

NEXT SCIENCE[®]

FY22 Investor Presentation

28 February 2023

Approved by the Board

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Next Science Overview

Mission – focus on the development and commercialisation of its proprietary unique non-toxic X BIO technology to reduce the impact of biofilm-based infections in human health



7 Product Families

Across wound and surgical applications



X BIO Platform

Deconstructs biofilm, destroys pathogens, & defends recolonisation



DME est. Oct

Drives penetration into advanced wound care market



TAM >US\$12.5 bn

Across existing products¹



Distribution

Direct and partner channels with increasing focus on direct channel



Employee Headcount

69 – 29 Sales / 22 R&D (Dec.)



Episodes of Care

462,000 +80% yoy



IP

47 patents and 16 publications

Next Science Purpose – Healing People – Saving Lives

Platform technologies that protect from biofilms and chronic infections

Next Science offers unique and significant benefits to health systems and patients

Reduce hospital
acquired
infections and
improved surgery
success rates



Better patient
outcomes – lower
surgical site
infection rate



Treatments that
don't increase
antibiotic
resistance



Allows hospitals
to reduce overall
cost of
complications
and readmissions

Next Science technologies meet the triple aim: better patient outcomes, improving patient health, and reducing cost of healthcare

Current Markets Now Being Served Directly In The US

Chronic Wound Care

- 8.2 million patients in the US²
- Causes deaths in 27.7% of patients within a 2-year period from first presentation.³
- Cost to US healthcare system to treat >\$50bn pa³
- Segmented market – Federal market is deficit funded, so products are purchased based on efficacy;
- The commercial hospital market and private podiatry offices require products that are robustly reimbursed by Medicare/Medicaid and private Insurers.

Next Science offerings remove the biofilm and the bacteria and provide an environment to promote healing

Post Operative Surgical Complications

- Preventing surgical site infection (SSI)²:
 - Total market 110 million surgical procedures pa²
 - 2 million SSIs occurring per year in the US²
- SSI causes 90,000 deaths pa²
- Cost to US healthcare system to treat \$25-40bn pa²,
 - increased 36% in the past decade²
- Preventative technologies included in 'Episode of Care' costs paid by insurance companies or by CMS (Medicare/Medicaid)

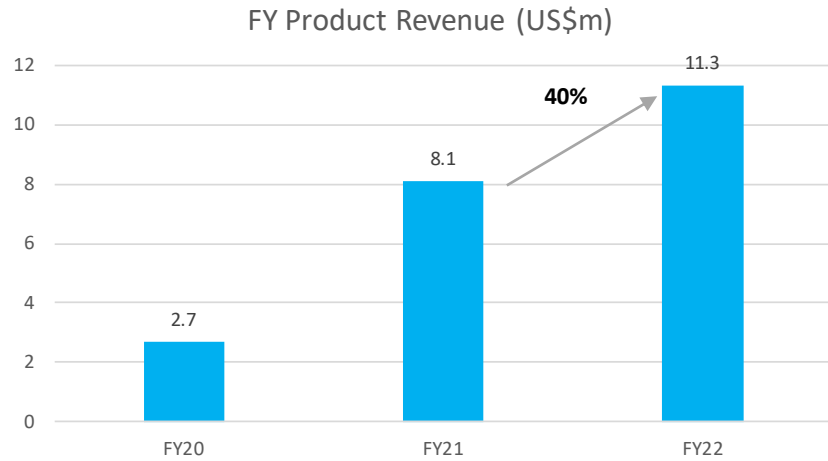
With XPERIENCE™ and SurgX™ , Next Science is offering a suite of products to protect the patient from infection

