



Annual General Meeting 2022



Diversified global medtech Company



Momentum is Building

Hydrix Services:

- 40% FY22 YoY revenue growth
- Strong growth and profitability ahead

Hydrix Ventures:

- 35% YoY increase in portfolio book value to \$3.65m
- Major valuation inflection points anticipated

Hydrix Medical:

- First product the GUARDIAN, is a major catalyst for sales growth
- Regulatory approvals & reimbursement key to commercial sales

Hydrix Limited:

- Capitalising on considerable opportunities created
- Pro forma cash on hand 30/9/2022 \$4.28m
- Loyalty Option Program offered to shareholders

Services – strong growth & profitability ahead

Strong International Growth

FY22 Results – significant post-COVID turnaround

- 40% YoY revenue growth to **\$10.3m** (\$7.35m FY21)
- >50% of revenues from outside Australia
- >40% from clients developing emerging cardiovascular technologies
- 55 employees – very high employee engagement survey results

FY23 Outlook – is for growth & profitability

- +20% YoY trend revenue growth, 1Q23 was +23% pcg
- Entered year with healthy pipeline and contract order book
- USA expansion to drive revenues – *USA <10% FY22 revenues*
- Increasing sales drive higher billable utilisation at higher fee rates
- Improving margins from medtech product development focus
- Full year profitability within reach, 1Q23 \$0.15m was +122% pcg



Development of the Cyban technology at Hydrix

Building Hydrix Global Brand Awareness

Building International Revenues

Objective: >75% Services revenues from outside Australia

- Strong focus on growing international medtech clients in the A\$2B outsourced product development market
- Since COVID, have appointed business development managers in Europe and recently the USA
- Client facing engagement increasing sales conversion rates, and attendance at key trade events helping to magnify Hydrix point of difference
- >50% increases YoY in website traffic from Europe and USA
- >\$1m 'first stage' Services contract with Scandinavian Real Heart, who is developing the world's first four-chamber total artificial heart
- Many smaller 'first stage' international projects in pipeline and/or underway with potential to evolve into material product development contracts



Ventures – approaching major valuation inflection points

35% increase in portfolio book value to \$3.65m

FY22 Results – progressing positively

- Cyder Surgical
 - Hydrix completed 1st generation commercial product
- Angel Medical
 - Commenced 'controlled market launch' +100 implants completed
 - Positively, is achieving high re-order rates within controlled launch sites, a leading metric of market potential
 - US public health reimbursement Code US\$10,250/device
- Cyban
 - Hydrix commenced development of 1st generation commercial product

FY23 Outlook - approaching valuation inflection points

- Cyder Surgical
 - FDA and TGA regulatory applications and outcomes
 - Capital raise to support commercial sales rollout in CY23
- Angel Medical
 - Capital raise to support USA sales ramp and next generation device development
- Cyban
 - Accelerated full scale product development
 - Potential to commence commercial sales in CY24



2022 surgical trials of the Cyder system

Medical – major catalyst for growth

Distributing disruptive cardiovascular technologies

1st Product the Guardian - potential revenues \$25m to \$60m p.a.

- The Guardian is the worlds first and only real-time heart attack alert device, more reliable than patient symptoms alone
- It can detect silent or asymptomatic heart attacks (almost half of patient events)
- If 2%-5% capture rate & pending A\$10k/device selling direct into initial markets

FY22 progress towards commercialising the Guardian:

- Made regulatory applications in five jurisdictions, three approval outcomes to date
- Market development in Australia pre-TGA outcome
 - Scientific and human research ethics committee clearance achieved
 - Private hospital approved for Guardian implants under special access scheme
 - National cardiology partner commenced screening for suitable patients to implant under special access
- First Malaysian patient implant was in Singapore prior to Malaysian regulatory approval (subsequently received in June 2022)



Introducing the Guardian to the medical community at CSANZ

Medical – major catalyst for growth (cont'd)

