



Infection Prevention For Life

2023 ANNUAL GENERAL MEETING

FRIDAY, 3 NOVEMBER 2023

Nanosonics
Building A, Level 1, 11 Talavera Road
Macquarie Park NSW 2113



Acknowledgement of Country

We acknowledge the traditional owners of the various lands in which we meet today and pay respects to all Aboriginal Elders, past and present, and acknowledge today's Aboriginal communities who are the custodians of these lands.

Board of Directors



STEVEN SARGENT
NON-EXECUTIVE CHAIRMAN



MICHAEL KAVANAGH
CEO AND PRESIDENT



MARIE MCDONALD
NON-EXECUTIVE DIRECTOR



DR DAVID FISHER
NON-EXECUTIVE DIRECTOR



DR LISA MCINTYRE
NON-EXECUTIVE DIRECTOR



GEOFF WILSON
NON-EXECUTIVE DIRECTOR



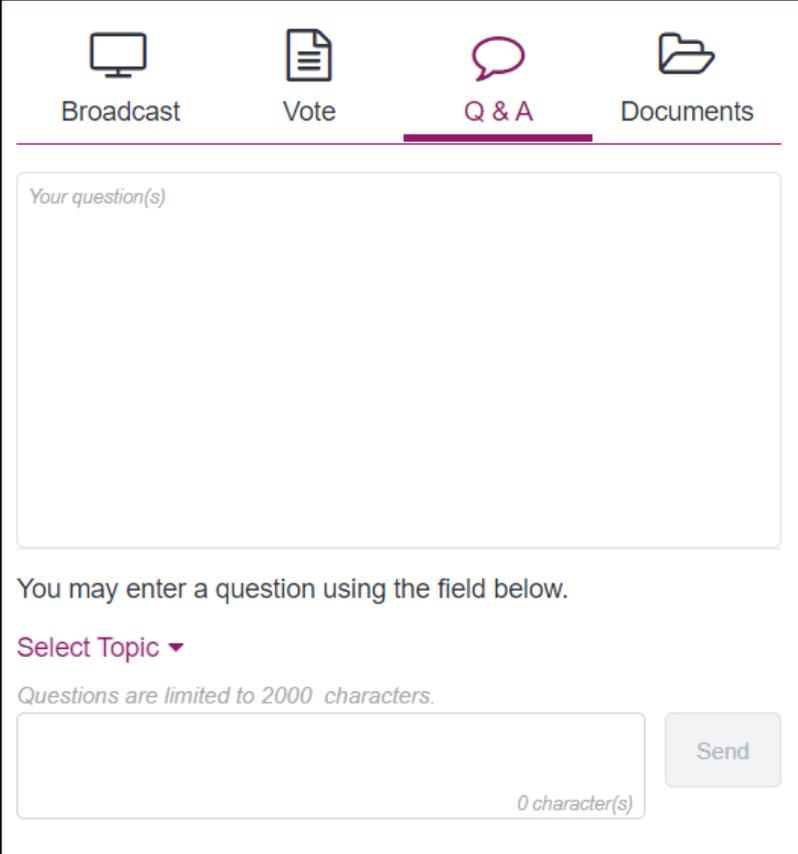
DR TRACEY BATTEN
NON-EXECUTIVE DIRECTOR



DR LARRY MARSHALL
NON-EXECUTIVE DIRECTOR

How to ask a question

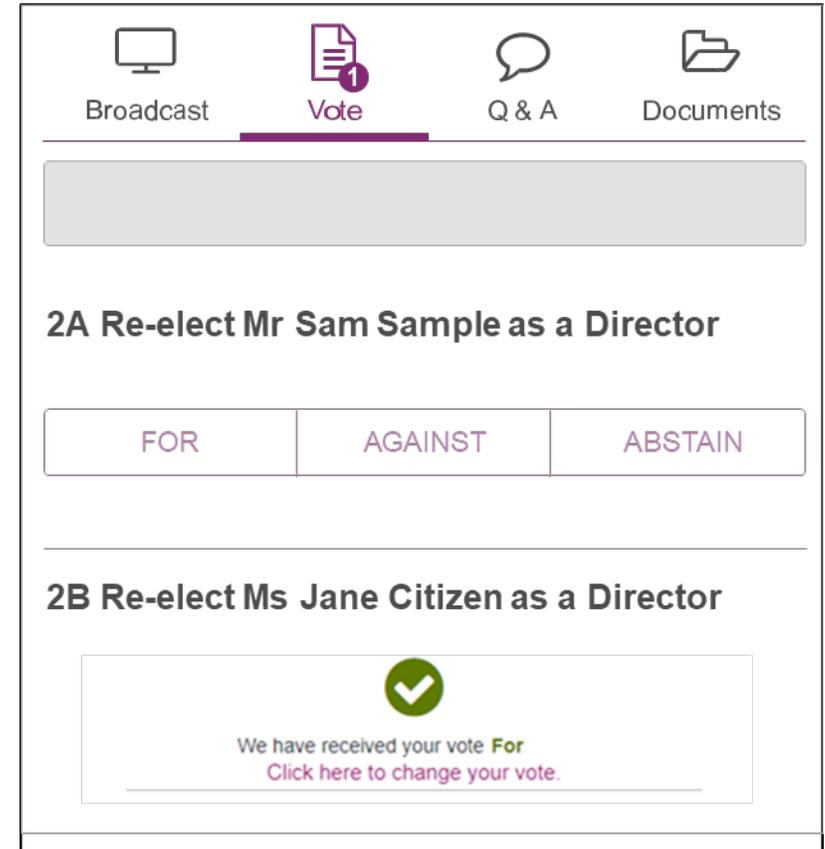
- To ask a written question select the Q & A icon
- Select the topic your question relates to from the drop-down list
- Type your question in the text box and **press** the send button
- To ask a verbal question follow the instructions below the broadcast window.



The screenshot shows the Nanosonics interface with four navigation options: Broadcast, Vote, Q & A (selected), and Documents. Below the navigation bar is a large text input field labeled "Your question(s)". Below this field is a smaller text input field with a "Send" button. The smaller field has a character count of "0 character(s)" and a note that "Questions are limited to 2000 characters." A dropdown menu labeled "Select Topic" is positioned above the smaller text field.

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



Chairman's Address

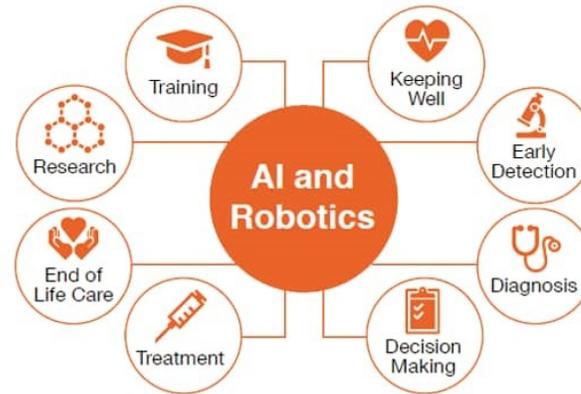
Steve Sargent

Trends



CUSTOMER BUDGETARY PRESSURES

Costs are rising at a faster rate than revenue sources and governments have **increasing budgetary pressures**. Additionally, workforce shortage issues are exacerbating these financial pressures.



DIGITISATION & AUTOMATION

The digital world is permeating all aspects of healthcare; **replacing arcane documentation and records**, delivering virtual diagnostics through remote monitoring, and harnessing **big data to optimize decision making**.



HEALTHCARE ACQUIRED INFECTION AWARENESS

COVID-19 has fundamentally changed the priorities and behaviors of governments and healthcare providers, **increasing their awareness of infection control**.

