



MICRO-X

ACN 153 273 735 / ASX: MX1

PRIMED FOR GROWTH

**Bell Potter Healthcare Conference
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Managing Director & CEO

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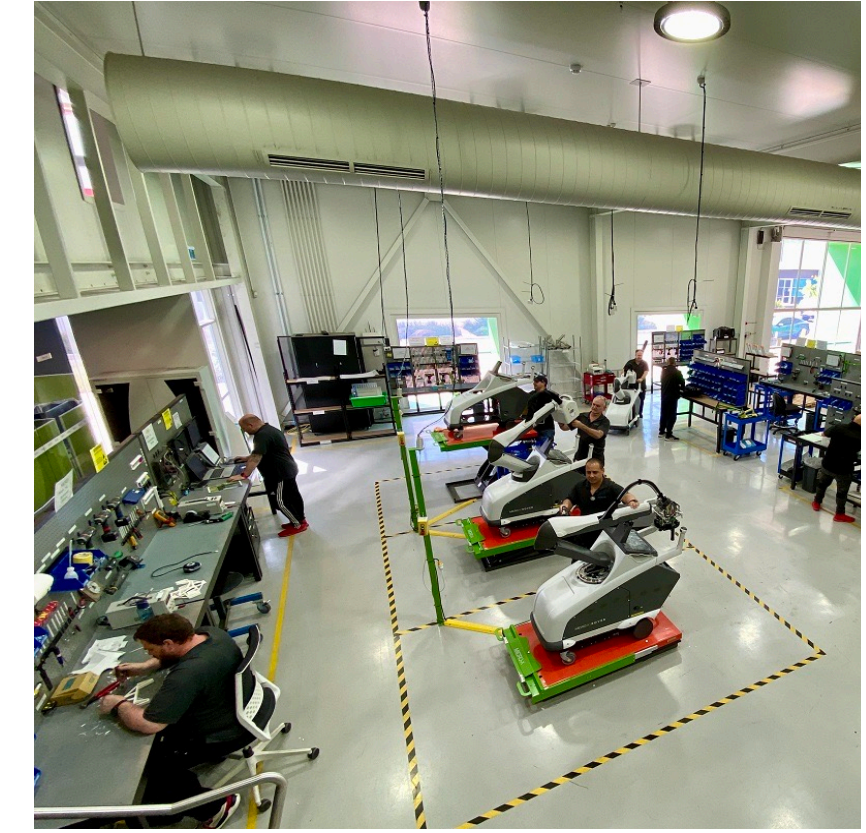
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A B O U T M I C R O - X

Innovation, intelligent customer-led design, world leading manufacturing

- ✦ Highly vertically integrated R&D, engineering & manufacturing co-located
- ✦ 80+ employees in Adelaide HQ, 10 in Seattle base for US government projects & sales
- ✦ Revenue FY2022: \$9M, market cap: \$65M
- ✦ Validated by strong industry and funding partners
Varex Imaging (\$15M), US Dept Homeland Security (US\$4.5M), Aust. Medical Research Future Fund (\$8M)
- ✦ Strong institutional ownership
Perennial (13.9%), Acorn Capital (6.2%), Thorney (5.4%), AusSuper (4.9%)



MINIATURISING X - R A Y

First mover in next generation x-ray technology for global health and security markets



O U R S T R A T E G Y

Monetise our 'first mover' advantage

OUR GOAL

Four global production lines:

- ✦ High margin
- ✦ Operating within 5 years
- ✦ Common technology platforms

OUR PATH

- ✦ Prove technology in established category
- ✦ Develop new three new globally competitive products using technology no-one else has been able to replicate

Commercialise high in the value chain to maximise revenue

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

Look for the 'low hanging fruit' products

where our technology delivers a customer benefit and the best product margins



Successful first movers in breakthrough technology move quickly:

Early commercial domination becomes a barrier to entry for others

Expand channel partners

& collaborations to create required paths to market at scale

ONE COMPANY, FOUR BUSINESSES

Each unique product drives a new market-focused business unit



Mobile DR

First Sales
2018

Addressable Market
US\$500M pa*

* Omdia Market Report
Note: Dates are estimates and may vary

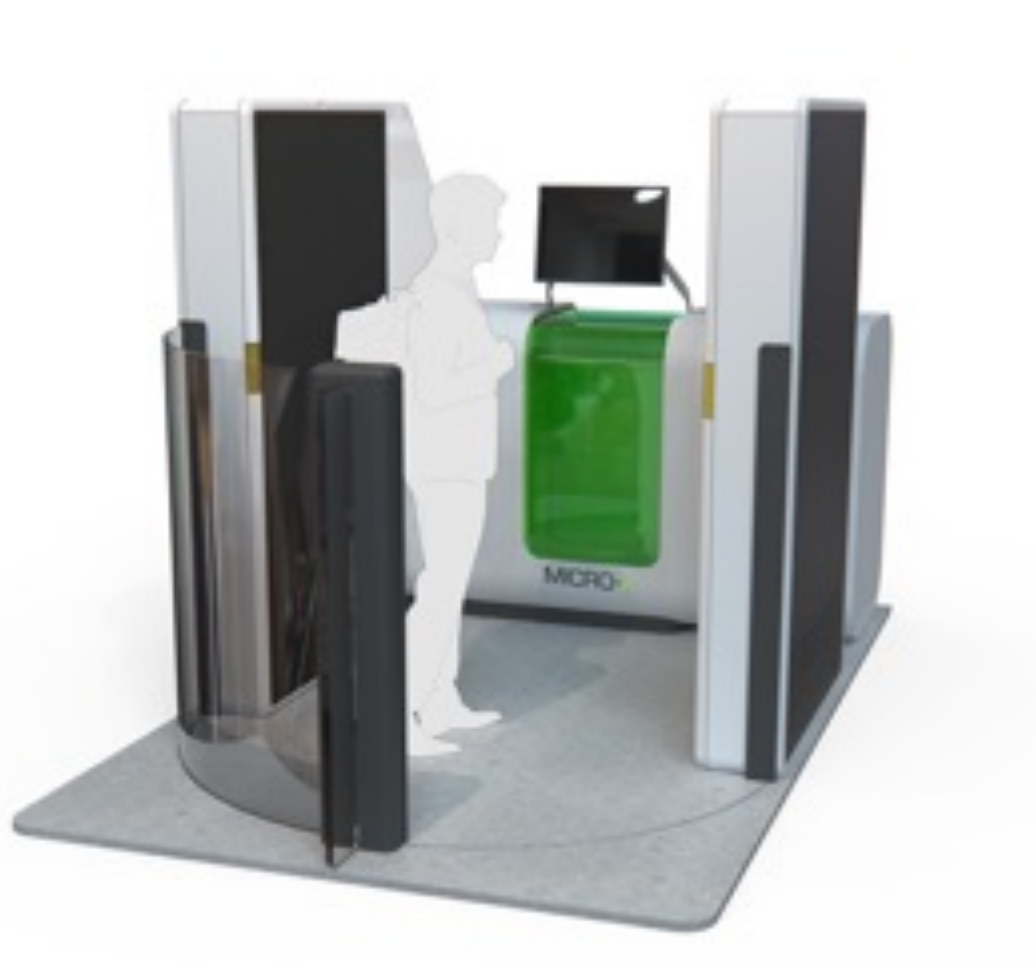


IED X-Ray Camera

First Sales
2023

Addressable Market
US\$1.8B*

* Estimate based on published numbers of EOD Teams world-wide, potential volume & price



Checkpoints

First Sales
2024

Addressable Market
USA: US\$8B*
RoW: US\$16B*

* Estimate based on published TSA data, potential volume & price



Brain CT

First Sales
2026

Addressable Market
US\$5B*

* Estimate based on published numbers of Ambulances in USA & EUR, potential volume & price

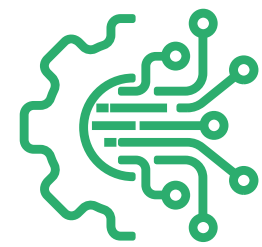
VAREX STRATEGIC COLLABORATION

\$15m technology collaboration and investment by Varex Imaging



✦ **Technology collaboration** strongly validates Micro-X NEX technology

- Collaborating with a leading innovator and manufacturer of x-ray tubes & detectors
- Builds greater acceptance and adoption of technology – a win-win



✦ **Licence** is for Micro-X NEX technology in multi-beam emitter x-ray tubes

- US\$5.0M (A\$7.5M) in five milestones within 12 months - **\$1.5M received**
- No conflict with Micro-X products – all designed with single beam emitters



✦ **Investment** for 9.9% of Micro-X and Board seat

- \$7.5m - **\$3.5M received** and \$4.0M subject to FIRB approval *

Micro-X is classified as a defence industry manufacturer and Varex has invested \$3.5M to hold 4.9%. FIRB approval is anticipated to be granted by 31 December 2022, allowing Varex to increase its investment to 9.9% upon payment of a further \$4.0M

VAREX - STRATEGIC RATIONALE

Validates MX1 technology and strengthens the Balance Sheet

- ✦ Manufacture **x-ray imaging components** and **systems** for **medical and industrial sectors**
 - World's largest independent supplier of x-ray systems – leader in x-ray technology innovation
 - Over **25,000 x-ray tubes** and **20,000 x-ray detectors** manufactured each year
- ✦ **Sell to OEMs** who incorporate Varex solutions into their own x-ray systems for sale
 - Micro-X's Rover incorporates a Varex flat panel detector and image processing software
- ✦ Revenue > **US\$800M** to over **180 customers**
 - Canon, GE, Elektra, United Imaging & Varian
- ✦ **2,100 employees** across **North America, Europe and Asia**
- ✦ Varex plans to **offer Micro-X multi-beam NEX technology tubes** to their existing radiology systems customers for incorporation into their new imaging products

