



POWERED BY XBIO™ TECHNOLOGY

# FY23 Half Year Results & Capital Raising Presentation

31 August 2023

ASX - NXS

Approved by the Board

Next Science Limited ABN 47 622 382 549

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**NEXT SCIENCE®**



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# Proprietary Platform Delivering >90% YoY Sales Growth

Mission – The development and commercialisation of our proprietary unique non-toxic XBIO™ technology to reduce the impact of biofilm-based infections in human health



## Rapid Growth

92% growth in 1H FY23 Product Sales yoy to US\$10.0m



## Direct Sales Channel

226% growth in 1H FY23 direct product sales yoy to \$7.2m



## Wound Sales Growth

609% growth yoy in 1H FY23 Direct Wound Product Sales



## XPERIENCE™

65% growth yoy in 1H FY23 Direct Sales



## XBIO™ Platform

Deconstructs biofilm, destroys pathogens, & defends recolonisation



## Distribution

Direct and partner channels with increasing focus on direct channel



## TAM >US\$12.5bn

Across existing products<sup>1</sup>

1. Total Addressable Market (TAM) based on National Health Statistics Report, February 2017, SmartTRAK, NX5

# Capital Raising Summary<sup>1</sup>

<p><b>Capital raising to accelerate growth</b></p>	<ul style="list-style-type: none"> <li>• Next Science are pleased to announce a capital raising of up to approximately A\$18.9 million</li> <li>• The capital raised will be used to accelerate growth in resourcing to service the HealthTrust Opportunity; expansion of DME Sales force; expansion of a 2<sup>nd</sup> fulfilment site for the DME, and to provide additional working capital</li> </ul>
<p><b>Transaction Details</b></p>	<ul style="list-style-type: none"> <li>• Capital Raise to raise up to approximately A\$18.9 million comprised of:             <ul style="list-style-type: none"> <li>– an Institutional Placement (“Placement”) of ~A\$12.0 million;</li> <li>– a Director Placement (“Director Placement”) of ~A\$0.4 million (subject to shareholder approval, expected late October 2023);</li> <li>– a US Private Placement to Approved US Investors (“US Private Placement”) to raise up to A\$1.5 million; and</li> <li>– a Share Purchase Plan (“SPP”) to eligible shareholders to raise up to A\$5.0 million.</li> </ul> </li> <li>• New ordinary shares (“New Shares”) under the capital raise will be issued at a price of A\$0.42 per New Share, representing a discount of approximately 35.4% to the last close of A\$0.650 on Monday 28<sup>th</sup> August 2023, and 33.2% to the 5-day VWAP of A\$0.628</li> <li>• The US Private Placement and Share Purchase Plan are expected to open on Friday, 1 September and close on Monday, 18 September</li> </ul>
<p><b>Walker Group Convertible Notes Redemption &amp; Subscription</b></p>	<ul style="list-style-type: none"> <li>• Walker Group Holdings Pty Limited (“Walker Group”) the holder of 10 million Convertible Notes, has provided a binding and irrevocable commitment to subscribe for an amount of New Shares at the Offer Price, to equal the sum required for Next Science to immediately redeem their Convertible Notes (including their face value of A\$10.0 million and accrued interest). The subscription and redemption will occur simultaneously and offset one another. Next Science expects this will result in the issue of approximately A\$10.4 million of New Shares to Walker Group at the Offer Price A\$0.42 per New Share</li> <li>• The Accrued Interest earned up to the redemption date will be calculated at 5% p.a.</li> <li>• Following the subscription of A\$10.4 million of New Shares, Walker Group will own up to 40.6% of the SOI post capital raise<sup>2</sup></li> <li>• The Convertible Note redemption and subscription for New Shares by Walker Group is subject to shareholder approval</li> </ul>

1. The Company's strategies, intentions, plans and use of funds are based on current intentions at the time of this presentation only, and may change if a higher or lower amount of funds are raised, or to respond to unforeseen events or future opportunities.

2. Assumes no capital raised under the US Private Placement and Share Purchase Plan. In the event a non-zero amount is raised, Walker Group will own less than 40.6% of the Shares on Issue post capital raise.

# FY23 Half Year Results



# 1HFY23 Highlights – Momentum Leading to Strong Growth

## Financial

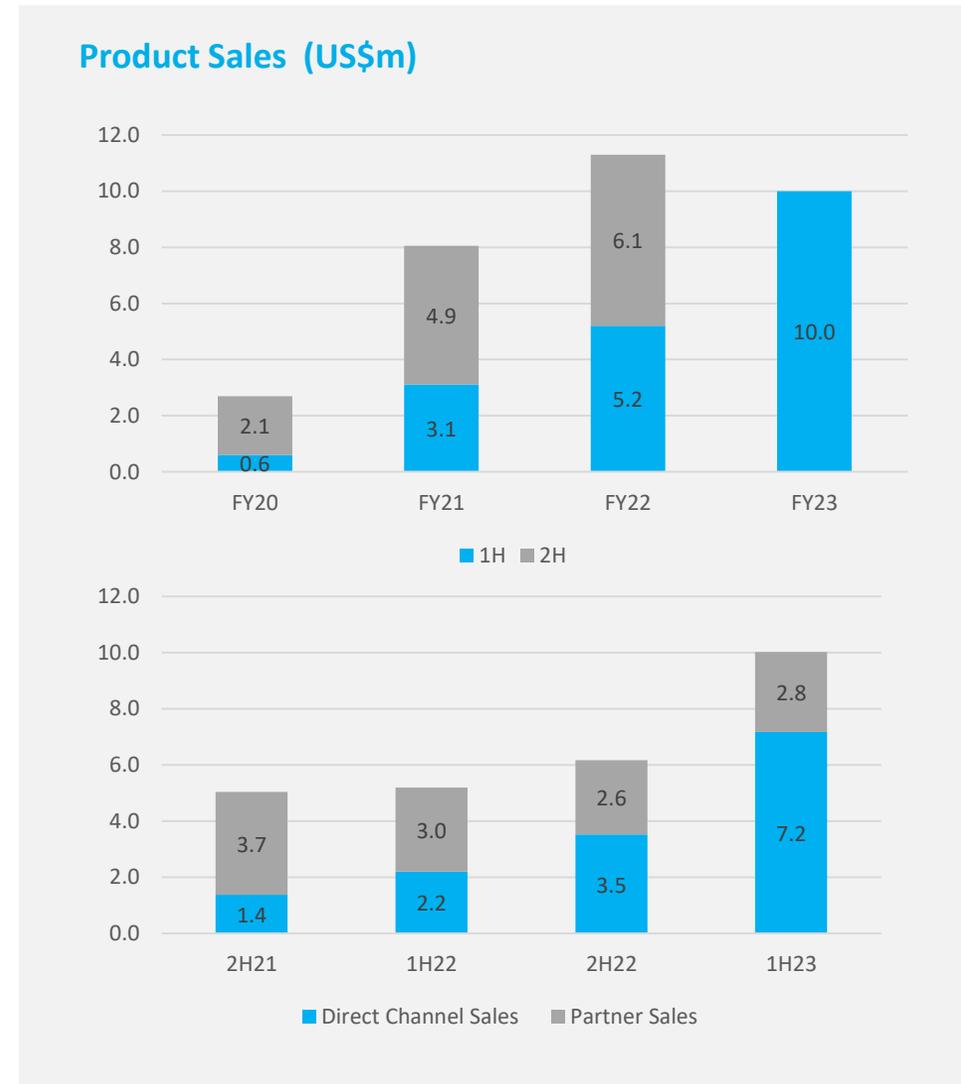
- 1HFY23 product sales up 92% yoy to US\$10.0m and 64% hoh
- 1HFY23 direct channel sales up 226% yoy and 104% hoh
- 1HFY23 Direct channel sales up to 72% of total sales v 42% pcp and 57% 2HFY22
- 1HFY23 Gross margins of 67.5% reflect changing product mix
- Improving operating cash flow with 1HFY23 cash receipts of US\$9.1m, up 118% yoy and 2QFY23 cash receipts growth of 40% outpacing growth in cash costs of 15%
- Well funded post capital raise to achieve growth strategy and achieve guidance

## Operational

- Wound Care showing strong growth with Collagen / BLASTX™ prescribers reaching 819 in June – increased to 888 in July
- Surgical business continues to build its customer base with XPERIENCE™ hospital accounts passing 200, up 43% yoy
- First Group Purchasing Organisation (GPO) contract with HealthTrust commenced 1/8/23, accessing 1,600 hospitals
- Canadian Periprosthetic Joint Infection Study of 7,600 patients has commenced recruitment and enrolled 88 patients from its first site. Other sites pending
- Additional distribution opportunities emerging with Acne, beyond Priceline (>400 stores)
- Employee headcount increased from 69 for FY22 to 104 at 1HFY23 (incl. 59 sales / 22 R&D)

# 1HFY23 Direct Sales Channel Driving Growth

- 1HFY23 product sales US\$10.0m up 92% yoy and on track to substantially exceed FY22 product sales
- 1HFY23 Direct Wound Product Sales up 609% yoy
  - Durable Medical Equipment (DME) segment commenced 4Q22
  - DME 2QFY23 sales up 99% qoq
- 1HFY23 Direct XPERIENCE™ Product Sales up 65% yoy
- Direct channel product sales US\$7.2m up 226% yoy
- Direct channel sales have become the key driver of the business, comprising 72% of product sales (77% in 2QFY23), up from 42% pcp
- 1HFY23 Direct channel sales team 45 (37 in Wound / 8 in Surgical)

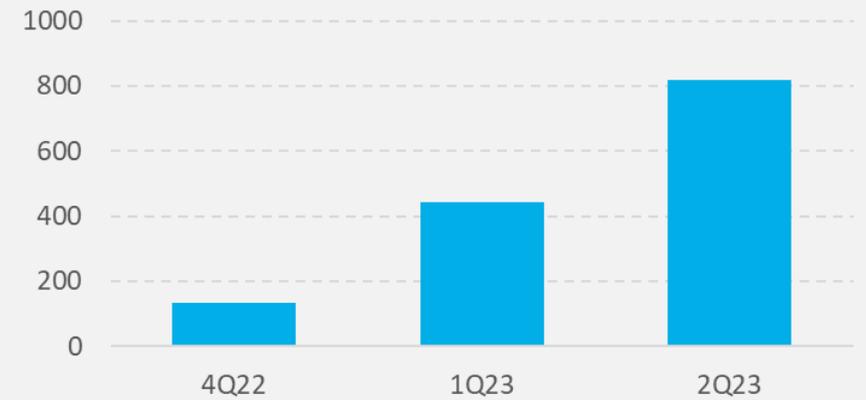


# 1HFY23 - Wound Care Gaining Traction Through the DME

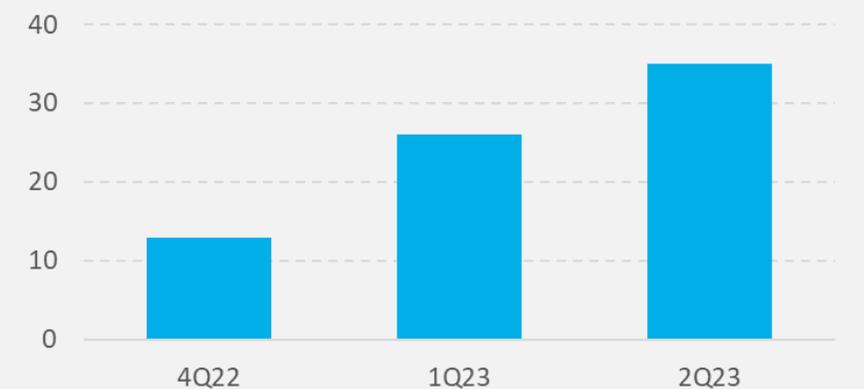
- Wound Care comprises Collagen with BLASTX™ through the DME Segment, and BLASTX™ direct through the Federal VA system
- DME Prescriber base increased 6x since 2HFY22 delivering market breadth to deliver long-term sustainable sales volume
- Sales team of 37 increased >2x since commencement with plans to increase to 50 in 4QFY23
- Positive feedback from Prescriber community from the unique combination of BLASTX™ / Collagen on wound healing
- Channel expansion from Private Office (PO) market to higher volume Wound Care Centres (WCC), Long-Term Acute Care (LTAC) and Skilled Nursing Facilities (SNFF) to improve productivity
  - WCC channel prescribers comprise >40% of all prescribers
  - Patient volume in WCC is >15x PO setting
  - Consultative service model is a key success factor
- Employed resource to target national wound management accounts, which are estimated to service over 1,000 medical clinics

