

# CHANGING THE WAY THE WORLD BREATHES

**EXPANDING OUR GLOBAL DISTRIBUTION FOOTPRINT - AUGUST 2015** 



#### SAFE HARBOUR STATEMENT

This presentation contains forward-looking statements that are subject to risks and uncertainties. Such statements involve known and unknown risks that may cause the actual results, performance or achievements of Rhinomed Ltd to be materially different from the statements in this presentation. Actual results could differ materially depending on factors such as the availability of resources, the results of clinical studies, the timing and effects of regulatory actions, the strength of competition and the effectiveness of the Company's patent protection. We hope you find this update informative and please don't hesitate to contact us if you would like to know more.



OUR MISSION

## RADICALLY IMPROVE THE WAY YOU BREATHE, SLEEP, MAINTAIN YOUR HEALTH, AND TAKE MEDICATION.



#### WHO IS RHINOMED?

- A nasal and respiratory medical technology company based in Melbourne, Australia.
- Rhinomed develops, markets and partners its internal nasal technology platform into multiple form factors - internal nasal devices.
- The company has a platform technology covered by a family of over 60 patents
- · Our focus is on unmet needs in
  - sports & exercise,
  - sleep (snoring, sleep quality and sleep apnea,
  - · wellness and,
  - drug delivery.

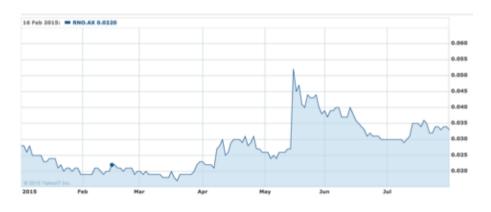
MANAGEMENT	BOARD
Michael Johnson, CEO & Managing Director	Michael Johnson, CEO & Managing Director
Justine Heath, COO/CFO	Martin Rogers, Non Exec Chairman
Dr Mitchell Anderson, CMO	Brent Scrimshaw, Non Exec Director
Phillip Hains, Company Secretary	Dr Eric Knight, Non Exec Director



## SHAREHOLDER OVERVIEW CAPITAL STRUCTURE

TOP 5 SHAREHOLDERS	SHARES	%
1. Kroy Wen	38,000,000	7.04%
2. HSBC Custody Nominees	14,819,427	2.75%
3. Kensington Capital Mgmt	13,500,000	2.50%
4. Abingdon Nominees	13,000,000	2.41%
5. Mr Yi Lu	8,500,000	1.58%

#### ASX PERFORMANCE



ORDINARY FULLY PAID SHARES	
Quoted	537,902,124
Total on issue	537,902,124
LISTED OPTIONS	
Quoted April 2017 6 cents	113,150,000
UNLISTED OPTIONS	
April 2017, 6 cents	90,000,000
Apirll20176.5 cents	40,000,000
Borrowings position 30 June 2015	0
Cash Position 30 June 2015	AUD 1.3m



## A NOVEL PLATFORM TECHNOLOGY

	Preclinical	Phase 1			Regulatory	In Market
OTC Dyspnoea in Sport and Exercise						• FDA
		<ul><li>CE Mark</li><li>Early</li></ul>				
						Revenues
	<b>User Trial</b>					
ОТС						• FDA
Snoring and Sleep Quality		<ul><li>CE Mark</li><li>Early</li></ul>				
						Revenues
	Preclinical	Phase 1	Phase 2	Phase 3	Regulatory	In Market
Sleep Apnea						
Drug Delivery – Acute Migraine (sumatriptan		Seeking to partner				
Hayfever - OTC						
Congestion - OTC						
Anxiety -OTC						



#### STRONG AND GROWING IP PORTFOLIO

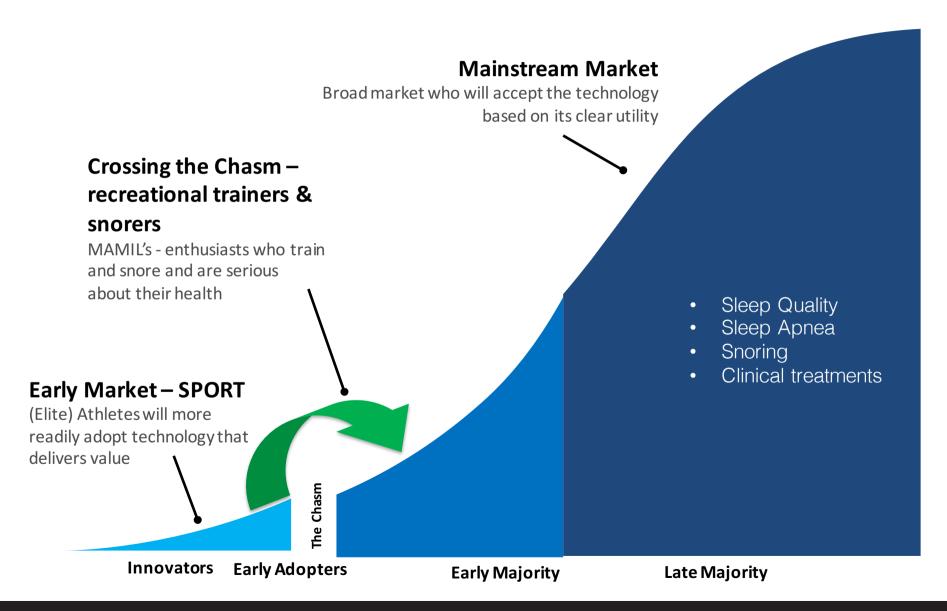
- Rhinomed continues to file applications to protect new intellectual property, of which a considerable amount has been developed over the past 30 months.
- Existing and new intellectual property has been diligently prosecuted in all relevant jurisdictions, with numerous cases successfully proceeding to Grant status.
- Our portfolio covers claims relating to all aspects of the companies work across, sport and exercise, sleep (snoring and OSA), wellness, including use of fragrances, scents and vapours and delivery of medication in the nose.
  - 56 patents across all major jurisdictions (13 granted)
  - 60 design patents across all major jurisdictions
  - Trademarks protecting major brands