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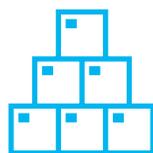


DR TRACEY BATTEN
NON-EXECUTIVE DIRECTOR



DR LARRY MARSHALL
NON-EXECUTIVE DIRECTOR

FY23 highlights



GLOBAL INSTALLED
BASE

32,450



9%

IN LAST 12 MONTHS



GLOBAL TOTAL
UNITS¹

4,410



8%

VS. FY22



TOTAL
REVENUE

\$166.0^m



38%

VS. FY22

30% cc²



CONSOLIDATED
PROFIT
BEFORE TAX

\$21.6^m



1,250%

VS. FY22

1. Global total units comprises new installed base units and upgrades including MES units in the UK.
2. 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. The average exchange rate used for the Company's major foreign currency (USD) for the year was 0.6731 (2022:0.7283).

FY23 Sustainability highlights

We see Sustainability or ESG as being strongly aligned with our Mission and Purpose. It is not just related to our longer-term sustainable growth, but rather it is fundamental to having a sustainable, commercial business that adds value in the communities in which we operate in the longer term.





Our Mission

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.

Thank you

CEO & President's Address

Michael Kavanagh



Our Mission

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by transforming the way infection prevention practices are understood and conducted and introducing innovative technologies that deliver improved standards of care.

Key Highlights



Michael Kavanagh
CEO & President

“The 2023 financial year has been another year of significant achievement. The trophon business continued to expand globally delivering excellent sales growth and profitability. Our commitment to ongoing investment in the drivers of future growth through geographical expansion and Research and Development also continued with the Company successfully executing several key strategic priorities throughout the year.”

Revenue of \$166.0 million, up 38% on prior corresponding period (30% in constant currency¹).

- Capital revenue of \$54.2 million, up 44% on prior corresponding period.
- Consumables and service revenue of \$111.8 million, up 35% on prior corresponding period.

Total trophon^{®2} units placed of 4,410 up 8% on prior corresponding period

- Global installed base up 9% (2,600 units) on prior corresponding period to 32,450 units.
- trophon2 upgrades of 1,810 units, up 81% on prior corresponding period

Gross profit margin of 78.7% compared with 76.4% in prior corresponding period reflecting favourable capital and consumables pricing in North America associated with the transition to direct sales model and favourable foreign exchange.

Continued investment in growth strategy with operating expenses of \$114.2 million up 26% on prior corresponding period. Operating expenses includes \$29.5 million associated with R&D.

Operating profit before tax of \$21.6 million compared with \$1.6 million in prior corresponding period.

Free cash flow for the year of \$19.8 million, with **Cash and cash equivalents** of \$112.2 million at 30 June 2023.

New **CORIS[®]** technology progressed against key milestones².

1. 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. The average exchange rate used for the Company's major foreign currency (USD) for the year was 0.6731 (2022:0.7283).

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

Profit and Loss Summary

\$ millions	FY23	FY22	Change %	
Capital revenue	54.2	37.7	▲	44%
Consumable/service revenue	111.8	82.6	▲	35%
Revenue	166.0	120.3	▲	38%
Gross profit	130.6	91.9	▲	42%
%	78.7%	76.4%		
Operating expenses				
Selling and general	(60.9)	(47.9)	▲	27%
Admin	(23.7)	(20.3)	▲	17%
Research and development	(29.5)	(22.3)	▲	32%
Other income	1.3	0.5	▲	160%
Other gains / (losses)-net	1.8	(0.1)		
Earnings before interest and tax	19.6	1.8	▲	989%
Finance income / (expense)-net	2.0	(0.2)		
Profit before income tax	21.6	1.6	▲	1,250%
Income tax (expense) / benefit	(1.7)	2.1		
Profit after income tax	19.9	3.7	▲	438%

HIGHLIGHTS

- Revenue of \$166.0 million, up 38% on prior corresponding period (30% in constant currency¹).
 - Capital revenue of \$54.2 million up 44% on prior period.
 - Consumables and service revenue of \$111.8 million up 35% on prior corresponding period.
- Gross profit margin of 78.7% compared with 76.4% in prior corresponding period.
- Operating expenses of \$114.2 million, up 26% on prior corresponding period.
- Operating profit before tax of \$21.6 million compared with \$1.6 million in prior corresponding period.
- Net finance income of \$2.0 million reflects higher interest earned with increased interest rates and higher cash balance during the year.
- Other income for the year was \$1.3 million, up \$0.8 million compared with prior corresponding period, with the increase mainly attributable to the NSW Jobs Plus Program.

1. 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.

Unaudited Pro forma Profit and Loss

A significant proportion of the Company's operating expenses are associated with future earning opportunities from new product development and expansion. Presented below is the profitability profile of the current core trophon business without those product expansion investments.

Excluding operating expenses of approximately \$22.4 million¹ associated with the development and commercialisation preparation of the CORIS technology, the profit before tax of the current trophon business in FY23 was approximately \$44.0 million.¹

\$ million	FY23	FY22	% Change	
Revenue	166.0	120.3	▲	38%
Gross profit	130.6	91.9	▲	42%
%	78.7%	76.4%		
Operating expenses	(91.7)	(76.1)	▲	20%
Operating expenses as a % of sales	55.2%	63.3%		
Operating Margin	38.9	15.8	▲	146%
Other income	1.3	0.5	▲	160%
Other gains/(losses)-net	1.9	(0.1)		
Earnings before interest and taxes	42.1	16.2	▲	160%
Finance income-net	2.0	(0.2)		
Operating profit before tax	44.0	16.0	▲	175%
Income tax expense ²	(11.5)	(4.1)	▲	180%
Profit after income tax	32.5	11.8	▲	175%

This includes all operating and investment costs associated with developing emerging trophon markets that do not currently contribute significantly to revenue as well as R&D associated with the trophon technology roadmap.

As the trophon business continues to grow, improvements in operating leverage are being achieved with operating expenses as a percentage of sales reducing to 55.2% in FY23 from 63.3% in FY22.

The pro forma profit before tax of \$44.0 million in FY23 represents 26.5% of revenue demonstrating the strong underlying profitability of the stand-alone trophon business.¹

After adjusting for the after-tax impact of the CORIS investments, the return on equity of the trophon business is approximately 22%.³

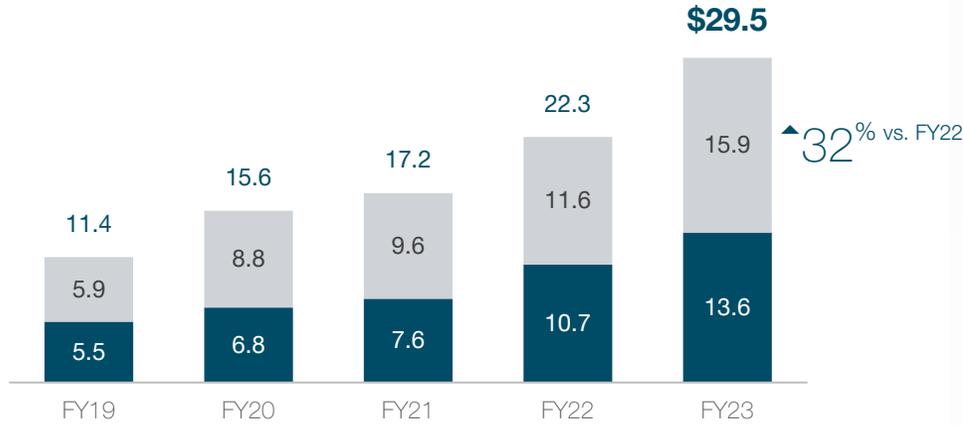
1. The pro forma profit and loss statement is unaudited and reflects total Company results less operating costs associated with new product development and commercialisation. Operating costs reflect unaudited management allocation estimates where resources are shared between trophon and new product development and commercialisation. The pro forma profit and loss statement also includes income received from the Jobs Plus Program.
2. Effective income tax expense for the trophon business is the difference between the total Company income tax less tax benefit attributable to CORIS investments which was calculated by applying Australian corporate tax rate and the maximum R&D tax offset rate.
3. Return on equity is calculated based on the pro forma profit after income tax of the trophon business divided by the average equity for FY23.

