ACN 153 273 735 / ASX: MX1

# MICRO-X

# SHARECAFE INVESTOR WEBINAR

10th September 2021

Peter Rowland
Managing Director & CEO



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# MINIATURISING X-RAY

First Mover in Next Generation X-ray for Global Health and Security Markets



### Platform technology in cold cathode x-ray

- X-ray products with significant reduction in size, weight and power
- Patented technology platform for health and new security applications
- First to market with proven cold cathode medical x-ray product

25kg



#### Comparison

Conventional x-ray tube and Micro-X x-ray tube

1.5kg

# **OUR STRATEGY**

To Monetise Our 'First Mover' Advantage



Early commercial domination

Successful first movers in breakthrough technology move quickly:

Commercial success becomes a barrier to entry for others

Create **required paths to market** at scale

Expand channel partners & collaborations

Platform technology in cold cathode x-ray

Look for low hanging fruit products

Our technology delivers a customer benefit and the best product margins

Commercialise high in the value chain to maximise revenue

- avoid commoditisation as long as possible
- keep innovating to stay in front of competitors

Commercialise high in the value chain

#### **OUR GOAL**

#### Four global production lines

- common technology platforms
- high-margin
- operating within five years

#### **OUR 4 PRODUCT LINES**

#### **Mobile DR**

Bedside imaging – Medical, Military, Vet

#### **IED X-ray Camera**

Counter terrorist bomb assessment

#### **Airport Checkpoint**

Self-service airport security

#### **Brain CT**

In-ambulance stroke imaging

# MOBILE DIGITAL RADIOLOGY

Extending Bedside Imaging with Lightweight and Ultra-mobility

MICRO-X

\$3.6m

4
New Distributors Signed

**ZUZI**Rover Mark II Launched

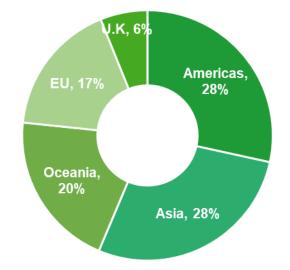
#### THE PRODUCT RANGE

**OEM Products** – 'Carestream DRX-Revolution Nano'

- First sold 2018 now operating in 20+ countries
- Other, non exclusive OEM partnerships in development

**Micro-X 'Rover'** – wholly Micro-X branded and controlled imaging solution for:

- Medical hospitals & temporary facilities
- Ruggedised for deployed military hospitals and humanitarian aid
- Veterinary applications in small-animal hospitals and specialist clinics





# IED X-RAY CAMERA

Next Generation Security Device to Save Lives

\$1.8b

# Prototype

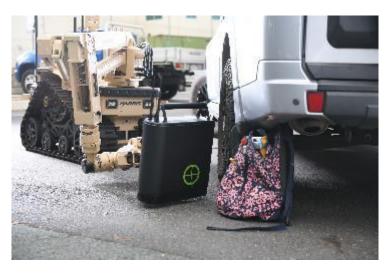
Dec 2021

2022
Target Launch

- X-ray camera takes images like a camera one
   sided viewing without separate detector
- Bomb disposal technicians face life threatening situation when 'over the target' placing a conventional x-ray detector
- Small size and weight easily carried by robots
- Australian Defence Force proof of concept imaging completed
- ★ Military and FBI / bomb disposal interest
- No competition = higher gross margins

# MICRO-X





First public showing of IED X-Ray Camera at Army Robotics Conference in April 2021, IED X-Ray Camera being held by T7 Robot

# AIRPORT SELF-SERVICE CHECKPOINT

US Dept. of Homeland Security – Two Contracts Totalling US\$4m



US\$24b

US\$4m

Two contracts for US
Dept of Homeland
Security

- A blend of backscatter and transmission x-ray to provide three-dimensional imaging of carry on luggage
- Integrated body scanner and passport reader
- Based on work Micro-X undertook in 2 contracts won from UK's Department for Transport
- Concept reimagines the future of airport checkpoints based on self-service model
- ★ Addressable global market ~ US\$24B TSA alone US\$8B market opportunity





