

RHINOMED

INVESTOR UPDATE

August 2022

AUGUST 2022

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All references to currency are to Australian currency, unless otherwise indicated



We are on a mission to radically improve the way we breathe, sleep, take medication and maintain our health by utilising the nose as a site for the delivery of novel solutions

COMPANY SNAPSHOT

COMMERCIALISING A PROPRIETARY NASAL MEDICAL TECHNOLOGY PLATFORM

- Rhinomed is a leading medical device company that has developed a proprietary nasal technology platform protected by over 60 patents and 50+ design patents
- We seek to:
 - Socialise 'wearing' a device in the nose in order to solve high value unmet needs in the global consumer health, diagnostic and drug delivery markets
 - Build compelling clinical data that supports both the efficacy and user preference of our technology
 - Ensure people the world over have access to our solutions through the world's premier retail and online pharmacies and drug stores
 - Partner with the world best medical device, diagnostic and pharma companies in order to optimise their solutions



GROUP TRADING PERFORMANCE

RAPID GROWTH ACROSS GLOBAL MARKETS

FY22 RESULTS

Revenues \$9.1m
up 134%

Receipts \$8.8m
up 200%

FY22 Q4

Revenues \$2.32m
up 156% pcp

Receipts \$1.9m
up 107% pcp

BALANCE SHEET

A/c Rec - \$1.75m

Line of credit \$2.5m

No debt

CONSUMER HEALTH BUSINESS

Revenues - \$6.0m

Store Numbers up

Amazon growth 3x

SWAB BUSINESS

Regulatory clearance
in US, Aust and Europe

Successful clinical trial
results

FY22 Revenues \$3.1m

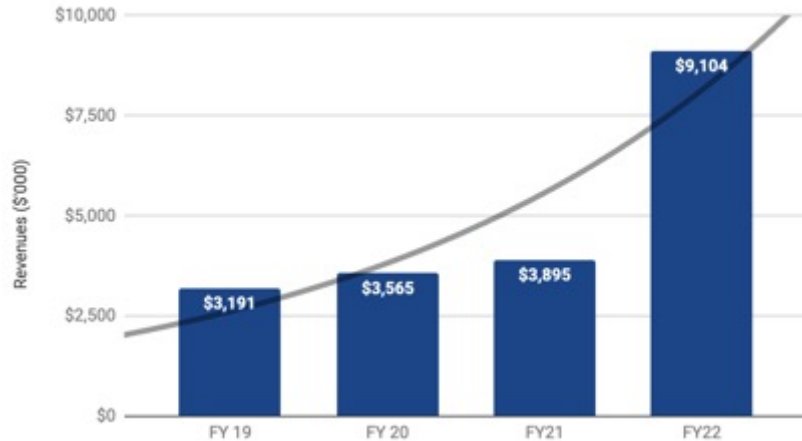
FY23/24

\$US120m pipeline

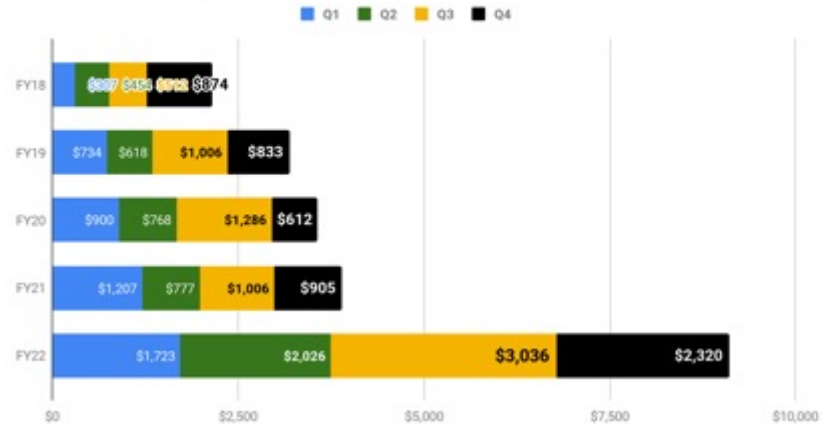
32.5m swab supply
deals loaded

Continued growth in
Consumer Health

FULL YEAR REVENUES



Quarterly Revenues (\$'000 AUD)



