

## PRESENTING AT NWR VIRTUAL SMALL CAP HEALTH CONFERENCE

Friday 1 May 2020, 10.45 AEST

**Adelaide, Australia, 30 April 2020:** Australian hi-tech company Micro-X Ltd (ASX:MX1) (**Micro-X** or the **Company**), a leader in cold cathode x-ray technology for health and security markets globally, is pleased to advise that Peter Rowland, Managing Director will be presenting at the NWR Virtual Small Cap Health Conference to be held on Friday 1 May 2020.

The conference will feature presentations from a number of ASX listed healthcare companies and provide the opportunity to present to potential investors in a virtual environment. The Company's presentation for the conference is attached.

**Event:** NWR Communications Virtual Small Cap Health Conference  
**Presenting:** Mr Peter Rowland, Micro-X Limited  
**Time/date:** 10.45am AEST, Friday 1 May  
**Registration:** Free registration to view the presentation  
[https://us02web.zoom.us/webinar/register/WN\\_gKMmfjOSSEGTU001AV1Y\\_Q](https://us02web.zoom.us/webinar/register/WN_gKMmfjOSSEGTU001AV1Y_Q)

This ASX Announcement is authorised by the Board of Micro-X.

– ENDS –

### About Micro-X

Micro-X Limited (the **Company**) is an ASX listed hi-tech company developing and commercialising a range of innovative products for global health and security markets, based on proprietary cold cathode, carbon nanotube emitter technology. The electronic control of emitters with this technology enables X-ray products with significant reduction in size, weight and power requirements, enabling greater mobility and ease of use in existing x-ray markets and a range of new and unique security and defence applications. The Company has its core R&D, engineering and production capability at its facility in Adelaide, Australia.

The Company's first product, marketed as the *Carestream DRX Revolution Nano*, is an ultra-lightweight digital medical X-ray system for the rapidly expanding mobile X-ray market in hospitals and healthcare. The *Nano* holds 510(k) and CE Mark certifications and is sold commercially in a number of global markets by the Company's exclusive distributor. The Company has a portfolio of innovative products in development, aimed at customer solutions where there is little or no competition. This includes the Mobile Backscatter Imager or MBI which will image Improvised Explosive Devices for airport security, defence and counter-terrorism applications. The MBI is being jointly developed in partnership with Thales, a global supplier of defence and security technology systems, who are providing technical support and \$10 million of funding.

### CONTACTS

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# MICRO-X

ACN 153 273 735

ASX: MX1

## NWR Virtual Health Conference

Micro-X responding to  
significant market demand  
from COVID-19 pandemic

1 May 2020

Peter Rowland,  
Managing Director & CEO



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# Overview of Micro-X

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## Next generation X-ray for global health and security markets

- **Next generation, cold cathode, Carbon Nano Tube technology**
  - X-ray products with significant reduction in size, weight and power
  - Platform technology – health and new security applications
- **First product – Carestream DRX Revolution Nano**
  - Mobile ultra-lightweight digital x-ray system for hospitals
  - Sold in United States, Asia, Europe and Australia – highly portable and easy to disinfect
- **COVID-19 driving unprecedented market changes – surge in Nano orders**
  - \$3.6m of Nano orders since January 2020
- **Major expansion of Nano production to meet increasing sales demand**
- **Accelerating second product the Rover for military market – plan for sales later this year**
  - U.S. FDA 510(k) filing 2Q 2020
- **Support of strategic partnerships**
  - Distribution of Nano - Carestream (ex Kodak Medical, US\$2.5b sales)
  - Security collaboration - Thales (technology giant, €16b sales)
- **\$15m capital raising - \$8.75m Placement (completed) + \$6.25m underwritten Entitlement Offer**
  - Extends funding runway into 2022 plus funds key growth initiatives



Carestream DRX Revolution Nano

# Product roadmap

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Planned product evolution – from current X-ray uses to solving unmet needs



\* Additional healthcare opportunities  
- e.g. Mobile 3D CT imager for stroke diagnosis



# First product – Nano mobile X-ray for healthcare

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Approved for sale in most global markets – significant COVID-19 related sales demand



