

RHINOMED

ANNUAL GENERAL MEETING

WEARABLE NASAL TECHNOLOGY PLATFORM

19 NOVEMBER 2021

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RHINOMED CORPORATE OVERVIEW

ASX: RNO; OTCQB: RHNMF

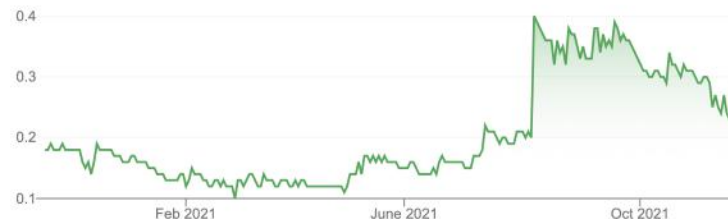
- Melbourne, Australia based medical device company specialising in novel wearable nasal medical technology.
- Our novel medical device platform technology has applications in consumer health, diagnostics and nasal drug delivery
- Our existing CE Mark, FDA and TGA registered nasal products have been worn comfortably and safely since 2016 with over 30 million nightly user experiences.
- Extensive IP portfolio – including over 60 patents and over 50 design patents.
- This year we welcomed medical pioneer Prof John McBain to the board.

Board and Management

| | |
|-------------------------|---------------------------|
| Mr Ron Dewhurst | Chairman |
| Mr Michael Johnson | CEO and Managing Director |
| Assoc Prof. John McBain | Non-Executive Director |
| Mr Brent Scrimshaw | Non-Executive Director |
| Dr Eric Knight | Non-Executive Director |
| Mr Sean Slattery | CFO and Company Secretary |

Key Metrics

| | |
|---------------------|----------|
| Market Cap | ~AU\$70m |
| Current Stock price | A\$0.27 |
| Shares on issue | 254 m |
| Top 20 Investors | 77% |

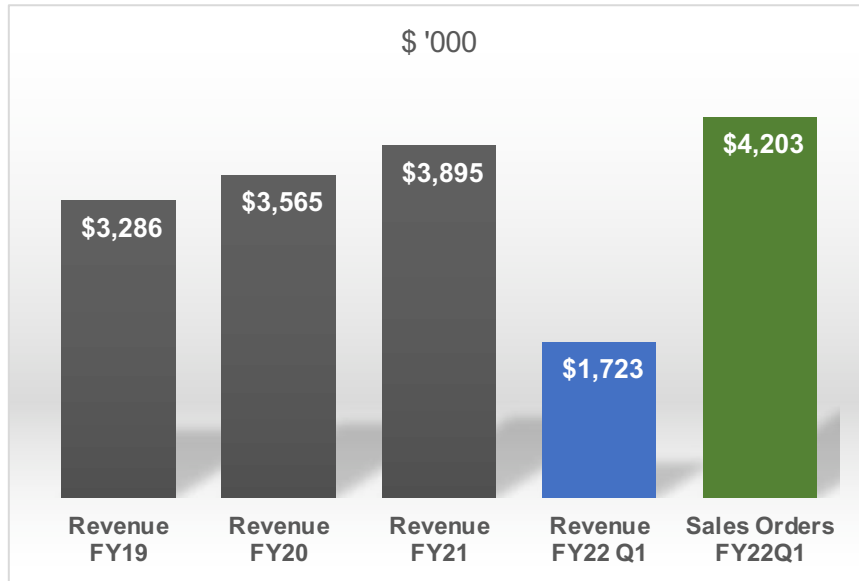


Top Investors

| | |
|-------------------------|-------|
| Mr Whitney George (US) | 40.0% |
| Prof John McBain (Aust) | 17.9% |
| Mr Ron Dewhurst (Aust) | 5.8% |
| Citicorp Nominees | 2.2% |
| HSBC Custody Nominees | 2.1% |

DELIVERED TOP LINE GROWTH IN A PANDEMIC YEAR

NEW TECHNOLOGY LINES ALREADY IMPACTING REVENUES IN FY22



- Continued growth as we build our presence in global pharmacy
- Revenues continue to grow despite pandemic effect on pharmacy foot traffic
- Revenues + 9% PCP
- Gross margins maintained ~ 70%
- Record FY22 Q1 revenues
- New Rhinoswab program released in FY22 Q1
- Already delivering revenues and strong order book
- Sales order book in FY22Q1 exceeds entire FY21 Revenues