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

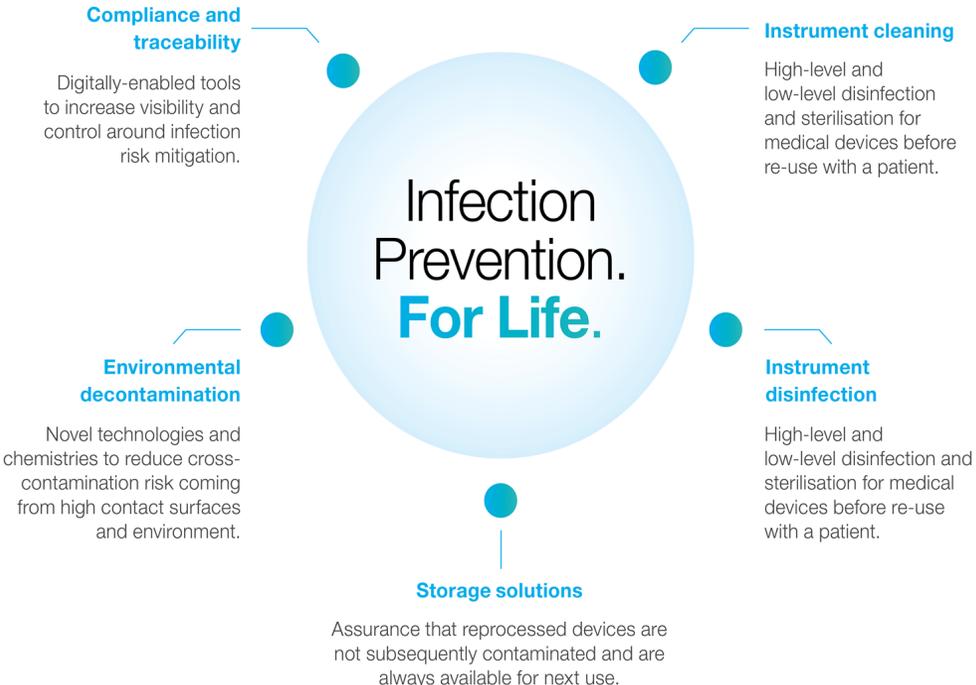
Global, \$m



Research and development continues to be a cornerstone of the future growth of the Company.

During the year the Company invested \$29.5 million in R&D, up 32% compared with the prior corresponding period.

FIVE CORE AREAS OF R&D FOCUS



KEY CAPABILITIES

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

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

How the Company has evolved

	2019	2023		
REVENUE² (\$m)	\$ 84	\$ 166	↑ 97%	• Strong growth momentum continued at 15% CAGR
	15% CAGR			
CHANNEL MIX (%)	<div style="display: flex; justify-content: space-around;"> <div style="background-color: #4a90e2; color: white; padding: 2px 5px;">42%</div> <div style="background-color: #34495e; color: white; padding: 2px 5px;">58%</div> </div> <small>Direct Distributor</small>	<div style="display: flex; justify-content: space-around;"> <div style="background-color: #4a90e2; color: white; padding: 2px 5px;">91%</div> <div style="background-color: #34495e; color: white; padding: 2px 5px;">9%</div> </div> <small>Direct Distributor</small>	↑ 116% <small>(direct)</small>	• North America operation moved largely to direct.
INSTALLED BASE (ending)	20,930	32,450	↑ 55%	• Global total installed base grew to 32,450
# PATIENTS PROTECTED (annually)	18 million	26 million	↑ 44%	• Over 26 million patients are protected every year from the risk of ultrasound probe cross contamination.
FACILITIES FOOTPRINT (sqm)	>5,500	>10,500	↑ 92%	• Global HQ has 2x manufacturing compacity, 3x laboratory space, 400+ employee capacity
R&D INVESTMENTS (\$m)	\$ 11.4	\$ 29.5	↑ 159%	• Commitment to innovation. R&D supports the trophon franchise as well as new product categories like CORIS in endoscopy reprocessing.
# PATENTS (ending)	29	49	↑ 69%	• Established patent families grew to 49.
# EMPLOYEES (ending)	286	482	↑ 69%	• Over 30 different nationalities, with 45% female. 40% senior leader positions also held by females.

Source: Nanosonics Analysis, data from 30 June 2019 to 30 June 2023.

Our Strategic Pillars

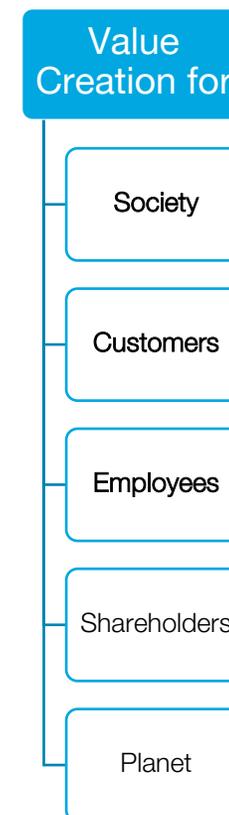
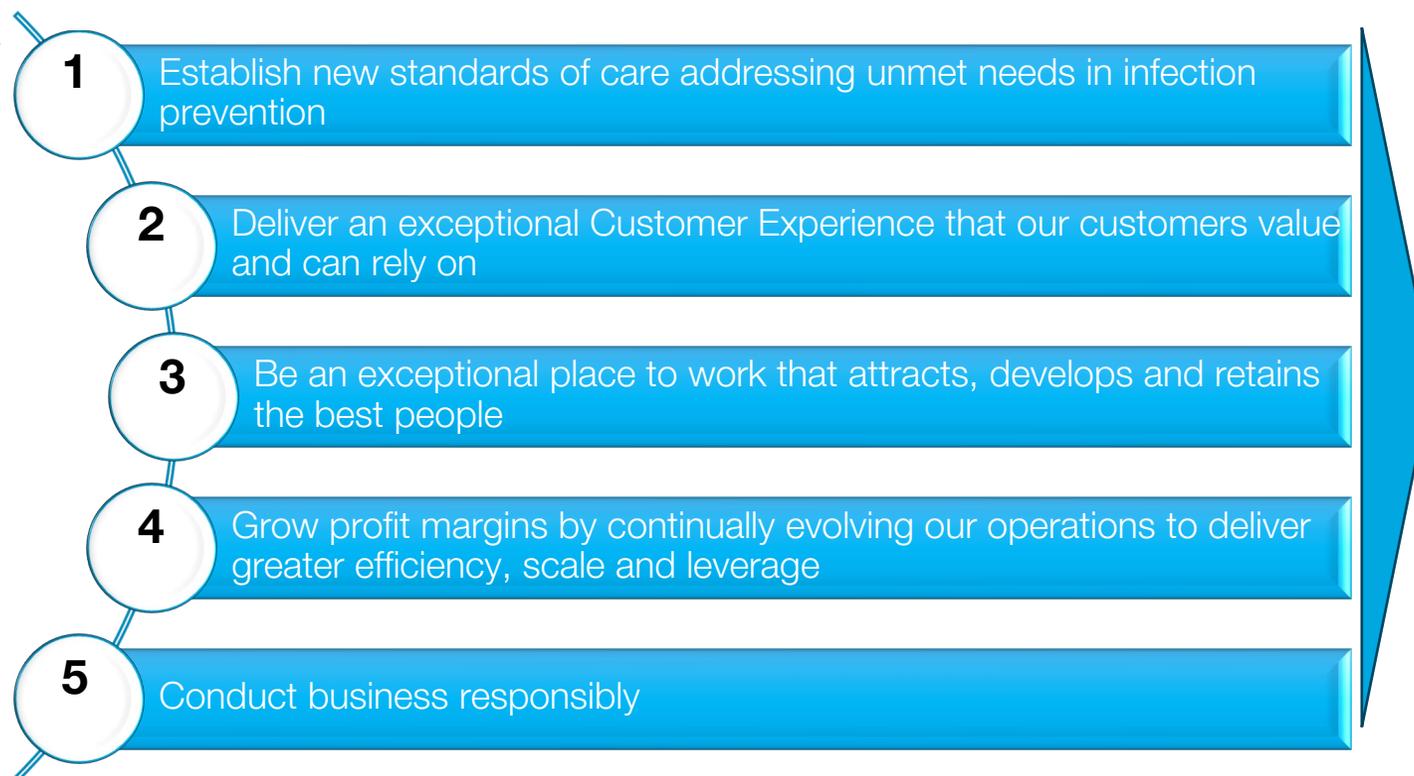
We have defined 5 Strategic Pillars aligned with our mission that guide the organisational strategies to deliver value creation for society, customers, employees, shareholders and the planet.

