

# **RHINOMED INVESTOR PRESENTATION**

FINANCIAL YEAR 2015-16

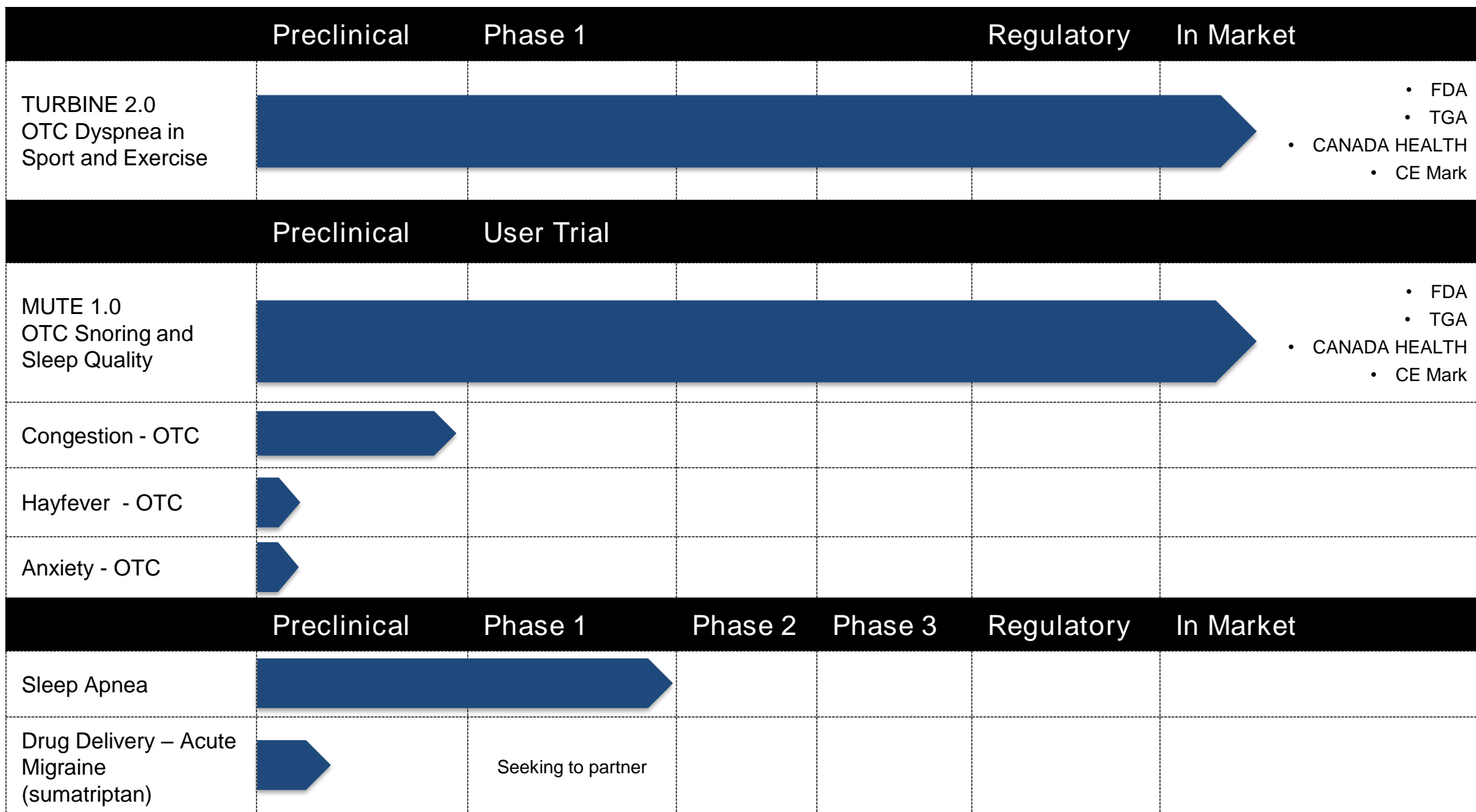
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# A NOVEL NASAL TECHNOLOGY PLATFORM