KEY HIGHLIGHTS IN CONSUMER HEALTH

STRONG PROGRESS ACROSS THE BUSINESS

**#1 INTERNAL NASAL
DILATOR**

In the USA

+ 210%

*Shipments to USA in last 26
weeks*

+ 46%

*Shipments to US in last 52
weeks*

+ 117%

*Shipments to Amazon US in last
52 weeks*

3 x

*Growth in Amazon US revenues
over 2020*

+ 15%

UK sales growth PCP

CONSUMER HEALTH

RHINOMED'S CONSUMER HEALTH TECHNOLOGY

SOLD GLOBALLY ONLINE AND THROUGH LEADING PHARMACIES



McKesson
Empowering Healthcare

Sigma
Healthcare

symbion

giant
eagle

RITE
AID

Walgreens

AmerisourceBergen

BED BATH &
BEYOND

Walgreens

CVS
pharmacy

amazon



STRATEGIC PILLARS

EXECUTING GROWTH STRATEGY



THE GLOBAL PANDEMIC HAS HAD A SIGNIFICANT IMPACT ON CONSUMERS

TRADITIONAL RETAIL CHANNELS ARE FACING CHALLENGES

- Global foot traffic declined significantly in pharmacy/drug store
- Foot traffic remains depressed in pharmacy and drug store

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BUSINESS

Walgreens Says Pandemic Hurting Visits to Pharmacies

Gains from delivering Covid-19 vaccines likely offset by pandemic restrictions and people skipping routine care, drugstore chain says

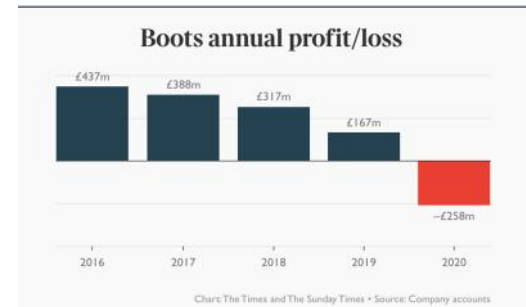
RETAIL

CVS to close about 900 stores over next three years, as it shifts to digital strategy

PUBLISHED THU, NOV 18 2021 9:56 AM EST | UPDATED AN HOUR AGO

Melissa Repko @MELISSA_REPKO SHARE f t in

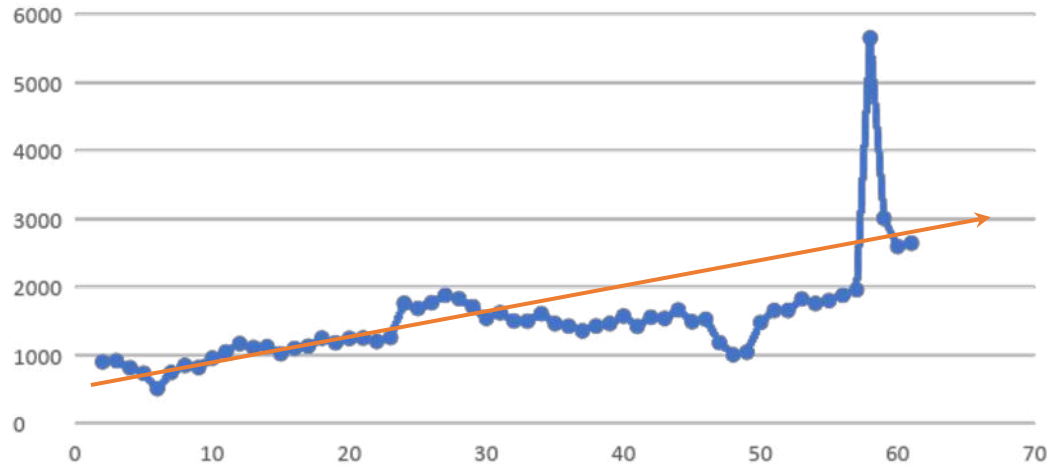
- KEY POINTS**
- CVS Health said Thursday that it will close about 900 stores over the next three years, as it adjusts to shoppers who are buying more online.
 - The drugstore chain said it will focus more of its efforts on digital growth and turning its stores into health-care destinations.
 - Store closures will start in spring 2022, the company said.



THE PANDEMIC ACCELERATED THE MOVE ONLINE

OUR FOCUS ON BUILDING OUR ONLINE PRESENCE IS DELIVERING A 3 FOLD RETURN

Amazon Weekly Units; 13 Sep 2020 to 14 Nov 2021



#42

Rhinomed Limited Mute Nasal Dilator for Snore Reduction, Assorted | Anti-Snoring Aid...

