nanosonics

Infection prevention. For life.

FY26 Investor Presentation

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nanosonics

Protecting 31 million patients every year

Nanosonics develops transformative technologies in medical device reprocessing to improve patient safety and deliver better health outcomes.

Solid revenue and earnings growth at constant currency

REPORTED REVENUE	**REVENUE AT CONSTANT CURRENCY[1] (CC)**
$203.9M ^ 3% on pcp	**$211.5M** ^ 6% CC
GROSS PROFIT %	**GROSS PROFIT % AT CC**
76.9% ˅ 1.3 pts on pcp	**77.6%** ˅ 0.6 pts on pcp
OPERATING EXPENSES	**OPERATING EXPENSES AT CC**
$141.4M ^ 2% on pcp	**$143.9M** ^ 4% CC
EBIT	**EBIT AT CC**
$16.0M ˅ 10% on pcp	**$21.6M** ^ 21% CC

1. Constant currency removes the impact of foreign exchange rate movements to facilitate comparison of operational performance. Refer to note in Appendix.

Core trophon-only business profitability growing strongly

Generating cash and funding next platform growth.

Sustained EBIT growth and high-quality cash conversion in the trophon-only business demonstrates durability and provides self-funded capacity for the next phase of growth.

EBIT	EBIT in CC
$50.6M	$56.5M
^ 5% on pcp	^ 16% CC

FY26 delivery sets up next phase of growth

Milestones met across trophon leadership, CORIS launch readiness and operational expansion

Advancing trophon leadership

trophon3 and trophon2 *Plus* launched, with adoption accelerating in H2.

Global cumulative installed base[1] grew to 39,230.

North American upgrades up 32%, with further 8,000 EPR device upgrade opportunity.

CORIS moving to launch

Regulatory clearance across UK, Europe and Australia.

First US FDA 510(k) approved for expanded scope indications, second submitted.

Commercial launch to start in H1 FY27.

Scaling operations for growth

US consumables manufacturing established.

Dedicated CORIS manufacturing line established in Australia.

New HQ and manufacturing laboratories registered, move planned for Q3 FY27.

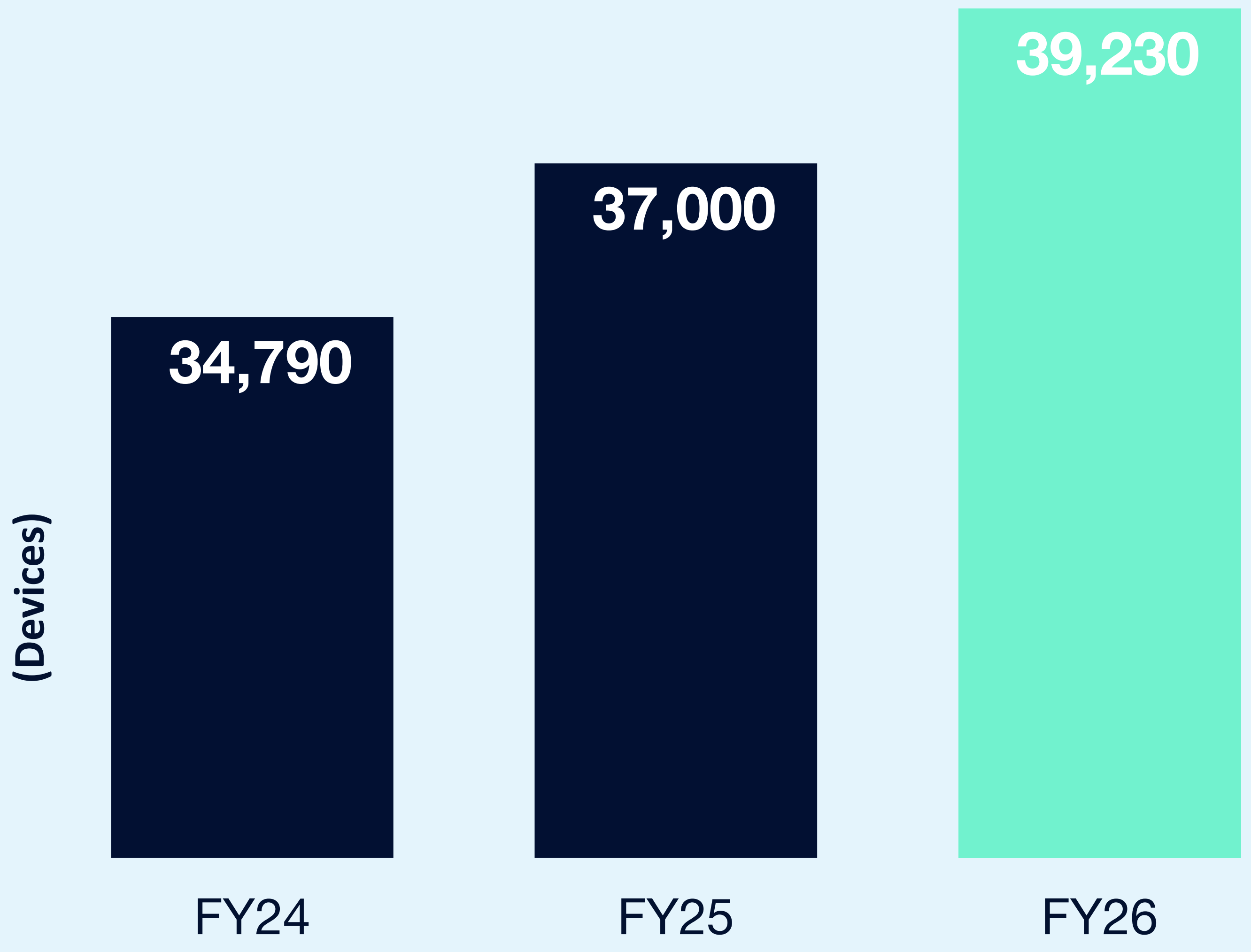
Digital capability expansion to support connectivity strategy.

1. Cumulative sales of new installed base units.

Installed base expands and upgrades accelerate

Cumulative Installed Base

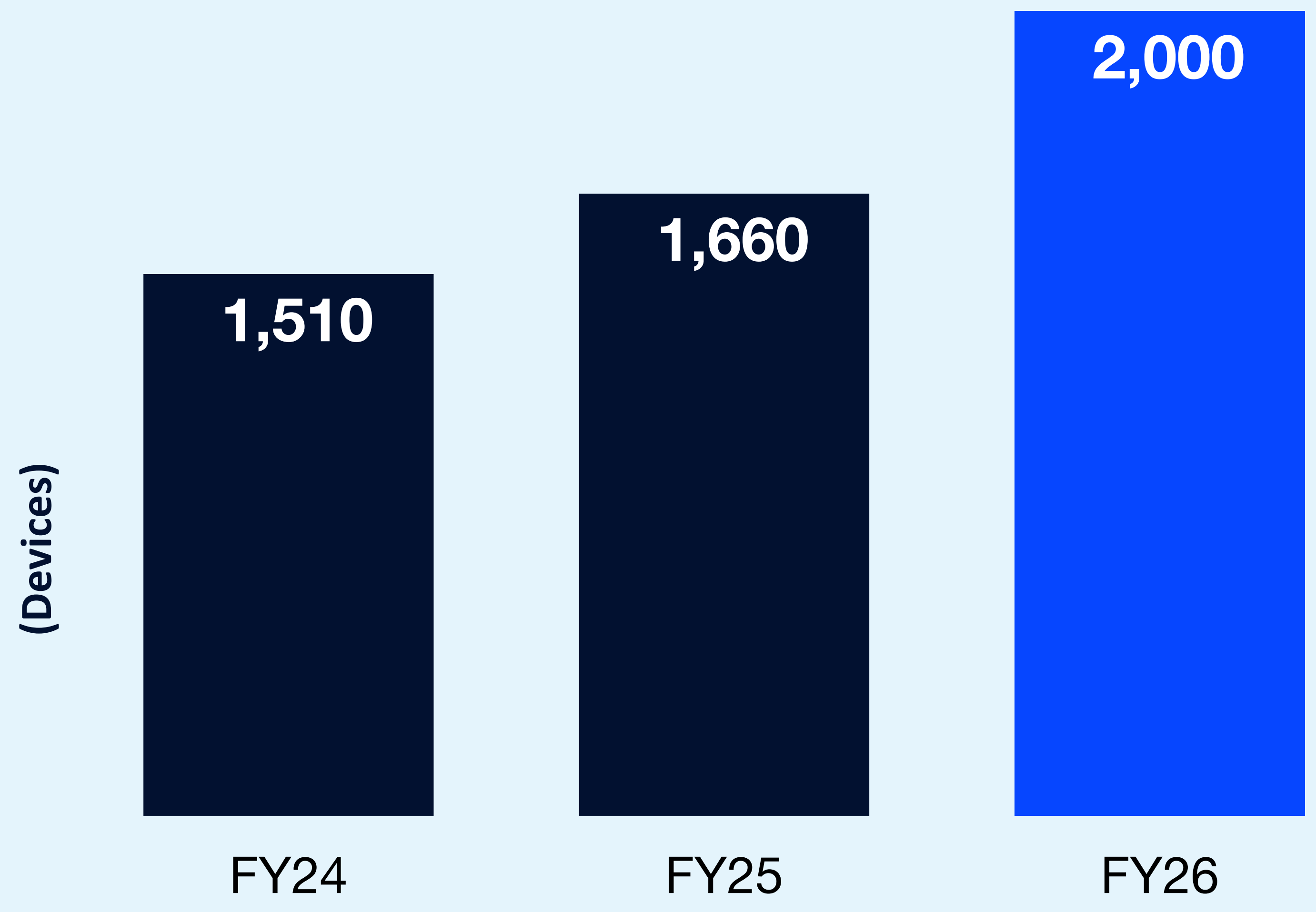
6% growth on pcp



- 2,230 new installed base
- 6% growth to 39,230 devices

Upgrades

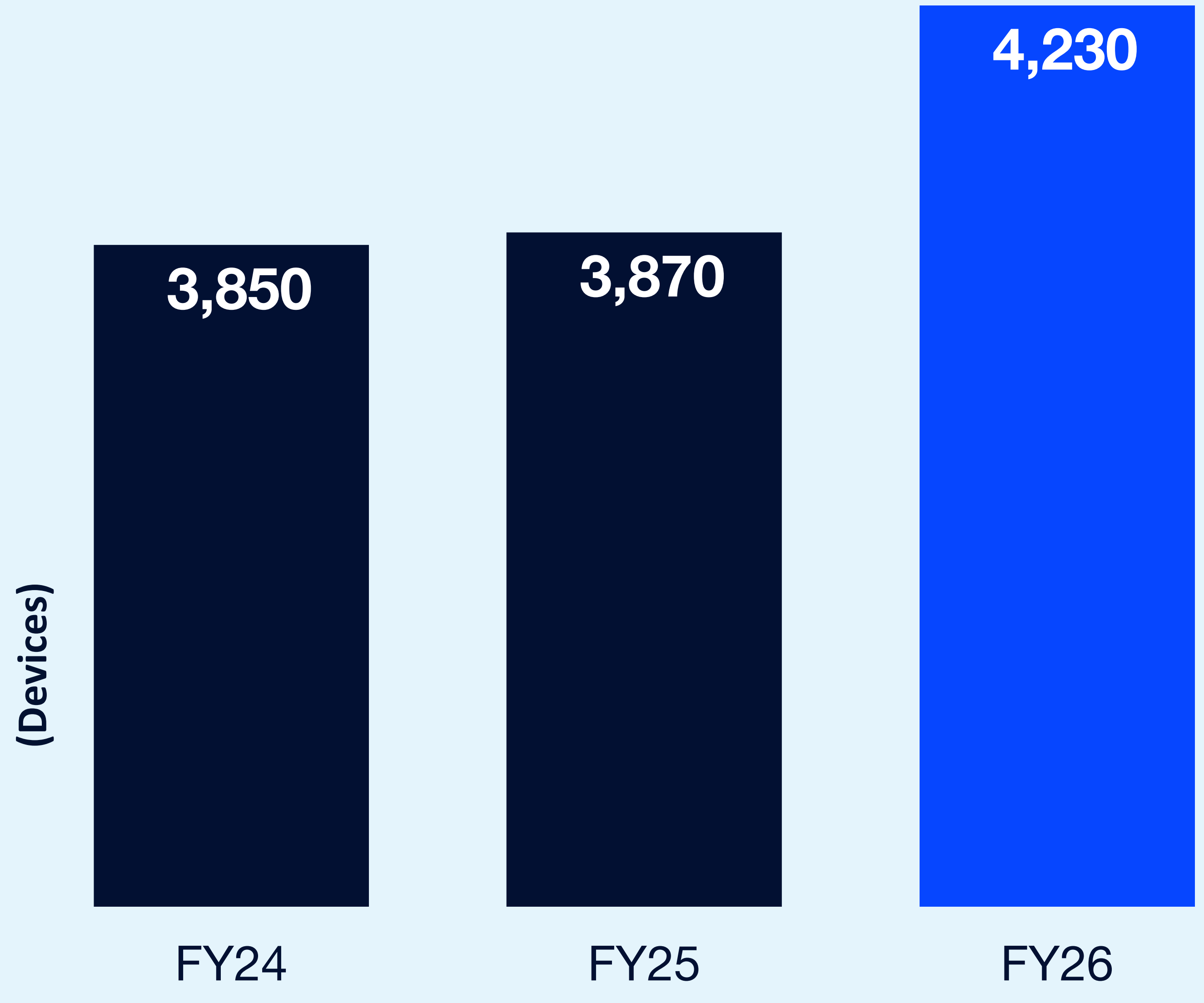
20% growth on pcp



- 2,000 upgrade units, 20% growth on pcp
- Record North America upgrades, up 32% with 1,980 upgrades placed

Total unit placements

9% growth on pcp



- 4,230 total trophon units placed, up 9%.
- Strongest annual placements in three years

Graphs are not to scale and therefore not comparable.

