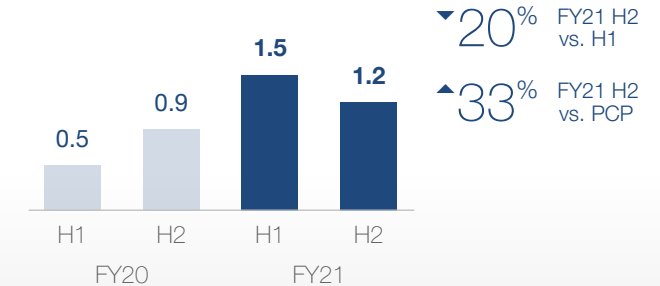
**ANNUAL GROWTH**

Europe and Middle East, \$m



**HALF ON HALF GROWTH**

Europe and Middle East, \$m

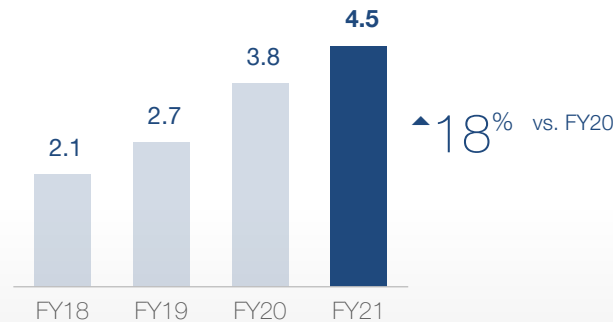


**CONSUMABLES/SERVICE REVENUE**

Consumables/Service Revenue up 18% compared with prior corresponding period. Revenue growth impacted by COVID-19 related reduction in ultrasound procedure volumes with recovery commencing in H2.

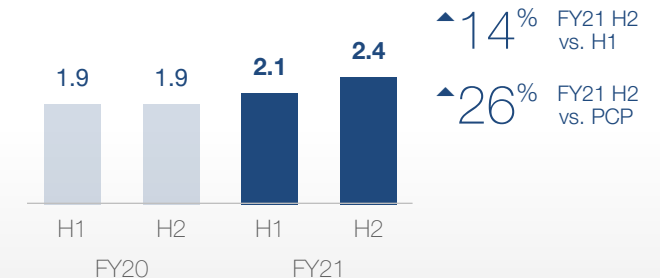
**ANNUAL GROWTH**

Europe and Middle East, \$m



**HALF ON HALF GROWTH**

Europe and Middle East, \$m



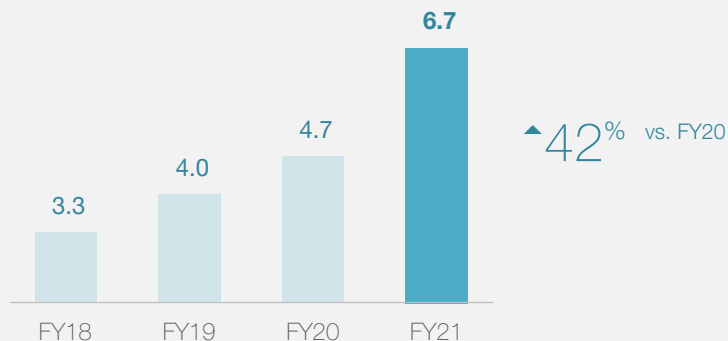
**\$6.7m**

Revenue up 42%.

H2 revenue up 58% vs. H1 to \$4.1m driven by 100% growth in new installed base units vs. H1, growing consumables and upgrades.

**ANNUAL GROWTH**

Asia Pacific, \$m

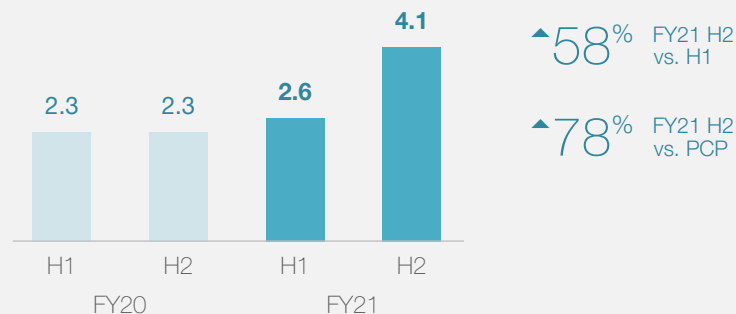


CONSTANT CURRENCY<sup>1</sup>

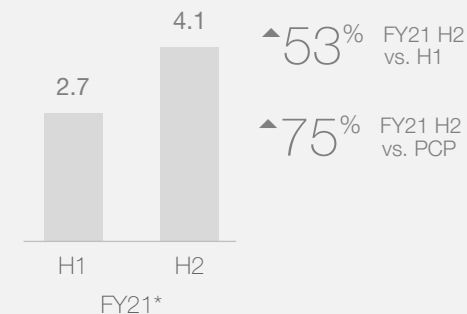


**HALF ON HALF GROWTH**

Asia Pacific, \$m



CONSTANT CURRENCY<sup>1</sup>



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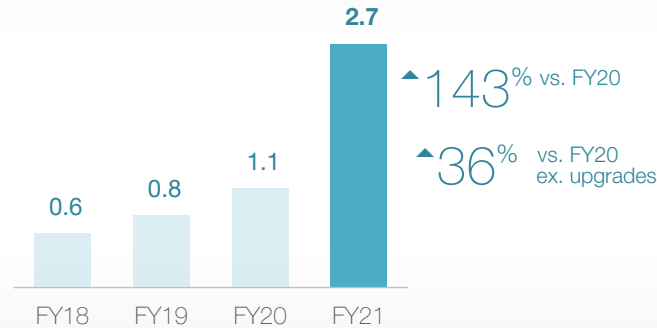


**CAPITAL REVENUE**

Capital Revenue up 143% compared with prior corresponding period (36% excluding upgrades). H2 growth in capital revenue primarily associated with upgrade units.

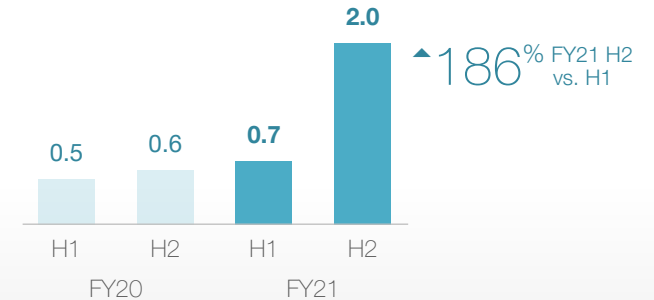
**ANNUAL GROWTH**

Asia Pacific, \$m



**HALF ON HALF GROWTH**

Asia Pacific, \$m

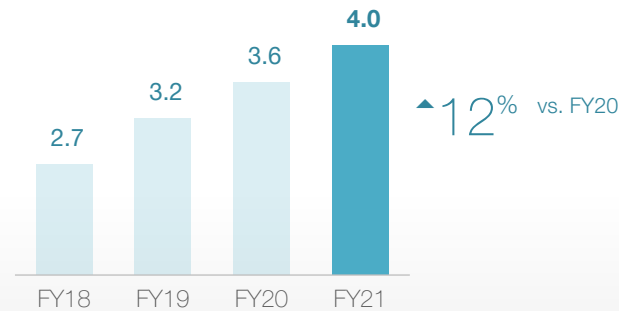


**CONSUMABLES/SERVICE REVENUE**

Consumables/Service Revenue up 12% compared with prior corresponding period. H2 Consumables/Service Revenue up 11% vs. H1 reflecting growing installed base and procedure volumes returning to pre-COVID-19 levels.