★★★★☆ 3,906

\$14.99

Amazon Best Sellers

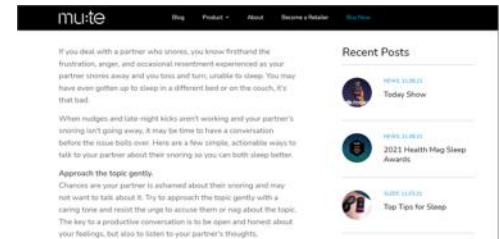
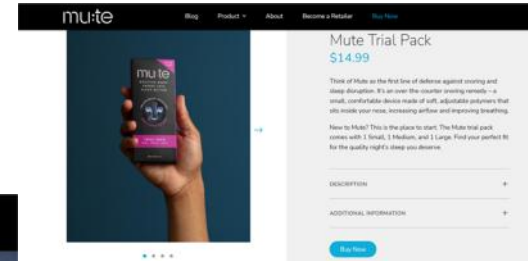
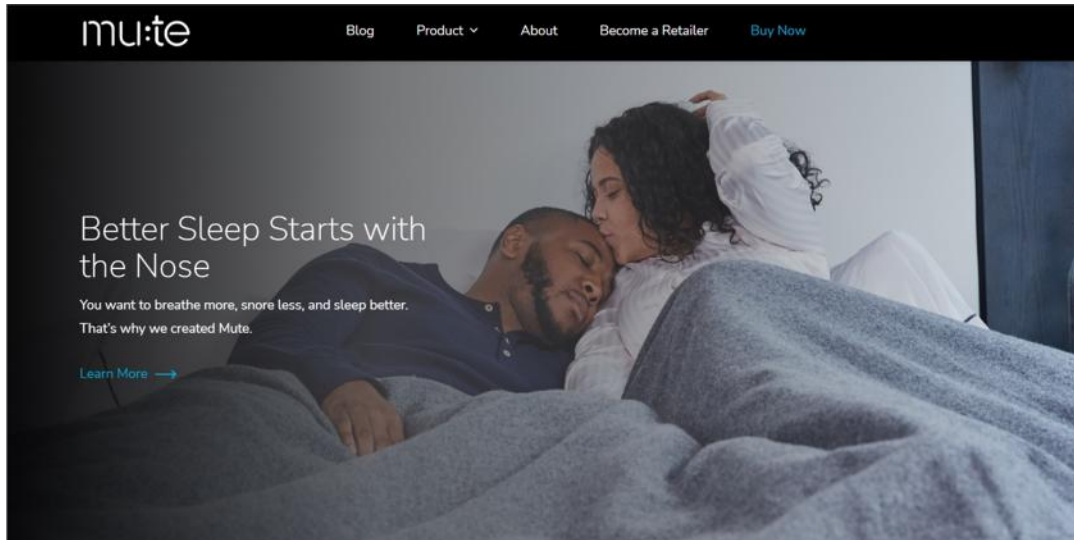
Our most popular products based on sales. Updated hourly.

Best Sellers in Sleep & Snoring Aids

WHILE AMAZON DOMINATES THE ONLINE LANDSCAPE

WE CONTINUE TO BUILD A DIRECT RELATIONSHIP WITH OUR CUSTOMERS

- New presence on-line that will allow us to build a relationship directly with our customers
- Attract new customers
- Gather customer data



KEY 2022/23 TARGETS

CLEAR, DEFINED, MEASURABLE

Our consumer health business will continue to grow via:

- Growing and owning the sleep/snoring category in our core markets
- Expand our success with US Amazon & DTC (online) into new markets – EU and UK
- Build the snoring category with our key retail partners in the US to make it a destination category