**Bedside imaging** – hospitals & temporary facilities



**Small & portable** – 90kg compared to 350 to 600kg



**Approvals** – FDA, CE Mark and TGA



**Sold into global markets** ~ 12 countries already



**Proven reliability** + Strong **customer feedback**



**Addressable market** ~ \$500 million



**Orders growing** - \$3.0m in March 2020 Quarter  
and \$0.6m in April 2020 already

## Product Details

- Class II Medical device
- Optimised for high workflow chest imaging
- 10 images per hour due to ease of use
- Battery operation – 12 hour endurance
- Unique “tusks” for alignment with controls
- Bar code reader for patient-image association
- Exceptional visibility for operator & patient safety
- Sold as the *Carestream DRX Revolution Nano*



# Fundamental shift in market – COVID-19 pandemic

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## Massive increase in demand for X-ray imaging of COVID-19 infected patients

-  COVID-19 pandemic has had global impact with potential future waves of the disease
-  COVID-19 symptoms often progress to fluid on lungs similar to pneumonia
  - Chest X-ray enables immediate diagnosis of fluid on lungs and progression of infiltration
-  American College of Radiology recommends portable x-rays for COVID-19 patients\*
  - Limits the movement of patients in hospitals - minimise transmission risk and equipment sterilisation time
-  Government health agencies using emergency procurement processes – urgent delivery < 4 weeks
  - Different from normal purchasing and 8 – 12 week delivery



*Image Source: Coronavirus COVID-19 Global Cases by the Center for Systems Science and Engineering, at Johns Hopkins University, 10 April 2020*

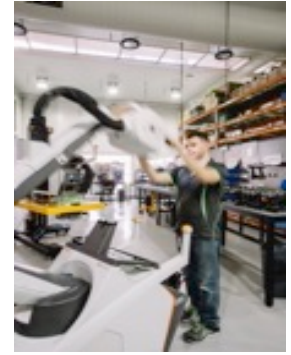
*\*American College of Radiology – ACR Position Statement : ACR Recommendations for the use of Chest Radiography and Computed Tomography (CT) for Suspected COVID-19 Infection published on 11 March 2020*

# Nano - Growing orders and adoption

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## Purchase orders flowing and revenues building

- Shipments to **12 countries globally** – growing adoption
- **\$3.0m** of Purchase Orders in March 2020 Qtr + **\$0.6m** in April 2020
  - \$1.3m Nano units shipped and invoiced by 31 March 2020
  - Includes United States, Europe, Asia and Australia
- First **major Australian orders of \$1.0m** build local awareness
  - NSW health and other agencies
- **The Alfred Hospital, Melbourne** - two Nano units + reference site
  - U.S. reference Hospitals also provide **strong customer endorsement**
- Reference sites can **facilitate urgent sales without demonstrations**



Manufacturing Nano units to meet demand - Tonsley, Adelaide



# Rover - Second Product in final test phase

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## Mobile X-Ray for NATO Role 3 Deployed Military Medical Facilities



Rover is an **adapted version of the Nano** for the military

- Deployed medical facilities treat injured military personnel
- Higher power for trauma use with enhanced ground clearance



**Unmet need** – military currently using small-animal vet X-ray



**Limited competition** - means higher potential gross margins



Requires regulatory approvals (FDA, CE mark and TGA)



**Direct sales model** – initial focus on NATO countries

- Dedicated sales executive actively working with US, UK and AU



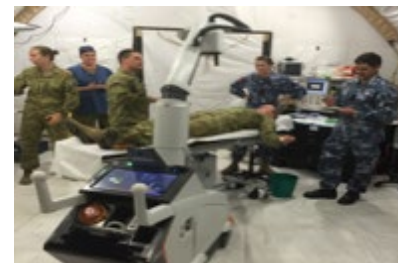
**Addressable market in NATO countries ~\$170M**

### Product Overview

- Based on key elements of Nano
- Class II Medical device
- Higher energy X-ray exams used in trauma
- Light & manoeuvrable 90kg
- Rugged packaging for military transport
- Easy battery change
- Operates on uneven surfaces
- Full performance digital imager in deployed medical facilities – Combat support, Disaster Relief



Top – ADF deployed medical facility at Shoalwater Bay



Bottom: ADF demonstration at Enoggera on exercise Giant Viper

# Rover – First generation model on sale mid-2020

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## Responding to strong US military interest