Our Mission

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.



Our Strategic Pillars

Establish new standards of care addressing unmet needs in infection prevention

- Continue to establish automated ultrasound reprocessing as standard of care and deliver innovations that maintain Nanosonics leadership in the category.
- Launch and establish CORIS as the new standard of care in the cleaning phase of endoscope reprocessing.
- Expand our product portfolio through organic R&D investment, M&A, Licencing, & distribution opportunities.

Deliver an exceptional Customer Experience that our customers value and can rely on

- Provide ongoing clinical and educational support to our customers
- Ensure a customer centric approach to all we do based on mutual respect, collaboration, mutual benefit.
- Grow our technical service business.

Be an exceptional place to work that attracts, develops and retains the best people

- Ensure we have a strong employee value proposition to attract and retain diverse talent to deliver on our business priorities.
- Develop internal capability and enable career development across the organisation.

Grow profit margins by continually evolving our operations to deliver greater efficiency, scale and leverage

- Continue to evolve our operations with scalable, compliant and performance focussed processes.
- Increase supply chain and manufacturing agility and implement policies and practices aimed at mitigating risks of disruption while managing COGS.

Conduct business responsibly

- Governance and Compliance
- DEI Strategy
- Environmental Impact Strategy

Significant Global 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



Strong Fundamentals

- Fundamentals for adoption strong with requirements for HLD in place.
- trophon installed base over 28,000 units and already in over 5,000 hospitals and clinics, including majority of luminary hospitals.
- FY23 was the first full year of operations of a largely direct sales model in North America with capital reseller agreements remaining in place with ultrasound OEMs.



EUROPE AND MIDDLE EAST

Installed Base Opportunity
40,000²
 UNITS



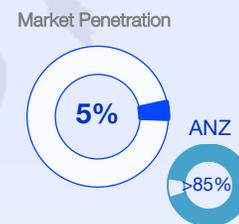
Strengthening Fundamentals

- 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.
- Established direct operation in Ireland
- A range of business models in place to support market requirements.



ASIA PACIFIC

Installed Base Opportunity
40,000²
 UNITS



Strengthening Fundamentals and Expanding Markets

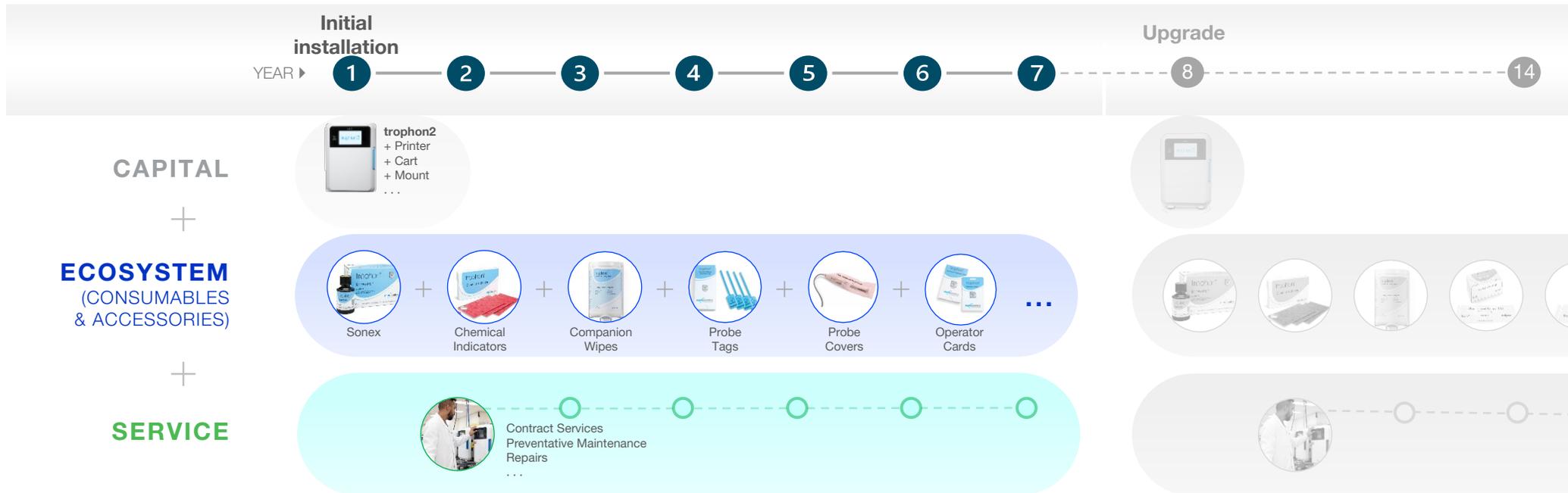
- Sales mainly in ANZ where market penetration is >85%.
- In Japan, the Company continues its investment in market development efforts to establish local high-level disinfection guidelines for the reprocessing of ultrasound transducers. A new infection control management bundle for ultrasound probe reprocessing in Obstetrics and Gynaecology was recently published by an advisory committee on infection control in Obstetrics and Gynaecology. This was recently presented at the Japanese Society of Infection Prevention and Control (JSIPC).
- In China, the necessary documentation for regulatory approval to market and sell trophon2 is now under review with the Chinese regulatory authorities.

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

2. 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.

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.

CORIS[®]

Transforming the cleaning
of flexible endoscopes

OUR NEXT INSTRUMENT REPROCESSING PRODUCT PLATFORM

CORIS[®] on track for FDA regulatory submission in Q3 FY24

United States Food and Drug Administration (FDA)

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.



De novo Regulatory submission on track for Q3 FY24



- Clinical In Use Study in Australia is currently underway
- Clinical Simulation Lab established in USA and Human Factors Study has commenced.

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

Product shown is a pre-production unit.

CORIS – International Conference Presentations



CORIS was recently presented at several international conferences highlighting best in class efficacy against toughened biofilm. Additional presentations are planned in 2024.



