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Company Announcements Office
Australian Securities Exchange

Nanosonics Trading Update for H2 FY24

Nanosonics (ASX:NAN), a leader in infection prevention solutions, provides a trading update for FY24.

During the second half of FY24, Nanosonics delivered strong growth in both capital and consumables/service revenue over the first half, particularly in North America. This was driven by additional customer offerings to bridge budget constraints, a number of organisational changes in particular sales territory realignments, and a growing pipeline together with improvements in sales conversion timelines.

Revenue

The Company expects to report total revenue for the full year of approximately \$170 million.¹

Key H2 FY24 expected revenue highlights include:

- Revenue in H2 of approximately \$90.4 million, up 14% when compared with H1.
- Capital revenue in H2 of approximately \$26.4 million, up 20% over H1.
- Consumables/service revenue in H2 of approximately \$64 million, up 11% over H1.

Units

A total of 3,850 trophon units were placed during the year, comprising 2,340 new installed base and 1,510 upgrade units.

Key H2 FY24 highlights include:

- Total units placed in H2 of 2,130, up 24% when compared with H1.
- New installed base units in H2 of 1,240, up 13% over H1.
- Upgrade unit sales were of 890 in H2, up 44% over H1.

North America

Despite ongoing market challenges associated with hospital capital budget constraints in its major market of North America, Nanosonics improved its sales conversion timeline in H2.

Key H2 FY24 North America highlights include:

- Total units placed in H2 of 1,850, up 28% when compared with H1.
- New installed base units of 1,030, up 6% over H1.
- Upgrade units of 820 in H2, up 71% over H1.
- Consumables/service revenue was up 10% over H1 primarily driven by an increase in ultrasound procedural volumes.

¹ Based on unaudited management accounts that have not been independently reviewed or verified.

EMEA and APAC

In EMEA and APAC, the momentum for new installed base units also improved in the second half.

- In EMEA, 140 new installed base units were placed in H2, up 75% when compared with H1.
- In APAC, 70 new installed base units were placed in H2, up 40% over H1.

Nanosonics expects to report gross margin at the upper end of the range specified in the FY24 outlook statement, and operating expenses also within the range specified in the Company's FY24 outlook statement.

“Despite a challenging market environment, the growth opportunity for trophon remains significant”, said Michael Kavanagh, CEO and President. “With a growing pipeline for both new installed base and upgrades, it was pleasing to see the sales conversion timelines improve in the second half, which resulted in significant growth in H2 over H1 for capital unit sales. Full details of FY24 financial results together with a review of the Company's performance will be released on 27 August 2024.

Michael Kavanagh CEO / President

This announcement has been authorised by the Board of Directors of Nanosonics.

For more information, please contact:

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