



RHINOMED

ANNUAL GENERAL MEETING – 29 NOVEMBER 2019

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OTCQB:RHNMF

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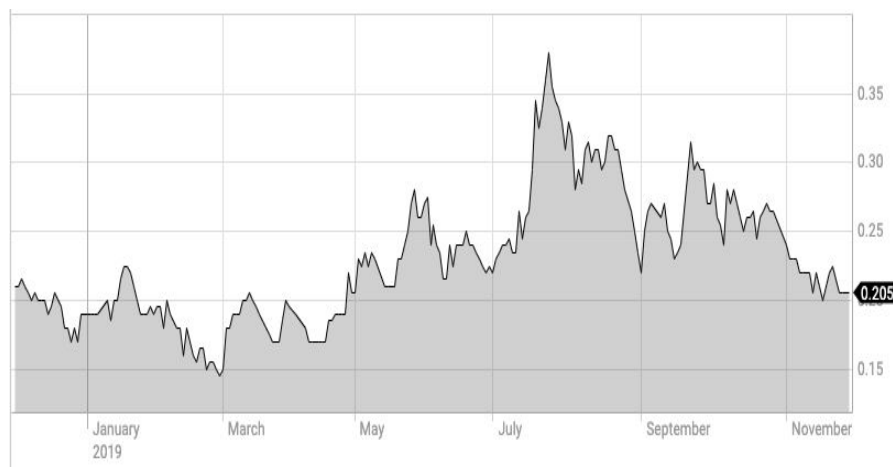
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RHINOMED

CORPORATE OVERVIEW



Board and Management

Mr Ron Dewhurst	Chairman
Mr Michael Johnson	CEO and Managing Director
Mr Brent Scrimshaw	Non Executive Director
Dr Eric Knight	Non Executive Director
Mr Sean Slattery	CFO

Key Metrics

Market Cap	~AU\$35m
Current Stock price	A\$0.20
Shares on issue	169m
Top 20 Investors	71%

Top Investors

Mr Whitney George (US)	25%
Dr John McBain (Aust)	9%
Mr Paul Stephens (US)	6%
Perennial Funds	5.37%

RHINOMED LIMITED

POSITIONED FOR GROWTH

Rhinomed is experiencing rapid growth:

- Targeting large addressable markets in sport, sleep, respiration, allergies, congestion and anxiety
- Product stocked in approx. 12k+ stores globally

Rhinomed is experiencing rapid sales growth from enhanced consumer awareness of its products:

- Revenues have tripled over the last 4 years, are up 50% YoY to \$3.2m and forecast to continue growing to \$5.5m in FY20
- Product range on sale jumping from three to eight in 2020

Significant scope for earnings enhancement as revenues grow:

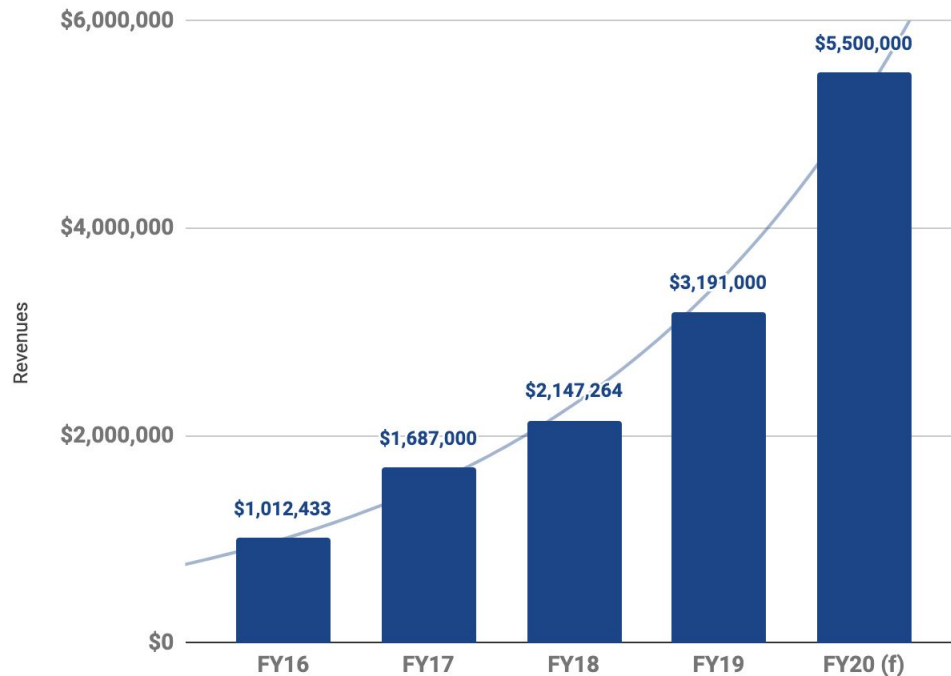
- 70%+ gross margins
- Low fixed cost base circa \$5m pa.
- R&D costs incurred and regulatory registrations granted