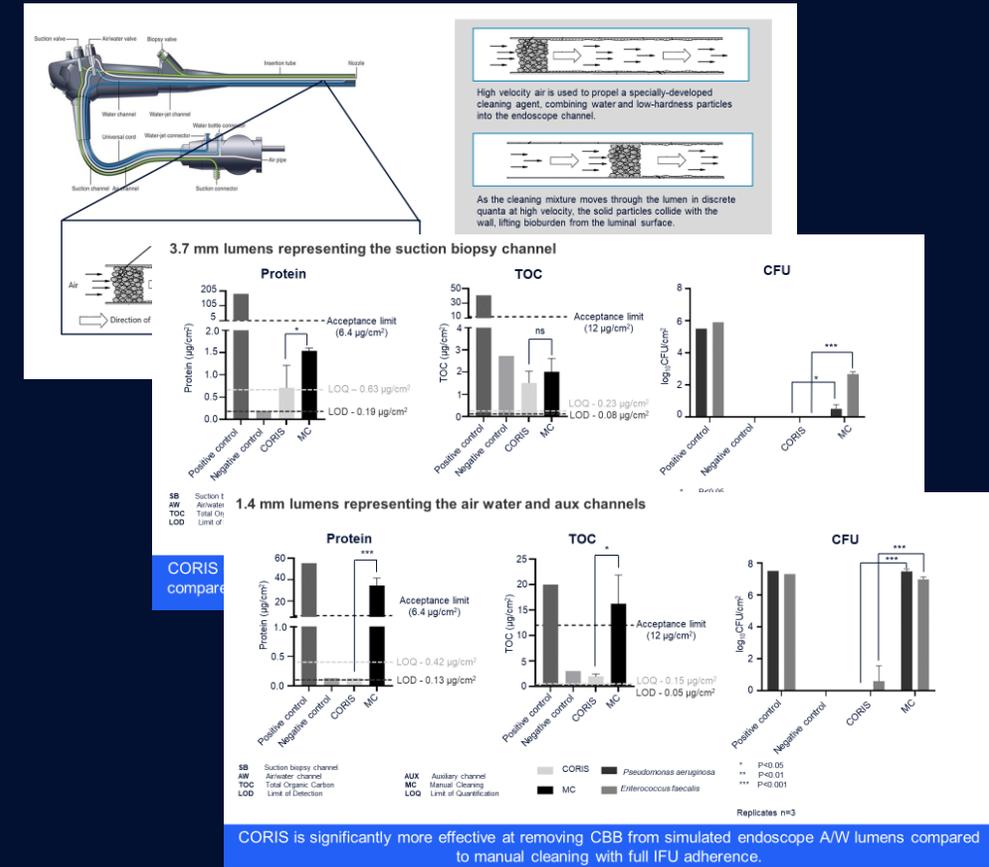
Association for Professionals in Infection Control and Epidemiology (APIC), USA, June 2023



Irish Decontamination Institute (IDI) Annual Meeting, Ireland, Oct 2023



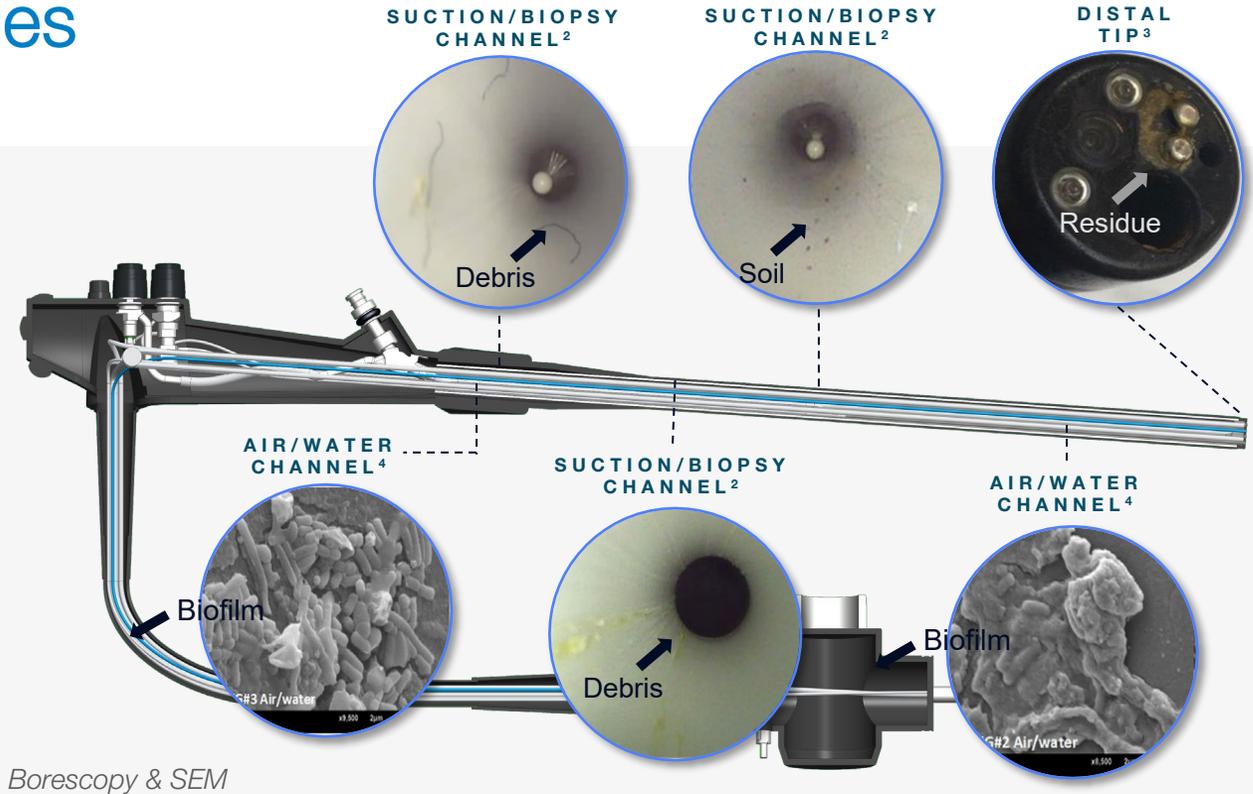
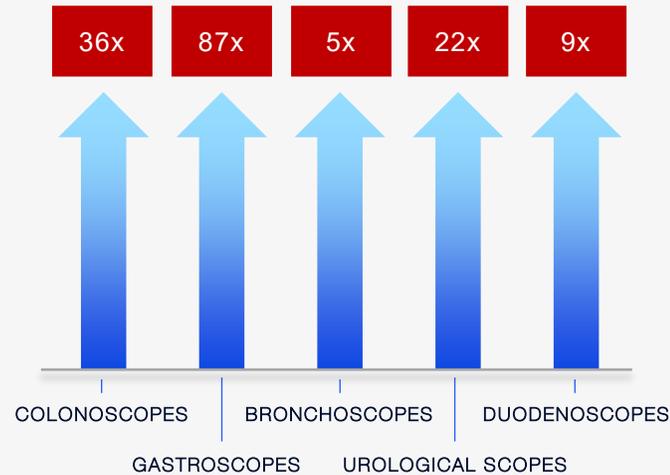
World Federation for Hospital Sterile Services (WFHSS) World congress, Brussels, Oct 2023



Reprocessing failures and infections have been reported across all major endoscope types

FDA MAUDE database

Increase in adverse event reports relating to endoscope reprocessing, 2014 to 2021¹



“Over the past few years, it has become apparent that contamination of patient-ready flexible endoscopes with multi-resistant bacteria is a world-wide problem that results in transfer of these organisms to patients resulting in long-term colonization and/or infection. Biofilm formation has been shown to contribute significantly to the persistence of such bacteria within endoscope channels... novel techniques for endoscope channel cleaning are urgently needed that efficiently remove biofilm accumulation.”