## COMMERCIALISATION STRATEGY

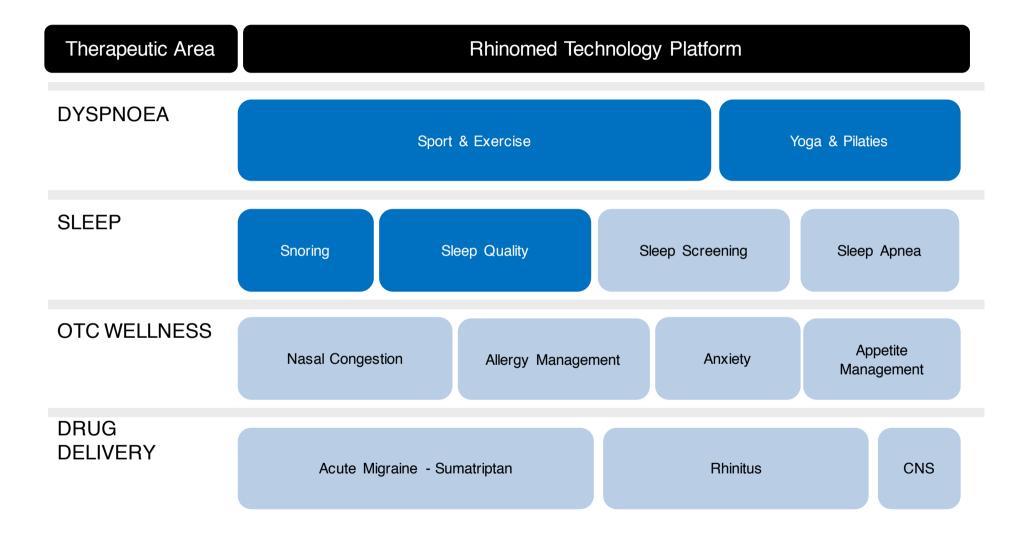


### SUCCESS IN EARLY MARKETS DE-RISKS LATER OPPORTUNITIES





## BRANDED TECHNOLOGY INNOVATION PIPELINE





## SPORT GLOBAL MARKET OPPORTUNITY - VALIDATED



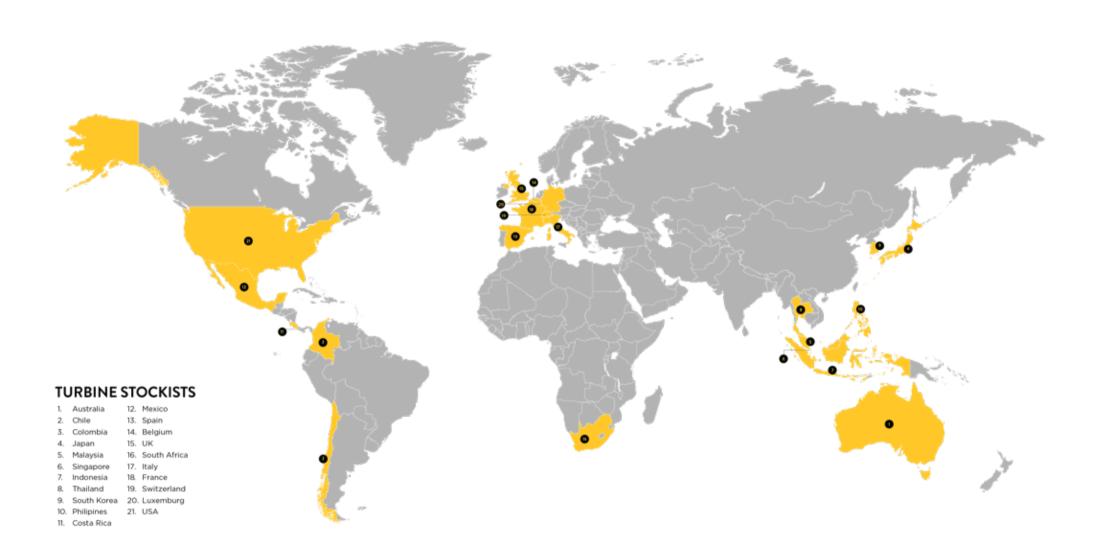
<sup>1</sup> National Sporting Goods Association 2011

<sup>2</sup> Amercian Outdoor Foundation 2012

<sup>3</sup> AustRoads & the Australian Bicycle Council 2011



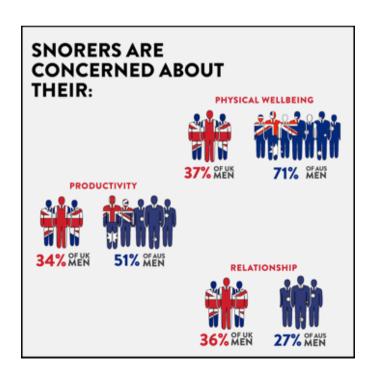
## EXPANDING TURBINE DISTRIBUTION FOOTPRINT





## SNORING IS A MASSIVE GLOBAL MARKET

- 45% of people in the UK snore 22 million people
- 64% of American households have a snorer (78 million households)
- 19% of Japanese snore 24 million people







