

The logo for RHINOMED is displayed in a clean, white, sans-serif font. The letters are widely spaced and centered horizontally. The background of the slide features a dark blue gradient with a pattern of fine, parallel lines that create a sense of depth and movement, particularly around the profile of a person's face on the left side.

# RHINOMED

**INVESTOR UPDATE: DELIVERING GROWTH FROM A GLOBAL TECHNOLOGY PLATFORM**

OCTOBER 2020

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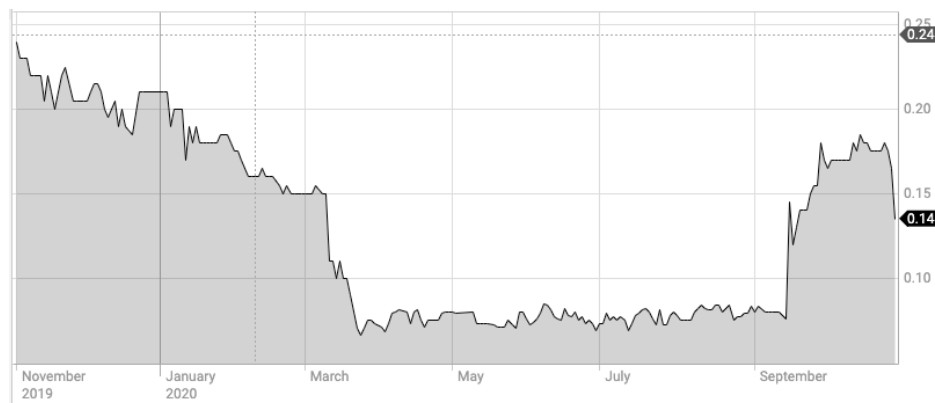
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# RHINOMED

## CORPORATE OVERVIEW



Key Metrics	
Market Cap	~AU\$34m
Current Stock price	A\$0.135
Shares on issue	253m
Top 20 Investors	78%

Board and Management	
Mr Ron Dewhurst	Chairman
Mr Michael Johnson	CEO and Managing Director
Mr Brent Scrimshaw	Non Executive Director
Dr Eric Knight	Non Executive Director
Mr Sean Slattery	CFO

Top Investors	
Mr Whitney George (US)	40%
Dr John McBain (Aust)	15%
Ron Dewhurst	5.6%
HSBC	5.1%

# RHINOMED LIMITED

## A WORLD LEADING DEVELOPER OF NASAL TECHNOLOGY

Rhinomed is a listed (ASX:RNO; OTCQB: RHMF), Melbourne, Australia based nasal and respiratory technology company.

Patented nasal technology platform with a family of over 60 patents and 57 design patents, brands and trademarks.

Our novel technology is used by athletes, clinicians and customers from all over the world to solve their breathing, sleep and nasal congestion issues.

Rapidly growing:

- Revenue up 95% in FY21 Q1 to \$1.2m.
- 4 products on market.
- Stocked on over 20,000 shelves globally.

Positioning itself for growth in rapidly growing global markets.

With over 1 million happy customers, Rhinomed is designing multi-award winning, category leading nasal technology.





# RHINOMED IS WELL POSITIONED IN HIGH GROWTH MARKETS

## PORTFOLIO OF PRODUCTS ON THE SHELVES OF 20,000+ STORES GLOBALLY

Competing and winning in the \$ billion global respiration, sleep and nasal congestion markets:

- Creating a category leading branded technology.
- A global customer base of users.
- Partnering with some of the world's leading healthcare and pharmacy wholesalers and retailers.