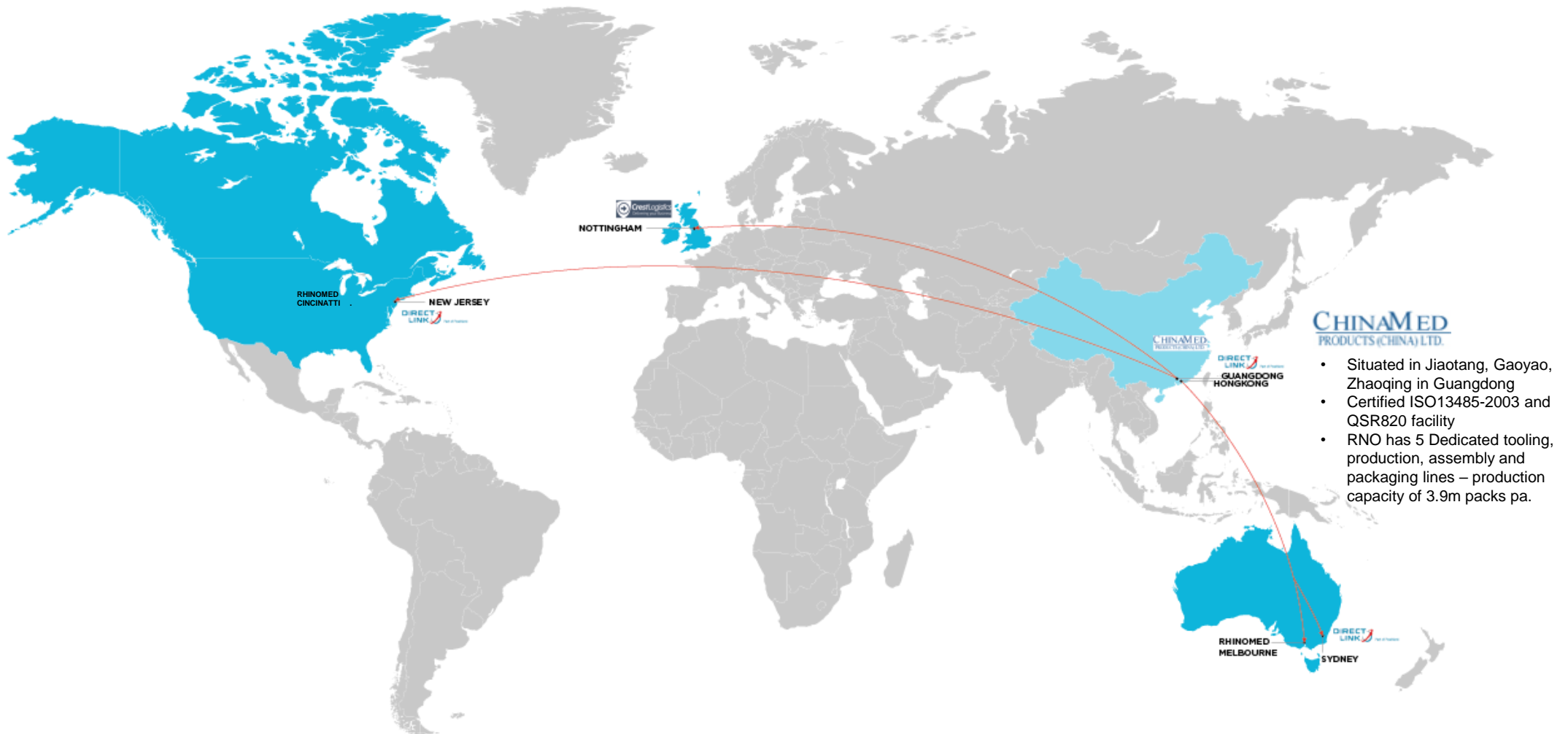
# ESTABLISHED GLOBAL PRODUCTION AND LOGISTICS NETWORK



- Provides global logistics support from its Hong Kong Hub.
- Fulfillment to key US and European Distribution warehouses
- Provides direct to consumer fulfillment services



