

# ARTRYA™

## Bell Potter Healthcare Conference 2022

November 2022



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# Global Problem

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Coronary Artery Disease is a leading cause of death globally

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**126  
million**

people with  
significant  
heart disease<sup>1</sup>

**\$400  
billion**

heart disease costs  
the United States  
each year<sup>4</sup>

**Every 13  
minutes**

Someone in  
Australia dies of a  
heart attack<sup>3</sup>

**One  
third**

of deaths globally  
are from heart  
disease<sup>2</sup>

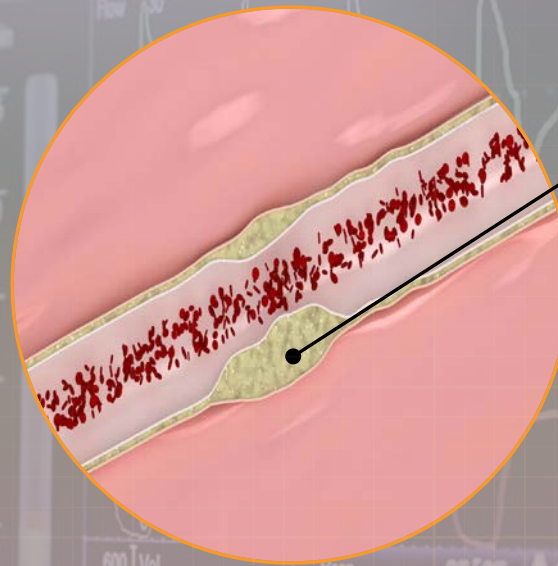
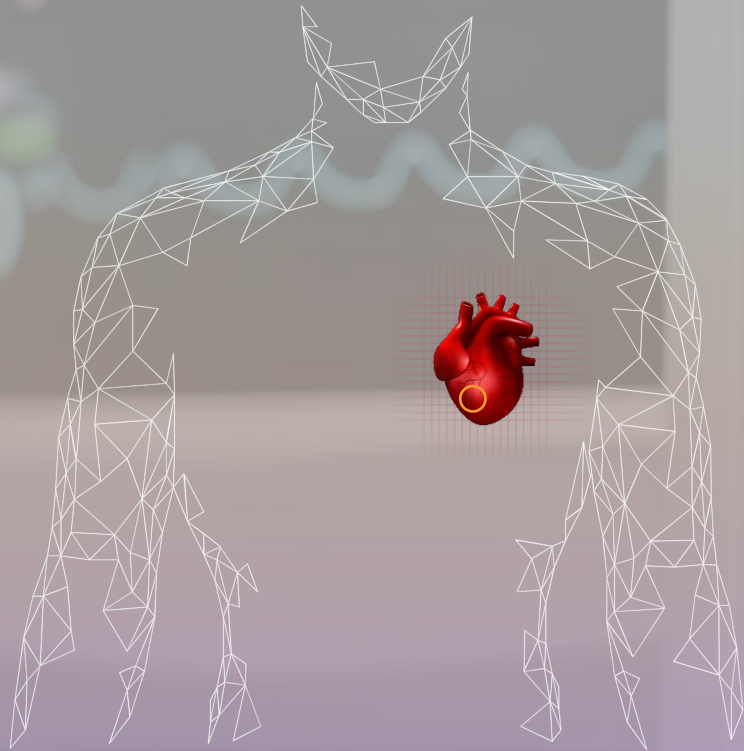
**Nine  
million**

CAD deaths  
per year<sup>2</sup>

1. Global Epidemiology of Ischemic Heart Disease: Results from the Global Burden of Disease Study, Khan et al., Jul 2020
2. [www.who.int/en/news-room/fact-sheets/detail/cardiovascular-diseases-\(cvds\)](http://www.who.int/en/news-room/fact-sheets/detail/cardiovascular-diseases-(cvds))
3. Australian Bureau of Statistics 2019, Causes of Death 2018, cat. no. 3303.0, September
4. [www.cdc.gov/policy/polaris/healthtopics/heartdisease/index.html](http://www.cdc.gov/policy/polaris/healthtopics/heartdisease/index.html)

# The Real Problem, now Surfaced by Artrya

The culprit is particularly unstable soft plaque that ruptures called **Vulnerable Plaque**.