**MCKESSON**  
Empowering Healthcare

**Sigma**  
Healthcare

**symbion**

**Kroger**

**RITE AID**

**Boots**

**AmerisourceBergen**

**BED BATH & BEYOND**  
Beyond any store of its kind.

**Fred Meyer**

**CVS/pharmacy**

**LONDON DRUGS**

**amazon**

**Walgreens**

# BUSINESS MODEL FOCUSED ON QUALITY REVENUES AND GROWTH

## FY21 Q1 TRADING UPDATE

### REVENUE

- UP 95% to \$1.2m

### UNITS SHIPPED

- UP 123% to 84,222

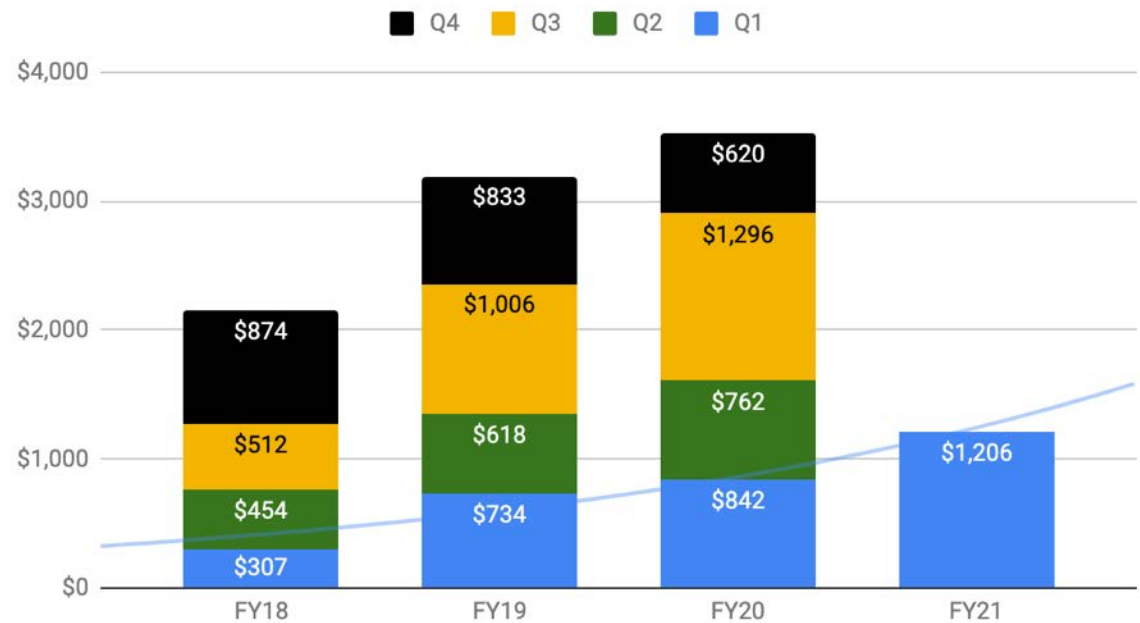
### DISTRIBUTION

- Stock on 20,000+ retail shelves globally

### BALANCE SHEET

- Cash receipts \$0.641m
- Accounts receivable \$1.8m
- Cash on hand \$7.03m

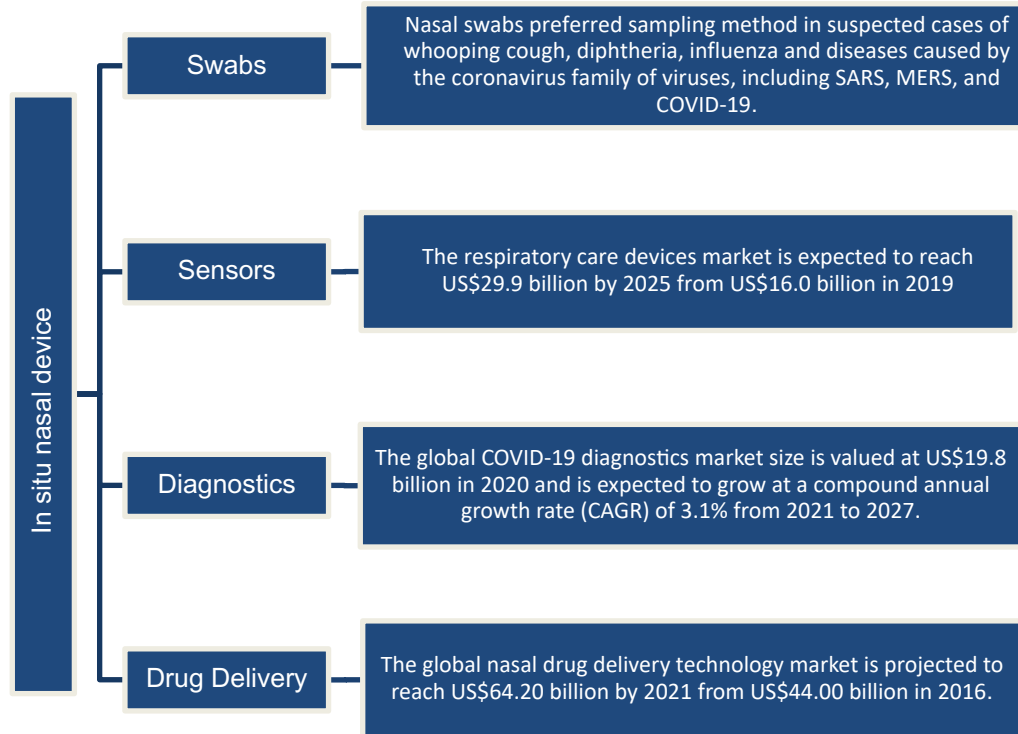
Quarterly Revenues (\$'000)