FOCUS IS ON DRIVING COMMERCIAL SALES DIRECT AND WITH PARTNERS

FY22 Highlights

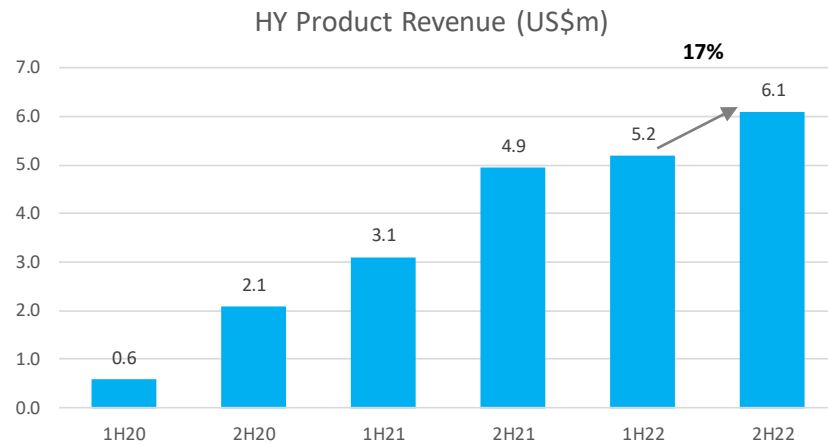
- ❑ Product sales US\$11.3m, up 40% yoy
- ❑ Direct channel sales now c.50% of total product sales and increased c.221% yoy
- ❑ Gross margin steady at 78%
- ❑ Underlying EBITDA loss increased by c.US\$3.1m to c.US\$11.8m
 - ❑ Reflects increase in headcount associated with launch of DME business
- ❑ Cash balance of US\$5.1m
 - ❑ before recently approved A\$10m Secured Convertible Note with major shareholder Walker Group Holdings Pty Ltd
- ❑ DME showing strong growth with prescribers reaching 215 and monthly scripts up to 580 in January
- ❑ XPERIENCE™ (XP) hospital accounts at 172 v 83 pcp
 - ❑ Product sales showing consistent monthly growth
- ❑ XBIO technology and research results presented to over 5,000 surgeons in Dec. qtr
- ❑ BlastX, XP, SurgX launched in ANZ making positive revenue contribution
 - ❑ 3rd party distribution model through Oraderm / Next Med / Novus Surgical

40% Product Revenue Growth FY22 V FY21



40% growth yoy in Product Revenue

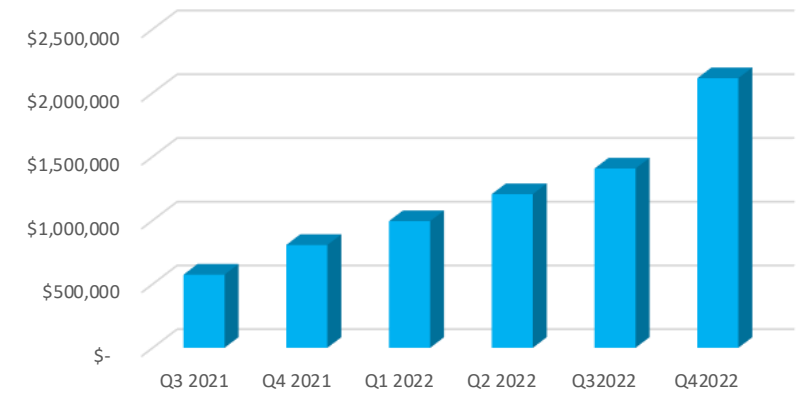
17% growth 2H on 1H in Product Revenue



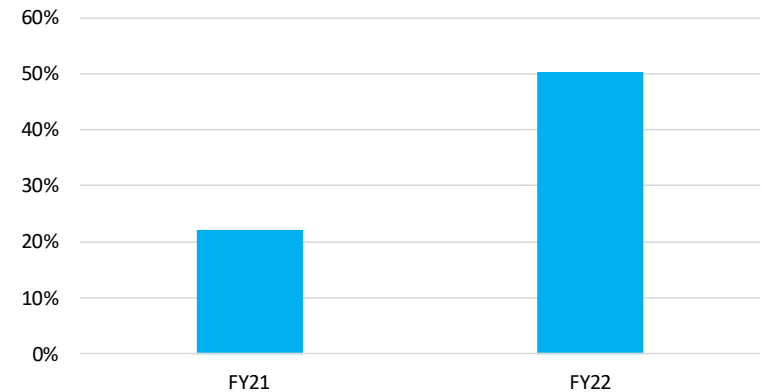
FY22 – Direct Channel Emerging As The Growth Engine