Distributing disruptive cardiovascular technologies

FY23 focus on pathways to commercial sales of the Guardian

- Singapore regulatory approval received August 2022
 - Major Guardian launch in Singapore at December cardiology conference to drive Asia cardiologist and patient awareness
 - Media outlets publishing editorials
 - Apply for inclusion on Table of Surgical Procedures (next listing CY24)
 - Commence sales / implants on a 'patient-pay' basis (until inclusion on TOSP)
- Commence discussions with Malaysia sub-distribution partners
- Commence regulatory application in Hong Kong and regulatory and reimbursement pathway in Japan
- Australian TGA regulatory process is ongoing and an outcome remains pending. An approval grants:
 - Right to sell/implant Guardian in Public hospitals and private patient payers
 - Right to commence applications for insurance reimbursements
- Continue to actively evaluate opportunities to expand cardiac product portfolio, have to date passed on many

▲王长纯通常每早都在跑步机上跑步五至六公里。
◀王长纯约两年前在斐瑞医院通过手术装置了植入式心脏监护仪。(Hydrix Medical提供)

植入心脏监护仪
老翁可跑六公里

报道 luluq@sph.com.sg
线: 1800-8227288/91918727
eChat传照片: 91918727

专科顾问林国泰医生提出一个更长久的解决方案。由于王长纯已经年近八旬, 如果下次心脏发作不能及时就医

Singaporean Patient #1 – getting back his life
Singaporean Chinese language media coverage of the Guardian. Print/Facebook

Telling the Hydrix story

Capitalising on considerable opportunities created

- Featured in and/or presented to more than 18 financial editorial pieces and news networks
- Presented at Australian Microcap Investment Conference
- Released Fresh Amplify “The Chairman’s List” Podcast [Spotify](#)
- Quarterly shareholder newsletters
- Established Hydrix Interactive Investor [Hub](#)
- Completed Entitlement Offer raising \$3.4m
- 12c Loyalty Option Program offered to shareholders (cash value \$6.0m, exp 31/12/23)

The Guardian - Real-time



Deal Room by Sonia Madigan, discussing the exciting progress of the AngelMed device along with the successful raising of \$2.82m through a placement.

Watch the interview here:



themarketherald.com.au

Hydrix (ASX:HVD) raises \$2.82m for portfolio expansion

Hydrix's medical technology meets unaddressed need for post heart-attack support



Bourse Communications Pty Ltd
174 followers
1mo •

Hydrix Executive Chairman Gavin Coote was interviewed by Bourse, discussing the growth of the business and the technologies such as the AngelMed Guardian.



Hydrix (HYD) FY22 revenue grew +40%

Momentum is building

Hydrix Services:

Strong growth and profitability ahead

Hydrix Ventures:

Major valuation inflection points ahead

Hydrix Medical:

First product the GUARDIAN - a catalyst for growth

Appendix

Hydrix Limited

Corporate snapshot

Major Shareholders

	Shares (m)	%
John W. King & related entities	27.3	10.8
Paul Lewis & related entities	14.9	5.9
Pusen Medical Technology Australia Pty Ltd	11.1	4.4
Roger Allen & related entities	10.4	4.1
National Nominees	5.6	2.2
Gavin Coote & related entities	5.2	2.1
Australian Philanthropic & Services Foundation	4.0	1.6
Top 20	110.9	43.9

Board

		Ownership <u>20.0%</u>
Gavin Coote (GAICD)	Executive Chairman	2.1%
Julie King (GAICD)	Non-Executive Director	10.8%
Paul Lewis (FAICD)	Non-Executive Director	5.9%
Paul Wright	Non-Executive Director	0.6%
Joanne Bryant	Non-Executive Director	0.6%
Alyn Tai	Corporate Counsel and Company Secretary	

Capital Structure

(as of 28 November 2022)

Ticker	HYD
Share Price	\$0.055
Shares on Issue (m)	252.5
Options and Performance Rights (m)	37.1
Warrants*	1
Market Capitalisation (undiluted) (A\$m)	\$13.9m

*On issue to a previous lender, exercisable into 8 million shares.

