

**hydrix**

# Mid-year Market Update

28th February 2025



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We *create, deliver*  
& *invest in*

highly disruptive  
product innovation  
across global markets  
that improve people's  
lives



# Hydrix Limited – Board of Directors



**Mr Gavin Cooté**  
Executive Chairman

Gavin has extensive executive and board leadership experience, gained in the USA and Australia, working at companies with revenues of up to \$1 billion across diverse industries. It includes years with PricewaterhouseCoopers, a decade in technology mergers & acquisitions, corporate development, and venture investing in the United States, and fifteen years in Australian-based SME private equity at Imperium Capital Group across healthcare, industrial and residential construction materials, leisure and hospitality, and sports and entertainment.



**Mr Paul Wright**  
Non-Executive Director

Paul spent 18 years as CEO of three of Australia's leading international technology and biomedical companies, specifically ASX listed Universal Biosensors (UBI), Invetech and Vision Biosystems. At Universal Biosensors, Paul built long term partnerships with global diagnostics leaders Siemens Healthcare and Johnson & Johnson and led the company through a period of strong growth and new product development. Other past roles included 8 years with Bain & Company, and GM Corporate Development at TNT Logistics.



**Mr Paul Lewis**  
Non-Executive Director

Paul started his career in technology leadership for companies including Mobil Oil Corporation, ICL and as Managing Partner for PA Consulting, Asia. Over the past 15+ years he has held a variety of Non-Executive Director and Advisory roles for companies including Volt Bank, Grassrootz, the Australian British Chamber of Commerce and Chair of ipSCAPE. Paul recently retired from the Board of the Magellan Financial Group after 15 years where he had served as Director from its inception.



**Ms Julie King**  
Non-Executive Director

Julie has more than 40 years' experience in commercial and property negotiations, corporate communications, people and change management. She has held senior roles in maritime, airline, banking and FMCG industries. Julie is also a Director of a number of privately-owned businesses and the King Family Foundation. Julie and her husband manage property and share market portfolio investments.

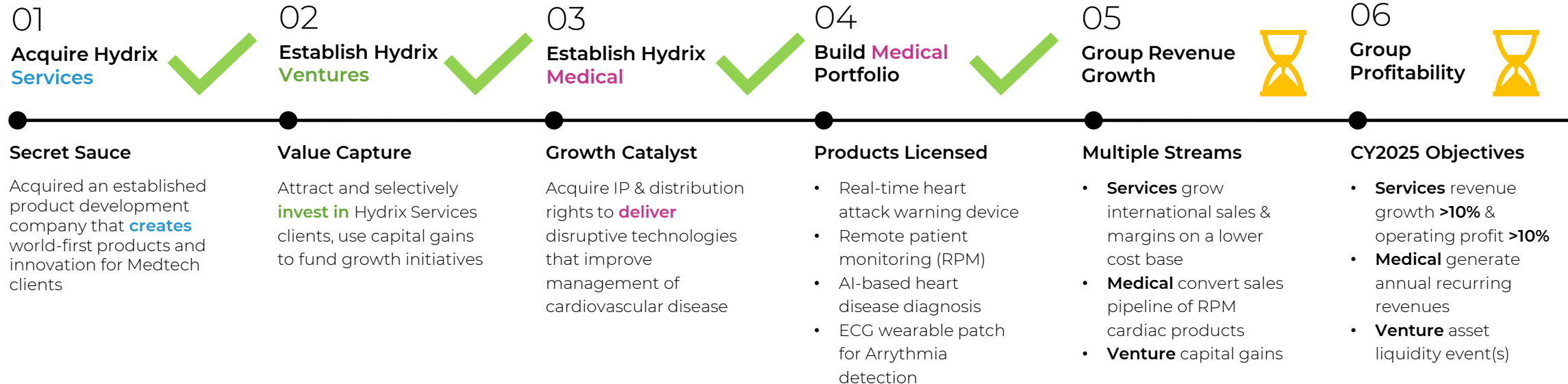


**Ms Alyn Tai**  
Corporate Counsel

Alyn is a practising lawyer who specialises in the areas of corporate and commercial law, and the provision of company secretarial, corporate governance and legal counsel services to entities listed on the Australian Securities Exchange. Alyn holds a Bachelor of Laws from the University of Exeter and was called to the Bar of England and Wales before being admitted to the Supreme Court of Victoria as an Australian lawyer.