- ❑ Direct channel consisted of a sales team of 29 in Dec. across the Collagen (DME), BlastX, XP, and SurgX product lines.
- ❑ Customer base totals 294 hospitals and clinics.
- ❑ Direct product revenue comprises c.50% of total revenue for FY22 and c.70% in 4QFY22.
- ❑ Direct product revenue increased c.221% yoy and c.50% qoq.
- ❑ DME team expected to grow significantly during FY23.
- ❑ 1099 (contract) distributor team for Surgical sales being expanded

Direct sales growth Q3 2021 - Q4 2022



Direct Sales %



DME (Durable Medical Equipment) Structure For Wound Care

- Licensed / accredited entity (40 states in the US) to provide reimbursable medical goods and therapies for the treatment of chronic wounds.
- Reimbursement through Medicare / Medicaid and major insurance companies.
- Reimbursement rate set through the US CMS4
- Center for Medical Services (CMS) using Healthcare Common Procedure Codes (HCPCS) or A codes.
Collagen products are part of the Surgical Dressing sections of A codes
- Topical collagen products are prescribed by physicians and podiatrists to treat patients with chronic wounds.
- Workflow - Prescription is sent to DME distribution, and after insurance verification, DME ships product as directed by Physician (patient's home or physician office). See Appendix for workflow diagram.
- DME structure enables expansion of wound care business from Federally funded Veterans Affairs (VA) sites to the commercial wound care space, with superior sales force economics to efficiently drive revenue growth.

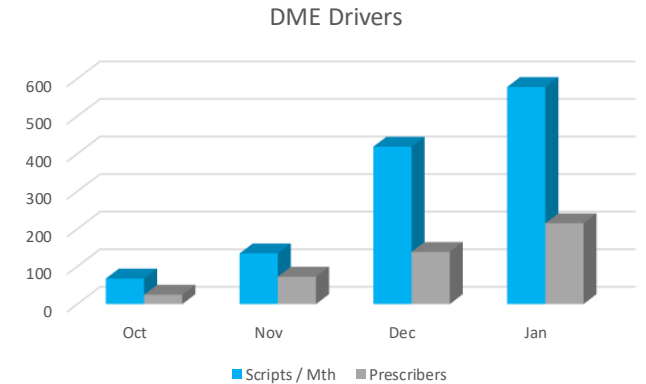
HCPCS Codes	Daily Rates		
	Size Sq.inch	Floor US\$	Ceiling US\$
A6021	16 inch	23.77	27.96
A6022	16 inch	23.77	27.96
A6023	48 inch	215.13	253.09
A6010	Powder	35.01	41.19

Scripts are prescribed in 30-day lots

DME Showing Strong Momentum

18 October 2022, Next Science launched its new DME business

- ❑ Expands direct sales portfolio by 2 product classes (3 collagen products plus a Pneumatic Boot product).
- ❑ Provides a reimbursed product for the NXS wound care business, supporting patient access for BlastX.
- ❑ Reimbursement rate supports larger direct sales force.
- ❑ Physician offices have been increasing and gaining momentum, reaching 200+ at end of January.
- ❑ Collagen is part of standard of care in >10,000 podiatry offices and c.1,800 wound care clinics in the US.
- ❑ Reimbursement rate should rise from the current blended c.US\$850 as more insurers approve the DME entity.
- ❑ Gross margin should improve further through higher reimbursement rate and move to direct shipping .
- ❑ New product to the DME portfolio - Foot Defender is the first and only protective boot built from the ground up to specifically address the most complex foot care issue: diabetic foot ulcer (DFU) treatment. It is designed specifically to reduce force on the bottom of the foot with enhanced technology proven to offload more pressure than its competitors. In clinical studies for DFU patients, Foot Defender alleviates average contact pressure across the foot by up to 50% as compared to other protective boots on the market. In the US there are >2m DFUs and over 100k amputations each year. 5



