

## **CHAIRMAN'S ADDRESS TO SHAREHOLDERS 2021 AGM**

**19th November 2021: Rhinomed Limited (ASX:RNO, OTCQB:RHNMF)**

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It is my pleasure to welcome you to the Rhinomed 2021 Annual General Meeting.

The challenges that confronted global communities, economies, and companies in 2020 continued unabated through 2021.

The COVID19 pandemic continued to impact all corners of the globe.

Whilst progress was made in the development and approval of vaccines, the subsequent pace of vaccination rollouts has varied dramatically from country to country.

With the benefit of last years' experience, the Board and Management of Rhinomed continued to navigate our way through these unprecedented challenges. We maintained our work from home operating model, and on the other side, focused our energy on adapting and dealing with an ongoing difficult retail environment.

In our business-as-usual activities in the U.S., our prime market, we managed to maintain positive momentum in our business despite foot traffic in retail staying under major pressure. That said, we saw good growth in our online sales, particularly through Amazon. We believe in a more normal operating environment the very encouraging growth we saw developing in the months preceding the pandemic, will resume as we emerge from this time. A key component of our confidence is the performance and innovation shown by our U.S. Team under the leadership of John Ende.

As markets reopen, we are optimistic about our ability to build on our growing presence with the major pharmacy chains. Our products continue to be recognised by industry groups as attested to by recent awards in the sleep product market.

Out of tough times sometimes opportunities occur.

As we have regularly reminded shareholders and investors, since Rhinomed revamped its strategy in 2014 we have positioned ourselves as a nasal platform technology, once again we are reinforcing and demonstrating that with the development of the Rhinoswab.

In response to the pandemic our company has utilised its patented technology to develop a nasal swab for testing for all forms of virus detection, but most immediately, COVID19.

In addition to the adult Rhinoswab, we have developed the first swab explicitly for children, the Rhinoswab junior.

The key characteristics of the Rhinoswab in comparison to the established products, are, less invasive, comparable, or higher yields, larger surface area for capture, and more consistent results because of their method of application.

# RHINOMED

MAKE EVERY BREATH COUNT

The product we have developed and have regulatory approval from the FDA in the U.S., and the TGA in Australia, has now been launched in the market and received initial orders from both the New South Wales and Victorian Government and further, has an identifiable pipeline of opportunities, both domestic and International. The early traction we have received makes us very optimistic about the relevance that the Rhinoswab will have for the company.

Turning to our people, I wish to thank our CEO Michael Johnson, our CFO Sean Slattery and all of our staff both here and overseas for their dedication and passion for our mission to build Rhinomed into a successful company.

Finally, I thank my fellow Board members for their commitment to our ambitious strategy.

Ron Dewhurst

**About Rhinomed Limited (ASX: RNO, OTCQB:RHNMF)**

Rhinomed Limited is a Melbourne, Australia based ASX listed medical device company that has developed a novel wearable nasal technology platform that can improve air flow and provide both drug delivery and diagnostic capabilities.