Company recently raised \$6m via share placement. Funds will support growth in sales, product roll outs and working capital

STAGE SET FOR TRANSFORMATIONAL YEAR

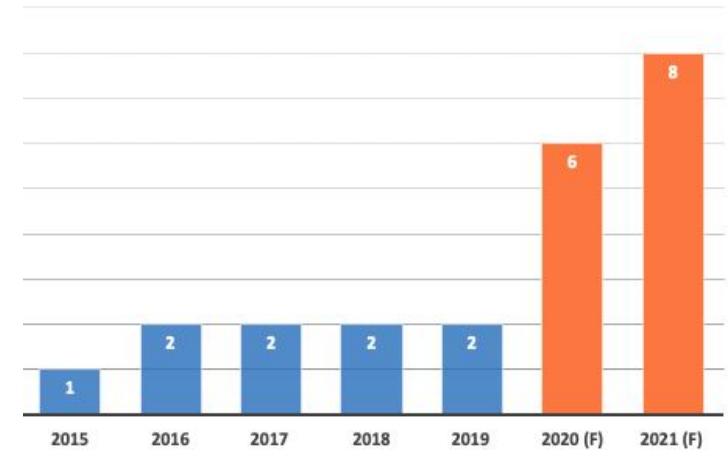
NEW PRODUCTS, NEW STORES, REVENUE GROWTH

Revenues



- Revenue growth to accelerate in FY20 and beyond driven by organic growth in current products, new product launches and significant store growth.