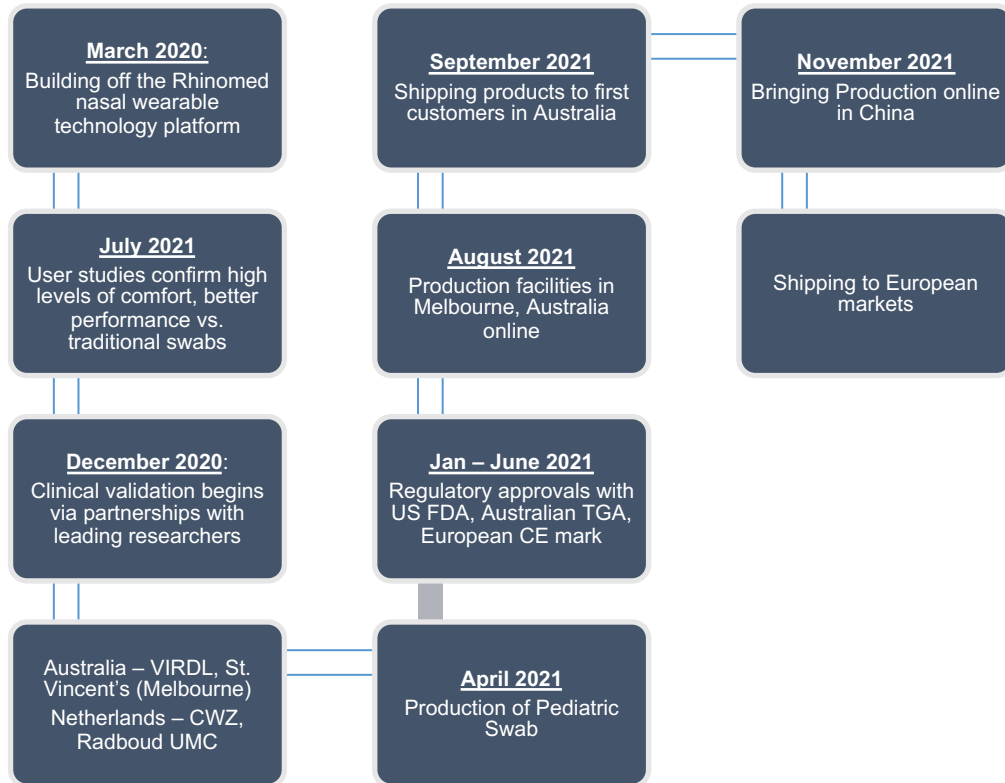
| | CURRENT PRODUCTS | NEW PRODUCTS |
|-----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|
| CURRENT MARKETS | <ul style="list-style-type: none">• Focus: Sleep/Snoring• Grow Amazon US• Re-launch DTC in US• Updated packaging for Retail | <ul style="list-style-type: none">• Sleep products with CBD• Expanded anti-snoring line up |
| NEW MARKETS | <ul style="list-style-type: none">• UK, EU, and AUS• Expand Amazon into EU, UK• Roll out DTC globally• Expand Retail | <ul style="list-style-type: none">• Sports• Congestion• Allergies |

RHINOSWAB PROGRAM



THE RHINOSWAB PROGRAM

FROM CONCEPT TO FIRST CUSTOMER WITHIN 18 MONTHS



NASAL SAMPLES ARE REQUIRED FOR TESTING AND DIAGNOSIS

BUT TRADITIONAL NASAL SWABS HAVE MAJOR PROBLEMS



EXISTING NASAL SWABS

- Existing nasal swabs are uncomfortable
- Collection/sampling process is not standardized
- Collection/sampling process requires a healthcare worker administration
- Collection/sampling process requires a one healthcare worker per 'patient'
- Existing nasal swabs have limited load capacity
- Existing nasal swabs have limited load time
- Existing nasal swabs have both limited load capacity and time

ISSUE

- Causes testing reluctance
- Compromising sample integrity
- Current swabs bring significant labor cost and PPE costs
- Puts Healthcare worker at risk of infection
- Labour intensive
- Slows down the testing process
- Risk of poor yield - Compromising sample integrity
- Risk of poor yield - Compromising sample integrity
- Increases risk of invalid result with Rapid Antigen testing

STANDARD NASAL SWABS CAUSE DISTRESS TO CHILDREN

A MAJOR CAUSE OF STRESS, ANXIETY AND TESTING RELUCTANCE

A national poll undertaken taken by the Royal Children's Hospital Melbourne (n= 367)

- 79% of children exhibited distress associated with the testing process
- 74% of parents may avoid having their children tested due to fears that a covid test will be stressful, painful or uncomfortable their child
- 30% of parents indicate these worries are *very likely* to stop them from taking their child to have a test.
- 80% of parents with children 0-5 years and 75% of parents with children aged 5 - 13 years are concerned about the possibility of pain, discomfort or distress associated with testing



<https://www.rchpoll.org.au/polls/covid-19-testing-in-kids-what-concerns-parents/>