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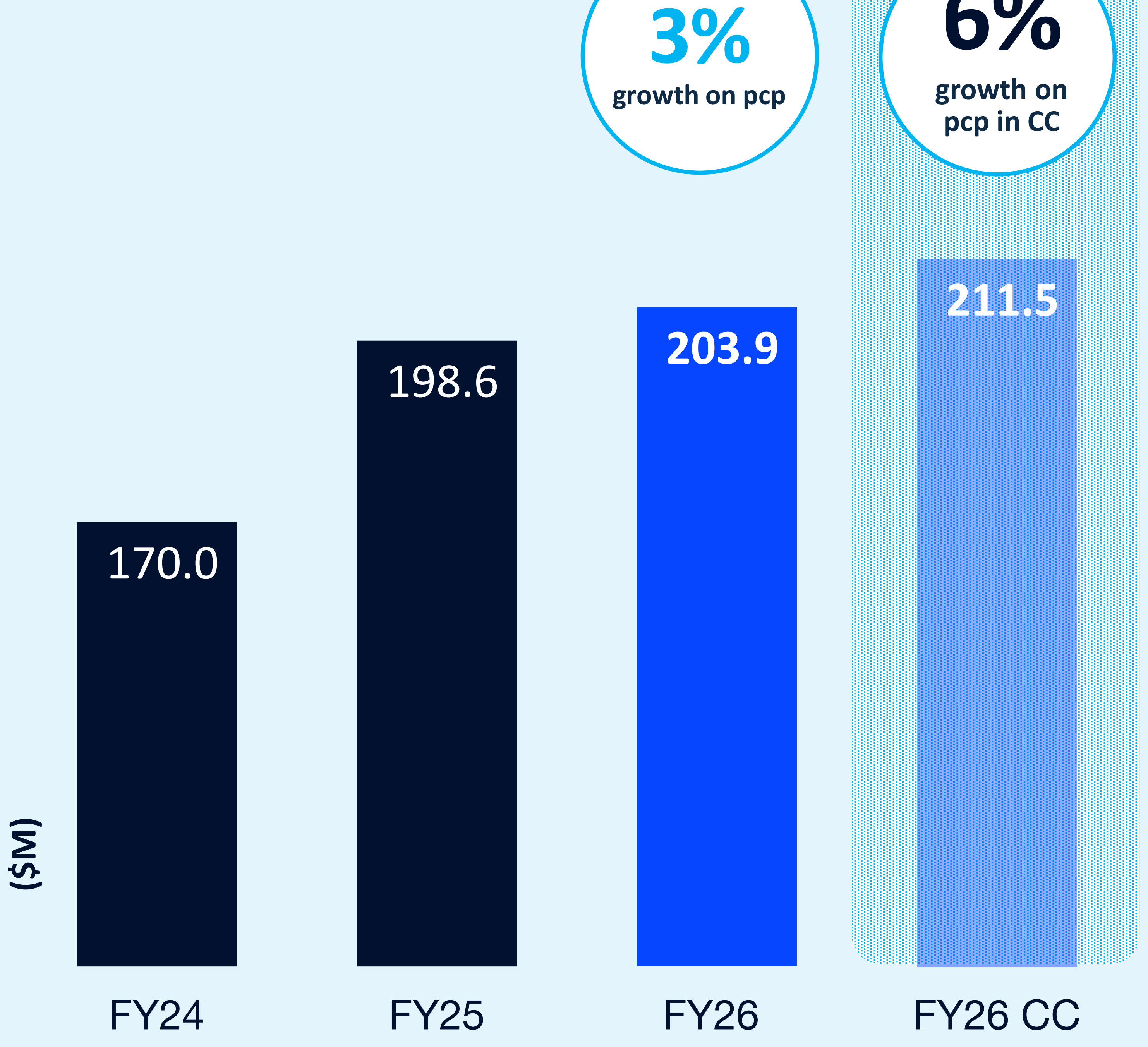
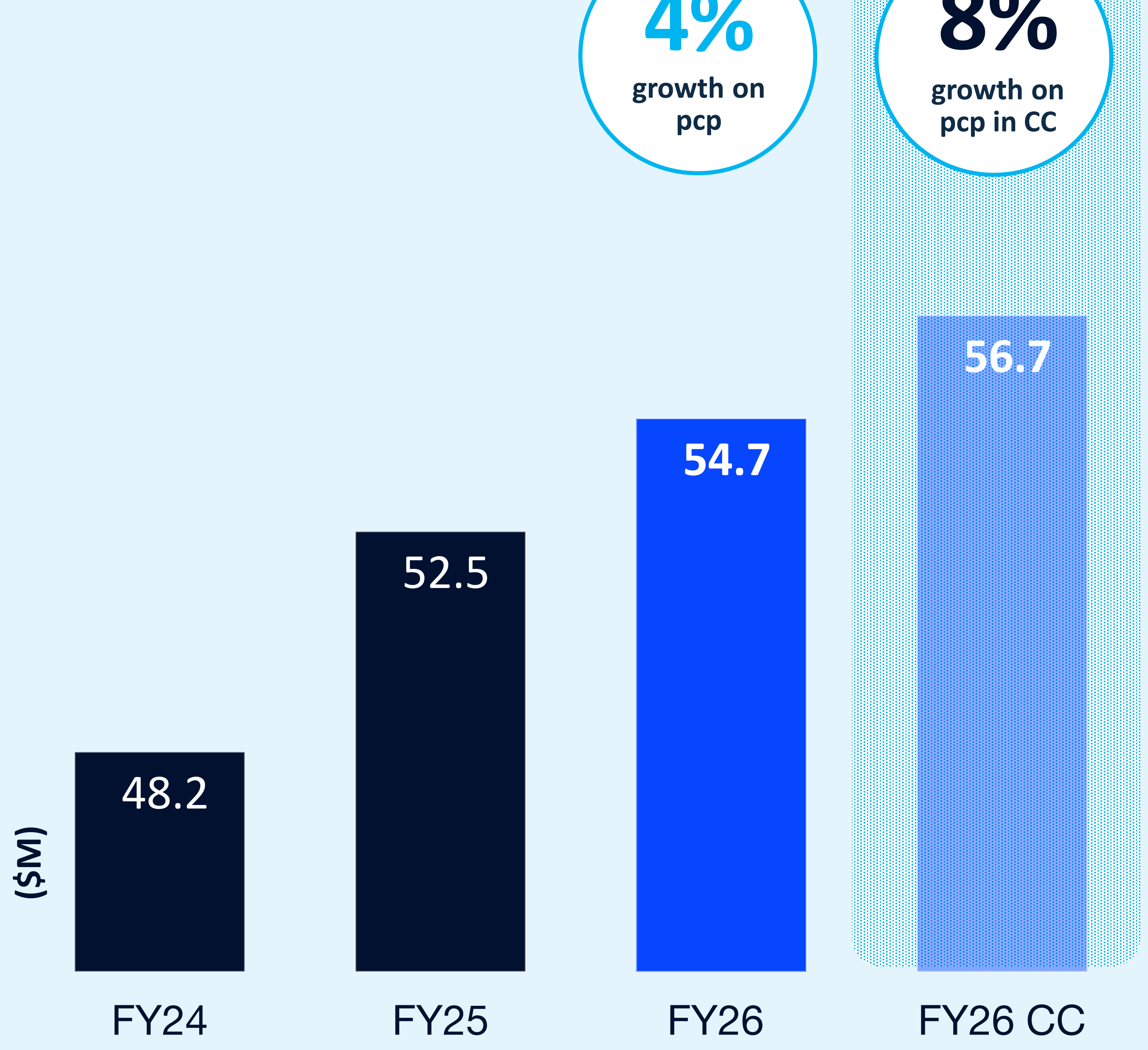
Growth across both Capital and Recurring revenue

Total Revenue



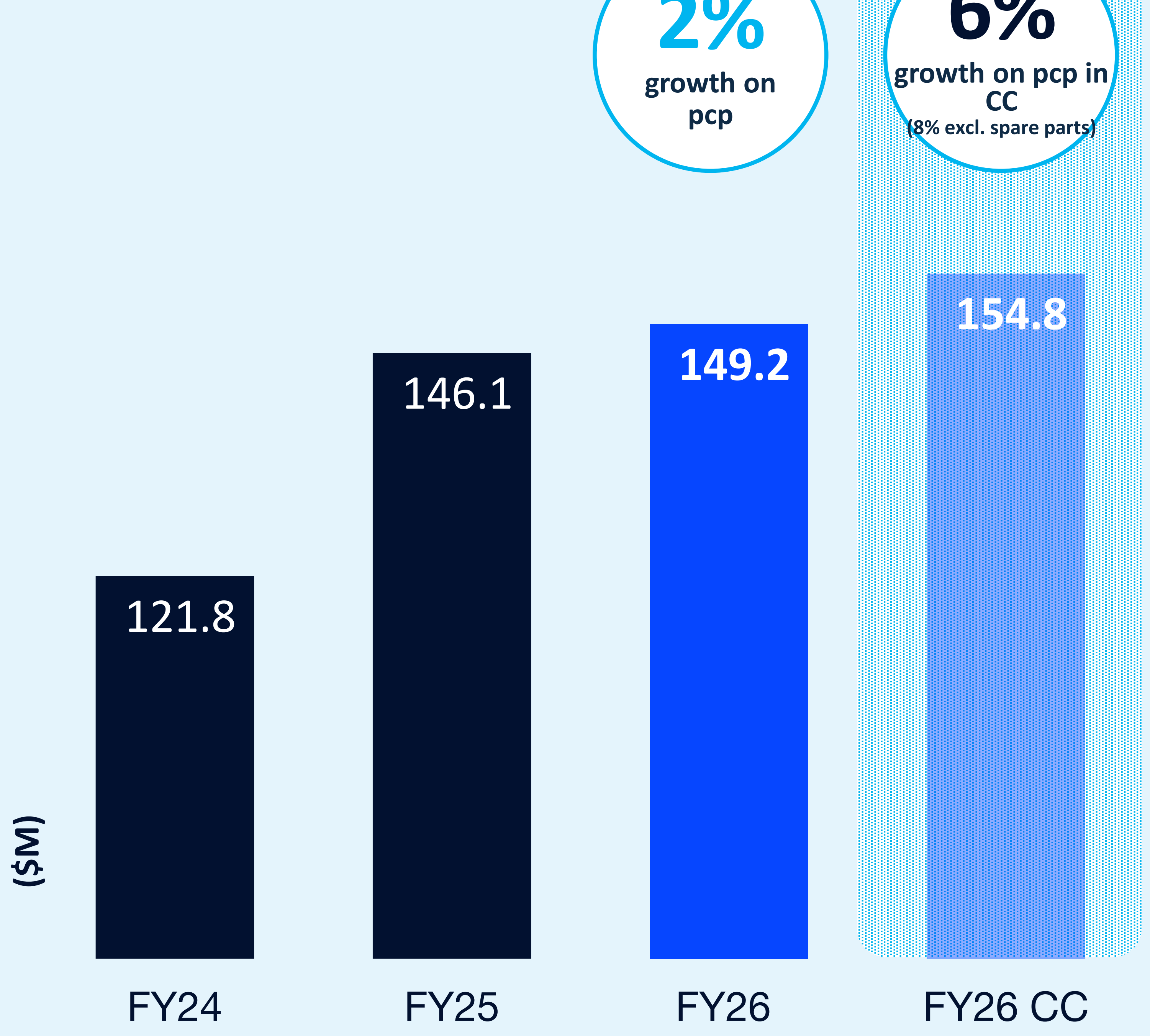
- At constant currency, Revenue of $211.5M, up 6% delivering solid performance.
- Reported Revenue of $203.9 million, up 3%, reflecting the strengthening of AUD during FY26.

Capital Revenue



- At constant currency, Capital Revenue of $56.7 million, up 8% (Reported up 4% to $54.7 million).
- Growth driven by strong total device placements.
- Pricing strengthened through H2 as trophon3 took a larger share of sales.

Recurring Revenue



- At constant currency, Recurring Revenue was $154.8 million, up 6% (Reported up 2% to $149.2 million).
- Growth across core consumables, ecosystem products and service.
- As expected, spare parts continue to reduce as customers upgrade to newer trophon systems.
- In constant currency, Recurring Revenue excluding spare parts (known as Annuity Revenue) was $147.1 million, up 8%.

Graphs are not to scale and therefore not comparable.

Now entering a defining period of long-term growth with second transformational platform

Leveraging trophon strengths to build the CORIS business.

THE CORIS SYSTEM

Transformation potential

Strong fundamentals of adoption, with regulatory clearance secured across the UK, Europe and Australia.

Phased commercial launch across all regions starting in H1 FY27.

Proven trophon foundations support CORIS commercialisation

TROPHON

Market leading technology, delivering profitability and cash generation.

39,230 devices installed and $154.8 million of Recurring Revenue at CC.

Commercial reach
Established sales and service infrastructure, and deep customer relationships.

Supply and scale
Manufacturing and logistics expertise, with consumables production established in the US.

Proven commercial model
Multiple recurring revenue streams and purchase model flexibility.

FY26
Financial Results

A year of constant currency earnings growth, disciplined investment and capital returns

- **EBIT growth of 21% in constant currency** with solid Revenue growth and disciplined operating expense performance.
- Continuing **operational leverage gains in the trophon-only** business.
- Investing in the future **growth engine of CORIS.**
- **$20 million returned** to shareholders with $40 million planned in FY27.