Note. – Reference to WCC patient volume and national wound management accounts relates to NXS estimates

### Total Wound Care Prescribers



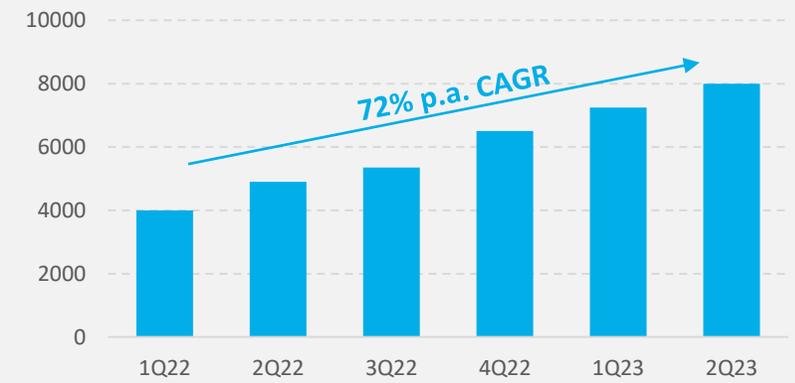
### DME Sales Headcount



# 1HFY23 – Surgical, Expanding Sales and Distribution

- Surgical sales team offers an advanced irrigation solution (XPERIENCE™), and a sterile antimicrobial wound gel (SURGX™)
- Since 1QFY22, bottle volume has doubled, and customer numbers have increased 70%
- Sales team of 8 manages a contract sales team of 200+, with the key focus being the hip & knee segment
- First GPO contract with HealthTrust commenced 1/8/23 providing access to 1,600 hospitals
- Recruitment of the Canadian 7,600 patient study into Periprosthetic Joint Infection (PJI) commenced in March through the Ottawa Hospital Research Institute and will be one of the largest Orthopaedic studies conducted
  - 88 patients now enrolled in the first site, with other sites pending completion of contracts
  - Primary end point – rate of acute PJI 90 days post-surgery
- XPERIENCE™ now being used by 17 hospitals in Australia with unit volume doubling over the past eight months

### Quarterly XPERIENCE™ Bottle Volume



### XPERIENCE™ Hospital Customers



# 1HFY23 Financial Result – Strong Revenue Growth

- Revenue growth of 87% yoy reflects the inclusion of deferred fees and royalties. Key contributors include the DME and XPERIENCE™ product lines
- Cost of sales growth reflects the strategic shift from majority partner led sales to a majority direct sales focus
  - COGS reduced by 36% qoq in 2QFY23 reflecting early scale efficiencies
- Gross margin is expected to improve through 2HFY23 as a result of increasing scale and product mix
- Operating expenses increased 37% yoy reflecting the investment in building the direct sales team
- Research & Development costs reflect the beginning of the 7,600 patient Canadian prospective study in infection prevention
- Lower Administration costs reflect lower consulting and legal fees

## 1H FY23 Profit & Loss Summary (US\$m)

	1HFY22	1HFY23	% chg
<b>Revenue</b>	<b>5.4</b>	<b>10.1</b>	<b>86.9%</b>
Cost of Sales	1.0	3.3	218.3%
<b>Gross Profit</b>	<b>4.4</b>	<b>6.8</b>	<b>55.9%</b>
GP Margin	80.9%	67.5%	(16.6%)
Other Income	0.0	0.0	72.1%
<b>Expenses</b>			
Selling & Distribution	(4.7)	(9.1)	94.3%
Research & Development	(3.0)	(3.4)	12.0%
Administration	(3.3)	(2.6)	(21.2%)
Other	(0.0)	(0.0)	na
<b>Total Operating Expenses</b>	<b>(11.0)</b>	<b>(15.1)</b>	<b>37.3%</b>
<b>Underlying EBITDA Loss</b>	<b>(6.6)</b>	<b>(8.3)</b>	<b>24.9%</b>

Note – Administration expense has been adjusted for Depreciation and Amortisation to reflect an EBITDA outcome.

# Balance Sheet – No Debt Post Raise

- As at 30 June 2023, Next Science's cash and cash equivalents position is approximately US\$3.5m
- Growth in receivables and payables relates to the DME business
- Walker Group Holdings debt (Secured Convertible Note) to be extinguished as part of debt for equity swap from the redemption and subscription for new shares, subject to shareholder approval

## 1H FY23 Balance Sheet (US\$m)

	31-Dec	30-Jun
<b>Assets</b>		
Cash and cash equivalents	5.1	3.5
Trade and other receivables	1.7	2.6
Inventories	0.9	1.0
Other current assets	0.6	0.6
<b>Total current assets</b>	<b>8.3</b>	<b>7.7</b>
Trade and other receivables	0.0	0.0
Property, plant and equipment	0.7	0.8
Intangible assets	2.4	2.4
Right-of-use assets	1.1	0.9
<b>Total non-current assets</b>	<b>4.2</b>	<b>4.1</b>
<b>Total assets</b>	<b>12.5</b>	<b>11.9</b>
<b>Liabilities</b>		
Trade and other payables	2.0	3.3
Other current liabilities	0.6	0.6
<b>Total current liabilities</b>	<b>2.6</b>	<b>4.0</b>
Contract liabilities	0.8	0.7
Loans and borrowings	-	6.4
Other non-current liabilities	1.0	0.8
<b>Total non-current liabilities</b>	<b>1.8</b>	<b>7.9</b>
<b>Total liabilities</b>	<b>4.4</b>	<b>11.9</b>
<b>Net assets / (liabilities)</b>	<b>8.0</b>	<b>(0.0)</b>

# Improving Operating Cash Flow

- Record 1HFY23 cash receipts of US\$9.1m, up 118% yoy
- Payments to suppliers of \$17.0m, up 60% yoy
- 1HFY23 Net Operating Cash Outflow of -US\$7.8m v -US\$6.3m pcp

## Operating cash flow showing improvement in the June quarter

- 2QFY23 cash receipts up 40% qoq to US\$5.3m and 140% yoy reflecting material improvement in the business
  - Receipts / Revenue ratio improved to 95% v 83% 1QFY23
  - Expect further improvement in collection cycle as more private payor move from out-of-network coverage to in-network coverage of the DME offering
- Net operating Cash Outflow in 2QFY23 improved 7% qoq to -US\$3.8m reflecting:
  - Cash receipts growth of 40% v cash cost growth of 15%
  - Scale efficiencies beginning to come through in the DME
  - Staff costs to support Wound Care sales and support
- Growth in cash costs expected to slow in 2HFY23 through:
  - Further scale efficiencies to supply chain and DME customer acquisition costs
  - More moderate growth in sales team expansion

## 1H FY23 Operating Cash Flow (US\$m)

US\$m	1HFY22	1HFY23
<b>Operating activities</b>		
Receipts from customers	4.2	9.1
Payments to suppliers and employees	(10.6)	(17.0)
Other income received	0.0	0.1
Interest received	0.0	0.0
<b>Net Cash Used in Operating Activities</b>	<b>(6.3)</b>	<b>(7.8)</b>
<b>Investing activities</b>		
Payments for property, plant and equipment	(0.0)	(0.3)
Payments for intangible assets	(0.1)	(0.3)
<b>Net Cash Used in Investing Activities</b>	<b>(0.2)</b>	<b>(0.5)</b>
<b>Financing activities</b>		
Proceeds from issue of convertible notes	-	7.0
Proceeds from issue of ordinary shares	10.9	-
Proceeds from conversion of options to ordinary shares	0.0	-
Capital raising costs	(0.4)	(0.1)
Payment of lease liabilities	(0.1)	(0.2)
<b>Net Cash from Financing Activities</b>	<b>10.4</b>	<b>6.8</b>
<b>Net Increase in Cash</b>	<b>3.9</b>	<b>(1.6)</b>
Cash at the Beginning of the Financial Half Year	7.3	5.1
FX effects	(0.2)	(0.0)
<b>Cash at the End of the Financial Half year</b>	<b>11.0</b>	<b>3.5</b>

# Growth Strategy and Outlook



# Growth Strategy

## 1. Drive XPERIENCE™ penetration

- **Distribution:** Utilise Health Trust Agreement to open new accounts, and expand field representation
- **Research:** Leverage research findings in existing accounts as well as new accounts to increase usage
- **Product:** Widen the XPERIENCE™ formats to support a wider customer base

## 2. Continued expansion of the Durable Medical Equipment Segment

- **Distribution:** Drive growth into Wound Care Centres, Long Term Acute Care, and Skilled Nursing Facility
  - Implement second site for fulfilment of DME orders
- **Product:** Seeking to submit 510k application to the FDA for integrated BLASTX™ and Collagen product

## 3. Determine pathways for patented developments of other applications of XBIO™ technology

## 4. Accelerate the product pipeline for increased sales value on existing distribution networks

# Outlook – Positioned for Strong Growth



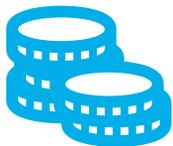
**X BIO™ platform** Broad portfolio of solutions for infection management in surgical and wound care settings



**Distribution** Established direct channels delivering rapid growth in the US with strong commercial tailwinds



**Rapid growth** with 1H FY23 Product Sales up 92% yoy to US\$10m. Trajectory expected to continue



**Positive EBITDA and Cash flow in 2H CY24** Revenue for 2H CY23 expected in range of US\$16m to US\$19m



**Strong Balance Sheet** with no debt



**Strengthened management team** to drive ongoing growth

# Investments Highlights



**X BIO™ platform** Deconstructs biofilm, destroys pathogens & defends recolonisation



**Positioning XPERIENCE™** to become the Standard of Care in surgical procedures



**Strong distribution network** in place with growing focus on direct channel



**Intellectual Property** portfolio consisting of 51 patents and 18 publications



**Rapid growth** with 1H FY23 Product Sales up 92% yoy to US\$10m



**Strong tailwinds** with a significant TAM of over US\$12.5bn

# Appendix



# Clinical Studies XPERIENCE™

Indication	Product	Study Size	Structure	Sites	Status
Breast Augmentation	XPERIENCE	186	Investigator Research Study (product donated). Three arms: XPERIENCE v 10% Betadine v "Triple Antibiotic Solution"	Dr A Deva Integrated Specialist Healthcare Education and Research Foundation, Australia	71 /186 patients enrolled. Interim analysis in progress
Post-op Infection of Primary Joint Replacement in high-risk patients	XPERIENCE	936	Investigator Research Study (product Donated) XP v saline	Dr Mont, Sinai Hospital of Baltimore, MD Dr Scuderi, Northwell Health /Lennox Hill Hospital NY	Waiting on IRB approval
Post-op Infection of Primary Joint Replacement	XPERIENCE	7600	Investigator Research Study. (product donated) XP v 0.3% Betadine	Dr Beale and Dr Garceau Ottawa Hospital Research Institute, Canada Randomised Controlled study over 7 sites in Canada	One site commenced recruitment with 88 patients enrolled. All other sites pending recruitment
Post Operative Inflammation in joints	XPERIENCE	60	Investigator Research Study. (product donated) Imaging technology provided by Next Science. XPERIENCE v 0.3% Betadine	Dr A Wickline Genesee Orthopaedics, NY	Enrolment closed. Research paper in write-up phase. Presentation of findings can be viewed in the attached link  <a href="#">ASX:NXS - Knee Study Finds Potential Anti-Inflammatory Benefit For XPERIENCE™</a> ( <a href="http://nextscience.com">nextscience.com</a> )

# Upcoming Clinical Publications XPERIENCE™

Indication	Product	Study Size	Structure	Sites	Status
Impact of XPERIENCE on Bone Cement Adhesion	XPERIENCE	In-vitro & Animal study	Clinical and Laboratory collaboration	University of New South Wales Dr R Bashyal, Chicago	Research finished, paper for publication in 2HFY23

- Post operative infection investigator case studies by The Surgery Centre at Edgewater (500 cohort) and Jack Hughston Memorial Hospital (420 cohort) have been completed and await final review for publication.
- Bioburden In-vivo investigator sponsored study by Dr Bashyal (Chicago), changed to a 500 cohort post operative infection study that has been completed and is subject to final review for publication.