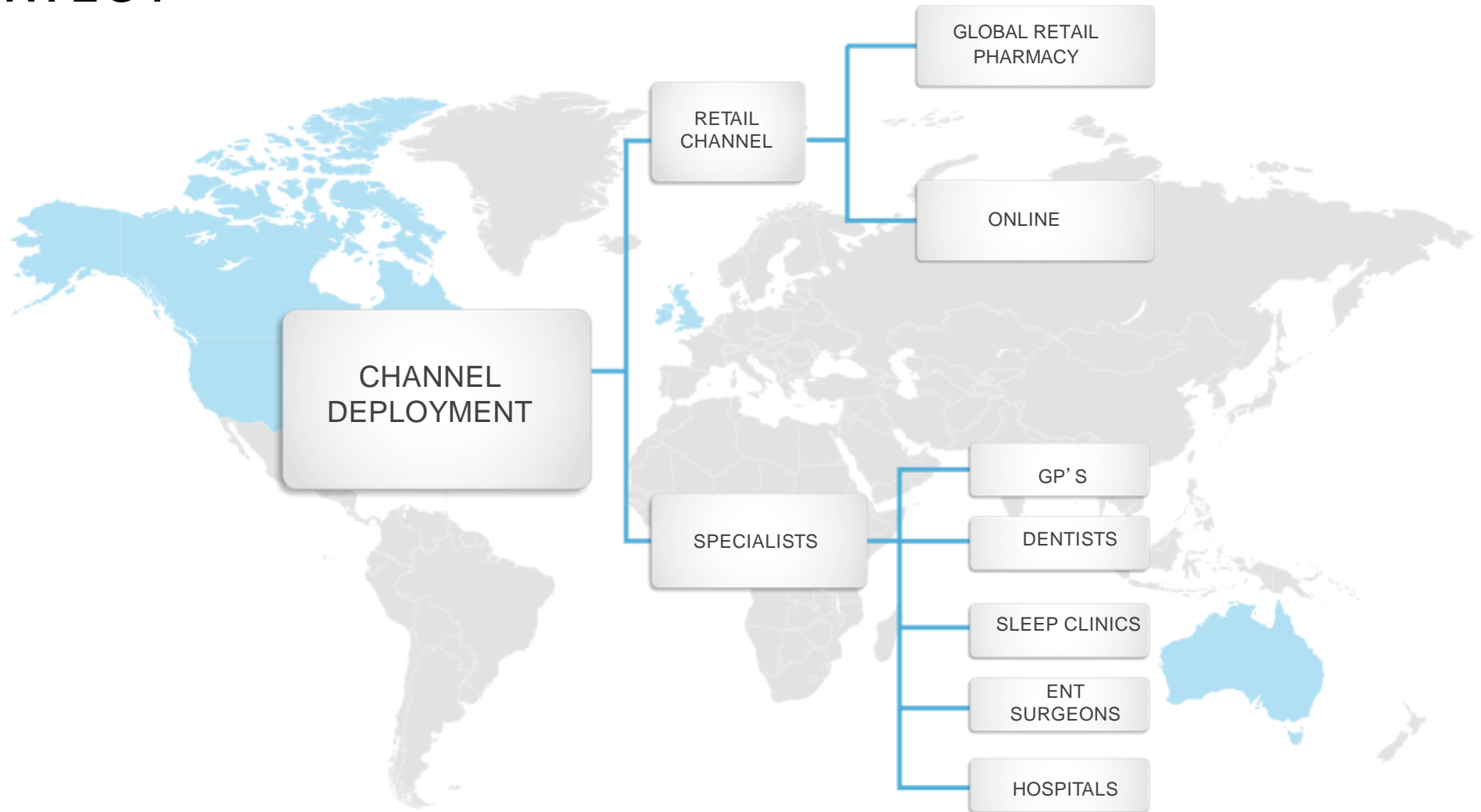
- Provides UK warehousing, customs and logistics support
- Distribution into Boots warehouses



