

NEXT SCIENCE[®]

Quarter ending 31 December 2022 Investor Presentation

30 January 2023

Approved by the Board

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Continuing to deliver annual growth

- Total product sales growth 2022 + 40% increase on pcp to \$11.3M (unaudited)
- Total revenue growth 2022 (unaudited) +31% to \$11.7M

Expanding portfolio to accelerate revenue growth

- Launched DME Business for the US wound care market in October, providing 1st reimbursed product for the Next Science direct to market
- To drive the growth of the DME business the direct wound care sales force is expanding and will continue to expand to support the business growth.

In October, NXS launched a DME business, staffed by a dedicated team of experienced wound care professionals who will drive the growth.

First commercial sales in Q4, 150 physicians offices are already prescribing

This business model provides a substantial increase in revenue per patient

Switching focus to direct sales in the US to drive growth

- 40% increase in product sales (unaudited) year on year, all driven by direct sales
- Major shift in channel mix to improve revenue results



- 18 October 2022, Next Science launched its new DME business
 - Expands direct sales portfolio by 1 product class (3 collagen products)
 - Provides a reimbursed product for the NXS wound care business
 - Expands wound care total addressable market from \$150M to \$1.4B
 - Provides the direct economic opportunity to support a larger direct sales force
 - Commercial sales underway - 150 Physicians offices already prescribing NXS products (10,000 Podiatry offices in the US)

Current markets now being served directly in the US

Chronic Wound Care

- 8.2 million patients in the US¹
- Causes deaths in 27.7% of patients within a 2 year period from first presentation.²
- Cost to US healthcare system to treat >\$50B pa²
- Segmented market – Federal market is deficit funded, so products are purchased based on efficacy;
- The commercial hospital market and private podiatry offices require products that are robustly reimbursed by Medicare/Medicaid and private Insurers.

Next Science offerings remove the biofilm and the bacteria and provide an environment to promote healing

Post Operative Surgical Complications

- Preventing surgical site infection (SSI)¹:
 - Total market 110 million surgical procedures pa¹
 - 2 million SSIs occurring per year in the US¹
- SSI causes 90,000 deaths pa¹
- Cost to US healthcare system to treat \$25-40B pa¹,
 - increased 36% in the past decade¹
- Preventative technologies included in 'Episode of Care' costs paid by insurance companies or by CMS (Medicare/Medicaid)

With XPERIENCE™ and SurgX™, Next Science is offering a suite of products to protect the patient from infection

FOCUS IS ON DRIVING COMMERCIAL SALES DIRECT AND WITH PARTNERS

Direct to market products from NXS in the US



BLASTX Antimicrobial wound gel for the treatment of chronic wounds.



Collagen Dressings for use in the treatment of chronic wounds



XP'ERIENCE Advanced Surgical Irrigation for the prevention of SSI



SurgX Sterile Topical Antimicrobial Gel for the prevention of SSI

Distributor partnerships outside the US

Zimmer Biomet distribute Bactisure globally, including Europe, the UK, Australia, New Zealand, South Africa and Latin America

Oraderm (Part of the Douglas Pharma and Apotex JV) distribute BlastX in Australia and New Zealand

