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**Infection
Prevention.
For Life.**

2022 ANNUAL GENERAL
MEETING

BOARD OF DIRECTORS



Steve Sargent
Non-Executive Chairman



Maurie Stang
Non-Executive Director and Deputy
Chairman



Michael Kavanagh
CEO and President



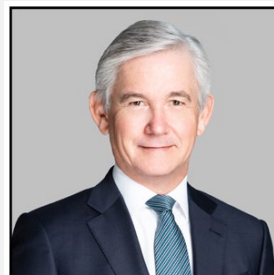
Lisa McIntyre
Non-Executive Director



David Fisher
Non-Executive Director



Marie McDonald
Non-Executive Director



Geoff Wilson
Non-Executive Director

How to ask a question

- To ask a written question select the Q & A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and **press** the send button
- To ask a verbal question follow the instructions below the broadcast window.

The screenshot displays a web interface with four tabs: Broadcast, Vote, Q & A, and Documents. The Q & A tab is selected and highlighted with a purple underline. Below the tabs, there is a large text box labeled "Your question(s)". Below this, a message states "You may enter a question using the field below." followed by a "Select Topic" dropdown menu. A note indicates "Questions are limited to 2000 characters." Below this is a smaller text box for the topic, a "Send" button, and a character count "0 character(s)".

How to vote

- When the poll is open, select the vote icon at the top of the screen
- To vote, select either For, Against or Abstain
- You will see a vote confirmation
- To change or cancel your vote “click here to change your vote” at any time until the poll is closed

The screenshot displays a web interface for a virtual meeting. At the top, there is a navigation bar with four icons: a monitor for 'Broadcast', a document with a red '1' for 'Vote' (which is the active tab), a speech bubble for 'Q & A', and a folder for 'Documents'. Below the navigation bar, a grey header box contains the text 'Items of Business'. The first item is '2A Re-elect Mr Sam Sample as a Director'. Below this item are three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2B Re-elect Ms Jane Citizen as a Director'. Below this item is a confirmation box with a green checkmark icon, the text 'We have received your vote For', and a link that says 'Click here to change your vote.'.



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2022 ANNUAL GENERAL
MEETING

CHAIRMAN'S ADDRESS
Steve Sargent, Chairman



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“As founder and past Chairman, Maurie has made an enormous contribution to Nanosonics over the last two decades including listing Nanosonics on the stock exchange and guiding its growth into a successful international business.

I am pleased that we will have ongoing access to his deep experience, extensive global network and prolific idea generation in the infection control sector through the Innovation and Infection Control Advisory Committee.”

- Steve Sargent, Chairman

BOARD OF DIRECTORS



Steve Sargent
Non-Executive Chairman



Maurie Stang
Non-Executive Director and Deputy
Chairman



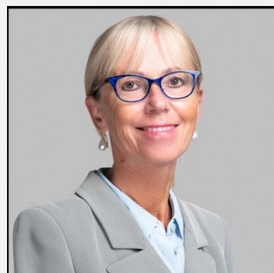
Michael Kavanagh
CEO and President



Lisa McIntyre
Non-Executive Director



David Fisher
Non-Executive Director



Marie McDonald
Non-Executive Director



Geoff Wilson
Non-Executive Director



NORTH AMERICA – DIRECT SALES MODEL

Nanosonics has successfully transitioned to a largely direct sales model, delivering capability and capacity to take advantage of significant remaining growth opportunity, as well as new product introductions.

TRANSITION COMPLETE WITH KEY CAPABILITIES IN PLACE



Expanded Infrastructure



Expanded Sales & Clinical infrastructure now fully in place to manage ongoing growth, with N. American team now **100+ strong**



Customer Engagement



Nanosonics now **engaging with total installed base** to deliver an **end-to-end customer experience**



Inventory Management



Established logistics facility with ample capacity for current and **future growth** requirements



Continuity of Supply



No impact on supply to customers during the transition

Access to, and management of, the **total customer base** enables:



Delivery of a consistent customer experience



Opportunity for clinical engagement to educate all customers on high-level disinfection (HLD) requirements



Optimised opportunity to create addition value for customers through upgrades, service, and ecosystem offerings



Future margin improvement

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.

**Total
Employees**

425 +25% vs. FY21

**Strongly aligned to
Company Purpose**

94%

**Know how their
work contributes to
Company Goals**

93%

DIVERSITY & INCLUSION

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

**NATIONALITIES
REPRESENTED** **33**

**FEMALE
GENDER RATIO** **42%**





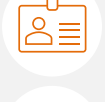
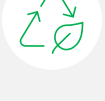
**FEMALES IN
STEM¹ ROLES** **39%**

**FEMALES IN
SR. MANAGEMENT** **41%**

**INTERNS/GRADUATE
PROGRAMS** **16**



SUSTAINABILITY HIGHLIGHTS¹

-  ~98k Patients protected daily from the risk of cross-contamination
-  Progressed sustainable Supply Chain initiatives
-  Establishment of the Community Engagement Committee
-  Strengthened IT, privacy & cybersecurity protections with ISO27001 accreditation
-  Maintained strong employee engagement during a time of significant change as we moved to our new headquarters and developed a flexible working culture
-  Continued commitment to environmental responsibility with a focus on sustainable products

CHARITABLE GIVING

~\$38k in funds raised through a range of charitable initiatives, including Australia's Biggest Morning Tea, and the St. Vinnies CEO Sleepout, where Nanosonics employees raised enough funds to be put towards 72 individual support programs, 189 beds and 759 meals.