Products in market

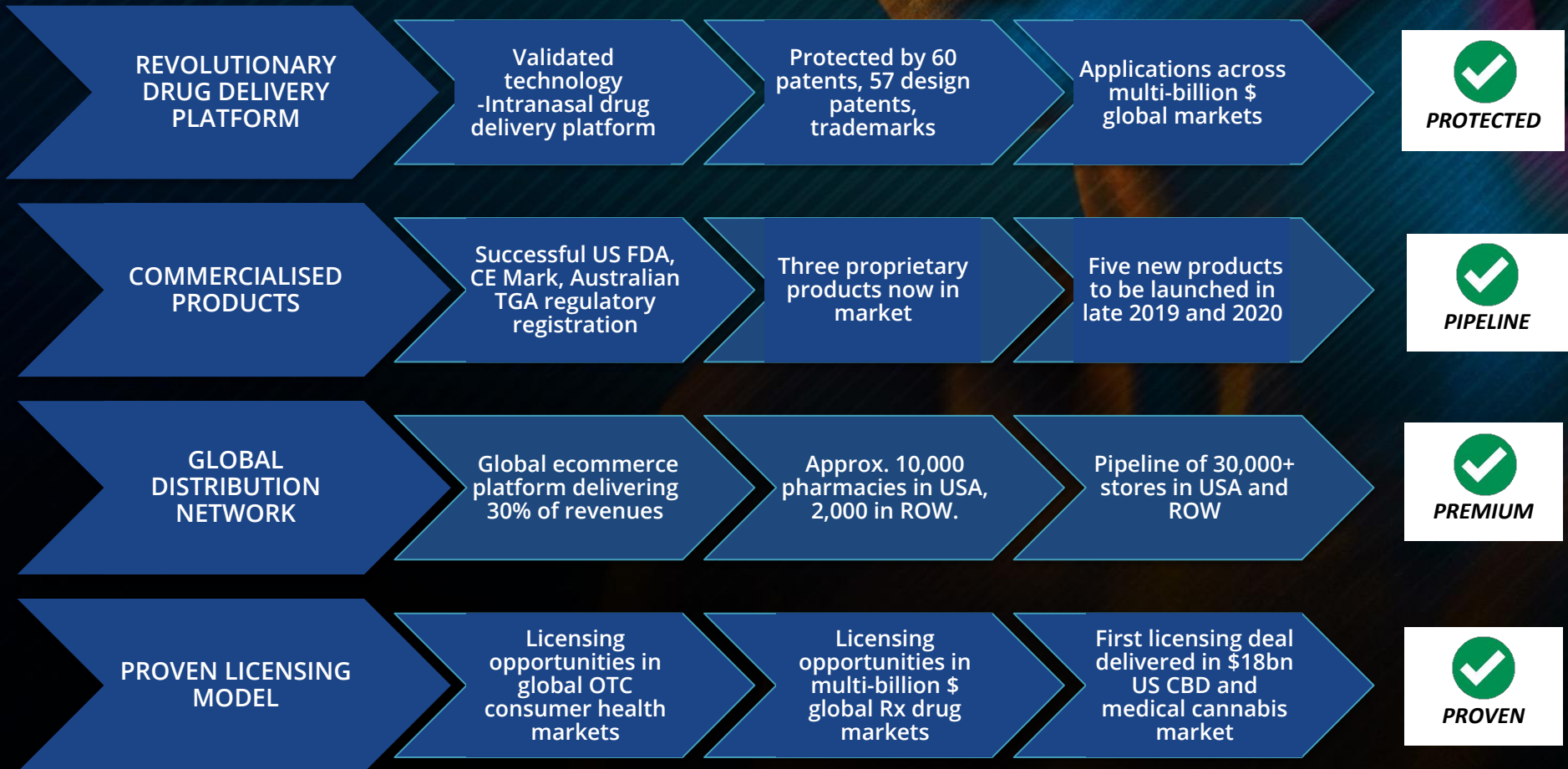


Store Growth



RHINOMED LIMITED

DELIVERING A GLOBAL STRATEGY BUILT UPON FOUR PILLARS



PRODUCTS, DISTRIBUTION AND LICENSING

BUILDING CATEGORY LEADING BRANDS

DELIVERING SALES AND PRODUCT SUCCESS



2014



2016



2019



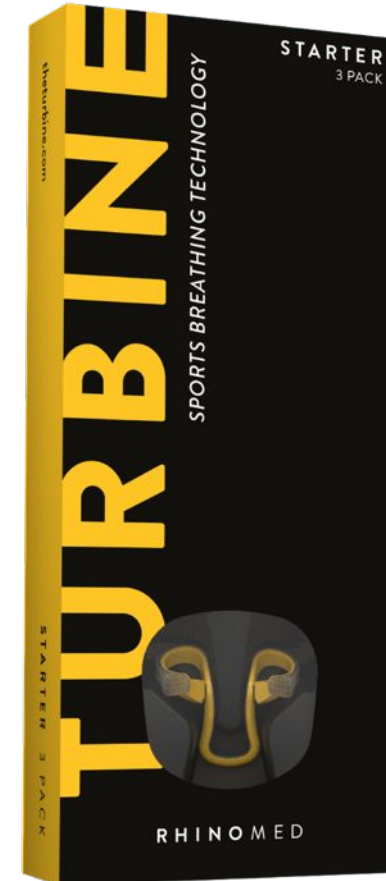
2019



TURBINE SPORT BREATHING TECHNOLOGY

FIRST PRODUCT SUCCESSFULLY COMMERCIALISED

- Niche position in global sport, yoga, aerobic exercise markets
- Online Distribution and select US stores
- 70% Gross Margins
- Adopted by athletes in running, cycling, aerobic activity – used in NYC marathon, Tour de France, Rio Olympics, etc.
- Class 1 registration with US FDA, CE Mark, Australian TGA, Canada Health and Taiwanese FDA



MUTE - FASTEST GROWING BRAND IN US NASAL STRIP MARKET

CONSUMER HEALTH PRODUCT FOR GLOBAL SLEEP MARKET

- Now in 12,000+ stores globally
- Approx 10,000 in USA, 2,000 ROW
- 70% Gross Margins
- Delivered 95% of FY19 revenues
- Brought business back in house in Australia and seen strong growth
- Class 1 registration with US FDA, CE Mark, Australian TGA, Canada Health and Taiwanese FDA
- Companion therapy for Obstructive Sleep Apnea market – CPAP and Oral Advancement Therapies