Varex \$15M funding is less dilutive than pure equity – runway extends into 2024



MOBILE DIGITAL RADIOGRAPHY

Extending bedside imaging through lightweight extra-mobility



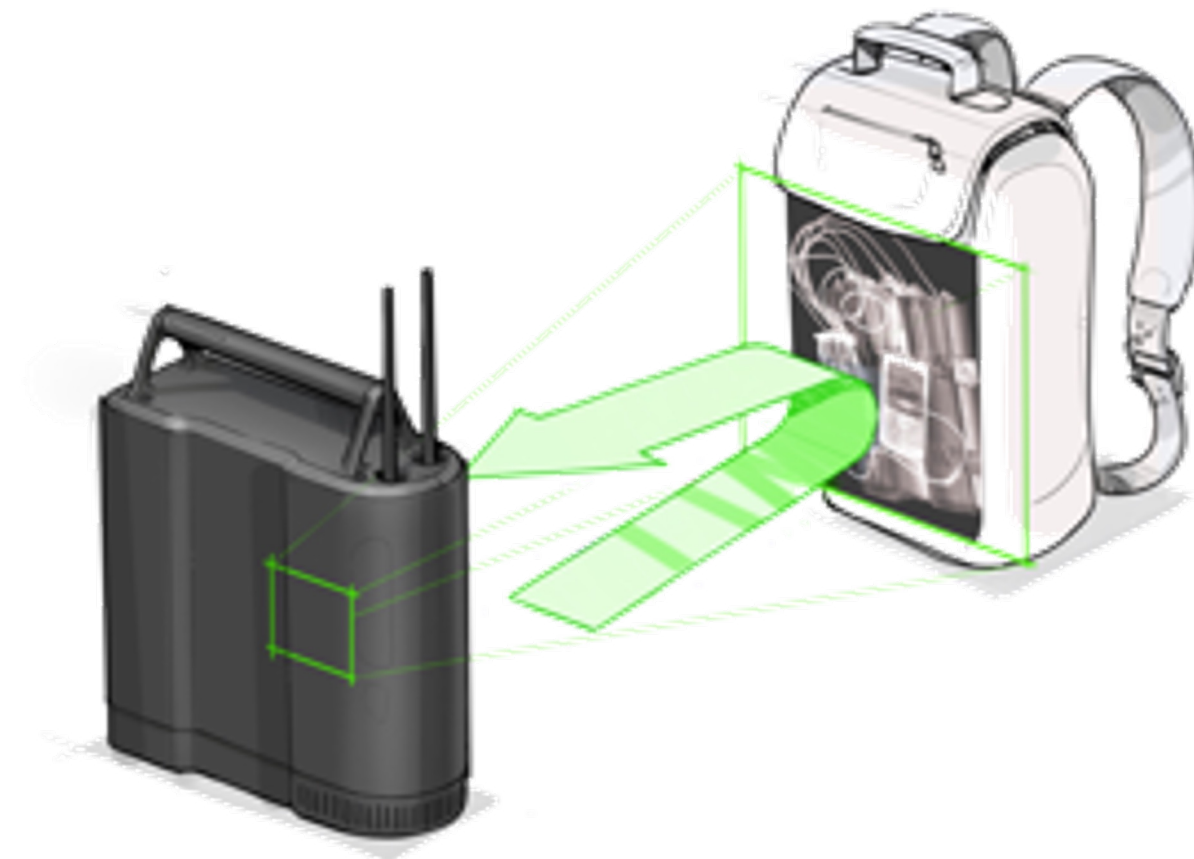
- ✧ **Agile ~100kg** competes with **600kg** conventional mobiles
- ✧ **Micro-X 'Rover'** – wholly Micro-X branded and controlled imaging solution sold by independent distributors for:
 - ✧ **Medical** hospitals & temporary facilities
 - ✧ Ruggedised for deployed **military** hospitals and humanitarian aid
 - ✧ In-home, point-of-care mobile radiology
 - ✧ **Veterinary** applications in small-animal hospitals and specialist clinics
- ✧ Next generation, high powered, **Rover Plus** launched
- ✧ OEM Products – Carestream DRX-Revolution Nano