## Recent Publications

Date	Area	Authors	Hyperlink
April 2023	Acne treatment	Marshall-Hudson, Tuley, Damstra, Dosik, Myntti, Porral, Palomo (TXL Research Inc., Next Science)	<a href="https://pubpress.mydigitalpublication.com/publication/?m=54680&amp;i=787927&amp;p=42&amp;ver=html5">https://pubpress.mydigitalpublication.com/publication/?m=54680&amp;i=787927&amp;p=42&amp;ver=html5</a>
March 2023	BlastX effectiveness	Regulski, Myntti, Garth et al. (Wound Care Institute, Next Science, Montana State University)	<a href="https://www.mdpi.com/2079-6382/12/3/536">https://www.mdpi.com/2079-6382/12/3/536</a>
January 2023	Discovery: Spine Disease	Fresquez, Chung, Pereira, et al. (USC)	<a href="https://doi.org/10.1016/j.spinee.2023.01.011">https://doi.org/10.1016/j.spinee.2023.01.011</a>
December 2022	BlastX effectiveness	Myntti, Stevenson, Porral, et al. (Next Science)	<a href="https://pubmed.ncbi.nlm.nih.gov/36645660/">https://pubmed.ncbi.nlm.nih.gov/36645660/</a>
November 2022	Discovery: Oral Rinse	Newman, Rosebrough, Tamashiro et al. (UF Gainesville)	<a href="https://pubmed.ncbi.nlm.nih.gov/36324127/">https://pubmed.ncbi.nlm.nih.gov/36324127/</a>
October 2022	Discovery: Catheter treatment	Nvarro, Sherman, Colmer-Hamood et al. (Texas Tech)	<a href="https://pubmed.ncbi.nlm.nih.gov/36358169/">https://pubmed.ncbi.nlm.nih.gov/36358169/</a>

# Recent Publications

Date	Area	Authors	Hyperlink
March 2023	Irrigation, Biofilms, Infection	Cheng, Owen , Swink, Myntti (Allegheny Health Network poster presentation at Orthopaedic Research Society meeting.	<a href="https://lnkd.in/eN3CnXv2">https://lnkd.in/eN3CnXv2</a>
Dec 2022	Irrigation, Biofilms, Infection	Sosnoski, Dietz, Bou-Akl, et al. (Michigan State University	<a href="https://pubmed.ncbi.nlm.nih.gov/36643380">https://pubmed.ncbi.nlm.nih.gov/36643380</a>
July 2022	Irrigation, Biofilms, Infection	Whiteley, Helms, Muire, et al. (US Army Surgical Research)	<a href="https://pubmed.ncbi.nlm.nih.gov/35840981/">https://pubmed.ncbi.nlm.nih.gov/35840981/</a>
May 2022	Irrigation, Biofilms, Infection	Parvin, Vickery, Deva, et al. (Macquarie University)	<a href="https://pubmed.ncbi.nlm.nih.gov/35629656/">https://pubmed.ncbi.nlm.nih.gov/35629656/</a>
Feb 2022	Irrigation, Biofilms, Infection	Wu, O'Donnell, Cochrane, et al. (Duke University)	<a href="https://pubmed.ncbi.nlm.nih.gov/35158106/">https://pubmed.ncbi.nlm.nih.gov/35158106/</a>
Feb 2022	Irrigation, Biofilms, Infection	Christopher, Tran, Vernon, et al. (Mayo Clinic AZ)	<a href="https://pubmed.ncbi.nlm.nih.gov/34740788/">https://pubmed.ncbi.nlm.nih.gov/34740788/</a>
Feb 2022	Irrigation, Biofilms, Infection	Bashyal, Mathew, Bowen, et al.	<a href="https://www.arthroplastyjournal.org/article/S0883-5403(22)00062-6/fulltext">https://www.arthroplastyjournal.org/article/S0883-5403(22)00062-6/fulltext</a>
Jan 2022	Irrigation, Biofilms, Infection	O'Donnell, Jams, Seyler et al. (Duke University)	<a href="https://journals.healio.com/doi/full/10.3928/01477447-20211227-05">https://journals.healio.com/doi/full/10.3928/01477447-20211227-05</a>
Dec 2021	Irrigation, Biofilms, Infection	Plate, Zuskov, Seyler (Duke University)	<a href="https://pubmed.ncbi.nlm.nih.gov/35629656/">https://pubmed.ncbi.nlm.nih.gov/35629656/</a>
Oct 2021	Irrigation, Biofilms, Infection	Knapp, Chen, Scuderi, et al. (Northwell Health & Rubin Inst)	<a href="https://pubmed.ncbi.nlm.nih.gov/35840981/">https://pubmed.ncbi.nlm.nih.gov/35840981/</a>
Sep 2021	Irrigation, Biofilms, Infection	O'Donnell, Jams, Seyler et al. (Duke University)	<a href="https://pubmed.ncbi.nlm.nih.gov/33934664/">https://pubmed.ncbi.nlm.nih.gov/33934664/</a>
May 2021	Irrigation, Biofilms, Infection	Kia, Cusano, Messina, et al. (University of Connecticut)	<a href="https://pubmed.ncbi.nlm.nih.gov/33529773/">https://pubmed.ncbi.nlm.nih.gov/33529773/</a>

# Corporate Snapshot – Post Capital Raising

## NXS Share Price v ASX200 (as at 30/8/23)



## Company Information

Incorporated	October 2017
IPO	April 2019
Head Office	Sydney, Australia
Staff no.	104

### Directors

Aileen Stockburger	Non-Executive Chair
I.V.Hall	CEO / Managing Director
Grant Hummel	Non-Executive Director
Dan Spira	Non-Executive Director

### Market Information ( \$0.42 as at 31/8/23)

SOI (est. post raise)	259 147,278
Options on Issue	10,878,333
Market Cap	\$108.8m
52-week high	\$1.08
52 –week low	\$0.48
Average Volume	86,902

### Share Register \*

Directors, Employees & Related Parties	42.4%
Institutions	7.7%
Retail	49.9%

\* To be updated



POWERED BY **X**BIO™ TECHNOLOGY

# Capital Raising Investor Presentation

31 August 2023

**ASX - NXS**

**Approved by the Board**

Next Science Limited ABN 47 622 382 549  
Level 14, Australia Square,  
264-278 George Street , Sydney NSW 2000



**NEXT SCIENCE®**

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# Overview



# Overview<sup>1</sup>

## Capital raising to accelerate growth

- Next Science are pleased to announce a capital raising of up to approximately A\$18.9 million
- The capital raised will be used to accelerate growth in resourcing to service the HealthTrust Opportunity; expansion of DME Sales force; expansion of a 2<sup>nd</sup> fulfilment site for the DME, and to provide additional working capital

## Transaction Details

- Capital Raise to raise up to approximately A\$18.9 million comprised of:
  - an Institutional Placement (“Placement”) of ~A\$12.0 million;
  - a Director Placement (“Director Placement”) of ~A\$0.4 million (subject to shareholder approval, expected late October 2023);
  - a US Private Placement to Approved US Investors (“US Private Placement”) to raise up to A\$1.5 million; and
  - a Share Purchase Plan (“SPP”) to eligible shareholders to raise up to A\$5.0 million.
- New ordinary shares (“New Shares”) under the capital raise will be issued at a price of A\$0.42 per New Share, representing a discount of approximately 35.4% to the last close of A\$0.650 on Monday 28<sup>th</sup> August 2023, and 33.2% to the 5-day VWAP of A\$0.628
- The US Private Placement and Share Purchase Plan are expected to open on Friday, 1 September and close on Monday, 18 September

## Walker Group Convertible Notes Redemption & Subscription

- Walker Group Holdings Pty Limited (“Walker Group”) the holder of 10 million Convertible Notes, has provided a binding and irrevocable commitment to subscribe for an amount of New Shares at the Offer Price, to equal the sum required for Next Science to immediately redeem their Convertible Notes (including their face value of A\$10.0 million and accrued interest). The subscription and redemption will occur simultaneously and offset one another. Next Science expects this will result in the issue of approximately A\$10.4 million of New Shares to Walker Group at the Offer Price A\$0.42 per New Share
- The Accrued Interest earned up to the redemption date will be calculated at 5% p.a.
- Following the subscription of A\$10.4 million of New Shares, Walker Group will own up to 40.6% of the SOI post capital raise<sup>2</sup>
- The Convertible Note redemption and subscription for New Shares by Walker Group is subject to shareholder approval

1. The Company's strategies, intentions, plans and use of funds are based on current intentions at the time of this presentation only, and may change if a higher or lower amount of funds are raised, or to respond to unforeseen events or future opportunities.
2. Assumes no capital raised under the US Private Placement and Share Purchase Plan. In the event a non-zero amount is raised, Walker Group will own less than 40.6% of the Shares on Issue post capital raise.

# Overview (cont..)

## Corporate Strategy

- **Drive XPERIENCE™ growth** by utilising the HealthTrust Agreement to open new accounts and expand field representation; leveraging research findings in existing accounts as well as new accounts to increase usage; and widening the XPERIENCE™ formats to support a wider customer base
- **Continued expansion of the Durable Medical Equipment Segment** by driving growth into Wound Care Centres, Long Term Acute Care, and Skilled Nursing Facility; implementing a second site for fulfilment of DME orders; and the submission of a 510k application to the FDA for an integrated BLASTX™ and Collagen product
- **Determine pathways for developments of other applications of XBIO™ technology**
- **Accelerate the product pipeline for increased sales value through existing distribution networks**

## Large Total Addressable Market

- Established direct distribution channels delivering rapid growth in the US
- Strong commercialisation tailwinds in a +US\$12.5bn TAM
- Recent clinical studies released, and further underway, which support the adoption of Next Science's products

## Sales growth momentum<sup>1</sup>

- 92% growth in 1H FY23 Product Sales yoy to US\$10m and strong sales growth trajectory expected to continue
- Revenue for 2H CY23 is expected to be between US\$16m and US\$19m, compared to US\$6.3m in 2H CY22
- Year on year revenue growth is expected to exceed 85% in CY24

## Short term pathway to breakeven<sup>1</sup>

- Company expects to experience positive EBITDA and cashflow during 2H CY24

### 1. Key forecast assumptions:

- Sales revenue continues to grow during 2HY23 and 1HY24, at the same rate of growth experienced in 1HY23.
- A minimum amount of US\$10 million is raised under the Offer.

# Proprietary Platform Delivering >90% YoY Sales Growth

**Mission – The development and commercialisation of our proprietary unique non-toxic XBIO™ technology to reduce the impact of biofilm-based infections in human health**



## 7 Product Families

Across wound and surgical applications



## XBIO™ Platform

Deconstructs biofilm, destroys pathogens, & defends recolonisation



## Rapid Growth

92% growth in 1H FY23  
Product Sales yoy to US\$10.0m (unaudited)



## TAM >US\$12.5bn

Across existing products<sup>1</sup>



## Distribution

Direct and partner channels with increasing focus on direct channel



## Employee Headcount

104 – 59 Sales / 22 R&D (Jun.)



## IP

51 patents and 18 publications



## DME<sup>2</sup> est. Oct. 22

Drives penetration into advanced wound care market

1. Total Addressable Market (TAM) based on National Health Statistics Report, February 2017, SmartTRAK, NXS  
2. DME – Durable Medical Equipment.