# RHINOMED HAS A COMPELLING PATENTED PLATFORM

## PIPELINE OF OPPORTUNITY IN HIGH GROWTH OTC, DX AND RX MARKETS

- Over the last 6 years we have built out a family of over 60 patents, 57 design patents, brands and trademarks.
- Initial consumer health products support the development, acceptance and adoption of the pipeline of future wearable sensor, diagnostic and drug delivery opportunities.



RHINOMED IS DELIVERING OUTCOMES

**INNOVATION AS A RESPONSE TO HIGHLY DEFINED UNMET NEEDS**

Consumers already love and trust Rhinomed products

**30,000,000**

positive user experiences

**1,200,000**

happy customers and counting

**1**

Platform with multiple applications



**TWO KEY R&D PROGRAMS TARGETING  
SIGNIFICANT GLOBAL OPPORTUNITIES**

# PROGRAM 1: RHINOCAN

## TARGETING THE \$18BN GLOBAL CBD CONSUMER HEALTH MARKET

### New Product range in development

- Leveraging Rhinomed platform.
- Targeting clear unmet needs in the global CBD consumer health market.

#### SLEEP PLUS

- With CBD formulation



#### SLEEP- ANXIETY /CALM

- With CBD formulation



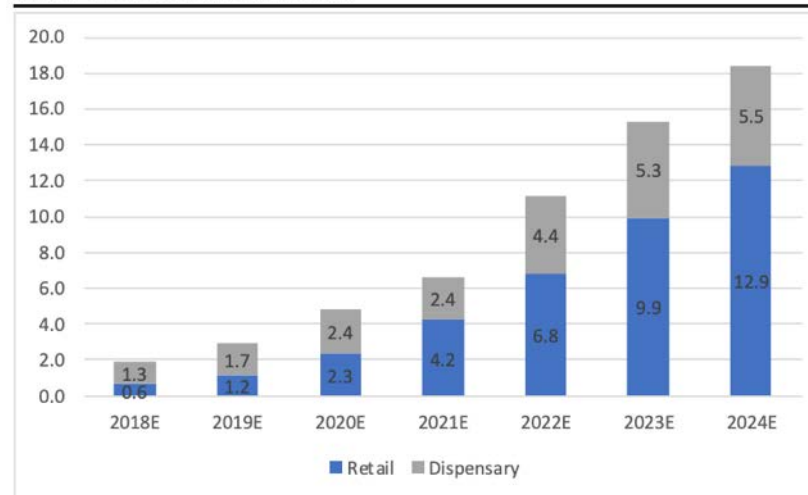
#### PRONTO NAUSEA

- With CBD formulation

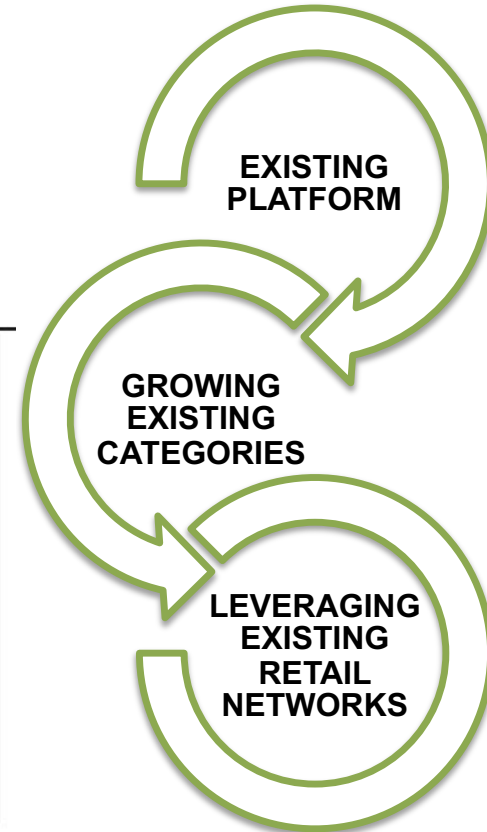
### Distributed through new and existing networks