(f)= forecast figures. All FY22 figures are presented on an unaudited basis)

KEY MARKETS



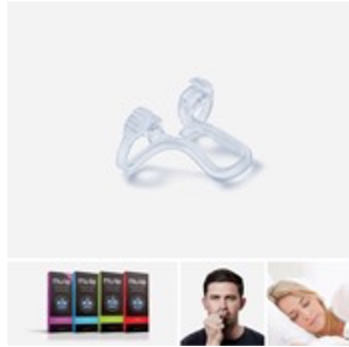
GLOBAL MARKETS – CONSUMER HEALTH

BUILDING A HIGH-VOLUME, HIGH MARGIN GLOBAL CONSUMER HEALTH BUSINESS

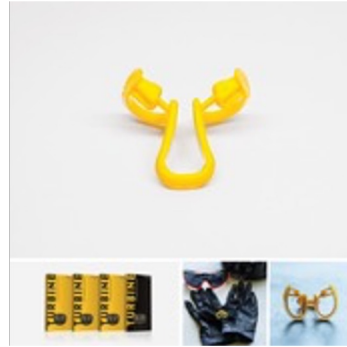
Presence on 20,000+ pharmacy shelves globally

Growing brand awareness

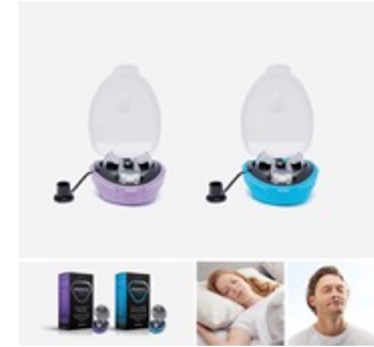
Substantial online sales growth



SNORING



SPORT/EXERCISE



ALLERGY/SLEEP/ CONGESTION

BuzzFeed

martha stewart

NEW YORK POST

Sun

Daily Telegraph

Better Homes and Gardens

Woman's Day

MCKESSON
Empowering Healthcare

Signa
Healthcare

symbion

giant eagle

RITE AID

Walgreens

AmersourceBergen

BED BATH & BEYOND

Walgreens

CVS pharmacy

amazon

dsn
HEALTH CARE

dsn
HEALTH CARE

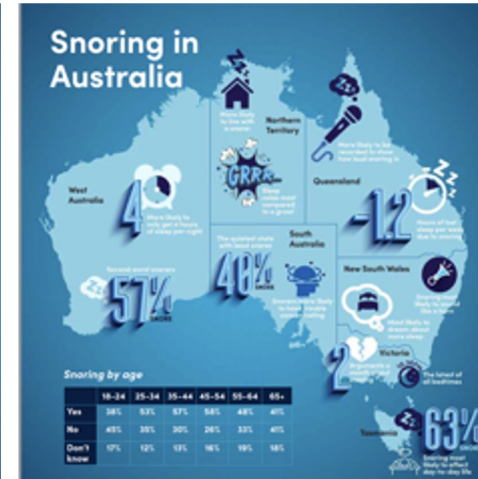
dsn
HEALTH CARE

Health
care
products

CONSUMER HEALTH – SNORING AND SLEEP

CLEAR UNMET NEED IN A GROWING GLOBAL MARKET IMPACTING MILLIONS

- Rhinomed's Mute technology competes in the global snoring and sleep market



CONSUMER HEALTH

OUR GOAL IS TO BE THE LEADING BRAND IN SNORING AND SLEEP

Amazon Best Sellers

Our most popular products based on sales. Updated hourly.

