



**Infection
Prevention.
For Life.**

2020

Michael Kavanagh – CEO and President
McGregor Grant – CFO and Company Secretary

Our Mission

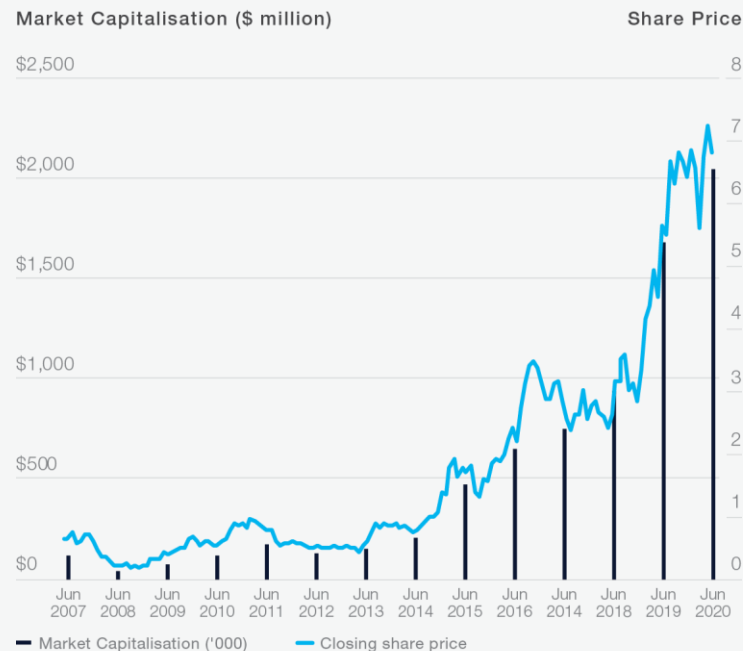
We improve the safety of patients, clinics, their staff and the environment by transforming the way infection prevention practices are understood and conducted and introducing innovative technologies that deliver improved standards of care.

COMPANY OVERVIEW

ASX 200 listed healthcare company specialised in the development and commercialisation of infection control solutions

- First product, trophon® – proprietary automated technology for low temperature, high level disinfection (HLD) of ultrasound probes
- Approved for sale in most major markets including: US/Canada, ANZ, Europe, Singapore, HK, South Korea, Japan
- 311 staff across Australia, US, Canada, UK, Ireland, Germany, France, Norway & Japan
- Sold direct and through distribution partners, including leading brands such as: GE Healthcare, Philips, Samsung, Siemens and Canon
- Active R&D program targeting expansion of product portfolio for Infection Prevention market

SHAREHOLDER RETURN ¹



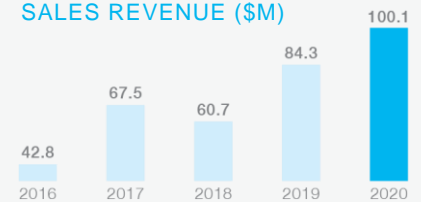
1. As at 21 August 2020.

KEY CORPORATE DATA¹

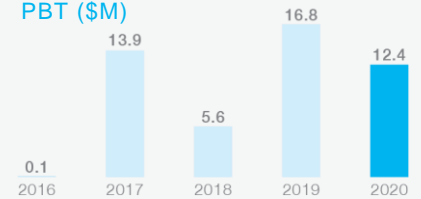
Share price	\$6.49
Shares on issue	300.6 million
Market capitalisation	\$1,951.2 million
Liquidity (30 day avg.)	0.9 million shares
Cash (30 Jun 20)	\$91.8 million
Share Register Breakdown (30 Jun 20)	Founders 14.6% Institutions 56.8% Private 28.6%

FINANCIAL OVERVIEW

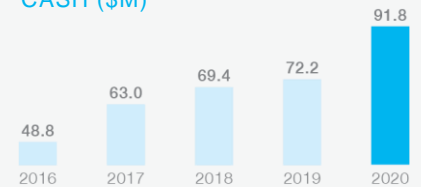
SALES REVENUE (\$M)



PBT (\$M)



CASH (\$M)



SAFE



- ✓ **Patient** proven effective on wide range of pathogens.
- ✓ **User** safe for user.
- ✓ **Environment** water and oxygen by products.

VERSATILE



- ✓ Compatible with > 1,000 probes.
- ✓ Can be used at point of care.
- ✓ Supports streamlined practice workflows.