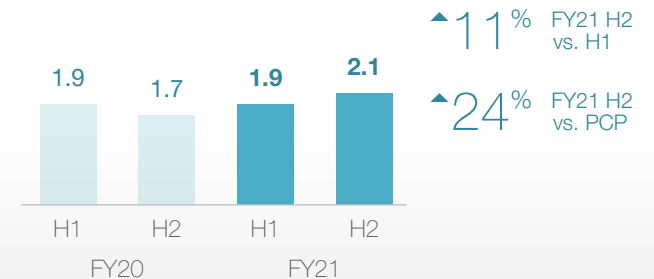
**ANNUAL GROWTH**

Asia Pacific, \$m



**HALF ON HALF GROWTH**

Asia Pacific, \$m





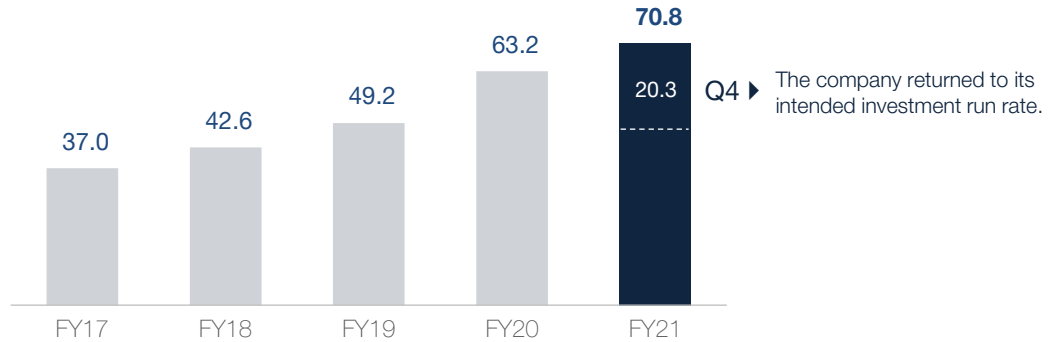
# \$70.8m

The Company continued to invest in its strategic growth agenda with operating expenses up 12% to \$70.8m. As market conditions improved in the 2<sup>nd</sup> half, Q4 expenses of \$20.3m represented 29% of total operating expenditure as the company returned to its intended investment run rate.



## OPERATING EXPENDITURE

Global, \$m



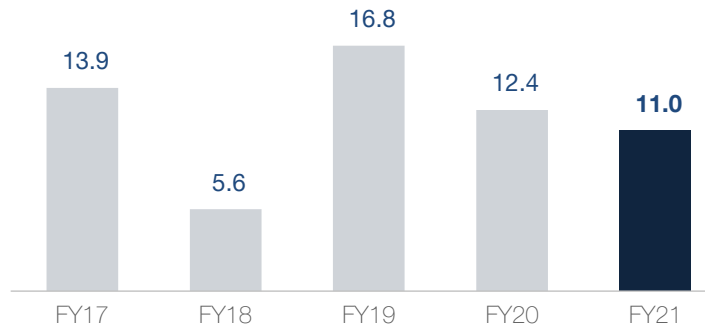
# \$11.0m

A significant increase in profit was achieved in the 2<sup>nd</sup> half of \$10.8m as total revenue grew 39% in H2 vs. H1.



## PROFIT BEFORE TAX

Global, \$m



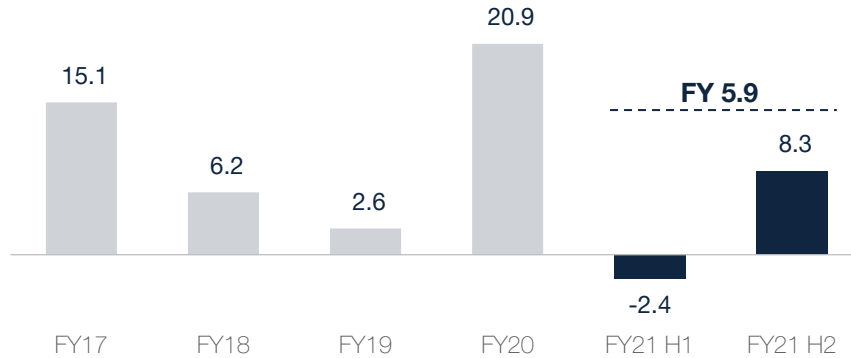
**\$5.9m**

Total Free Cash Flow for the year of \$5.9m, with H2 FCF of \$8.3m offsetting negative FCF in the 1<sup>st</sup> half .



### FREE CASH FLOW

Global, \$m



**\$96.0m**

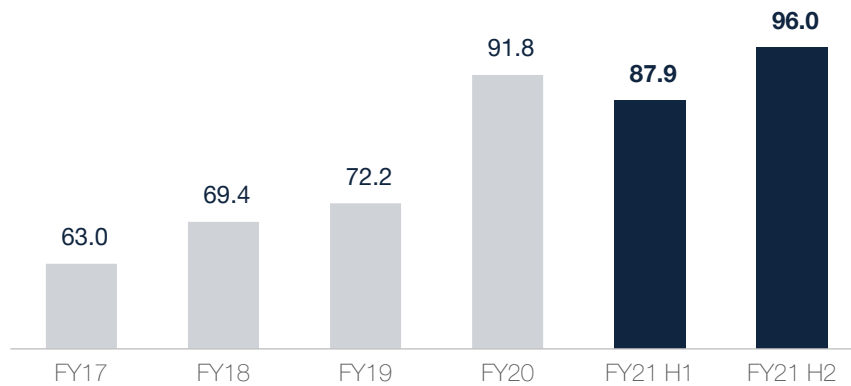
as at 30 June 2021

Cash and cash equivalents up \$4.2m compared with prior corresponding period to \$96.0m supporting ongoing growth and expansion.



### CASH AND CASH EQUIVALENTS

Global, \$m



# PROFIT AND LOSS SUMMARY

\$ million	FY21	FY20	Change%
<b>Revenue</b>	<b>103.1</b>	<b>100.1</b>	▲ 3% ▲ 12% cc <sup>1</sup>
<b>Gross profit</b>	<b>80.4</b>	<b>75.5</b>	▲ 6%
%	78.0	75.4	
<b>Operating expenses</b>			
Selling, general and administration	(53.6)	(47.6)	▲ 13%
Research and development	(17.2)	(15.6)	▲ 11%
Other income	0.2	0.0	
Other gains/(losses)-net	1.0	(0.7)	
<b>Earnings before interest and tax</b>	<b>10.8</b>	<b>11.6</b>	▼ 7%
Finance income (net)	0.2	0.8	▼ 75%
<b>Profit before income tax</b>	<b>11.0</b>	<b>12.4</b>	▼ 11%
Income tax expense	(2.4)	(2.3)	
<b>Profit after income tax</b>	<b>8.6</b>	<b>10.1</b>	▼ 15%

## HIGHLIGHTS

- Revenue of \$103.1 million, up 3% (up 12% in constant currency<sup>1</sup>).
- Gross profit of \$80.4 million or 78.0% of revenue.
- Continued investment in the Company's growth strategy with total operating expenses of \$70.8 million, up 12% on prior corresponding period.
  - Selling, general and administration expenses of \$53.6 million compared with \$47.6 million in prior year
  - Research and development expenses of \$17.2 million, up 11% on prior corresponding period as Company continued to invest in its product expansion strategy.
- Other gains comprised mainly of net foreign currency gains.
- Finance income of \$0.2 million, down 75% mainly as a result of lower interest income.



ersonal use only

# TROPHON<sup>®</sup> OPPORTUNITY

## ULTRASOUND PROCEDURES

There are **over 150 procedures**<sup>1</sup> that use ultrasound probes across many departments that risk contact with mucous membranes, non-intact skin and/or sterile tissue.