	Actual		
	Oct-22	Dec-22	Feb-23
DME Sales	11	15	25
Headcount	11	15	25

Foot Defender Offloading Pneumatic Boot



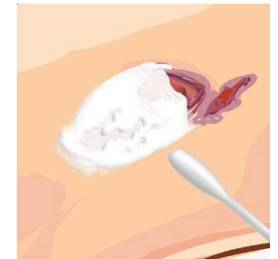
Collagen & BlastX

- ❑ R&D program reveals the complementary nature of Collagen with BlastX.
- ❑ Collagen – the most common protein in the human body can modulate the chronic wound environment to have a positive effect on healing.
- ❑ Due to low antigenicity and inherent biocompatibility, Collagen is often used as a wound dressing for Venous Leg Ulcers, Diabetic Foot Ulcers, Pressure Ulcers, Surgical Wounds, Radiation Wounds, Burns and as a Post-Operative Dressing.
- ❑ Shown to have practical advantages over Cell-Based dressings and Growth Factors for full thickness wounds. ¹
- ❑ Adding Collagen dressings to standard of care protocols, has been shown to increase the probability of an ulcer healing within six months from 11% to 49% and may reduce management costs by 40%. ⁶
- ❑ Presently packaged as two distinct products in a box, NXS plan to integrate BlastX and Collagen into one product, with the aim of submitting a 510k application to the FDA for the integrated product.
- ❑ Concurrent with the 510k application, NXS is conducting a user study on the combination of BlastX with Collagen.
- ❑ US medical Collagen market is estimated at over US\$1.4bn pa ¹ with revenue / GP expected to be material in FY23.
- ❑ Differentiating factor for NXS – combination of Collagen / BlastX in conjunction with a consultative service to enable podiatrists to optimise treatment for each patient

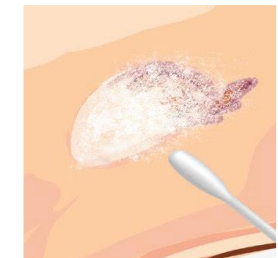
Triple Helix Collagen Dressing. BlastX applied to wound site, then Collagen dressing on top



Triple Helix Collagen Powder / BlastX hydrated paste application

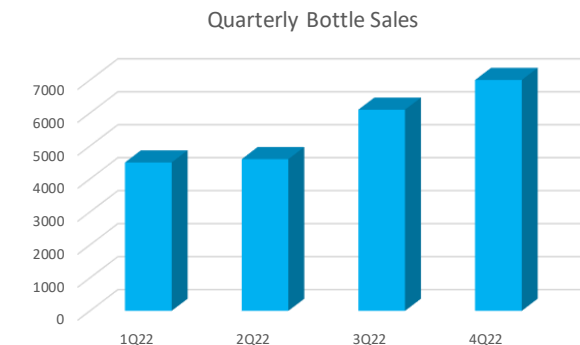
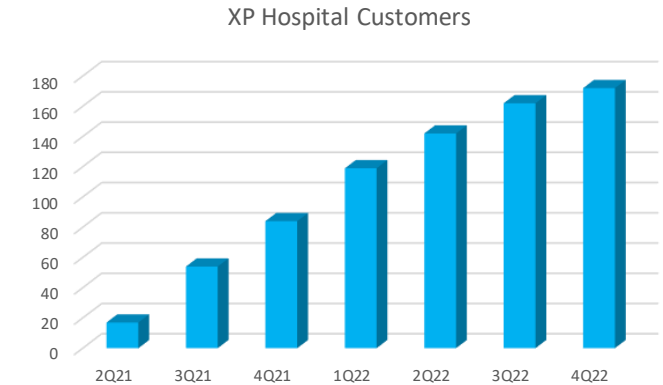


Triple Helix Collagen Powder / BlastX dry application



XPERIENCE™ (XP) Success To Be Accelerated By Expansion Of The Contract Sales Team

- Monthly XP sales have grown c.6x since the initial launch period. In the month of December, XP sales were c.18% of total monthly revenue. January sales up c.64% yoy
- 7,600 patient Canada study approved. Commences in 2QFY23 with expected reporting date by 4QFY24 and will include economic evaluation
- Zimmer sales are slow, reflecting the need to take control of our own destiny. Zimmer agreement is non-exclusive, and NXS contract team can target Zimmer accounts where no sale has been made by Zimmer.
- Sales team of 8 managing a contract sales force, and the plan for XP contract surgical sales team to double over FY23.
- Peer reviewed research continues to grow and support the expanded use of the product. Refer to Appendix for detail.