INVESTING FOR GROWTH

Nanosonics has established significant capabilities and continues to focus its operating costs and investments on the future of the business, positioning it well to further expand its participation as a leader in the global infection prevention market.

Investing in a significant Infection Prevention market opportunity

MARKET DEVELOPMENT



Sustaining Mature Market Growth

Geographic Expansion To New Markets

PRODUCT INNOVATION



Research & Development

INFRASTRUCTURE



Operations, Headquarters and Support

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nanosonics

THANK YOU



**Infection
Prevention.
For Life.**

2022 ANNUAL GENERAL
MEETING

CEO & PRESIDENT'S ADDRESS

Michael Kavanagh, CEO and President



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“Total revenue for the year grew 17% to \$120.3 million resulting from continued growth in new installed base, upgrades and consumables/service. This was a very pleasing result taking into consideration the foreshadowed one-off revenue impact in H2 associated with the transition to a largely direct sales model in North America.”

— Michael Kavanagh

FY22 – KEY HIGHLIGHTS



INSTALLED BASE

29,850

▲12%

In last 12 months

▲20%

H2 vs. H1



TOTAL REVENUE

\$120.3^m
(cc¹ \$118.7^m)

▲17%

vs. FY21

▼2%*

H2 vs. H1



CAPITAL REVENUE

\$37.7^m

▲41%

vs. FY21

▼2%*

H2 vs. H1



CONSUMABLES/ SERVICE REVENUE

\$82.6^m

▲8%

vs. FY21

▼1%*

H2 vs. H1

¹Constant 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.

*The growth of revenue associated with both capital and consumables in H2 was impacted by the transition to the largely direct sales model in North America, where GE ran down their capital and consumable inventory with no replenishment as they transitioned to a non-stocking capital reseller by 30 June 2022.

“The first four months of FY23 has seen the business perform well across all regions against our FY23 objectives. Market conditions have improved in all our key markets with customer access and procedure volumes getting back to pre-COVID levels.”

– Michael Kavanagh

In the first four months to 31 October 2022...



Total revenue of **\$52.6 million, up 42%** compared with the prior corresponding period (36% in constant currency¹).



Capital revenue up 63% compared with the prior corresponding period (55% in constant currency¹).



Consumables/service revenue up 35% compared with the prior corresponding period (30% in constant currency¹).



Global total IB has grown to **30,665** with number of new installed base in first four months broadly in line with prior corresponding period.



Upgrades continue to perform well **up 51%** compared with the prior corresponding period.

¹Constant 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.

SIGNIFICANT GLOBAL MARKET OPPORTUNITY

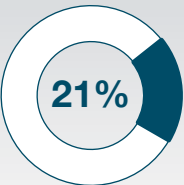


GLOBAL

Installed base opportunity

140,000¹
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.

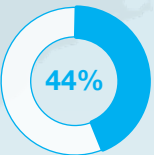


NORTH AMERICA

Installed Base Opportunity

60,000¹
UNITS

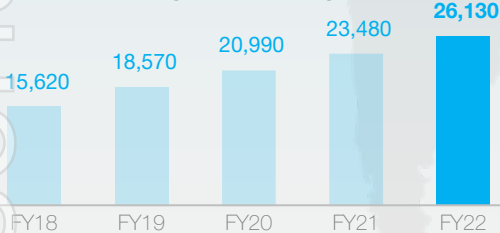
Market Penetration



Strong Fundamentals

- Fundamentals for adoption strong with requirements for HLD in place.
- Trophon installed base over 26,000 units and already in over 5,000 hospitals and clinics, including majority of luminary hospitals.
- Nanosonics has implemented a more direct sales operation with 100+ people, as well as partnerships with all leading ultrasound companies, to drive ongoing adoption.

INSTALLED BASE

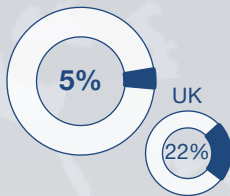


EUROPE AND MIDDLE EAST

Installed Base Opportunity

40,000²
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, and distributor partner engagement.
- A range of business models in place to support market requirements.

INSTALLED BASE

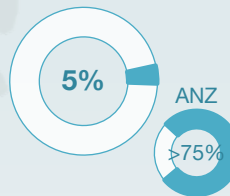


ASIA PACIFIC

Installed Base Opportunity

40,000²
UNITS

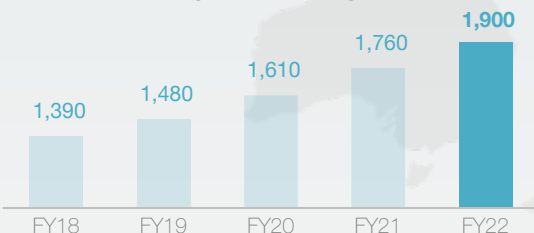
Market Penetration



Strengthening Fundamentals and Expanding Markets

- Sales mainly in ANZ where market penetration is >75%.
- In Japan, the Company expanded its local team and medical affairs activities as we work with local authorities on the establishment of local guidelines.
- Finalised registration of a wholly owned subsidiary in China with required local testing of the trophon device and consumables by relevant State authorities commenced as part of product registration plans.

