Nanosonics Limited (ASX:NAN) Investor Briefing Presentation



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Key Milestones 1H-FY2010

- TUV and TGA audits successfully completed
- Enthusiastic reception MEDICA and WFUMB conferences
- FDA application progressing
- Advanced discussion with US distributors and OEMs
- AU\$ 15.6M capital raising
- Establishment of infrastructure to support EU roll-out
- In-principle order for 200 devices on track
- Currently awaiting results from a significant AU state tender
- District health boards in Auckland region, New Zealand, standardising on Trophon for ultrasound transducer disinfection



Key drivers for shareholder value

Global regulatory environment driving demand	 Global revolution occurring to high-level disinfection Regulators supportive of Trophon EPR
Global acceptance of Trophon EPR	 Global infection control awareness driving growth opportunities Endorsement from OEMs, distributors and end users
Business continuity	 Dual revenue stream; initial device sales ongoing revenue from consumables Well protected IP portfolio
Competitive advantage in platform technology	 Flexible and expandable platform technology Multiple advantages compared to existing methods
Investing in our future	 Growing demand for 'point of care' and environmentally friendly solutions Commercial partnerships for future product applications



Trophon Sales

Region	Market drivers	Reg.	Market opp.	Launch
ANZ	 HLD recommended in-between patients Re-orders received In-principle 200 unit order Trophon installed at all district health boards in Auckland region 		AU\$40m	Mar 2009
France	 National move banning glutaraldehydes 	CE mark granted	AU\$100	Jun 2009
UK	 Nanosonics submission to establish new national standards 	CE mark granted	AU\$70	2H-FY10
US	CDC recommends use of hydrogen peroxide based disinfection solution FDA approval pending AU\$5		AU\$500	Pending FDA approval
Canada	 HLD recommended in-between patients 	CMDCAS approval		



Financials

Category	Date	Amount
Total shares on issue	@ 12 Feb 2010	225 million
Share price	@ 12 Feb 2010	A\$ 0.57
Market capitalisation	@ 12Feb 2010	A\$ 128 million
Average trading volume	@ 12 Feb 2010	300,000 shares per day
Cash on hand	@ 31 Dec 2009	A\$ 21.3 million
Operating expenses	@ 31 Dec 2009	A\$ 0.7 million per month



Financial results 1H-FY10

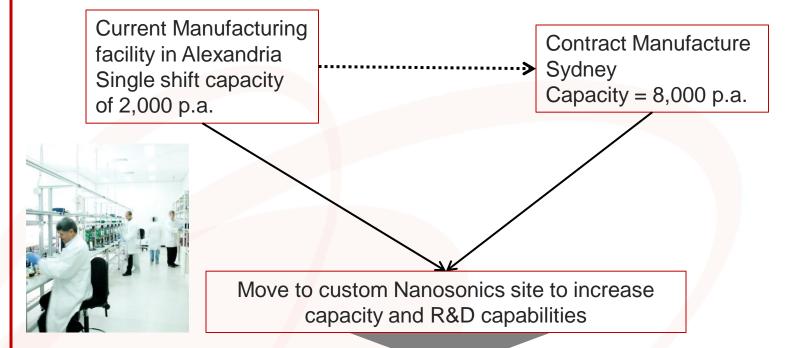
	Dec 09	Dec 08		
Operating income				
Sales	566	-		
Less Cost of Sales	(213)	-		
Gross profit	353	-		
Government grants received	-	-		
Interest income	249	817		
Operating income	602	817		
Expenses				
Operating expenses	(4,754)	(5,146)		
Operating loss before tax	(4,152)	(4,329)		
Cash assets				
Cash and cash equivalent assets on hand	21,391	19,158		



The Trophon EPR



The Trophon EPR Building to meet demand



Local production anticipated to support ANZ/EU roll-out and initial US roll-out

The Trophon EPR Preparing for global roll-out

Customer Experience

- Extensive field experience
- Pricing & marketing validated and confirmed
- Service and support systems validated and confirmed

CY2010

- Expanding production capacity
- Ramping up international sales, marketing and support activities
- Anticipated commencement of US sales and marketing activities (pending FDA approval)



The Trophon EPR Commercialisation schedule CY 2010

Region	Status update	Market preparation / Initial sales activities	
France	Initial commercial release. Increase sales 2H-FY10	KOL endorsement	
Germany	On track for 2H-FY10	Targeting medical journals	
UK	On track for 2H-FY10	PR activities increasing	
Scandinavia	On track for 1H-FY11	market awarenessFinalisation of distribution	
Switzerland	On track for 1H-FY11	channels (US)	
US	Pending FDA approval		
Japan	Japan Submission early FY11		
		trop	

Business priorities 2H-FY10

2H-FY10

- Achievement of key commercial milestones in ANZ
- Launch of product into further European countries
- Appointment of US distributor
- Preparation for US launch (pending FDA approval)

FDA

- Review proceeding within expected internal timelines
 1H-FY11
- File application to Japanese Ministry of Health
- Targeted relocation of facilities in Australia



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