## SNORING MARKET - DISTRIBUTION FOOTPRINT

Australia Est. 3.5 million snorers

United Kingdom Est. 22 million snorers

Japan Est. 24 million snorers

USA Est. 78 million households have a snorer

Europe Est. 111 million snorers















SIĞMA

Approx. 3,500 pharmacies



53,304 pharmacies

33,000 drug stores

Approx. 150,000 pharmacies



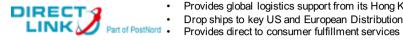




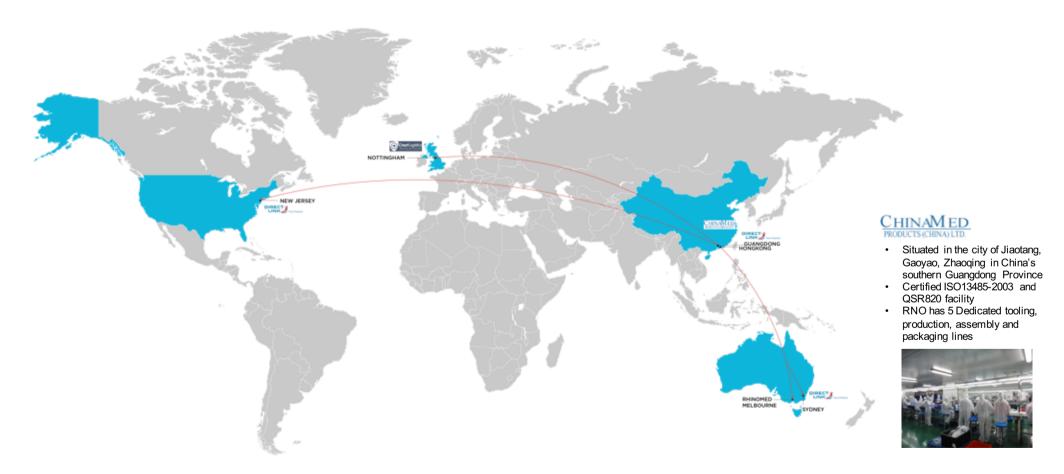
## ESTABLISHED PRODUCTION AND LOGISTICS



- Provides UK warehousing, customs and logistics support Distribution into Boots warehouses



- Provides global logistics support from its Hong Kong Hub.
- Drop ships to key US and European Distribution warehouses





## TECHNOLOGY AND BRANDS

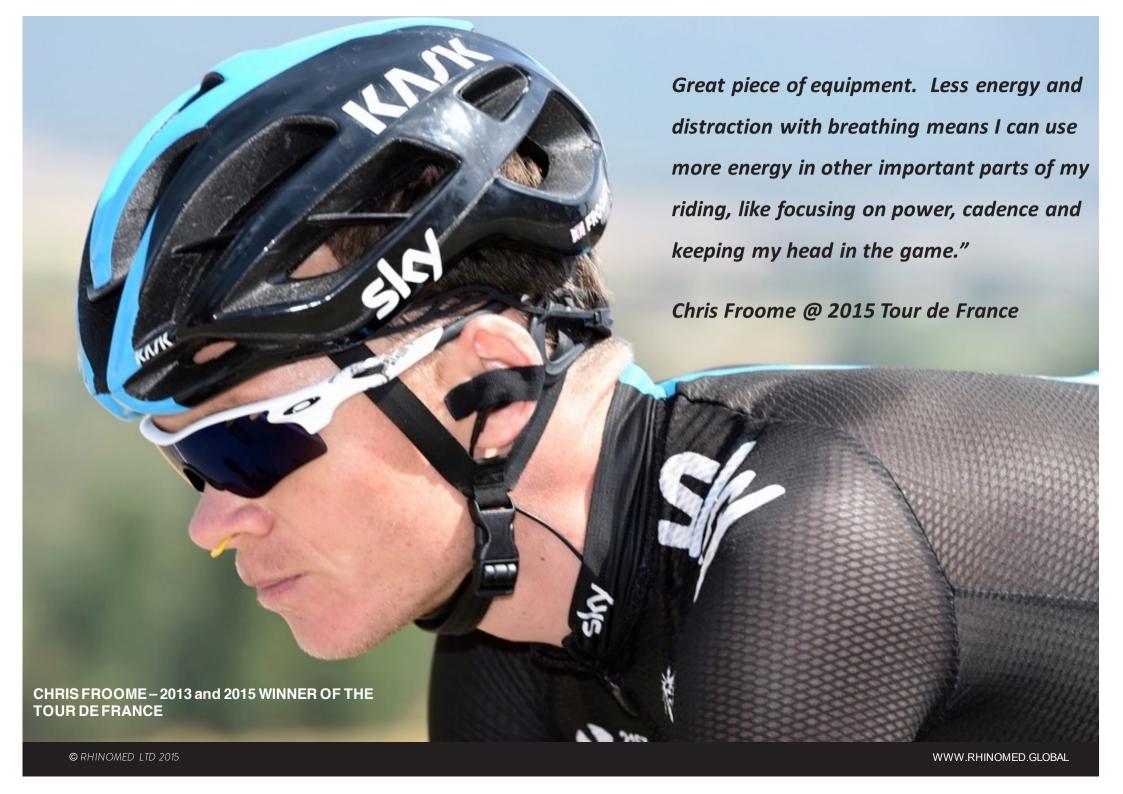
## **TURBINE**

Turbine is a sports breathing technology designed to make breathing easier during aerobic activity. Designed to sit comfortably inside the nose.

Turbine allows you to take in 38% more air with every breath. By optimising every breath and making it easier and more efficient to do so, Turbine may improve your performance, boost your endurance and aid your recovery. Turbine has been readily adopted by some of the world's best athletes including 2013 Tour de France winner Chris Froome.

Turbine is available in selected premium sports stores and at www.theturbine.com







## GROWING PRESENCE IN THE US\$32BN GLOBAL SPORTS & NUTRITION MARKET



- Distribution in 19 countries
- RRP US\$27.95
- Approximately 10 uses per product (less than \$1 a day)
- Optimizing and controlling airflow has advantages in sport and aerobic performance

Sold on line and through sporting goods stores



"Elite performance is based around a multitude of small decisions- training, eating, recovering and sleeping are just a few. The Turbine is a no-brainer, it can improve the efficiency of your breathing and therefore optimize your performance. Passive improvement gains are few and far between, give this

Mitchell Anderson, SPORTS DOCTOR & PROFESSIONAL TRIATHLETE

one a try..."

## CLINICAL TRIAL

#### The Objective

To study nasal airflow with and without an intranasal dilator device\*

#### The Subjects

Group of 20 healthy individuals (male and female of varying ages).