PRONTO SLEEP

DRIVING GROWTH IN GLOBAL OTC SLEEP CATEGORY



- On shelf in ~1,000 Walgreens stores from July 2019
- Seeking to replicate Mute distribution of 12,000 stores globally and online
- 70% Gross margins
- FDA, CE Mark and TGA Class 1 registration May 2019
- Proprietary essential oil formulation to aid with sleep
- Unique rechargeable pod delivering up to 10 nights of better sleep
- Strengthening Rhinomed presence in global Sleep category



PRONTO CLEAR

BRINGING INNOVATION TO GLOBAL DECONGESTION MARKET



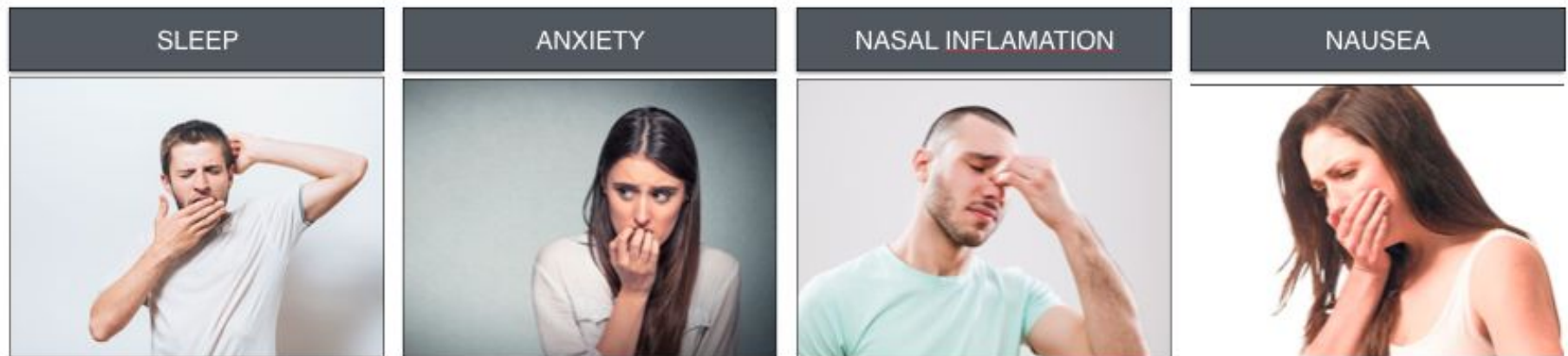
- Released late 2019
- Seeking to replicate Mute distribution of 12,000 stores globally 2020/21
- 70% Gross margins
- FDA, CE Mark and TGA Class 1 registration May 2019
- Proprietary nasal decongestion essential oil formulation
- Unique rechargeable pod delivering up to 10 nights of nasal relief
- Growing Rhinomed's presence in global nasal congestion market



RHINOMED HAS A PIPELINE OF NOVEL TECHNOLOGY

TARGETING CONSUMER NEEDS IN HIGH GROWTH CATEGORIES

- Development of solutions where the benefits of Rhinomed's nasal drug delivery and stenting technology deliver value to:
 - Retail partners
 - Consumers,
 - Patients and clinicians
- Targeting multi billion global markets



ROLL OUT IN 2020 OF A FAMILY OF BRANDED SLEEP SOLUTIONS THAT USE CBD AS A CATALYST FOR GROWTH

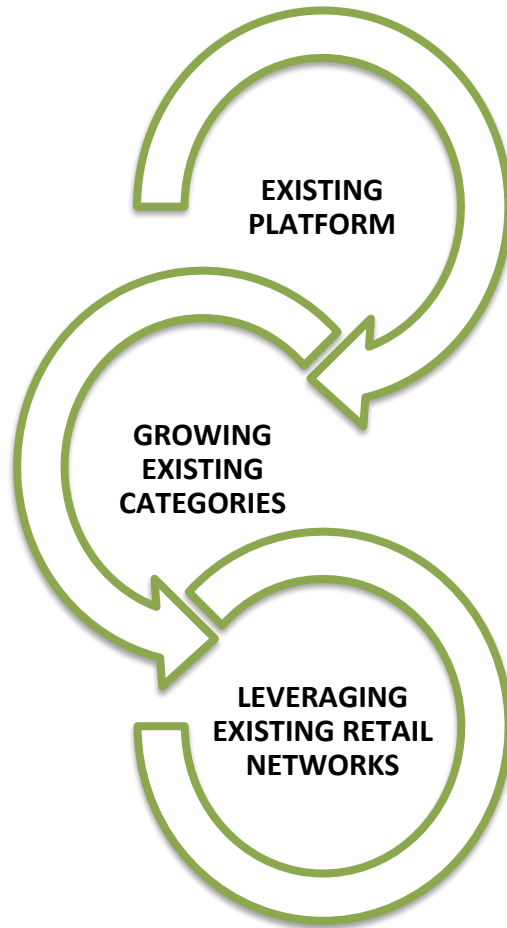
- Extension of Pronto range featuring new formulations and the inclusion of CBD
- Targeting clear unmet needs in the US\$79 billion* global sleep aids market
- Building a highly valuable and strategic global franchise in OTC Consumer Health sleep solutions