Share Price History (1 year)



Hydrix - a diversified global medtech company

Capitalising on major opportunities created

Our vision is to improve a **billion** lives

Our commercial model builds on a rich 20 year history in break through product development, to also now include early-stage Venture investments and distributing disruptive cardiovascular devices



Hydrix Medical

Distribute disruptive cardiovascular products to solve unmet needs



Hydrix Ventures

Invest in early stage, high potential, medical device clients



Hydrix Services

Transform disruptive technology ideas into commercial products for global clients, core focus in medtech

Selectively make minority Venture investments in clients where Hydrix is lead product development partner

Blending cardiovascular technology innovation & field sales expertise to bring new cardiac products to market

A key focus is the large, addressable, cardiovascular diseases market

Hydrix Ventures

Investing in breakthrough medtech product innovation

Angel Medical Systems, USA



Manufacturer of The GUARDIAN, the world's only implantable continuous cardiac monitor with ACS detection technology.

Investment:

1m shares @US\$1.00/share, ~3% ownership, book value \$1.5m

Status: commenced sales

- FDA approved (June 2021)
- Commenced commercial sales 1/1/2022 under a USA Medicare TPT Code for US\$10,250 per device
- Sales growth & major funding inflection points in CY23

Market potential:

- Addressable market >USD \$2B p.a.

Cyder Surgical Limited



An intra-operative surgical navigation system to assist surgeons position implants with greater accuracy during total hip arthroplasty.

Investment:

Equity-in-kind for Services, ownership ~7.5% (milestone triggers), book value \$1.2m

Status: pre-revenue

- Hydrix developed product
- Clinical data being finalised for FDA & TGA submissions
- Target commercialisation CY23
- Sales growth & major funding inflection points in CY23

Market potential:

- >USD \$2B p.a. addressable hip market

Cyban Limited



A non-invasive continuous tissue oxygen monitor measuring brain oxygen levels for patients in intensive care unit.

Investment:

\$0.5m invested, ~5.55% ownership, book value \$0.95m

Status: pre-revenue

- Completed \$5.25m fund raising CY2022
- Featured in The Australian 24/6/2022
- Hydrix developing 1st generation product
- Target commercialisation CY24

Market potential:

- >USD \$1.7B addressable market

Memphasys Limited



A novel technology for reproduction technologies, including IVF in humans and artificial insemination in animals.

Investment:

500,001 shares, book value ~\$20,000 plus 3,000,000 unlisted \$0.10c Options expiring Sept 2023

Status: (ASX: MEM) commenced sales

- Product placed in India and Australia for use in human IVF programs
- Expanding products & IP portfolio

Market potential:

- IVF >USD \$17.6B in 2026

Major inflection points anticipated

Audited book value is \$3.65M

Hydrix Medical: The GUARDIAN

The world's first and only real-time heart attack warning system



Target problem	Benefits offered	Status (Hydrix)
<ul style="list-style-type: none"> Current standard of care --- patient must have symptoms, recognise the symptoms and be able to act on the symptoms 30% to 50% of life-threatening heart attacks, the patients have no symptoms or no recognisable symptoms, e.g. silent heart attack 33% of Acute Coronary Syndrome (ACS) events (e.g., heart attack) are recurrent and patient may be asymptomatic Patients suffer from anxiety, poorer quality of life, they often suffer comorbidities including diabetes Patients often delay seeking medical attention (increasing risk of permanent heart muscle damage) Symptom uncertainty can also lead to seeking unwarranted medical attention (false positives add to emergency departments costs) 	<ul style="list-style-type: none"> The GUARDIAN, FDA approved, constantly monitors a heart and alerts patient to see a doctor or seek emergency intervention Adjunct benefit to current standard of care Guardian alarms without symptoms are the only prompt for silent heart attack Emergency alarm with symptoms are 91% more accurate than symptoms, alarm gets patients to medical attention 8x faster Reduces false positive presentations to emergency department by 26% helping to reduce costs Proven to also identify other serious cardiac events e.g. atrial fibrillation Improving detection & time-to-door can reduce hospital stay length and improve long term outcomes Improves patient quality of life Infrastructure & know-how already exists - implanted similarly to a single chamber pacemaker using pacing lead to sense heart signal 	<ul style="list-style-type: none"> Exclusive rights licensed to distribute in 8 countries Pre-commercial sales Progressing regulatory approvals & reimbursement Approved to distribute in Singapore, Malaysia, New Zealand Pending approvals in Australia & Thailand Applications planned for Japan, Hong Kong