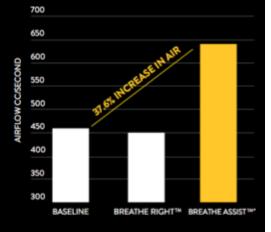
#### The Test

Controlled Rhinometry test where the amount of nasal airflow was measured using a Rhinomanometer

#### The Findings

On average the intranasal dilator provided a 38% increase in airflow.

\*Proof of concept clinical trial (early prototype of Turbine) S.Braham, Royal Victorian Eye and Ear hospital



WWW.RHINOMED.GLOBAL

© RHINOMED LTD 2015

## **HOW IT**WORKS

Breathing with Turbine increases the efficiency of getting air into your lungs, which allows you to reach maximum potential.

- Clinically proven to increase airflow, on average by 38%
- Reduces the energy exerted during breathing (by minimising resistance at the nasal valve)
- Maximises intake of warm, filtered and humidified air
- May reduce breathing difficulties related to obstructed nasal passages
- Assists with mental focus by providing valuable biofeedback about breathing nasally, a mechanism which also promotes nitric oxide release to optimise blood flow in the lungs
- May improve physical recovery by minimising the cost of breathing and allowing efficient, relaxed breathing patterning



## AS SEEN ON...



Luke Bell Australian triathlete



Annabel Luxford Australian triathlete



Adam Gordon Australian triathlete



Jack Bobridge Australian track team



Mark Monea
Freestyle motocross
rider and winner of
Monster Cup
Best Trick



Michael Ronning Downhill mountain biker



Paul Van Der Ploeg World XC Eliminator champion



Shannon Rowbury 1500m-Olympian



Chris Froome 2013 Tour De France winner



Calvin Watson Professional cyclist, Trek Factory Racing



Rachel Neylan Orica GreenEDGE cyclist



Baden Cooke International Talent Manager and ex Orica GreenEDGE rider



Matt Goss MTN-Qhubeka



Jack Bobridge Budget Forklifts cyclist

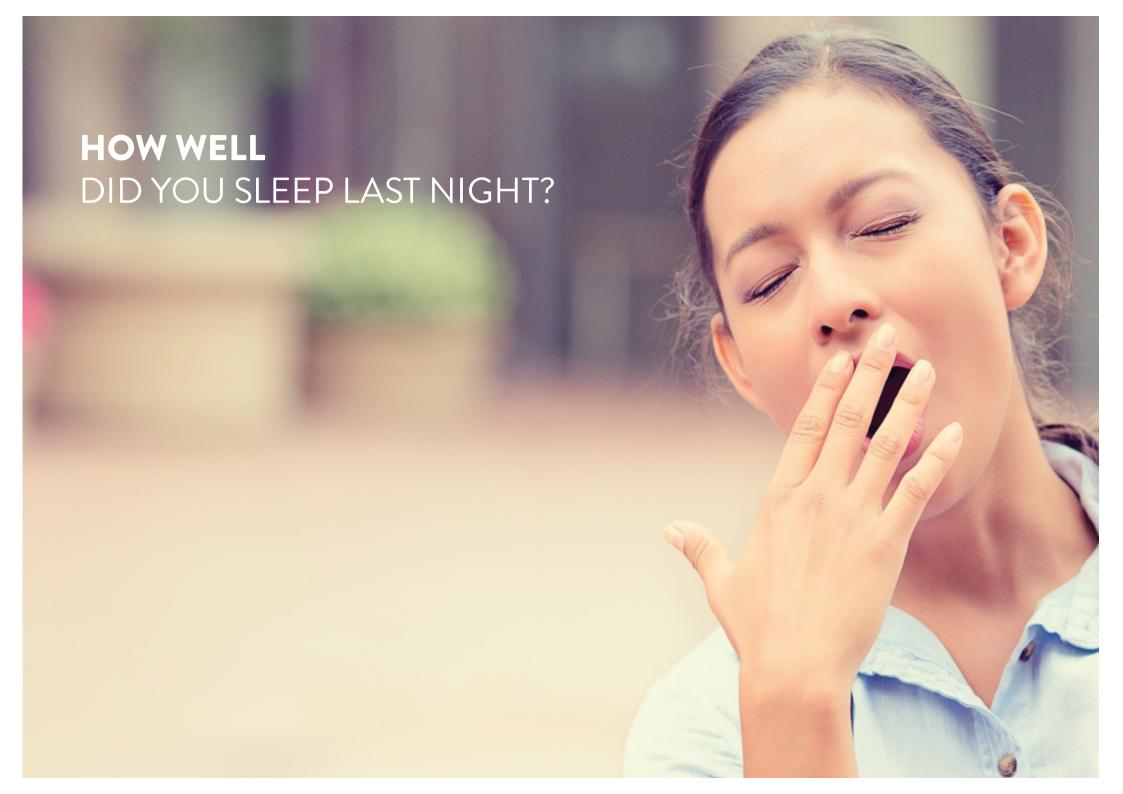


### STRONG PROMOTIONAL PROGRAM



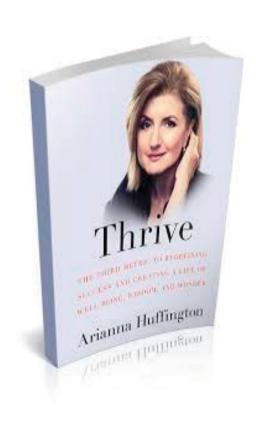
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#### SLEEP HEALTH HAS GONE MAINSTREAM



"The science is pretty incontrovertible, that sleep deprivation affects every aspect of our health and cognitive performance."

**ARIANNA HUFFINGTON** 



## SLEEP IS THE HEALTH CRISIS OF THE 21ST CENTURY

- 90 million American adults snore NATIONAL SLEEP FOUNDATION
- 70% of young Americans are sleep deprived NATIONAL SLEEP FOUNDATION
- Poor sleep is a significant contributor to major health & safety accidents
- Snoring & sleep disordered breathing may lead to dementia APRIL 2015, TIME MAGAZINE
- 80% of patients who suffer from Sleep Apnea market remain undiagosed Resmed/Phillips Respironics
- Spending on sleep aids increased 5.6% annually since 2008

"Sleep has finally emerged from the darkness and gained the limelight as a critical American health issue."