Disciplined execution delivering increased EBIT in constant currency

- Reported Revenue of **$203.9 million, up 3%.**
- **Revenue was up 6% at CC**, reflecting solid growth across both Capital and Recurring Revenue.
- **Gross profit of 76.9%,** was in line with company expectations **moderating by 0.6ppts due to product mix** and 0.7ppts due to a stronger AUD vs USD in FY26. FY26 tariffs of $0.6 million, broadly flat on FY25 ($0.5 million).
- **Operating expenses of $141.4 million,** up 2% or **4% at CC**, reflecting **disciplined cost control** while continuing to invest in CORIS
- R&D as a percentage of sales easing from 17% in FY25 to 16% in FY26.
- **EBIT of $16.0 million**, down 10% on pcp, or **up 21% at CC.**
- **Operating income before income tax of $20.1 million**, down 10% on pcp, or **up 15% at CC**.
- **Profit after income tax of $17.8 million**, down 14% on pcp, or up 13% at CC, with the effective tax rate increasing from 7% in FY25 to 11% in FY26.

Profit & Loss

$ millions	FY26 Reported	FY25 Reported	% growth Reported	% growth at CC[1]
Capital revenue	**54.7**	52.5	4%	8%
Recurring revenue	**149.2**	146.1	2%	6%
Total revenue	**203.9**	**198.6**	3%	6%
Gross profit	**156.8**	**155.4**	1%	6%
Gross profit %	***76.9%***	*78.2%*	-1.3ppts	-0.6pts
Operating expenses				
Selling, general and administration	**109.6**	104.0	5%	
Research and development	**31.8**	34.7	-8%	
Total Operating expenses	**141.4**	**138.7**	2%	4%
Operating margin	**15.4**	**16.7**	-8%	21%
Other income	**1.5**	1.3	16%	
Other gains/(losses)-net	**(0.9)**	(0.1)	nm*	
Earnings before interest and tax	**16.0**	**17.8**	-10%	21%
Finance income-net	**4.1**	4.5	-8%	
Operating income before income tax	**20.1**	**22.3**	-10%	15%
Income tax expense	**(2.3)**	(1.6)		
Profit after income tax	**17.8**	**20.7**	-14%	13%

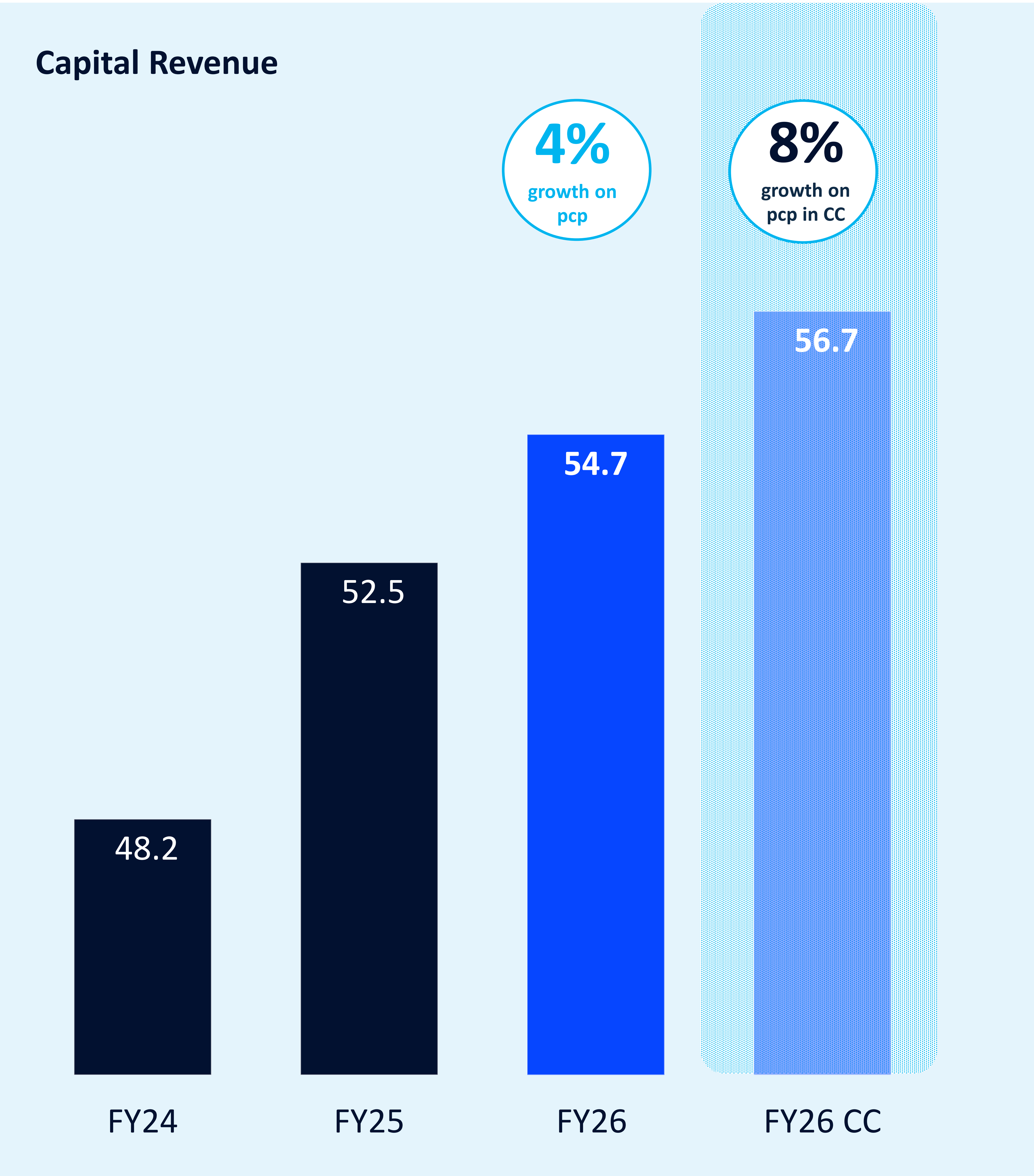
*nm = not meaningful comparison

1. Constant currency removes the impact of foreign exchange rate movements to facilitate comparison of operational performance. The average exchange rate used for the Company's major foreign currency (USD) in FY25 was 0.65 and this exchange rate has been applied to US derived revenue reported today. Due to the strengthening of the AUD, the average USD foreign exchange rate for the full year FY26 was 0.68.

8% Capital Revenue growth in constant currency, led by record North American placements

Capital Revenue up 4% on pcp, or 8% in CC.

- **Growth driven by higher volumes**.
- **North America** remained the key growth driver, with **record placements**, including record upgrades.
- **Average selling price strengthened through H2** as trophon3 became a larger proportion of sales.
- **trophon2 *Plus* software upgrade contribution increase** in Q4 with strong momentum heading into FY27.



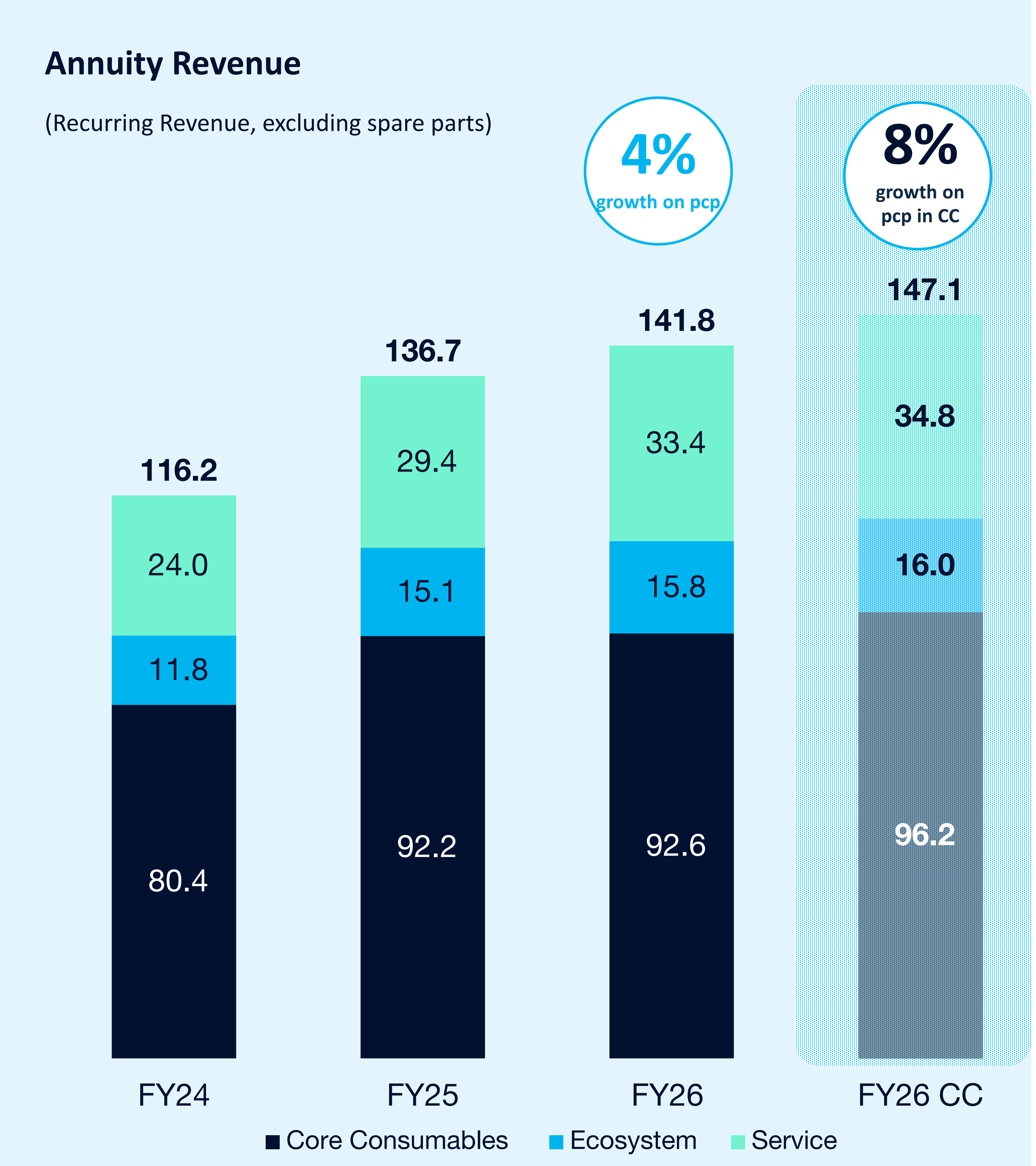
Graphs are not to scale and therefore not comparable.

8% Annuity Revenue[1] growth at constant currency demonstrating quality of the business model

Annuity Revenue grew 4% on pcp, or 8% at CC.

- **Core consumables**, flat on pcp, or up 4% at CC, with **North America growing 5% at CC.**
- **Ecosystem up 5% on pcp, or 6% at CC**, as customers adopt more of the trophon workflow.
- **Service revenue up 14% on pcp, or up 19% at CC**, reflecting continued **growth in customers taking up service offerings**.

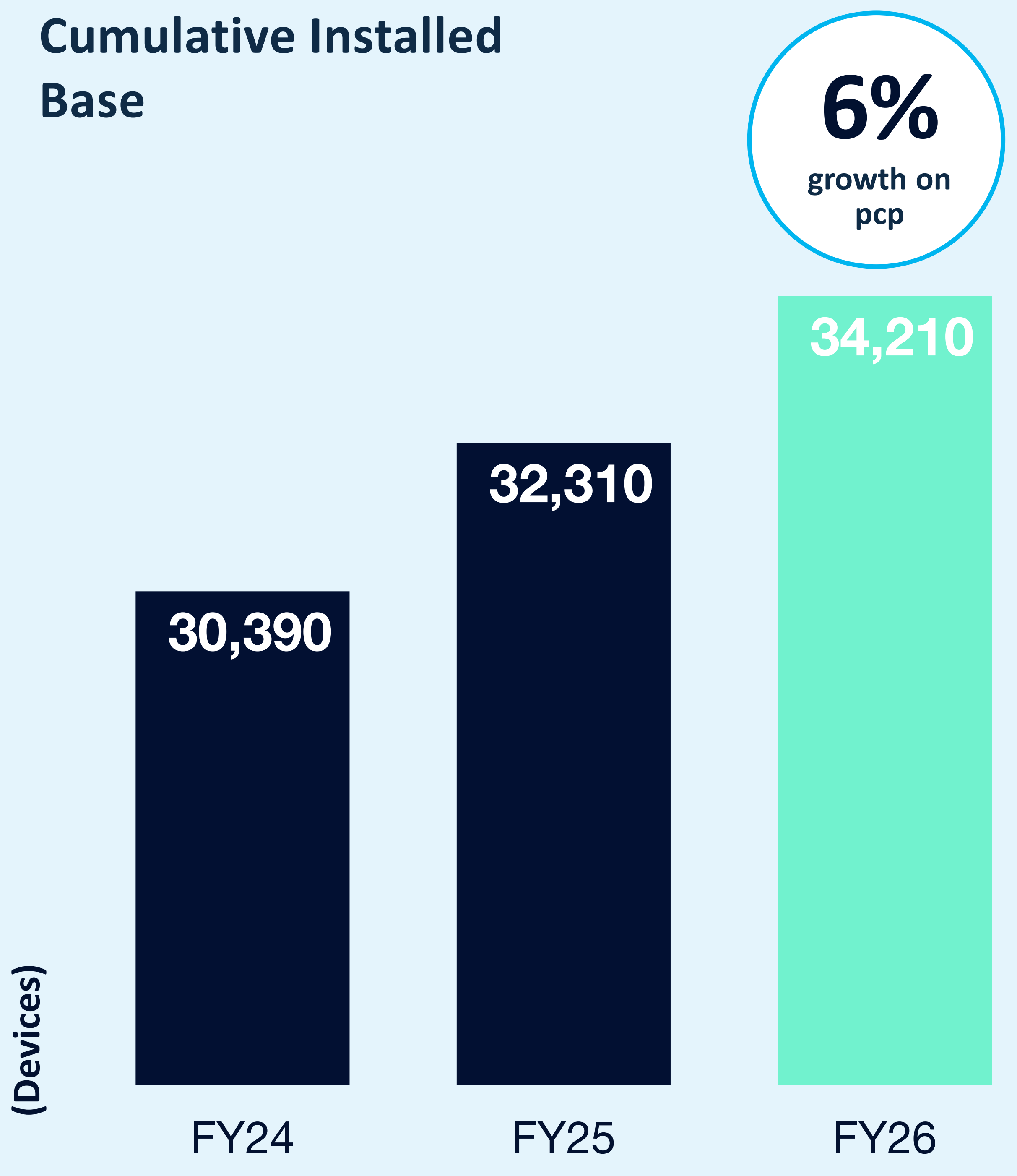
Note: Spares parts moderated 22% on pcp to $7.4 million (FY25: $9.5 million), down 19% in CC. The decline in spare parts is a positive signal of fleet modernisation as customers transition to newer generation trophon systems.



