

The background of the slide features a dark blue silhouette of a human head in profile, facing right. From the nostril, a series of thin, light blue lines radiate outwards, fanning across the upper right portion of the image. The overall color palette is a gradient of blues, from deep navy to a lighter, almost cyan hue.

# RHINO MED

AIRWAY TECHNOLOGY

BIOSHARES

July 2019



# IMPORTANT NOTICE

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This document contains certain forward-looking statements, relating to Rhinomed Limited's (Rhinomed) business which can be identified by the use of forward looking terminology such as "promising," "plans," "anticipated," "will," "project," "believe," "forecast," "expected," "estimated," "targeting," "aiming," "set to," "potential," "seeking to," "goal," "could provide," "intends," "is being developed," "could be," "on track," or similar expressions or by express or implied discussions regarding potential filings or marketing approvals, or potential future sales of the company's technologies and products.

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In particular, managements expectations regarding the approval and commercialization of the technology could be affected by, among other things, unexpected clinical trial results, including additional analysis of existing clinical data, and new clinical data; unexpected regulatory actions or delays, or government regulation generally; our ability to obtain or maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, technology, financial result, and business prospects.

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RHINOMED (ASX:RNO)

# NASAL MEDICAL PLATFORM TECHNOLOGY COMPANY

Through our proprietary platform technology,  
that focuses on the role and function of the nose,  
we seek to radically improve the way you;

- + BREATHE
- + SLEEP
- + TAKE MEDICATION
- + Maintain your health and wellness

# THE RHINOMED INVESTMENT OVERVIEW

## HIGH POTENTIAL PROPRIETARY PLATFORM

Multiple applications across global OTC, Rx and Device markets

Protected by family of 60 patents, 57 design patents and class leading brands

Addressable market of products in pipeline US\$39 billion+



## CONSISTENTLY DELIVERING ON KEY MILESTONES

Three products in market - Turbine Mute + Pronto

Expanding global retail footprint to 13,000+ stores.