## THE WORLD IS SLEEP DEPRIVED



**1950**: Arsenal win FA CUP Average sleep – **9 hrs** 

**2014**: Arsenal win FA CUP Average - **6.5 hrs** 





### POOR SLEEP CONTRIBUTES TO POOR HEALTH OUTCOMES

## Effects of Sleep deprivation



- Cognitive impairment
- Memory lapses or loss
- Impaired moral judgement
- Severe yawning
- Hallucinations
- Symptoms similar to ADHD
- Impaired immune system
- Risk of diabetes
   Type 2

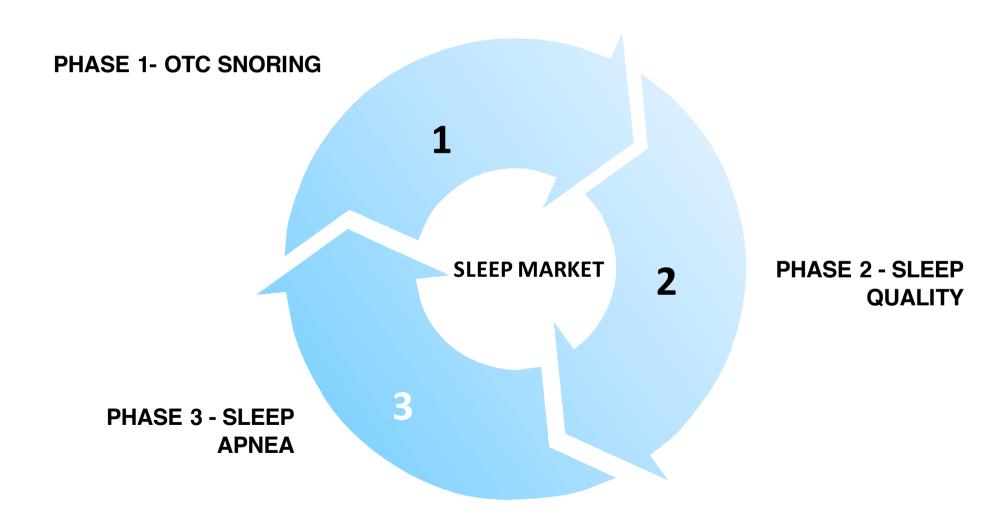
- Increased heart rate variability
  - Risk of heart disease
    - Increased reaction time
    - Decreased accuracy
    - Tremors
    - Aches

#### Other:

- Growth suppression
- Risk of obesity
- Decreased temperature



## CLEAR LINEAR PROGRESSION IN SLEEP MARKET





## RHINOMED IS CREATING A POWERFUL FRANCHISE IN A HIGH GROWTH MARKET

WELLBEIN	ng exercise		RECOVERY		SLEE	SLEEP	
SNORING		SLEEP	NA	T TIME SAL ESTION	MODERATE SLEEP APNEA	SEVE SLEE APN	EΡ



## ANCHORED BY A PATENTED CATEGORY DEFINING BRANDED TECHNOLOGY



- RRP US\$ 24.95
- Less than a dollar a day
- 1 pack = 1 months supply (10 uses per product)

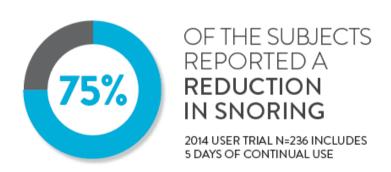




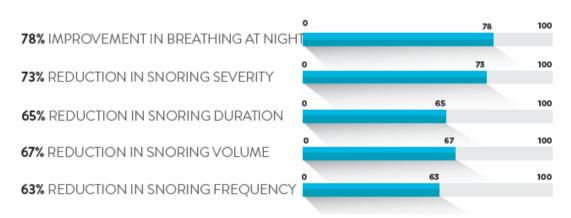
#### BACKED BY PROVEN EFFICACY

- "I'm concerned about my own snoring" 75%
- "I've woken myself up" 55%
- "My partner feels sleep deprived because of my snoring" 46%
- "I'm concerned about my personal relationship with my partner" 27%