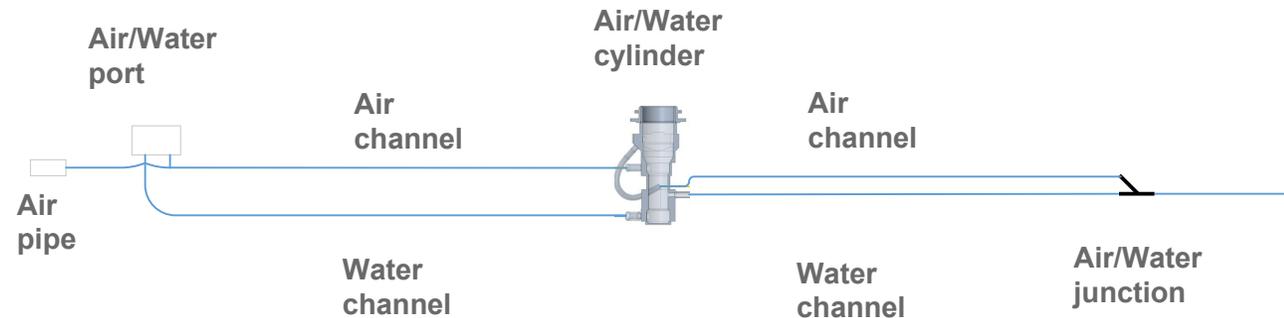
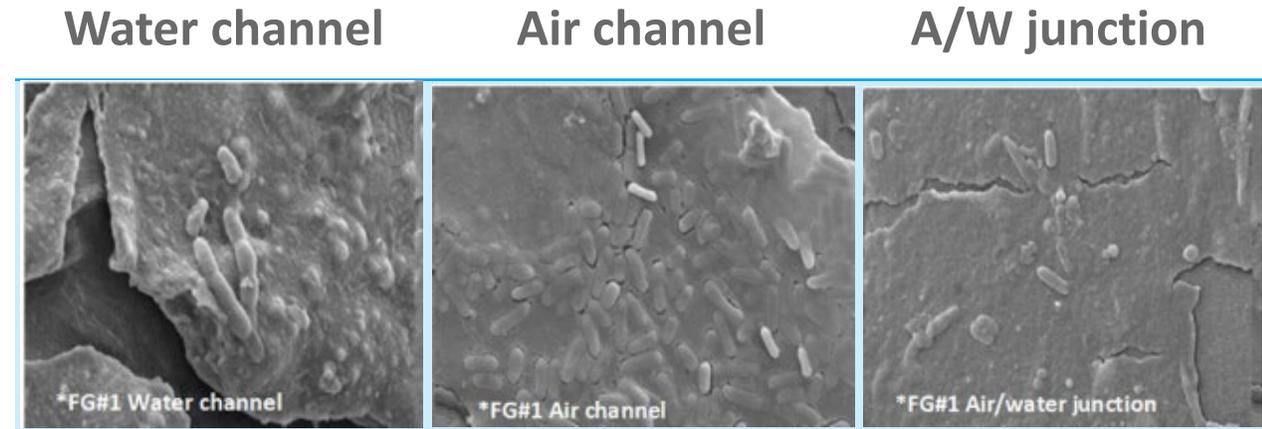
Michelle Alfa, PhD, FCCM, Clinical Microbiologist, International expert in biofilm and endoscope reprocessing

1. Muscarella, F. 2022. Contamination of Flexible Endoscopes and Associated Infections: A Comprehensive Review and Analysis of FDA Adverse Event Reports

Biofilm forms quickly in narrow channels and is resistant to removal

Phase	FG Identification and Time of Use	Type of Channel	Structural Damage	Biofilm	Other Residuals
Phase 3 FG channels after 60 d in use following the revised reprocessing protocol	FG #1, 60 d	Biopsy	+	~	+
		Water	NV	+	+
		Air ^a	+	+	+
		Junction	+	+	+
	FG #2, 60 d	Biopsy	+	~	+
		Water	NV	+	+
		Air	+	+	+
		Junction	NV	+	+
	FG #3, 60 d	Biopsy	+	~	+
		Water	+	+	+
		Air	NV	~	+
		Junction	NV	+	+

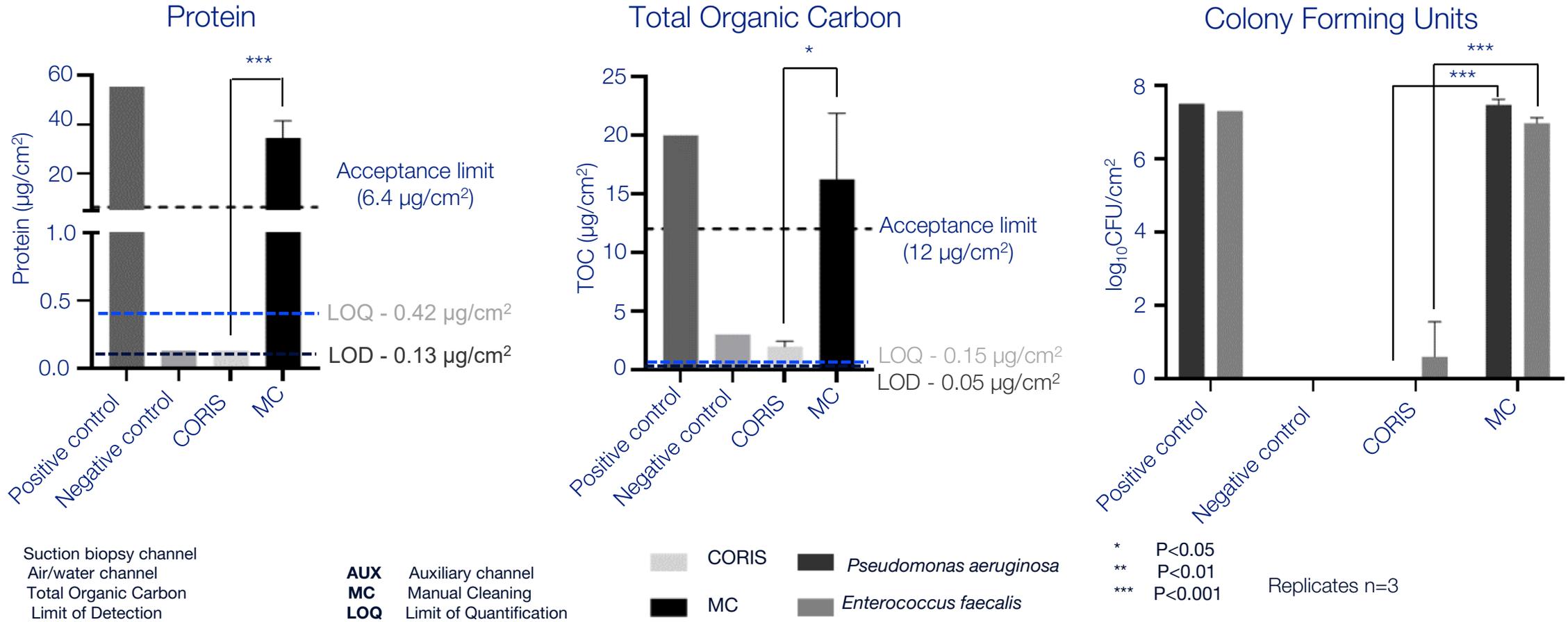
NV: channel surface not visible due to thick layer of biofilm and/or residual; +: Positive; ~: Suggestive of biofilm; FG: Flexible Gastroscope



Biofilm formed in A/W channels in just 60 days (30 days in some cases) and remained on all endoscopes, despite reprocessing.

CORIS Preliminary Results

1.4 mm lumens representing the air water and aux channels



CORIS is significantly more effective at removing cyclic build-up biofilm from simulated endoscope A/W lumens compared to manual cleaning with full IFU adherence.