SIMPLE



- ✓ Simple to use – one button operation.
- ✓ Fast 7 minute cycle.



SIGNIFICANT GLOBAL MARKET OPPORTUNITY

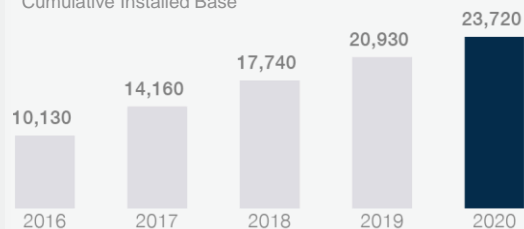
Installed base opportunity

GLOBAL
120,000
units

Market Penetration



Cumulative Installed Base

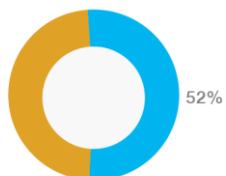


- Increasing number of international guidelines requiring high level disinfection (HLD) supporting growing international demand.
- Nanosonics expanding its footprint geographically both direct and through distribution.

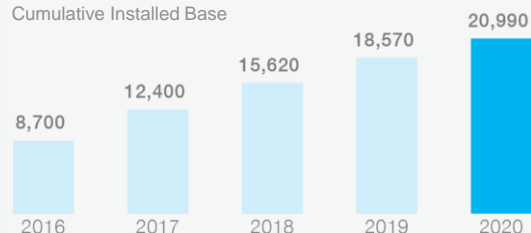
Installed base opportunity

NORTH AMERICA
40,000
units

Market Penetration



Cumulative Installed Base

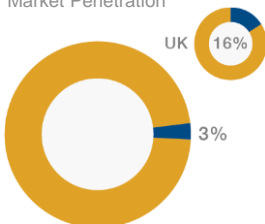


- Fundamentals for adoption strong with requirements for HLD in place.
- trophon installed base over 20,990 and already in over 5,000 hospitals and clinics, including majority of luminary hospitals.
- Nanosonics has a direct sales operation of 74 people as well as partnerships with all leading ultrasound companies to drive ongoing adoption.

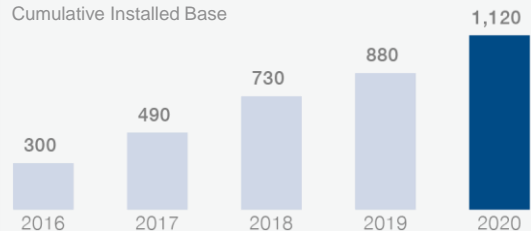
Installed base opportunity

EUROPE AND MIDDLE EAST
40,000
units

Market Penetration



Cumulative Installed Base

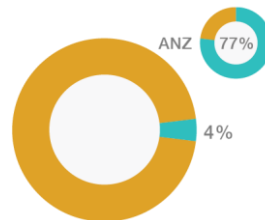


- Expanded geographical reach, stronger fundamentals for adoption and growing awareness.
- Expanded infrastructure with sales teams increasing in the UK and Germany, appointment of local clinical and regulatory leadership and appointment of dedicated resource to support distributor partners.
- A range of business models in place to support market requirements.

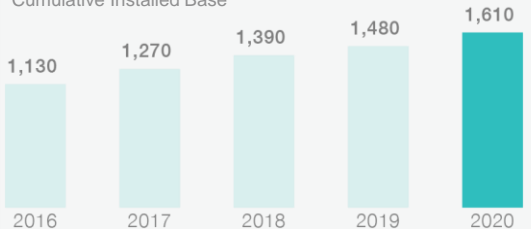
Installed base opportunity

ASIA PACIFIC
40,000
units

Market Penetration



Cumulative Installed Base



- Sales mainly in ANZ where market penetration is >75%.
- Japan market development strategy continues with distribution agreements in place with five key distributors.
- Continued development of China market entry strategy.
- Assessment underway for further expansion across Asia Pacific.

1. ●●●●● Current installed base. ● Remaining potential opportunity. Graphs are not to scale and therefore not comparable.

2. Internal estimate based on historical regional estimates of the installed base of ultrasound consoles and those associated with procedures where high level disinfection may be required.

“The 2020 financial year has been another year of significant achievement and progress with many important milestones achieved against our strategic growth agenda.”