Best Sellers in Sleeping Disorder Nasal Strips

<p>41</p>  <p>RhinoMed Limited Mute Nasal Dilator for Snore Reduction, Assorted Anti-Snoring Aid Solution Improves Airflow Comfortable No... ★★★★☆ 5,217 \$14.99</p>	<p>42</p>  <p>Breathe Right Extra Strength Tan Nasal Strips, Nasal Congestion Relief due to Colds & Allergies, Reduces Nasal Snoring caused by... ★★★★☆ 6,001 \$18.30</p>	<p>43</p>  <p>Breathe Right Original Nose Strips to Reduce Snoring and Relieve Nasal Congestion, Tan, 30 Count (Packaging May Vary) ★★★★☆ 4,634 \$14.99</p>	<p>44</p>  <p>Breathe Right Extra Clear Drug-Free Nasal Strips for Nasal Congestion Relief, 44 Count, 1 Count ★★★★☆ 1,601 \$16.00</p>
<p>45</p>  <p>NasalMed NasalMist Hypertonic Extra Strength Saline Spray, Green 4.5 fl oz (Pack of 1) ★★★★☆ 5,246 \$8.79</p>	<p>46</p>  <p>RhinoMed Limited Mute Nasal Dilator for Snore Reduction, Size Medium Anti-Snoring Aid Solution Improves Airflow Comfortable... ★★★★☆ 1,425 \$21.09</p>	<p>47</p>  <p>Breathe Right Extra Nasal Strips, 72 Count, 2 Pack ★★★★☆ 171 \$15.99 - \$18.99</p>	<p>48</p>  <p>RhinoMed Mute Nasal Dilator for Snore Reduction, Size Small Anti-Snoring Aid Solution Improves Airflow Comfortable No... ★★★★☆ 137 \$21.09</p>



Click image to open expanded view

RhinoMed Limited Mute Nasal Dilator for Snore Reduction, Assorted | Anti-Snoring Aid Solution | Improves Airflow | Comfortable Nose Vent, Transparent (EN-MUTE10SAM-XX)

Visit the RhinoMed Limited Store
★★★★☆ 1,178 ratings | 44 answered questions
#1 Best Seller in Sleeping Disorder Nasal Strips

Price: \$21.99 (\$5.00 / Count) & FREE Returns

Get \$60 off instantly: Pay \$0.00 \$14.99 upon approval for the Amazon Prime Store Card. No annual fee.

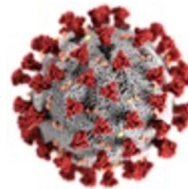
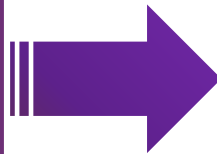
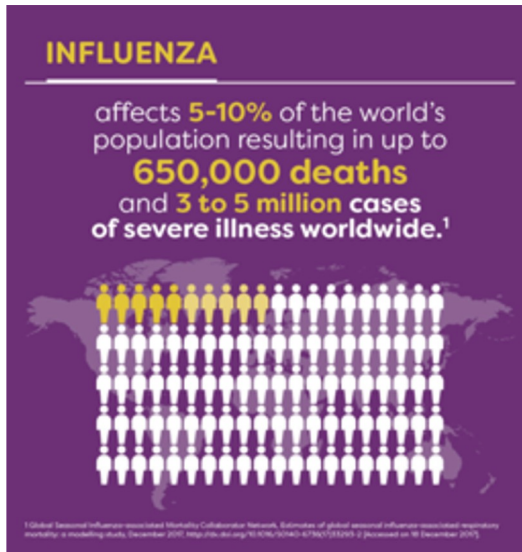
Available at a lower price from other sellers that may not offer free Prime shipping.

