

The Great Wilsons Drug & Device Conference

26 October 2023

ASX - NXS

Approved by the Board

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NEXT SCIENCE®

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Mission – The development and commercialisation of our proprietary unique non-toxic XBIO™ technology to reduce the impact of biofilm-based infections in human health



7 Product Families

Across wound and surgical applications



XBIO™ Platform

Deconstructs biofilm, destroys pathogens, & defends recolonisation



Rapid Growth

>80% growth in YTD FY23
Product Sales yoy to US\$15.0m



TAM >US\$12.5bn

Across existing products¹



Distribution

Direct and partner channels with increasing focus on direct channel



Employee Headcount

108 – 47 Sales / 21 R&D (Sep.)



IP

51 patents and 20 publications



DME² est. Oct. 22

Drives penetration into advanced wound care market

1. Total Addressable Market (TAM) based on National Health Statistics Report, February 2017, SmartTRAK, NXS
2. DME – Durable Medical Equipment.



Deconstructs the biofilm

Removes metal ions of the EPS¹, exposing pathogens within the biofilm



Destroys pathogens enveloped within the XBIO™ Technology

High osmolarity environment + cell membrane disaggregation induces lysis of bacteria within the product



Defends against recolonisation

Biofilm matrix cannot reform within the presence of XBIO™

Unique mechanism of action, with no known resistance from bacteria to XBIO™ technology

1. Extracellular polymeric substances

BLASTX™ Antimicrobial Wound Gel improves wound management

Key characteristics include:

- ❑ Broad spectrum of efficacy
- ❑ Biocompatible and prevents bacterial growth within gel
- ❑ Provides a moist wound environment conducive to healing

Indications

- ❑ Stage I – IV pressure ulcers
- ❑ Partial and full-thickness wounds
- ❑ Diabetic foot and leg ulcers
- ❑ Post-surgical wounds
- ❑ First and second-degree burns
- ❑ Grafted and donor sites

Spontaneous rupture of traumatic hematoma in lower leg. Wound was over 8 weeks old upon commencement of treatment. High risk of severe infection



Differentiation: treatment regimen is flexible across all wound types and bacteria. Provides an answer to chronic wounds. Improves outcomes under NPWT. Some wounds may not proceed to tissue

Clinical evidence

- ❑ Original 45 patient RCT by Wolcott in 2015 laid the foundation for BLASTX™ efficacy.(1.5x superior in closing a wound than SoC) ¹
- ❑ Biofilm is the key driver to non-healing wounds and debridement is no longer the gold standard ²
- ❑ Compared against commercially available wound care products, BLASTX™ is the only product to demonstrate statistically significant efficacy in treating mature biofilms ³
- ❑ Clinical work traditionally on an “all-comers” basis due to high variability in wound classification, with myriad of co-morbidities. Successful treatment over five years!
- ❑ Synergy between Collagen and BLASTX™ addresses a wound’s bioburden, enhancing the anti-inflammatory effects of Collagen
- ❑ “Prepare to Repair” - education programme around bringing a wound through the inflammatory phases of haemostasis and debridement, enabling proliferation of new cells, where remodelling of surface can occur naturally

Next Science is uniquely positioned in commercial wound care

- ❑ DME commenced in October 2022, accredited across 40 US states for chronic wound treatments
- ❑ Medicare, Medicaid & major insurance payor reimbursable.
- ❑ No price negotiation required, with CMS setting the Collagen price and increasing annually in line with health industry CPI
- ❑ Commercial wound care model is about service and insurance coverage
- ❑ Rare to combine a DME offering in a consultative service model
- ❑ Significant market opportunity with 4m hard to heal wounds ⁴
- ❑ BLASTX™ is exclusive to Next Science

1. Wolcott, R. (2015). Disrupting the biofilm matrix improves wound healing outcomes. Journal of Wound Care 24(8), 366-71. doi: 10.12968/jowc.2015.24.8.366