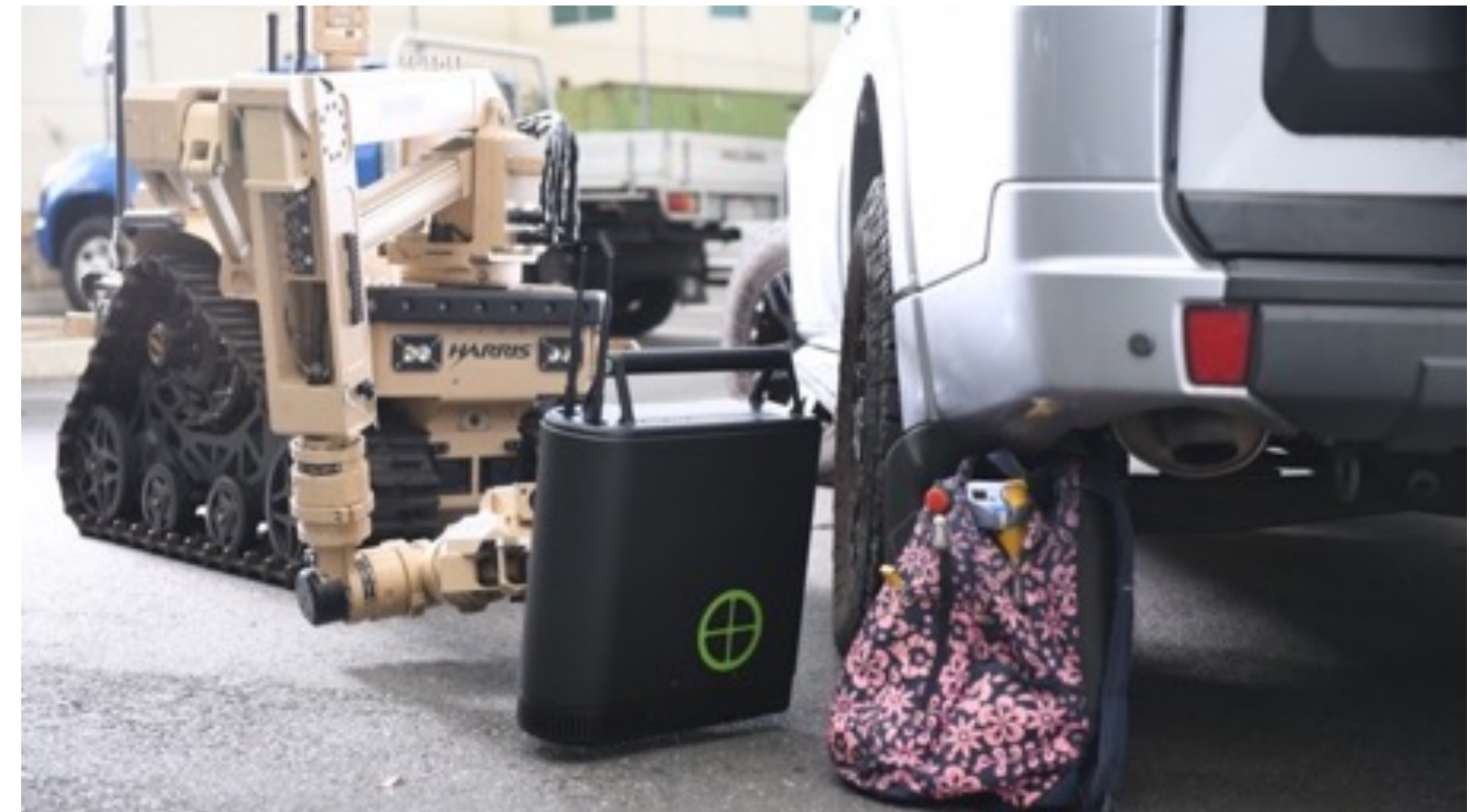
Over 250 units in service in
35 countries

I E D X - R A Y C A M E R A – A R G U S

Saving lives in the world's most dangerous workplace



- ✦ **Remote viewing** with Argus camera carried by EOD robot
- ✦ **Vastly lower risk to technician** – robot can perform assessment and disrupt device remotely
- ✦ **High resolution image** allows diagnosis to component level
- ✦ **Small size** – 17kg unit can be carried by many EOD robots
- ✦ **9 US agencies requested trials** – FBI, US military, Police
- ✦ **Submission to Australian DoD** for Land 154 procurement of 64 units



“This product is what we have been looking for, and waiting for, for years”.

