

23 January 2025

Company Announcements Office
ASX Limited

H1 FY25 Trading Update

Nanosonics Limited (ASX:NAN), a leader in infection prevention solutions, provides an update in respect of its expected H1 FY25 results.

Preliminary unaudited results based on management accounts for H1 FY25:¹

- **Profit before tax.** Profit before tax for the half is expected to be approximately \$10.9 million compared with \$4.9 million in the prior corresponding period (pcp) and \$8.1 million in H2 FY24.
- **Total revenue.** The Company anticipates total revenue for the half to be approximately \$93.6 million, up 18% (18% in CC²) from \$79.6 million in the pcp and up 4% from \$90.4 million in H2 FY24.
- **Gross margin.** Gross margin for the half is expected to be approximately 78.5% compared with 79.7% in the pcp and 76.3% in H2 FY24.
- **Operating expenses.** The Company expects operating expenses for the half to be approximately \$66.7 million, up 10% from pcp and up 3% on H2 FY24.

“The expected first half revenue result of \$93.6m represents a good start to the year up 18% compared to pcp and 4% compared to H2 FY24. Revenue growth was primarily driven by 20% growth (compared to pcp) in our consumables and service annuity revenue streams. The total number of trophon units sold in the first half was broadly in line with internal forecasts and was similar to the total number sold in the pcp, with overall capital revenue up 11% compared to pcp”, said Michael Kavanagh, Nanosonics’ Chief Executive Officer and President.

“As a result of the increased first half revenue, the business expects to deliver profit before tax (PBT) of \$10.9 million for the half. The expected PBT result includes a gain of approximately \$1.3 million (compared to a \$0.4 million loss in H1 FY24) due to the AUD exchange rate moving from 0.66 on 30 June 2024 to 0.62 on 31 December 2024. This movement created an unrealised FX gain on US dollar-denominated assets, partially offset by the group’s hedging activities.”

“In view of the preliminary H1 FY25 results, Nanosonics currently expects to achieve revenue, gross margin and operating expenses in FY25 around the top of each of the ranges for those measures specified in Nanosonics’ FY25 outlook statement (assuming a AUD/USD exchange rate of 0.67)”.

Full details of the H1 FY25 financial results together with a review of the Company’s performance in H1 FY25 and any revised outlook will be released to the ASX on 20 February 2025.

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

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 H1 FY25 was 0.66 (previously in H1 FY24 it was also 0.66)

Summary of preliminary, unaudited results for H1 FY25

\$ millions	FY25 H1	FY24 H1		Change % (vs H1 FY24)	FY24 H2		Change % (vs H2 FY24)
Total revenue	<u>93.6</u>	<u>79.6</u>	▲	<u>18%</u>	<u>90.4</u>	▲	<u>4%</u>
Gross profit	<u>73.4</u>	<u>63.4</u>	▲	<u>16%</u>	<u>69.0</u>	▲	<u>6%</u>
%	<u>78.5%</u>	<u>79.7%</u>			<u>76.3%</u>		
Operating expenses	<u>-66.7</u>	<u>-60.8</u>	▲	<u>10%</u>	<u>-64.8</u>	▲	<u>3%</u>
Other income	<u>0.6</u>	<u>0.8</u>	▼	<u>-25%</u>	<u>0.9</u>	▼	<u>-33%</u>
Other (losses)/gains-net	<u>1.3</u>	<u>-0.4</u>	▲	<u>425%</u>	<u>0.9</u>	▲	<u>44%</u>
Earnings before interest and tax	<u>8.7</u>	<u>3.0</u>	▲	<u>190%</u>	<u>6.1</u>	▲	<u>43%</u>
Finance income (net)	<u>2.2</u>	<u>1.8</u>	▲	<u>22%</u>	<u>2.1</u>	▲	<u>5%</u>
Operating income before income tax	<u>10.9</u>	<u>4.9</u>	▲	<u>122%</u>	<u>8.1</u>	▲	<u>35%</u>

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

For more information, please contact:

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