RHINOSWAB JUNIOR

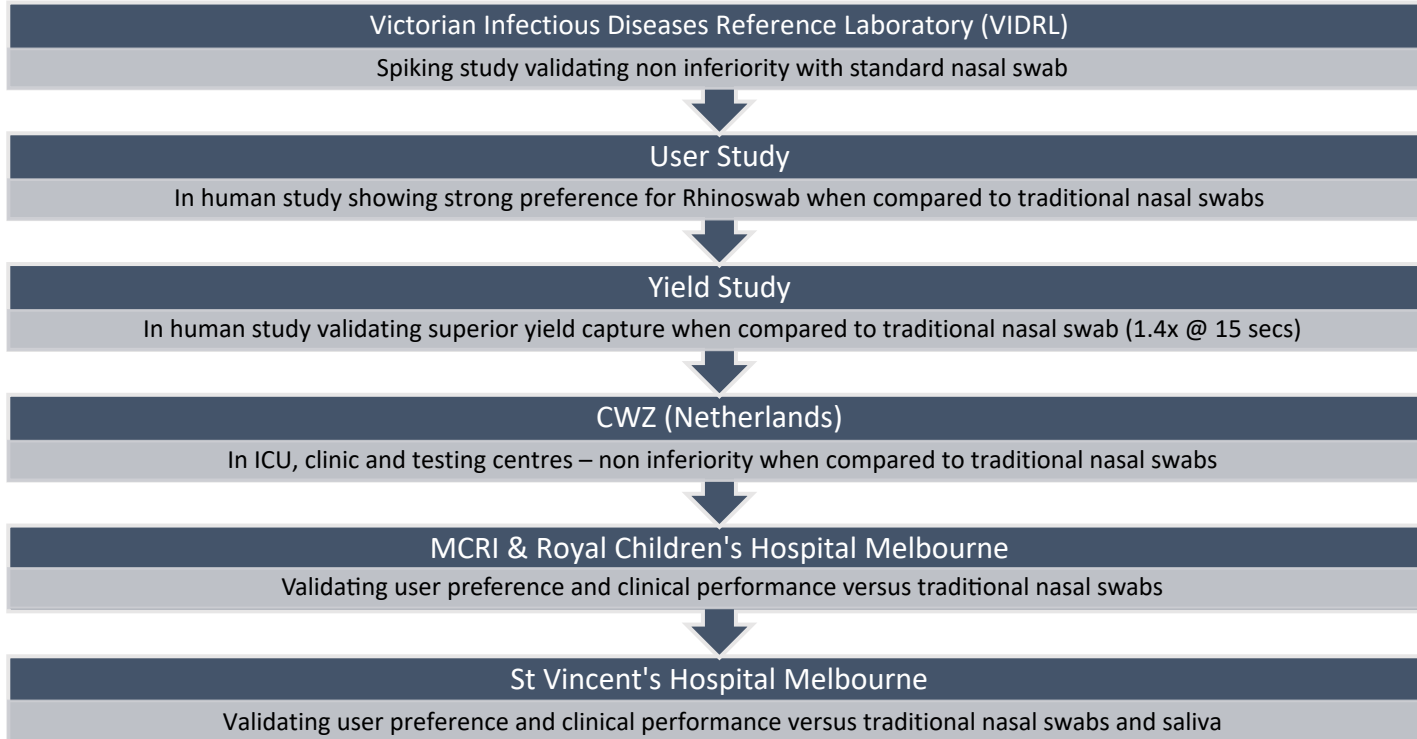
THE WORLD'S FIRST NASAL SWAB DESIGNED SPECIFICALLY FOR CHILDREN

- Based off novel Rhinoswab design – compatible with PCR and Rapid Antigen Tests
- Reduces testing related fear and anxiety in children and their parents
- Empowers children to take their own sample under supervision
- Pivotal Clinical trial with MCRI at the RCH Melbourne – underway
- Trial seeking to show superior sample collection, less intrusive, more comfortable & minimal pain