-US Govt bomb school trainer

C H E C K P O I N T S

Funded by two contracts with Department of Homeland Security – US\$4.5M

Miniaturised CT Baggage Scanner

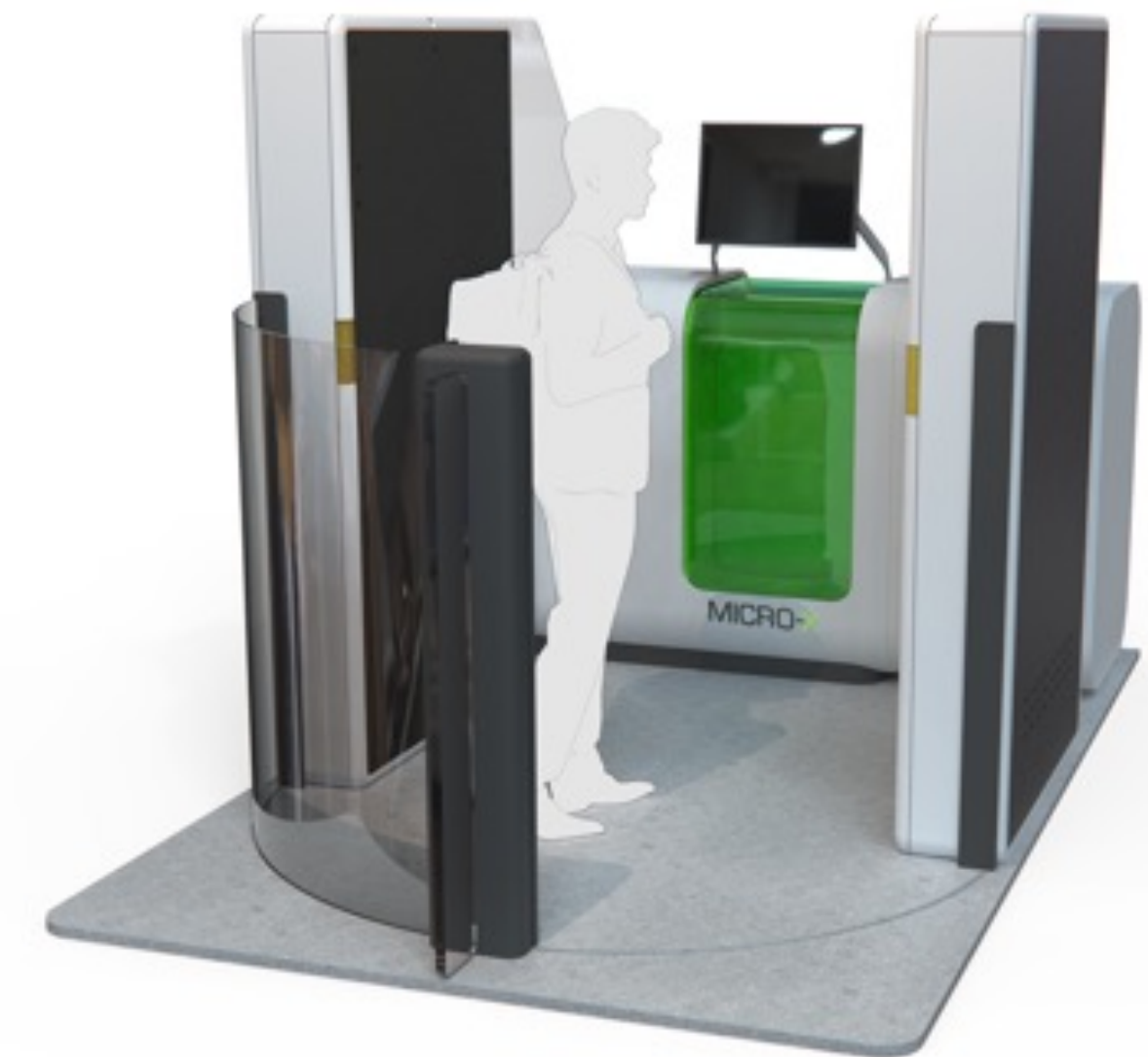


Compelling value proposition for DHS

- ✦ TSA operates 2,200 x-ray lanes across 440 airports in the United States*
- ✦ TSA manpower cost is US\$4B annually*
- ✦ Each current x-ray lane can be replaced by 7 Portals ~ 300 passengers an hour
- ✦ Each current x-ray lane has the same footprint as 8 Portals

- ✦ Miniaturised x-ray computed tomography – three-dimensional imaging of carry-on luggage – enables implementation of automated detection of threats.
- ✦ Modular baggage scanner fits into both current checkpoint and future self-service checkpoint
- ✦ Other security applications emerging