Visual Removal of Biofilm

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



		Channel Coverage	
		LARGE	NARROW
		Up to 6mm	1-2mm
BRUSH	Channels X # channels Visual check	●	●
	Ports X # ports Visual check	●	●
<i>No access for brushing</i>			
FLUSH	Attach adapters and flushing tubes	●	●
	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



Unsoiled channel

2

SIMULATE CLINICAL CONDITIONS

Biofilm grown across entire channel length (stained purple) to simulate clinical conditions



Channel stained (purple) with biofilm

3

RUN HEAD-TO-HEAD CLEANING TEST

Simultaneously run manual cleaning cycle and CORIS® cleaning cycle **across entire 3.6 m channel length**

Results shown below for a random segment of the total channel

Manual Cleaning

Performed in strict accordance with endoscope manufacturer instructions.

BEFORE ▶



AFTER ▶



CORIS®

Automated cleaning cycle with CORIS® revolutionary mode of action.



◀ BEFORE



◀ AFTER



“.. it has become apparent that contamination of patient-ready flexible endoscopes with multi-resistant bacteria is a world-wide problem that results in transfer of these organisms to patients resulting in long-term colonization and/or infection. Biofilm formation has been shown to contribute significantly to the persistence of such bacteria within endoscope channels... There is no doubt that this new technology has the potential to greatly improve the effectiveness of flexible endoscope reprocessing.”

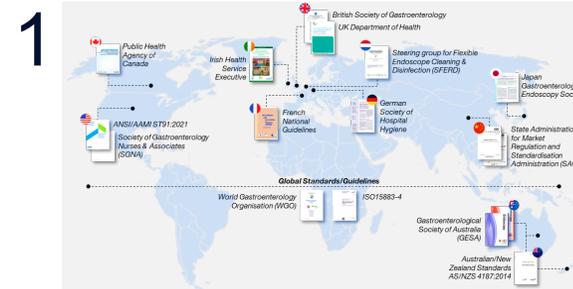
Michelle Alfa, PhD, FCCM, Clinical Microbiologist, International expert in biofilm and endoscope reprocessing



“To expect a human individual to perform over 100 steps to clean an object and expect that to be done perfectly every single time without any residue with no mistakes is unrealistic and it's not a possibility. Manual cleaning is a human element that we cannot control any longer.”

Laura Habighorst BSN RN CAPA CGRN NPD-BC, previous SGNA Board Member and Surgical Services Educator, USA

CORIS[®] represents a significant global opportunity



STRONG FUNDAMENTALS AND STANDARD FOR REPROCESSING#



AN ESTABLISHED AND GROWING ENDOSCOPY MARKET >60 million procedures growing at 6% annually#



EXPENSIVE AND INEFFECTIVE CURRENT STANDARD OF CARE

#References on file; available upon request.

1. Ofstead, C.L., Quick, M.R., Eiland, J.E. and Adams, S.J., 2017. A glimpse at the true cost of reprocessing endoscopes. International Association of Healthcare Central Service Material Management.

Thank you

Formal Business

RESOLUTION 1

Re-election of a Director, Dr Lisa McIntyre



DR LISA MCINTYRE
NON-EXECUTIVE DIRECTOR

To consider and, if thought fit, to pass the following ordinary Resolution:

That Dr Lisa McIntyre, who retires by rotation as a Director pursuant to the Company's Constitution and ASX Listing Rule 14.4, and being eligible, offers herself for re-election, be re-elected as a Director.

PROXY VOTES RECEIVED	NUMBER	%
For:	193,476,015	98.51
Against:	2,458,573	1.25
Discretion:	471,206	0.24
Abstained / Excluded:	50,384	-

RESOLUTION 2

Election of a Director, Dr Tracey Batten



DR TRACEY BATTEN
NON-EXECUTIVE DIRECTOR

To consider and, if thought fit, to pass the following ordinary Resolution:

That Dr Tracey Batten, who was appointed to fill a casual vacancy on the Board since the 2022 Annual General Meeting and retires in accordance with the Company's Constitution and ASX Listing Rule 14.4, and being eligible, offers herself for election, be elected as a Director.

PROXY VOTES RECEIVED	NUMBER	%
For:	195,838,482	99.72
Against:	81,682	0.04
Discretion:	476,206	0.24
Abstained / Excluded:	59,808	-

RESOLUTION 3

Election of a Director, Dr Larry Marshall



DR LARRY MARSHALL
NON-EXECUTIVE DIRECTOR

To consider and, if thought fit, to pass the following ordinary Resolution:

That Dr Larry Marshall, who was appointed to fill a casual vacancy on the Board since the 2022 Annual General Meeting and retires in accordance with the Company's Constitution and ASX Listing Rule 14.4, and being eligible, offers himself for election, be elected as a Director.

PROXY VOTES RECEIVED	NUMBER	%
For:	195,854,904	99.72
Against:	79,778	0.04
Discretion:	465,557	0.24
Abstained / Excluded:	55,939	-

Re-election of a Director, Mr Steven Sargent



STEVEN SARGENT
NON-EXECUTIVE CHAIRMAN

To consider and, if thought fit, to pass the following ordinary Resolution:

That Mr Steven Sargent, who retires by rotation as a Director pursuant to the Company's Constitution and ASX Listing Rule 14.4, and being eligible, offers himself for re-election, be re-elected as a Director.

PROXY VOTES RECEIVED	NUMBER	%
For:	188,364,580	95.92
Against:	7,547,564	3.84
Discretion:	472,879	0.24
Abstained / Excluded:	71,155	-

To consider and, if thought fit, to pass the following non-binding Resolution:

That the Remuneration Report for the financial year ended 30 June 2023 be adopted.

PROXY VOTES RECEIVED	NUMBER	%
For:	193,647,598	99.00
Against:	1,488,744	0.76
Discretion:	471,692	0.24
Abstained / Excluded:	848,144	-

RESOLUTION 6



Issue of 44,054 Service Rights to the Chief Executive Officer and President, Mr Michael Kavanagh, under the 2023 Short Term Incentive (2023 STI) under the Nanosonics Omnibus Equity Plan

To consider and, if thought fit, to pass the following ordinary 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 44,054 Service Rights to Mr Michael Kavanagh under the Nanosonics Omnibus Equity Plan (Omnibus Plan) in respect of the 2023 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:	192,046,145	98.16
Against:	3,133,883	1.60
Discretion:	477,706	0.24
Abstained / Excluded:	798,444	-

Adoption of the Nanosonics Equity Plan

To consider and, if thought fit, to pass the following non-binding Resolution:

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

PROXY VOTES RECEIVED	NUMBER	%
For:	192,008,376	98.18
Against:	3,100,279	1.58
Discretion:	465,421	0.24
Abstained / Excluded:	882,102	-

RESOLUTION 8

Issue of 385,140 Performance Rights to the Chief Executive Officer and President, Mr Michael Kavanagh, under the 2023 Long-Term Incentive (2023 LTI) under the Nanosonics Equity Plan



To consider and, if thought fit, to pass the following ordinary 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 385,140 Performance Rights to Mr Michael Kavanagh under the Nanosonics Equity Plan in respect of the 2023 LTI, if Resolution 7 is passed, otherwise pursuant to the Omnibus Plan, on the terms set out in the Explanatory Notes accompanying this Notice of Meeting and in accordance with the Rules of the relevant Plan (as amended from time-to-time).