1. Annuity Revenue is Recurring Revenue excluding spare parts and was adopted in FY26 as a key corporate and STI metric.

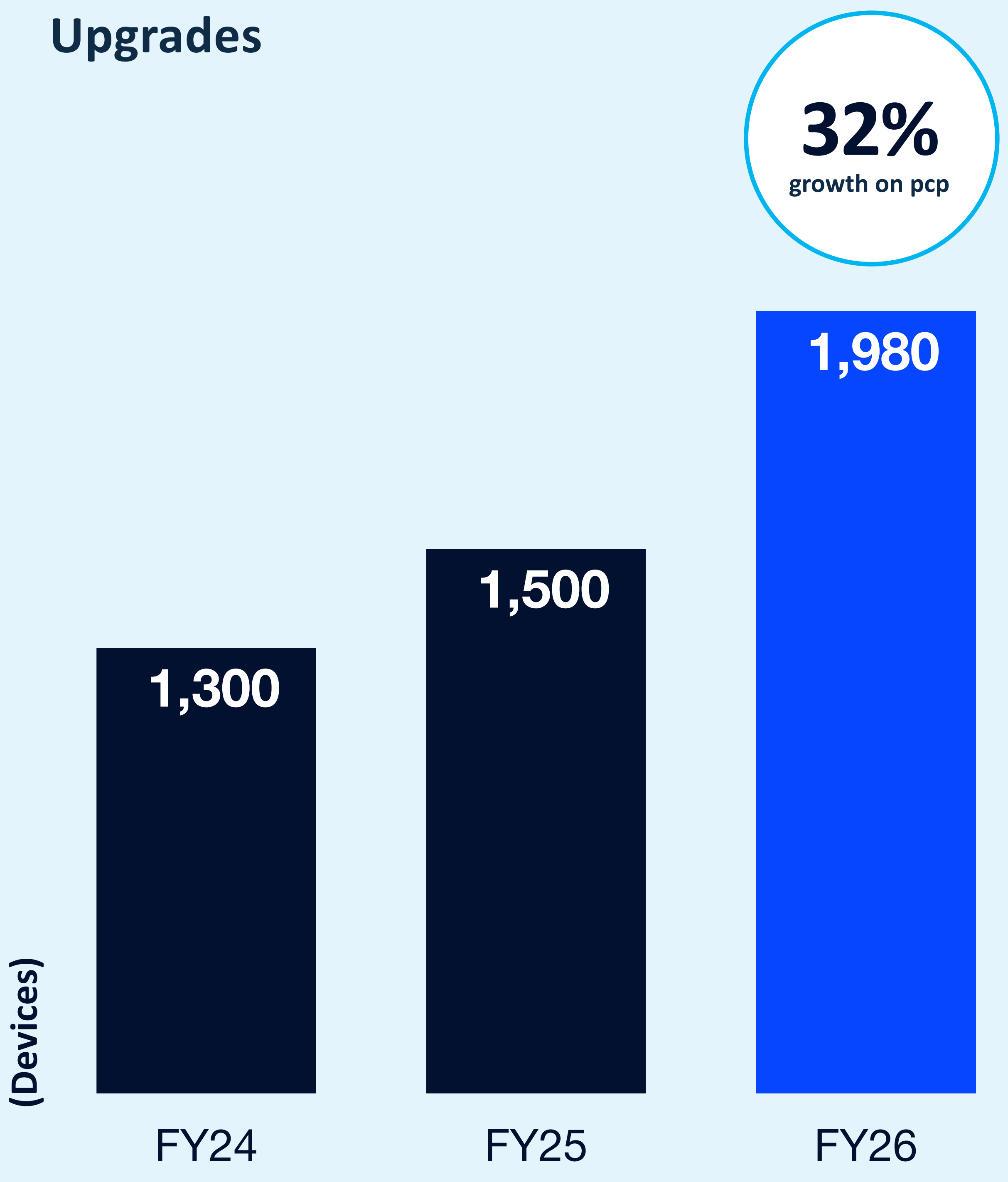
Record North American adoption, with upgrades up 32%

Cumulative Installed Base



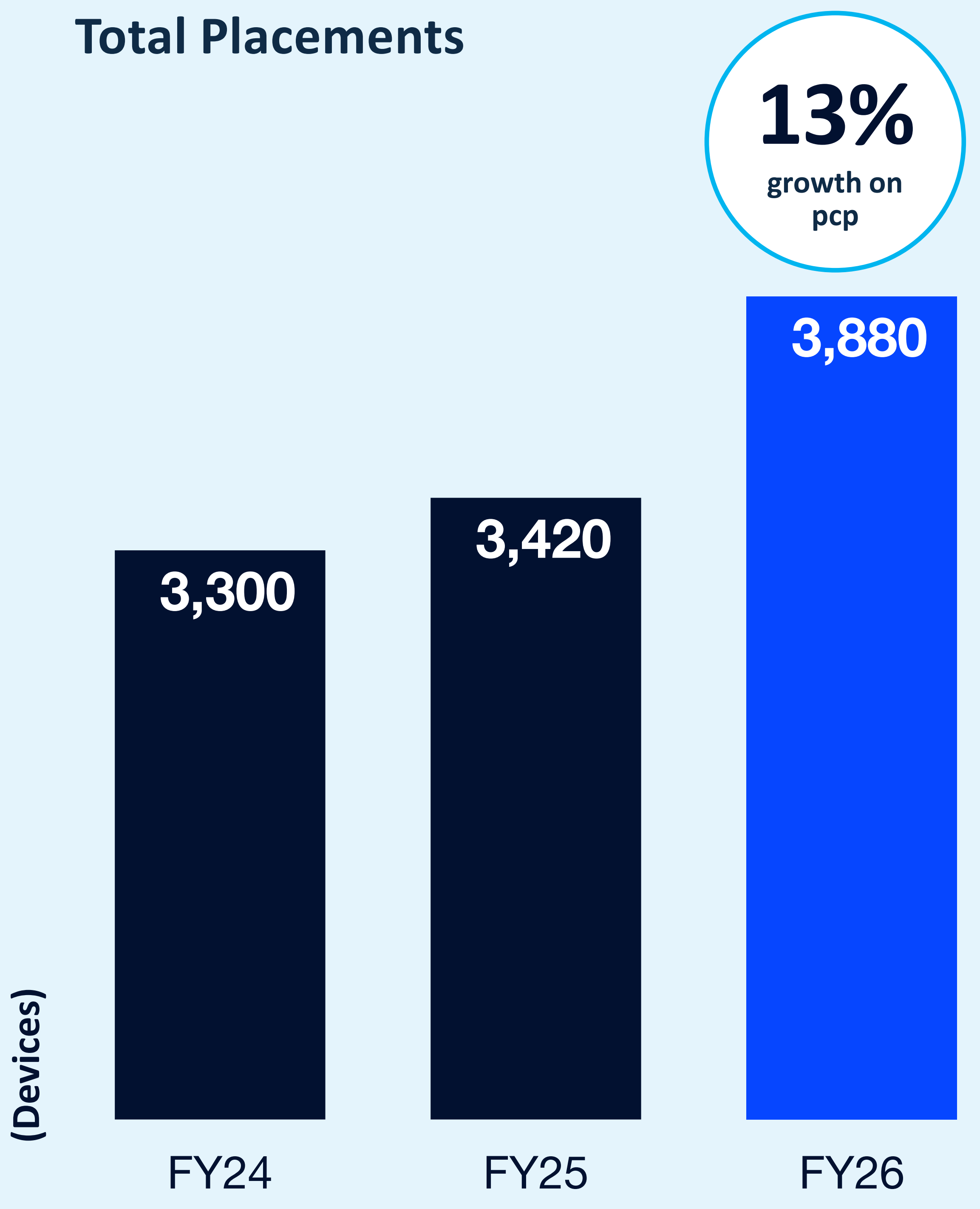
- Cumulative installed base has grown 6% to 34,210, expanding the Annuity Revenue foundation.
- 1,900 new installed base units added, comparable to FY25 (1,920).

Upgrades



- 1,980 upgrade units placed, up 32% on pcp.
- North America is the primary upgrade market, with approximately 8,000 original EPR devices conversion opportunity still remaining.

Total Placements



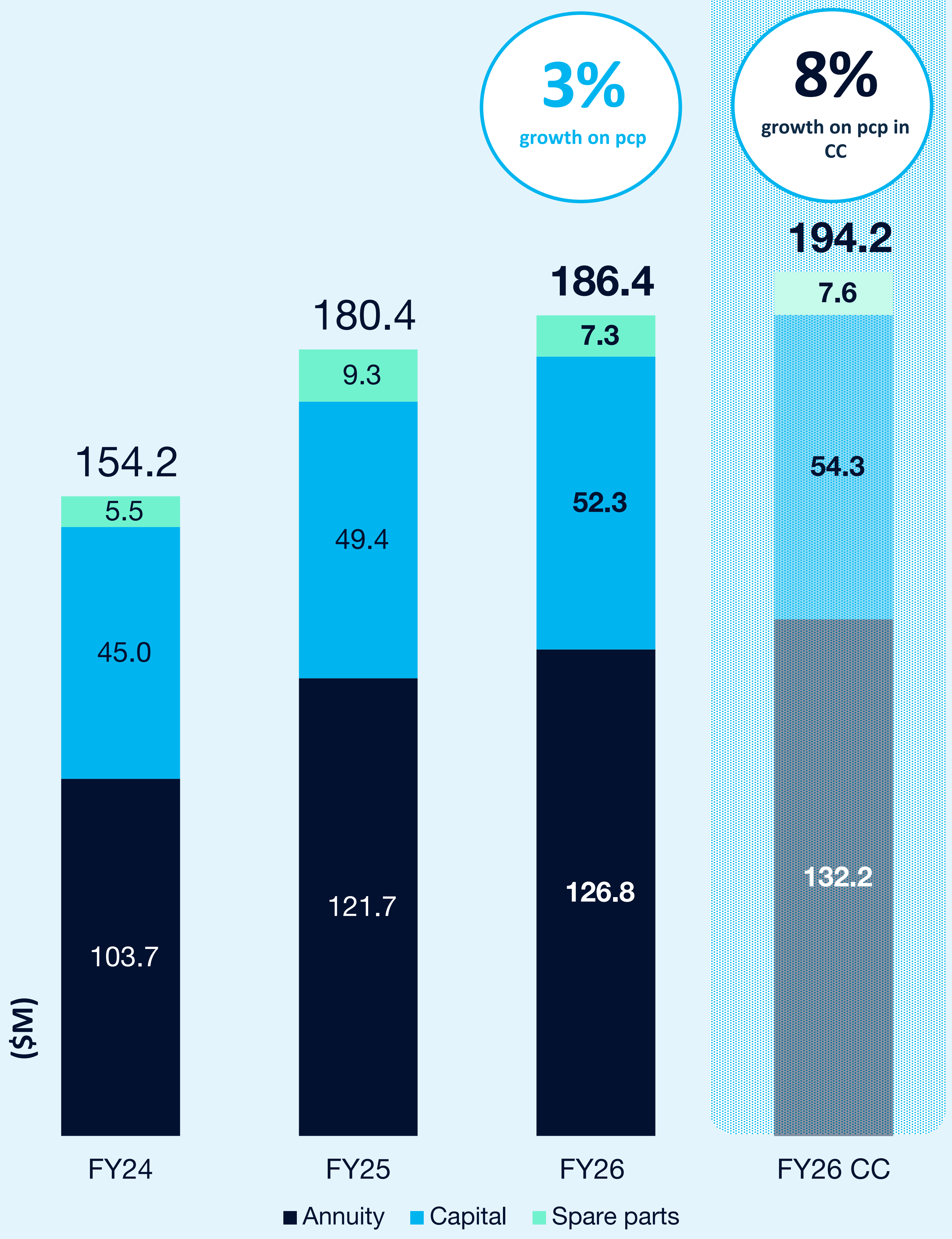
- Record annual total placements of 3,880 units, up 13% on pcp.

Graphs are not to scale and therefore not comparable.