- Mute is a nasal dilator designed to reduce snoring by gently opening nasal passages and preventing airway collapse
- Proven to increase airflow through the Nose by an average of 38% when compared to nasal strips
- We recommend first buying the Trial Pack to determine which size fits best
- Easy to Use, flexible, lightweight and reusable up to ten times
- Available in three sizes, each with individually-adjustable nostril stents

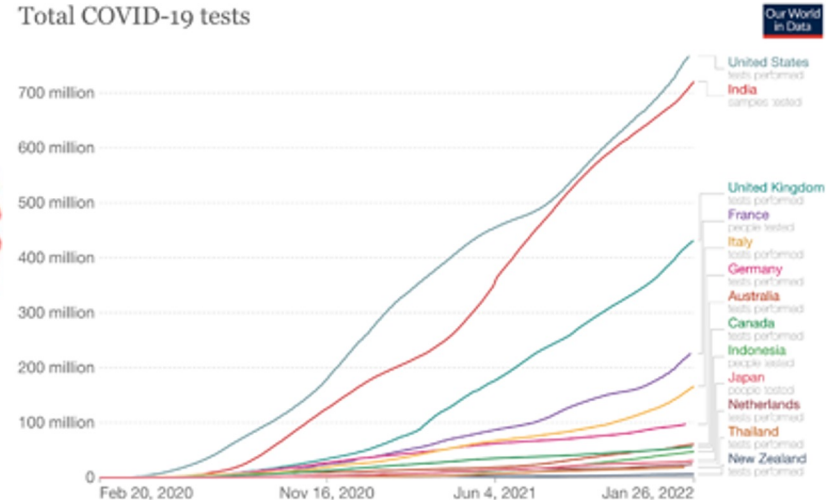
KEY MARKETS – UPPER RESPIRATORY INFECTION (URI)

A COMPELLING OPPORTUNITY IN A GLOBAL HIGH GROWTH MARKET

- Incidence of URIs reached 17+ billion in 2019*. Covid-19 has further increased numbers
- Testing to identify specific URIs is growing significantly to help identify appropriate treatments – 6+ billion COVID tests~ since 2020
- Better testing of URIs decreases risk of antibiotic resistance due to misuse of antibiotics. Quick, easy, mass high frequency testing ensures patients receive the right care at the right time