**Objective:** to be **selling to two major defence customers** by the end of 2020 - building customer interest for larger follow-on orders



### Final stages of development – first generation model completed

- ISO 60601 safety test underway



### Regulatory filing in Q2 2020 - US FDA 510(k) filing

- US military may seek to fast track approval due to COVID-19



### First sale contract expected Q3 2020 – U.S. Army Medical Materiel Agency

- Completed demonstrations at Fort Detrick, Maryland - interest from U.S. Army and Navy
- **FDA filing** enables military clinical test and assessment
- **FDA approval** enables a Low Rate Initial Production order – **small order without tender**
- Potential for **Multi-Year procurements** - following successful operational assessment



### Australian Defence Force sub-contract during 2020

- Part of successful tender for JP2060 project – completing final pricing



# Recent Capital Raising - Accelerates strategic growth

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\$15 million of funding secured on 17 April 2020 with \$8.75m Placement (completed)  
+ \$6.25m underwritten Entitlement Offer (Morgans + Bells)

## Funding accelerates key growth strategies



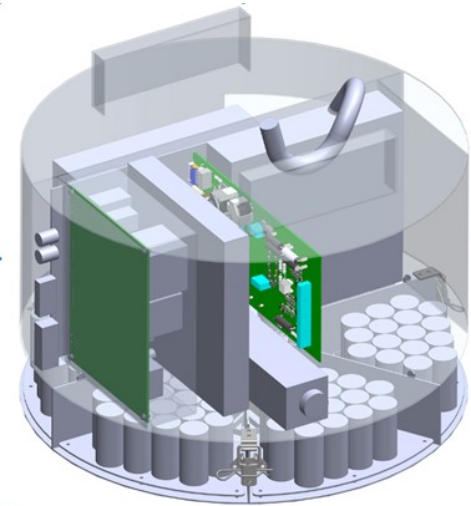
**Ramp up of Nano production** in response to COVID-19 driven demand - Produce 2 units/day < 4 week delivery.  
Position Micro-X to capture as many Nano sales as possible



**Accelerates commercialisation of the Rover** product for the military market - FDA filing in 2Q 2020.  
First Rover sale contract targeted in 2020.



**Fast-tracks planned high-power generator project** by early 2021. Reduce manufacturing costs and enable high-power Rover product for sale



# Experienced leadership

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## Technical and commercial expertise to support our goals and objectives



**Peter Rowland**

**Managing Director & CEO**

- Over 30 years' engineering and management in medical device & aerospace industries
- Previously BAE Systems, Ellex Medical and Biolase Technology (NASDAQ)



**Patrick O'Brien**

**Non-Executive Chairman**

- Over 25 years' business and finance experience in UK, Asia and Australia
- Former Executive Director at Macquarie Group; McKinsey; and Minter Ellison



**David Knox**

**Non-Executive Director**

- Extensive international business experience delivering large energy projects
- Formerly CEO of Santos and Australian Naval Infrastructure
- Chair of Snowy Hydro, Director of CSIRO



**Yasmin King**

**Non-Executive Director**

- Highly experienced in business, vocation and government
- Currently CEO of Skills IQ, formerly Associate Commissioner of ACCC



**Dr Alexander Gosling, AM**

**Non-Executive Director**

- Over 40 years' business, technology and R&D experience
- A founding Director at Invetech (Vision Systems); strategy for Capstone



**Kingsley Hall**

**Chief Financial Officer**

25 years experience in senior finance and operations across private and public companies



**Anthony Skeats**

**Engineering Manager**

20 years hi-tech engineering & medical product design. Consulting experience with Lucent, Invetech, Hydrex



**Alexander Blackburn**

**Programs Manager**

Highly experienced in quality, supply chain and programme management in auto and medical industry in Australia & China.