INSTALLED BASE

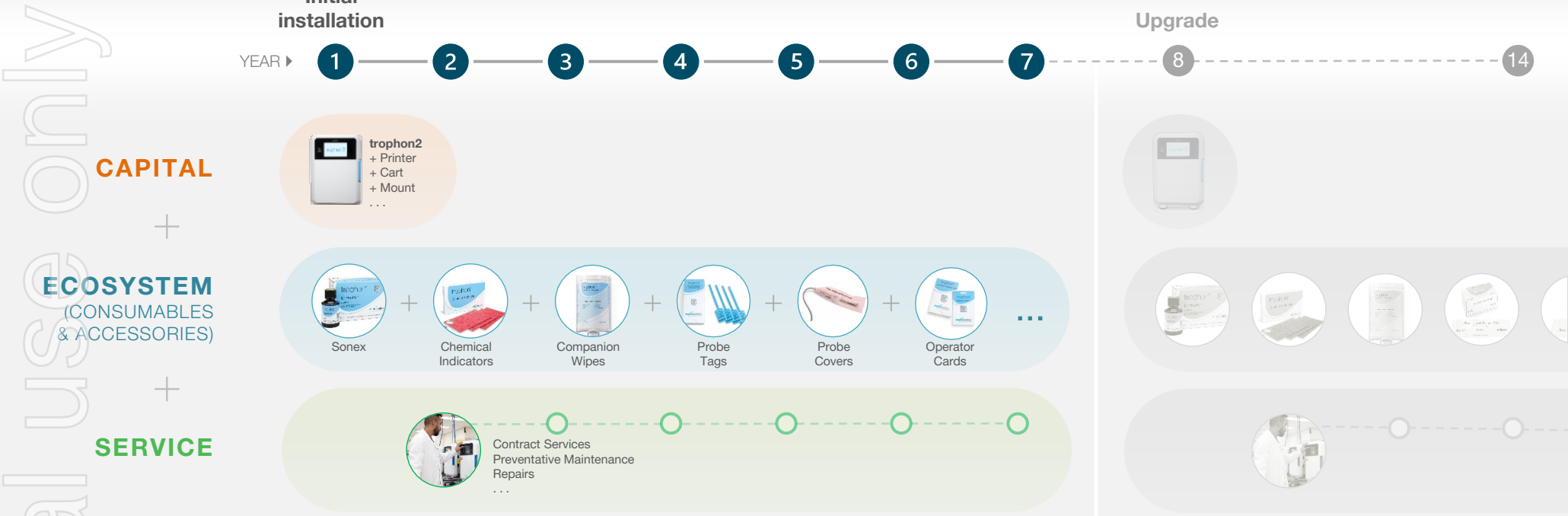


¹Nanosonics analysis based on updated ultrasound information commissioned by Nanosonics and an estimated trophon to ultrasound attachment rate.

²Based 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.

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.



↑ 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.

ATTRACTIVE ANNUITY-BASED BUSINESS MODEL

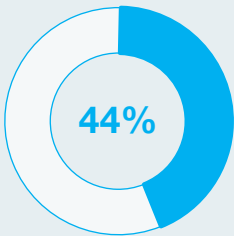
In markets with strong fundamentals of adoption, the trophon business can generate significant operating profit associated with the attractive high-margin business model.



NORTH AMERICA

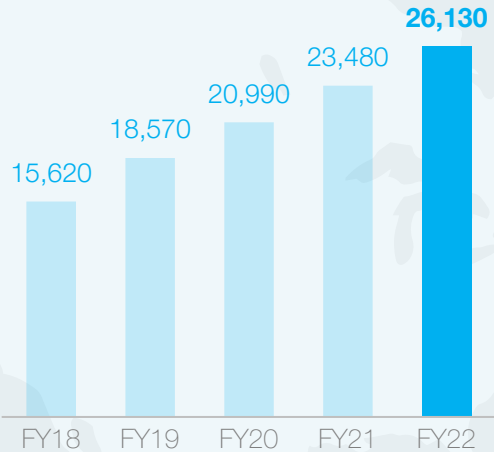
INSTALLED BASE OPPORTUNITY

60,000 UNITS



MARKET PENETRATION

INSTALLED BASE



FY22 KEY PERFORMANCE METRICS

Revenue	\$106.9m
Revenue growth	~20%
Gross profit	~80%
Operating profit ¹	~55-60%
Headcount	103

