

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	<ul style="list-style-type: none">• Global revolution occurring to high-level disinfection• Regulators supportive of Trophon EPR
Global acceptance of Trophon EPR	<ul style="list-style-type: none">• Global infection control awareness driving growth opportunities• Endorsement from OEMs, distributors and end users
Business continuity	<ul style="list-style-type: none">• Dual revenue stream;<ul style="list-style-type: none">- initial device sales- ongoing revenue from consumables• Well protected IP portfolio
Competitive advantage in platform technology	<ul style="list-style-type: none">• Flexible and expandable platform technology• Multiple advantages compared to existing methods
Investing in our future	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none"> • HLD recommended in-between patients • Re-orders received • In-principle 200 unit order • Trophon installed at all district health boards in Auckland region 	TGA approval	AU\$40m	Mar 2009
France	<ul style="list-style-type: none"> • National move banning glutaraldehydes 	CE mark granted	AU\$100	Jun 2009
UK	<ul style="list-style-type: none"> • Nanosonics submission to establish new national standards 	CE mark granted	AU\$70	2H-FY10
US	<ul style="list-style-type: none"> • CDC recommends use of hydrogen peroxide based disinfection solution 	FDA approval pending	AU\$500	Pending FDA approval
Canada	<ul style="list-style-type: none"> • 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

Current Manufacturing facility in Alexandria
Single shift capacity of 2,000 p.a.

Contract Manufacture Sydney
Capacity = 8,000 p.a.



Move to custom Nanosonics site to increase capacity and R&D capabilities

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	<ul style="list-style-type: none"> • KOL endorsement • Targeting medical journals • PR activities increasing market awareness • Finalisation of distribution channels (US)
Germany	On track for 2H-FY10	
UK	On track for 2H-FY10	
Scandinavia	On track for 1H-FY11	
Switzerland	On track for 1H-FY11	
US	Pending FDA approval	
Japan	Japan Submission early FY11	

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

The logo for nanosonics features the word "nanosonics" in a sans-serif font. The "nano" portion is in a bold blue color, while "sonics" is in a grey color. A blue, stylized circular graphic element, resembling a partial orbit or a wave, is positioned behind the "o" in "sonics". The background is white with faint, light blue curved lines.

nanosonics