Hydrix Medical: The GUARDIAN

Regulatory & insurance reimbursement market development

Hydrix is actively working on regulatory approvals and reimbursement processes across multiple jurisdictions, and other market development activities to commercialise The Guardian

Country* / Agency	Appl. Date	Status	Notes
USA / FDA	n/a	Approved	Distributed in the USA by Angel Medical Systems (owner of The Guardian)
Australia / TGA	26 Jul 2021	In progress	TGA submission July 2021. Pending approval, commence sales in public hospitals, advance MSAC application to obtain MBS Item code, pending MSAC outcome submit PLAC application for private insured patient reimbursement
Singapore / HSA	16 Aug 2021	Approved	HSA submission November 2021. Granted approval August 2022. Patients can pay out of pocket for an implant. A TOSP application will be made in CY23 for next listing in CY24
Malaysia / Ministry of Health	27 Dec 2021	Approved	MOH submission October 21. Granted approval June 2022. Commenced discussions with 3rd parties to sub-license
Thailand / Thai FDA	12 Oct 2021	In progress	Thai FDA submission Nov 2021. Review ongoing
New Zealand / MMDSA **	11 Aug 202	WAND notified	WAND notified August 2021. Developing go-to-market program
Hong Kong	-	Not started	Application to be developed in CY2023
Japan	-	Not started	Application to be developed with Japan-based consultants in CY2023
Indonesia	-	Not started	Application subject to 3 rd party sub-license appointment

* Hydrix has exclusive rights to distribute The Guardian in 8 APAC jurisdictions

** Medicines and Medical Devices Safety Authority (MMDSA)

Hydrix Medical: The GUARDIAN

APAC region market potential

GUARDIAN® market penetration leverages >5-decades of pacemaker surgery know-how and existing catheter laboratory infrastructure

Potential Market Size (illustration only)			Annual Sales Volume (units)		Annual Sales Value (A\$) ²	
Region	Population (M)	ACS Incidences p.a. ₁	2.0%	5.0%	2.0%	5.0%
Australia	25.8	75,000	1,500	3,750	\$15.0m	\$37.5m
Singapore	5.7	30,000	600	1,500	\$6.0m	\$15.0m
New Zealand	5.1	18,000	360	900	\$3.6m	\$9.0m
Direct to market	36.6	123,000	2,460	6,150	\$24.6m	\$61.5m
Malaysia	32.7	85,000	1,700	4,250		
Japan	125.8	289,000	5,780	14,450		
Hong Kong	7.5	12,500	250	625		
Indirect to market ³	166.0	386,500	7,730	19,325		

1. ACS = Acute Coronary Syndrome - any condition brought on by a sudden reduction or blockage of blood flow to the heart. Capture rate estimates based on targeting 'high risk' patients with co-morbidities such as diabetes, renal insufficiency and obesity and prior ACS episode
2. Sales value estimates for illustration only. Pricing subject to health reimbursement arrangements in each jurisdiction. Sales price assumption A\$10,000 per device direct to market in Australia, Singapore & New Zealand & estimated gross profit margins 40%. Sales are subject to regulatory approvals
3. Pricing not yet set in markets anticipated to be entered via sub-distribution arrangements: Malaysia, Hong Kong, Japan, Thailand & Indonesia which are included under exclusive distribution rights

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