**Daniel Pini**

**Manufacturing Manager**

13 years production scheduling & management experience in auto industry  
Diploma in Competitive Manufacturing

# Corporate Snapshot

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Growth stage company with institutional and strategic investor support

MX1 - Three month Share trading (to 28 April 2020)



## Share & Trading Statistics (Closing Price on 28 April 2020)

**Share Price** **\$0.140 per share**

Total Shares On Issue 312.5 million

Options Issued 6.5 million

**Market Cap** **~\$43.8 million**

## Key Financials & Shareholders

**Current Cash** **\$16.90 million** (31 March 2020 + \$8.75m Placement)

Loan Facilities SAFA \$3 million facility + Thales \$5m Con Notes

**Strategic Investors** Carestream (3.0%), Thales (\$5m Con Notes)

**Institutional Investors** ~25.0 % including Thorney (6.3%) and Regal (6.0%)

Board & Related Parties ~ 6.2%

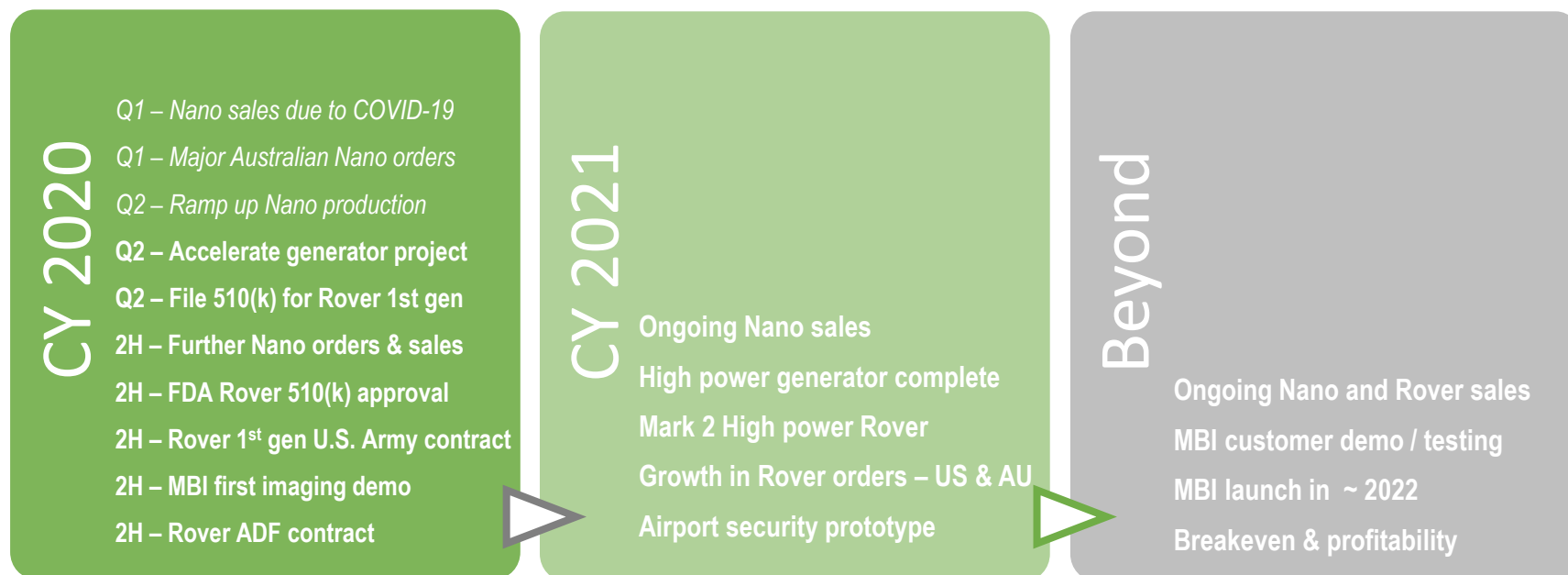
Realigned financial resources to commercial outcomes



# Milestones and Newsflow

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Accelerating key initiatives to deliver commercial outcomes for all stakeholders



The above forecast dates are estimated and indicative and may change and may require access to capital

# Micro-X well positioned post Capital Raise

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## Funding will accelerate Nano commercialisation and Rover launch

- **COVID-19 has significantly changed mobile X-ray market** – large immediate opportunity
  - Opportunity to showcase Nano's capability in multiple markets
- **Capital Raise will support strategies to invest more in Nano production + Generator project**
  - Ability to capture as many Nano sales as possible
  - Accelerate Rover commercialisation – FDA filing and first sale this year
  - Enables high power Rover product from 2021 which is the future growth market
- **Current cash + Placement + underwritten Entitlement Offer = \$22.1m cash** (after costs)
  - Extends funding runway into 2022



# MICRO-X Ltd

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## **Peter Rowland**

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