## Improving Lives through technology innovation

*Tracking progress of our Buy, Build, Invest strategy*





# 1HFY25 Highlights

**Hydrix Services \$0.4m COP** or **7.0%** on **\$5.6m** revenues (1HFY25) reflected:

- An increase in sales contracts during the last 6 months (\$7.4m v. \$5.4m in pcip)
- Reduced non-billable overhead costs

**Hydrix Medical** quarterly operating costs are <\$0.1m (pre-revenue)

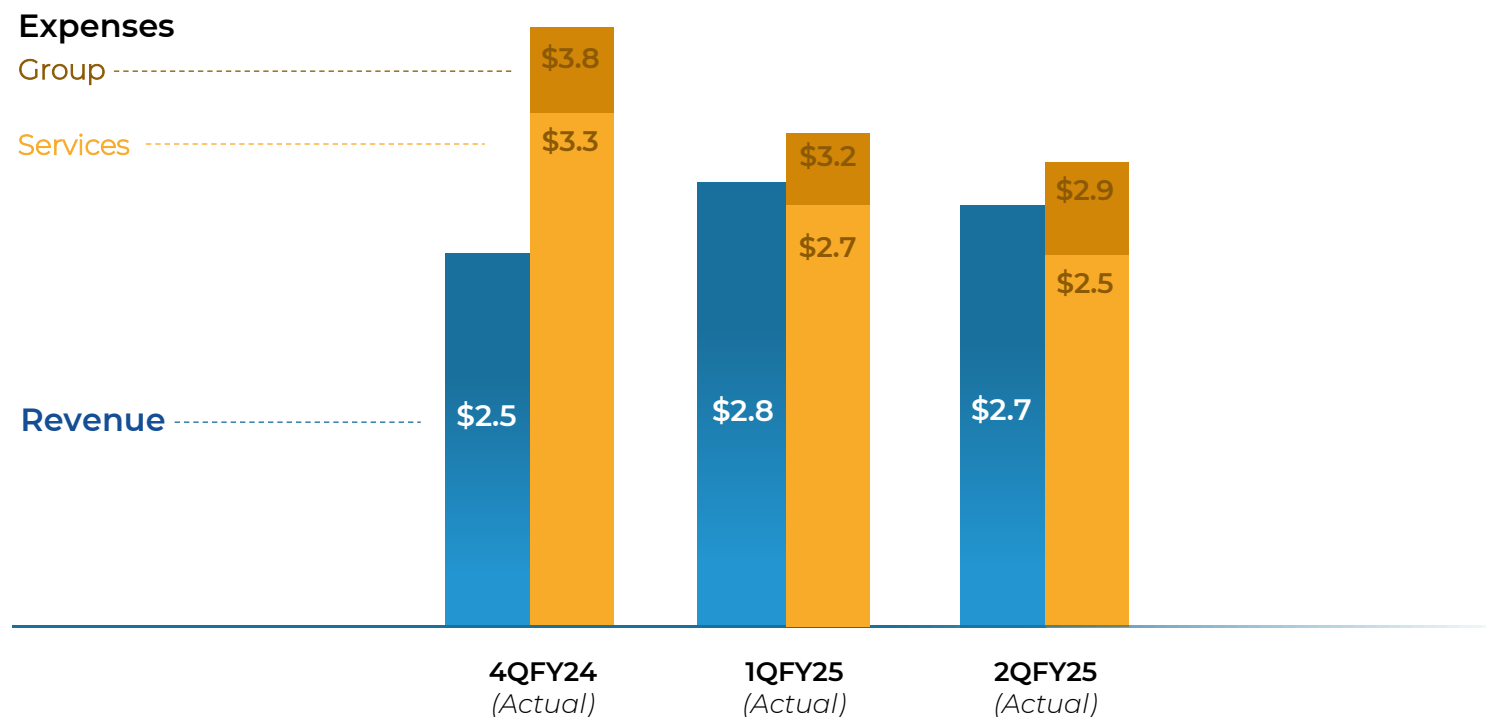
- Sales opportunity pipeline >\$2.0m of annual recurring subscription revenues

## Hydrix Ventures in January 2025

- Booked a **\$0.36m** gain after Gyder Surgical announced it achieved FDA 510(k) clearance which triggered an equity milestone payment
- Ventures portfolio value **\$3.8m**

**Costs have been reduced & margins improved - *revenue growth from here is the main catalyst to drive Group profit***

Reported a Group 1HFY25 \$0.4m Cash Operating Loss (COL) down from \$2.1m COL in 1HFY24



## Key CY2025 objectives & future growth catalysts



1

Group Purpose: Deliver technology innovation to *improve Lives globally*

2

Services: Grow international revenues to *increase profit to more than 10%*

3

Medical: Convert sales opportunity pipeline to *build annual recurring subscription revenues*