8% North America Revenue growth in constant currency

Revenue

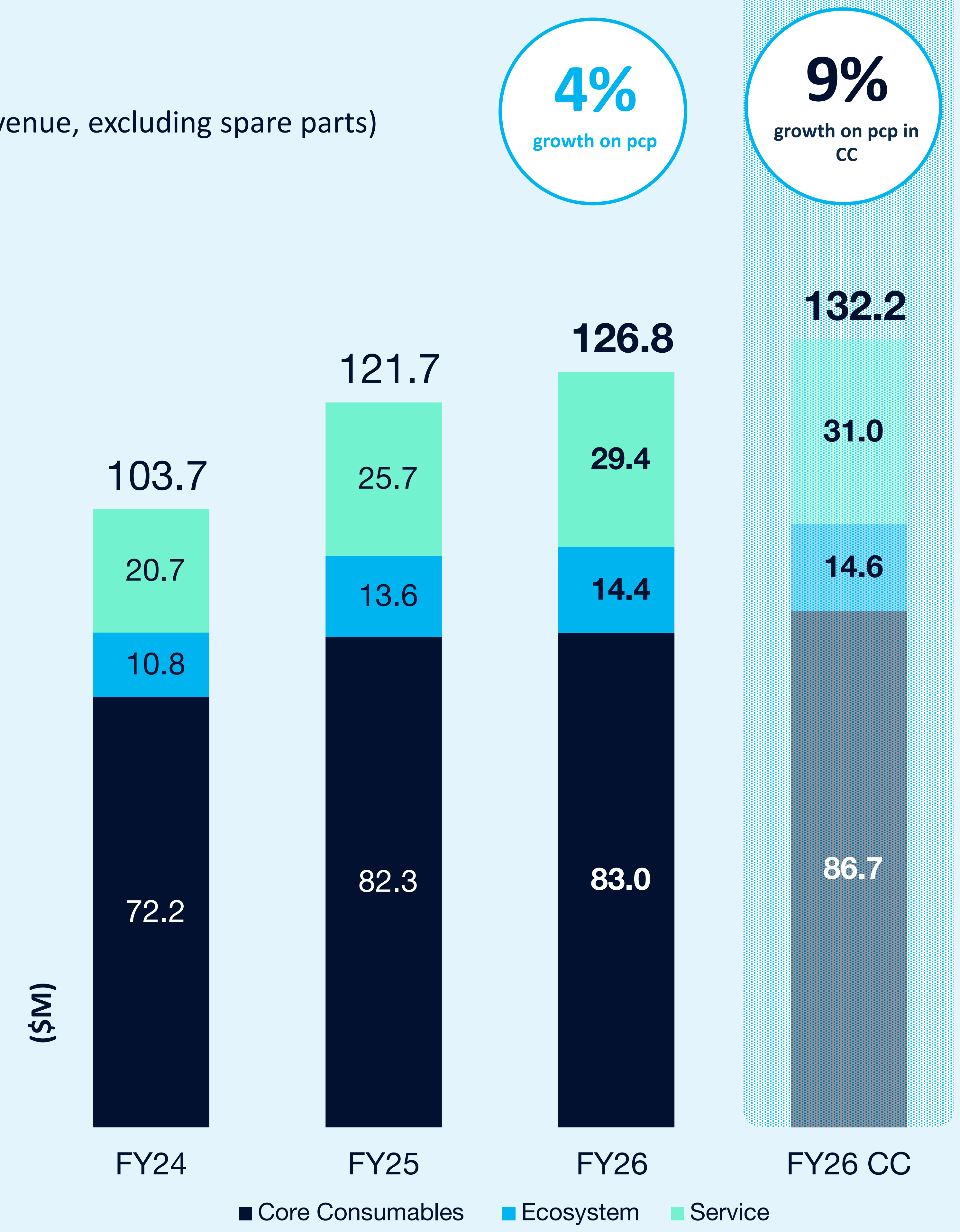
- $186.4 million in Reported Revenue, up 3%, or 8% growth at CC.
- $52.3 million in Capital Revenue, up 6%, or 10% at CC.
- Spare parts revenue was $7.3 million, down 21%, or down 18% in CC.



Annuity Revenue

(Annuity revenue = Recurring Revenue, excluding spare parts)

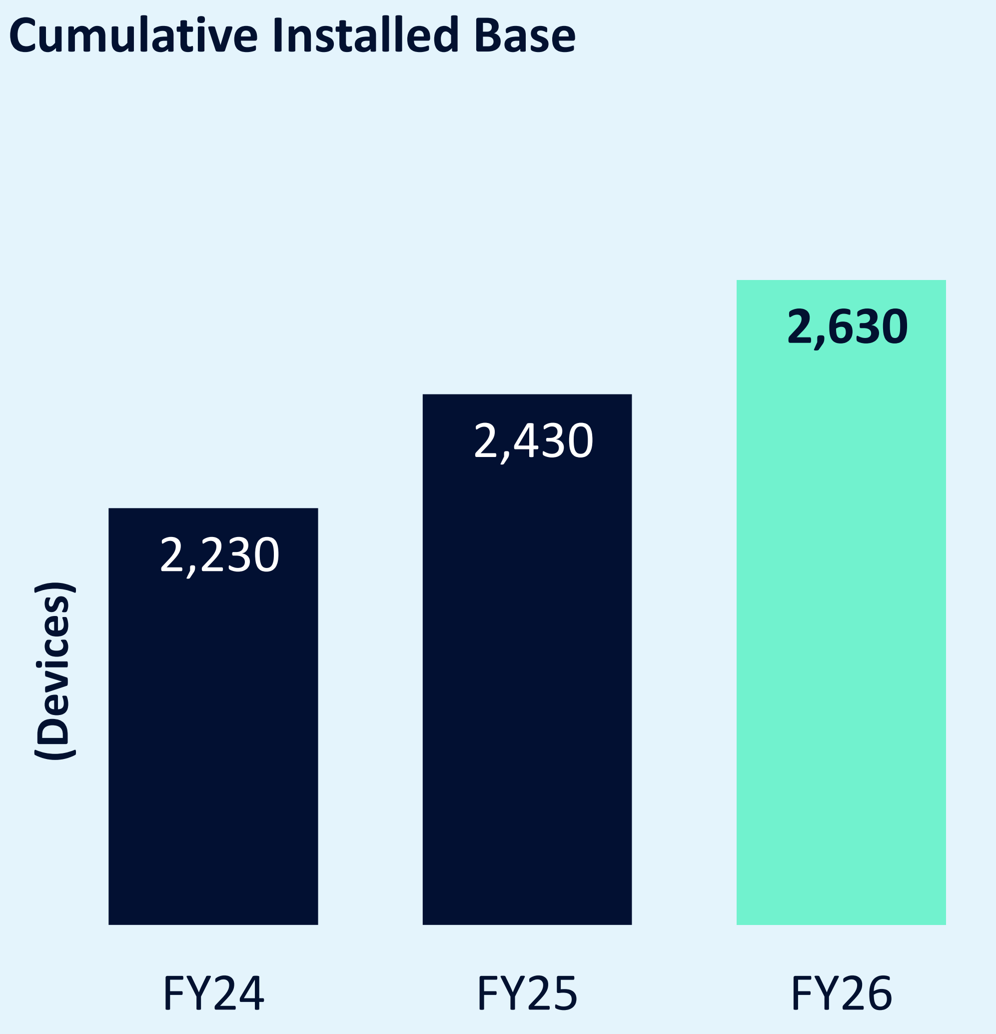
- $126.8 million in Annuity Revenue, up 4% on pcp, or 9% at CC.

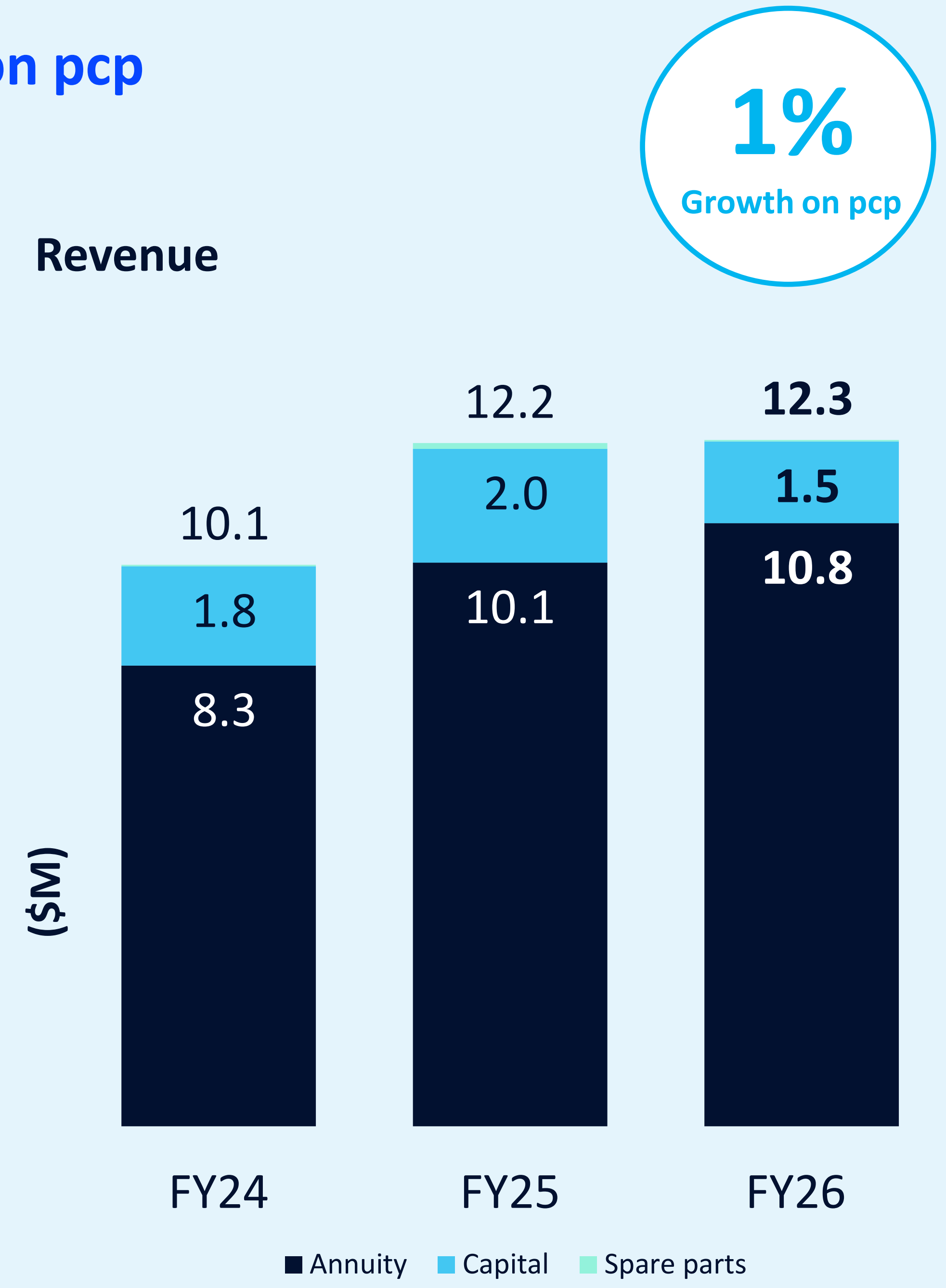


Graphs are not to scale and therefore not comparable.