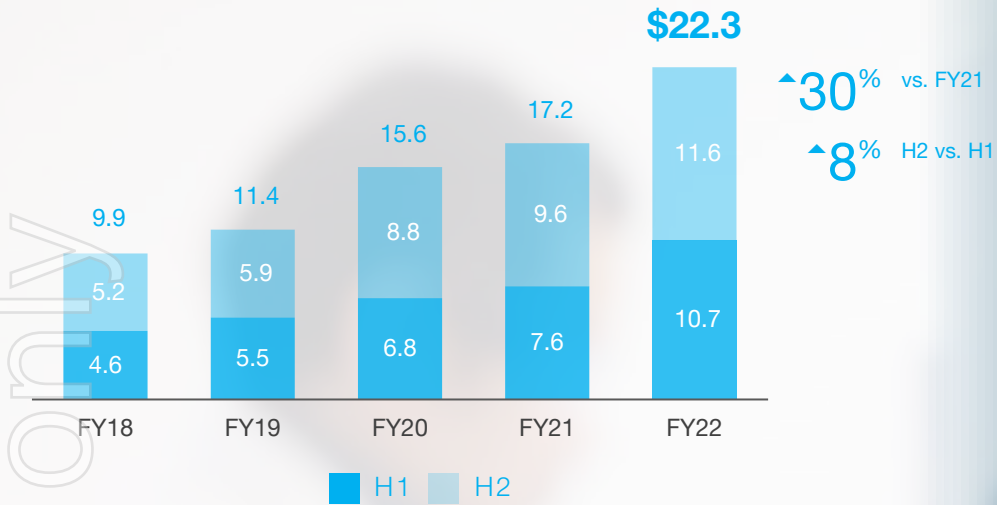
OPERATING COSTS

Nanosonics has established significant capabilities and continues to focus its operating costs and investments on the future of the business, positioning it well to further expand its participation as a leader in the global infection prevention market.



INVESTMENT IN R&D

Global, \$m

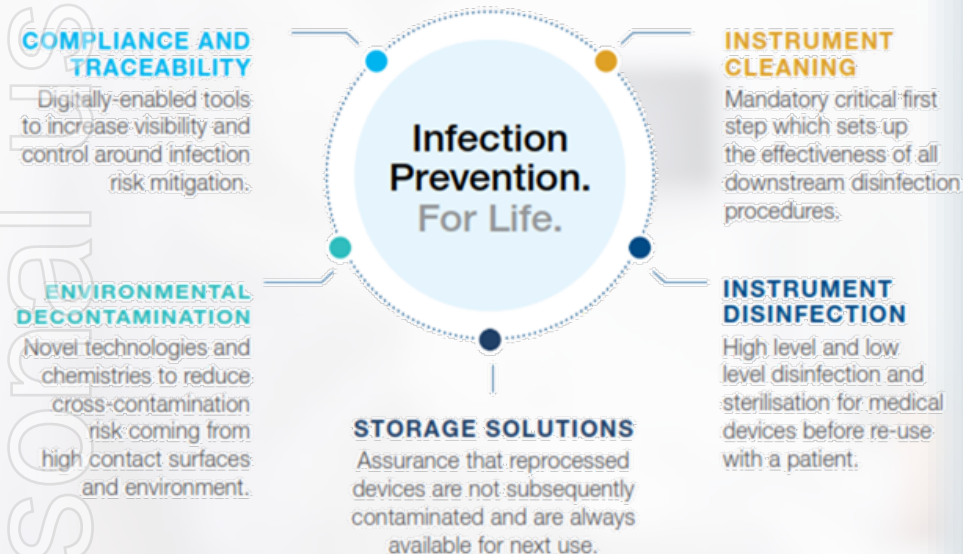


During the year, Nanosonics continued to invest in its product expansion strategy. R&D investment increased to

\$22.3m

directed across multiple projects, including the Company's new endoscope reprocessing platform – Nanosonics CORIS®

FIVE CORE AREAS OF R&D FOCUS



KEY CAPABILITIES

Chemistry	Engineering
Microbiology	- Systems
Biochemistry	- Mechanical
Medical Affairs	- Industrial Design
Regulatory Affairs	- Electrical
	- Software
	Cloud Solutions

PLATFORMS FOR GROWTH

Our technology platforms offer significant growth potential within current and potential future indications.

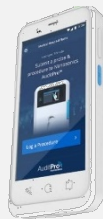
In-market
Growth focus



trophon²
Protection by design

23 patent families

Launched
Adoption focus



AuditProTM
nanosonics

1 patent family

**Market Introduction
CY2023**
Development focus

Coris[®]

9 patent families

CURRENT
INDICATION ▶

**Ultrasound High-Level
Disinfection**

**Ultrasound Reprocessing
Compliance Management**

**Flexible Endoscope
Cleaning**

•----- Opportunity to broaden indications for each of the core technologies -----•



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

CORIS[®]

Transforming the cleaning of flexible endoscopes

Our Next Instrument Reprocessing Product Platform

An established and growing market
>60m procedures growing at 6% annually[#]