BUILD UP  
OF PLAQUE

**VULNERABLE PLAQUE IS DIFFICULT  
TO SEE AND RARELY REPORTED.**

# Artrya – Trading Information

## ASX: AYA Trading Information

Share Price (4 November 2022) **\$0.66**

12 month low/high \$0.46/\$1.60

Shares outstanding 78,264,880

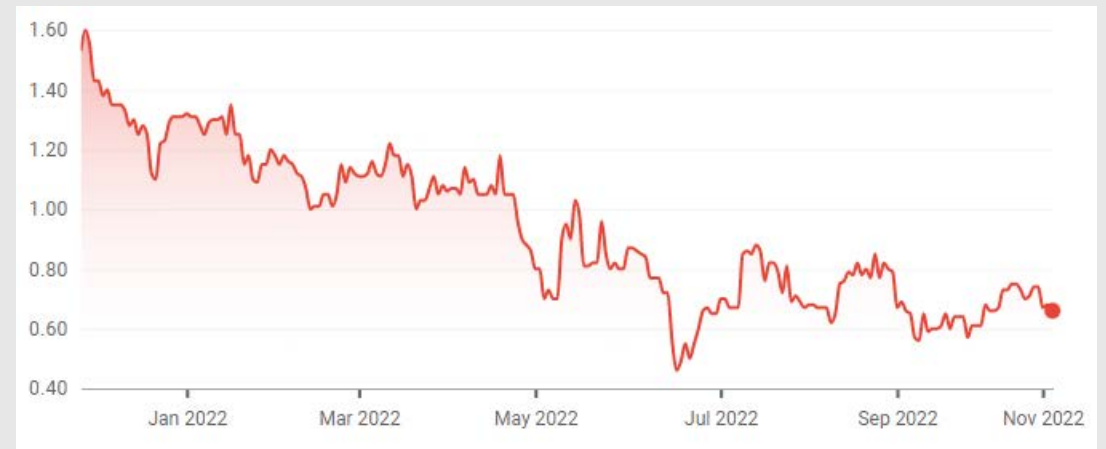
Market Capitalisation **\$53.3M**

Cash (30 September 2022) \$30.5M

Debt (30 September 2022) Nil

- Net monthly cash burn of \$1.7 million
- During the first quarter Artrya received cash of \$259,262 from the Federal Government's BMTH grant programme.

## ASX: AYA Trading Chart



## Top 5 Holders

### Top Holders (Grouped) As Of 11/4/2022

| Rank                                                               | Name                                                 | Units             | % Units      |
|--------------------------------------------------------------------|------------------------------------------------------|-------------------|--------------|
| 1                                                                  | JOHN BARRINGTON <BHT FAMILY A/C>                     | 7,340,910         | 9.36         |
| 2                                                                  | MS ERIKA HENRIETTE KONSTANTOPOULOS <IEMK FAMILY A/C> | 7,000,000         | 8.93         |
| 3                                                                  | SANDHURST TRUSTEES LTD <ENDEAVOR ASSET MGMT MDA A/C> | 2,800,429         | 3.57         |
| 4                                                                  | RICH CAB PTY LTD <DALE MCKENZIE SUPER FUND A/C>      | 1,835,228         | 2.34         |
| 5                                                                  | KEEBLE NOMINEES PTY LTD <RIDGEWAY SUPER FUND A/C>    | 1,669,192         | 2.13         |
| <b>Totals: Top 5 holders of ORDINARY FULLY PAID SHARES (Total)</b> |                                                      | <b>20,645,759</b> | <b>26.33</b> |
| <b>Total Remaining Holders Balance</b>                             |                                                      | <b>57,758,234</b> | <b>73.67</b> |

