

# MICRO-X

2023 AGM

CEO PRESENTATION

Kingsley Hall  
Chief Executive Officer



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## CREATING REVOLUTIONARY IMAGING TO BETTER LIVES

Commercialisation | Technology | People



# THE FUTURE OF X-RAY

Smaller, lighter, reliable

MICRO-X



Lighter



No heat



Very fast pulse control



Smaller



Long life



Reliable and robust



## Same platform, multiple applications

### Micro-X proprietary Nano Electronic (NEX) Technology

- carbon nanotube emitter made of millions of nanotubes emitting digitally controlled electrons
- generates high quality x-ray images
- increases portability and is more energy efficient.

# FOUR INNOVATIVE PRODUCTS

Each product drives a different utilisation of Micro-X's world leading technology

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## Mobile Digital Radiology

Lightweight and ultra-mobile x-ray systems delivering high quality images in any treatment area – hospital, out of hospital & humanitarian uses



## Argus X-ray Camera

World first high-definition bomb imaging without a separate detector – enables remote / stand-off use, keeping an operator away from the threat



## Checkpoints & Baggage Scanner

Baggage scanner for security checks in a range of environments  
- Integrated airport checkpoint for passport, body and baggage scanning



## Brain CT

Mobile CT unit enabling out of hospital stroke diagnosis - delivering diagnostic quality images from the ambulance



# FY2023 HIGHLIGHTS

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Key development milestones achieved laying the foundation for future commercialisation



## Leadership transition

Strengthened commercial focus



## \$15m revenues ↑67%

\$3.8m product sales and \$11.2m in paid engineering services



## \$15m strategic collaboration

Varex Imaging - world's largest x-ray tube manufacturer



## \$21m contract extension

US Dept of Homeland Security for Airport Check-in to live testing



## Reduced Cost base

\$2m annual savings  
- significant reduction in unfunded costs



## Brain CT

Full scale stroke imager model presented at Parliament House.



## Argus successful field tests

Images of two potential bomb threats viewed from 1,500 away



## Argus First Customer Demo

Major bomb industry expo in U.S. with live demonstrations



## Rover Plus military sales

Aust Defence Forces JP2060  
Humanitarian use in Ukraine

# 2024 – RECENT PROGRESS

New leadership delivering on strategic objectives

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## \$2.9m Q1 sales [FY23 \$3.8m]

More focused approach to customers and delivery into new segments – elite US sports



## Argus pipeline

Multiple customer engagements and demonstrations to build interest and pipeline



## Aus Govt orders

\$1.5m for Ukraine military assistance package  
Delivery of units for Aust Defence Forces JP2060



## Argus pre-market launch

United States customer trials underway  
Final stages of compliance testing



## CE Mark Certification

Rover & Rover Plus units receive CE Mark  
- now approved in all global markets



## Inventory into cash

\$6m inventory being converted to cash



## \$21m DHS contract ext.

US Dept of Homeland Security for Airport  
Check-in to live testing



## Baggage Scanner prototype

First prototype delivered to US – testing  
commences

A\$0.5m Contract extension - threat detection  
testing and refinements



## Brain CT

\$1.3m MRFF Critical Design Review milestone  
First images with proprietary mini tube

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PRODUCT PORTFOLIO

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Leveraging proprietary NEX Technology

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## MOBILE DR

First product to market validating revolutionary technology

### Distinct product advantages and range of uses

- Smaller, more mobile, full range of imaging applications
- Meets hospital mobile imaging requirements and military needs
- Applications in elite sports and veterinary clinics

### Multi-channel commercial strategy

- Major Independent distributors in key US market
- Growing number of dealers and distributors in Europe, EMEA, APAC
- Core imaging chain – third party commercialisation

### Access in key markets

- US - FDA certifications for Rover and Rover Plus support key distributors
- EMEA - UK base and regional distributors – CE Mark Certification received
- Australia - ARTG listed and distributor appointed

### Demonstrated capability

- Over 350 units in service in 35 countries
- Rover Plus sold to Australian Defence Force - deployable hospitals
- Multiple units in Ukraine – actively supporting humanitarian needs