Expensive and ineffective
current standard of care

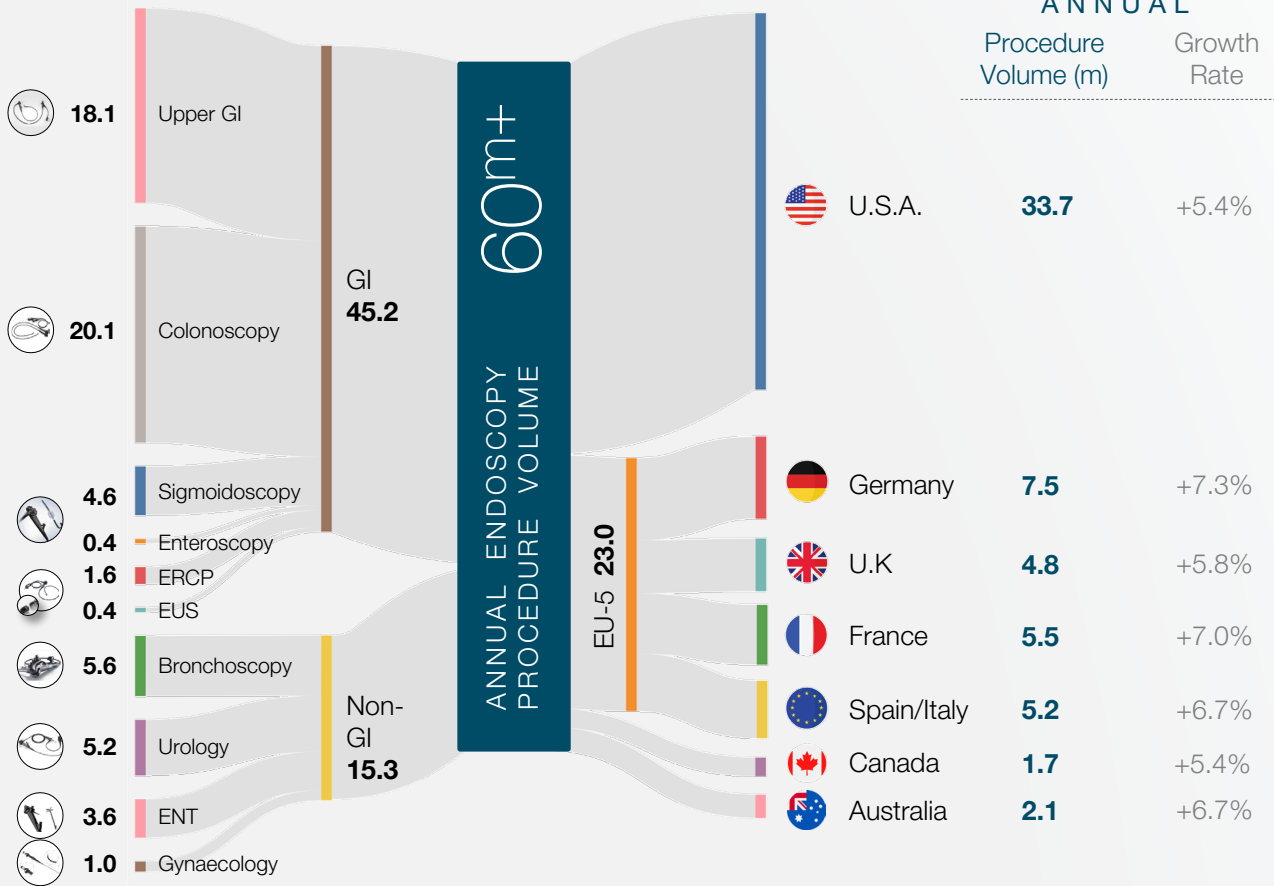
Example: Total cost to manually
clean a single GI endoscope⁸

\$37

Total cost
range
per clean
US\$11-37

\$11

CORIS[®] aims to automate a
significant proportion of the
current manual cleaning including
complex channel cleaning and
deliver significantly superior
outcomes compared to what can
be achieved today.



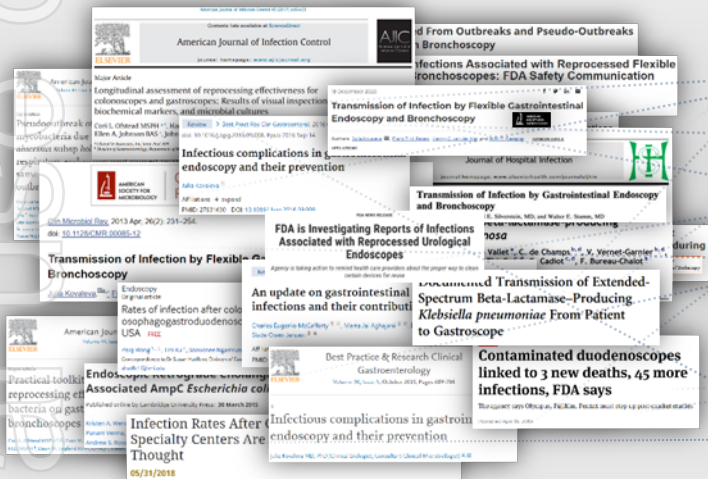
MAJOR GROWTH DRIVERS
Aging population
Increasing incidence of colorectal cancer
Various national-level screening programs

A RECOGNISED RISK

Reusable endoscopes have been associated with infections and reprocessing failures across all endoscope types.

THERE ARE MANY WELL-DOCUMENTED INSTANCES OF...

INFECTION OUTBREAKS...

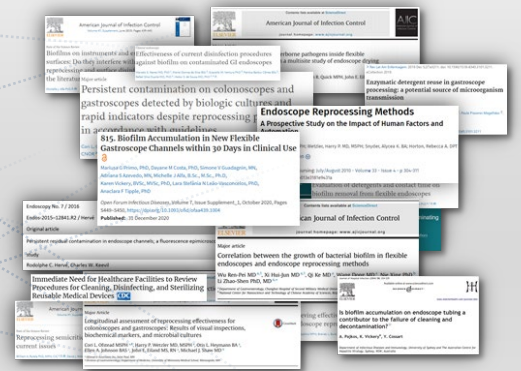


FDA MAUDE database¹

Increase in adverse event reports relating to endoscope reprocessing, 2014 to 2021

- COLONOSCOPES 36x
- GASTROSCOPES 87x
- BRONCHOSCOPES 5x
- UROLOGICAL SCOPES 22x
- DUODENOSCOPES 9x
- HUMAN FACTORS
- BIOFILM
- REPROCESSING FAILURE
- ...

