

16 May 2024

Annual General Meeting – Presentation and Addresses

Enlitic, Inc. (ASX: ENL) (“the Company”) attaches a copy of the Chair address and presentation to be made at today’s Annual General Meeting of the Company.

– ENDS –

This announcement was authorised for release by the Board of Enlitic, Inc.

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About Enlitic

Enlitic is a software company that uses artificial intelligence to develop software products that manage medical imaging data in radiology (such as MRI, CT scans, X-ray and ultrasound images) and licences such products to healthcare providers. Enlitic’s products (including its current product offering and product suite under development) seek to standardise, protect, integrate, and analyse data to create the foundation of a real-world evidence platform that has the ability to improve clinical workflows, increase efficiencies, and expand capacity. Read more at enlitic.com.

16 May 2024

Enlitic, Inc. 2023 Annual General Meeting

Chairman's Address

Dear Shareholders,

It's my pleasure to welcome all our shareholders to Enlitic's Annual General Meeting 2023.

I'd like to take this opportunity today to discuss four key areas as part of my Address to you, our shareholders and owners of the Enlitic business. These areas are: the significant opportunity our business aims to address in the healthcare industry, the considerable progress we've made as company, our advancements in building customer partnerships and generating initial revenues, and finally, a comment on the share price, which we believe does not reflect the true value and potential ahead.

At Enlitic, we are seeking to address a significant issue in the healthcare industry, the growing data volumes which are unstandardized, unaggregated and ineffective. It is a very difficult problem to solve and we are one of the most advanced companies with a solution. Our software framework uses AI to create a network between our clients' applications which facilitates better communication and enables their data to be more useful, more accurate and more efficient – this ultimately provides better care for patients. The increasing demand for data imaging in healthcare markets and the soaring data volumes associated with this drives the need for our products that are already commercially available, ENDEX and ENCOG, for data standardisation and de-identification, as well as our products expected to be soon brought to market, ENSIGHT for connectivity and analysis and ENCODE, for coding and reimbursement which Michael will speak to in his presentation.

2023 in Review

This past year has been a journey of adaptability and growth despite the challenges thrown our way by the global financial markets. We have expanded our reach and capabilities significantly.

In 2023, we focused on developing our flagship product, which features ENDEX for data standardisation and ENCOG for data anonymisation. These enhancements have elevated Enlitic Curie's capabilities and performance, increasing customer benefits.

Strategically, we pivoted to a subscription-based revenue model to provide a stronger opportunity for long-term growth and partnership with customers through multi-year contracts. Our product is very sticky once implemented by our customers and it makes logical and financial sense to align our product type with our revenue model.

Commercially, we saw robust growth. We signed ten new contracts with partners across a diverse spectrum of healthcare providers and OEM healthcare vendors, including notable entities like Sentara Health, Summit Health, Wake Radiology, and Blackford Analysis. These new alliances should support revenue generation as we continue to roll out our services in 2024.

Our focus on operational efficiencies paid off, resulting in a reduction in operational costs of over 10%, which contributed to decreasing our loss before interest and taxes from \$25 million in the previous year to \$15.5 million. Another significant factor in this improvement was our financial restructuring during the IPO, which transformed convertible notes into preference shares and subsequently into common stock.

Finally, despite a challenging equity market in 2H2023, Enlitic completed a \$21 million Australian Dollar Initial Public Offering and commenced trading on the Australian Securities Exchange on December 19, 2023. This milestone has bolstered our financial position and enhanced our visibility in the global market. In the last few months our team has worked hard to continue the positive momentum we saw through 2023 and we are excited about the investment opportunity we have created in Enlitic.

However, we do not believe this momentum has been reflected in the Company's share price since listing. The Board and management share your disappointment and some of us, as shareholders ourselves, we are aligned in driving an improved share price performance by delivering operationally and communicating our achievements.

We will continue to have an active investor engagement program in Australia and the United States throughout 2024 to highlight the current value proposition, and we are looking forward to sharing our progress.