Units shipped growing



## ATTRACTIVE NEAR TERM MARKET OPPORTUNITIES

Mute is the fastest growing brand in US nasal strip/snoring market

Launching two new products into significant global markets

Strong gross margins 70%+



## MULTIPLE VALUE CATALYSTS

Two new products coming to market in CY19. Decongestant and Anxiety/Sleep

Expanding store count in USA

Accessing and delivering on US medical cannabis opportunity

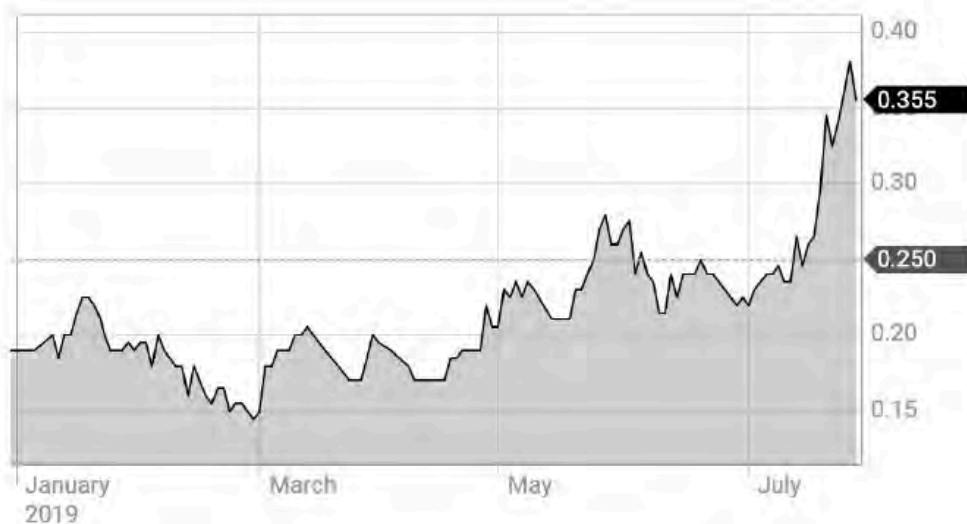
**STRONG GROWTH FROM NEW STORES AND SAME STORE SALES**

**CLEAR PIPELINE OF NEAR TERM, HIGH VALUE APPLICATIONS AND OPPORTUNITIES**



# CORPORATE OVERVIEW

ASX:RNO



## BOARD AND MANAGEMENT

Ron Dewhurst - Chairman

Michael Johnson - CEO + MD

Brent Scrimshaw - Non Executive Director

Dr Eric Knight - Non Executive Director

Sean Slattery - CFO

## CAPITAL STRUCTURE

Market Cap Approx. A\$45m

Shares on issues 141m

## TOP 20 SHAREHOLDERS - 63.98%

Whitney George (US based) 24%

Paul Stephens (US based) 8%

Kroy Wen Pty Ltd 6%

John McBain 8%

*\*All figures provided in this presentation are on an unaudited basis*

THE RHINOMED

# NASAL TECHNOLOGY PLATFORM

*Independent arm capable  
of holding medicament  
formulations, sensors, etc*

*Dilates from the back of  
the nose minimising  
pressure on the septum*



*Proprietary ratcheting stent that delivers  
individualised fit, greater airflow and  
ensures contact with internal nasal dermal  
and or mucosa surface*

*Manufactured from medical  
grade polymer (latex and BPA  
free) capable of eluting  
medicaments*

*External bridge able to hold  
vapour/inhalations*

*A platform capable of delivering simple  
stenting, vapour release, drug release,  
sensor and monitoring capabilities*



DELIVERING

# INNOVATION & CATEGORY LEADERSHIP



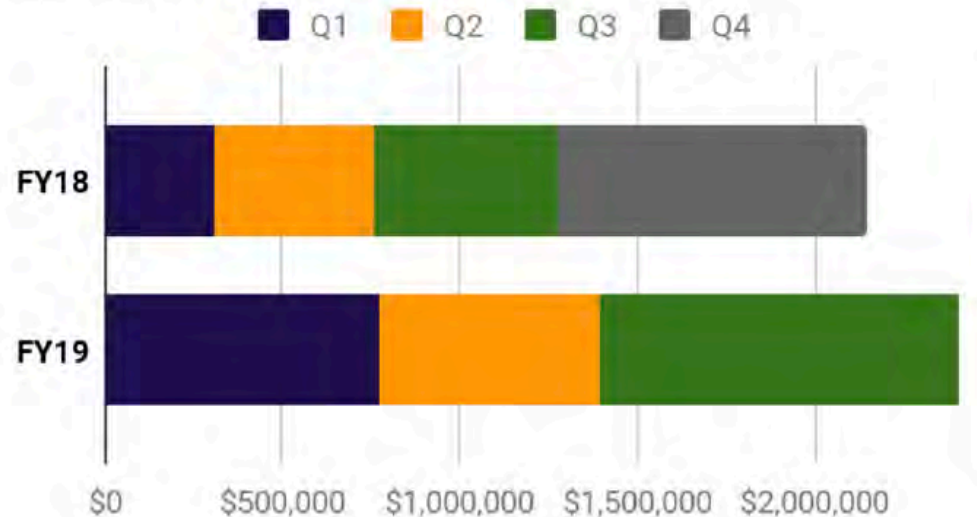
The **EMERGING FRONT LINE** solution and gateway product **TO THE GLOBAL SLEEP AID MARKET**



RHINOMED

# DELIVERING YEAR ON YEAR REVENUE GROWTH

Quarterly Revenue FY18 v FY19



*\*All figures provided in this presentation are on an unaudited basis*

- 70%+ GROSS MARGINS
- GENERATED FROM PREMIUM GLOBAL RETAIL PARTNERS
- TOTAL UNITS SHIPPED GROWING QUARTER ON QUARTER
- 13,000+ STORES STOCKING RHINOMED TECHNOLOGY