- Leveraging Rhinomed's 20,000 + existing retail network.
  - Via Columbia Care dispensaries in USA.
  - Via Rhinomed's pharmacy network in US and ROW.

Figure 13: CBD sales by channel (\$M)



Source: Canaccord Genuity estimates

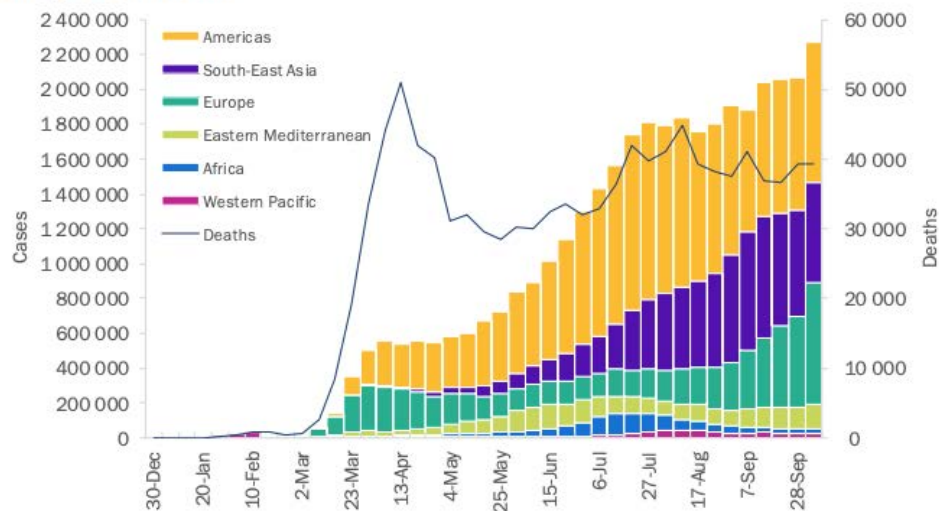


\* CANNACORD GENUITY: UNDERSTANDING CBD'S TREMENDOUS GROWTH POTENTIAL GLOBAL EQUITIES REPORT SEPTEMBER 2019

## PROGRAM 2: RHINOSWAB

# TARGETING THE GLOBAL DEMAND FOR HIGH COMFORT, HIGH YIELDING NASAL SWABS

Figure 1: Number of COVID-19 cases reported weekly by WHO Region, and global deaths, 30 December 2019 through 11 October 2020\*\*



- Nasal swabs are the preferred sampling method used in suspected cases of whooping cough, diphtheria, influenza, and various types of diseases caused by the coronavirus family of viruses, including SARS, MERS, and COVID-19.
- Northern Hemisphere experience points to a second and even a possibly, a third wave of Covid-19 infection.
- Vaccines may provide a solution in the long term but face significant challenges.
- Mass, high frequency testing will be a major strategy in the foreseeable future.
- There is a global shortage of nasal swabs with only two major manufacturers.

# NASAL SWABS ARE THE GOLD STANDARD

## BUT PRESENT SIGNIFICANT CHALLENGES TO ALL STAKEHOLDERS

### • DEVICE ISSUES:

- Small load capacity
- Limited loading time
- Poor yield
- Causes sneezing, gagging etc that can accelerate infection and spread
- Major global shortage and supply chain constraint
- Estimated 60m tests a month needed in US alone

### The Nasal Swab



### • COLLECTION ISSUES:

- Skilled healthcare worker required
- Lack of standardized use of swab
- Healthcare workers at significant risk of infection from positive patients
- High cost of labor
- High cost and shortage of PPE