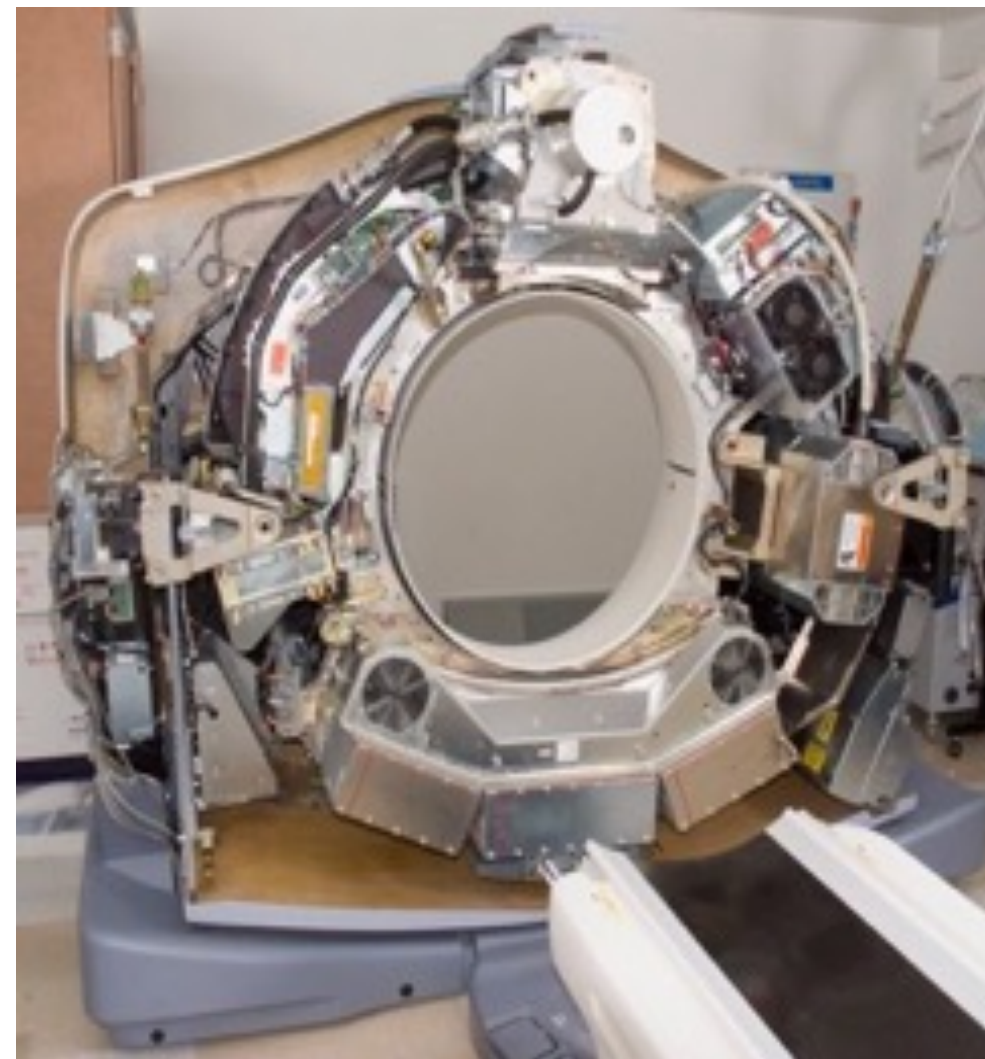
Passenger Self-Screening Portal



- ✦ Portal integrates document scanning, photometric ID, body scan, baggage CT
- ✦ Passenger self-directed screening to increase throughput, improve security, provide greater privacy, and enhance total experience.

B R A I N C T S C A N N E R

Lightweight CT imaging for stroke diagnosis in land or air ambulances



Conventional rotating gantry CT

Stroke treatment

- ✖ 87% of strokes are ischemic - best patient outcomes from thrombolysis within the 'Golden Hour'
- ✖ Cannot thrombolyse until CT scan confirms absence of haemorrhage
- ✖ Conventional helical CT can resolve a 2-3mm bleed
- ✖ Any diagnostic device must equal or better this resolution
- ✖ Mobile Stroke Units with CT scanners operating globally
- ✖ Point-of-care imaging allows pre-hospital treatment



31 miniature x-ray tubes,
electronically switched

\$8m development funding from Australian Stroke Alliance

- ✖ 50kg CT imaging system game-changing for stroke treatment world-wide
- ✖ Small and affordable - every ambulance land & air
- ✖ Rural and remote communities have limited CT access

Pathway to regulatory approval in 4 years

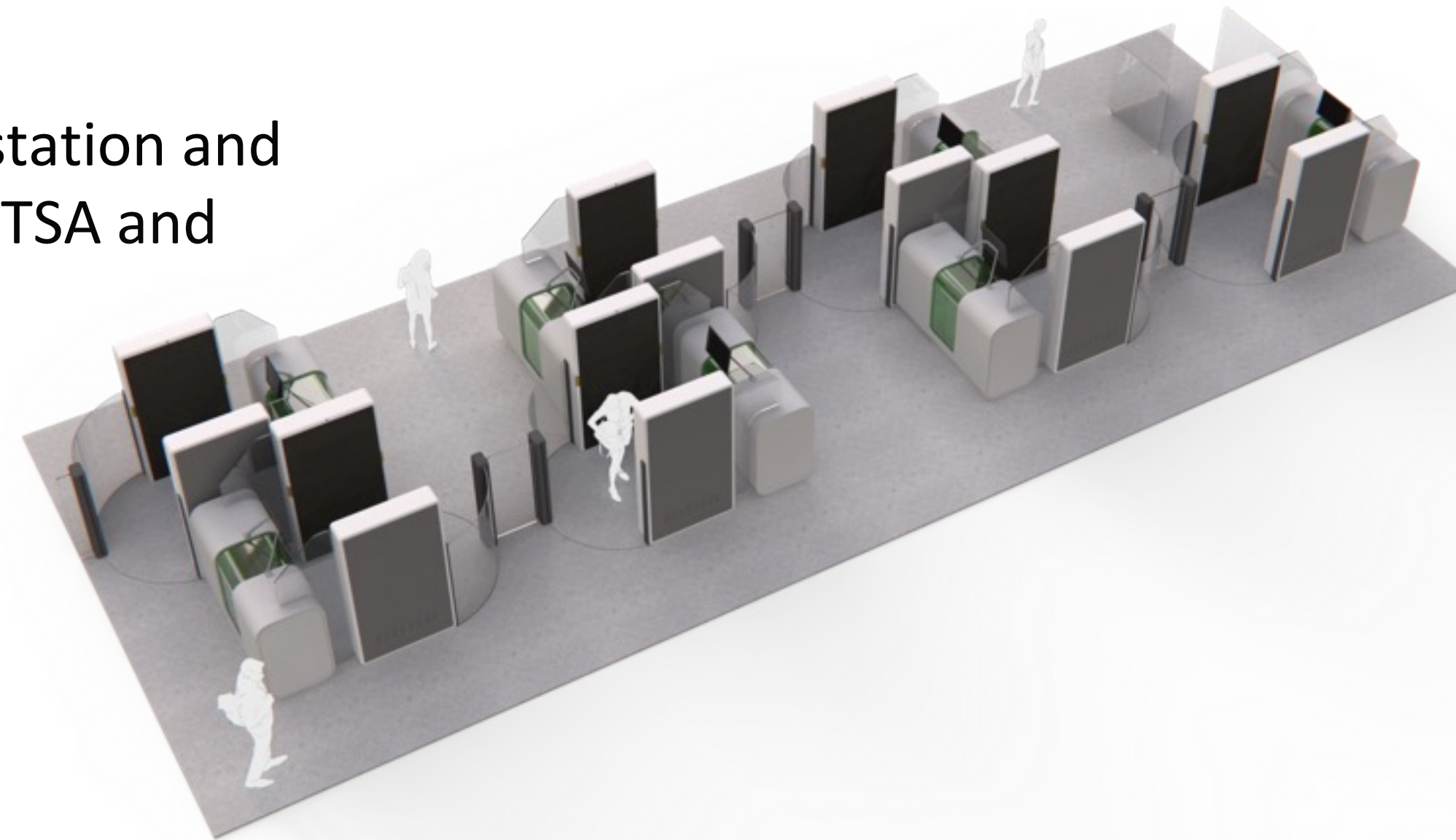
- ✖ First cadaver and human imaging trials in 2023 / 2024
- ✖ Regulatory submissions in 2024 / 2025