### EXAMPLES



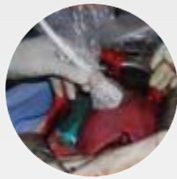
#### ENDOCAVITARY

- Abdominal Duplex
- Vascular (complete & limited, transvaginal)
- Pregnancy scans
- Chorionic Villus Sampling
- Transrectal scan
- Transrectal prostate biopsy



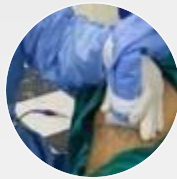
#### UG<sup>2</sup> BIOPSY

- Biopsy of liver
- Biopsy of pancreas
- Biopsy of pleural fluid
- Biopsy of pulmonary lesions
- Biopsy of salivary gland
- Biopsy of sclerosing mesenteritis



#### INTRAOPERATIVE

- Intraoperative neurosurgical procedures
- Intraoperative UG tracer injection
- UG implantation of iodine seeds
- UG percutaneous renal transplant biopsy
- UG transthoracic punctures



#### NERVE BLOCKS

- UG cervical nerve root block
- UG ankle block
- UG femoral nerve block
- UG ophthalmic regional anesthesia
- UG percutaneous peripheral nerve stimulation



#### WOUNDS

- UG burn patient assessment
- UG Focused Assessment with Sonography in Trauma (FAST)
- UG focused diagnostic echocardiography (e.g., cardiac resuscitation in presence of trauma)

+ AND MANY MORE. . .



# SIGNIFICANT GLOBAL MARKET OPPORTUNITY

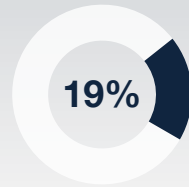


## GLOBAL

Installed base opportunity

**140,000<sup>1</sup>**  
UNITS

Market Penetration



- Significant global growth opportunity.
- Increasing number of international guidelines requiring high level disinfection (HLD) supporting growing international demand.
- Nanosonics expanding its footprint geographically both direct and through distribution.



## NORTH AMERICA

Installed Base Opportunity

**60,000<sup>1</sup>**  
UNITS

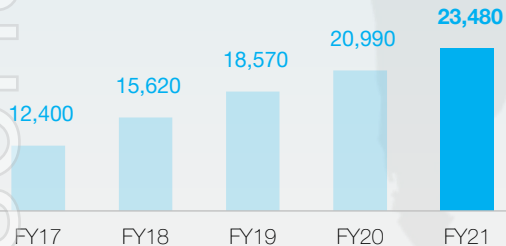
Market Penetration



### Strong Fundamentals

- Fundamentals for adoption strong with requirements for HLD in place.
- Trophon installed base over 23,480 and already in over 5,000 hospitals and clinics, including majority of luminary hospitals.
- Nanosonics has a direct sales operation of 74 people as well as partnerships with all leading ultrasound companies to drive ongoing adoption.

INSTALLED BASE

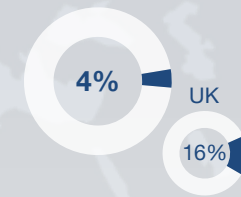


## EUROPE AND MIDDLE EAST

Installed Base Opportunity

**40,000<sup>2</sup>**  
UNITS

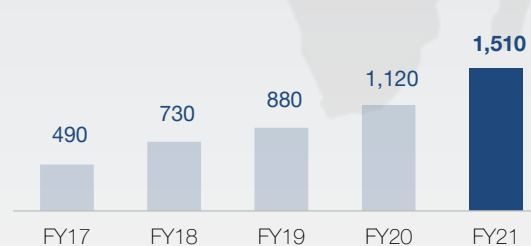
Market Penetration



### Strengthening Fundamentals

- Expanded geographical reach, strengthening fundamentals for adoption and growing awareness.
- Expanded infrastructure with sales teams increasing in the UK and Germany, plus appointment of local clinical, marketing, regulatory, service, distributor partner engagement & people and culture leadership.
- A range of business models in place to support market requirements.

INSTALLED BASE

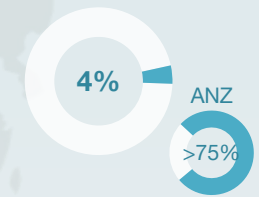


## ASIA PACIFIC

Installed Base Opportunity

**40,000<sup>2</sup>**  
UNITS

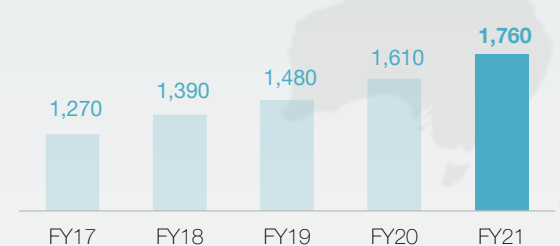
Market Penetration



### Strengthening Fundamentals

- Sales mainly in ANZ where market penetration is >75%.
- Japan market development strategy continues with local infrastructure established & distribution agreements in place with five key distributors.
- Finalising registration of a wholly owned subsidiary in China with regulatory submission being prepared.
- Assessment underway for further expansion across Asia Pacific.

INSTALLED BASE



<sup>1</sup>Nanosonics analysis based on updated ultrasound information commissioned by Nanosonics and an estimated trophon to ultrasound attachment rate.

<sup>2</sup>Based on Nanosonics' estimate from around 2011. While current data is not readily available for the Asia Pacific and Europe and Middle East regions, the Company considers that the ultrasound market has grown in these regions since the initial estimate of the Installed Base Opportunity was made.



## NORTH AMERICA

There has been a significant increase in the trophon® opportunity in North America resulting from increased estimate of Total Addressable Market, revised up to 60,000<sup>1</sup> units from 40,000 units, reflecting growth in the ultrasound market over the last eight years.

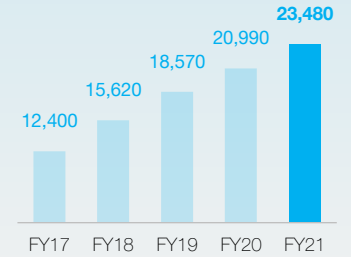
INSTALLED BASE OPPORTUNITY

60,000<sup>1</sup> UNITS

MARKET PENETRATION



INSTALLED BASE



### ULTRASOUND INSTALLED BASE UNITED STATES

PRIOR  
ESTIMATE ▶

150k



40,000  
UNITS

REVISED  
ESTIMATE ▶

271k<sup>1</sup>



60,000<sup>1</sup>  
UNITS



### TROPHON TAM NORTH AMERICA<sup>2</sup>

**A detailed analysis of the U.S. Ultrasound market has revealed that the total market opportunity for trophon is 50% larger than previous estimates.**



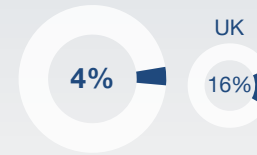
# EUROPE AND MIDDLE EAST

Guidelines across Europe for ultrasound probe disinfection continue to strengthen with preferences for automated solutions that can be validated. This has supported installed base growth with significant ongoing growth potential.