**\$3.8m**  
FY23  
Revenue

+350 units in  
**35**  
Countries

# ARGUS X-RAY CAMERA

Saving lives by redefining bomb detection

## Unique product advantages and range

- Stand-off detection of potential bomb threats or IEDs – removes operator from threat
- One sided imaging enables imaging of otherwise inaccessible targets
- Only robot deployable system to capture backscatter images remotely
- self-contained Argus < 20kg with range 1,500m+

## Simple and scalable – award winning

- NEX x-ray tube - high current and long duration
- Proprietary backscatter x-ray imaging
- In-house manufactured oilless generator up to 160kV

## Final steps to launch - customer demonstrations

- \$1.8b market - 3,000 counter IED military units > 500 bomb squads
- Customer demonstrations held in US and Australia
- Nearing commercial launch with growing pipeline of marquee customers

1,500m+  
Range of  
remote  
operation

US\$1.8b  
Addressable  
Market



# ARGUS X-RAY CAMERA

Saving lives by redefining bomb detection

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The video played at today's AGM will be available on the Company's website

# CHECKPOINTS

Next generation self-service security screening

## Significant advantages for travellers + airports

- Faster – Passenger screening in 30 seconds, 8 passengers screened simultaneously.
- Safer – Passenger, baggage, and Identification combined with AI to increase detection and reduce false alarms
- Scalable – Modular design is applicable to any airport and can extend past to include events, buildings, and other screening applications.
- Cost effective – reduces number of officers per passenger.

## \$28m DHS funding - live airport testing

- Checkpoint design accepted
- DHS \$28m contract to build and test 6 module lane checkpoint in US airport.
- Baggage Scanner design accepted – prototype completed.

## Compelling value proposition

- TSA operates 2200 x-ray lanes across 440 airports in the US
- TSA staffing costs US\$4bn annually
- Potential to save TSA US\$10bn over 10 years of operations
- US\$24bn opportunity in global airports alone