**CHINA MED**  
PRODUCTS (CHINA) LTD.

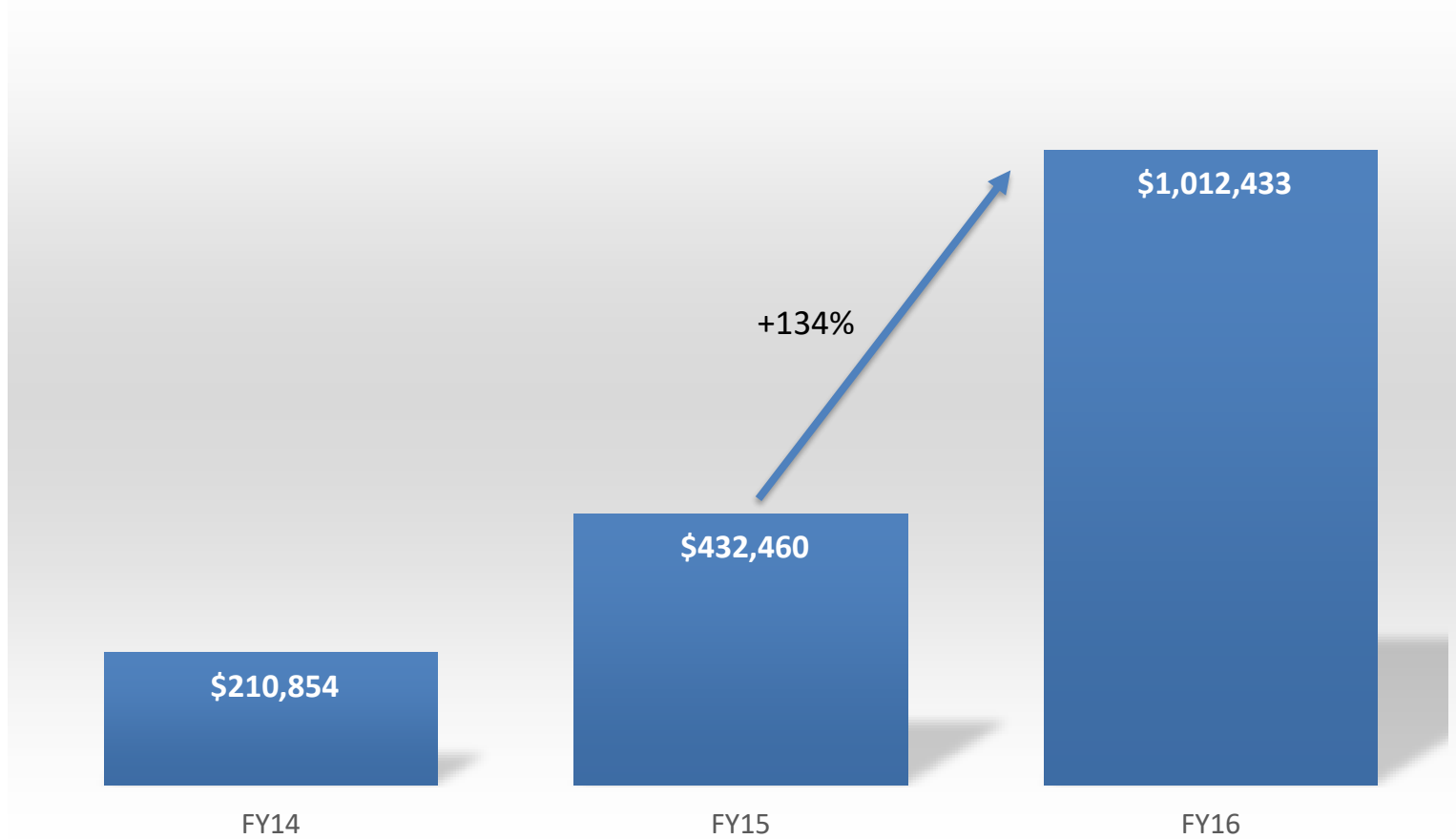
- Situated in Jiaotang, Gaoyao, Zhaoqing in Guangdong
- Certified ISO13485-2003 and QSR820 facility
- RNO has 5 Dedicated tooling, production, assembly and packaging lines – production capacity of 3.9m packs pa.