2. Atkin L, Bucko Z, Conde Montero E, Cutting K, Moffatt C, Probst A, Romanelli M, Schultz GS, Tettiebach W. Implementing TIMERS: the race against hard-to-heal wounds. J Wound Care 2019; 28(3 Suppl 3): S1–S49

3. <https://www.mdpi.com/2079-6382/12/3/536>

4. SmartTRAK

XPERIENCE™ is positioned to challenge for the Standard of Care in surgeries

Advanced surgical irrigation solution for surgical procedures

Key features

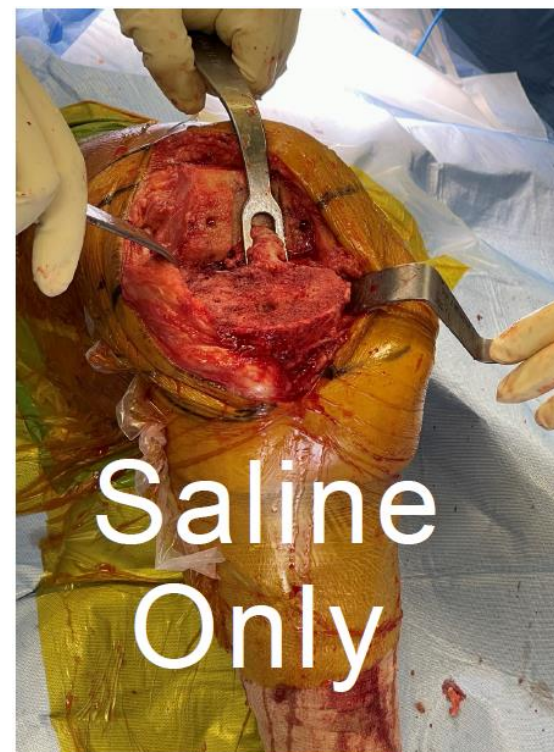
- ✓ Broad efficacy against viruses, fungi, and bacteria
- ✓ No rinse out required
- ✓ Up to 5 hours residual protection
- ✓ Non-toxic
- ✓ No change to surgical protocol
- ✓ Easy to use & adopt

Forthcoming study results expected to confirm benefits for Patients, Surgeons and Hospitals

- **Patients:** Lower risk of surgical site infection and reduced inflammation leads to less pain and reduced opioid use ¹
- **Surgeons:** Better patient experience, reduce re-admissions
- **Hospitals:** Cost savings through lower re-admission rates

Market opportunity via 48m annual surgeries in the US ²

Growing clinical data base on XPERIENCE™ may have cross fertilisation benefits into the wound care market



A knee washed out with Saline prior to implant placement



A knee at the same time in surgery washed out with XPERIENCE™

1. ASX – 9/8/23 - Prospective randomised study with 30 patients in each arm of the knee study trial, demonstrating potential anti-inflammatory benefits of XPERIENCE™
2. National Health Statistics Report February 2017

1. Drive XPERIENCE™ penetration

- **Distribution:** Utilise Health Trust Agreement to open new accounts, and expand field representation
- **Research:** Leverage research findings in existing accounts as well as new accounts to increase usage
- **Product:** Widen the XPERIENCE™ formats to support a wider customer base

2. Continued expansion of the Durable Medical Equipment Segment

- **Distribution:** Drive growth into Wound Care Centres, Long Term Acute Care, and Skilled Nursing Facility
 - Implement second site for fulfilment of DME orders

3. Determine pathways for patented developments of other applications of XBIO™ technology

4. Accelerate the product pipeline for increased sales value on existing distribution networks



X BIO™ platform Deconstructs biofilm, destroys pathogens & defends recolonisation



Positioning XPERIENCE™ to become the Standard of Care in surgical procedures



Strong distribution network in place with growing focus on direct channel



Intellectual Property portfolio consisting of 51 patents and 20 publications



DME innovation driving penetration into commercial wound care



Strong tailwinds with a significant TAM of over US\$12.5bn

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