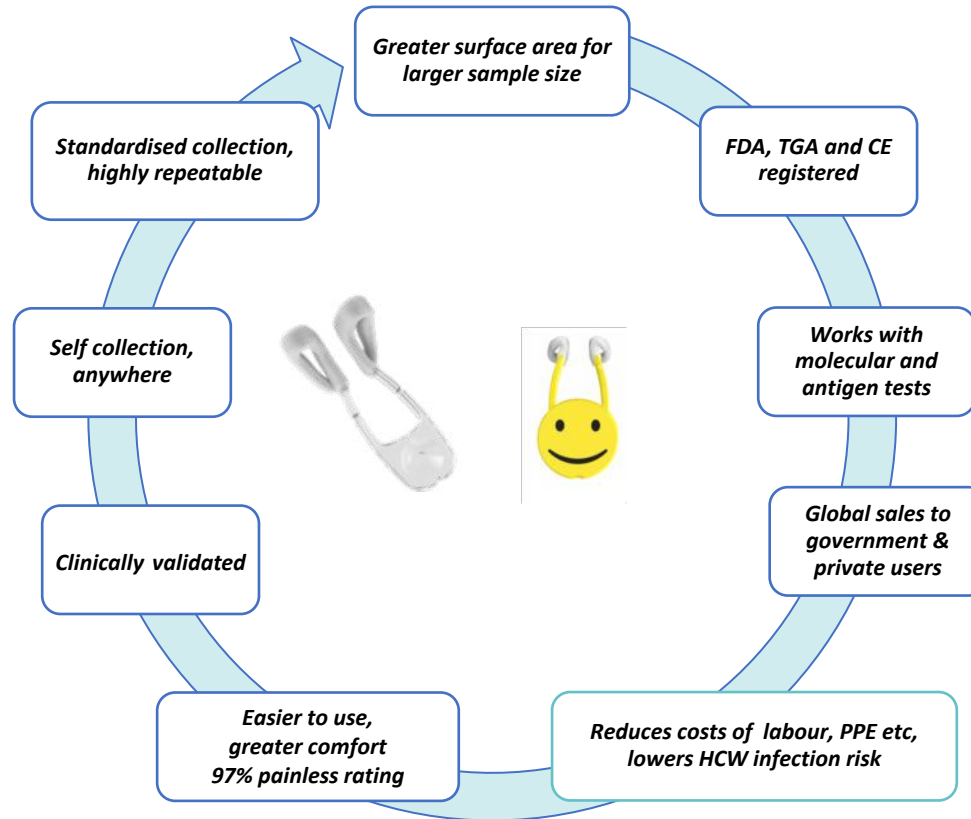
CLINICAL TRIALS AND USER STUDIES

COMPREHENSIVE DATA SUPPORTING SUPERIOR PERFORMANCE



RHINOSWAB - THE SUPERIOR SWAB FOR RELIABLE SELF-COLLECTION

A NEW 'STANDARD SETTING' RESPONSE TO SAMPLING FOR RESPIRATORY DISEASE



RHINOSWABS WORK WITH RAPID ANTIGEN AND PCR PLATFORMS

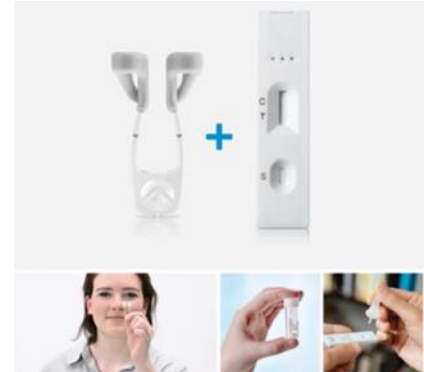
DELIVERING A SUPERIOR AND STANDARDISED SAMPLING PROCESS



Molecular RT-PCR testing platforms



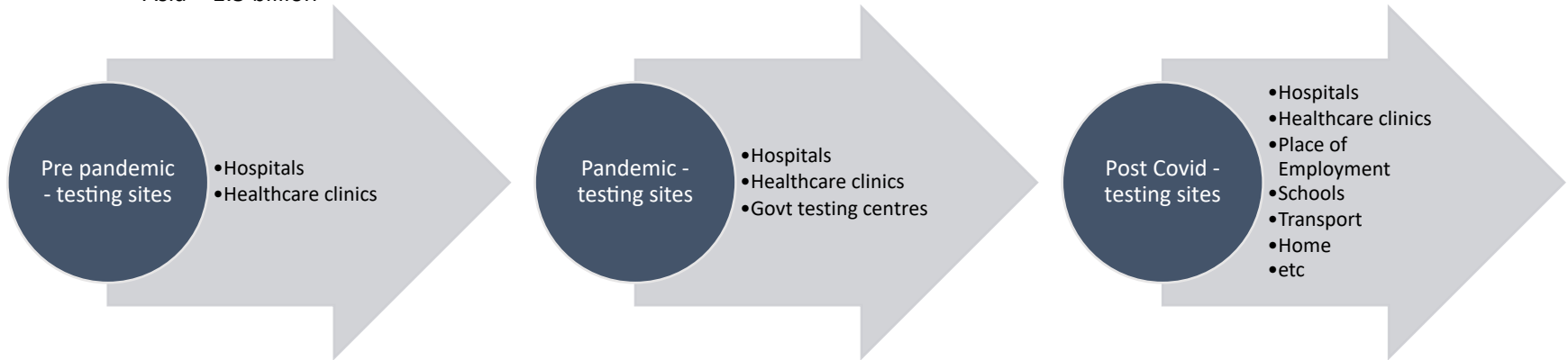
Antigen Point of Care testing platforms



THE PANDEMIC HAS INCREASED THE NUMBER OF USE CASES

MAKING USER EXPERIENCE A CRITICAL SUCCESS FACTOR

- Over 4 billion tests* have been carried out globally to date.
 - US – 714 million
 - Europe 1.4 billion
 - Asia – 1.5 billion



* <https://www.worldometers.info/coronavirus/>

WHAT DOES TESTING LOOK LIKE GOING FORWARD?

HARVARD UNIVERSITY HAVE SET THE STANDARD

- High vaccine environments will continue to test frequently
- Harvard University have developed a testing cadence
- Testing cadences are determined by several factors, including vaccination status and infection rates in the local community
- High frequency testing is much more palatable with Rhinoswab solutions.

| Staff/Student | Vaccinated | Unvaccinated |
|------------------------------------------|--------------|--------------|
