

# **Enhanced sales and distribution relationship with Zimmer Biomet**

**Sydney, Australia Monday, 31 January 2022**, Next Science Limited (ASX:NXS) (**Next Science / Company**) is pleased to announce that it has signed a US distribution agreement with Zimmer, Inc (a wholly owned subsidiary of Zimmer Biomet) (**Zimmer**) for XPERIENCE™, Next Science's proprietary leave-in surgical wash. Integral to this, Zimmer has withdrawn the complaint which was referenced in Next Science's announcement made on 24 June 2021. The parties have also agreed a refreshed distribution arrangement for Bactisure™.

Next Science and Zimmer have executed a distribution agreement for Zimmer to sell a white labelled version of XPERIENCE<sup>TM</sup> into the US market under Zimmer's own labelling. The agreement is effective immediately and has a 5 year term plus a 5 year renewal option. Importantly, the agreement confirms Next Science's intellectual property ownership and rights in respect of XPERIENCE<sup>TM</sup>. Next Science expects the revenues received from sales of the Zimmer white label XPERIENCE<sup>TM</sup> product to become material.

Zimmer's joint replacement sales team of approximately 2000 staff will be responsible for selling Zimmer's white label version of XPERIENCE™, with the US product launch expected in H2.

Zimmer is a world leader in orthopaedic surgery, including hip and knee replacement surgery. It holds the largest market share position (based on revenue) in the US joint replacement market. Zimmer's access to the white label XPERIENCE<sup>TM</sup> product allows it to address the large preventative infection control market in joint replacement surgery.

Zimmer has been distributing Bactisure<sup>TM</sup> in the US market and building a following for our XBIO<sup>TM</sup> brand as an answer to the biofilms and bacteria that directly lead to the need for revision (repeat) joint replacement surgeries. Zimmer will continue to sell Bactisure<sup>TM</sup> in the US under refreshed arrangements.

The revised Bactisure<sup>TM</sup> arrangements include a revised agreement term. The term will end on 31 December 2026 with Zimmer having the option to extend the agreement for an additional five year period by providing 6 months' prior notice.

In conjunction with the signing of the new XPERIENCE<sup>TM</sup> distribution agreement, Zimmer has dismissed the complaint which was referenced in Next Science's ASX announcement of 24 June 2021. The complaint has been dismissed "with prejudice" (meaning Zimmer cannot reassert the claims) with each party paying its own costs.

Judith Mitchell, Managing Director commented: "The new arrangements with Zimmer provide a paradigm shift in the representation of XPERIENCE<sup>TM</sup> to the US orthopaedic market. The Zimmer joint replacement sales team is a well credentialled market leading commercial force in the orthopaedic market and we look forward to the positive impact it can have on the US Market for the white labelled version of our

XPERIENCE™ product, aligning with Next Science's overall mission of healing patients and saving lives.

Next Science's own commercial team will continue its XPERIENCE™ commercialisation efforts as will our existing partner, TELA Bio, in the US plastic surgery market with its white labelled product 'Site Guard Surgical Solution'."

Approved and authorised for release by Next Science's Board of Directors.

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### **About Next Science**

Next Science is a medical technology company headquartered in Sydney, Australia, with a research and development centre in Florida, USA. Established in 2012, the Company's primary focus is on the development and continued commercialisation of its proprietary XBIO<sup>TM</sup> technology to reduce the impact of biofilm-based infections in human health. XBIO<sup>TM</sup> is a unique, non-toxic technology with proven efficacy in eradicating both biofilm based and free-floating bacteria. Next Science owns 100% of the patent protected intellectual property relating to its XBIO<sup>TM</sup> technology. For further information visit: www.nextscience.com.

## Forward looking statements

This announcement may contain forward looking statements which may be identified by words such as "believes", "considers", "could", "estimates", "expects", "intends", "may" and other similar worlds that involve risks and uncertainties. Such statements are not guarantees of future performance and involved known and unknown risks uncertainties, assumptions and other important factors, many of which are beyond the control of Next Science or its Directors and management, and could cause Next Science's actual results and circumstances to differ materially from the results and circumstances expressed or anticipated in these statements. The Directors cannot and do not give any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this announcement will actually occur and investors are cautioned not to place undue reliance on these forward-looking statements.