Continuing cumulative installed base growth in EMEA & APAC

EMEA Cumulative Installed Base grows 8% on pcp

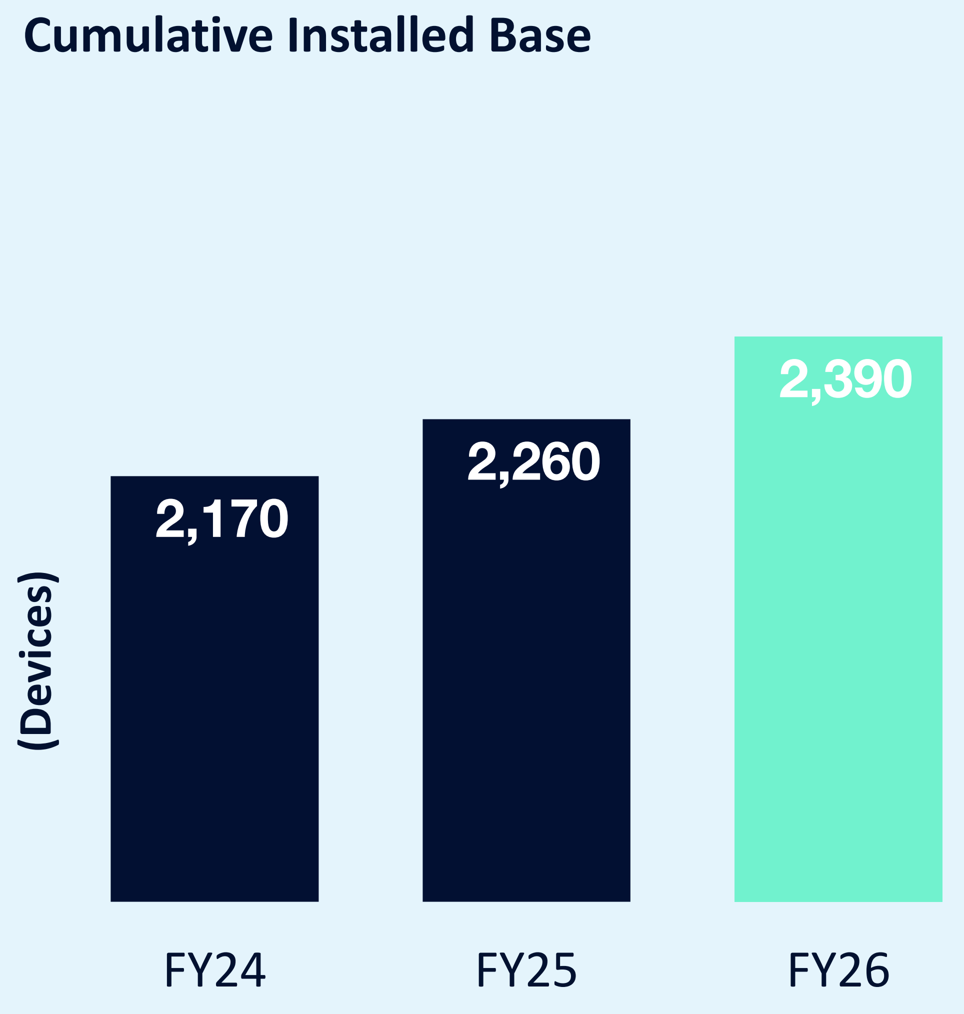


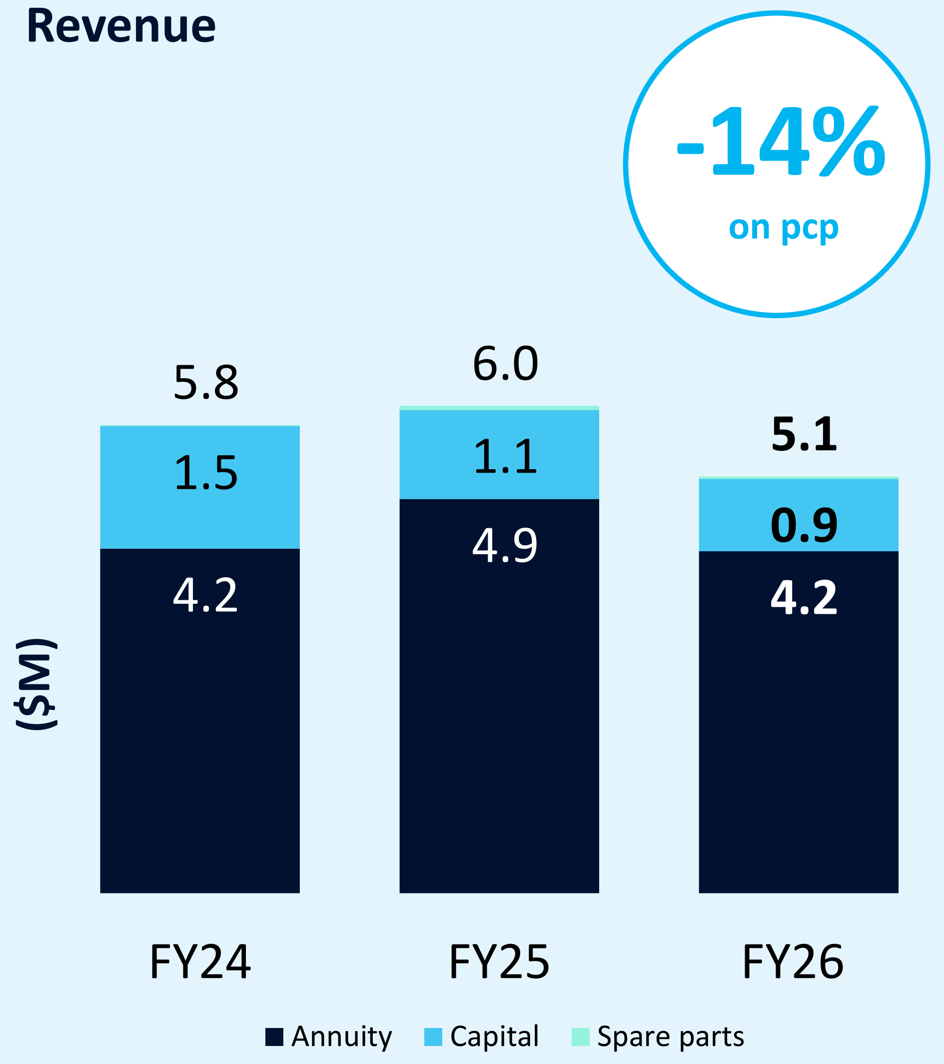


- Cumulative IB has grown 8% to 2,630 units.
- 200 new installed base, flat on pcp.
- Majority of original trophon EPR units are already upgraded.

- EMEA revenue $12.3M, up 1% on pcp, moderated 1% in CC.
- Annuity Revenue up 7% on pcp, or 6% up at CC.
- Capital Revenue moderation, reflects mix change to more MES purchase model[1] with no upfront capital component.

APAC Cumulative Installed Base grows 6% on pcp





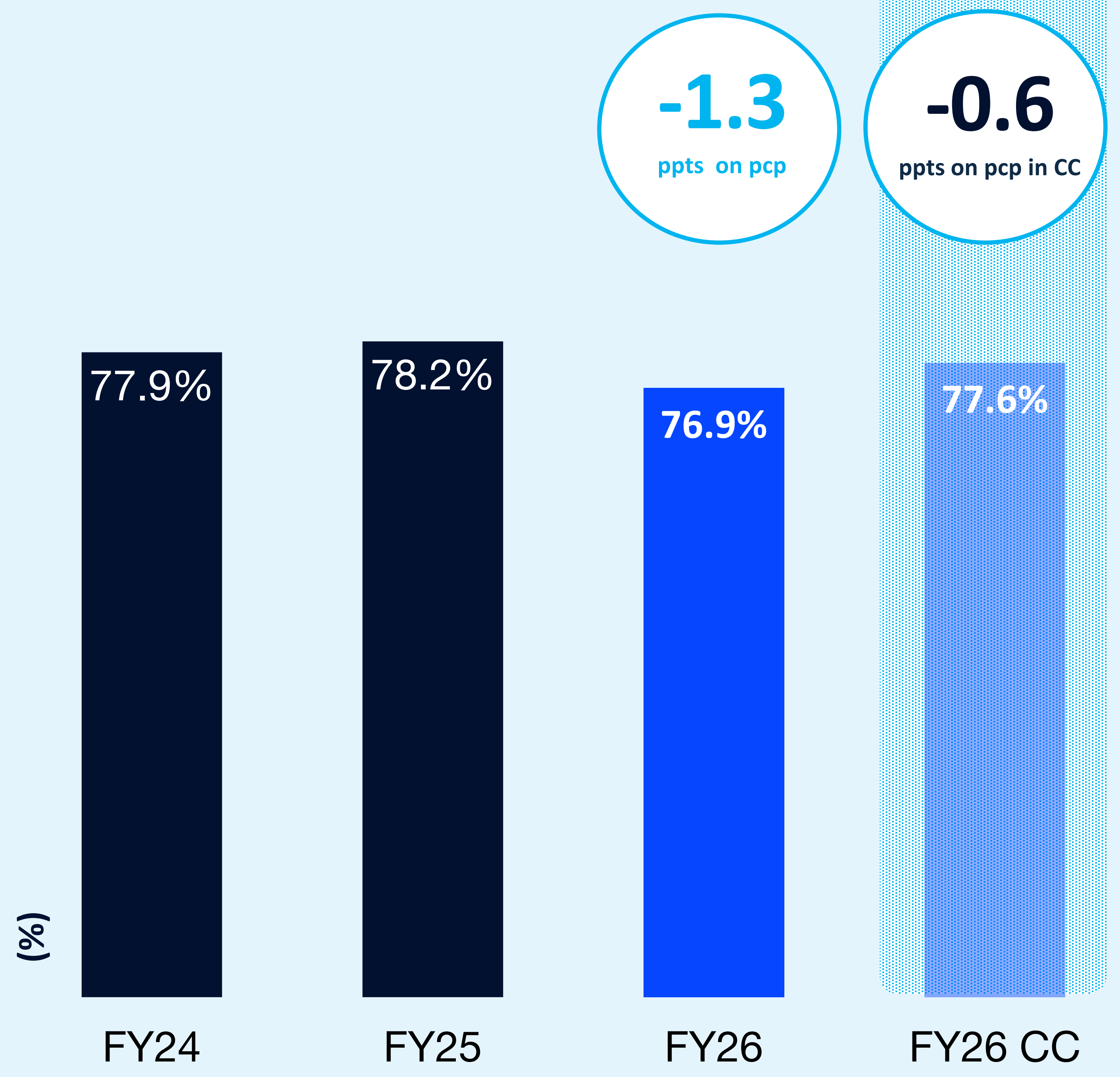
- APAC Cumulative IB has grown 6% to 2,390 units.
- 130 new installed base units added, up 44% on pcp.
- Majority of EPR units already upgraded.

- APAC revenue of $5.1 million, moderated 14% on pcp.
- Annuity Revenue moderated 13%.
- Capital Revenue moderation reflects greater rental mix in Japan.

Graphs are not to scale and therefore not comparable. Spare parts are not meaningful in EMEA & APAC.
1. MES is a Managed Equipment Services purchase model which is prominent in the UK.

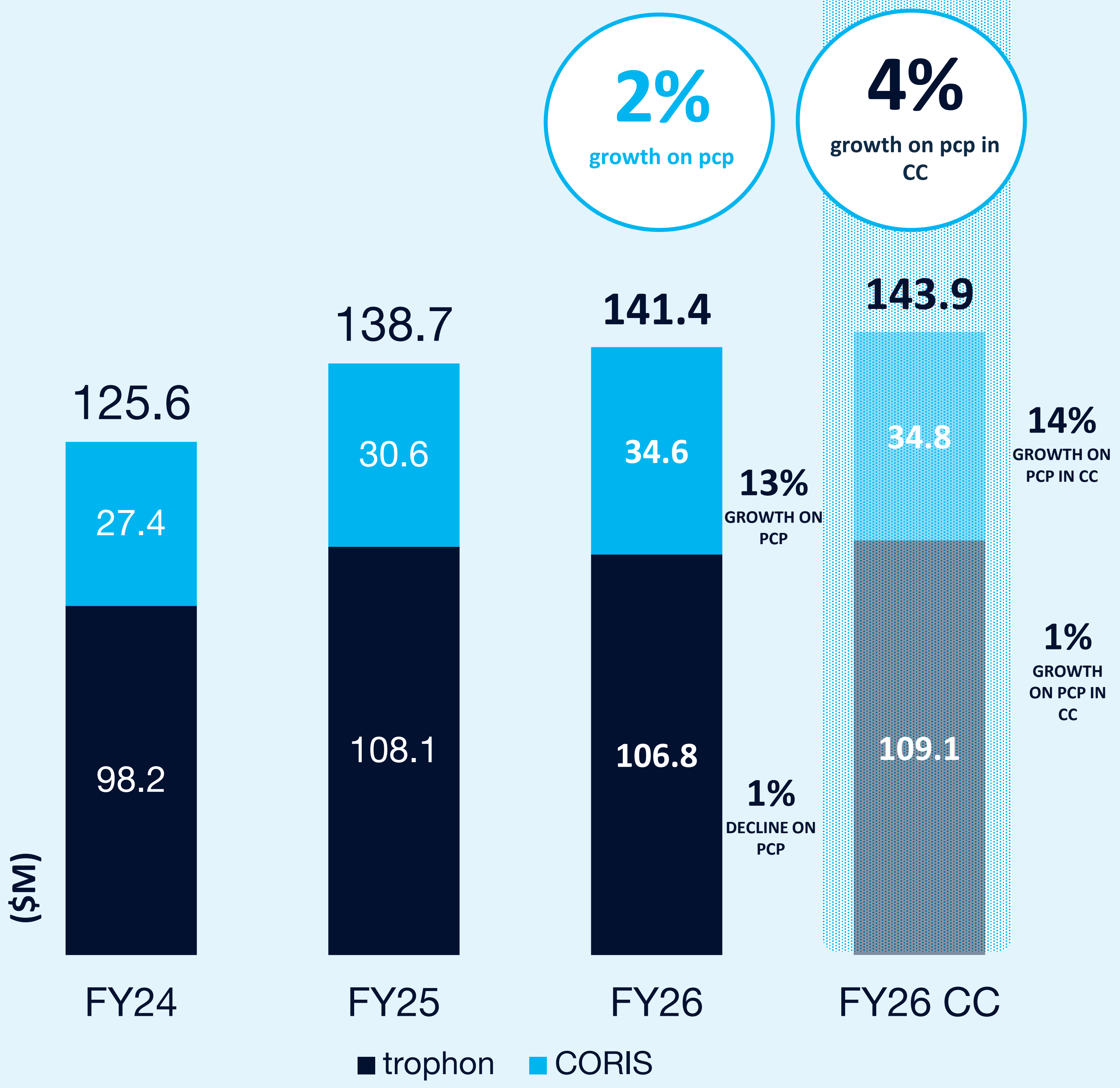
Cost discipline supports 21% EBIT growth at constant currency