Total COVID-19 tests

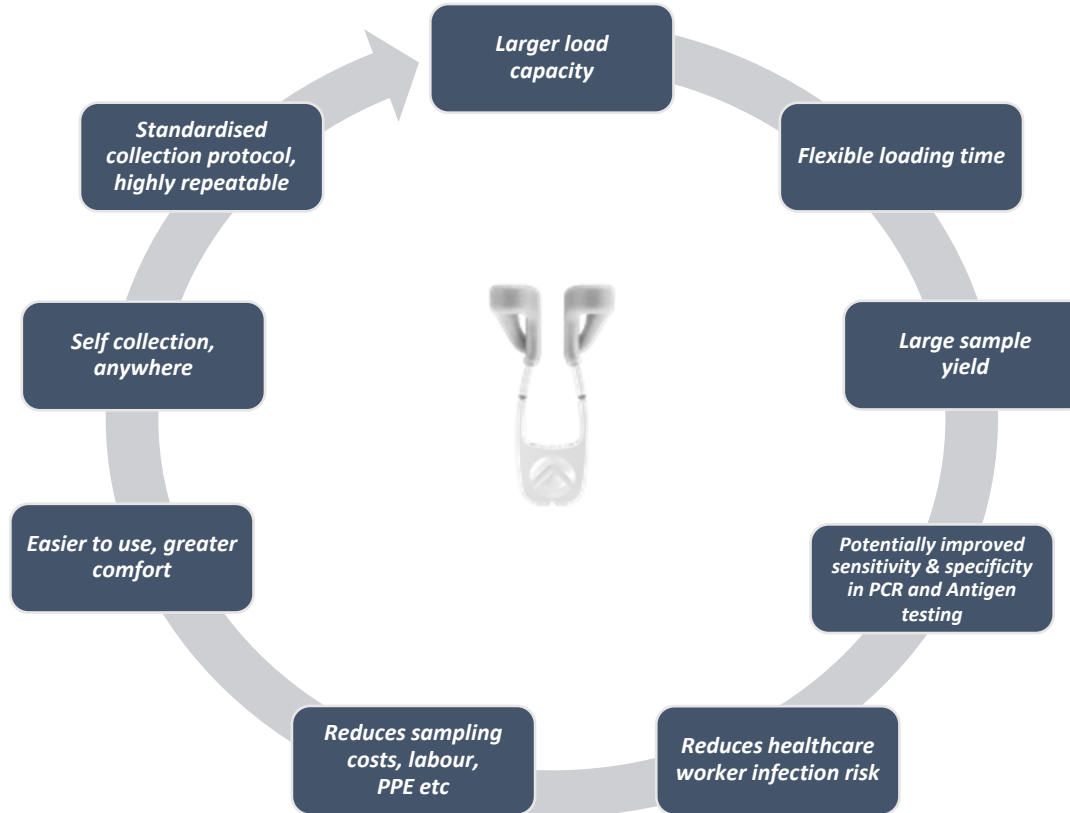


Source: Official sources collated by Our World in Data
Note: Comparisons of testing data across countries are affected by differences in the way the data are reported. Details can be found at our Testing Dataset page.

* Global burden of upper respiratory infections in 204 countries and territories, from 1990 to 2019 THE LANCET June 28, 2021 ~<https://ourworldindata.org/coronavirus-testing>

UPPER RESPIRATORY INFECTION (URI) – THE RHINOSWAB

A NEW 'GOLD STANDARD' RESPONSE TO SAMPLING FOR DIAGNOSTICS

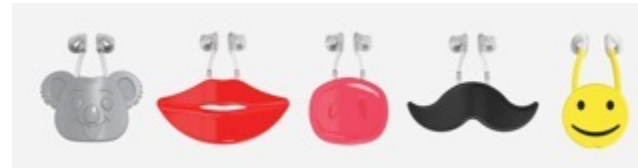


THE RHINOSWAB JUNIOR

CHANGING PAEDIATRIC DIAGNOSTICS FOREVER



- [Successful trials at MCRI & Royal Children's Hospital Melbourne](#)
 - Met all primary endpoints
 - Clinically comparable to the more invasive combined nose & throat swabs (96.2% sensitivity, 99.6% specificity)*
 - 82% of children preferred Rhinoswab Junior
 - 79% of parents want their children to be tested with the Rhinoswab Junior
 - 82% of nursing staff would prefer to test children with the Rhinoswab Junior
- Reduces fear & anxiety in children and their parents over testing
- Empowers children to take their own sample under supervision
- Less intrusive, more comfortable & pain free



Source: <https://www.mcri.edu.au/news-stories/our-2021-annual-report-celebrating-35-years-of-progress>