# Corporate Strategy

## 1. Drive XPERIENCE™ penetration

- **Distribution:** Utilise Health Trust Agreement to open new accounts, and expand field representation
- **Research:** Leverage research findings in existing accounts as well as new accounts to increase usage
- **Product:** Widen the XPERIENCE™ formats to support a wider customer base

## 2. Continued expansion of the Durable Medical Equipment Segment

- **Distribution:** Drive growth into Wound Care Centres, Long Term Acute Care, and Skilled Nursing Facility
  - Implement second site for fulfilment of DME orders<sup>1</sup>
- **Product:** 510k application to the FDA for integrated BLASTX™ and Collagen product

## 3. Determine pathways for patented developments of other applications of X BIO™ technology

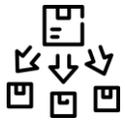
## 4. Accelerate the product pipeline for increased sales value on existing distribution networks

1. The Company's strategies, intentions, plans and use of funds are based on current intentions at the time of this presentation only, and may change based on available funding, or to respond to unforeseen events or future investment opportunities.

# Strong Financial Drivers



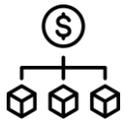
**1** Strong revenue growth, with 1HFY23 Product Sales (unaudited) of US\$10.0m, up 92% yoy



**2** Direct distribution channel driving strong growth for Next Science



**3** Gross margins in 1HFY23 65% – 70%, with upside as scale efficiencies are generated



**4** Strong unit economics on sales force investments across DME and Surgical business lines

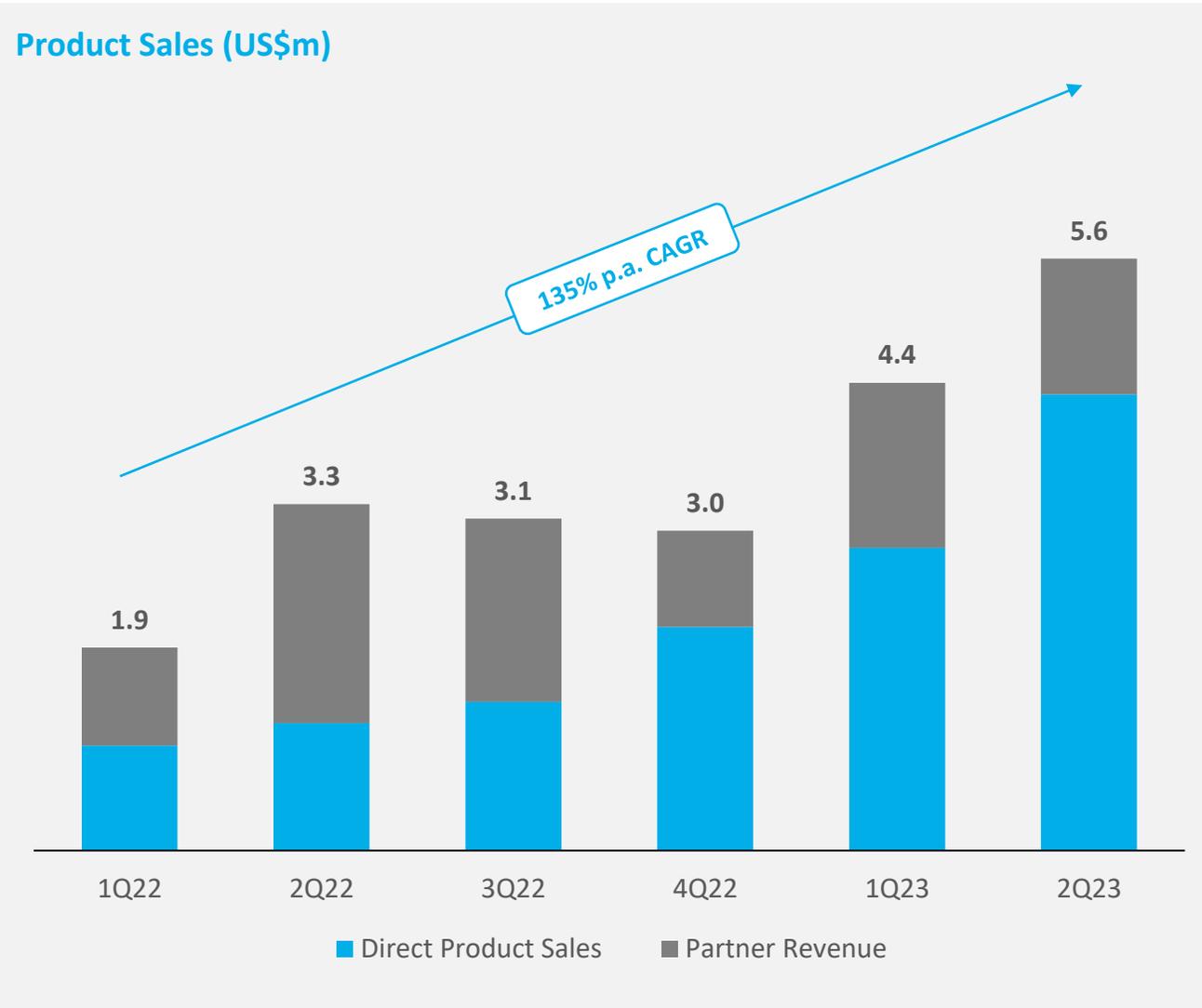


**5** Pathway to positive EBITDA in 2024

# Financial Performance – 2QFY23

## Key highlights<sup>1</sup>

- 1HFY23 Product Sales up 92% yoy to US\$10.0m
- 2QFY23 Product Sales up 71% yoy to US\$5.6m
- 2QFY23 Direct Sales grew 258% yoy to US\$4.3m
- Direct Sales increased to 77% of 2QFY23 sales, up from 65% in 1QFY23



1. Unaudited Quarterly Financials.

# Strong Revenue Growth & Short-term Pathway to Breakeven

- **Unique X BIO™ platform** - Deconstructs biofilm, destroys pathogens & defends recolonization
  - Broad portfolio of solutions for infection management in surgical and wound care settings
  - Expanding base of clinical efficacy data
- **Established** direct distribution channels delivering rapid growth in the US
  - Strong **commercialisation tailwinds** in a +US\$12.5bn TAM
- **92% growth** in 1H FY23 Product Sales yoy to US\$10m
  - **Strong Sales growth** trajectory expected to continue
- **Positive EBITDA** and cashflow expected during 2H CY24
  - Revenue for 2H CY23 is expected to be between US\$16m and US\$19m, compared to US\$6.3m in 2H CY22
  - Year on year revenue growth is expected to exceed 85% in CY24
- To emerge with a **strong balance sheet** with no debt
  - **Strengthened Management team** in place to drive ongoing growth
  - Supports incremental investment in sales & distribution, to be managed in line with sales productivity & performance

# Sources and Uses of Funds<sup>1</sup>

Sources of Funds	A\$m
Institutional Placement	12.0
Director Placement	0.4
US Private Placement	Up to A\$1.5m
Share Purchase Plan	Up to A\$5.0m
<b>Total Sources of Funds</b>	<b>12.0<sup>2</sup> – 16.0<sup>3</sup></b>

Use of Funds	A\$m
Promotion of XPERIENCE™ research	1.0 – 1.5
Resourcing to service Health Trust Opportunity	2.5 – 2.9
Expansion of DME Sales force	3.5 – 4.0
Expansion of 2 <sup>nd</sup> fulfilment site for the DME	0.5 – 0.6
Working Capital	4.5 – 7.0
<b>Total Uses of Funds</b>	<b>12.0<sup>2</sup> – 16.0<sup>3</sup></b>

- Support faster growth for XPERIENCE™:
  - New clinical data to support the increased uptake for XPERIENCE™
  - New GPO contract giving access to 1600 Health Trust Hospitals
- Continued expansion of fast growing DME business to service the multi billion-dollar chronic wound market in the US
- Capital raising to accelerate growth:
  - Increase XPERIENCE™ growth through promotion of research findings and resourcing the Health Trust Opportunity.
  - Further expansion of the DME Including a second fulfillment site to expand geographic presence
- Walker Group has committed to redeem their 10 million Convertible Notes and to subscribe for ~A\$10.4m, at the Offer Price, subject to shareholder approval. The subscription and redemption will occur simultaneously and offset one another.

1. The Sources and Uses of Funds are indicative only. The Company's strategies, intentions, plans and use of funds are based on current intentions at the time of this presentation, and may change if a higher or lower amount of funds are raised, or to respond to unforeseen events or future opportunities. A range is provided to accommodate proceeds from the US Private Placement and the Share Purchase Plan.
2. Assumes a minimum of approximately A\$0.1m raised under the US Private Placement and Share Purchase Plan combined.
3. Any capital raised from the US Private Placement and Share Purchase Plan, where the total funds raised exceeds A\$16m, is attributable to working capital.

# Key Milestones<sup>1</sup>

2023

2024+

## 2023 Milestones

- ✓ New Leadership Team appointed
- ✓ Development of DME segment
- ✓ Reached 200 hospitals in Surgical
- ✓ Awarded GPO contract with HealthTrust 1 August providing access to 1600 hospitals which do over 170,000 joint surgeries
- ✓ Prospective randomised XPERIENCE™ study data released
- Release of retrospective studies in XPERIENCE™
- Continue to build license agreements with strategic partners for geographic expansion

## 2024 Milestones

- Launch new distribution centre for DME segment
- Pathway to positive EBITDA in 2024
- Finalise product development of integrated BLASTX™ & Collagen product, and submit 510k FDA application
- Pursue additional Group Purchasing Organisation contracts

## 2025+ Milestones

- Major Canadian prospective study in infection prevention completed (7,600 patients)

1. The Company's strategies, intentions, plans and use of funds are based on current intentions at the time of this presentation, and may change if a higher or lower amount of funds are raised, or to respond to unforeseen events or future opportunities.

# Investment Highlights

**1.**

Proprietary X<sub>BIO</sub><sup>™</sup> platform deconstructs biofilm, destroys pathogens & defends recolonisation

**2.**

Positioning X<sub>PERIENCE</sub><sup>™</sup> to challenge the Standard of Care in surgical procedures and fuelling the DME business through expansion and new customer penetration

**3.**

Strengthened management team in place to drive ongoing growth

**4.**

Revenue for 2H CY23 is expected to be between US\$16m and US\$19m, with year-on-year revenue growth is expected to exceed 85% in CY24

**5.**

Positive EBITDA and cashflow expected during 2H CY24

# Offer Details



# Offer Details

<b>Offer Size &amp; Structure</b>	<ul style="list-style-type: none"> <li>Capital Raise to raise up to approximately A\$18.9 million comprised of:               <ul style="list-style-type: none"> <li>an Institutional Placement (“Placement”) of ~A\$12.0 million;</li> <li>a Director Placement (“Director Placement”) of ~A\$0.4 million (subject to shareholder approval, expected late October 2023);</li> <li>a US Private Placement to Approved US Investors (“US Private Placement”) to raise up to A\$1.5 million; and</li> <li>a Share Purchase Plan (“SPP”) to eligible shareholders to raise up to A\$5.0 million.</li> </ul> </li> </ul>
<b>Placement</b>	<ul style="list-style-type: none"> <li>The Institutional Placement to raise approximately A\$12.0 million, utilising Placement capacity under ASX Listing Rule 7.1, was completed on Wednesday, 30 August 2023</li> <li>Approximately 28.6 million new fully paid ordinary shares in Next Science (“New Shares”) to be issued under the Institutional Placement, representing approximately 13.3% of existing ordinary shares on issue in Next Science</li> </ul>
<b>Offer Price</b>	<ul style="list-style-type: none"> <li>New Shares under the Capital Raise will be issued at a price of A\$0.42 per New Share which represents a:               <ul style="list-style-type: none"> <li>35.4% discount to the last closing price of A\$0.650 on Monday 28<sup>th</sup> August 2023;</li> <li>33.2% discount to the 5-day volume weighted average price (“VWAP”) of A\$0.628 to Monday 28<sup>th</sup> August 2023; and</li> <li>32.0% discount to the 15-day VWAP of \$0.618 to Monday 28<sup>th</sup> August 2023</li> </ul> </li> </ul>
<b>Walker Group Convertible Notes Redemption and Subscription</b>	<ul style="list-style-type: none"> <li>Walker Group Holdings Pty Limited (“Walker Group”) the holder of 10 million Convertible Notes, has provided a binding and irrevocable commitment to subscribe for an amount of New Shares at the Offer Price, to equal the sum required for Next Science to immediately redeem their Convertible Notes (including their face value of A\$10.0 million and accrued interest). The subscription and redemption will occur simultaneously and offset one another. Next Science expects this will result in the issue of approximately A\$10.4 million of New Shares to Walker Group at the Offer Price A\$0.42 per New Share</li> <li>The Accrued Interest earned up to the redemption date will be calculated at 5% p.a.</li> <li>Following the subscription of A\$10.4 million of New Shares, Walker Group will own up to 40.6% of the Shares on Issue post capital raise<sup>1</sup></li> <li>The Convertible Note redemption and subscription for New Shares by Walker Group is subject to shareholder approval</li> </ul>

1. Assumes no capital raised under the US Private Placement and Share Purchase Plan. In the event a non-zero amount is raised, Walker Group will own less than 40.6% of the Shares on Issue post capital raise.