FY22 Profit & Loss, 31% Revenue Growth

Year ended 31 Dec USD\$('000)	2021	2022	Variance
Revenue	8,948	11,713	31%
Cost of Sales	(2,007)	(2,563)	
Gross Profit	6,940	9,150	32%
Gross Margin	78%	78%	
Other Income	147	38	
Selling & Distribution expenses	(7,371)	(10,280)	39%
Research & Development expenses	(4,479)	(5,496)	23%
Administration expenses	(3,907)	(5,172)	32%
Other expenses	(16)	(46)	
Operating Expenses	(15,773)	(20,194)	33%
EBITDA (Underlying)	(8,686)	(11,806)	36%

- ❑ Revenue grew 31% with contributions from all products across the portfolio with increased confidence in XP outlook and positive early signs of DME growth
- ❑ Gross margin remaining steady at 78%
- ❑ Dec qtr cash operating expenses circa \$5.7m, up 13% yoy.
- ❑ Selling and Distribution expenses increased by 39% yoy with increased commissions reflecting higher direct sales in 2022, as well as investments in 2H in sales reps ahead of the launch of the DME (Durable Medical Equipment) entity in Oct 2022.
- ❑ R&D expenditure increased by 23% yoy with continued investments in 2022 in XP clinical studies.
- ❑ Administration expenses increased by 32% yoy. Included in Administration expenses are \$1m of one-off legal costs relating to the Zimmer and Irrimax XPERIENCE™ legal cases, that settled in 2022.

FY22 Balance Sheet - \$5.1m Net Cash

Year ended 31 Dec USD\$('000)	2021	2022
Cash and cash equivalents (inc. term deposits)	7,368	5,111
Property, plant and equipment	684	697
Intangible assets	2,532	2,410
Other assets	3,132	4,242
Total assets	13,716	12,460
Trade and other payables	(1,173)	(1,979)
Lease liabilities	(276)	(1,220)
Other liabilities	(1,501)	(1,225)
Total liabilities	(2,950)	(4,424)
Net assets	10,766	8,036
Share Capital	102,921	113,527
Reserves	(41,710)	(42,363)
Accumulated losses	(50,445)	(63,128)
Total Equity	10,766	8,036

- ❑ USD\$ 5.1m in cash at 31 Dec 2022 (including term deposits).
- ❑ On 2 Feb 2023 shareholders approved a A\$10m Secured Convertible Note to Walker Group Holdings Pty Ltd. (Refer to ASX announcement on 13 December 2022 for more details). Funds received 9/2/23.
- ❑ Jacksonville lease expanded & extended for a further 5 years during 2022
- ❑ Intangible assets include \$0.2m of R&D costs capitalised during 2022 (2021:\$0.4m)
- ❑ Share Capital increases related to the placement and SPP that took place in March & May 2022 raising A\$14.8m (US\$10.9m), before costs.
- ❑ Number of shares on issue as at 31 Dec 2022 214,790,134

2023 Outlook



Strong Dec. with momentum continuing into FY23.



Direct sales focus across product families will be the main driver of growth.



DME sales team expansion as activity levels increase.



DME script and prescriber growth is encouraging and opens up a significant market opportunity supporting BlastX penetration.



Conservative estimates on XP market penetration suggest solid growth expectations.



Publication activity picked up since Sept. with 5 new publications and further data releases expected through FY23 to continue to build the evidence base for the XBIO technology.



CEO recruitment ongoing

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Appendix

Peer Reviewed Publications:

Use in Surgical Site Infections:

Consistent findings of the presence of biofilms in Prosthetic Joint Infections, and a wide range of testing on NXS products to eliminate biofilms and infection
11 papers 2021-2022
See page 19

Biofilm dispersion as a technology to move chronic wounds to healing

2021 paper showing superiority of the group treated with the NXS BlastX product
See Page 19

New areas of treatment where NXS technologies have been shown effective

- Catheters coated with NXS technology can eliminate many of the pathogens that cause UTIs
- Biofilms can initiate Degenerative Disc Disease (in the spine). NXS technologies were shown to reduce the disease cascade
- Oral Rinse – Gingivitis shown to be reduced in patients using an oral rinse incorporating NXS technologies

Recent Publications

Date	Area	Authors	Hyperlink
January 2023	Discovery: Spine Disease	Fresquez, Chung, Pereira, et al. (USC)	https://pubmed.ncbi.nlm.nih.gov/36358169/
December 2022	BlastX effectiveness	Myntti, Stevenson, Porral, et al. (Next Science)	https://pubmed.ncbi.nlm.nih.gov/36645660/
November 2022	Discovery: Oral Rinse	Newman, Rosebrough, Tamashiro et al. (UF Gainesville)	https://pubmed.ncbi.nlm.nih.gov/36324127/
October 2022	Discovery: Catheter treatment	Nvarro, Sherman, Colmer-Hamood et al. (Texas Tech)	https://pubmed.ncbi.nlm.nih.gov/36358169/