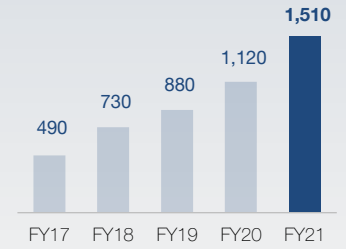
INSTALLED BASE OPPORTUNITY

40,000 UNITS

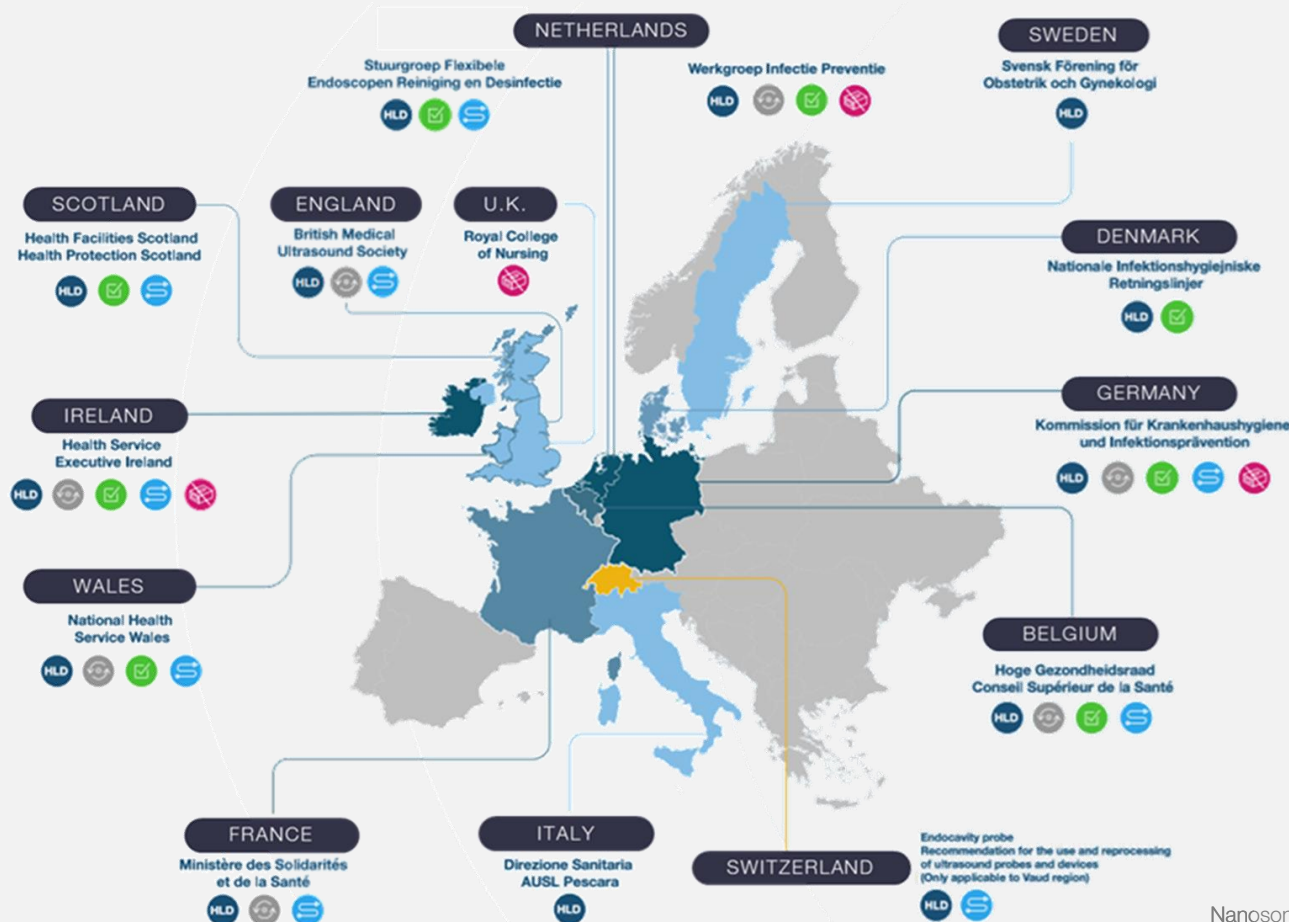
MARKET PENETRATION



INSTALLED BASE



## ULTRASOUND REPROCESSING GUIDELINES



**Legend**

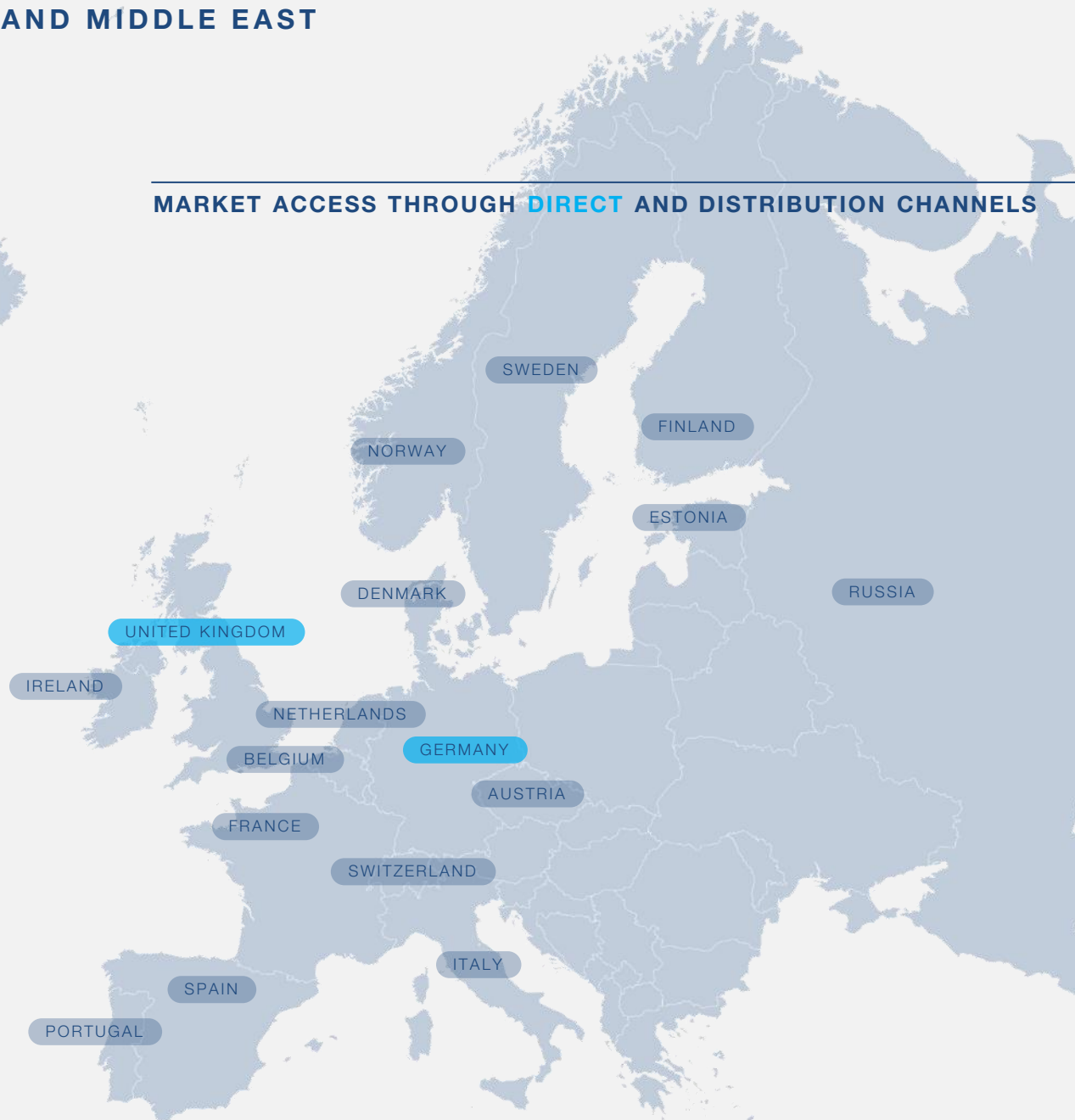
- HLD HLD
- Automation preferred
- Validation
- Traceability
- Outlines disadvantages of wipes



## NANOSONICS PRESENCE IN EUROPE AND MIDDLE EAST

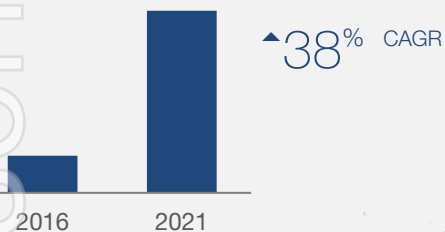
We have broad presence and access to key markets to capitalise on the strengthening fundamentals across the region.