...AND REPROCESSING ISSUES



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.

- ECRI Institute, 2018²

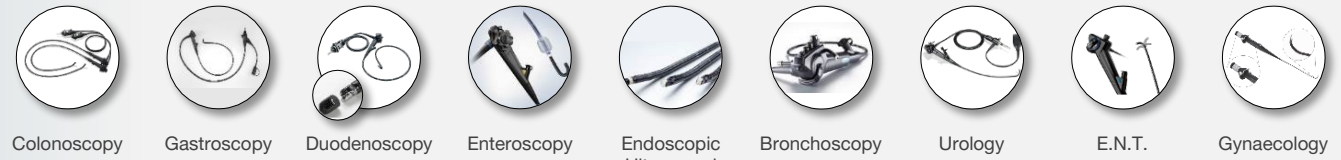


...ACROSS ALL MAJOR SCOPE TYPES INDICATING A SIGNIFICANT UNMET NEED WITH CURRENT METHODS.

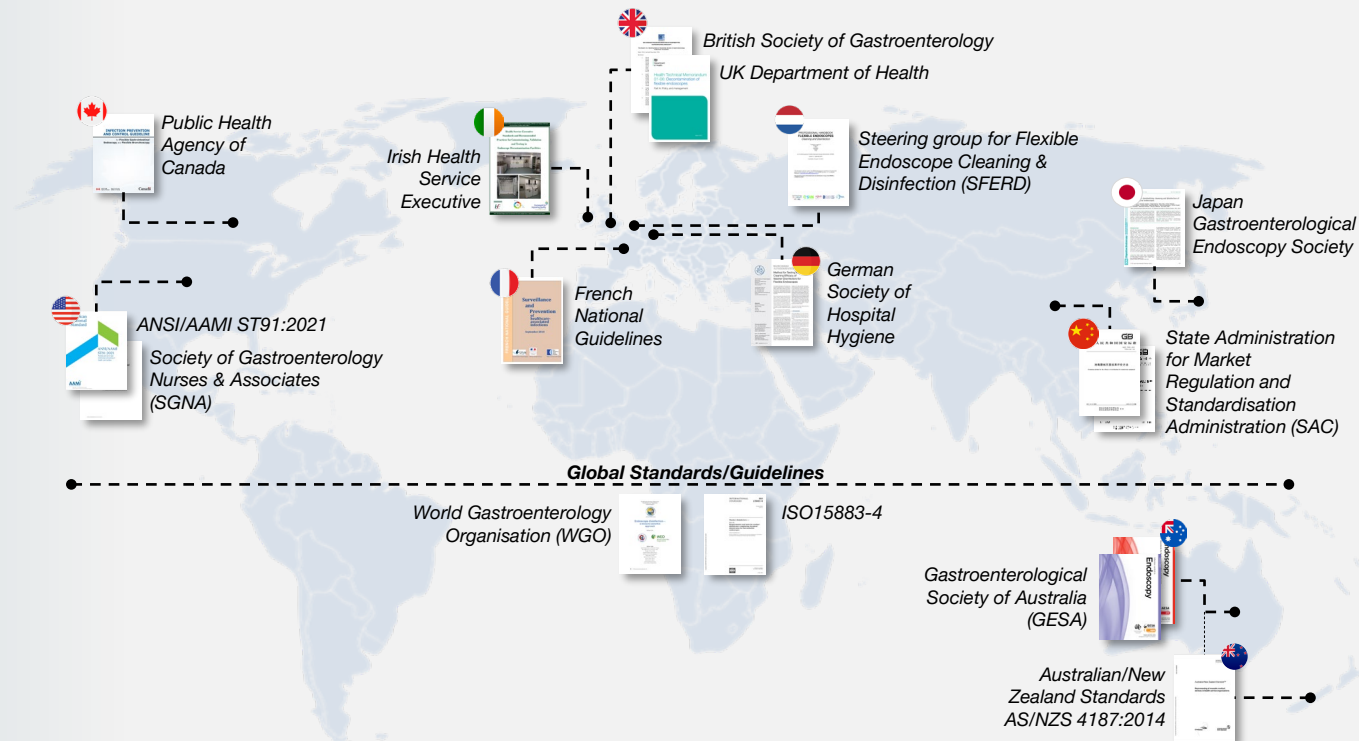
Endoscope reprocessing is an **established global practice**

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.

LARGE VARIETY OF ENDOSCOPES FOR COMPLEX CLINICAL PROCEDURES...



