

# R H I N O M E D

## SURESCREEN AUSTRALIA AND RHINOMED - RHINOSWAB SUPPLY DEAL

- 24 month Rhinoswab and Rhinoswab Junior supply agreement with SureScreen Australia.
- Agreement on an exclusive basis for the Australia, New Zealand, Singapore and South Pacific region.
- Rhinomed to supply a minimum of 10 million swabs over a 2 year period.
- SureScreen to include Rhinoswabs and Rhinoswab Juniors in its diagnostic tests for upper respiratory diseases including its SARS-Cov-2 tests, the in-development combined Influenza/SARS-CoV-2 tests and its pipeline of respiratory lateral flow tests being developed by SureScreen UK.

### 18 July 2022: Melbourne, Australia.

Rhinomed Limited (ASX:RNO OTCQB:RHNMF), a leader in wearable nasal and respiratory technology, is pleased to report that it has finalised an exclusive supply agreement with SureScreen Australia to supply Rhinoswabs and Rhinoswab Juniors for inclusion in SureScreen's class-leading range of lateral flow point of care test kits in the Australian, New Zealand, Singapore and South Pacific markets.

The first product to market will be the ARTG registered *SureScreen SARS-CoV-2 Antigen Rapid test Cassette Gold* for children, which features Rhinomed's novel Rhinoswab Junior. This will be the first SARS-CoV-2 rapid antigen test kit designed specifically for children aged 4-12 on the Australian market.



Globally, children remain a critically vulnerable population group for SARS-Cov-2, yet the traumatic nature of swabbing with traditional nasal swabs leads to inconsistent testing. A [study\\* conducted by the Royal Children's Hospital Melbourne](#) had previously shown that 74% of parents are concerned the COVID-19 test might be stressful or painful for their child with 30% indicating these worries are very likely to stop them from taking their child for a test. A further 2021 trial by the [Murdoch Children's Research Institute and Royal Children's Hospital Melbourne](#)# showed that the Rhinoswab Junior has not only clinical equivalence to the highly invasive combined nose and throat swabs but was preferred by eight out of 10 children. SureScreen Australia has successfully registered this new rapid antigen test kit with the Rhinoswab Junior on the ARTG enabling immediate sales.

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SureScreen Australia is the Australian-based affiliate of SureScreen Diagnostics Ltd, a leading UK-based developer and manufacturer of point of care diagnostics and lateral flow rapid antigen test kits. SureScreen Diagnostics was established in 1996 and is a leader in diagnostic solutions. Throughout Europe four SureScreen tests are being used every second.

The Rhinoswab is a significantly easier, standardised and more comfortable way to collect a sample. Its unique design ensures that anyone, anywhere can capture a valid sample. It standardises the sample collection process making it more predictable, reliable and consistent which is important to improving rapid antigen test outcomes. The inclusion of the Rhinoswab in this new rapid antigen test kit has the potential to substantially improve the process of testing children.

The supply agreement contains standard terms for an agreement of this nature and provides for a minimum commitment of 10 million Rhinomed swabs over a 24 month period with an option to renew. The agreement is exclusive in the Australian, New Zealand, Singapore and South Pacific region. Pricing remains commercial in confidence. SureScreen has indicated it will commence ordering swabs for inclusion in test kits this month. Investors should note that this arrangement has the potential to represent in excess of 160%+ of H1FY22 revenues of \$3.75m and maintenance of exclusivity is conditional upon meeting the agreed minimum volume.

Michael Johnson, Rhinomed CEO said, *"We are delighted to be working with SureScreen Australia. SureScreen is one of the world's leading developers and manufacturers of diagnostic test kits. The opportunity to include the Rhinoswab and Rhinoswab Junior in their extensive range of upper respiratory diseases tests is a major milestone for the company. Finalising this deal means Australian families will have access to one of the world's first test kits designed specifically for children. We know that testing children can be traumatic and difficult. This new test kit changes the paradigm and getting it into every Australian home is our priority. This is the second major deal of its type and follows the previously announced (7 April 2022) supply agreement with BTNX Inc of Canada that includes the supply of 22.5 million swabs over the next 24 months."*

SureScreen Australia MD Troy Stewart said, *"Having a very quick, effective and easy to use diagnostic for young children at home or the patient's bedside, is significant in helping Australians reach an early diagnosis. The SureScreen AN Gold technology 10 minute CoVID-19 Rapid Antigen test (ARTG 387662), complete with a Rhinomed Junior Swab provides very high accuracy 96.1% Sensitivity and a 99.0% Specificity. The experience for families will not only now be far easier and comfortable but also deliver a result in 10 minutes. We are very excited to have signed off on the exclusive agreement with Rhinomed and have already commenced looking for new opportunities within our broad range of bespoke diagnostics for infectious disease."*

This report has been authorised for release to the market by the Board. This announcement discloses all material details as required under section 4.1 of ASX Guidance Note 8 in respect of the Supply Agreement.

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#### **About Rhinomed Limited (ASX: RNO, OTCQB:RHNMF)**

Rhinomed Limited is a Melbourne, Australia based ASX listed nasal and airway technology company that has developed an innovative nasal technology platform that can improve air flow and provide both drug delivery and diagnostic capabilities.

\*<https://www.rchpoll.org.au/polls/covid-19-testing-in-kids-what-concerns-parents/>

# <https://www.rhinomed.global/wp-content/uploads/2022/01/Rhinoswab-junior-clinical-trial-results.pdf>