PROXY VOTES RECEIVED	NUMBER	%
For:	191,570,454	97.93
Against:	3,581,887	1.83
Discretion:	476,206	0.24
Abstained / Excluded:	827,631	-

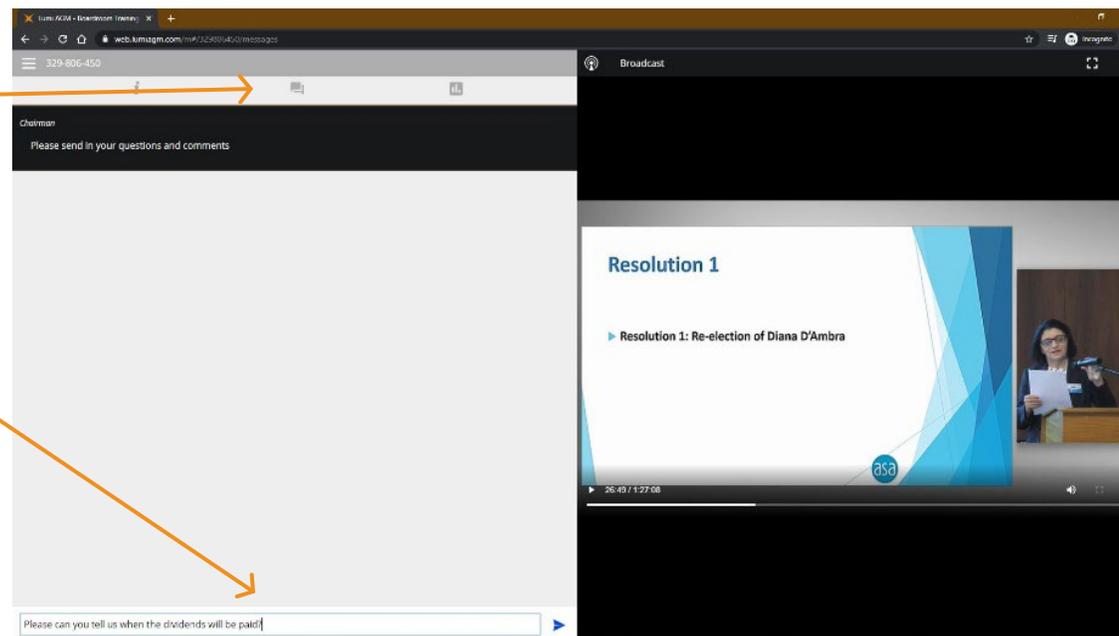
Online Attendees – Question Process

When the Question function is available, the Q&A icon will appear at the top of the app.



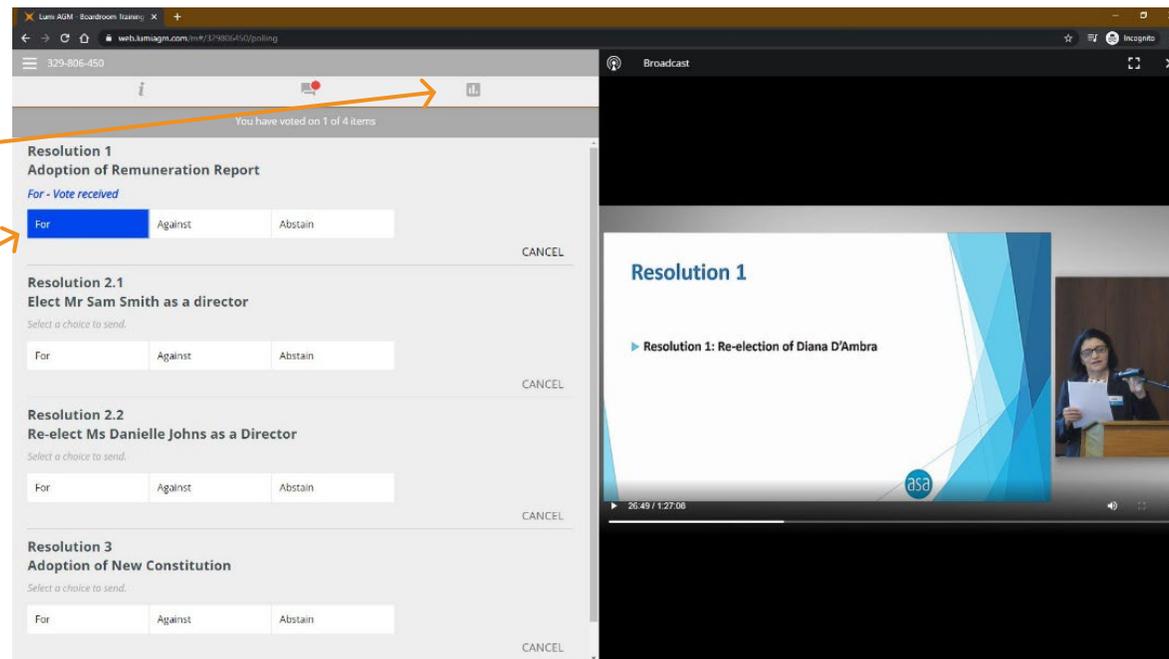
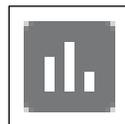
To send in a question, simply click in the 'Ask a question' box, type your question and the press the send arrow

Your question will be sent immediately for review



Online Attendees – Voting Process

When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen



To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.

There is no submit or send button, your selection is automatically recorded.

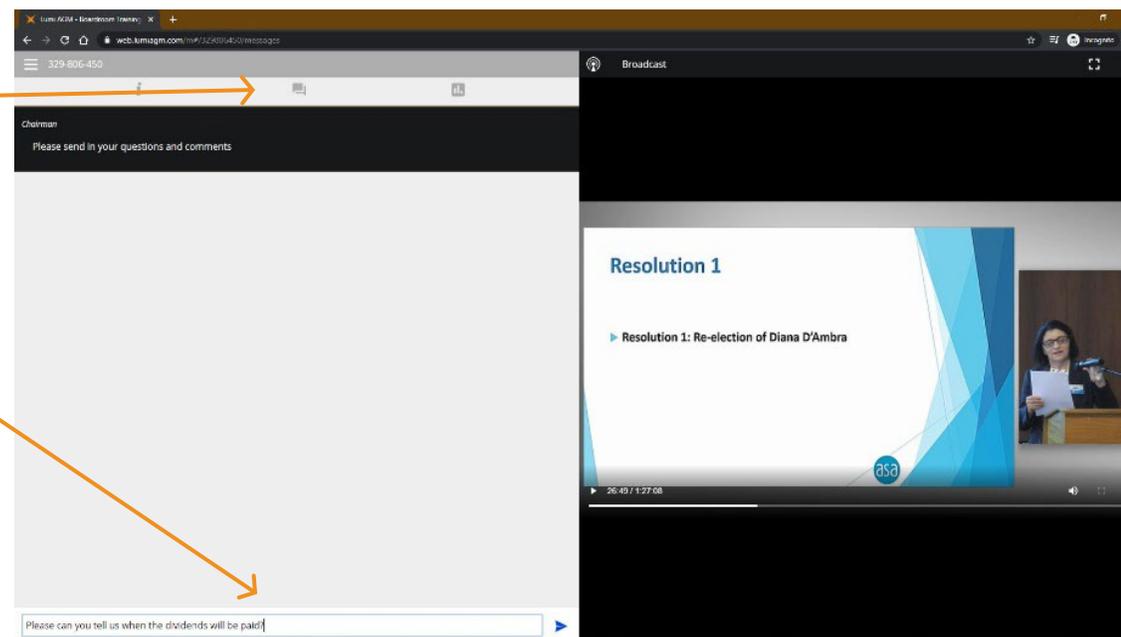
Online Attendees – Question Process

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To send in a question, simply click in the 'Ask a question' box, type your question and the press the send arrow

Your question will be sent immediately for review



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The logo features the word "nanosonics" in a bold, white, lowercase sans-serif font. A white graphic element, consisting of two curved lines that form a partial circle or orbit, surrounds the letters "n", "a", and "o".

nanosonics

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