4

Ventures: Seek opportunistic liquidity events to *fund growth and pay down debt*

5

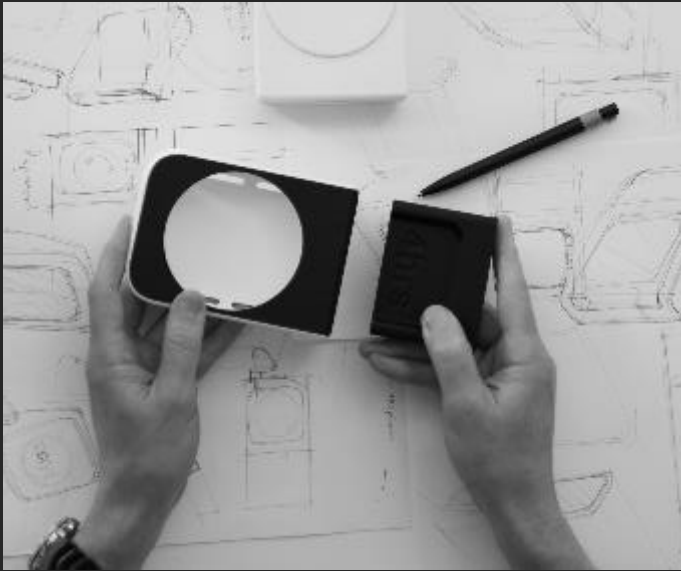
Group Performance: Grow Services & recurring subscription revenues to *drive profitability*

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# Business Segment Updates



# Services *creates* the innovation in breakthrough technologies



## **Market focus**

- Outsourced product development services - *from concept to market*
- Highly specialised and highly regulated new product development
- Safety critical systems e.g., Class III active implantable cardiac technologies

## **Organisational capability**

- 45-person specialised product design, engineering, market insights
- Global clients from funded start-ups to large corporations
- >20 years & 200 client projects (including ASX listed e.g., MEM, MX1, COH, UBI)

## **Building momentum**

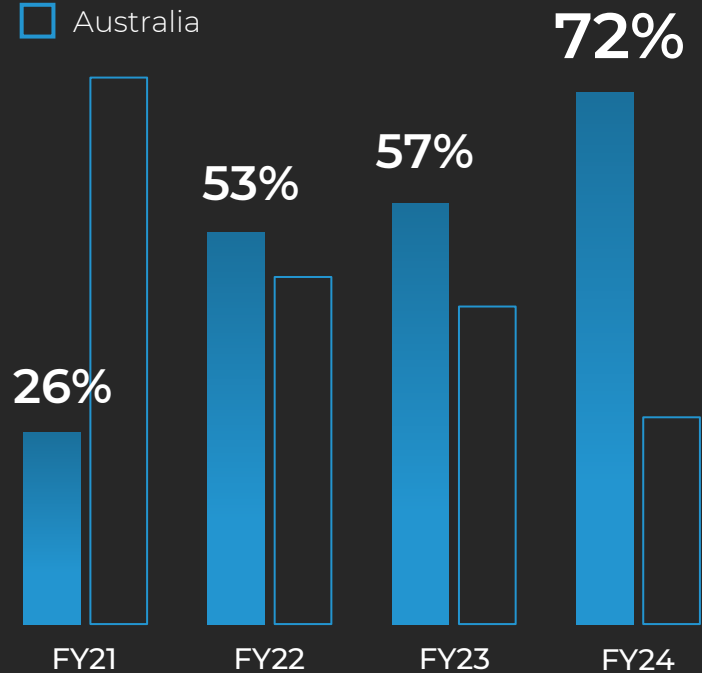
- Strategy to grow International revenues is demonstrating strong traction increasing from 25% of revenues in FY21 to 75% in FY24; supports growth outlook



## Services International expansion strategy is gaining traction

### Revenues

- International
- Australia



1

Expertise that outweighs distance

2

US/EU-based BizDev team 'plugged-into' local markets

3

Global reputation for quality and innovation

4

Point of difference in cardiovascular technologies

5

Follow the sun / we work while international client's sleep

***"The LUDO system has proven an incredible asset for The Texas Heart Institute, providing us with everything essential for the success of our LVAD projects"***

**Yaxin Wang, PhD**

Associate Investigator Director, Innovative Device and Engineering Applications, **The Texas Heart Institute**



Hydrix owns the IP for its proprietary **LUDO platform**, potentially positioning the company for growth through scalable licensing opportunities and innovative applications across diverse markets.