### The Healthcare Worker



### • PATIENT ISSUES:

- Experience of pain, discomfort
- Highly invasive
- Risk of injury
- Growing reluctance to get tested

### The Participant



RHINOMED'S INNOVATION RESPONSE  
**A REVOLUTIONARY NEW NASAL SWAB**

A COMFORTABLE, HIGH YIELDING NASAL SWAB  
**ENABLING MASS, HIGH FREQUENCY SAMPLE COLLECTION**



# RHINOMED'S NEW PATENT PROTECTED RHINOSWAB

## EASY TO USE, MORE COMFORTABLE, SAFER.

### VIDEO



<https://mutesnoring.com/swab-video/>

Click on the image above to download the video that shows just how easy it is to use the RhinoSwab. The device can be used by anyone, anywhere, and works with existing nasal swab vials and sample collection media.



#### Comfortable

Based on over 30 million user experiences the RhinoSwab is the most comfortable swab ever designed.



#### Health Worker Safety

No skilled workers required to administer the swab or to process the collected sample.



#### Self Administered

The RhinoSwab can be safely administered by almost anyone, in any location, in just minutes.



#### High Yielding

Its patented design, enhanced absorbency characteristics and time in the nose enables the swab to capture 4.1 x more than existing swabs



# A NOVEL, COMFORTABLE, EASY TO USE SWAB

## A SIMPLE, STANDARDISED SAMPLING PROCESS



Simple insertion process delivers the Rhinomed Swab to the high yield area below the lower turbinate



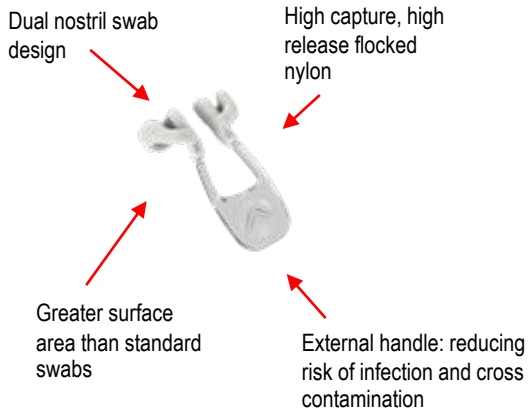
Rhinomed Swab is removed from nose by handle and arms broken off into standard transport tube



Rhinomed Swab arms elute sample into the transport solution and the handle is discarded



The Transport tube is readied for collection or shipped within provided container to testing lab