amazon

Walgreens

McKesson

symbion

BED BATH & BEYOND

CVS  
pharmacy

RITE  
AID

SIGMA

Boots




Harrods

LONDON  
DRUGS

AmerisourceBergen



# PORTFOLIO OF HIGH VALUE TECHNOLOGY

1.0		2.0		3.0	4.0	5.0
SPORT	SNORING AND SLEEP	DECONGESTION	ANXIETY AND SLEEP AID	OBSTRUCTIVE SLEEP APNEA	NASALY DELIVERED MEDICAL CANNABIS	NASAL DRUG DELIVERY
 <p><b>TURBINE</b></p>	 <p><b>MUTE</b></p>	<p>Menthol Eucalypt formulation <b>"CLEAR"</b></p>	<p>Essential oil formulation <b>"CALM"</b></p>	<p>Intranasal Positive Expiratory Airway Pressure Phase 1 trial complete, Phase 2 being scoped</p>  <p><b>INPEAP</b></p>	<p>OTC CBD focused product range:</p> <ul style="list-style-type: none"> <li>• Sleep</li> <li>• Anxiety</li> <li>• Anti-inflammatory</li> </ul> <p>Rx CBD/THC formulation product range</p> <ul style="list-style-type: none"> <li>• Obstructive sleep apnea</li> <li>• Pain</li> <li>• Nausea</li> <li>• PTSD</li> </ul>	<p>Range of potential targets including but not limited to:</p> <ul style="list-style-type: none"> <li>• Vaccines</li> <li>• Allergy</li> <li>• Pain</li> <li>• Allergic Rhinitis</li> <li>• Migraine</li> <li>• Central nervous systems disorders</li> <li>• Endocrine &amp; metabolic disorders</li> <li>• Respiratory disorders</li> <li>• Nasal polyps</li> <li>• Alzheimer's</li> </ul>
IN MARKET		IN DEVELOPMENT		LICENSING PARTNERSHIP WITH COLUMBIA CARE		TO BE LICENSED



# SPORT AND EXERCISE MARKET

Niche position in  
global Sport,  
Exercise and Yoga  
markets

Focus on improving  
nasal breathing  
across aerobic  
activities

One in four people  
suffer from some  
form of nasal  
obstruction

Poor breathing can  
compromise  
performance and  
recovery





# FASTEST GROWING BRAND IN US DRUG STORE NASAL STRIP CATEGORY

THE FRONT LINE SOLUTION AND GATEWAY PRODUCT TO THE  
GLOBAL SLEEP AID MARKET.



13,000 + STORES GLOBALLY NOW STOCKING MUTE  
GROSS MARGINS OF 70%

RHINOMED



# CLEAR THAT NOSE – PRONTO



- Night time nasal congestion is a major challenge for millions of Americans
- Strong dissatisfaction with nasal sprays and drugs
- Pronto CLEAR delivers **DUAL ACTION**
  - Improved *dilated* nasal breathing
- PLUS
  - A proprietary pure essential oil formulation designed to help you to breathe clearly and naturally
- Pronto CLEAR delivers this in a unique patented rechargeable pod delivering up to 10 nights of easier clear breathing
- Pronto delivers strong margins at a SRP of \$16.99