# BRAIN CT IMAGING FOR STROKE DIAGNOSIS

Pre-Hospital Diagnosis & Treatment in Ambulance



Australian Stroke Alliance - MRFF funding

PARTNERS







- CT imaging with no moving parts small enough and affordable to be fitted to every ambulance
- Early stroke diagnosis allows treatment in a road or air ambulance – improved patient outcomes within the 'Golden Hour'
- Curved detector will be the first of its kind provided in collaboration with Fujifilm
- **\$8m funding** under Second Phase of Australian Stroke Alliance Project – Medical Research Future Fund
- Potential to be a game changer in modern stroke management with addressable market ~\$5b







Above: Illustration of curved CT scanner in ambulance setting

# SIGNIFICANT MARKETS ACROSS FOUR PRODUCTION LINES

## Sequenced Product Rollout as CNT Manufacturing Expands





First Sales
2018
Addressable Market
US\$500m pa\*



IED X-Ray Camera

First Sales
2022\*
Addressable Market
US\$1.8b



Airport Checkpoint

First Sales
2023\*
Addressable Market

USA: US\$8b RoW: US\$16b



**Brain CT Scanner** 

First Sales
2026\*
Addressable Market
US\$5b

# ESTABLISHED CAPABILITIES

# MICRO-X

Key Disciplines – Engineering Design, Development and Manufacturing















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# MILESTONES & ACHIEVEMENTS

# MICRO-X

## Initiatives to Deliver Commercial Outcomes for all Stakeholders

First IED X-Ray Camera Demonstration

Grow Micro-X Rover Paths to Market – US, EMEA

**In-sourced Generator Tested** 

Launch Rover Veterinary

Rover Mk II – Second Generation Launched

Airport Security Contracts Signed

**Brain CT Scanner Contract Signed** 

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IED X-Ray Camera Prototype

**Increased Mobile DR Sales** 

Scaling X-Ray Tube Manufacturing

IED X-Ray Camera Commercialisation

Brain CT Scanner Prototype

Airport Security Scanner Prototype

Airport Security Portal Prototype

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# MICRO-X

THANK YOU

Peter Rowland
Managing Director & CEO





# EXPERIENCED LEADERSHIP

# Technical and Commercial Expertise to Support Our Objectives





Peter Rowland
Managing Director &CEO



**David Knox**Non-Executive Chairman



Patrick O'Brien
Non-Executive Director



Yasmin King
Non-Executive Director



**Dr Alexander Gosling, AM**Non-Executive Director



Jim McDowell
Non-Executive Director

- Over 30 years' engineering and management in medical device & and aerospace industries
- Previously BAE
   Systems, Ellex Medical
   and Biolase
   Technology (NASDAQ)
- Extensive international business experience delivering large energy projects
- Formerly CEO of Santos and Australian Naval Infrastructure
- Chair of Snowy Hydro, Director of CSIRO
- Over 25 years' business and finance experience in UK, Asia and Australia
- Former Executive
   Director at Macquarie
   Group; McKinsey; and
   Minter Ellison
- Extensive experience in business, negotiation & procurement and Government
- Currently CEO of Skills IQ, formerly Associate Commissioner of ACCC
- Director of the Australian Healthcare and Hospitals Association

- Over 40 years' business, technology and R&D experience
- A founding Director at Invetech (Vision Systems); strategy for Capstone
- Extensive experience in Defence and Aerospace industries
- Current CEO of Nova Group
- Former Chief Executive of the Department of Premier for South Australia

# **CORPORATE SNAPSHOT**



# Growth Stage Company with Institutional Support

MX1 - Share Trading (1 September 2020 to 8 September 2021)



Share & Trading Statistics (Closing Price on 8 September 2021)	
Share Price	\$0.295 per share
Total Shares On Issue	459.7 million
Options Issued	2.5 million
Market Cap	~\$135.6m

Key Financials & Shareholders	
Cash	~\$30.1m (30 June 2021) – Debt free
Institutions	<b>~40.0%</b> Perennial (13.5%), Regal (8.9%), Thorney (5.7%), AusSuper (5.2%)
Board & Related Parties	~ 4.8%