# Offer Details

<b>US Private Placement</b>	<ul style="list-style-type: none"> <li>The Company is announcing a US Private Placement to Approved US Investors utilising Placement capacity under ASX Listing Rule 7.1 (“US Private Placement”) to raise up to A\$1.5 million at the Offer Price of A\$0.42 per New Share</li> <li>The US Private Placement is expected to open on Friday, 1 September and close on Monday, 18 September</li> </ul>
<b>Share Purchase Plan</b>	<ul style="list-style-type: none"> <li>Next Science intends to offer eligible shareholders in Australia and New Zealand an opportunity to subscribe for up to A\$30,000 of New Shares under a Share Purchase Plan at the Offer Price of A\$0.42 per New Share</li> <li>The Share Purchase Plan will raise up to approximately A\$5.0 million. Next Science may (in its absolute discretion) decide to increase or decrease the amount to be raised under the SPP or scale back applications at its discretion</li> <li>The Share Purchase Plan is expected to open on Friday, 1 September and close on Monday, 18 September</li> </ul>
<b>Director Participation</b>	<ul style="list-style-type: none"> <li>Certain Directors of Next Science in Australia and US have committed to the subscription of A\$350,000 of New Shares at the Offer Price of A\$0.42 per New Share, under the Director Placement</li> <li>Approximately 0.8 million new fully paid ordinary shares in Next Science (“New Shares”) to be issued under the Director Placement, representing approximately 0.4% of existing ordinary shares on issue in Next Science</li> <li>Director participation is subject to shareholder approval at a general meeting of shareholders expected to occur in late October 2023</li> </ul>
<b>Ranking</b>	<ul style="list-style-type: none"> <li>New shares issued under the Capital Raise will rank pari passu with existing shares from their date of issue</li> </ul>
<b>Joint Lead Managers &amp; Global Co-Ordinator</b>	<ul style="list-style-type: none"> <li>Wilson's Corporate Finance Limited and Canaccord Genuity Australia Limited are acting as the Joint Lead Managers to the Capital Raise and US Private Placement</li> <li>Canaccord Genuity Australia Ltd is acting as Global Co-Ordinator to the Capital Raise and US Private Placement</li> </ul>

# Offer Timetable

Event	Date
Trading halt	Tuesday, 29 August
Institutional Placement Bookbuild	Tuesday, 29 August
Institutional Placement Allocation Confirmations completed	4.30 PM AEST, Wednesday 30 August
Record date for SPP	7.00 PM AEST, Wednesday 30 August
Trading halt lifted, announce Capital Raising	Thursday, 31 August
SPP offer booklet dispatched, SPP offer period opens, US Private Placement Offer Period opens	Friday, 1 September
Settlement of new shares issued under Institutional Placement	Tuesday, 5 September
Allotment and trading of new shares issued under the Institutional Placement	Wednesday, 6 September
SPP offer period closes, US Private Placement Offer Period closes	Monday, 18 September
Allotment of new shares issued under the SPP and US Private Placement	By Monday, 25 September
SPP and US Private Placement shares trading on the ASX	Tuesday, 26 September
General shareholders meeting	Est. late October 2023

These dates are indicative only and subject to change. Next Science reserves the rights, subject to the Corporations Act 2001 (Cth) and the ASX Listing rules, to amend this indicative timetable without notice.

# Corporate Overview



# XBIO™ - Destroys Biofilm Based Pathogens



Deconstructs the biofilm

Removes metal ions of the EPS<sup>1</sup>, exposing pathogens within the biofilm



Destroys pathogens enveloped within the XBIO™ Technology

High osmolarity environment + cell membrane disaggregation induces lysis of bacteria within the product



Defends against recolonisation

Biofilm matrix cannot reform within the presence of XBIO™

**Unique mechanism of action, with no known resistance from bacteria to XBIO™ technology**

1. Extracellular polymeric substances

# Delivering Rapid Sales Growth in Major Medical Markets

## Preventing & Treating Surgical Infections

- **58% growth yoy in direct sales of XPERIENCE™ in 2Q FY23**
- **43% growth qoq in XPERIENCE™ hospital accounts to 203 in 2Q FY23**

- Surgical site infection (“SSI”)
  - 48 million hospital surgical procedures p.a.<sup>1</sup>
  - c.2 million SSIs occurring per year in the US
  - Fatalities in 3% of patients that contract SSI<sup>2</sup>
- US\$25 – 40 billion p.a. cost to the US healthcare system
  - up 36% in past decade<sup>3</sup>
- Preventative treatments are included in ‘Episode of Care’ costs paid by insurance companies and by Medicare / Medicaid

## Chronic Wound Care

- **99% growth qoq in DME Wound Care sales in Q2 FY23**
- **85% growth qoq in Wound Care Prescribers to 819 in 2Q FY23**

- US\$50 billion p.a.<sup>5</sup> cost to US healthcare system
- 8.2 million patients in the US<sup>3</sup>
- Causes death in 27.7% of patients within a 2-year period from first presentation<sup>4</sup>
- Segmented market – federal market is deficit funded, so products purchased based on efficacy
- The commercial hospital market & private podiatry offices require products that are reimbursed by Medicare, Medicaid & Insurers

1. National Health Statistics Report February 2017, NXS estimates

2. <https://psnet.ahrq.gov/primer/surgical-site-infections>

3. K Sen: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6389759/>

4. [https://www.researchgate.net/publication/51199135\\_High\\_mortality\\_in\\_patients\\_with\\_chronic\\_wounds](https://www.researchgate.net/publication/51199135_High_mortality_in_patients_with_chronic_wounds)

5. [Wound care by the numbers: Medicare cost and utilization of patients with chronic wounds \(beckershospitalreview.com\)](https://www.beckershospitalreview.com/wound-care-by-the-numbers-medicare-cost-and-utilization-of-patients-with-chronic-wounds)

# New US Based Leadership



# New Leadership Team For A New And Exciting Growth Phase



**New MD & CEO – Harry Thomas Hall IV, commonly known as I.V. Appointed July 2023**

- 28-year career in global medical device industry encompassing diversity of management roles across product development, global strategic marketing, commercial operations and sales leadership.
- Led global portfolio and execution strategy for a US\$3.2bn platform for the Global Orthopaedic Unit of DePuy Synthes.
- Created and sustained personal relationships with well over 100 key opinion leaders worldwide.
- Inspirational leader that marries a rare blend of scientific, clinical and commercial skill and experience to drive NXS through its next phase of growth.



**New CFO – Marc Zimmerman Appointed May 2023**

- 29-year career holding CEO and CFO roles in businesses ranging from Fortune 15 to Not-For-Profit and Start-up operations. Diverse industry experience.
- Various finance roles at Verizon over 15 years at Vice President and Director level.
- Excellent pedigree in process improvement, Six Sigma and Lean methodologies.
- Qualifications include Bachelor of Science in Business Administration and MBA-level certification in Measuring and Improving Business Performance

# Management Team – Cont.



## Dr. Matthew Myntti

Chief Technology Officer

As the founder and CTO of Next Science, Dr. Matt Myntti oversees and manages all aspects of R&D and product ideation of Next Science technologies. He received his Master's and Doctoral degrees in Materials Science and Engineering from the University of Dayton and has over 30 granted US patents. Dr. Myntti previously led the biomaterials group at Medtronic Surgical Technologies, which developed novel ENT and neurologic products.



## Jon Swanson

Chief Operating Officer

Jon Swanson joined the Next Science team in June 2018 as the Chief Operating Officer to lead our operations, quality and regulatory teams. Mr. Swanson joins us from McKinsey & Co., where as the Head of the Advanced Operations Group, he focused on client operational improvement, product development and quality performance for pharma and medical product industries since 2011.



## Jeanne Lee

VP of Regulatory Affairs and Clinical Operations

Jeanne Lee is the Vice President of Regulatory Affairs and Clinical Operations at Next Science. Ms. Lee brings over 20 years of global regulatory experience within the medical device and pharmaceutical industries, gained at leading companies including Hollister Incorporated, Abbott Laboratories and Merck & Co. Inc.. Ms. Lee holds a Master of Science degree in Regulatory Affairs and Quality Assurance from Temple University.



## Mike Morello

VP of Wound Care Sales

Michael Morello is the Vice President of Wound Care Sales for Next Science. Mr. Morello is a graduate of Boston University and brings 25 years of experience in the Medical Device & Pharmaceutical Industries with an extensive focus in both the surgical and wound care sectors. Prior to joining Next Science, Mr. Morello has built and led several successful sales teams in both the commercial and federal spaces.



## Rob Bell

VP of Surgical Sales

Robert Bell is the Vice President of Surgical Sales for Next Science. Mr. Bell has held various leadership roles within orthopedics, establishing distribution and subsidiaries globally, bringing 14 years of experience in the Medical Device and Orthopedics industries. With Next Science, Mr. Bell oversees the commercial operations via our industry partners and direct sales channels within the surgical sector.



## Martyn Jacobs

Head of Investor Relations

Martyn Jacobs is the Head of Investor Relations and joined in February 2023. Mr. Jacobs has over two decades of financial services experience, primarily in Equities Research covering emerging industrial companies, including the last decade with a focus on emerging healthcare companies. Mr. Jacobs holds a Bachelor of Economics with post graduate qualifications in Applied Finance & Investment, as well as Applied Corporate Governance. Recently, Mr. Jacobs completed the AICD Company Directors Course.