RHINOSWAB LAUNCHED IN THE US

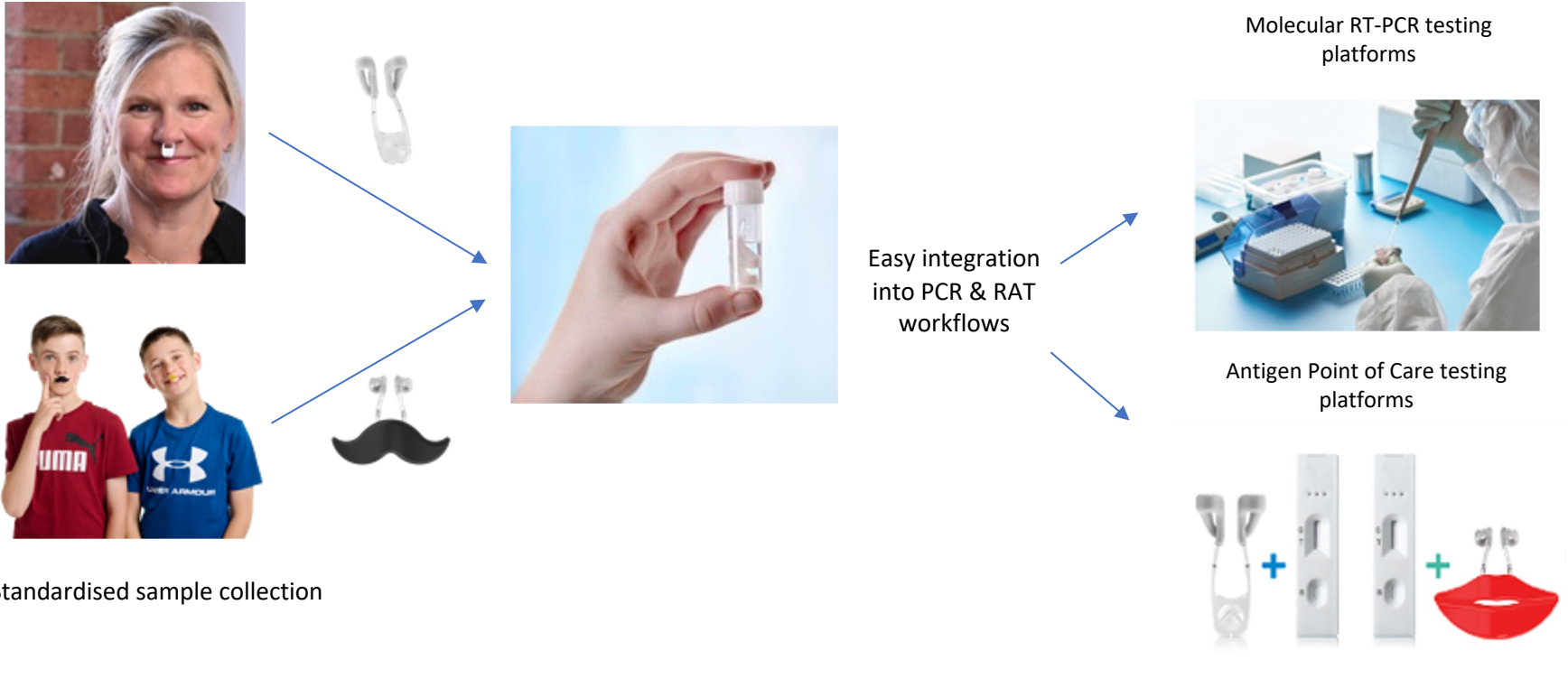
SHOWCASED AT AACC 2022 IN CHICAGO



<https://www.nbcchicago.com/top-videos-home/co/2898859/>

BOTH RHINOSWABS WORK WITH EXISTING ANTIGEN AND PCR PLATFORMS

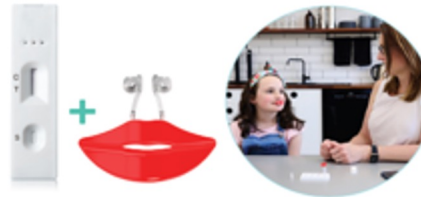
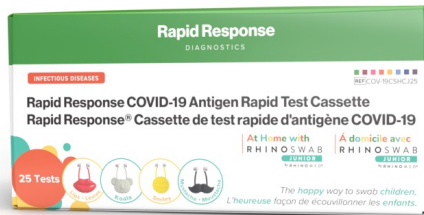
DELIVERING A SUPERIOR AND STANDARDISED SPECIMEN COLLECTION PROCESS



US\$120M+ PIPELINE OF OPPORTUNITY IDENTIFIED

32.5M SWAB DEMAND CONFIRMED AND SIGNED

- ✓ BTNX Inc. is a Canadian biotechnology company and leader in rapid, point-of-care diagnostics with a global presence. Largest supplier of RAT kits to the Canadian government where it has supplied over 390 million kits to date
- ✓ BTNX will supply the new RAT kit including Rhinoswab Junior to the Canadian market
- ✓ Minimum of 22.5m swabs over 24 months
- ✓ Surescreen Australia is the AsiaPac affiliate of Surescreen UK, one of Europe's leading developer and manufacturers of rapid, point-of-care diagnostics
- ✓ Surescreen Australia will supply the new RAT kit including Rhinoswab Junior to the Australian/NZ, Singapore and South Pacific markets
- ✓ Minimum of 10m swabs over 24 months