# EXECUTING A GLOBAL MULTI CHANNEL DISTRIBUTION STRATEGY



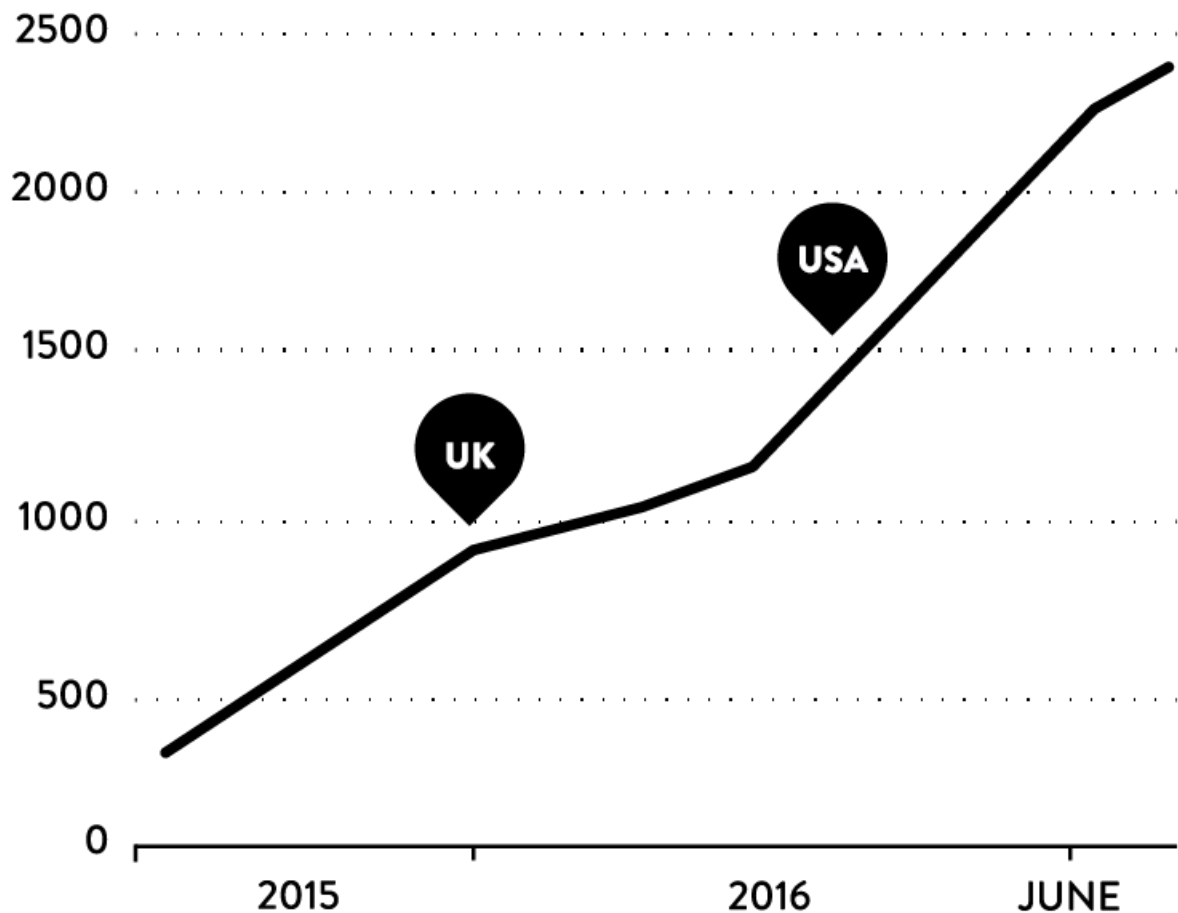
# DELIVERED CONTINUOUS GROWTH IN SALES - 134% INCREASE IN REVENUE

Revenue from Operations



# STRONG STORE NUMBER GROWTH IN KEY MARKETS

## STORE NUMBERS (GLOBAL)



- Launched Mute in Feb 2015
- 2500+ stores live today (plus strong pipeline)
- Footprint in Australia, UK, Canada and USA

# SELLING THROUGH SOME OF THE WORLD'S GREAT RETAILERS



DUANEREade™



drugstore.com™  
the uncommon drugstore



jet



amazon



PERFORMANCE™  
BICYCLE



cpasupplyusa

1800CPAP.COM

We Deliver. You Sleep.



## MAIN ACHIEVEMENTS - DISTRIBUTION

- Ranging Mute into the Australian market through Symbion and Sigma April 2015
- Ranging into Boots in the UK November 2015
- Establishment of the US office February 2016
- Appointment of Europa Sports as a US distributor March 2016
- Ranging Mute into Walgreens and Duane Reade in the USA April 2016
- Appointment of McArthur Medical as Canadian distributor March 2016
- Ranging Turbine into Performance Bike stores in the USA April 2016
- Ranging Turbine into Dick's Sporting Goods in the USA June 2016
- Appointment of McKessons as US distributor June 2016
- Expansion of online presence – in Amazon, Jet.com, MVAP.com, 1800CPAP.com 2015-16

## MAIN ACHIEVEMENTS – CORPORATE

- Presentation and exhibiting at key conferences - Bio 2015, Sleep 2015, Sleep DownUnder 2015, Sleep2016
- Succession of Chair - November 2015
- Commencement of INPEAP Trial for Mild to Moderate Sleep Apnea - June 2015