Gross Profit



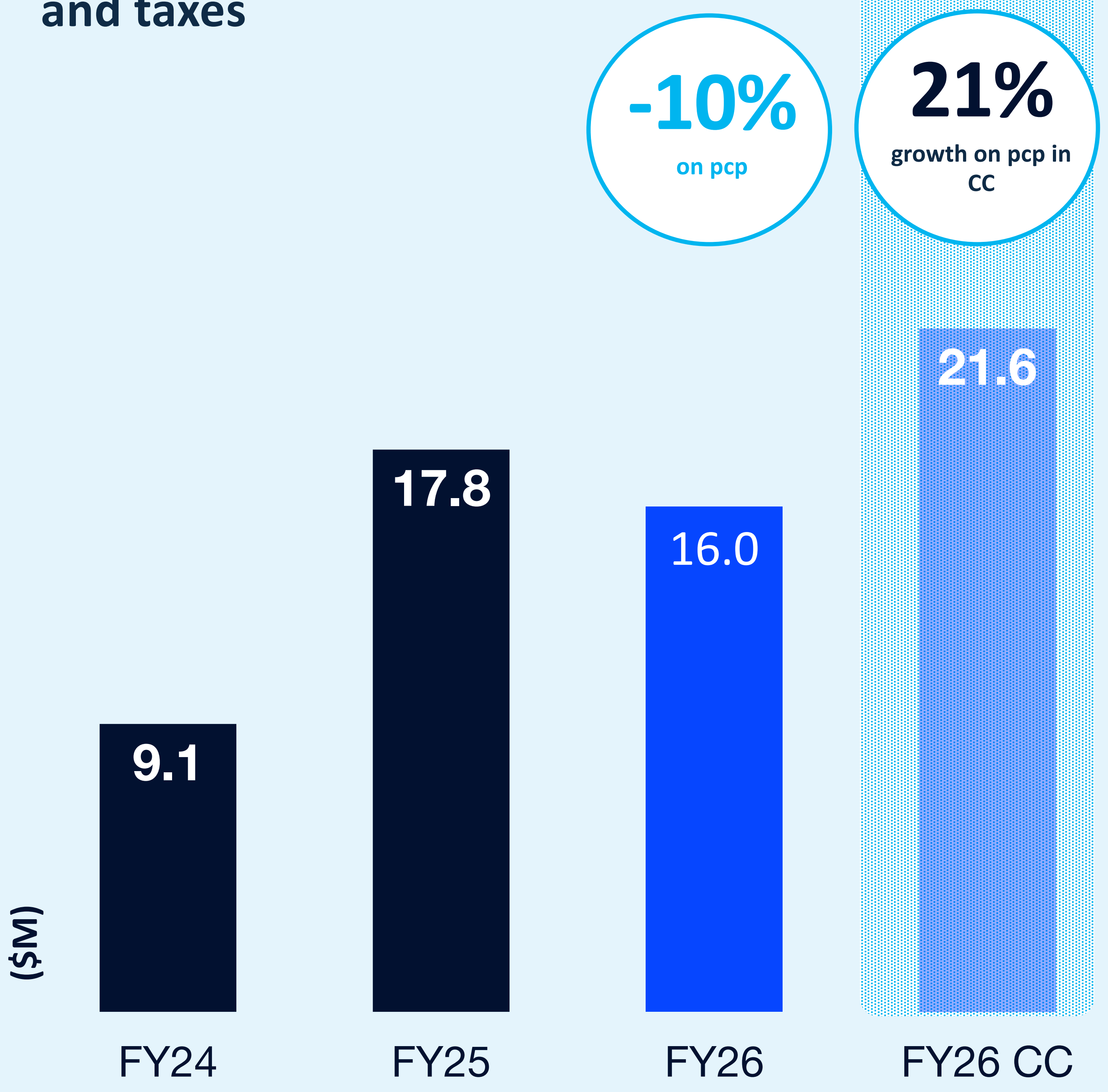
- Gross Profit of 76.9%, down 1.3pts largely driven by foreign exchange and product mix. At constant currency, Gross profit was 77.6%.
- $2.5 million of US tariffs recovered for the period to February 2026, leaving residual FY26 tariffs of $0.6 million, broadly flat on FY25 ($0.5 million).

Operating Expenses



- Operating expense growth held to 2% (4% in CC) to $141.4 million.
  - trophon: $106.8 million, down 1% on pcp.
  - CORIS: $34.6 million, up 13% on pcp.
- Reflects disciplined cost control while continuing to invest in growth initiatives.

Earnings before interest and taxes



- EBIT of $16.0 million, down 10% on pcp.
- EBIT at CC of $21.6 million, up 21%.

Graphs are not to scale and therefore not comparable.

Strong cash position

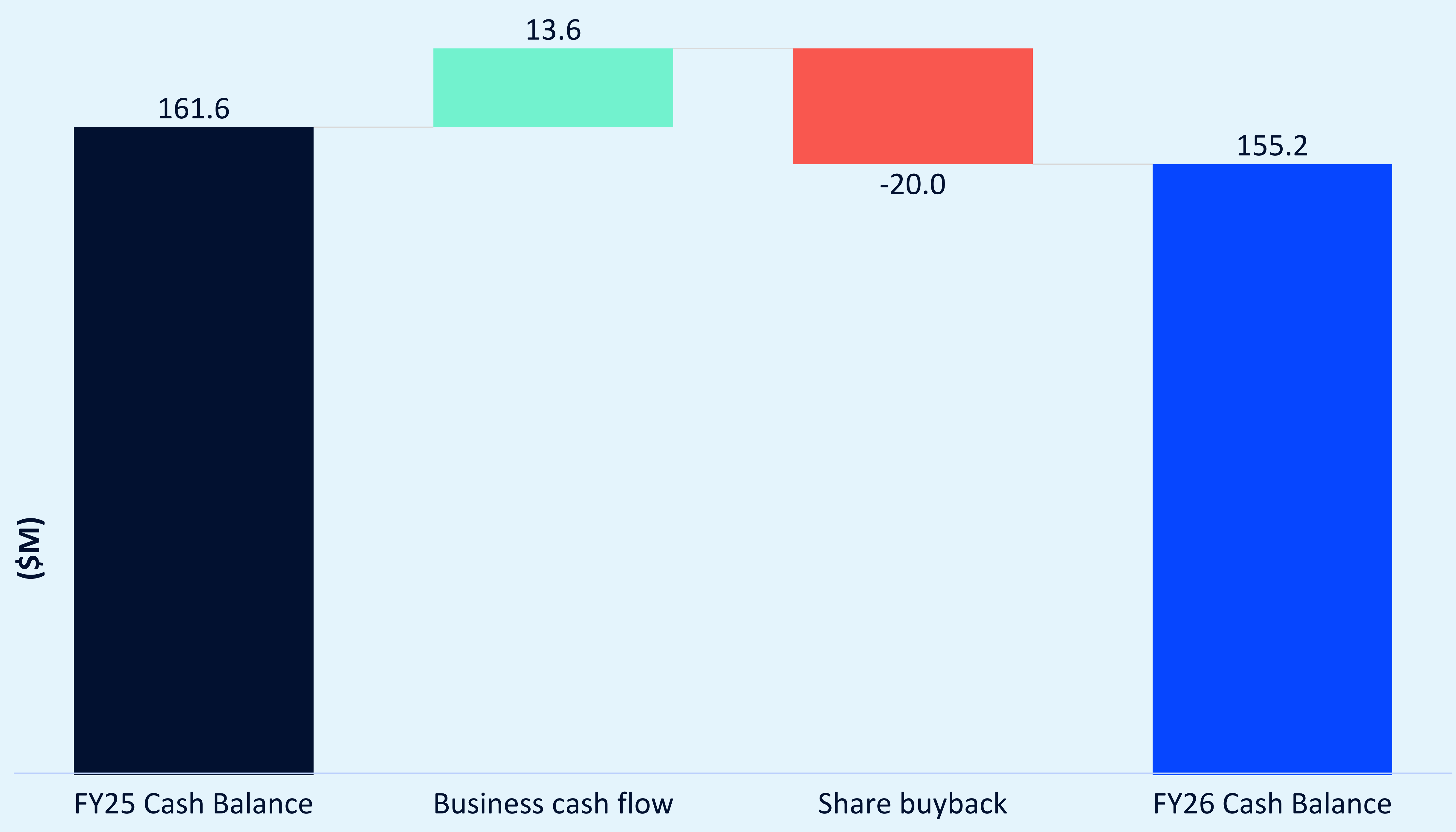
$155.2 million in cash and debt free, with capacity to invest and return capital.

$13.6M
business cash flow[1]

$155.2M
cash & cash equivalents

- $155.2 million in cash and cash equivalents, with no debt.
- $13.6 million of business cash flow generated, reflecting cash generation from the trophon business, while funding CORIS.
- $20 million share buyback completed in FY26, with a further buyback of up to $40 million announced for FY27.
- Net cash outflow of $6.4 million reflects the buyback and a deliberate increase in inventory to support growth in trophon and the launch of CORIS.
- Debt-free, with the capacity to fund the CORIS investment step-up, continued innovation and shareholder returns simultaneously.

FY25 to FY26 cash flow bridge



1. Business cash flows = cash flow – share buyback

Graphs are not to scale and therefore not comparable.

nanosonics trophon®

Strategic Growth In Ultrasound Reprocessing

The global experts in ultrasound probe reprocessing.

Nanosonics pioneered the **trophon® device**, a unique automated high-level disinfection technology for ultrasound probes.

It offers unmatched probe compatibility: 1,400+ probes across 31 leading manufacturers, each tested and validated.

No solution on the market has broader efficacy. That's how Nanosonics is setting the global infection prevention standard.

nanosonics trophon

trophon
momentum

Achievements

- **Next generation technology** launched
- **Cumulative installed base** expanded
- **Upgrades** accelerated
- **Operating leverage** and cash generation

Ahead

- **Continued installed base** growth
- **trophon3 and trophon2** ***Plus*** upgrade momentum
- **Consumables & service** expansion
- **Continued operating** leverage

trophon earnings strength funds future growth

Demonstrates the core franchise's earnings power, cash generation and expanding operating leverage.

- Reported Revenue $203.9 million, of up 3% on pcp.
- At constant currency, Revenue was $211.5 million, up 6%.
- Operating expenses of $106.8 million, down 1% on pcp, or up 1% at CC.
- EBIT of $50.6 million, up 5% on pcp, or $56.6 million up 16% at CC.
- Operating income before income tax of $54.7 million, up 4% on pcp, or up 14% at CC.

trophon-only Profit & Loss

$ millions	FY26 Reported	FY25 Reported	% growth Reported	% growth at CC
Capital revenue	54.7	52.5	4%	8%
Recurring revenue	149.2	146.1	2%	6%
Total revenue	**203.9**	**198.6**	3%	6%
Gross profit	**156.8**	**155.4**	1%	6%
Gross profit %	76.9%	78.2%	-1.3 pts	
Operating expenses				
Selling, general and administration	96.5	95.7	1%	
Research and development	10.3	12.4	-17%	
Total Operating expenses	**106.8**	**108.1**	-1%	1%
Operating margin	**50.0**	**47.2**	6%	16%
Other income	1.5	1.3	19%	
Other gains/(losses)-net	(0.9)	(0.1)	nm*	
Earnings before interest and tax	**50.6**	**48.4**	5%	16%
Finance income-net	4.1	4.5	-8%	
Operating income before income tax	**54.7**	**52.8**	4%	14%

*nm = not meaningful comparison

1. The pro forma profit before tax for the trophon business is unaudited and has been prepared by management to reflect total Company results less operating costs associated with new product development and commercialisation for CORIS. Operating costs reflect management allocation estimates where resources are shared between trophon and CORIS development and commercialisation. The pro forma profit and loss statement also includes income received from the Jobs Plus Program. Methodology has been subjected to an agreed procedure review by external auditors.

A multi-lever strategy for continued trophon growth

Seven growth levers across capital and recurring revenue.

CAPITAL REVENUE

01 New installed base device sales, trophon3

02 Upgrade capital sales

03 Capital software upgrades, trophon2 *Plus*

RECURRING REVENUE

04 Core consumables

05 Ecosystem consumables

06 Service

07 Connectivity subscriptions

Lifecycle value opportunity of a trophon unit.

	Initial installation							Upgrade
Year	1	2	3	4	5	6	7	8
CAPITAL — LEVERS 01–03	trophon3		Software upgrades – trophon2 *Plus* opportunity					trophon3
RECURRING — LEVERS 04–07	Ongoing consumables	Service from year 2						

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CORIS®

Transforming Endoscope Reprocessing

Transforming flexible endoscope reprocessing.

The **Nanosonics CORIS® System** introduces a groundbreaking approach to cleaning the internal channels of flexible endoscopes, delivering consistent, validated and traceable outcomes.

Powered by **CORIS PULSS (Pulsed Suspended Solids)** technology, it delivers controlled physical friction to help remove soil and biofilm, including areas that are difficult or impossible to access with conventional methods.

nanosonics CORIS®

The CORIS System: a substantial opportunity launching in H1 FY27

01

Groundbreaking technology

Automated technology setting a new benchmark in patient safety.

02

60 million procedure TAM[1]

Substantial underserved market, with strong fundamentals for adoption.

03

Attractive business model

Attractive recurring revenue model and proven commercial capability.

04

Commercialisation pathway

Investment to accelerate market awareness, generate customer pipeline and drive initial adoption.

1. References on file; available upon request

A critical cleaning step,
manual methods cannot reliably complete

Cleaning is the critical first step in reprocessing flexible endoscopes, yet it remains manual, variable and unverified. The CORIS System automates it.