~\$28m  
DHS Contract  
& Extension

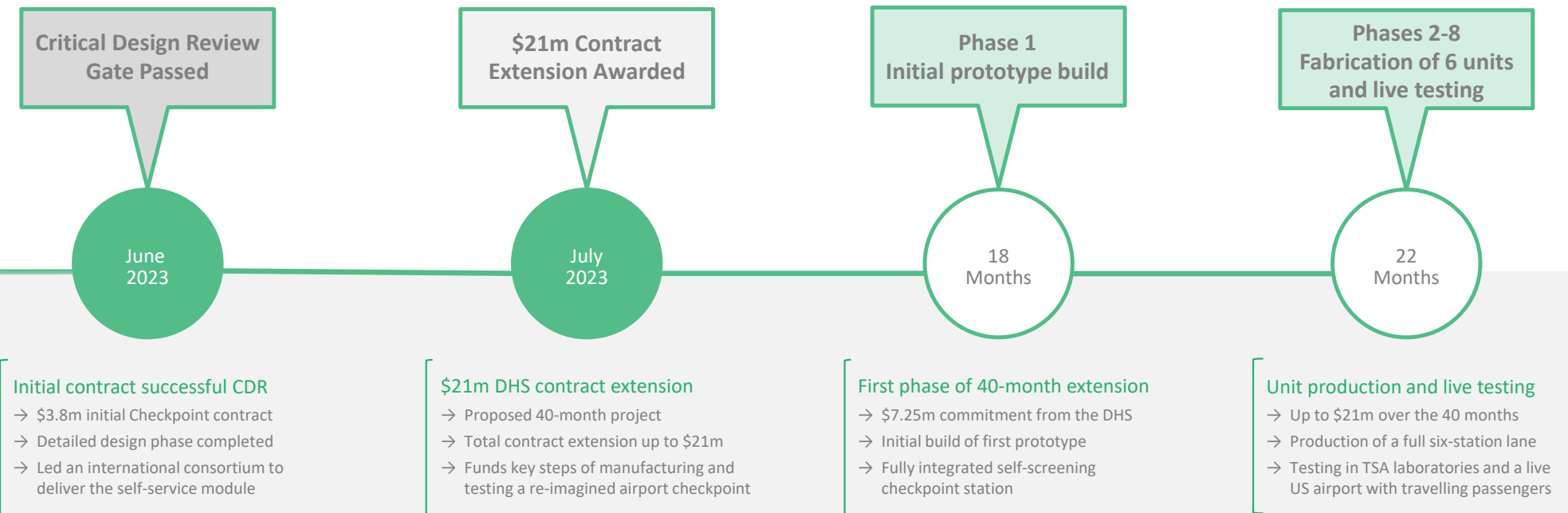
\$24b  
Global Airport  
Market Size

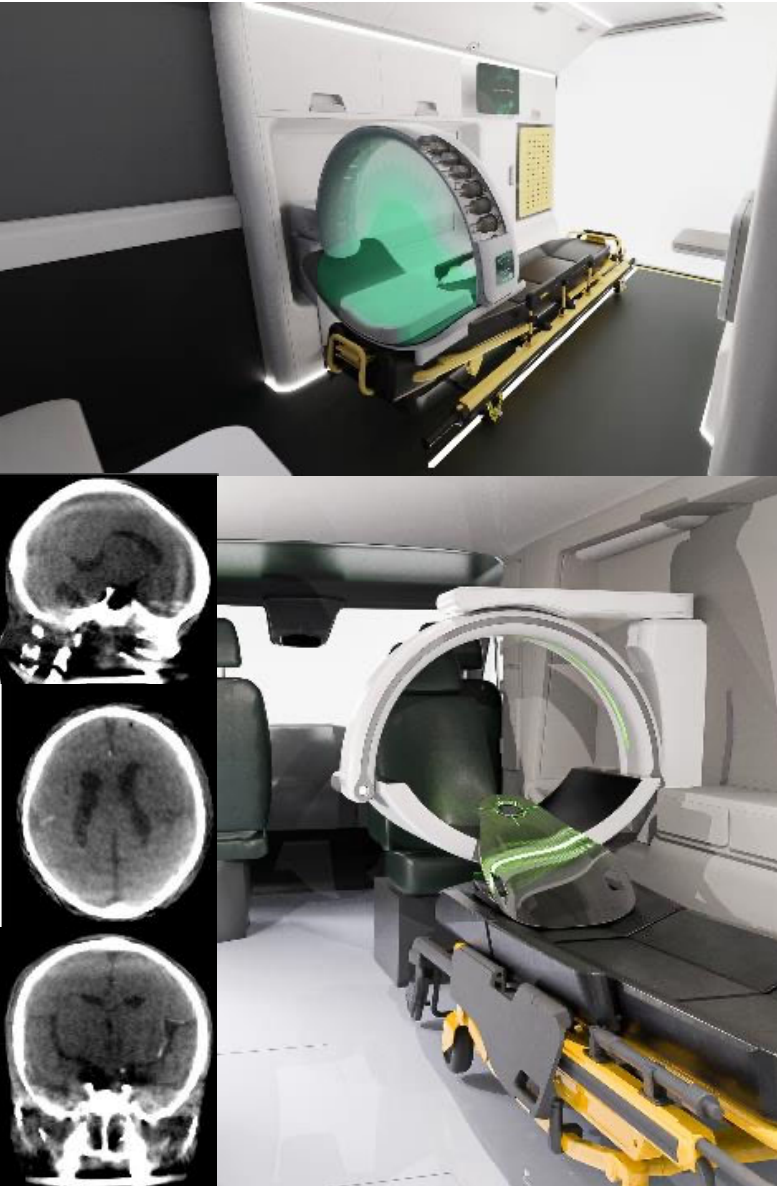


Illustrations provided by Monash University Design Health Collab Collection.