# ARTRYA STRATEGY

Save lives, creating economic & social value

Winning  
Aspiration



**Global standard in coronary artery disease detection at point of care**

Innovation

Curiosity

Excellence

Integrity

Delivery

Where to play



**Software  
(SaaS)**

**Medical Device**

**Coronary Artery Disease**

**AUS**

**NZ**

**US**

**UK**

**EU**

How to win



**Point of Care Delivery**

3D heart model, coronary images & report  
in 15 minutes

**Vulnerable Plaque Detection**

Location / severity identified on 3D model &  
reported

**Scalability / Availability**

Unlimited scalability  
24/7 availability  
No human intervention

Capabilities



**SaaS software development**

Born in the cloud

**AI Image Detection**

AI, deep learning, machine learning

**Partnering**

Leading research institute collaborations

Systems



Regulatory & Clinical

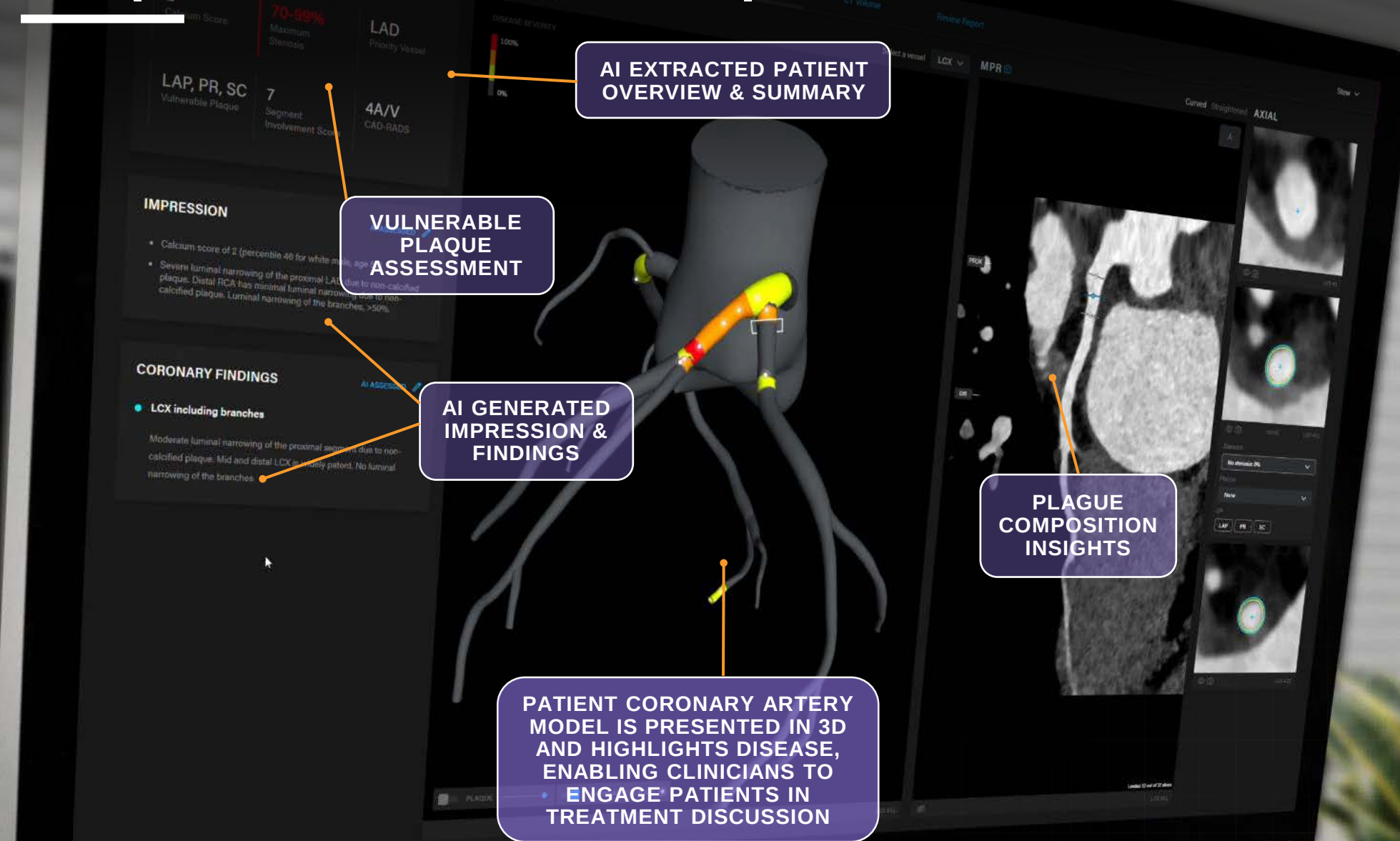
Product Development

Revenue Generation

People & Culture

Finance

# The product and its development



Comprehensive patient data is presented on a single screen with 3D model.

# Salix Coronary Anatomy has a high level of accuracy.

**Stenosis > 50%**  
[Accuracy]



93%

**Calcium score**  
[Correlation – Spearman's]



0.96

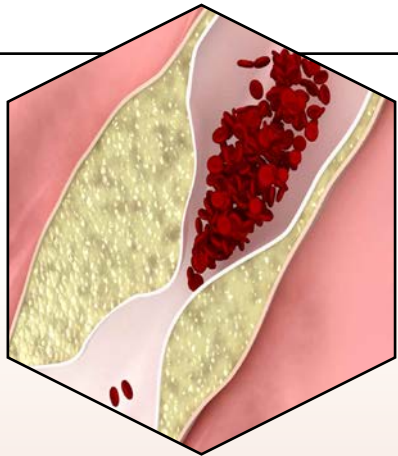
**Low attenuation vulnerable  
plaque volume** [Correlation]



0.79

# The product and its development

Artrya's product pipeline goes further & moves us towards predicting the patient at risk.