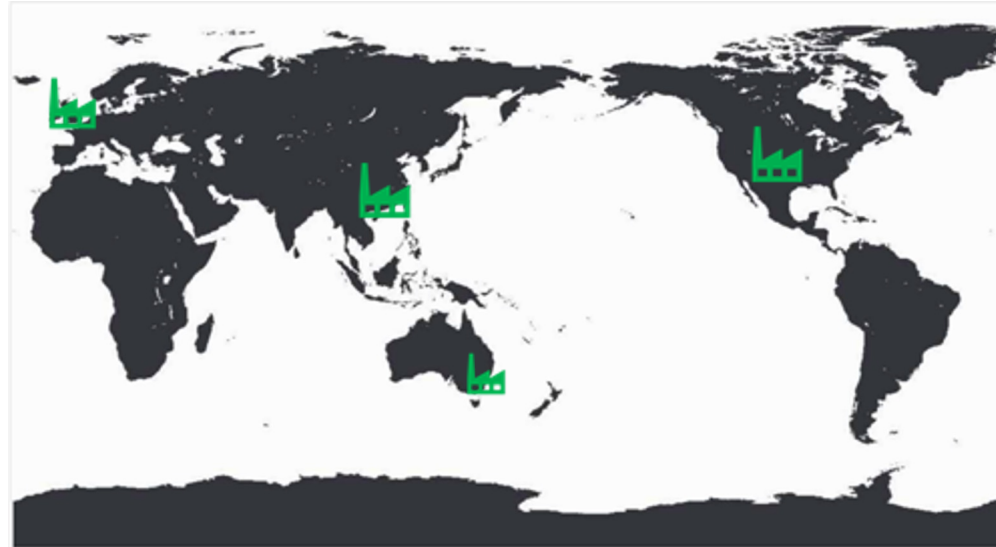
SCALING PRODUCTION AND MANUFACTURING



BUILDING A NEAR TO MARKET PRODUCTION CAPABILITY

FLEXIBLE AND SCALABLE PRODUCTION CAPACITY

- In response to increasing demand Rhinomed is building a global production network
 - Multiple production sites
 - Close to high volume markets
 - 33+ million swab pa production capacity in place
 - Existing Chinese production partner now online
 - Scaling Australian based manufacturing
 - Scoping two additional production sites in UK & USA
 - Production capability designed to cater for increased demand for consumer health products (Mute, Turbine) lowering cost of goods & improving margins across the business

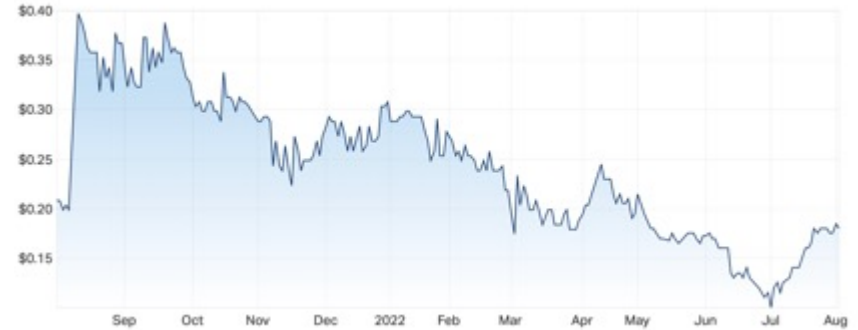


RHINOMED CORPORATE SNAPSHOT

ASX: RNO; OTCQB: RHNMF

Board and Management

Mr Ron Dewhurst	Chairman
Mr Michael Johnson	CEO and Managing Director
Assoc Prof. John McBain	Non-Executive Director
Mr Brent Scrimshaw	Non-Executive Director
Dr Eric Knight	Non-Executive Director
Mr Sean Slattery	CFO and Company Secretary



Key Metrics

Market Cap	~AU\$50m
Current Stock price	~A\$0.18
Shares on issue	286 m
Top 20 Investors	76%
Debt	Nil

Top Investors

Mr Whitney George (US)	39.2%
Prof John McBain (Aust)	18.5%
Mr Ron Dewhurst (Aust)	6.9%
Citicorp Nominees	2.1%
HSBC Custody Nominees	1.3%



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