

CHAIRMAN'S ADDRESS TO SHAREHOLDERS 2022 AGM

18th November 2022: Rhinomed Limited (ASX:RNO, OTCQB:RHNMF)

It is my pleasure to address the Rhinomed Limited Annual General Meeting for 2022.

The last three years has been a period in modern history where the COVID19 pandemic has dominated the news headlines and the lives of global citizens. Whilst life has returned to some normality and the elevated level of focus has receded from total preoccupation, the facts are clear, the virus and its impact on society and lifestyles are still very prevalent and have not gone away.

The damage inflicted both social and economic domestically and globally, has been enormous, be it for the medical implications, with the long-term impact for many of those affected still unclear, down to the change in work practices, and the day to day priorities of the person in the street. Things that were formerly taken for granted are no longer viewed as a given.

For our company, the impact has been much closer to home.

Apart from the same issues faced by most businesses, we at Rhinomed have been a beneficiary in a product sense.

Our unique nasal technology platform has enabled us to become an innovative provider of a nasal swab that has injected into the market a product that is new, novel, high performing, and more acceptable, and comfortable for users and practitioners.

Pleasingly for the Board and Management, it is further validation that what Rhinomed has strategically committed to, that is, a technology platform, is in fact playing out, we are not a single product entity, the range of applications we can deliver and the needs we can address is multiple.

The development of the nasal swab, that is not just for COVID, but for multiple viruses, is particularly notable for all age groups, but has clear advantages with children and the elderly, the two most vulnerable age categories.

Of significant importance has been the results of independent studies from globally recognised research institutes and additionally, regulatory approval of the swab in the major geographic locations.

Pleasingly, these research results have assisted the landing of orders of size, most notably from North America, and a strong pipeline of prospects.

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MAKE EVERY BREATH COUNT

It should also be noted that our longer established products, most particularly the Mute, has seen accelerated growth in sales with Amazon being an important distribution source.

We are very optimistic about continuing to grow this and other products in all our geographic locations.

All of these outcomes contributed to a strong growth in revenues in the latest financial year, and with the added visibility we now have with our nasal swab orders the outlook for the current financial year is very encouraging.

During the last year we have continued to strengthen our Team at a Management level in Australia and in the United States.

The benefits of these hires, and a heightened level of focus is evident in our outcomes.

All the above lead us to have an expectation that our company is moving to a position of transitioning our business to a long term sustainable and growing business model, and a company with a breadth of opportunities to explore in the future.

Finally, I wish to thank our Managing Director Michael Johnson and our Management Team, and our Board for their commitment to deliver on our strategy for you, our shareholders.

Ron Dewhurst
Chair

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

Rhinomed Limited is a nasal and airway technology company developing and selling innovative products that improve breathing, help the diagnosis of upper respiratory diseases and potentially enable more effective drug delivery. Rhinomed has a range of FDA, TGA and CE Mark registered nasal devices on the market that improve breathing (including for athletes), sleep and snoring, with increasing global sales in thousands of retail and online outlets. This includes Mute, the leading internal anti-snoring nasal dilator in the USA, which grew its sales 40n Amazon by 156% in 2022.

Rhinoswab is a more comfortable, reliable nasal swab for sample self-collection for testing COVID-19 and other respiratory viruses. This is Rhinomed's entry into the diagnostics market. In multiple user trials Rhinoswab was the preferred swab by over 75% of users and highly rated on comfort. Its companion product, the child friendly Rhinoswab Junior, has also proven to be effective and strongly preferred by children, parents and nurses in trials by the Murdoch Children's Research Institute and Royal Children's Hospital, Melbourne. The Rhinoswab range is registered with the FDA, MHRA, TGA and awarded a CE Mark with registrations pending in other markets.