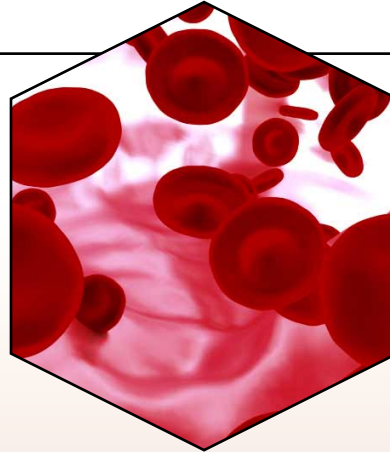
**FROM BUILD UP  
OF PLAQUE**



**WHOLE HEART  
CHARACTERISATION  
FOR CAD**

Vulnerable Plaque  
burden

**SCA**  
Salix Coronary  
Anatomy



**SEVERITY**

Blood flow  
assessment  
(artery and heart)

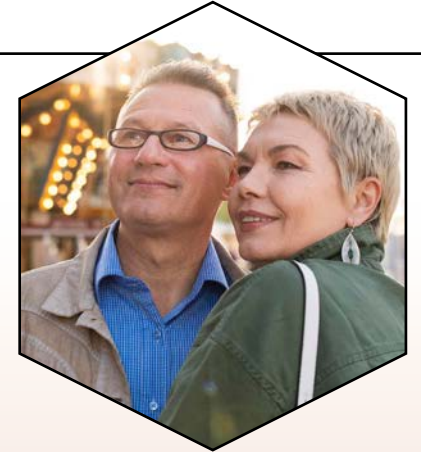
**SCF**  
Salix Coronary  
Flow\*



**OPTIMISED  
PROCEDURE**

Procedure &  
treatment

**SPP**  
Salix Procedure  
Planning\*



**VULNERABLE  
PATIENT**

Vulnerable Patient  
Predicting the  
Patient at risk

**SVP**  
Salix Vulnerable  
Patient\*

\*in development

# Product refinement & regulatory approval

## PILOT STUDIES

Prestigious SCCT award

Learnings from pilot studies

400 scans a month  
through Salix

Stability

Performance

Accuracy

## REGULATORY APPROVALS

Australia

New Zealand

European CE Mark

UK Conformity Assessment

FDA strategy implementation

## STATUS



Ongoing

# Business Model & Market Entry

# Revenue generation

SaaS business model...

GLOBAL AVAILABILITY  
24/7

HIGH GROSS MARGIN

NO CAPITAL EXPENDITURE  
REQUIRED BY CUSTOMERS



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Chair  
**Bernie Ridgeway**



Co-Founder &  
Managing Director  
**John Barrington AM**



Co-Founder &  
Executive Director  
**John Konstantopoulos**



Non-Executive Director  
**Dr Jacque Sokolov**

# Our people – Artrya Leadership



Managing Director & CEO  
**John Barrington AM**



Executive Director  
**John Konstantopoulos**



Chief Medical Officer  
**Dr Jacob Agris**



Chief Technology Officer  
**Julien Flack PhD**



Head of Regulatory Affairs,  
USA  
**James Monroe**



Chief Financial Officer  
**Mark Wainwright**



Chief People & Culture  
Officer  
**Janice Marcon**



Head of Business  
Development  
**Riaz Kingston**

# Our people – Clinical Advisory Board



Jacque Sokolov, MD



Jack Lewin, MD



Professor Girish  
Dwivedi, MD



Nicolas Chronos, MD



Michael Ridner, MD



Thomas Cheek, MD



James C. Bonnette, MD



Professor Benjamin  
Chow, MD

# FY23 Key Milestones

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- Q2
  - UKCA approval
  - First UK commercial contract
  - UK research partnership
- Q3
  - FDA Qsub meeting
  - First FDA application
  - Increase number of Australian pilots
- Q4
  - Australian revenue
  - FDA applications
  - Health Canada revised category application

# Summary

- Growing global need to address major cause of death worldwide
- Continuing strong business case
- Cash preservation initiatives implemented
- United Kingdom UKCA regulatory approval
- Australian & NZ regulatory approval
- European CE Mark regulatory approval
- FDA strategy being implemented
- Product refinements continuing from pilot sites processing 400 scans per month
- First UK contract secured
- UK NHS hospital research contract pending
- Prestigious Society of Cardiovascular Computed Tomography award
- \$30m cash position
- FY23 first revenue