Recent Publications

Date	Area	Authors	Hyperlink
Dec 2022	Irrigation, Biofilms, Infection	Sosnoski, Dietz, Bou-Akl, et al. (Michigan State University)	https://pubmed.ncbi.nlm.nih.gov/36643380
July 2022	Irrigation, Biofilms, Infection	Whiteley, Helms, Muire, et al. (US Army Surgical Research)	https://pubmed.ncbi.nlm.nih.gov/35840981/
May 2022	Irrigation, Biofilms, Infection	Parvin, Vickery, Deva, et al. (Macquarie University)	https://pubmed.ncbi.nlm.nih.gov/35629656/
Feb 2022	Irrigation, Biofilms, Infection	Wu, O'Donnell, Cochrane, et al. (Duke University)	https://pubmed.ncbi.nlm.nih.gov/35158106/
Feb 2022	Irrigation, Biofilms, Infection	Christopher, Tran, Vernon, et al. (Mayo Clinic AZ)	https://pubmed.ncbi.nlm.nih.gov/34740788/
Feb 2022	Irrigation, Biofilms, Infection	Bashyal, Mathew, Bowen, et al.	https://www.arthroplastyjournal.org/article/S0883-5403(22)00062-6/fulltext
Jan 2022	Irrigation, Biofilms, Infection	O'Donnell, Jams, Seyler et al. (Duke University)	https://journals.healio.com/doi/full/10.3928/01477447-20211227-05
Dec 2021	Irrigation, Biofilms, Infection	Plate, Zuskov, Seyler (Duke University)	https://pubmed.ncbi.nlm.nih.gov/35629656/
Oct 2021	Irrigation, Biofilms, Infection	Knapp, Chen, Scuderi, et al. (Northwell Health & Rubin Inst)	https://pubmed.ncbi.nlm.nih.gov/35840981/
Sep 2021	Irrigation, Biofilms, Infection	O'Donnell, Jams, Seyler et al. (Duke University)	https://pubmed.ncbi.nlm.nih.gov/33934664/
May 2021	Irrigation, Biofilms, Infection	Kia, Cusano, Messina, et al. (University of Connecticut)	https://pubmed.ncbi.nlm.nih.gov/33529773/

Clinical Studies XPERIENCE™

Indication	Product	Study Size	Structure	Sites	Status
Compound Tibial Fracture Infection (Pilot Study)	XPERIENCE™	30	Investigator Research Study (Product Donated)	Sites – Dr C Harris Hughston Memorial Clinic Study still underway	Patients being recruited
Surgical Site Infection in Primary Joint Replacement in complex patients	XPERIENCE™	1,200	Investigator Research Study (Product Donated)	Dr Mont Principle Investigator Dr Scuderi Northwell Group Lennox Hill Hospital NYC	Patients being recruited
Surgical Site infection in Primary Joints	XPERIENCE™	7600	Investigator Research Study, Product donated	Randomised Controlled study over 5 sites in Canada PI Dr Beale, Dr Garceau University of Ottawa	Initial site kick off 2QFY23
DAIR Study on acutely infected joints	XPERIENCE™ BACTISURE™	192	NXS sponsored study, product donated,	Dr Jon Minter Northside Hospital Atlanta, UAB Alabama, NE Baptist, Northwell Group New York and Delaware, FOI Tampa, Hope Orthopaedics Salem, Scripps, 21 Surgeon Participants	Pilot study proceeding at Northside Hospital

Investigator Research Table – XPERIENCE™

Indication	Product	Study Size	Structure	Status	Sites
Post Operative Inflammation in joints	XPERIENCE™	30	Investigator sponsored research. Imaging Technology provided by Next Science	Study still in recruitment Expected completed early 2QFY23	Dr A Wickline Utica (New York)
Impact of XPERIENCE on Bone Cement Adhesion	XPERIENCE™	Invitro & Animal study	Clinical and Laboratory collaboration	Research finished, paper for publication in 2QFY23	University of New South Wales Dr R Bashyal, Chicago
BioBurden Invivo Study	XPERIENCE™	172	Investigator sponsored research	Recruitment to start in 2QFY23	Mayo Clinic
Animal Study on effectiveness	XPERIENCE™	Animal Study	Investigator Sponsored Research	Contracts still under negotiation	Cleveland Clinic