### MARKET ACCESS THROUGH DIRECT AND DISTRIBUTION CHANNELS



### INVESTING FOR GROWTH

EMEA EMPLOYEES  
Headcount, 2016-2021





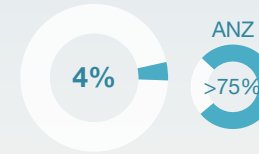
## ASIA PACIFIC

We have ramped up our efforts to bring new markets online, with particular focus on the untapped potential in Japan, China and across the ASEAN countries.

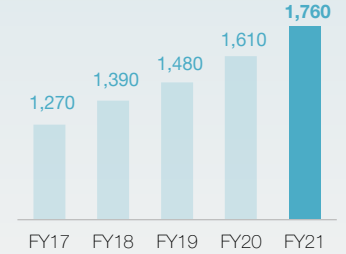
INSTALLED BASE OPPORTUNITY

40,000 UNITS

MARKET PENETRATION



INSTALLED BASE



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### ANZ

#### The trophon technology is the standard of care in Australia and New Zealand

- Launched the trophon2 upgrade program with I-MED upgrading 200 trophon EPRs.
- Delivered education programs demonstrating the importance and requirements for high level disinfection for semi-critical probes in accordance with standards and guidelines.
- Continued to invest in our capabilities establishing an ANZ Customer Service Centre, including Clinical Application Specialists to ensure seamless and consistent Customer and Distributor experience.



### JAPAN

#### Built a solid foundation this year, as we work towards establishing local guidelines

- Conducted virtual education and training with relevant specialists, societies and distributors
- Continued to develop strong relationships with the ultrasound OEMs as distributors of trophon in Japan, as well as many sub-distributors.
- Continue to build our direct team to drive market awareness and support our distributor partners.



### CHINA

#### Finalising Registration of Wholly Owned Foreign Enterprise (WOFE) 纳安诺医疗设备(上海)有限公司

(translated to Nanosonics Medical Device (Shanghai) Co. Ltd.).

- Developing regulatory strategy.
- Appointed qualified local consultant in China to manage all local activity required for market entry.



### ASEAN

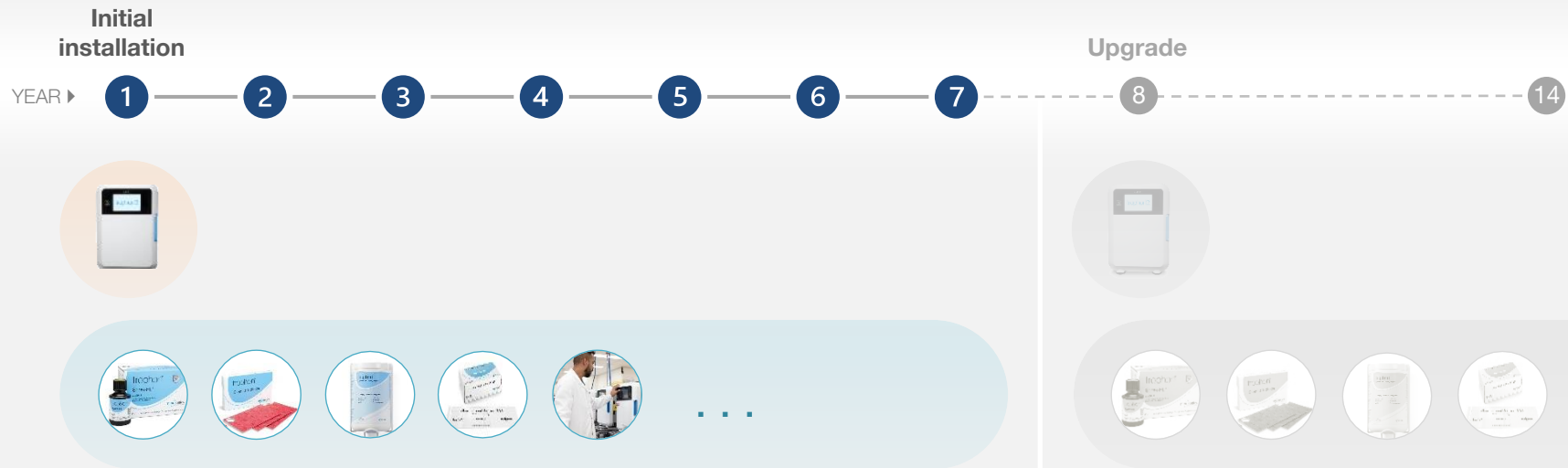
#### Received regulatory approval in Malaysia, Indonesia, Thailand and the Philippines

- Continued execution of our market entry strategy for ASEAN (Indonesia, Thailand, Malaysia, Philippines, Vietnam).

## TROPHON VALUE OPPORTUNITY

In addition to managing a growing installed base, we strive to deliver continuous value over the lifetime of trophon by driving improved compliance with HLD standards.

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### ↑ trophon growth

Each new installed base unit delivers exceptional customer value for 7 years, while generating annuity revenue over that period.

### ↑ Usage per trophon

With >150 ultrasound procedures requiring HLD, there is an opportunity to drive increased compliance and usage across the existing installed base.

### 🕒 Capital upgrades

Refreshing the installed base offers existing customers new features and benefits, additional value, and extends barriers to competitive entry.

A significant capital upgrade potential exists in the installed base



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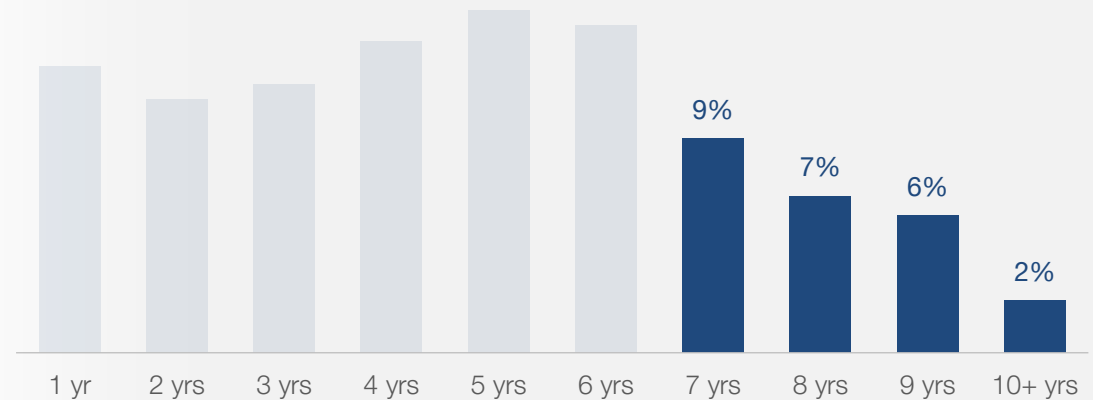
**AGED INSTALLED BASE UPGRADED TO-DATE<sup>1</sup>**

**8%**

- ✓ Implemented trophon EPR end-of-life policies and notified customers.
- ✓ Upgrades is a key component of growth strategy for FY22.

≪≪ GROWING OPPORTUNITY

**6,500+** units



GLOBAL INSTALLED BASE AGE DISTRIBUTION AT JUN 2021

# NANOSONICS AUDITPRO™ OPPORTUNITY

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INTRODUCING

**Nanosonics AuditPro™**  
**Every data point**  
**on every probe**  
**for every procedure**  
**and every patient**

## INFECTION CONTROL WORKFLOW COMPLIANCE MANAGEMENT

Workflow compliance management tool that ensures customers consider the infection prevention requirements for all ultrasound procedures

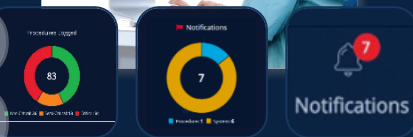


Spaulding Patient MRN Probe

### INFECTION CONTROL AT POINT-OF-CARE



### DATA-LED INFECTION PREVENTION INSIGHTS



### Enhances clinical workflow

Improves staff competency with the Spaulding Classification, reprocessing activities and probe usage. On-the-job education is built into everyday workflow.