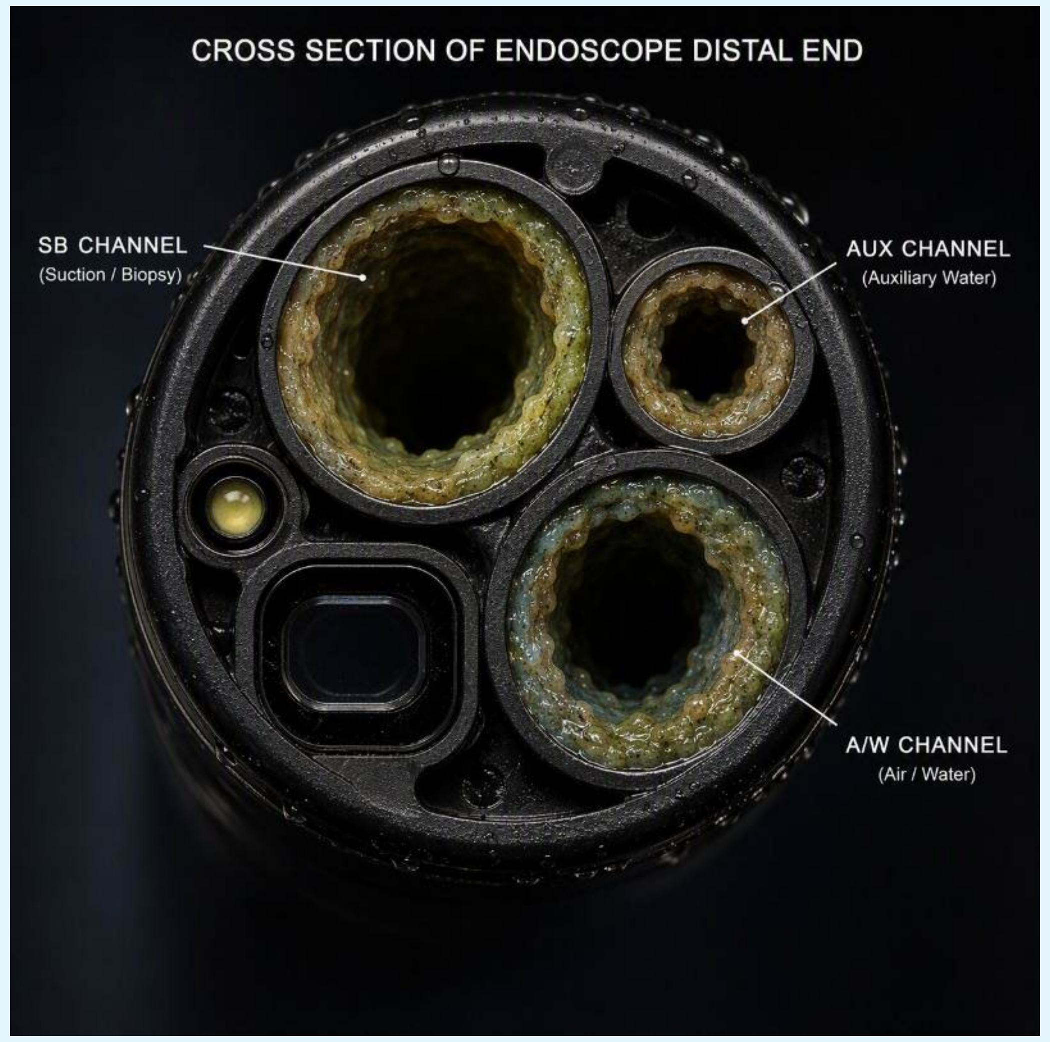
THE PROBLEM

Manual cleaning cannot reach every channel

Unreachable channels Narrow and branched channels are difficult or impossible to brush and flushing alone may not remove contamination.

Biofilm persists Contamination and biofilm can remain inside channels even when protocols are followed, creating patient safety risk.

Variable and unverified Outcomes vary between individuals, shifts and workloads, with documentation covering only selected steps.



THE SOLUTION

The CORIS System automates and verifies the cleaning step

A new benchmark in efficacy Delivers the physical friction required to remove soil and biofilm from narrow, branched and unbrushable channels.

Protects reprocessing teams Designed to reduce physical burden and exposure to chemicals and infectious materials via an automated, closed system workflow.

Engineered for consistency Standardises a critical step, reducing variability and supporting repeatable outcomes across every site.

Traceable every cycle Captures validated cleaning parameters for each cycle, supporting verification and audit readiness.

Smarter Workflows Minimises labour-intensive manual steps, helping teams to focus on quality, compliance and other essential tasks.

CORIS automates the one step in endoscope reprocessing that has remained manual, variable and unverified.

Entering commercial launch in H1 FY27

Real world CMR experience

Early clinical utility supported
Positive feedback with strong confidence in consistent cleaning, with further and clinical data opportunities identified.

>60M

procedural TAM[1] across key regions

"Incredible enhancement for endoscope reprocessing and improving patient safety."
Infection prevention and compliance expert

Phased launch plan

H1 FY27

AUSTRALIA
>2M
procedure opportunity

UNITED KINGDOM & IRELAND
>5M
procedure opportunity

H2 FY27

UNITED STATES
>34M
procedure opportunity

"The team will be queuing up to use the CORIS System. It will be run every minute of the day. Looks super impressive and extremely easy to use."
Decontamination Supervisor, CMR site

Note: All new product development programs involve inherent risks and uncertainties which can impact commercialisation timelines.

1. References on file; available upon request.

Five CMR sites live across four markets

Australia and the UK commenced in H2 FY26, with further sites now active in Ireland, the United States and Australia.

01 Australia

02 United States

03 Ireland

04 United Kingdom

Every CORIS installation builds recurring value

Capital, consumables and service compound as the installed base grows, leveraging the same annuity model as trophon.

01

CAPITAL & ACCESSORIES

3-5X TROPHON

capital price

Mix of capital sales and other selling models.

+

02

UTILISATION

~10

cycles per device per day

High volume sites may have 3-4 units in Central Sterile Department.

+

03

CONSUMABLES

4-6X TROPHON

price per cycle

Price will vary based on purchase model & market.

+

04

SERVICE

~80%

attachment rate

Customer opt-in, expected to be high post 1 year warranty.

Indicative metrics are early stage estimates, subject to change as commercial experience builds.

Stepping up FY27 CORIS investment for launch

Disciplined use of a strong balance sheet for long-term shareholder value creation.

Build commercial capacity to drive demand

- CORIS sales specialists, clinical, installation and support teams in market
- Build awareness and pipeline
- Establish first flagship reference sites
- Expanded Clinical data to further reinforce value proposition

Commercial launch in the UK, Ireland and Australia in H1 FY27, with the US to follow.

FY27 is the launch year for CORIS focusing on establishing broad market awareness, pipeline build and initial customer/reference site adoption. Targeting low single digit millions revenue.

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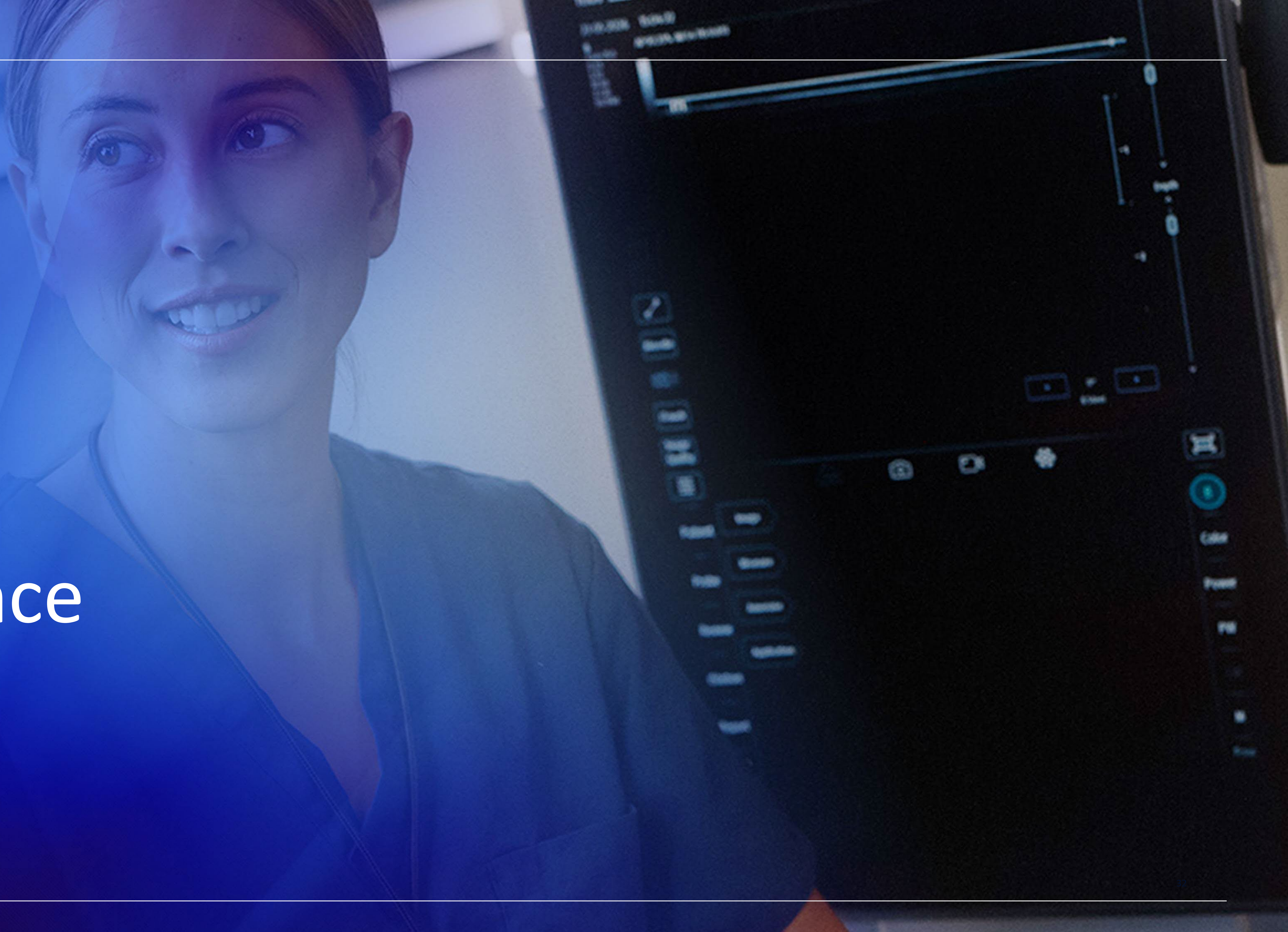
Outlook & Guidance



FY27 Outlook

Nanosonics enters FY27 with strong momentum, forecasting Revenue growth of 8% to 12% at constant currency, while stepping up investment in the CORIS System.

FY27 guidance at constant currency		Notes & assumptions
Revenue	**$220 million to $228 million**, reflecting 8% to 12% growth on FY26.	• Customer demand for trophon is expected to continue into FY27, driving capital and recurring revenue. • CORIS expected to contribute initial revenues in the low single digit millions.
Gross Profit %	**74%-76%**	• Gross Profit % expected to moderate due to the impact of a full 12 months of tariffs at rate of 12.5%. Freight costs also higher due to increased volume and price increases resulting from geo-political impacts.
Operational expenses	**$156 million to $163 million**, reflecting 10% to 15% growth on FY26.	• Operational expenses expected to increase as the Company deliberately increases investment to support the CORIS System launch. • Majority of opex growth relates to CORIS. Operating leverage improvements are expected to continue in trophon-only business.

Guidance is at constant currency, using a USD/AUD exchange rate of 0.68. Nanosonics generates the majority of its revenue in USD and notes the continued strengthening Australian dollar. If the Revenue range in the above table were recast using an average exchange rate for USD/AUD of 0.71 FY27, rather than constant currency, and the hedging program is taken into account, the Revenue range would be approximately $3 million lower.
Guidance assumes no changes to the global trading environment and US tariffs at current level of 12.5%.
All guidance is subject to uncertainty in relation to potential impacts associated with macroeconomic and political uncertainty, as well as potential impacts from increased competitive activity in the USA.

Launching a $40 million share buyback

On-market buyback of up to $40 million in FY27, alongside continued investment in trophon and the CORIS launch.

Balance sheet strength to invest and return capital.

Note: The share buyback will impact interest earned and cash balance. The program may be varied, suspended, or terminated at any time depending on market conditions, share price, operational performance, and alternative capital deployment opportunities.

Appendices

Income tax & constant currency disclosure

Income tax

- Effective income tax for the period was 11% (FY25 7%)
- Assessment of probability of recovery (and therefore recognition of related benefit) of unrecognised losses is made on an on-going basis.
- Currently Nanosonics has $12.4m in unrecognised losses.

$ millions	FY26	FY25
Income tax expense	2.3	1.6

Components of Net Deferred Tax Asset	30-Jun-26	30-Jun-25
Tax losses	0.1	0.5
R&D tax credits	0.9	-
All other timing differences	16.9	18.4
Total	17.9	18.9

Value of carried forward losses & R&D credits	Gross	Tax Benefit	Effective rate %
Losses recognised	0.3	0.1	33.3%
R&D credits carried forward	3.0	0.9	30.0%
Total losses and R&D credits recognised	**3.3**	**1.0**	**30.3%**
Losses not recognised	12.4	4.3	34.7%
Total	15.7	5.3	33.8%

Constant currency comparison

Constant currency removes the impact of exchange rate movements to facilitate comparability of operational performance. This is done by (1) converting the current year sales, costs and operating expenses of entities that use currencies other than Australian dollars at the average rates that were applicable in the prior year (2) restating foreign currency denominated transactions of the parent entity that is impacted by exchange rate movements at the average rates that were applicable in the prior year and (3) by adjusting for foreign currency gains and losses. The average exchange rate used for the Company's major foreign currency (USD) for FY26 was 0.68 (FY25: 0.65).

Summary Revenue	FY26	FY25	Change %
Reported revenue	203.9	198.6	▲ 3%
Currency effect (1 & 2)	7.6		
Constant currency revenue*	211.5	198.6	▲ 6%

Summary EBIT	FY26	FY25	Change %
Reported EBIT	16.0	17.8	▼ -10%
Currency effect (1 & 2)	4.7		
Currency effect (3)	0.9	0.1	
Constant currency EBIT*	21.6	17.9	▲ 21%

Summary Profit before tax	FY26	FY25	Change %
Reported profit before tax	20.1	22.3	▼ -10%
Currency effect (1 & 2)	4.8		
Currency effect (3)	0.9	0.1	
Constant currency profit before tax*	25.8	22.4	▲ 15%

*Constant currency revenue, EBIT and PBT have not been audited or reviewed in accordance with Australian Auditing Standards.

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