RECENT ACHIEVEMENTS

Important progress on the next three products

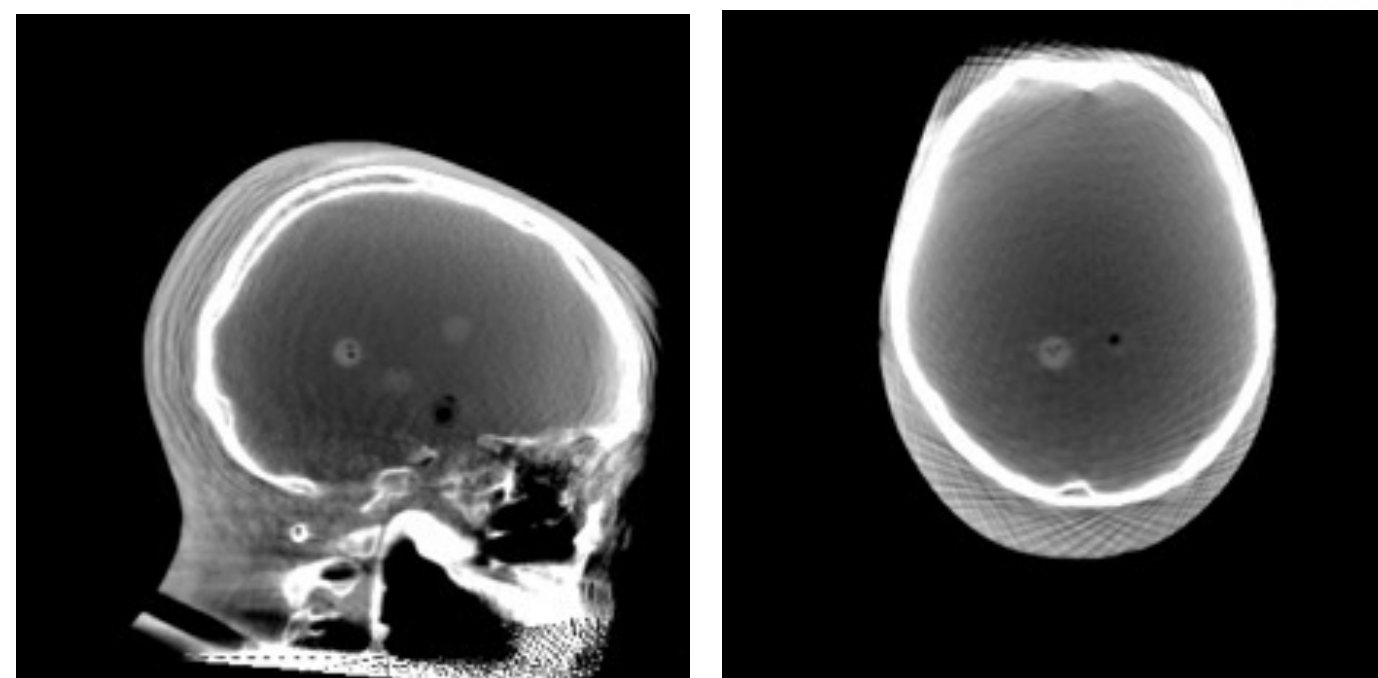
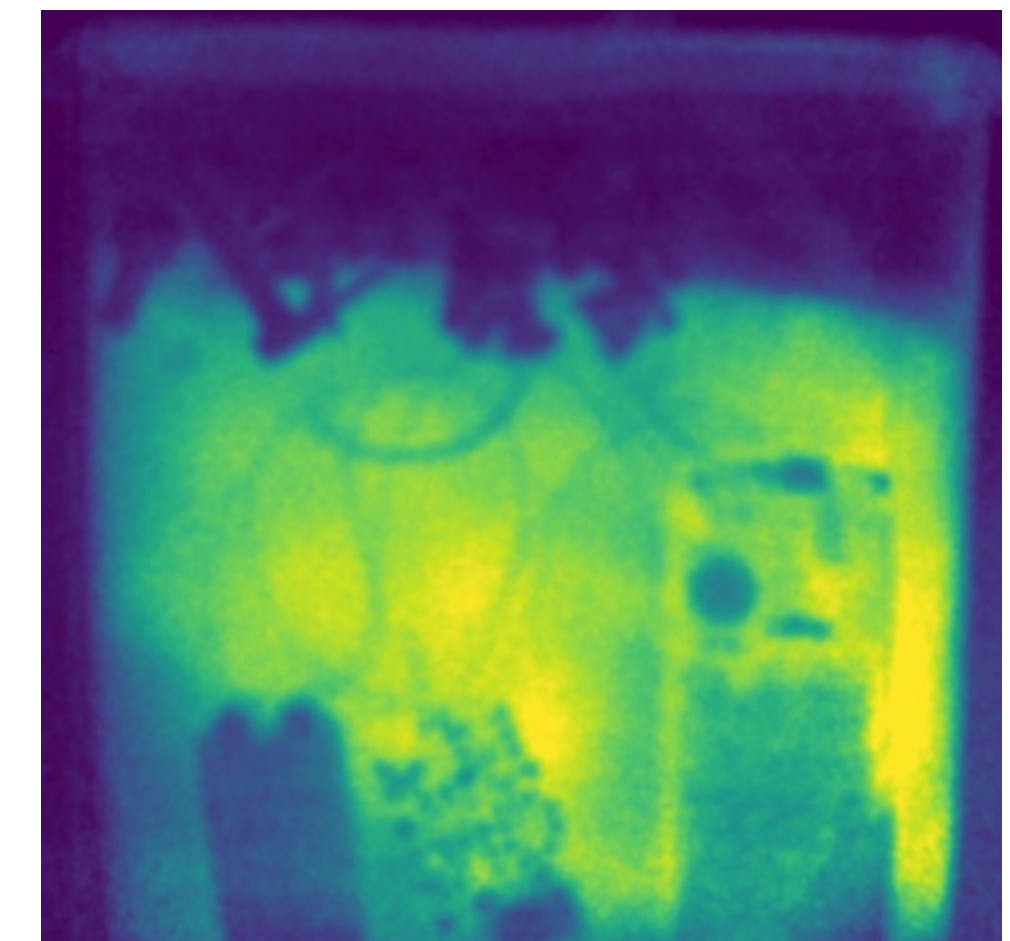
Checkpoints