# GET TO SLEEP - PRONTO



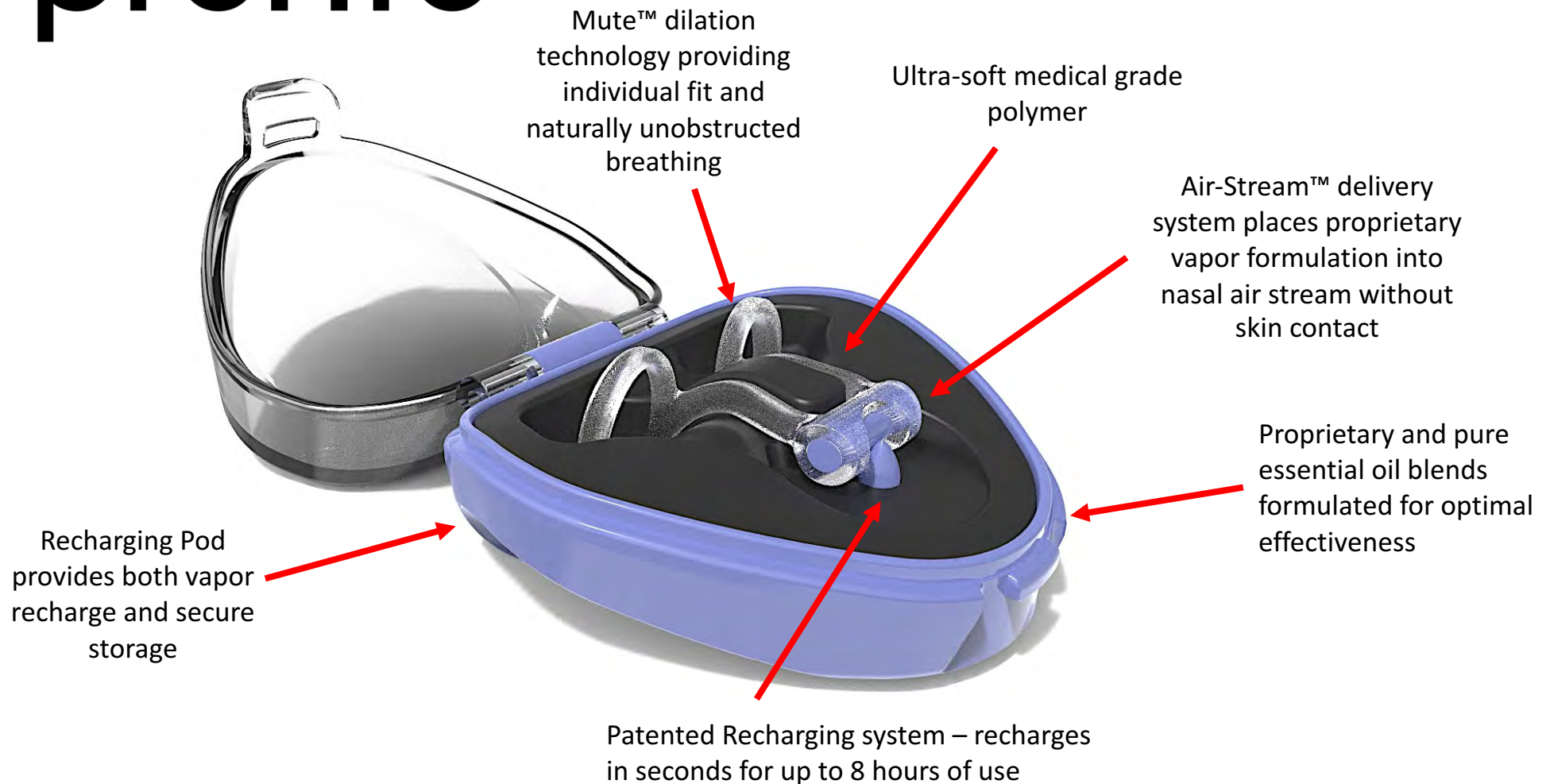
- Getting to sleep is a major challenge for millions of Americans
- Getting to sleep 'naturally' (without drugs) is a growing trend
- Pronto SLEEP delivers **DUAL ACTION**
  - Improved *dilated* nasal breathing
- PLUS
  - A proprietary pure essential oil formulation designed to help you to fall asleep naturally
- Pronto SLEEP delivers this in a unique patent rechargeable pod delivering up to 10 nights of better sleep
- Pronto delivers strong margins at a SRP of \$16.99





# PRONTO FEATURES RHINOMED'S NEW AIR-STREAM™ TECHNOLOGY

## pronto



A close-up, slightly blurred photograph of a laboratory microscope. The microscope has a white body and black components. A white circle is superimposed in the center of the image, containing the text 'NASAL DRUG DELIVERY'. In the foreground, a person wearing white gloves is holding a clear plastic container, possibly a petri dish or a small tray, which is partially visible. The background is dark and out of focus.

## NASAL DRUG DELIVERY



# NASAL DRUG DELIVERY - DELIVERING SUPERIOR PATIENT OUTCOMES

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## NASAL DRUG DELIVERY OFFERS SIGNIFICANT BENEFITS OVER OTHER DELIVERY MODES:

Rapid absorption  
and higher  
bio-availability

Fast onset of  
therapeutic mode  
of action

Avoidance of  
first pass through  
the liver

Self medication  
and titration

Reduced risk of  
overdose

Rapid absorption  
and higher  
bio-availability

Fast acting and  
long release  
delivery applications

Ability to  
micro/low dose

Several drug candidates and conditions lend themselves to nasal delivery

MIGRAINE | HORMONE AND NICOTINE REPLACEMENT | VACCINES | ALLERGY | ALLERGIC RHINITIS | PAIN | CNS  
DISORDERS | ENDOCRINE & METABOLIC DISORDERS | RESPIRATORY DISORDERS | NASAL POLYPS |  
ALZHEIMERS