# DHS CHECKPOINTS PROJECT

The DHS Checkpoints contract extension marks the next stage in full commercialisation





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## BRAIN CT

Taking stroke diagnosis from the hospital to the ambulance

### Saving lives with stroke diagnosis in any ambulance

- Mobile – 70kg unit suitable for all road and air ambulances
- Accurate – 8 second scan for 3D imaging down to 0.5ml blood
- Enabler – Life saving response time
- Economical – improved patient outcomes reduces burden on healthcare system

### \$8m funding pathway to regulatory approvals

- A\$8m partnership with the Australian Stroke Alliance
- Johns Hopkins Hospital and Fujifilm technical partners
- Design and test images prove concept

### Growing global awareness

- 13.5 million strokes a year, 65% of survivors experience major disability
- Value proposition proven by current ultra large mobile stroke units
- MOUs with two European emergency services organisations

\$8m

MRFF funding

100k

Ambulances  
US + EU

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DRIVING COMMERCIAL SUCCESS

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Building a business not just a technology

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# OUR STRATEGY

Creating a profitable business with our world class technology

01

## Commercial skills - Commercially driven

Building commercial skills - prioritising commercial outcomes in all decision making. Building a business not just a technology

02

## Sweat the asset - Leverage our technology

Created significant value in our current unique technology – actively exploring ways to monetise this investment

03

## Target larger and less competitive markets

Focusing on products in larger markets with limited competition – greater upside and margin opportunities

06

## Create recurring revenue streams

New sales model to pivot from CAPEX only products – software, upgrades, servicing

05

## Commercialise through effective partnerships

Reduce risk and cost by leveraging existing infrastructure of partners - capturing large addressable markets in Checkpoints and Brain CT

04

## De-risk the business - Reduce the cost base

Scaling costs to match commercial progress. Minimising unfunded development expenditure



# PARTNERS FOR GROWTH

De-risking development and unlocking value from our Technology

## Development Partner

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### Checkpoints - \$28m funding

Transform the passenger security experience in US airports

## Development Partner

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### Brain CT - \$8m funding

Taking stroke diagnosis from the hospital to the ambulance

## Licensing Partner

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### Multibeam Emitters - \$15m

Licence Micro-X's proprietary technology in multi-beam x-ray tubes



Licensing technology

New revenue from licensing core technology and selling imaging components  
– *The Intel inside strategy*

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Leading technology



Multiple applications







Validated

# REVENUE TIMELINE

Commercialising four revenue generating product lines by 2026

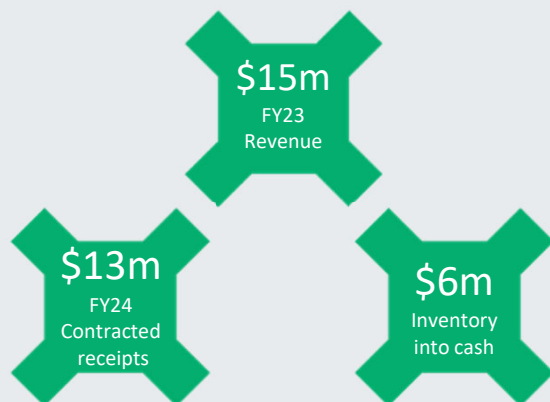


Division	Sector	Products	Commercial Status	Revenue Timeline				Next major milestone
				2023	2024	2025	2026	
Mobile DR	Healthcare	 Rover / Rover Plus	<b>\$3.8m Revenue – FY23</b> FDA and TGA 350+ units sold to date	CE Mark Sales in Europe				Sales in Europe
Argus X-Ray Camera	Security & Defence	 Argus	<b>Customer trials</b> Launching 2023	Completing development – transfer to manufacturing	First Sales			<b>First sales</b> Marquee organisations
Checkpoints	Security & Airports	 Checkpoint Portal    Baggage Scanner	<b>Design accepted</b> Up to \$28m DHS contract through to live testing	Checkpoint Portal Up to A\$21m Contract Extension –	Baggage Scanner – TSA lab testing  Checkpoint Portal – TSA lab testing	First scanner sales  Checkpoint Portal – Build 6 module lane	Live US Airport testing	<b>Baggage scanner prototype</b> Delivered to TSA for testing
Brain CT	Healthcare	 Brain CT Scanner	<b>Design Accepted</b> \$8m MRFF funding through to regulatory approval	Brain images using prototype test bench	Imaging trials with ASA	Regulatory submission	Regulatory approval	<b>Brain CT prototype</b> Delivered to ASA for testing