# TARGETING THE SITE OF INITIAL INFECTION

## DESIGNED TO CAPTURE A SUPERIOR SAMPLE YIELD

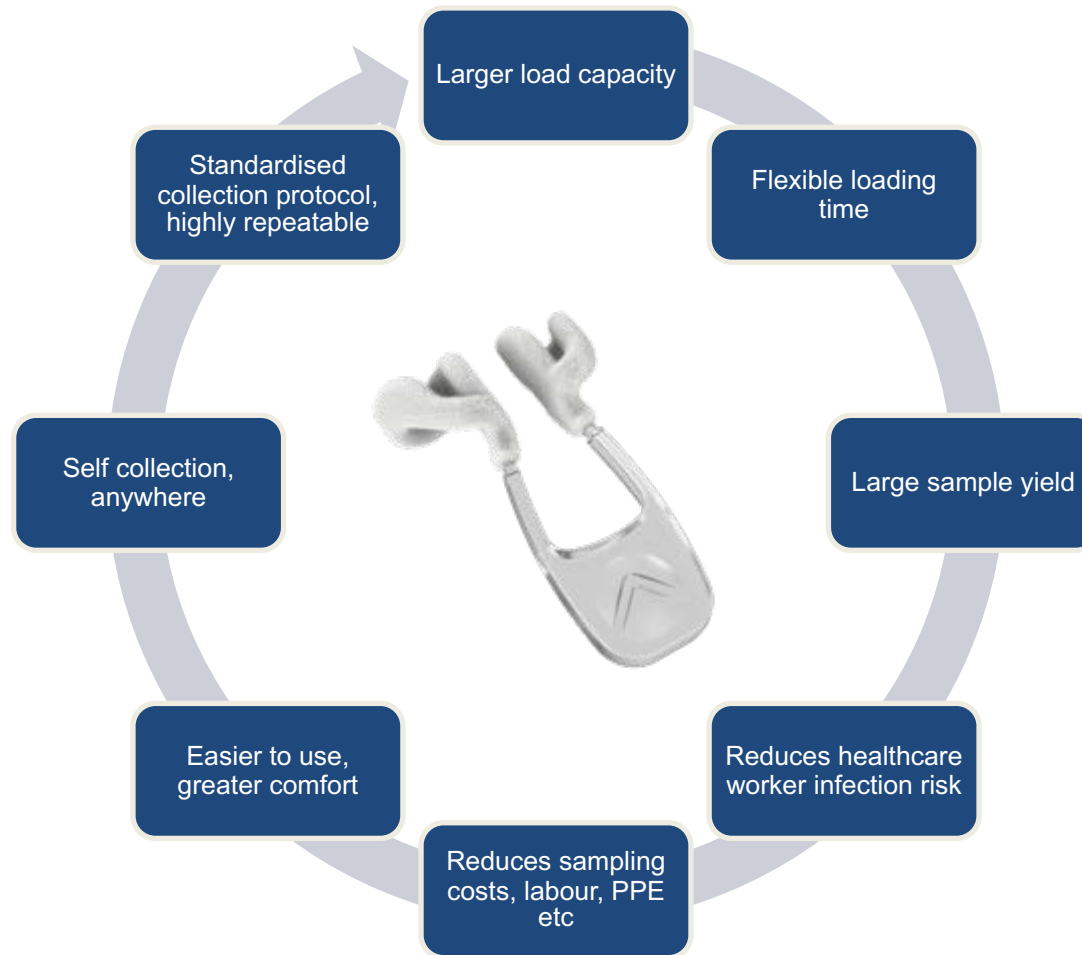
- The lower turbinate, anterior location of the nose has been proven as a key site for sample collection.
- A larger sample/yield amplifies the efficacy (sensitivity and specificity) of existing (PCR) and emerging (point of care) pathology solutions.
- The Rhinomed Swab captures a larger sample than existing injection moulded and 3D printed flocked nasal swabs.
- Location site studies establish the Rhinomed Swab in place at the lower Turbinate. (MRI and CT scan study - Sept. 2020).
- The swab can comfortably remain in place (be worn) for the desired amount of time.

Type of Swab	Average Sample Absorption Volume (Immersion for 5 seconds)	Average Sample Release Volume Vortex 5 seconds	RhinoSwab Yield Performance
<b>RHINOSWAB 3.10 (1.0 mm flock)</b>	<b>370 µL</b>	<b>354 µL (97%)</b>	
<b>RHINOSWAB 3.10 (0.5 mm flock)</b>	<b>273 µL</b>	<b>264 µL (97%)</b>	
Regular Fibre Wrapped (Rayon/Dacron)	105 µL	35µL (or 33%)	10.11 x
Regular Foam	36 µL	33µL (or 92%)	10.72 x
Regular Flocked	131 µL	127µL (or 97%)	2.78 x
Minitip Foam	23 µL	21µL (or 90%)	16.57 x
Minitip Flocked	94 µL	92µL (or 98%)	4.1 x



# RHINOMED'S NEW PATENT PROTECTED SWAB

## A COMPELLING NEW 'STANDARD SETTING' RESPONSE TO COVID SAMPLING



# RHINOMED NOVEL NASAL SWAB

## DEVELOPMENT PROGRAM

### REGULATORY PATHWAY:

- Regulatory status as a Class 1 device in Australia (TGA), US (FDA) and Europe (CE mark) established ✓
- Registration commencing ✓

### CLINICAL PROGRAM:

- Absorption study – complete ✓
- Anatomical site study (MRI) – complete ✓
- Wet lab spike study to establish sensitivity - **Underway**
- User study - (St. Vincent's Melbourne and US hospital sites) - **Scoping**

### MANUFACTURING:

- Design lock down ✓
- Initial prototype production scoped ✓
- Tooling commencing ✓
- Initial production capacity of circa 10 m swabs pa - **Scoping**
- Full scale production capacity – circa 10 m swabs per month - **Scoping**



RHINOMED'S NEW NASAL SWAB

**CAN GREATLY ENHANCE THE GLOBAL RESPONSE TO COVID-19**

## CONTACT

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