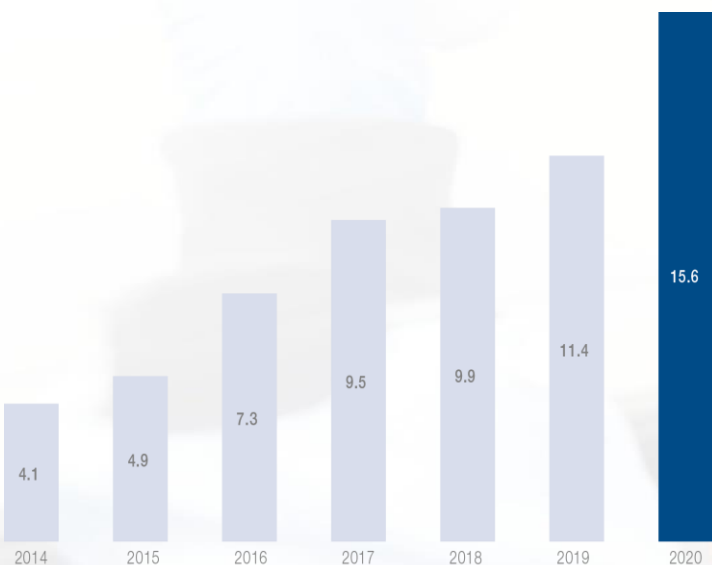


Michael Kavanagh
CEO and President

FY20 HIGHLIGHTS

- Full year revenue of \$100.1 million, up 19% on prior corresponding period.
 - In the first three quarters of the year, total revenue was up 26% on prior corresponding period, demonstrating strong underlying growth momentum.
 - In Q4, when the main impacts of COVID-19 were experienced, revenue increased 1% compared with the prior corresponding period.
- Full year global installed base up 13% to 23,720 units.
 - In the first three quarters of the year, the growth in the installed base in North America was in line with expectations (i.e. similar to FY19). During that period, the number of new units installed in Europe and Middle East was up 37%, and up 56% in Asia Pacific compared with the prior corresponding period.
 - Installed base growth was impacted in Q4 due to COVID-19 pandemic restrictions with the number of new units installed down 46% compared to prior corresponding period.
- Full year consumables and service revenue up 36% to \$70.1 million.
 - In the first three quarters of the year, consumables and service revenue was up 39% on prior corresponding period.
 - In the fourth quarter, despite a reduction in the number of ultrasound procedures as a result of the COVID-19 pandemic, consumables and service revenue grew 29% compared with the prior corresponding period.
 - In June, global sales of consumables to end customers trended back to approximately 80% of Q1 to Q3 levels.
- Full year capital revenue down 9% on prior corresponding period to \$30.0 million, despite increase in installed base reflecting:
 - The impact of GE Healthcare's inventory management associated with the launch of trophon®2 in FY19; and
 - A delay in capital sales to customers during Q4 as a result of the COVID-19 pandemic.
- Continued increasing investment in growth strategy with operating expenses up 28% to \$63.2 million, including \$15.6 million in R&D, which was up 37% on prior corresponding period.
- New business development function established, together with a new investment subsidiary, dedicated to identifying and assessing local and international opportunities to accelerate the growth of our infection prevention portfolio.
- As a consequence of accelerating investment in the strategic growth agenda, as well as the impacts of COVID-19 on Q4 revenue, operating profit before tax was \$12.4 million compared with \$16.8 million in the prior corresponding period.
- Free cash flow for the year was \$20.9 million compared with \$2.6 million in the prior corresponding period, driven by increased receipts from customers.
- Cash and cash equivalents up \$19.6 million to \$91.8 million, providing strong foundation for ongoing investment in growth. The company has negligible debt.

Substantial investment made in new product development with important milestones met throughout the year towards our product expansion goals.



FIVE CORE AREAS OF FOCUS

COMPLIANCE AND TRACEABILITY

Digitally-enabled tools to increase visibility and control around infection risk mitigation.

ENVIRONMENTAL DECONTAMINATION

Novel technologies and chemistries to reduce cross-contamination risk coming from high contact surfaces and environment.

Infection Prevention. For Life.

INSTRUMENT CLEANING

Mandatory critical first step which sets up the effectiveness of all downstream disinfection procedures.

INSTRUMENT DISINFECTION

High level and low level disinfection and sterilisation for medical devices before re-use with a patient.

STORAGE SOLUTIONS

Assurance that reprocessed devices are not subsequently contaminated and are always available for next use.

Active programs are in place covering a number of the areas outlined above.

All research and new product development programs involve inherent risks and uncertainties which can impact commercialisation timelines.



THANK YOU