- Establishment of the US office- Cincinnati, Ohio - February 2016
- Successful capital raising of \$4.7m to fund global growth - April 2016
- Successful completion of the Phase 1 INPEAP trial for mild and moderate Obstructive Sleep Apnea - June 2016
- Ongoing discussions with key sleep and pharma companies around the world proving up the increasing support for Mute and the Rhinomed sleep and respiratory strategy

# SUMMARY PROFIT & LOSS

	FY15 \$AUD	FY16 \$AUD	
<b>Revenue from continuing operations</b>	<b>432,460</b>	<b>1,012,433</b>	+ 134% ▲
Other income	60,428	84,882	
Sales and marketing expenses	(1,238,111)	(2,372,521)	
Employee benefits and expenses	(1,173,109)	(1,855,783)	
Administration	(1,579,889)	(1,412,979)	
Research & development	(906,616)	(234,269)	
Other expenses	(691,717)	(791,437)	
Depreciation and amortization	(451,021)	(527,315)	
Raw materials & consumables used	(217,281)	(312,375)	
Impairment of assets	(72,473)	(1,622)	
Fair value adjustment	(50,000)	(25,000)	
Loss before tax*	(5,887,329)	(6,435,986)	-9%

\* UNAUDITED

# INVESTMENT PROPOSITION

- Compelling technology in a growing global market - Sleep
- Business is rapidly expanding the revenue base through a global distribution footprint
- Key focus is expansion in:
  - USA and Canada
  - UK
  - Aust/NZ base
- Near-term news flow
  - Growing number of distributors
- Compelling investment comparator:
  - Breathe Right Strips – peak revenues of approximately US\$150m
  - Purchased by GSK- US\$566m in 2007

**Revenue streams** with global growth opportunity

**Platform extension** in high value opportunities