## MUTE WORKS IN HOME USER PRODUCT TRIAL RESULTS



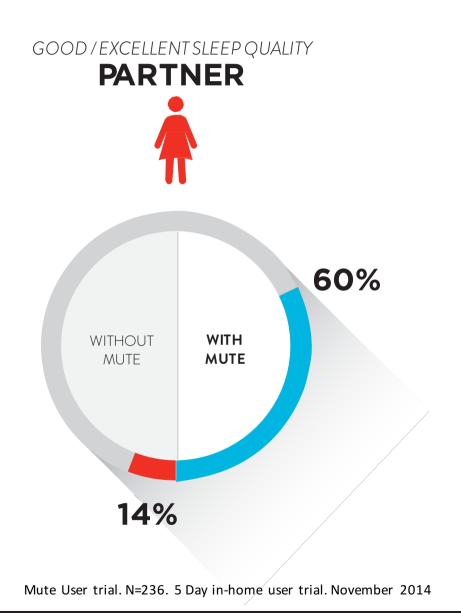
## MUTE USERS EXPERIENCED IMPROVEMENTS ACROSS THE BOARD

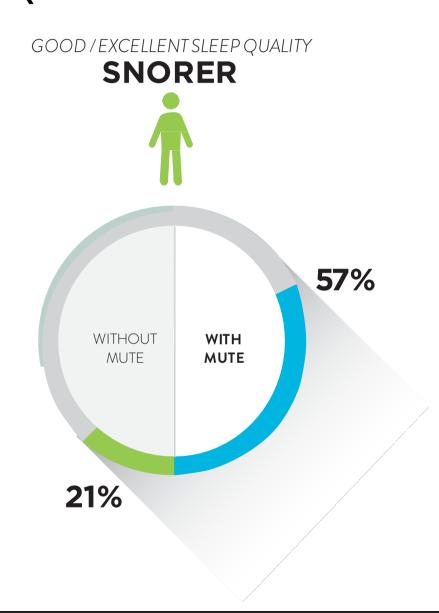


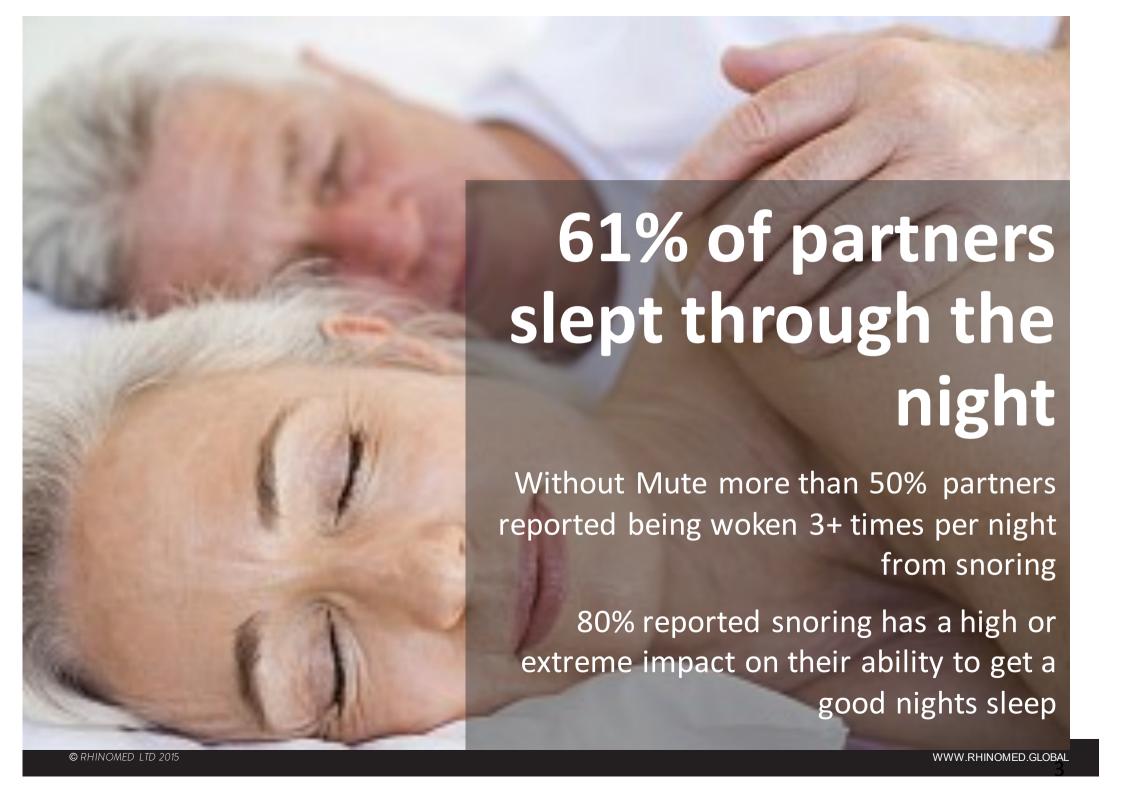
Mute User trial. N=236. 5 Day in-home user trial. November 2014



## NOT ONLY REDUCES SNORING BUT PROVEN TO IMPROVE SLEEP QUALITY









When using Mute they felt more rested in the morning and woke less at night.

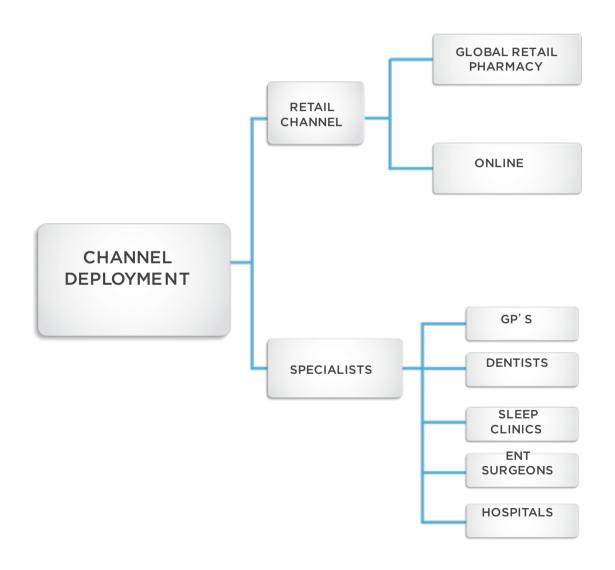
Without Mute 47% reported feeling tired in the morning and 67% of waking a lot during the night

61% want to keep using Mute





## MUTE IS BEING ROLLED OUT THROUGH A MULTI-CHANNEL DEPLOYMENT MODEL





## SUPPORTED BY A STRONG PHARMACY PRESENCE









- Holds 30 packs
- Illuminated logo
- Product information video screen
- Stand with optional base
- Holds product brochures & disposable sizing tool



#### AND SEASONAL IMPULSE/FLOOR PROMOTION





# PROMOTIONAL PROGRAMS

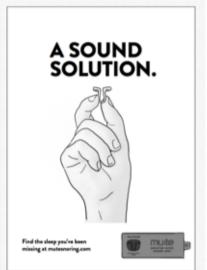


## CUT THROUGH CREATIVE CAMPAIGNS











#### SNOREGUST PROGRAM

- Raising public awareness through a community education campaign driven via strategic key partnerships
- Prototyped in Australian in August 2015.
- To be rolled out globally in 2016

TESTIMONIALS
Jenny Chapman - UK'S loudest snorer

# MEDIA PARTNERS SPOKESPEOPLE

- Celebrity GP's
- Couples/relationship counsellors

SNORING APP to record your snoring & sleep quality

> MEDICAL ENDORSEMENT Sleep Specialists, ENT Doctors & Surgeons

Suotegust GIVE SNORING A REST

RETAIL PARTNER

Drive consumer awareness

& education

mu:te

STRATEGIC BRAND
PARTNERSHIPS FOR
SNOREGUST PACK GIVEAWAYS

& CROSS PROMOTION

- PJ's
- Pillows
- Bed linen
- Hotels, B&B's
- Fitness clubs, gyms, yoga studios



#### MAJOR CHRISTMAS PROMOTION - SILENT NIGHT



# ENJOY A SILENT NIGHT THIS CHRISTMAS! HIT THE MUTE BUTTON ON SNORING.

- Targeting families
- Supported by:
  - Social media
  - PR
  - Radio
  - Print media
  - In store promotion



#### ONGOING SEASONAL MARKETING SUPPORT



VALENTINES DAY

The gift of true love.

