## **Investor Presentation**

Judith Mitchell, Managing Director May 10, 2021

# NEXT SCIENCE®

## AT A GLANCE



Currently the only company in the world solely dedicated to developing products that resolve biofilm based infections 4 products in the US human healthcare market

Additional regulatory approvals of CE Mark and TGA to support revenue growth through market access to Australia, UK, Germany, Netherlands, Nordic countries and France New product XPERIENCE<sup>™</sup> currently launching in the US. This is a new no rinse antimicrobial solution for use in Surgery and treatment rooms to prevent Surgical Site Infection, a total global addressable market of >\$15B pa

## **KEY STATISTICS**



## Treated over 150,000 patients



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

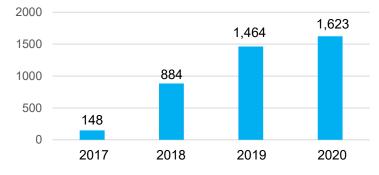
- MRSA (Golden Staph)
- COVID-19
- E.coli
- Pseudomonas



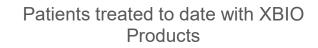
34 patents awarded (April 2021)

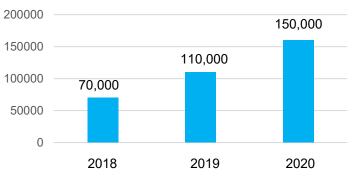
\*Please refer to Next Science website for further details

US Hospitals Using XBIO Products



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





## January – April 2021 HIGHLIGHTS

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

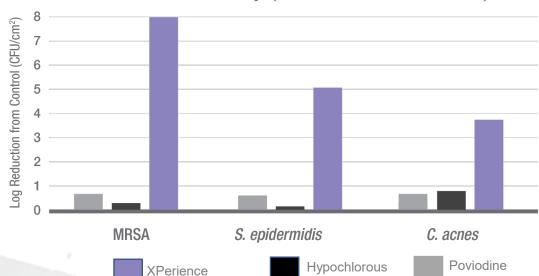
## XPERIENCE<sup>™</sup> No Rinse Antimicrobial Solution

1 1 2



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

- ✓ 5+ hours of protection
- ✓ No rinse out required
- Non toxic
- Broad spectrum efficacy against bacteria, viruses and fungi
- No change to current surgical protocols
- Easy to use and adopt
- Creates significant cost savings for hospitals
- Inventory pre-ordered to meet initial sales
- Priced <US\$200 per 500ml bottle</p>



### Biofilm efficacy (test results from MSU)

Products remained in contact with the biofilm for times consistent with their intended uses.

Acid

The study was conducted across various materials and contact times. Standard deviations within data sets show high variability

## Product Launched APRIL 27th , 2021

lodine

No Rinse Antimicrobial Solutior

## Why Surgical Site Infection first?



- Large medical problem with huge unmet need and a very large (\$15B) annual global market
- All stakeholders are looking for a better answer:
  - Drs
  - Patients
  - Payers
- Providing a prophylactic answer at under \$200 per patient means that XPerience delivers on the value proposition
  - Clinically improved outcome
  - Economically improved health benefits

These factors will reduce the barriers to acceptance for a new technology



- Well defined addressable market
- Existing network connections to key opinion leaders
  - Orthopaedic experienced sales management team from NXS with greater than a 150 years of cumulative experience
- All Orthopaedic Surgeons understand that biofilms are the issue and are looking for a better answer
- Orthopaedics are strong profit contributors to hospitals and so some are able to influence the speed of new product adoption
- Experienced, available contracted sales force with existing orthopaedic networks and a known service model

## Pathway for in hospital approval for use



NPR = New Product Request

#### The value assessment process - VAC



Physician or clinician requests a new product within the hospital system



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

Product decision is made, collaborators notified



Item number created and stored in GreenLight, collaborators notified

New Product Request approvals range between hours and 300 days depending on facility



### US Market

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

## Outside the US

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

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



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

## Next regulatory submissions:



- Canada Health submitted will be served directly from Next Science
- Australia TGA submission Q2 2021 will be served directly from Next Science
- Europe will be submitted through the new MDR, detailed clinical evaluation required (200 patients)

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

- ✓ US Chronic Wound population 8.2M growing at 5.6% pa
- ✓ 2020 Channel
  - ✓ Outpatient Wound Clinics

Next steps 2021: I aunch in unserved markets:

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

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

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

- Karlene Wood, RN, WCC, CWS

✓ BLASTX<sup>®</sup> advances healing in all wound types:

✓ Diabetic Foot Ulcers

✓ Venous Leg Ulcers

Clinical evidence now available to expand into

- ✓ Pressure Ulcers
- ✓ Non healing Surgical wounds

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

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23 April 2019



21 May 2019







- Strong product efficacy and growing evidence base
- No direct route for CMS reimbursement for biofilm disruption
- Well accepted in VA's where no reimbursement is required
- Failed partnership with 3M product portfolio conflicts and only offered in restricted sites of service
- Need to provide the cost efficacy data at a WOCN level (Q2 2021)
- Need additional product formats that will qualify for reimbursement (2022/2023)

## 2021 OUTLOOK

- Q1 Revenue USD\$2.2M (unaudited)
- Cash on hand at March 31, \$USD 15M
- Cash Burn in Q1, \$USD 206K
- XPERIENCE<sup>™</sup> Launched April 27<sup>th</sup>, 2021. Sales commenced, product shipped, surgeries completed
- BACTISURE<sup>™</sup> Wound Lavage launched in Europe Q1 2021 including UK
- BLASTX<sup>®</sup> returned to Next Science 1 April 2021
- TORRENTX<sup>™</sup> launching 2H 2021

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

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