| Anyone living on campus - undergraduates | 3 x per week | |
| Undergrads living off campus | 1 x per week | 2 x per week |
| Grad students | 1 x per week | 2 x per week |
| Faculty/staff with regular presence | 1 x per week | 2 x per week |

RHINOSWAB IS FOCUSED ON TWO KEY STRATEGIC CHANNELS

CLEAR VALUE ADD FOR EXISTING AND EMERGING TESTING PLATFORMS

- Initial sales to NSW Health Pathology (1 million swabs) and Victorian Department of Health (1 million swabs)
- Large pipeline of short- and medium-term opportunities in both Australia and in global markets.



Pathology - PCR Testing

Reduces testing reluctance, lowers labor and PPE costs, drives economic efficiencies.

Targeting:

- Government (National, State and Local) Healthcare services
- Pathology Laboratory companies
- Large Institutions
- Distributors of consumables to Hospitals, Healthcare systems and Path labs



Rapid Antigen Testing kits

- RATs lack differentiation, a better user experience will win. Swab use lacks standardisation impacting RAT outcomes
- In discussion with a number of Rapid Antigen Test kits companies regarding:
 - The inclusion of the Rhinoswab and Rhinoswab Junior into their test kits
 - Regulatory approvals in Australia and Europe
 - Sale of combined kit through RAT co's existing channels and into Rhinomed's existing global retail pharmacy network