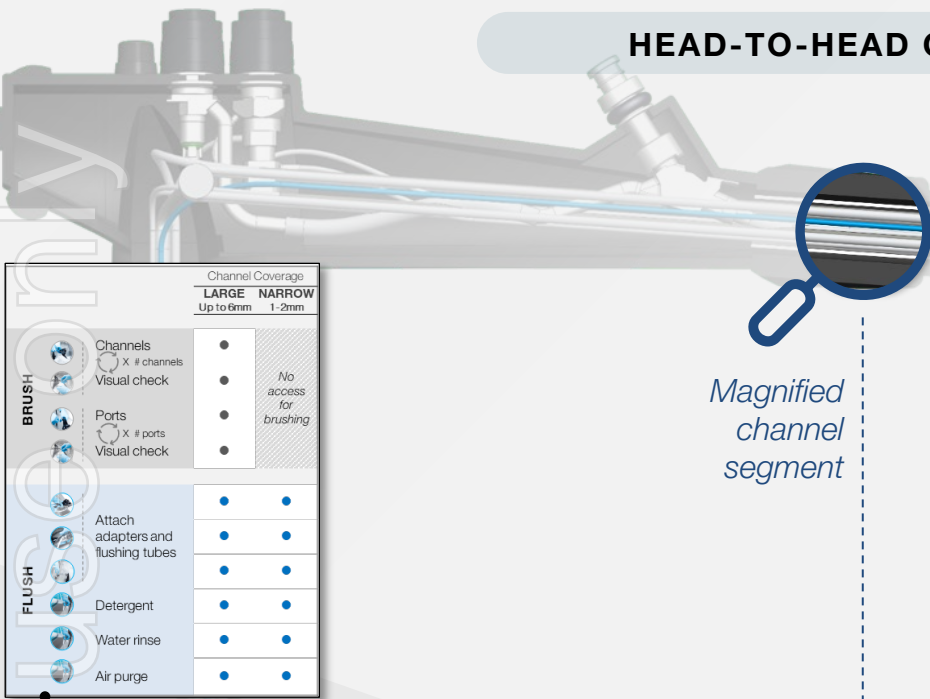
...WITH STRONG FUNDAMENTALS AND STANDARDS FOR REPROCESSING



SUPERIOR BIOFILM REMOVAL

CORIS® technology delivers far superior efficacy over manual cleaning in removing biofilm from small channels that cannot be brushed today.

HEAD-TO-HEAD CLEANING TEST ON A SIMULATED NARROW CHANNEL



Channel Coverage		No access for brushing
LARGE	NARROW	
Up to 6mm	1-2mm	
BRUSH	Channels X # channels Visual check	•
	Ports X # ports Visual check	•
	Attach adapters and flushing tubes	•
FLUSH	Detergent	•
	Water rinse	•
	Air purge	•

Magnified channel segment

- 1 **SIMULATE NARROW CHANNEL**
Auxiliary channel conditions: 1.5 mm diameter, 3.6 m length, PTFE material
- 2 **SIMULATE CLINICAL CONDITIONS**
Biofilm grown across entire channel length (stained purple) to simulate clinical conditions
- 3 **RUN HEAD-TO-HEAD CLEANING TEST**
Simultaneously run manual cleaning cycle and CORIS® cleaning cycle **across entire 3.6 m channel length**



Unsoiled channel



Channel stained (purple) with biofilm

Results shown below for a random segment of the total channel

Manual Cleaning

Performed in strict accordance with endoscope manufacturer instructions.



CORIS®

Automated cleaning cycle with CORIS® revolutionary mode of action.



“CORIS® is being designed as a global solution ultimately to be used across all channeled flexible endoscope types.

The CORIS® technology continues to advance with the Company targeting progressive market introductions aligned with regulatory approvals, with the first introduction targeted for calendar 2023 and likely to be in Australia and/or Europe.”

- Michael Kavanagh

VARYING REGULATORY REQUIREMENTS

United States Food and Drug Administration (FDA)

Acceptance into the FDA Safer Technologies Program (STeP)

Products accepted into this program are reasonably expected to significantly improve the safety of currently available treatments. The goal of STeP is to provide patients and healthcare providers with timely access to these medical devices by expediting their development, assessment and review while preserving the statutory standards for approval. Through the program the FDA provides sponsors of devices with additional review resources, facilitating more interactive and timely communication through the submission review process.



De novo Regulatory Pathway

In the United States, CORIS® represents a disruptive innovation. As such, there is no existing predicate device like it on the market. As a completely novel technology platform, CORIS® will be subject to the FDA de novo clearance pathway thus setting a new benchmark and creating an entirely new category for endoscope cleaning.

Regulatory bodies for other markets



EUROPEAN MEDICINES AGENCY
SCIENCE MEDICINES HEALTH



国家药品监督管理局
National Medical Products Administration



Australian Government
Department of Health
Therapeutic Goods Administration

COMMERCIAL READINESS ACTIVITIES UNDERWAY

Nanosonics is ramping up activities across a range of commercialisation requirements, including:



INCREASED
CAPACITY WITH
MOVE TO NEW HQ



STRATEGIC
SOURCING
AGREEMENTS



MANUFACTURING
SITE READINESS



INTELLECTUAL
PROPERTY
PROTECTION



CLINICAL STUDY
PREPARATION

personal use only

nanosonics

THANK YOU



**Infection
Prevention.
For Life.**

2022 ANNUAL GENERAL
MEETING

FORMAL BUSINESS



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Re-election of a director – Ms Marie McDonald



Resolution: That Ms Marie McDonald, who retires as a Director pursuant to the Company’s Constitution and, being eligible, offers herself for re-election, be re-elected a Director.