### Timely remediation and risk-minimization

Automated email notifications highlight non-compliance events for rapid risk assessment that enhances risk management for improved patient care.

### Asset utilization and management overview

Provides probe utilization dashboards so probe location and usage patterns can be tracked and compliance spot-checked.

### Digitised traceability and record management

Intuitive and information-rich dashboards providing actionable insights on infection control practices. Generates digital logbooks to help reduce operating costs and improve track and trace accuracy.

### Practice standardization

Standardises ultrasound infection control compliance practices to improve risk management and quality control, delivering best practice.

### Supports accreditation

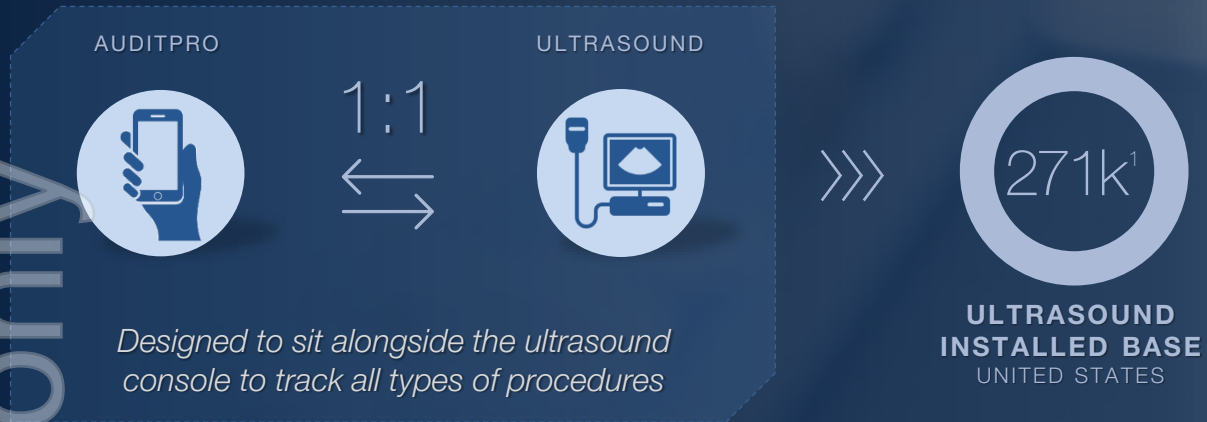
Streamlines your organisation's compliance with National standards and evidence-based guidelines. It provides you with real-time risk notifications for easy course-correction and survey-ready ultrasound infection prevention compliance reports.

### Compliance education

Uniquely sits with the ultrasound console at point of use, educating the user and enabling consistent incorporation of infection control considerations, as part of everyday clinician care.

### Global best practice

Supports optimal patient care across your organisation by standardising best practice infection prevention decisions and managing staff compliance to Spaulding classification and your standard operating procedures (SOPs).



## End-to-end ultrasound infection prevention traceability

Best practice infection prevention is built into your everyday workflow with Nanosonics AuditPro.

Uniquely sitting with the ultrasound console and user at the point-of-care, the mobile scanning device guides the user through the **Spaulding Classification** framework to support your standard operating procedures (SOPs).

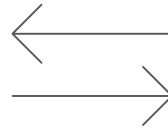
The Spaulding Classification is a globally-accepted, risk-based framework used to determine the level of disinfection or sterilization required for reusable medical devices.

### CREATING A NEW MARKET

- ✓ Offering a **unique value proposition**
  - Only product that integrates infection prevention decision-making, track and trace, and compliance into a single solution
  - Enables workflow efficiencies by bringing infection control to point-of-care
- ✓ **Subscription business model** drives deeper and continuous customer engagement
- ✓ Data foundation **enables value-added service** growth

### PLATFORM TECHNOLOGY ENABLES GROWTH BEYOND ULTRASOUND

AuditPro further enhances the trophon2 value proposition and competitive advantage.



**NANOSONICS AUDITPRO™  
HAS THE POTENTIAL  
TO DRIVE...**

- ⬆ trophon2 adoption
- ⬆ EPR to trophon2 upgrades
- ⬆ Consumables usage





# INVESTING FOR GROWTH RESEARCH & DEVELOPMENT

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There are five core areas of R&D interest in the infection prevention landscape.

FIVE CORE AREAS OF FOCUS

**COMPLIANCE AND TRACEABILITY**

Digitally-enabled tools to increase visibility and control around infection risk mitigation.

**ENVIRONMENTAL DECONTAMINATION**

Novel technologies and chemistries to reduce cross-contamination risk coming from high contact surfaces and environment.

**Infection Prevention.  
For Life.**

**INSTRUMENT CLEANING**

Mandatory critical first step which sets up the effectiveness of all downstream disinfection procedures.

**INSTRUMENT DISINFECTION**

High level and low level disinfection and sterilisation for medical devices before re-use with a patient.

**STORAGE SOLUTIONS**

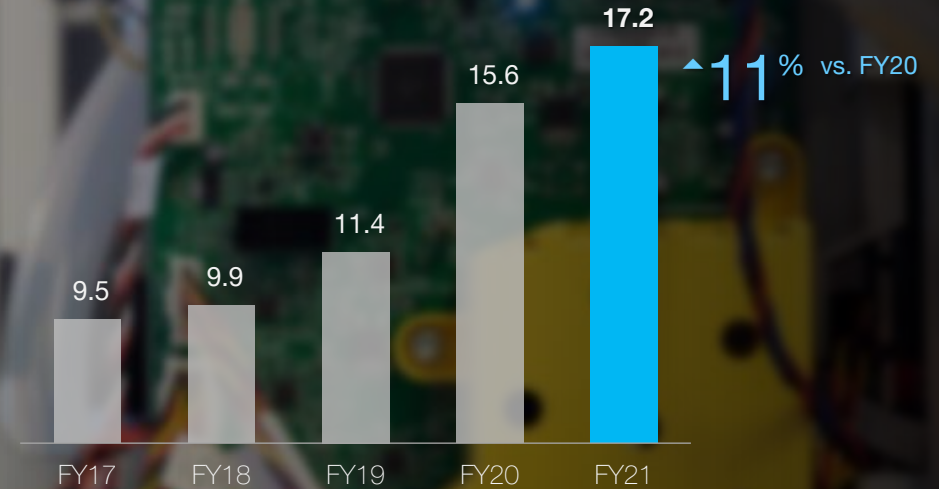
Assurance that reprocessed devices are not subsequently contaminated and are always available for next use.

Active programs are in place covering a number of the areas outlined above.

*All research and new product development programs involve inherent risks and uncertainties which can impact commercialisation timelines.*

During the year, Nanosonics continued to invest in its product expansion strategy. R&D investment increased to **\$17.2m** directed across multiple projects.

**INVESTMENT IN R&D**  
Global, \$m



Substantial investment made in new product development with important milestones met throughout the year towards our product expansion goals.

# OUR NEXT INSTRUMENT REPROCESSING PRODUCT PLATFORM

All research and new product development programs involve inherent risks and uncertainties which can impact commercialisation timelines.

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“more healthcare-associated outbreaks have been linked to contaminated endoscopes than to any other medical device”

U.S. Center for Disease Control (CDC)<sup>1</sup>

A TOP 10 HEALTH TECHNOLOGY HAZARD

In 2018, the ECRI Institute listed “**failure to consistently and effectively reprocess flexible endoscopes**” as one of the **top 10 health technology hazards** facing the Healthcare industry. In particular, the Institute drew attention to “**The cleaning step**, which is largely manual and technique-dependent. If biologic debris and other foreign material is not cleaned from the endoscope first, residual soil can harden, making subsequent disinfection ineffective.”

– ECRI Institute, 2018<sup>2</sup>



NANOSONICS  
CORIS<sup>®</sup>

Transforming the cleaning  
of flexible endoscopes

**AUTOMATED ENDOSCOPE CLEANING**

The Nanosonics team have focussed on the complex technical challenges of flexible endoscope cleaning with the aim of developing a novel automated technology designed to revolutionise the cleaning process of flexible endoscopes.