# Surgical Site Infection – Prevention & Treatment



# Infection Prevention Products Serve a US\$10bn Market

## XPERIENCE™

**Key Target:** Prevention of surgical site infection

**TAM:** Surgical site infection in the c.US >\$7bn



**US Market:** 48 million patients p.a.

**Distribution Channel:** Direct + Zimmer

## SURGX™

**Key Target:** Prevention of infection on a surgical closure

**TAM:** Surgical site infection in the c.US >\$3bn



**US Market:** 48 million patients p.a.

**Distribution Channel:** Direct

## BACTISURE™ Surgical Lavage

**Key Target:** Elimination of surgical site infection. Distributed globally through Zimmer Biomet



**US Market:** 250,000 patients p.a.

**Distribution Channel:** Zimmer

1. National Health Statistics Report February 2017, NXS estimates

# XPERIENCE™ – Prevention of Surgical Infection

**XPERIENCE™ is positioned to become the Standard of Care in surgeries**

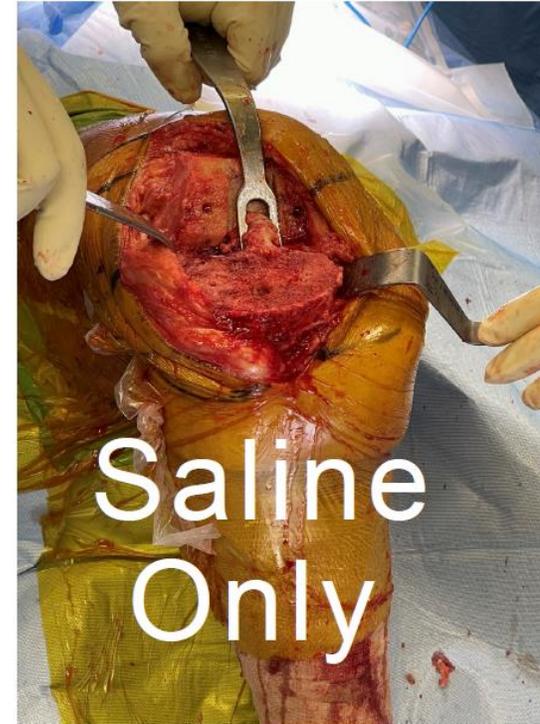
*Advanced surgical irrigation solution for surgical procedures*

## Key features

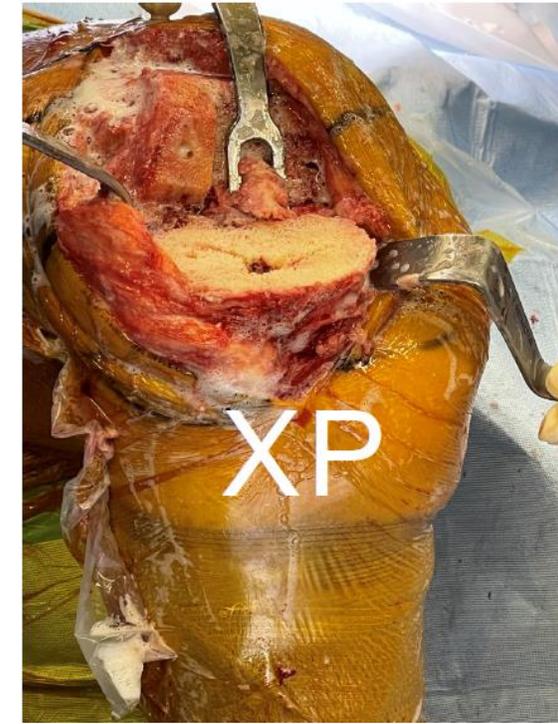
- ✓ Broad efficacy against viruses, fungi, and bacteria
- ✓ No rinse out required
- ✓ Up to 5 hours residual protection
- ✓ Non-toxic
- ✓ No change to surgical protocol
- ✓ Easy to use & adopt

**Forthcoming study results expected to confirm benefits for Patients, Surgeons and Hospitals**

- **Patients:** Lower risk of surgical site infection and reduced inflammation leads to less pain and reduced opioid use
- **Surgeons:** Better patient experience, reduce re-admissions
- **Hospitals:** Cost savings through lower re-admission rates



A knee washed out with Saline prior to implant placement



A knee at the same time in surgery washed out with XPERIENCE™

# XPERIENCE™ – Clinical Data Update

## A prospective randomised study of XPERIENCE™ versus dilute iodine lavage (industry standard) studying the impact of XPERIENCE™ on patient outcomes<sup>1</sup>

[ASX:NXS - Knee Study Finds Potential Anti-Inflammatory Benefit For XPERIENCE™ \(nextscience.com\)](https://www.nextscience.com)

### Patients in the XPERIENCE™ group of the study demonstrated<sup>2</sup>:

- 54% less inflammation at day 14 than the common reference standard (dilute iodine)
- Consistent 5-degree improvement in range of motion throughout the study period
- Consistent 10%-20% lower pain score throughout the study period
- 18% lower opioid usage for pain relief at day 7 improving to 70% less usage at day 42. Elimination of opiate use in half the time of control patients
- 14% fewer patients required assistance by a device for mobility at day 7, improving to 57% fewer patients needing assistance by day 21

1. Prospective randomised study with 30 patients in each arm of the trial.

2. Development of a reference chart to monitor post operative swelling following total knee arthroplasty. <https://doi.org/10.1080/09638288.2018.1534005>

### Expected commercial outcomes

- ✓ Reduce readmissions due to infections
- ✓ Ability to tap into latent market, due to better experience
- ✓ Lower overall cost to economy for surgical procedures

### US Marketing Campaign

Dr. Andrew B. Wickline , MD, FAAOS engagements currently scheduled:

Location	Dates
American Vein & Lymphatic Society	September 16 - 17
Orthopaedic & Emerging Technologies	September 20 - 23
International Society for Technologies in Arthroplasty	September 27 - 30
Eastern Orthopaedic Society	October 25 – 28
Additional conferences expected to be added	

# Enhancing IP of X BIO™ – Expanding Patent Protection

## Disc Degeneration Disease (DDD)

- U.S. Patent No. 11,723,860 “COMPOSITIONS AND METHODS FOR TREATING INTERVERTEBRAL DISCS,” expiring November 2038
- Evidence implicating *C. acnes* biofilms in the manifestation of disc herniation continues to grow <sup>1</sup>
- The incidence of symptomatic herniated lumbar discs is estimated to be between 1-2% and over 480,000 discectomies are performed annually in the United States, with recurrence rates after surgery of 3–18% <sup>2</sup>
- Non-surgical method potentially opens a door to treating herniated discs with a single image-guided lumbar injection, thus delaying, or negating the need for surgical intervention
- The annual cost of healthcare in the US resulting from DDD is estimated at US\$90bn <sup>3</sup>

## Ciliated Cavities

- U.S. Patent No. 11,672,773, “METHODS FOR TREATING CILIATED CAVITIES,” expiring December 2041
- Indicates X BIO™ technology may be suitable for introduction into cilia-containing areas of the body including sinus cavities and the middle ear
- Possible treatment for otitis media with effusion as well as possibly preventing recurrence of infection in the middle ear
- Aid in removal of the bioburden from the sinuses that is minimally ciliotoxic could be beneficial in clearing the sinuses and preventing recurrence, particularly during endoscopic sinus surgery
- The annual treatment cost of Otitis Media in the US was US\$2.9bn in 2020 <sup>4</sup>. Indicative expenditure of chronic sinusitis over US\$10bn pa, with the principal driver being sinus surgery costs of at least US\$8,500 per case <sup>5</sup>

**Intellectual Property portfolio consists of 51 patents and 18 publications**

1. <https://www.ijssurgery.com/content/13/2/146>
2. <https://neurosurgery.imedpub.com/determining-the-extent-of-lumbar-discectomyin-patients-with-herniated-lumbar-discs.php?aid=8269>.
3. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7536794/>
4. <https://www.contemporarypediatrics.com/view/high-cost-acute-otitis-media>
5. <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7883602>

# XPERIENCE™ – Expanding Sales and Distribution

## Distribution strategy

- Current market focus hip and knee replacement surgeries (c.1.7m in 2023 increasing to c.2.8m p.a. by 2030<sup>1</sup>)
- Direct to market sales to 200+ hospitals, via contract sales distributors (over 200 sales reps), managed by 9 direct staff from Next Science
- Health Trust GPO (Group Purchasing Organisation) agreement commenced 1 August 2023 (170,000 joint surgeries in their hospitals annually)
- Targeting other key GPOs over the next twelve months.
- Each GPO also serves many thousands of alternative sites of care providing additional entry points for the surgical division.

## Forthcoming clinical research

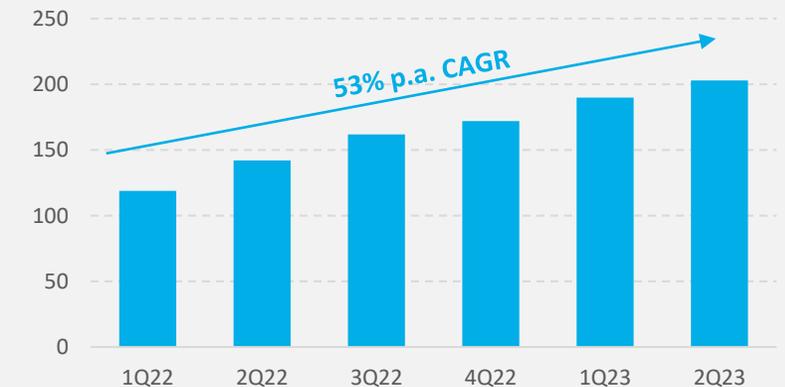
- Three retrospective studies to be released in 2H 2023 expected to showcase effectiveness of the product in preventing infection
- Major prospective study in infection prevention commenced in Canada (7,600 patients)

1. SmartTRAK.  
2. [www.definitivehc.com](http://www.definitivehc.com)

## Quarterly XPERIENCE™ Bottle Volume



## XPERIENCE™ Hospital Customers



# Chronic Wound Care



# Dispersing Biofilms, Treating Infection, Promoting Healing

## BLASTX™ Antimicrobial Wound Gel

**Key Target:** Treatment of chronic wounds, foot & leg ulcers, pressure ulcers.



**US Market:** Cost >US\$50bn and 4m chronic wound patients p.a.

**Distribution Channel:** Direct (US), ANZ through Oraderm

## Collagen with BLASTX™

**Key Target:** Treatment of chronic wounds, complementary to BLASTX™.



**US Market:** >US\$3.0bn p.a.

**Distribution Channel:** Direct (US)

## Acne Treatments

**Key Target:** Treatment of acne and breakouts. Online and retail (Priceline) in ANZ with York St Brands



**Market:** Currently offered in Australia

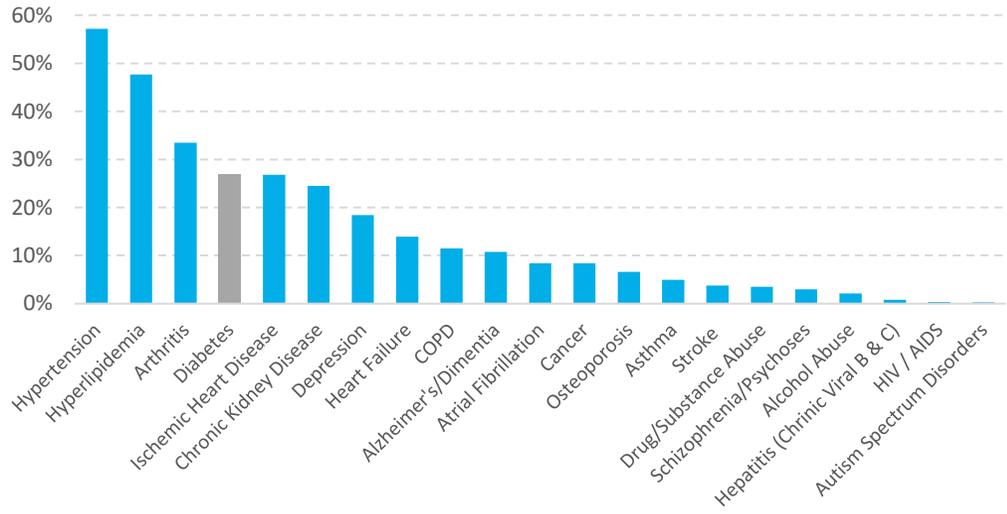
**Distribution Channel:** Sold under license with royalties

1. American Professional Wound Care Association, SmartTRAK, NXS estimate  
2. [https://www.researchgate.net/publication/51199135\\_High\\_mortality\\_in\\_patients\\_with\\_chronic\\_wounds](https://www.researchgate.net/publication/51199135_High_mortality_in_patients_with_chronic_wounds)

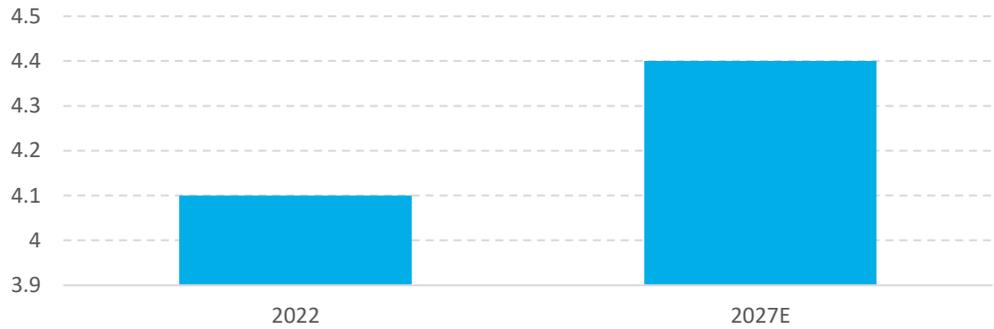
# Diabetes is a Major Cause of Chronic Wounds