* Global Sleep Aids Market , Allied Market Research, October 2019

LEVERAGING ONE OF RHINOMED'S CORE STRENGTHS

PREMIUM GLOBAL ONLINE AND RETAIL DISTRIBUTION



- Presence in 10,000 stores US, 2000 stores ROW
- Premium retail outlets:
 - Online - Amazon USA, UK and Australia
 - Drug Store/Pharmacy – Walgreens/ CVS/ RiteAid (USA), Boots (UK)
- Targeting 30,000+ stores in USA and ROW by end 2021
 - Expansion in Drug store/Pharmacy
 - Grocery
 - EDLP + Mass
 - Online – Hong Kong / China

MCKESSON
Empowering Healthcare

Sigma
Healthcare

symbion

Kroger

RITE
AID

Boots

AmerisourceBergen

CVS/pharmacy

LONDON
DRUGS

amazon

Walgreens

BED BATH & BEYOND
Beyond any store of its kind.

Fred Meyer

Harrods

COMPELLING TECHNOLOGY PIPELINE

DELIVERING VALUE OVER THE NEAR AND LONG TERM

- Continuing to grow through development of in house portfolio of branded products
- Execute licensing deals for product in pipeline

GLOBAL MARKETS	TECHNOLOGY	IN MARKET	PIPELINE			
SPORT	Stent	Turbine				
SNORING		Mute	CY20	CY21	LICENSING OPPORTUNITIES	
SLEEP	Airstream Platform	Pronto Sleep	Pronto Sleep Plus - CBD		Obstructive Sleep Apnea – Medical Cannabis	INSOMNIA
			Pronto Sleep Performance			
COUGH, COLD CONGESTION		Pronto Clear	Pronto Allergy Relief	Pronto Allergy Relief - CBD	Non-Steroidal Anti-Inflammatory Drugs (NSAIDS)	COPD
NAUSEA				Pronto Nausea Relief - CBD		
PAIN					Pronto Migraine Relief	MIGRAINE
ANXIETY			Pronto Relax - CBD	Pronto Focus - CBD	PTSD	CNS DISORDERS

FIRST LICENSING DEAL COMPLETE

\$18 BILLION US CBD AND MEDICAL CANNABIS MARKET



Validating both technology and licensing model

- 12 year licensing deal
- Exclusive to the USA
- Columbia Care is a leading player in the US CBD and medical cannabis market
- US CBD market expected to reach US\$18 billion by 2025
- Cost plus double digit royalty rate
- PLUS Double digit profit share depending on distribution channel
- Includes both CBD and medical cannabis applications

14% of Americans say they use
CBD products

- 40% for pain
- 20% for anxiety
- 11% for sleep

Gallup June 19-July 12 2019

LICENSING STRATEGY

PLATFORM APPEAL ACROSS BOTH OTC AND RX APPLICATIONS

- Rhinomed platform provides the potential for a truly unique delivery profile:
 - Fast acting like a spray
 - Sustained release like a patch

Nasal drug delivery offers significant benefits over other delivery modes	Rapid absorption - higher bioavailability
	Fast onset therapeutic mode of action
	Avoidance of first pass through the liver
	Titratable delivery
	Long release
	Controlled/Sustained release
	Ability to micro low dose



LICENSING STRATEGY

CHANGING THE DRUG DELIVERY PARADIGM

1. Rhinomed has established acceptance and adoption of the technology in Global OTC markets as a Class 1 device.
2. Business development program will target those seeking:
 1. An innovative, non-oral, or non-injected delivery platform for their proprietary CNS, systemic, or topical nasal compounds.
 2. To re-evaluate promising compounds that experienced clinical development challenges due to insufficient oral bioavailability, first-pass metabolism, or speed of onset.
 3. To find new or improved uses for existing compounds.