- Post operative infection investigator case studies by MUSC (300 cohort) and Jack Hughston Memorial Hospital (900 cohort) have been completed and await final review for publication.
- Bioburden Invivo investigator sponsored study by Dr Bayshal (Chicago), changed to a 500 cohort post operative infection study that has been completed and is subject to final review for publication.
- Surgical site infection in Colorectal surgery (560 cohort) by Dr Awad (Head of Surgery VA Huston) awaits further instruction from the FDA,

How Does XBIO Work?



Deconstructs the biofilm

Removes metal ions of the EPS, exposing pathogens within the biofilm



Destroys pathogens enveloped within the Xbio™ Technology

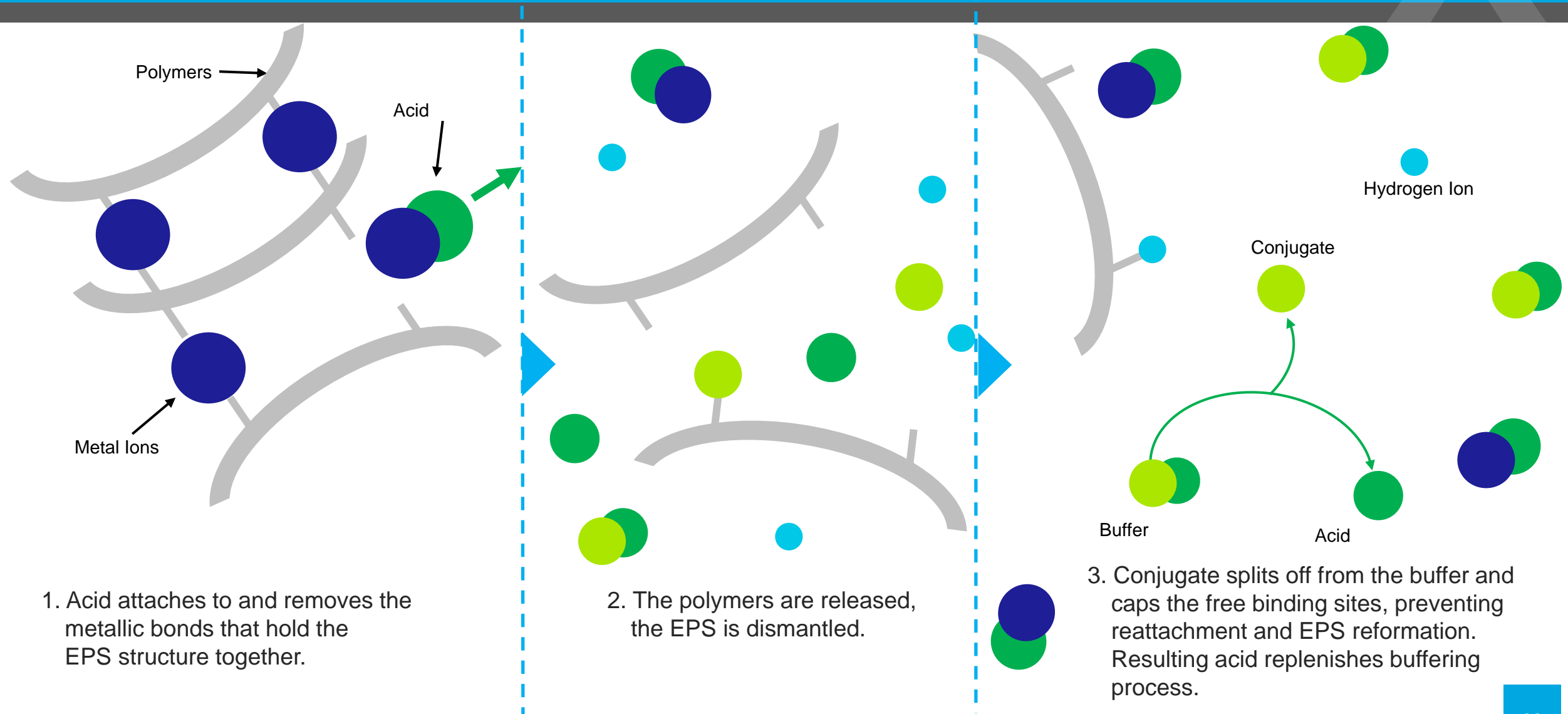
High osmolarity environment + cell membrane disaggregation induces lysis of bacteria within the product