Design for self-screening station and miniature CT approved by TSA and contract extended



Argus IED Camera

Final stages of development
– pre-production unit now imaging



Brain CT

Imaging architecture design approved by Stroke Alliance and Johns Hopkins predicts imaging performance will out-perform conventional CT

FINANCIAL HIGHLIGHTS FY2022

Infrastructure established for future growth across all four products



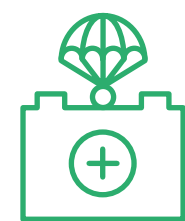
Revenue \$9.0m ↑ 138% (FY21 \$3.8M)

Other Income \$4.1m ↑ 38% (FY21 \$3.0M)



Secured major contracts¹ AUD\$14M

DHS US\$4.5m + ASA AUD\$8M



Mobile DR sales \$3.8M (FY21 \$3.6M)

Engineering income \$5.2M (FY21 \$0.1M)



Costs reduced & realigned ↓ 22% FY23

Mobile DR expenditure ↓ 40%, Overheads ↓ \$1.1M



Geographic diversity of revenues

USA \$4.2M

APAC \$4.0M

EMEA \$0.7M



Cash \$10.4M², \$15M total from Varex³

+ \$5.0M received from Varex in Sept22 quarter

+ \$4.0M due from Varex on FIRB and further \$6.0M by mid 2023

+ \$3.4M R&D Rebate due Dec 2022 / early 2023

1 Contracts with US Dept Homeland Security & Australian Stroke Alliance

2. As at 30 Sept 2022

3. Licence Agreement for US\$5M (A\$7.5M) and \$7.5M Equity Subscription, Sept 2022

S U M M A R Y

Four significant businesses

NEX Technology, high-voltage and image processing technology support all four

Mobile DR - Healthcare

- Medical, Military and Veterinary
- Customers – hospitals, military, vets
- US FDA and ARTG listed
- Sold over 250 units in 35 counties - growing direct & distributor sales

Checkpoints - Security

- Enabling safer travel and better experience
- Total addressable market of US\$24.0B
- Customers – Airports, transport, governments
- US DHS funding up to US\$4.5M to develop commercial prototypes in early 2023



X-Ray Camera - Security

- Saving the lives of bomb techs
- Total addressable market of US\$1.8B
- Customers – defence and police bomb disposal units
- Live customer demonstrations and first sales commencing 2023

CT - Healthcare

- Mobile stroke detection – saving lives
- Total addressable market of US\$5.0B
- Customers – ambulance, hospitals and radiology networks
- MRFF funding development of commercial prototype for \$8M

MICRO-X

T H A N K Y O U