OUTLOOK

RHINOMED

KEY CATALYSTS

- 4 new Products to be released before December 2020
- First CBD products to be launched in 2H FY20
 - In US via partner Columbia Care with dispensaries throughout the USA
 - ROW via existing distribution channels

Expanding distribution

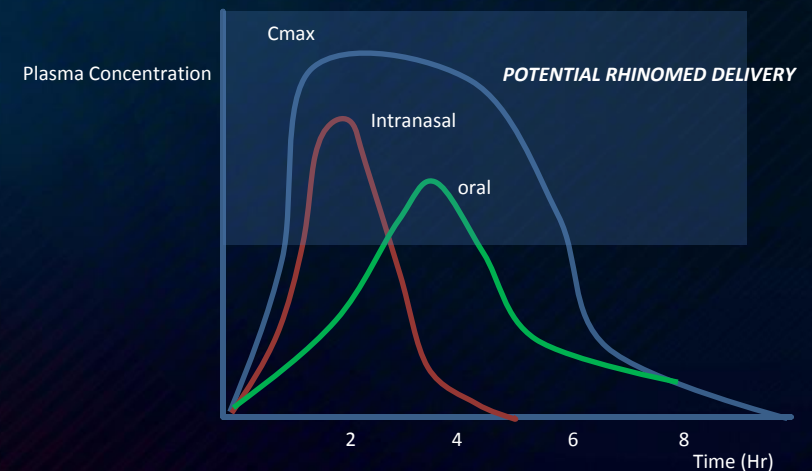
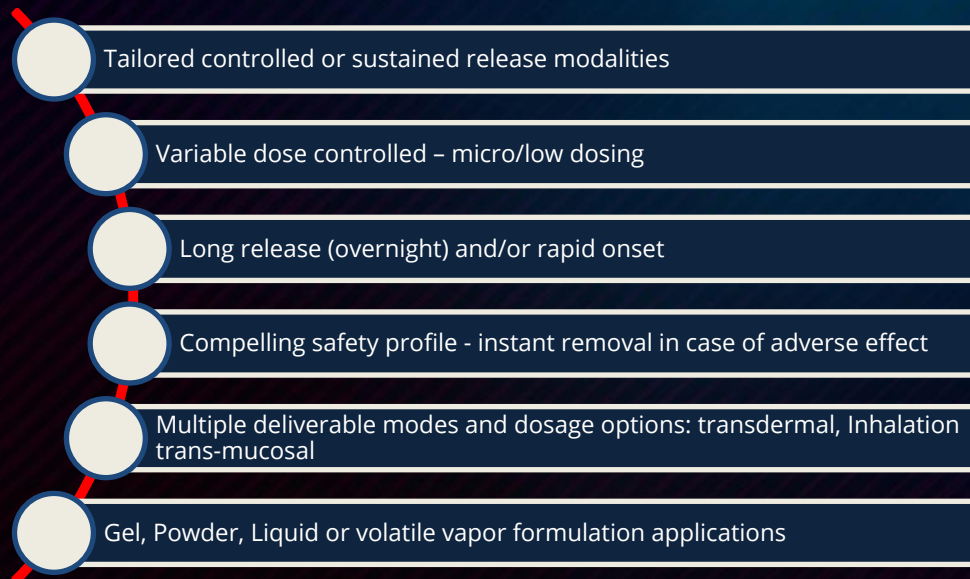
- Targeting 30,000+ stores in USA and ROW inside next 2 years
- Online (Asia)
- Potential Licensing transactions for platform
 - Inbound interest and potential for further transactions
- Quarterly updates on Revenues/Stores
 - Targeting minimum revenue growth of 50% into FY20
 - 2020 product launches underpin significant growth in FY21

APPENDIX A

A NEW APPROACH TO NASAL DRUG DELIVERY

INTRANASAL DRUG ELUTING STENT

- Potential to drive a paradigm shift in drug delivery – combining rapid delivery profile of a spray with long release profile of a patch.
- Three key modalities:
 - Stenting
 - Stenting + Volatile/vapor inhalation delivery
 - Stenting + nasal mucosal delivery
- Strategic appeal to new drug developers, specialty pharma and generic pharma seeking novel delivery solutions



RHINOMED NASAL STENT

IN-SITU NASAL DRUG DELIVERY PLATFORM

A platform delivering stenting, vapour release, drug release, sensor and monitoring capabilities

Two form factors already in market



CONTACT

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