- c.37m people in the US have diabetes, with c.29m diagnosed
  - c.96m people have pre-diabetes
- 24% have lifetime risk of Diabetic Foot Ulcer (DFU)
- 5% mortality rate at 12 months after occurrence and 42% after five years
- 20% of patients have an unhealed DFU after one year from diagnosis and there is a 40% recurrence rate at one year
- DFUs represent 30% of the US\$176bn cost of caring for diabetic patients.
- 8.2m chronic wounds in the US, with c.50% being hard-to-heal wounds, continuing to grow at a steady pace as the diabetes crisis deteriorates

US Chronic Condition Prevalence



US Hard-To-Heal Wounds (m)



Chronic Condition Dashboard\_2018 Data. MicroStrategy (cms.gov)  
 SmartTRAK US Hard to Heal Wounds Projections 2022 to 2207, <https://doi.org/10.1016/j.jval.2017.07.007>  
<https://www.cdc.gov/diabetes/health-equity/diabetes-by-the-numbers.html>  
<https://www.mdpi.com/1660-4601/20/1/187>

# BLASTX™ – Improves Treatment of Chronic Wounds

## BLASTX™ Antimicrobial Wound Gel improves wound management

### Key characteristics include:

- ✓ Broad spectrum of efficacy
- ✓ Biocompatible and prevents bacterial growth within gel
- ✓ Provides a moist wound environment conducive to healing

### Indications

- ✓ Stage I – IV pressure ulcers
- ✓ Partial and full-thickness wounds
- ✓ Diabetic foot and leg ulcers
- ✓ Post-surgical wounds
- ✓ First and second-degree burns
- ✓ Grafted and donor sites

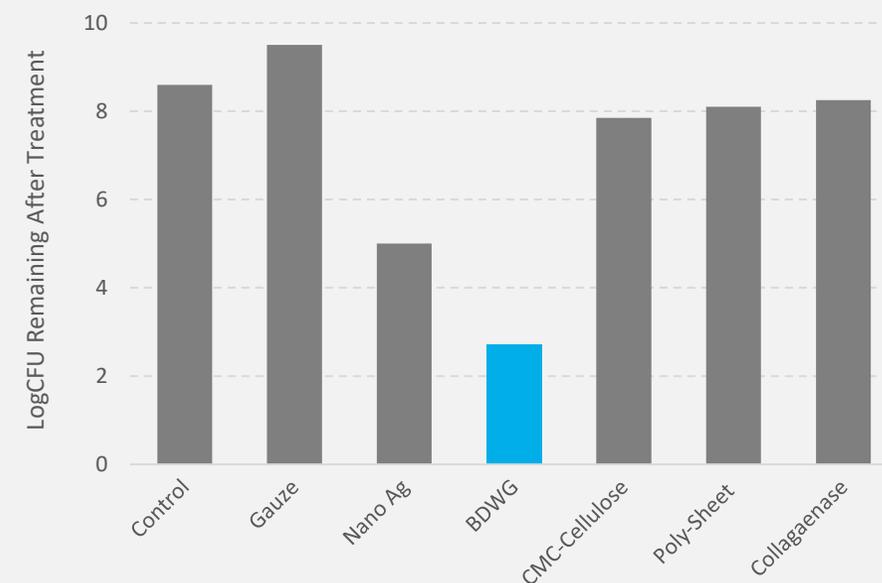
**Distribution:** Directly via Durable Medical Equipment segment and via third parties to federally funded Veterans Affairs sites

1. <https://www.mdpi.com/2079-6382/12/3/536>

### Comparative study<sup>1</sup>

- Studies show BLASTX™ provides broad-spectrum efficacy and multi-log reduction in micro-organisms

### Anti-Biofilm Efficacy of Common Wound Care Products<sup>1</sup>

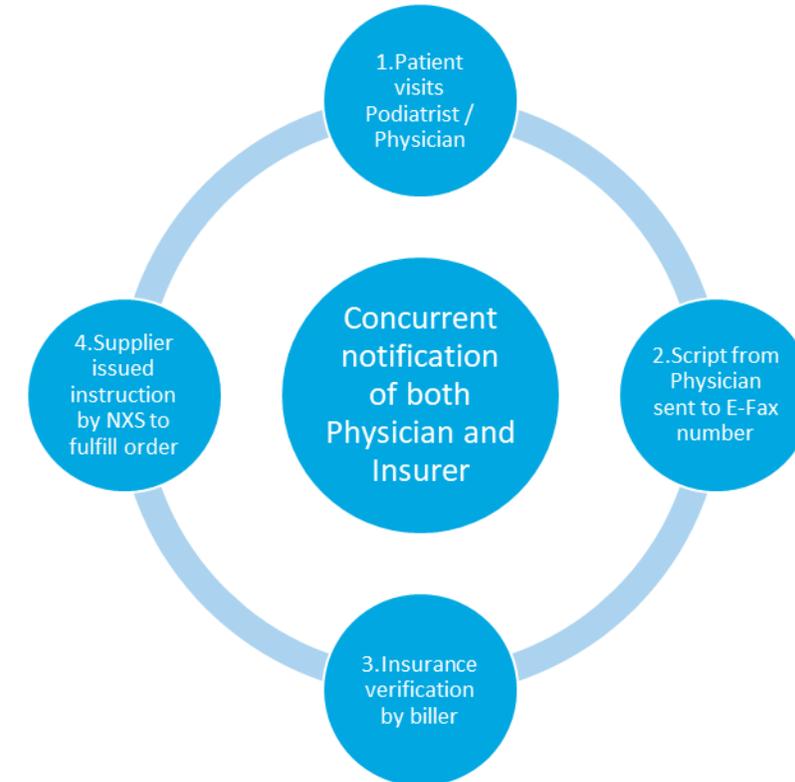


BDWG (BLASTX™) was the only product that achieved greater than 2-log growth reduction of a mature biofilm.

# DME Distribution Provides Strong Reimbursement

The Durable Medical Equipment (DME) market provides products to patients that are insured by Medicare Part B, or an equivalent insurance, that Medicare or the insurer pay for.

- **Standard method in which Wound Care patients source consumables to manage their chronic wounds.**
- **How the DME operates**
  - The Physician writes a prescription that is sent to Next Science
  - The patient's insurance is then verified, and the product is dispatched through Next Science's fulfilment centre.
  - The insurance claim is made on delivery of the product
  - The insurer pays the claim directly to Next Science
- **Unique Differentiation**
  - Next Science is the only source of BLASTX™ that can be paired with Collagen
  - The reputation for the efficacy of BLASTX™ grows everyday



# BLASTX™ is a Unique Competitive Advantage

## Next Science is uniquely positioned in the DME segment

- Commenced in October 2022, now with DME accreditation across 40 US states for chronic wound treatments
- Medicare, Medicaid & major insurance reimbursable
- Compared against commercially available wound care products, BLASTX™ is the only product to demonstrate statistically significant efficacy in treating mature biofilms<sup>1</sup>
- Exclusive to Next Science
- Collagen with BLASTX™ is currently offered to patients with chronic wounds as two distinct products in a box

## DME Sales Force

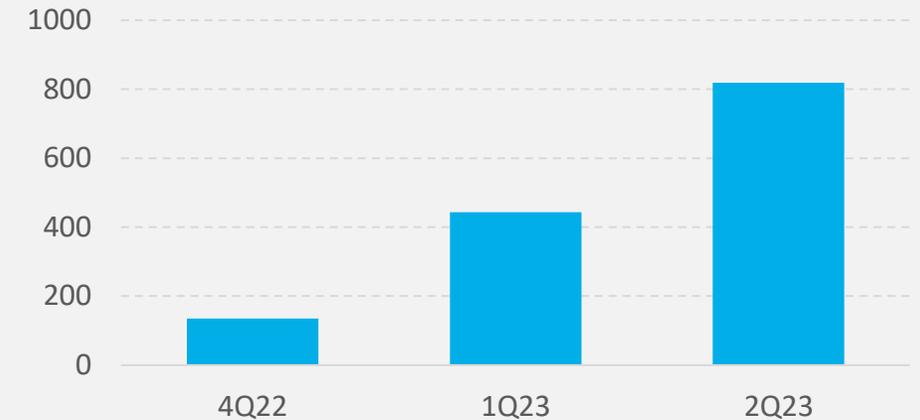
- **Highly productive sales force** – 50% delivering US\$500K+ p.a. and expect the team to build towards US\$1M per person run rate through 2024
- 37-person sales force expected to expand to over 50 in 2024

## New Product Development

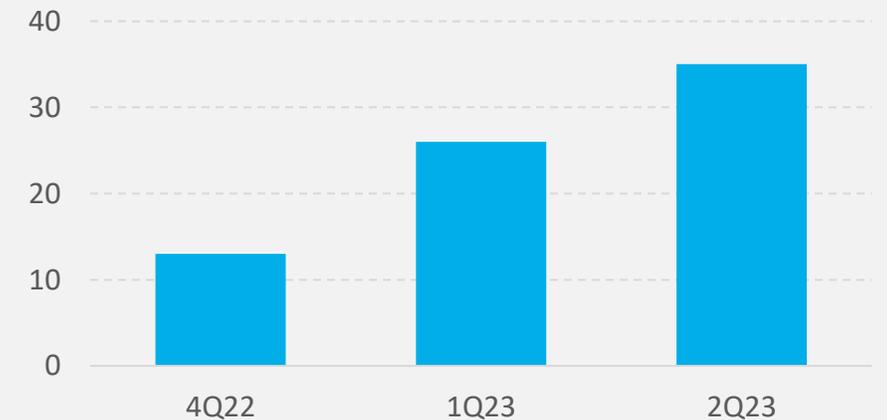
- Plans to integrate BLASTX™ and Collagen into one product, and to submit a 510k application to the FDA for the integrated product