Hit the Mute button on snoring.

- INSTORE IMPULSE BUY POSITION
- BOOTS ADVANTAGE CARD PROMOTIONS & SPECIAL OFFERS
- SOCIAL & PR
- DIGITAL MEDIA





MOTHER'S DAY

Give mum what she really wants.

Hit the Mute button on snoring.





FATHER'S DAY

Do it for the kids

Hit the Mute button on snoring
for your health and well being.



# CATEGORY ANALYSIS



#### US MARKET- A COMPELLING OPPORTUNITY





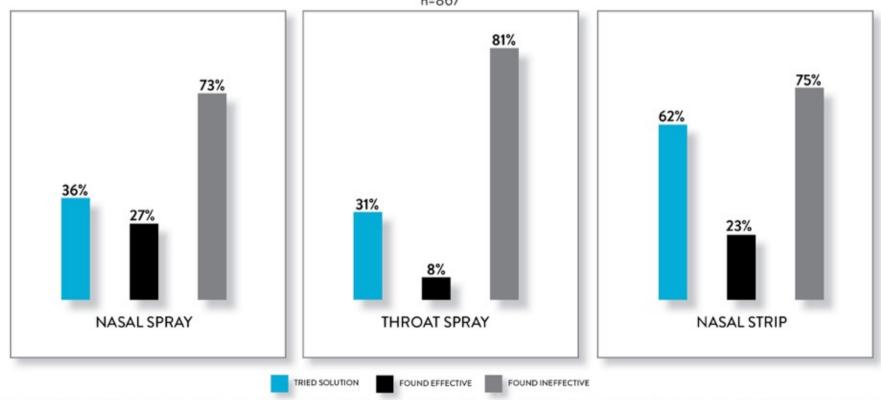
#### CURRENT SOLUTIONS ARE LACKING

Snorers can't find an effective OTC solution:

- 73% of nasal spray users find them ineffective
- 89% of throat spray users find them ineffective
- 75% of nasal strip users find them ineffective

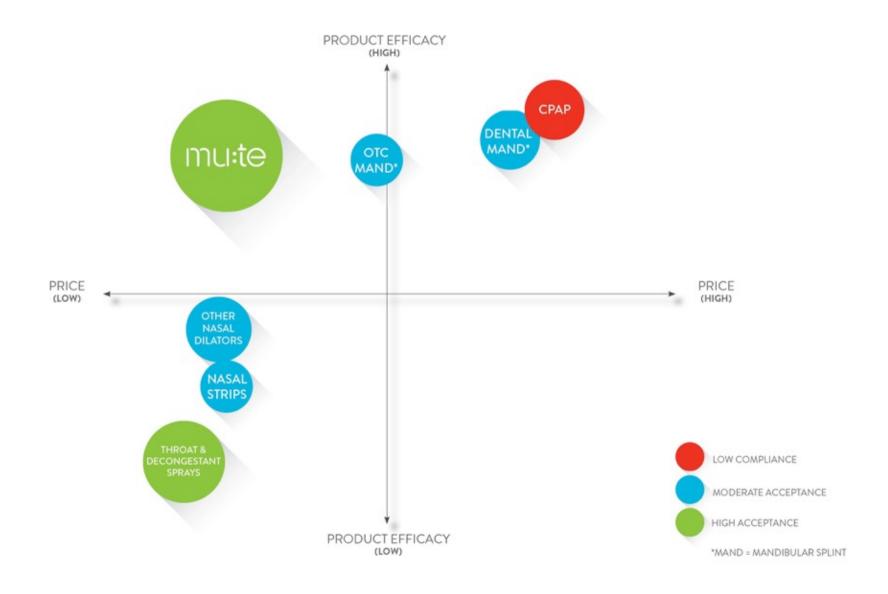
#### CONSUMERS RATE POPULAR SNORING SOLUTIONS







### MUTE HAS A CLEAR MARKET POSITION





#### MUTE IS RAPIDLY GAINING CUSTOMER SUPPORT

The UK has the loudest snorer ever recorded at 111 decibels - 8 decibels louder than a low flying jet!



"I've snored since I was five and over the years have tried pretty much everything. I've even considered surgery. The sound often wakes me up and most nights my husband Colin has to retreat to the spare room.

I've tried Rhinomed's product Mute a few times now and haven't woken myself up once. My husband says my snoring is much reduced and much quieter, so I'm going to keep using it."

JENNY CHAPMAN - APRIL 2015

Jenny Chapman in 2009 courtesy of The Telegraph http://www.telegraph.co.uk/news/health/news/6342113/Britains-loudest-snorer.html



I tried the Mute device last night. It's the best night sleep I've had for sometime. Breathing did seem easier. I have a friend whose husband snores really bad so I'm going to tell her about them.

SUE, NSW

- 1. Mute addresses a fundamental unmet need in the snoring category as both a stand alone and combination therapy.
- 2. Mute can maintain a favourable price point, whilst still being accessible to the broader market and tolerated as a dual therapy alongside expensive snoring products (MADs & CPAP).
- 3. Utilising consumer insights, the marketing support for Mute centres around education:
  - reengaging couples in the search for a solution.
  - converting unsatisfied strip and dilator/plug customers.
  - creating awareness in customers not yet taking action.