# Medical *delivers* the innovation in breakthrough technologies



## **Market focus**

- Cardiovascular disease afflicts 14% of the population; the leading cause of death
- Cardiac diagnostic & remote patient monitoring (RPM) using AI/ML devices
- Mix of revenue models: recurring subscriptions, device sales

## **Organisational capability**




- Deep cardiovascular sector experience: clinical & commercial background
- Trusted long-term relationships with practitioners & key decision makers

## **Building momentum**

- A suite of innovative and new products being brought to market
- Strong pipeline of opportunities, helps position for growth
- Important Department of Health decisions re funding remote cardiac patient monitoring services, which products such as Implicity can offer, to commence conversions of the sales opportunity pipeline

# Remote diagnostic & monitoring technologies to manage heart disease



Deals completed	Distribution	Product features	Addressable market / Rev model
 The Gold Standard in Cardiac Remote Monitoring	AUS, NZ, SING	A universal, alert-based platform for cardiac remote monitoring and research. Electrophysiologist-designed <b>AI-driven</b> solutions that enable effective remote patient monitoring and medical research innovation	<ul style="list-style-type: none"> <li>• 65k+ patients to monitor</li> <li>• Revenue type: annual recurring subscription revenue</li> <li>• Approved for sale</li> <li>• Building sales opportunity pipeline</li> </ul>
 Redefining diagnosis of Structural Heart disease	AUS, NZ, SING	A cloud-based technology that provides an <b>AI-powered</b> assessment of risk of structural heart disease, designed to bring treatment closer to patients and reduce the risk of misdiagnosis	<ul style="list-style-type: none"> <li>• 1m echocardiograms p.a.</li> <li>• Revenue type: commission on sales</li> <li>• Approved for sale</li> </ul>
 The world's only early-warning MI system from Avertix Medical	8 APAC countries	A <b>machine learning</b> implanted device that monitors a patient's heart 24-7, providing alerts in real-time of ACS events, including silent heart attacks	<ul style="list-style-type: none"> <li>• Est. &gt;500k ACS patient events p.a.</li> <li>• Revenue type: device unit sales</li> <li>• Sales subject to Regulatory approvals &amp; reimbursement</li> </ul>

# Ventures *invests in* the innovation in breakthrough technologies



## **Medical Venture Capital Investment Strategy**

- Selectively invest in clients developing breakthrough technologies
- Early stage, minority investment, <5-years to commercialisation
- Target >5x cash multiple liquidity events as a source of non-dilutive funds to use for expansion and / or pay-down debt

## **Organisational capability**

- Multiple start-up, buy/build/invest corporate venturing successes
- Subject matter expertise including in breakthrough product development
- Market development & growth strategy formation & execution

## **Building momentum**

- Seeking opportunistic liquidity events to unlock non-dilutive capital that supports growth and debt repayment

## Corporate snapshot (updated to reflect AGM Resolutions)

Major Shareholders	Shares (m)	%
John W. King & related entities	31.9	11.7
Paul Lewis & related entities	20.4	7.5
Pusen Medical Technology Australia Pty Ltd	12.0	4.7
Gavin Coote & related entities	10.7	3.9
Roger Allen & related entities	10.4	3.8
Paul Wright & related entities	6.4	2.4
HSBC Custody Nominees	6.1	2.2
<b>Top 20</b>	<b>135.0</b>	<b>49.7</b>

Board		Ownership % ( # )
Gavin Coote (GAICD)	Executive Chairman	3.9% (10.6m)
Julie King (GAICD)	Non-Executive Director	11.7% (31.9m)
Paul Lewis (FAICD)	Non-Executive Director	7.5% (20.4m)
Paul Wright	Non-Executive Director	2.4% (6.4m)
Alyn Tai	Corporate Counsel and Company Secretary	
		<b>25.5% (69.5m)</b>

## Capitalisation table

Capital Structure	(as of 26 February 2025)
Ticker	HYD
Share Price	\$0.024
Shares on Issue (m)	272.3
Options & performance rights (m) *	15.0
<b>Market Capitalisation (undiluted)</b>	<b>\$6.50m</b>
Debt **	\$5.50m
Less book value of Venture assets	\$3.75m
<b>Enterprise Value</b>	<b>\$8.25m</b>

\* Employee stock options(4.6m) and senior leadership long term incentive performance rights (10.4m) subject to vesting conditions. \*\* Includes \$3.1m Convertible Notes (\$0.05c), \$1.5m Shareholder debt, \$0.9m trade debt.



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