Novus Surgical distributes XPERIENCE in Australia

Next Med distributes XPERIENCE and SurgX in New Zealand

tbh Skincare licenses Xbio technology in the Acne treatment market

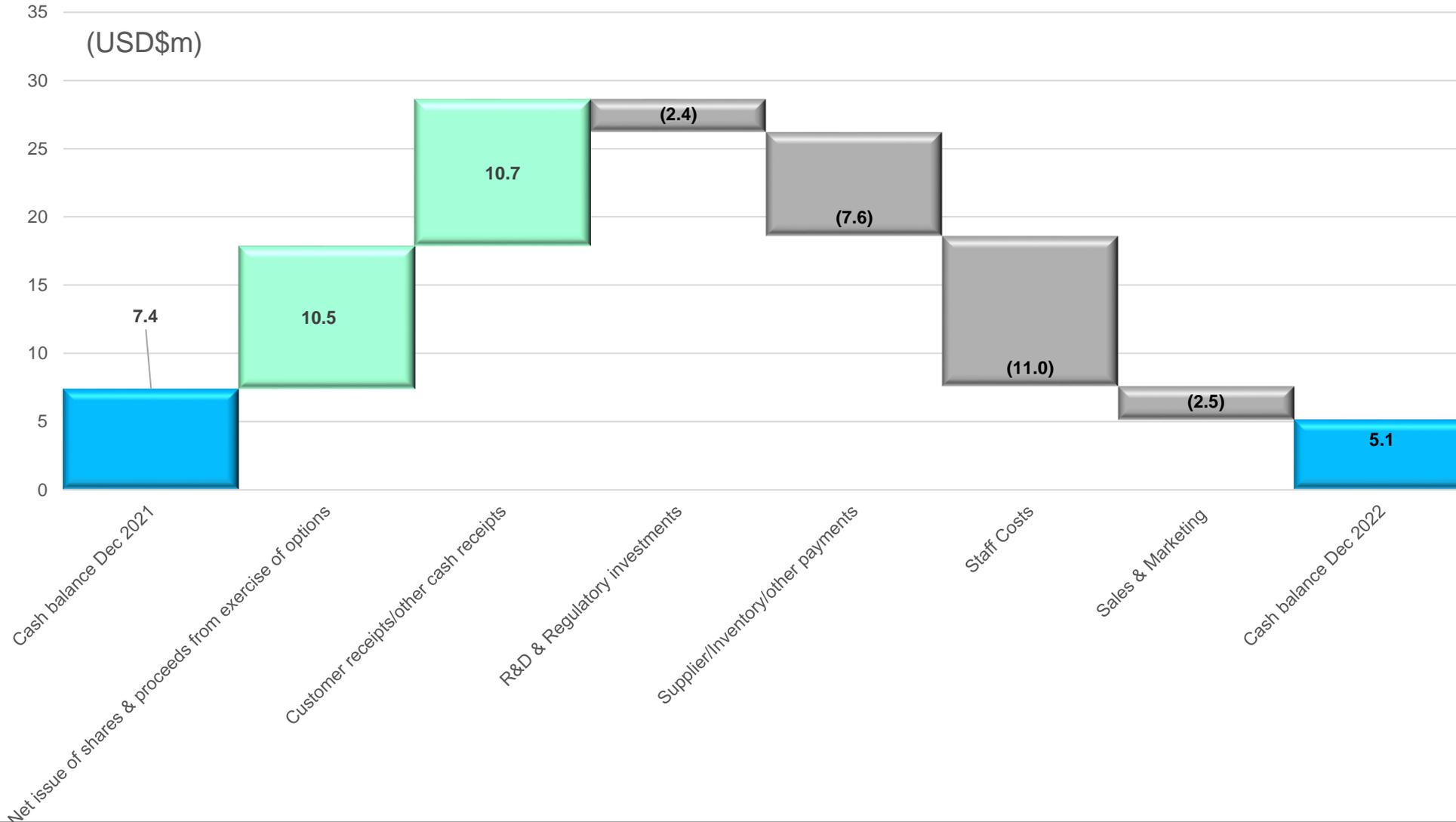


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Secured Convertible Notes

- To provide for working capital, NXS has entered into a A\$10M Secured Convertible Note Deed with Walker Group Holdings Pty Limited (NXS major shareholder) with a conversion price of A\$0.72, conditional upon shareholder approval being sought at a general meeting to be held on **2 February 2023**.
- Under the terms of the Note Deed, Walker Group has expressly agreed that if it elects to convert the notes into shares, NXS may undertake a capital raising by offering other shareholders an opportunity to subscribe for shares at the same share price (A\$0.72 per share) as the conversion.
- For further details, refer to NXS' ASX announcement on 13 December 2022 and the Notice of Meeting released on 30 December 2022.

Cash waterfall - YTD



Summary: Step up in marketing and sales activity driven by direct sales in 2023

Executing strategy to accelerate market awareness and adoption of Next Science's Xbio platform driven by direct sales activity from NXS

Delivering growth

- ✓ YTD product sales growth + 40% compared to pcp (unaudited)

Expanding markets and indications

- ✓ DME launched with 150 active physician offices prescribing by January 2023
- ✓ Xbio technology and research results were presented to over 5000 surgeons in congress settings from October to December 2022. Peer review publication expected in Q1 2023.
- ✓ Further independent research publications on positive results with Bactisure, XPERIENCE and BlastX , supporting commercial growth strategy (slide 25)

2023 - Growth and expansion

- ✓ Growing contributions from all products across the direct portfolio with increased confidence for XPERIENCE™ and accelerated plans for DME expansion
- ✓ CEO recruitment ongoing

Recent publications

Bashyal & James: [https://www.arthroplastyjournal.org/article/S0883-5403\(22\)00062-6/fulltext](https://www.arthroplastyjournal.org/article/S0883-5403(22)00062-6/fulltext)

Christopher, Tran, Vernon, Spangehl: <https://pubmed.ncbi.nlm.nih.gov/34740788/>

Kia et al: September 2021 <https://pubmed.ncbi.nlm.nih.gov/33529773/>

Knapp, Chen, Scuder, Mont: October 2021 [Surgical Technology International](https://www.surgicaltechnologyinternational.com/doi/10.52198/21.STI.39.OS1514) 39DOI:[10.52198/21.STI.39.OS1514](https://doi.org/10.52198/21.STI.39.OS1514)

Parvin et al: <https://pubmed.ncbi.nlm.nih.gov/35629656/>

Plate, Zuskov, Seyler: https://journals.lww.com/jaaos/Citation/2021/12010/Use_of_Adjunct_Antiseptic_Agents_in_Periprosthetic.3.aspx

O'Donnell, Jams, Seyler et al: <https://journals.healio.com/doi/full/10.3928/01477447-20211227-05>

O'Donnell, James, Seyler et al: <https://pubmed.ncbi.nlm.nih.gov/33934664/>

Sosnoski et al: <https://pubmed.ncbi.nlm.nih.gov/36643380/>

Vickey, Hu, Parvan, Deva: <https://pubmed.ncbi.nlm.nih.gov/35629656/>

Whiteley et al: <https://pubmed.ncbi.nlm.nih.gov/35840981/>

Wu et al: <https://pubmed.ncbi.nlm.nih.gov/35158106/>

Nvarro, Sherman, Hamood et. al: <https://pubmed.ncbi.nlm.nih.gov/36358169/>

Fresquez, Chung, Pereira, et. al: Article accepted for publication, The Spine Journal

Newman, Roserough, Tamashiro et. al: <https://pubmed.ncbi.nlm.nih.gov/36324127/>

Myntti, Stevenson, Porral, et. al: <https://pubmed.ncbi.nlm.nih.gov/36645660/>

References

1. K Sen: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6389759/>
2. https://www.researchgate.net/publication/51199135_High_mortality_in_patients_with_chronic_wounds
3. <https://www.definitivehc.com/blog/how-many-orthopedic-surgeons-in-us#:~:text=According%20to%20Definitive%20Healthcare's%20PhysicianView,hand%20surgery%2C%20and%20joint%20replacement>