Reusable flexible endoscopes are **highly sophisticated medical devices** designed to **enable advanced diagnostic and therapeutic interventions** to diagnose and treat cancers and other life-threatening conditions. They incorporate **advanced technology** that gives physicians a sophisticated level of control in carrying out **complex, minimally-invasive procedures** and navigating challenging anatomical situations to deliver the highest level of patient care.

MANY SCOPE DESIGNS AND MODELS FOR A LARGE VARIETY OF COMPLEX CLINICAL PROCEDURES

COLONOSCOPY



GASTROSCOPY



E.R.C.P.



ENTEROSCOPY



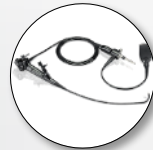
ENDOSCOPIC ULTRASOUND



BRONCHOSCOPY



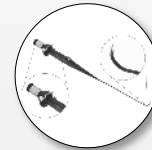
UROLOGY



E.N.T.



GYNAECOLOGY



FLEXIBLE ENDOSCOPY MARKET<sup>1</sup>  
US, EU-5, AU

MAJOR DRIVERS

- Aging population (↑)
- Increasing incidence of colorectal cancer (↑)
- Various national-level screening programs (↑)

>60<sup>m+</sup>

ANNUAL PROCEDURES

6%

ANNUAL GROWTH RATE



# A RECOGNISED RISK

# Flexible endoscopes have been associated with a high frequency of outbreaks of healthcare-associated infections.

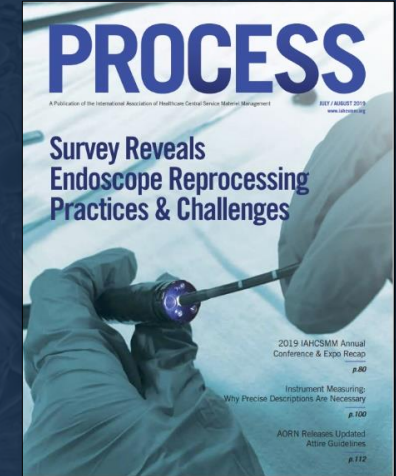
THERE ARE MANY WELL-DOCUMENTED INSTANCES OF...

INFECTION OUTBREAKS...

...AND REPROCESSING ISSUES

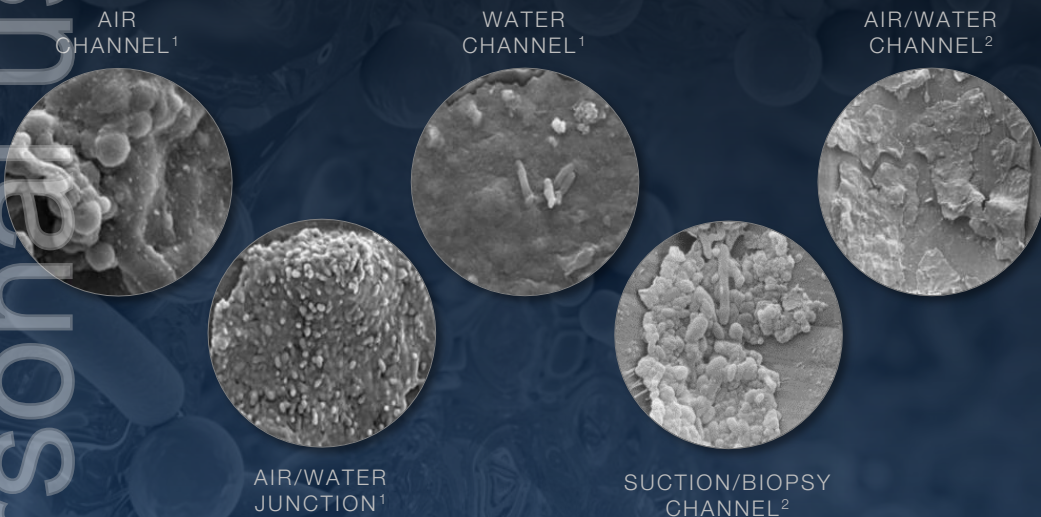


...ACROSS MANY SCOPE TYPES INDICATING A **SIGNIFICANT UNMET NEED** WITH CURRENT METHODS.



Challenges associated with manual cleaning, combined with reports of persistent contamination from biofilm despite routine cleaning, represents a significant unmet need and is a complex technical challenge that has existed for many years.

A 2021 study on gastroscopes revealed that **extensive biofilm** accumulated in the majority of **air and water channels** within 30 days of clinical use **despite routine cleaning**.<sup>1</sup>



### HUMAN FACTORS

Manual cleaning involves 55 to 200 individual steps, including brushing and flushing.

Up to  
**200**  
steps

### BIOFILM

Biofilm was detected in 83% of air/water channel components after 30-60 days of use<sup>1</sup>. Biofilm protects embedded microbes from HLD and requires physical cleaning methods to effectively be removed from channels.

Up to  
**83%**

### SOPHISTICATED DESIGN

Intricate internal architecture has multiple interconnected channels with complex ports.

Up to  
**9**  
channel openings

### NARROW CHANNELS

Many channels are so narrow or geometrically complex (e.g. air and water) that they are physically impossible to brush today.

Down to  
**1**  
mm  
in diameter

<sup>1</sup>Primo, M.G.B., et al., 2021. Biofilm accumulation in new flexible gastroscope channels in clinical use. *Infection Control & Hospital Epidemiology*.

<sup>2</sup>Pajkos, A., et al., 2004. Is biofilm accumulation on endoscope tubing a contributor to the failure of cleaning and decontamination? *Journal of Hospital Infection*.

All research and new product development programs involve inherent risks and uncertainties which can impact commercialisation timelines.



# NANOSONICS CORIS<sup>®</sup>

Nanosonics aims to address these challenges by replacing manual cleaning of endoscope channels with a **novel automated technology that revolutionises the cleaning process**, thereby reducing the risk of ineffective endoscope reprocessing and resulting patient infection.

Work continues to progress positively with the product development including the integration of a number of enhancements to the new platform. This work will be followed by external clinical assessment to support the regulatory submission. Nanosonics continues to engage with the US FDA to determine the necessary requirements to support a successful regulatory submission. The timing for commercial launch previously indicated is being revised and will be determined in due course dependent on the necessary technical, regulatory and operational milestones being met with the Company currently targeting the first commercial launch to occur in calendar 2023. Updates will be provided as material new information becomes available. The Company remains confident both in the ongoing progress of the development project, and importantly in the overall commercial opportunity for this transformational technology platform which it believes has the potential to become a new standard of care for endoscope cleaning.

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# ENVIRONMENT, SOCIAL AND GOVERNANCE







The principles of ESG are connected to, and embedded in, all aspects of our business. Importantly it manifests in the care delivered to patients, and the objectives of our R&D across our areas of interest in infection prevention. Fundamentally, it informs the way we care about the environment, people and embracing the true principles of governance. These continue to be the drivers of our success today, and into the future.

MAURIE STANG | CHAIRMAN


## FOCUS ON SUSTAINABILITY AND SOCIAL RESPONSIBILITY



### SUSTAINABILITY HIGHLIGHTS<sup>1</sup>

 ~88k Patients protected every day from the risk of cross-contamination

Zero Major Work Health and Safety Incidents 

 Developed Sustainable Supply Chain Initiatives

Employees strongly believe in the company purpose **94%**  MORE

 Introduced Executive Risk Management Committee

Continued Environmental Commitment   MORE

 Strengthened IT, Privacy & Cybersecurity Protections

### CHARITABLE GIVING

 \$43,805

Whilst COVID-19 has continued to impact the ways in which we can interact in-person with the local community, this has not impacted our efforts to give back to society. Nanosonics has maintained its longstanding commitments to Cancer Council of Australia and the St. Vincent de Paul Society through participating in the Biggest Morning Tea and CEO Sleepout and raising over \$34,000 across its various charitable initiatives.