Defends against recolonization

Biofilm matrix cannot reform within the presence of Xbio

Mechanism Of Action: Deconstructs The EPS*



Dispersing Biofilms, Reducing Infection, Promoting Healing

Bactisure™ Surgical Lavage

Indication: Elimination of surgical site infection



US Market: 250,000 patients p.a.

BlastX™ Antimicrobial Wound Gel

Indication: Treatment of chronic wounds, foot & leg ulcers, bedsores, pressure ulcers



US Market: Cost US\$28b - US\$31b and 8m patients p.a.

Acne Treatments

Indication: Treatment of acne and breakouts



Market: Currently offered in Australia

Collagen

Indication: Treatment of chronic wounds, complementary to BlastX



US Market: US\$1.4b pa

Prevention Products Portfolio To Serve A US \$10b Market

XPERIENCE™

Indication: Prevention of surgical site infection

Cost: Surgical site infection in the US >\$3.6B



US Market: 45 million patients p.a.

SurgX™

Indication: Prevention of infection on a surgical closure

Cost: Surgical site infection in the US >\$3.6B



US Market: 45 million patients p.a.

TridentX™

Indication: Site preparation for tissue graft in Chronic wounds

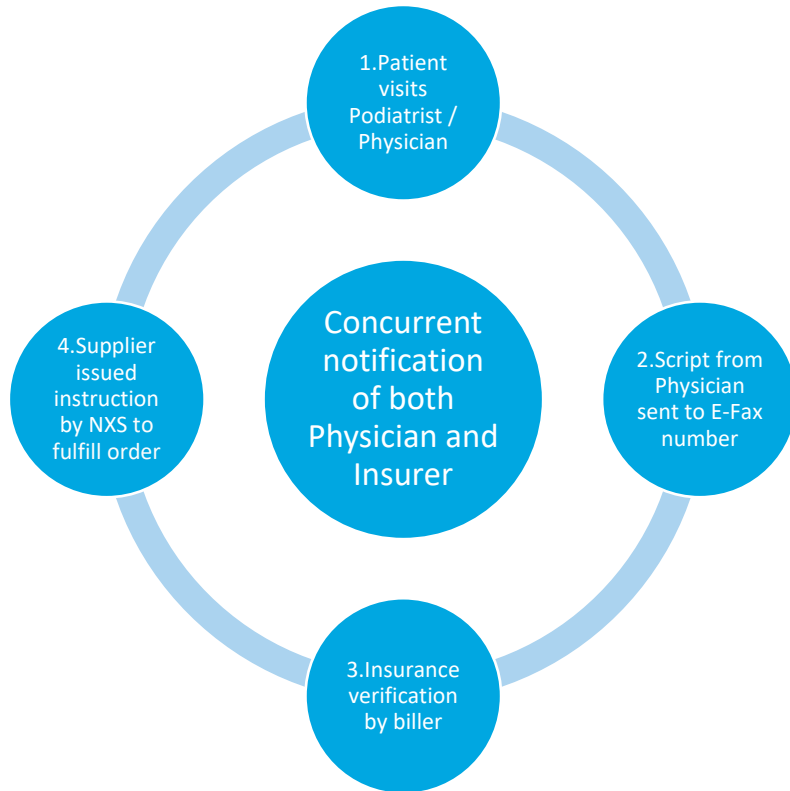
Cost: Treatment of chronic wounds in the US estimated at \$28-\$96B



US Market: 8 million patients p.a.

Workflow for DME

Sale process



Delivery process



Biller paid for collections (14-60 days)
Supplier paid for product (30 days)

References

- <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3601889>
- <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC8024242/>
- https://www.researchgate.net/publication/51199135_High_mortality_in_patients_with_chronic_wounds
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