# CLINICAL INNOVATION PIPELINE

## AN END TO END SLEEP CATEGORY SOLUTION

- CUSTOMER PATIENT NUMBER -----

SNORING

NASAL CONGESTION MILD/MODERATE SLEEP APNEA SEVERE SLEEP APNEA

NASAL PLATFORM



**MUTE CLEAR** 

Aroma enhanced (methol, eucalypt, sleep & relaxation blends) RNO INPEAP

Clinical trials (June 2015)

**RNO ASPIRE** 

Combination Adjunct Therapy

RNO + CPAP Mask RNO + Mandibular Splint



#### THE BILLION DOLLAR SLEEP APNEA MARKET

Wisconsin Sleep Cohort Study (WSCS)			
	Classification	%	US Pop'n Prevalence
FEMALE	MILD	9%	14 million
	SEVERE	4%	6.2 million
MALE	MILD	24%	36.8 million
	SEVERE	9%	13.8 million

70% of all OSA patients are MILD OSA

- REVENUES CURRENTLY \$19 BILLION
- Vast majority of patients remain undiagnosed
- According to McKinsey & Co analysis (Harvard Medical School, 2010) the annual total costs of OSA is \$165 billion



#### HAS A BILLION DOLLAR PROBLEM



**80%** OF THOSE WITH APNEA REMAIN UNDIAGNOSED

< 38% COMPLIANCE RATES

**HIGH ENTRY COST FOR TREATMENT.** 

**FEW ALTERNATIVE TREATMENTS** 

ALL HIGHLY INVASIVE AND WITH LOW ACCEPTANCE.

CAN EXISTING THERAPIES ACQUIRE OR RETAIN PATIENTS?



### A REVOLUTIONARY APPROACH TO

#### MODERATE SLEEP APNEA



# **Intranasal Positive Expiratory Airway Pressure** (INPEAP)

- Patented INPEAP technology
- Targeting 70% of OSA patients with moderate OSA (AHI 14-29)
- Low invasive
- Well tolerated
- Nasal Stenting coupled with nasally delivered EPAP
- Trial underway at Monash Lung and Sleep Dept. Monash Health

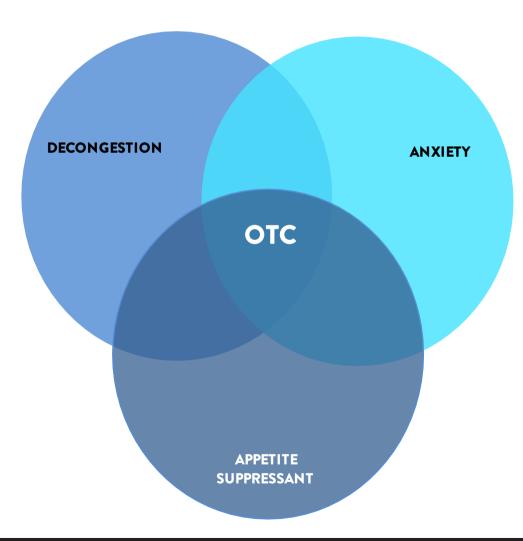


# OTC INNOVATION PIPELINE



#### TARGETING NASAL CONGESTION

#### & WELLNESS OPPORTUNITIES



#### **DECONGESTION**

- Proprietary formulation of organic essential oils
- Decongestant
- Targeting use in sport and wellness

#### **ANXIETY**

- Relaxation and sleep problems
- Between 2006 2011 OTC sleep aids grew by 31%
- Proprietary formulation of organic essential oils

#### APPETITE MANAGEMENT

- Weight management market
- Direct to consumer program
- Proprietary formulation of organic essential oils



#### NEXT GENERATION NASAL DECONGESTANT





#### DRUG DELIVERY - PROOF OF CONCEPT





#### KEY ACHIEVEMENTS FEB 2013-JULY 2015

- Feb 2013 New management commences and turn around begins
- April 2013 Business review complete
- May 2013 Development program commences
- July 2013 Appoints manufacturing partner
- Aug 2013 Capital raise successfully completed AUD\$1m
- Nov. 2013 Name Change to Rhinomed Limited
- Feb 2014 New Board appointments
- Feb 2014 Commences preclinical drug delivery program
- Feb 2014 Turbine released at Tour down under
- Feb 2014 Capital Raise successfully completed AUD\$2.5m
- April 2014 Distribution in Australia commences
- July 2014 Turbine successfully registered with USFDA
- Aug 2014 Chris Froome comes 2<sup>nd</sup> wearing Turbine in Vuelta a Espana
- Sept 2014 Successful exhibition at Interbike 2014
- Oct- Dec 2014 Turbine awarded CE Mark
- Oct- Dec 2014 Turbine distribution expands to 14 countries
- Dec 2014 Mute delivers success in 75% reduction in snoring in user trial n=236
- December 2014 Mute successfully registered with USFDA, awarded CE mark and Australian TGA

- February 2015 Next generation Turbine released
- April 2015 Australian wholesale distribution with Symbion and Sigma for Mute begins
- May 2015 International Business development activity commences
- June 2015 Rhinomed exhibits at AASA Sleep2015 conference in Seattle
- June 2015 Rhinomed exhibits at Bio2015 in Philadelphia
- June 2015 Ethics approval and commencement of INPEAP Obstructive Sleep Apnea clinical trial at Monash
- July 2015 Chris Froome joins as global Turbine ambassador
- July 2015 Turbine distribution in 19 countries
- July 2015 Chris Froome wins Tour de France with the Turbine
- July 2015 Rhinomed IP portfolio reaches 60+ patents, 13 of which are granted - extending portfolio out to 2037
- Aug 2015 Secures distribution in UK through global Pharmacy chain Boots



#### INVESTMENT PROPOSITION

- Business is rapidly expanding its distribution footprint through high quality distribution partners
- Key focus will be expansion of sleep franchise retail and professional channel in:
  - UK
  - US
  - Asia
- Offices will be opened in the US and the UK to support roll out
- Company buys and sells in USD, maintaining a natural hedge against AUD movement

# **Revenue streams** with global growth opportunity

Sport + Exercise Snoring

# Platform extension in high value opportunities

Oflactory OSA Drug Delivery



# MICHAEL JOHNSON, CEO

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