# Our people, our advantage

Our organisational growth has been focused on growing and supporting our customer base, and on Nanosonics' innovation agenda to drive future growth.

## EMPLOYEE GROWTH

Headcount, 2016-2021

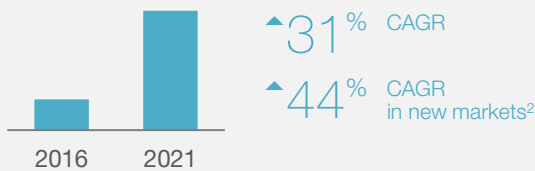
### ALL

Overall global employee base grew at 24% CAGR driven by growth in the regions with HQ growing slower at 15% CAGR over the same period.



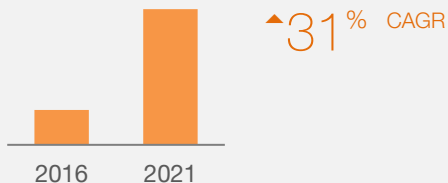
### REGIONS

Investments in regional commercial and marketing resources grew at 31% CAGR, with new markets growing faster at 44% CAGR over the same period.



### PRODUCT

Investments in product, innovation and R&D talent grew at 31% CAGR over the past 5 years.



We value all aspects of diversity fostering an **inclusive workplace** for all to **fulfil their potential.**

~29

NATIONALITIES REPRESENTED

41%

FEMALE GENDER RATIO

42%

FEMALES IN STEM<sup>3</sup> ROLES

14

INTERNS/GRADUATE PROGRAMS

# Committed to protecting the environment

## GREEN PRODUCTS

Hydrogen peroxide used in trophon is converted to water and oxygen by-products eliminating the need for disposal of toxic chemistry waste.

## GREEN WORK

Head office supply of utilities through renewable resources, with the team continuously looking into other internal green initiatives.



### GLOBAL OPERATIONS

Expanded scope of climate assessment, covering most of our global operations.



### RENEWABLE ENERGY

17% of our global energy consumption directly attributable to renewable resources.



### RESPONSIBLE RECYCLING

~80% of total waste (up to 3.1 tonnes) diverted to recycling.



### CARBON FOOTPRINT

1,397 tCO<sub>2</sub>e scope 2 and 3 emissions based upon latest NGAF<sup>1</sup> for New South Wales.



### WATER STEWARDSHIP

Water savings from ~22 million trophon cycles annually across the global installed base.

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LOOKING AHEAD →



“Nanosonics’ forward-looking growth agenda remains very much intact with significant opportunities for growth of the trophon franchise as well as significant opportunities from the planned expanded product portfolio.”

- Michael Kavanagh

## OUR STRATEGIC PRIORITIES



### TROPHON AS STANDARD OF CARE

Support establishment of national guidelines.

Provide awareness and education to highlight risks of cross contamination for all semi critical transducers.

Ensure Customers have a positive experience with all aspects of the product and brand.



### PRODUCT EXPANSION

Expand portfolio of infection prevention solutions to address unmet needs.

Leverage technology platforms for potential expanded indications.

Strategic acquisitions in the infection prevention space.

Maintain strong financial position to support growth.

Deliver operational efficiencies, scale and leverage.

### INVEST TO GROW



Expand operations across Asia Pacific & EMEA with trophon plus new products.

### EXPAND GEOGRAPHIC FOOTPRINT



“Despite the inherent risks and uncertainties associated with COVID-19, we remain optimistic the improved market conditions will continue as vaccination numbers increase across all major markets.”

– Michael Kavanagh

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**FY22 BUSINESS OUTLOOK**

(assuming the positive market recovery trends continue)

**DOUBLE DIGIT REVENUE GROWTH**

Increasing global installed base  
Increasing consumables usage across all regions  
Growth in EPR to trophon2 upgrades



**GROSS PROFIT MARGIN**

Increasing capital (new IB and upgrades) in revenue mix

>75%

**OPERATING EXPENSES**

Continued investment in our long-term strategic growth agenda

\$90m

**BEYOND FY22**

**TROPHON BUSINESS GROWTH**

Global expansion of Trophon installed base and associated ecosystem  
Increasing upgrade momentum and conversions to trophon2  
Critical new markets brought online, including Japan and China



**NEW SOURCES OF REVENUE**

Launch of Nanosonics AuditPro™ to new markets  
Further new product launches



**INVESTMENT IN INNOVATION**

Expanded product portfolio through internal product development and R&D  
Opportunities for strategic acquisitions and product licensing



**LEADERSHIP IN INFECTION PREVENTION**

Ongoing investment in R&D, infrastructure, people and capabilities to drive our global growth strategy





# APPENDIX

ersonal use only



## OUR PEOPLE

Nanosonics has a highly experienced and dedicated team of professionals leading the development and implementation of our strategic growth agenda.

### BOARD OF DIRECTORS



MAURIE  
STANG



STEVEN  
SARGENT



MICHAEL  
KAVANAGH



MARIE  
MCDONALD



DAVID  
FISHER



LISA  
MCINTYRE



GEOFF  
WILSON

### EXECUTIVE TEAM



MICHAEL  
KAVANAGH



MCGREGOR  
GRANT



KEN  
SHAW



RONAN  
WRIGHT



DAVID  
MORRIS



RENEE  
SALABERRY



STEVEN  
FARRUGIA



ROD  
LOPEZ



JODI  
SAMPSON



# Delivering consistent protection across every high-level disinfection cycle



Nanosonics actively manages its Intellectual Property strategy that includes a range of patents that protect the trophon product group, including capital equipment and consumables (out to 2031).

## THE STANDARD OF CARE

### BROAD PROTECTION

Tested against an extensive range of infectious pathogens, including STIs, hepatitis A, B and C as well as HPV, *Clostridium difficile* spores and drug-resistant bacteria (MRSA and VRE).<sup>1,2,3</sup>

>1,000 probes approved and endorsed as compatible with trophon by 24 ultrasound manufacturers.

~88,000 patients are protected every day from the risk of cross-contamination.



### REPRODUCIBLE AND SAFE OUTCOMES

Novel sonicated mist provides automated and validated HLD with every cycle accessing all probe surfaces, including body, handle and all crevices.

Safe for the environment, with water and oxygen as the only by-products.

Only automated HLD with published data demonstrating clinical efficacy, in accordance with labelling.



### EFFICIENT WORKFLOW INTEGRATION

Seamless integration at point-of-care offers workflow efficiencies.

Minimal hands-on time delivers HLD without disrupting clinical workflow.

Audit-ready records demonstrate compliance and traceability across the entire reprocessing workflow.



The trophon® family includes trophon® EPR and trophon®2 which share the same core technology of 'sonically activated' hydrogen peroxide.

## INCOME TAX

\$ million	FY21	FY20
Income tax expense	2.4	2.3

Components of Net Deferred Tax Asset (DTA)	FY21	FY20
Tax losses	0.2	0.3
R&D tax credits	1.9	2.4
All other timing differences	7.9	9.0
<b>Total</b>	<b>10.0</b>	<b>11.7</b>

Value of carried forward losses/R&D credits	Gross	Benefit	Effective rate %
Losses recognised	1.1	0.2	21.7%
R&D credits recognised	5.0	1.9	38.5%
<b>Total losses and R&amp;D credits recognised</b>	<b>6.1</b>	<b>2.2</b>	<b>35.5%</b>
Losses not recognised	6.7	1.5	22.9%
<b>Total</b>	<b>12.8</b>	<b>3.7</b>	

### KEY POINTS

- Effective income tax rate for the period was 21.9%.
- Deferred tax asset attributable to carried forward losses relates to the UK and Canada.
- Assessment of probability of recovery (and therefore recognition of related benefit) of unrecognised losses is made on an on-going basis.