1. <https://www.mdpi.com/2079-6382/12/3/536>

## Total Wound Care Prescribers

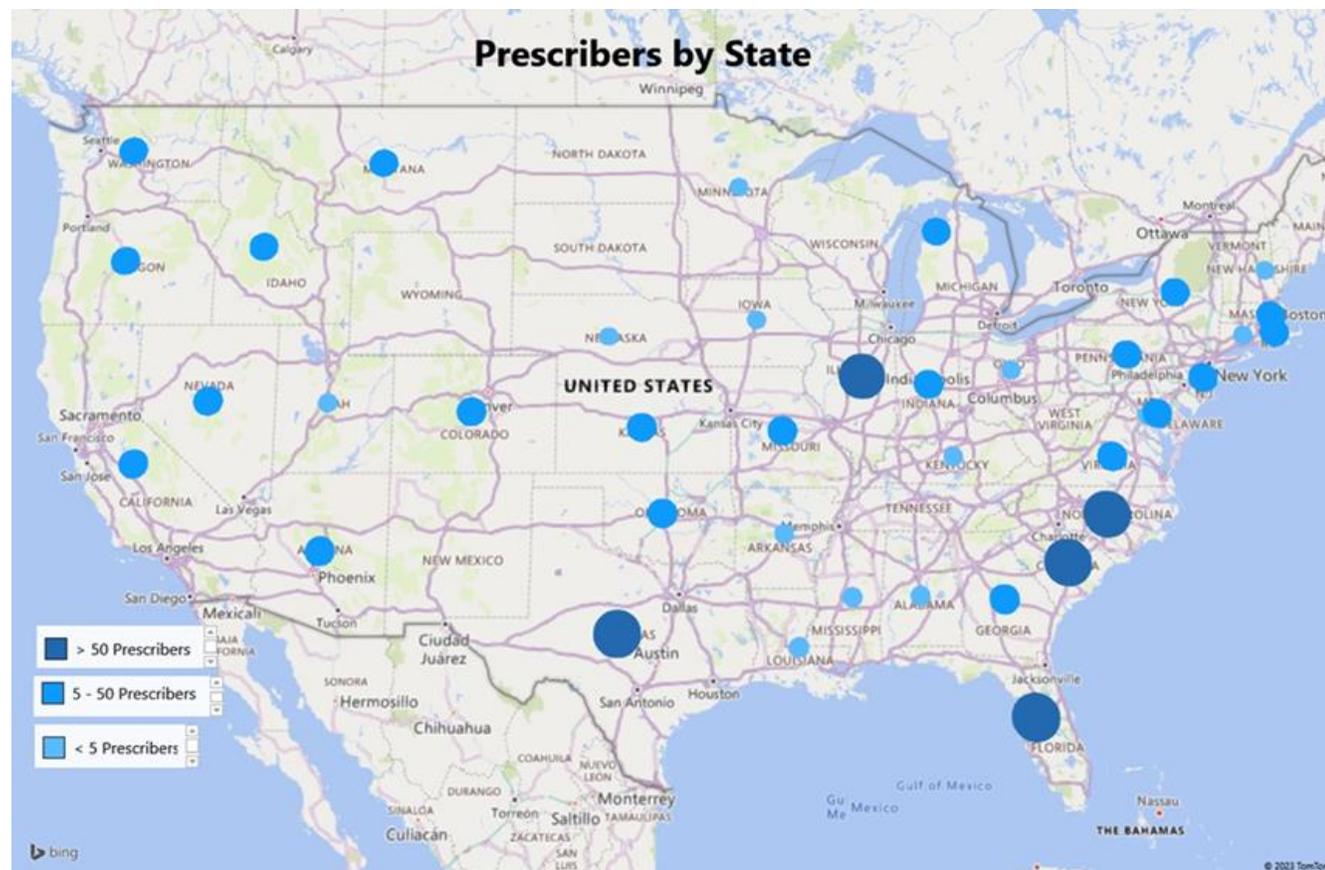


## DME Sales Headcount



# National Coverage of DMEs for Wound Care

- DME sales increased **99% qoq**.
- Over 40% of Prescribers are now sourced from high-volume Wound Care Centres.
- Strong growth opportunity - currently in 200 out of 1,800 Wound Care Centres.
- Patient volume in Wound Care Centres is >15x that of Private Office settings.
- Increasing focus in penetrating deeper into Wound Care Centres and corporately owned Long Term Acute Care and Skilled Nursing Facilities.
- National Wound Management Centres number >1,000 clinics and represent a further opportunity of predictable growth.



# Appendix – Key Risks and Offer Jurisdictions



## Key risks

<p><b>Regulatory approvals</b></p>	<p>Next Science’s distribution partners and customers rely on having regulatory approved products. Next Science’s business is governed by various regulations in the jurisdictions in which it operates and proposes to operate. There is no assurance that delays will not occur in connection with obtaining the necessary approvals for products. Any delay in the receipt of regulatory clearance may result in a delay to the intended launch date of certain products, which will delay revenue and adversely affect financial performance. In the event that any relevant licenses or approvals were not granted, not renewed, withdrawn, or made subject to conditions that were onerous or unacceptable to Next Science, its business could be materially adversely affected.</p>
<p><b>Reliance on distribution partners</b></p>	<p>A key distribution channel for Next Science’s products is through distribution partners. The success of Next Science’s business relies on its ability to attract and retain distribution partners, and the success of its distribution partners’ sales and marketing teams to adequately promote Next Science’s products. The loss of, or a significant decrease in, the business from a distribution partner could adversely impact revenues. If distribution partners do not continue to purchase Next Science’s products, terminate the existing contracts or do not increase their usage over time, Next Science’s operating and financial performance may be adversely affected.</p>
<p><b>Intellectual property</b></p>	<p>The value of Next Science’s products is dependent on Next Science’s ability to protect its intellectual property, including by trademarks, copyright, patent and moral rights. Any failure to adequately protect its intellectual property rights could have an adverse impact on Next Science’s operating and financial performance.</p>
<p><b>Ability to attract and retain key personnel</b></p>	<p>The success of Next Science’s business is dependent on retaining key members of senior management. There is a risk that the departure of such personnel, or any delay in their replacement, could have a significant negative impact on management’s ability to operate the business and achieve financial performance targets, in addition to harming Next Science’s research and development programs.</p>

## Key risks (cont..)

<p><b>Competitive industry</b></p>	<p>Next Science competes against a wide range of other health care companies that treat human infections, some of which have significantly more resources than Next Science. An inability to compete effectively against existing competitors and potential new entrants could have a material adverse effect on the business.</p>
<p><b>Product acceptance</b></p>	<p>Next Science's success depends on market acceptance and adoption of Next Science's products. This will depend on many factors, including clinical evidence demonstrating the positive clinical and cost benefit outcomes and Next Science's ability to develop and market products. If sufficient market acceptance is not achieved, the growth in Next Science's revenue may slow or decline which will have an adverse impact on Next Science's operating and financial performance.</p>
<p><b>Development of products</b></p>	<p>Next Science's business is dependent on the continued improvement of existing products and development of new products utilising current or other potential future technology. The Company cannot guarantee that any products under development will result in the launch of a commercially viable product. If Next Science does not develop new products and product enhancements on a timely basis, the products may become obsolete over time and revenues, cash flow, profitability and competitive position will decline. Difficulties or delays in research, development or production of new products and services or failure to gain market acceptance of new products and technologies may reduce future revenues and adversely affect Next Science's competitive position.</p>
<p><b>Product defects and recalls</b></p>	<p>Next Science's products may contain undetected defects when first introduced or new products are released. Disruptions affecting the introduction, release or performance of Next Science's products may damage customers' businesses and could harm their and Next Science's reputation as well as the health of patients. If that occurs, Next Science may incur significant costs, the attention of key personnel could be diverted, or other significant customer relations problems may arise. Next Science may also be subject to warranty and liability claims for damages related to defects in the products. In addition, if Next Science does not meet industry or quality standards, if applicable, the products may be subject to recall. A material liability claim, recall or other occurrence that harms Next Science's reputation or decreases market acceptance of the products could adversely impact the Company's operating results.</p>

## Key risks (cont..)

### Reliance on third party manufacturers

Next Science engages contract manufacturers for the production of its products. Due to the speciality of the products which Next Science distributes there is a limited pool of qualified suppliers. Disruption to any key supplier could have an adverse impact on the availability of Next Science's products to distribution partners and end users.

### Management of growth

Next Science's future success depends on its ability to effectively manage growth in revenue, employee numbers and customer base. Failure to appropriately manage growth could result in failure to retain existing distribution partners and customers and a failure to attract new distribution partners or customers which could adversely affect Next Science's operating and financial performance.

### Investment risks

There are risks associates with any stock market investment, including the demand for Next Science securities, which may increase or decrease and Next Science securities may trade above or below their issue price on the ASX. If Next Science issues new securities, an existing securityholder's proportional interest in Next Science may be reduced. The market price of Next Science securities may be affected by factors unrelated to the operating performance of Next Science such as stock market fluctuations and volatility and other factors that affect the market as a whole.

### Macro-economic risks

Changes to economic conditions in Australia and internationally, investor sentiment and international and local stock market conditions, changes in fiscal, monetary and regulatory policies which may impact economics conditions such as interest rates and inflation and consequently the performance of Next Science.

## Key risks (cont..)

<p><b>Taxation changes</b></p>	<p>An investment in securities involves tax considerations which differ for each securityholder depending on their individual financial affairs. Changes in tax law or changes in the way taxation laws are interpreted, may impact Next Science’s tax liabilities or the tax treatment of a securityholder's investment.</p>
<p><b>Litigation risk</b></p>	<p>In the ordinary course of business, Next Science may be involved in litigation disputes from time to time. Litigation disputes with third parties may adversely impact the financial performance and industry standing of the business.</p>
<p><b>Placement risk</b></p>	<p>Next Science has entered into an agreement with the Lead Managers (Placement Agreement) with respect to a raising of up to A\$[•] million. The Lead Managers' have no obligation to underwrite the Placement. The Placement Agreement is subject to customary terms and conditions, including termination rights for the Lead Manager in specific circumstances. If the Placement Agreement is terminated for any reason, Next Science's ability to raise the desired amount of capital may be materially affected, its financial position may change, and it may need to take other steps to raise capital.</p>
<p><b>Ability to access future capital</b></p>	<p>Next Science may require further financing in the future to fund its future growth, in addition to amounts raised under the Offer. Any additional equity financing may be dilutive to shareholders, may be undertaken at lower prices than the current market price or may involve restrictive covenants which limit the Next Science's operations and business strategy. Debt financing, if available, may involve restrictions on financing and operating activities. If Next Science is unable to obtain additional financing as needed, it may be required to limit or cease its growth and this could have a material adverse effect on the Next Science's value.</p>
<p><b>Other risks</b></p>	<p>This list of risk factors above is not an exhaustive list of the risks faced by Next Science or its investors. The risk factors described in this section as well as risk factors not specifically referred to above may in the future materially affect the financial performance of Next Science and the value of its securities.</p>

# Offer Jurisdictions

This document does not constitute an offer of new ordinary shares (“New Shares”) of the Company in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

## Hong Kong

**WARNING:** This document has not been, and will not be, registered as a prospectus under the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong, nor has it been authorised by the Securities and Futures Commission in Hong Kong pursuant to the Securities and Futures Ordinance (Cap. 571) of the Laws of Hong Kong (the “SFO”). Accordingly, this document may not be distributed, and the New Shares may not be offered or sold, in Hong Kong other than to “professional investors” (as defined in the SFO and any rules made under that ordinance).

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The contents of this document have not been reviewed by any Hong Kong regulatory authority. You are advised to exercise caution in relation to the offer. If you are in doubt about any contents of this document, you should obtain independent professional advice.

## New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (the “FMC Act”).

The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

## Offer Jurisdictions (cont..)

### Singapore

This document and any other materials relating to the New Shares have not been, and will not be, lodged or registered as a prospectus in Singapore with the Monetary Authority of Singapore. Accordingly, this document and any other document or materials in connection with the offer or sale, or invitation for subscription or purchase, of New Shares, may not be issued, circulated or distributed, nor may the New Shares be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to persons in Singapore except pursuant to and in accordance with exemptions in Subdivision (4) Division 1, Part 13 of the Securities and Futures Act 2001 of Singapore (the “SFA”) or another exemption under the SFA.

This document has been given to you on the basis that you are an “institutional investor” or an “accredited investor” (as such terms are defined in the SFA). If you are not such an investor, please return this document immediately. You may not forward or circulate this document to any other person in Singapore.

Any offer is not made to you with a view to the New Shares being subsequently offered for sale to any other party in Singapore. On-sale restrictions in Singapore may be applicable to investors who acquire New Shares. As such, investors are advised to acquaint themselves with the SFA provisions relating to resale restrictions in Singapore and comply accordingly.

### United Kingdom

Neither this document nor any other document relating to the offer has been delivered for approval to the Financial Conduct Authority in the United Kingdom and no prospectus (within the meaning of section 85 of the Financial Services and Markets Act 2000, as amended (“FSMA”)) has been published or is intended to be published in respect of the New Shares.

The New Shares may not be offered or sold in the United Kingdom by means of this document or any other document, except in circumstances that do not require the publication of a prospectus under section 86(1) of the FSMA. This document is issued on a confidential basis in the United Kingdom to “qualified investors” within the meaning of Article 2(e) of the UK Prospectus Regulation. This document may not be distributed or reproduced, in whole or in part, nor may its contents be disclosed by recipients, to any other person in the United Kingdom.

Any invitation or inducement to engage in investment activity (within the meaning of section 21 of the FSMA) received in connection with the issue or sale of the New Shares has only been communicated or caused to be communicated and will only be communicated or caused to be communicated in the United Kingdom in circumstances in which section 21(1) of the FSMA does not apply to the Company.

In the United Kingdom, this document is being distributed only to, and is directed at, persons (i) who have professional experience in matters relating to investments falling within Article 19(5) (investment professionals) of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 (“FPO”), (ii) who fall within the categories of persons referred to in Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc.) of the FPO or (iii) to whom it may otherwise be lawfully communicated (“relevant persons”). The investment to which this document relates is available only to relevant persons. Any person who is not a relevant person should not act or rely on this document.

### United States

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POWERED BY XBIO™ TECHNOLOGY

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