# CORPORATE & FINANCIALS

## Committed cash inflows

- \$8.9m committed Dec 23 & March 24 Quarters



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## FINANCIALS & SHAREHOLDERS

Cash ~A\$1.3m (30 September 2023)  
+ \$7.2m received October 2023

Revenue A\$15.0m (FY2023) **+67%**

Institutions + Strategic Investors Perennial (10.2%), Varex (9.9%), Acorn (8.8%), Thorney (5.1%)

Board & related parties 5.0%

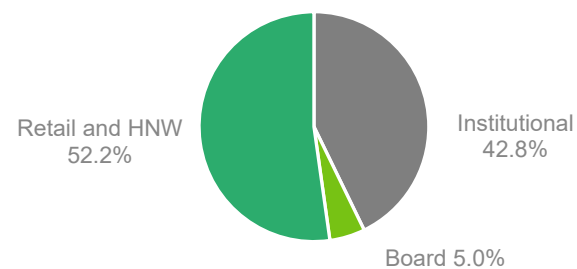
## SHARE CAPITAL (28 November 2023)

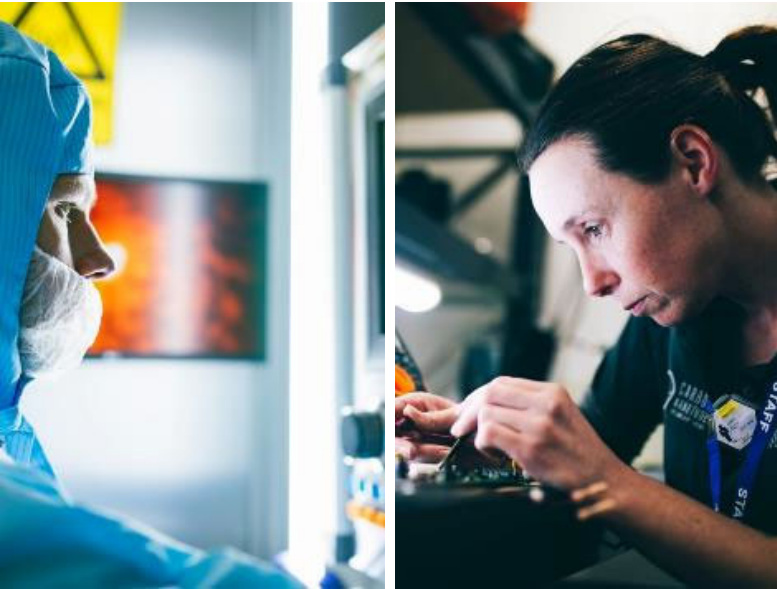
Share price \$0.12 per share

Total shares on issue 518.1 million

Options & performance rights 28.6 million

Market cap A\$62.2m





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## SUMMARY

Pioneers in carbon nanotube x-ray technology

### Creating revolutionary imaging to better lives

- Pioneers in proprietary carbon nanotube X-ray technology – Nano Electronic X-ray (NEX)
- Innovative product portfolio spanning healthcare and security applications

### Platform technology underpinned by development capabilities

- Manufactured and sold over 350 Mobile Digital Radiology units – FDA, CE Mark and TGA certifications
- World leading engineering, design and software team - track record of complex programmes

### Vertically integrated design and production facility

- R&D, production and corporate headquarters in Adelaide, South Australia
- Growing technical and software team in Seattle, USA

### Partnerships to fund development and commercialisation

- Industry Partnerships - US Department of Homeland Security (\$28m) and Australian Stroke Alliance (\$8m)
- Strategic Partnership - Investment and licensing to Varex (\$15m) – world's largest supplier of X-ray components

### Growing revenue base and market opportunities

- \$15m revenues in FY2023 – realigned cost base and strategies to drive commercial outcomes
- Near term launch of Argus X-ray camera for global bomb disposal market
- Airport check point and scanner products – funded through live airport trials within 36 months