# COLUMBIA CARE AND RHINOMED

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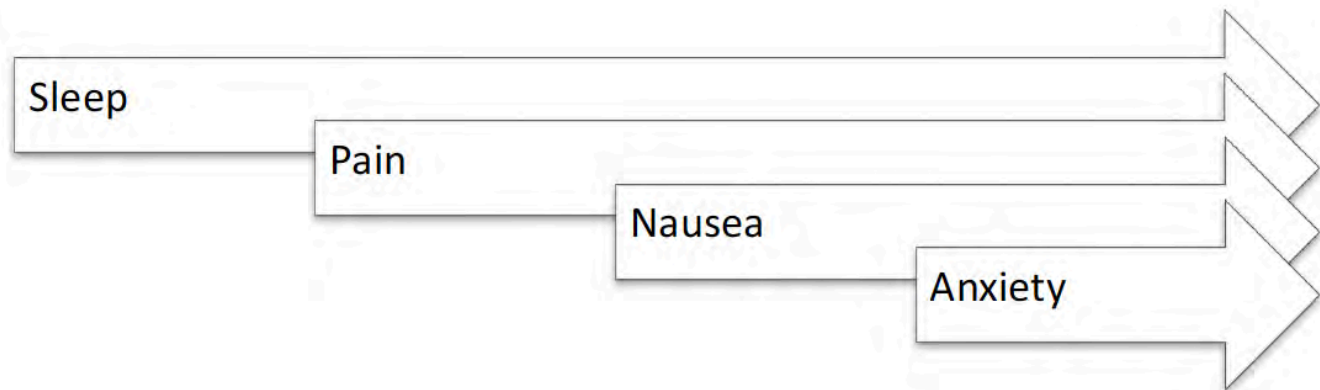


## COLUMBIA CARE IS THE IDEAL PARTNER FOR RHINOMED

- Leading player in the US market - world's largest and fastest growing cannabis market.
- Vertically Integrated U.S. Operator
- The ability to reach almost 50% of the US population with 33 licenses across 13 U.S. markets.
- Global agenda
- Powerful partnership and Licensing deal:
  - 12 year US exclusive deal
  - Cost Plus Double digit royalty return
  - PLUS Double digit profit share depending on distribution channel



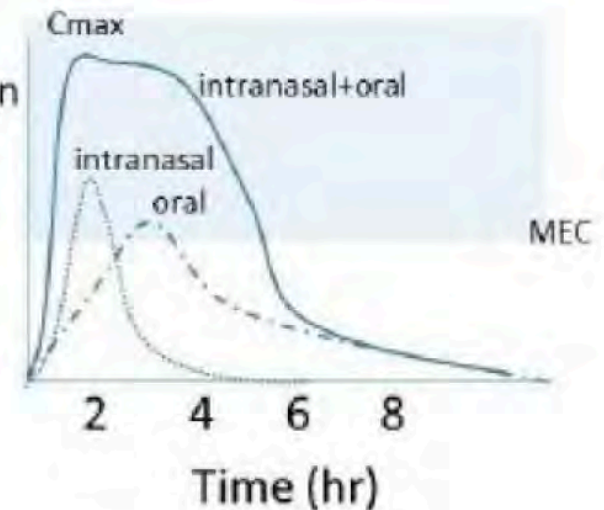
# OPTIMISING MEDICAL CANNABIS FORMULATIONS THROUGH NASAL DELIVERY



A Clinically relevant, pharmaceutical quality range of products that nasally deliver a precise and targeted amount of medical cannabis to address specific unmet clinical needs:

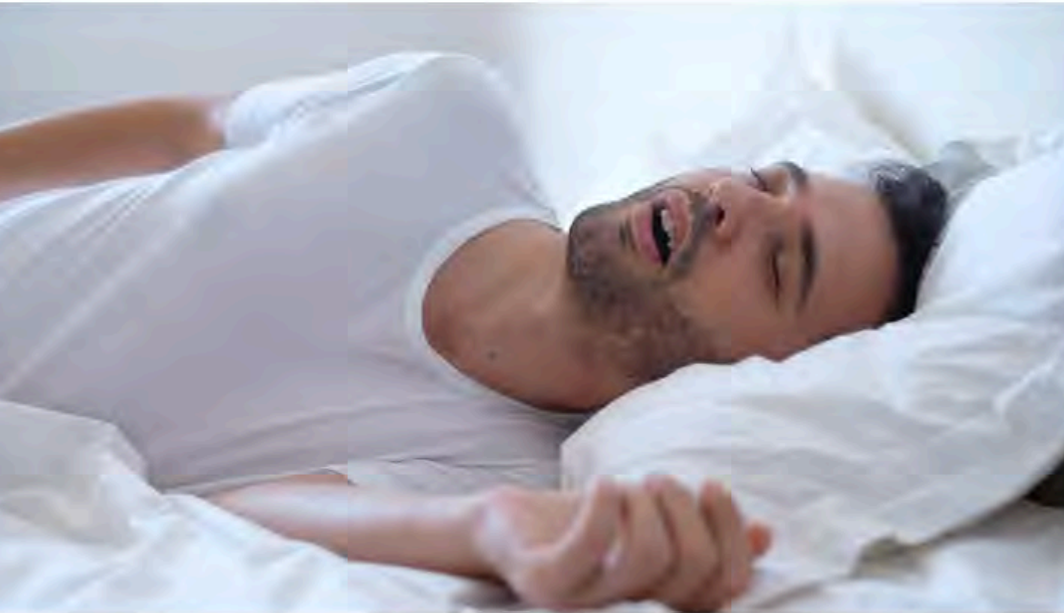
- Dose controlled - Low/micro dosing
- Controlled or sustained (Up to 8hr) release and/or quick onset
- Compelling safety profile - Instant removal in case of side effect
- Multiple deliverable modes and dosage options (transdermal/inhaled/transmucosal)
- Existing solutions significantly de-risk acceptance

Plasma concentration



# LEVERAGING RHINOMED'S GLOBAL SLEEP FRANCHISE

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## THE POTENTIAL TO CHANGE THE PARADIGM IN SLEEP

- Medical cannabis and sleep is a well researched area. A potential new product could leverage Rhinomed's existing franchise:
  - 13,000 stores globally already selling Rhinomed technology
  - Tens of thousands of people already using Mute to assist with sleep and respiration
  - Growing number of clinicians already recommending Rhinomed technology as a stand alone or companion therapy
  - Potential to provide a totally new treatment mode across a range of sleep related conditions

## CAN A NASALLY DELIVERED CANNABINOID FORMULATION CHANGE THE WAY WE TREAT OBSTRUCTIVE SLEEP APNEA?

- A Phase 2 Study *Cannabinoid Therapy of Apnea - Carley et al, Sleep 2018 Jan 1:41(1)* demonstrated that an oral version of Dronabinol (Delta 9-THC) showed some potential application as an OSA - Cannabinoid receptor agonist.
- Statistically significant improvement in primary outcomes including lowering AHI, reducing daytime sleepiness and improving treatment satisfaction.
- ***The Key challenge - finding a reliable and acceptable dosing and targeted delivery system.***



# INVESTMENT PROPOSITION

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## MARKET

- Compelling Products in growing global markets
- Compelling pipeline of next generation products
- Licensing opportunities into high value Rx and OTC markets.



## DISTRIBUTION

- Business is rapidly expanding the revenue base through a global distribution footprint
- Partnering with worlds leading pharmacy chains and retailers
- Adoption and acceptance by clinicians



## KEY FOCUS

- Driven by globally experienced board and management team
- Clear focus on three key growth markets:
  - USA & CANADA
  - UK
  - Aust/NZ Base



## NEAR-TERM NEWS FLOW

- Growing the number of distributors and retailers
- Product extensions
- Further progress in medical cannabis



## COMPELLING INVESTMENT COMPARATOR

- Breathe Right™ Strip had Peak revenues of approximately US\$150m
- Purchased by GSK in 2007 for US\$ 566m

## CONTACT

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