Proxy votes received		Number	%
For	:	182,068,799	98.87
Against	:	1,719,294	0.93
Discretion	:	369,292	0.20
Abstained/Excluded	:	137,882	-

Remuneration Report

Resolution: That the Remuneration Report for the financial year ended 30 June 2022 be adopted.

Proxy votes received		Number	%
For	:	167,807,350	96.38
Against	:	5,921,500	3.40
Discretion	:	387,656	0.22
Abstained/Excluded	:	10,173,310	-

RESOLUTION 3

Issue of 21,871 Service Rights to the Chief Executive Officer and President, Mr. Michael Kavanagh, under the 2022 Short Term Incentive (2022 STI)

Resolution: That approval be given for all purposes under the Corporations Act 2001 (Cth) and the ASX Listing Rule 10.14 for the issue of 21,871 Service Rights to Mr Michael Kavanagh under the Nanosonics Omnibus Equity Plan (**Omnibus Plan**) in respect of the 2022 STI, on the terms set out in the Explanatory Notes accompanying this Notice of Meeting and in accordance with the Rules of the Omnibus Plan (as amended from time-to-time).

Proxy votes received		Number	%
For	:	179,711,932	97.95
Against	:	3,365,489	1.84
Discretion	:	387,873	0.21
Abstained/Excluded	:	829,973	-

RESOLUTION 4

Issue of 283,930 Share Appreciation Rights and 231,914 Performance Rights to the Chief Executive Officer and President, Mr. Michael Kavanagh, under the 2022 Long-Term Incentive (2022 LTI)

Resolution: That approval be given for all purposes under the Corporations Act 2001 (Cth) and the ASX Listing Rule 10.14 for the issue of 283,930 Share Appreciation Rights and 231,914 Performance Rights to Mr Michael Kavanagh under the Omnibus Plan in respect of the 2022 LTI, on the terms set out in the Explanatory Notes accompanying this Notice of Meeting and in accordance with the Rules of the Omnibus Plan (as amended from time-to-time).

Proxy votes received		Number	%
For	:	161,409,649	87.98
Against	:	21,650,290	11.81
Discretion	:	384,402	0.21
Abstained/Excluded	:	850,926	-

RESOLUTION 5

Issue of securities under the Nanosonics Omnibus Equity Plan

Resolution: That, for the purposes of ASX Listing Rule 7.2, Exception 13, and for all other purposes, approval be given for the issue of securities under the Omnibus Equity Plan (**Omnibus Plan**) on the terms described in the Explanatory Notes accompanying this Notice of Meeting.

Proxy votes received	Number	%
For	159,254,271	87.06
Against	23,282,327	12.73
Discretion	384,727	0.21
Abstained/Excluded	1,368,491	-

Issue of securities under the Nanosonics Global Employee Share Plan

Resolution: That, for the purposes of ASX Listing Rule 7.2, Exception 13 and for all other purposes, approval be given for the issue of securities under the Global Employee Share Plan (**Global Plan**) on the terms described in the Explanatory Notes accompanying this Notice of Meeting.

Proxy votes received		Number	%
For	:	159,580,101	87.22
Against	:	22,995,823	12.57
Discretion	:	385,583	0.21
Abstained/Excluded	:	1,328,309	-

RESOLUTION 7

Increase in maximum aggregate Non-Executive Directors' Remuneration

Resolution: That for the purposes of Clause 22.1 of the Company's Constitution and ASX Listing Rule 10.17, the maximum aggregate remuneration payable to Non-Executive Directors in any financial year be increased by \$200,000 from \$1,000,000 to \$1,200,000.

Proxy votes received		Number	%
For	:	174,126,975	99.34
Against	:	793,628	0.45
Discretion	:	382,588	0.21
Abstained/Excluded	:	8,992,076	-

How to ask a question

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- Select the topic your question relates to from the drop-down list
- Type your question in the text box and **press** the send button
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How to vote

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- To vote, select either For, Against or Abstain
- You will see a vote confirmation
- To change or cancel your vote “click here to change your vote” at any time until the poll is closed

The screenshot displays a web interface for a virtual meeting. At the top, there is a navigation bar with four icons: a monitor for 'Broadcast', a document with a red '1' for 'Vote' (which is the active tab), a speech bubble for 'Q & A', and a folder for 'Documents'. Below this bar, a grey header box contains the text 'Items of Business'. The first item is '2A Re-elect Mr Sam Sample as a Director'. Below this item are three buttons: 'FOR', 'AGAINST', and 'ABSTAIN'. The second item is '2B Re-elect Ms Jane Citizen as a Director'. Below this item is a confirmation box with a green checkmark icon, the text 'We have received your vote For', and a link that says 'Click here to change your vote.'.

How to ask a question

- To ask a written question select the Q & A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and **press** the send button
- To ask a verbal question follow the instructions below the broadcast window.

The screenshot shows a user interface with four tabs: Broadcast, Vote, Q & A, and Documents. The 'Q & A' tab is selected and highlighted with a purple underline. Below the tabs is a large text box labeled 'Your question(s)'. Below this is a smaller text box with a 'Send' button. The text 'You may enter a question using the field below.' is displayed above the smaller text box. Below the smaller text box is a dropdown menu labeled 'Select Topic' and a character count '0 character(s)'. The text 'Questions are limited to 2000 characters.' is displayed above the character count.

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