NEAR TO MARKET PRODUCTION STRATEGY

FLEXIBLE AND SCALABLE PRODUCTION CAPACITY

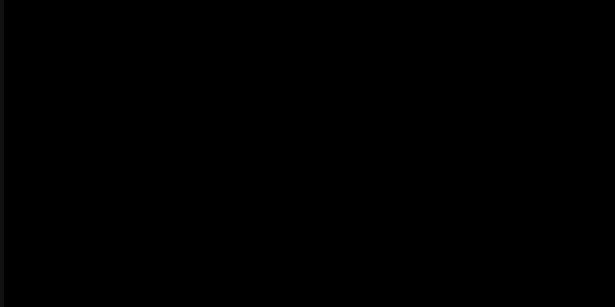
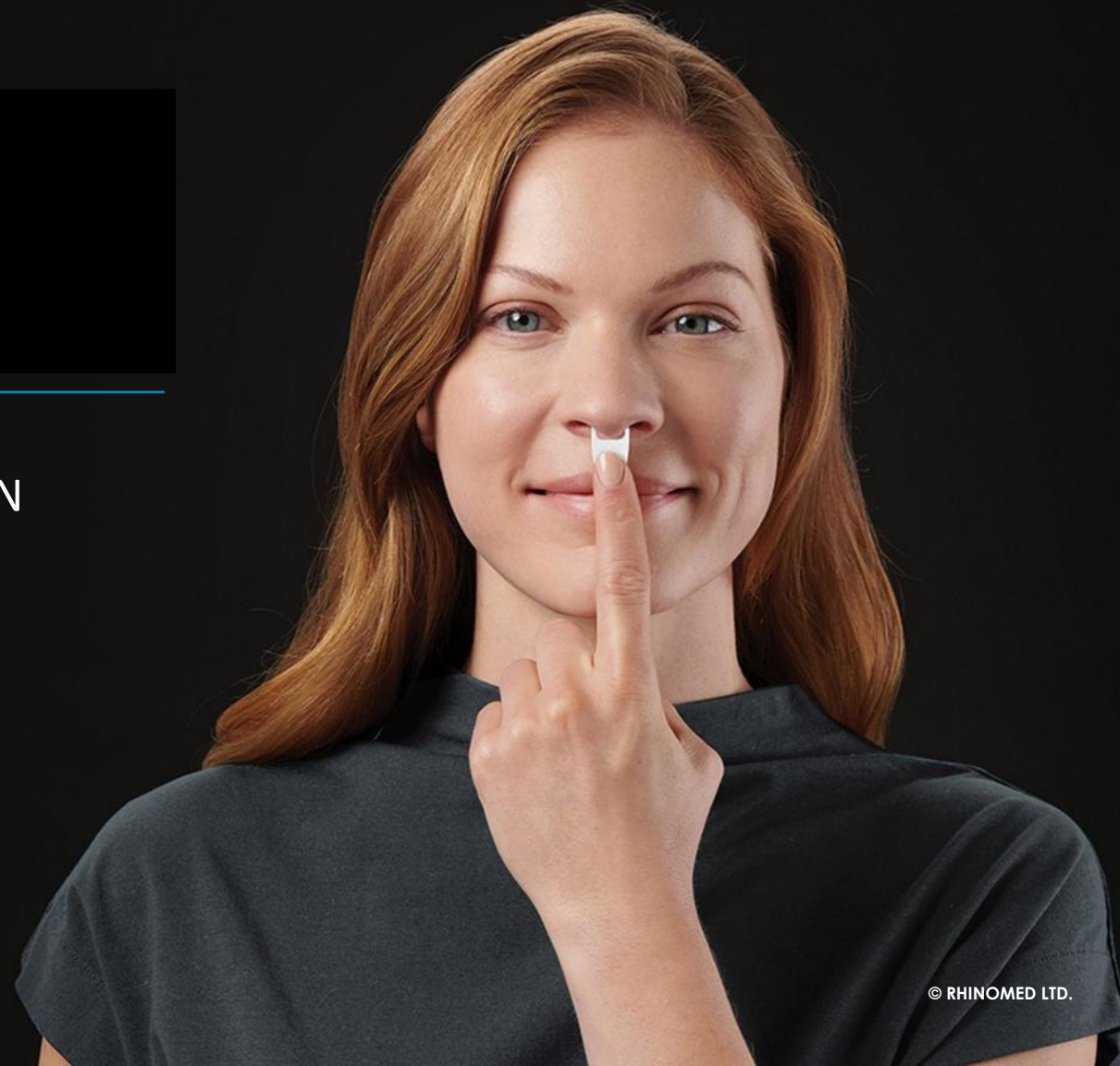
- Global Supply chains experienced significant pressure over the course of the pandemic. This continues to be an issue.
- Rhinomed is building out a global production network with a 100 million swab production capacity:
 - Established an Australian based production facility in Keysborough, Victoria
 - From November we are bringing online our existing Chinese production partner
 - Scoping two additional production sites in the UK and the USA which will come on line in 2022



RHINOMED OUTLOOK

KEY CATALYSTS

- Consumer health business is rebounding:
 - Continued growth from US market through existing retail and online channels
 - Expansion in US and UK retail and into Europe via online – Amazon and DTC
- Rhinoswab and Rhinoswab Junior roll out:
 - Significant pipeline of opportunity that we are currently pursuing
 - Agreements with regionally focused distributors targeting Global and local Pathology (PCR) labs
 - Agreements to Integrate both Rhinoswabs into Rapid Antigen Test kit platforms
- Significant operational leverage as revenues grow:
 - Record FY22 Q1 revenues of \$1.7m
 - FY22 Q1 Sales order book that exceeds entire last year revenue base
 - Potential for licensing deals for medical device, diagnostic and nasal drug delivery
 - Target of 70%+ gross margins across the business



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