Our progress in 2023 was made possible by the dedication and resilience of our people who ensure we put our best foot forward. I would like to thank every team member for their ongoing commitment to Enlitic and for helping us bring our clients an exceptional opportunity to improve workflows and efficiencies and realise value from the data within their businesses. Likewise, we acknowledge and appreciate, our shareholders, for your continued support.

In terms of high level, we consider that our products are well positioned in the market to drive growth for our Company. As mentioned, we are focused on accelerating the development of our products to ensure our clients can take advantage of the opportunities our technology affords them. We seek to continue to deepen our relationships with existing customers and partners as well as expand our new client base. We are optimistic and excited about our innovative technology and look forward to the journey ahead.

Lawrence B. Gozlan

Chair

Enlitic Inc.

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About Enlitic

At Enlitic, we empower healthcare systems to enhance the quality of their medical imaging data using the capabilities of artificial intelligence. Enlitic has developed an intelligent data framework that powers critical workflows, orchestrates data, and enables greater comprehension of what information resides in archives thereby unlocking new revenue opportunities, generating cost-savings, and improving healthcare delivery.

Read more at enlitic.com.



ENLITIC, INC.

AI DRIVEN DATA MANAGEMENT FOR
THE MEDICAL IMAGING SECTOR

Annual General Meeting

16 May 2024



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Certain market and industry data (including industry forecasts, projections, market sizes, market shares and market positions) included in this presentation has been obtained from public filings, research, surveys or studies conducted by third parties, including industry and general publications, which has not been independently verified by the Company, as well as from the Company's own internal estimates and research. The Company cannot warrant or guarantee the adequacy, fairness, accuracy or completeness of such information. You should note that market data and statistics are inherently predictive and subject to uncertainty and not necessarily reflective of actual market conditions. There is no assurance that any of the industry or market forecasts, including management estimates, which are referred to in this presentation will be achieved. In addition, such data involves a number of assumptions and limitations, and there can be no guarantee as to the accuracy or reliability of such assumptions. In addition, while the Company believes its own estimates and research are reliable, such estimates and research have not been verified by any independent source.

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BOARD AND EXECUTIVE MANAGEMENT

Board of Directors



Lawrence B. Gozlan

Board Chair

Mr. Gozlan is the Chief Investment Officer and Founder of Scientia Capital and currently serves as a Director on several private and public company boards in Australia.



Sergio Duchini

Director

Sergio drives strategy and growth with a strong focus on customer, innovation, M&A and corporate governance by leveraging his knowledge and experience in strategy development & implementation, accounting & finance, corporate structuring and M&A.



Lisa Pettigrew

Director

Lisa has 25+ years experience in management consulting and technology services companies across multiple vertical industries, with a particular expertise in healthcare and life sciences.



Riichi Yamada

Director

Riichi Yamada has about 25 years experience of sales & marketing and new business development and investment in several industries at Marubeni Corporation.

Executive Management



Michael Sistenich

Director & Chief Executive Officer

Michael has over 24 years of experience in the investment banking, corporate finance and asset management industry.



Darren Scotti

Chief Financial Officer and Company Secretary

Darren is a veteran CFO and board member with over two decades of experience managing capital.



AGENDA

- Welcome & Chairman's Address
- Formal Items of Business
 - Resolutions & Questions
- Closure of Annual General Meeting
- CEO's Presentation
 - Milestones in 2023
 - Pipeline
 - Growth Pathway & Outlook
 - Q&A



CHAIRMAN'S ADDRESS

Lawrence Gozlan, Chairman



OUR MISSION

Our Mission

Enlitic's mission is to revolutionise healthcare by leveraging AI and data, empowering evidence-based decision-making, enhancing research, and transforming healthcare delivery.

Industry Problems

Radiology departments are experiencing workflow and capacity challenges compounded by a **lack of data standardisation** that impacts data quality and stakeholders within the enterprise.

Staff within the radiology departments are experiencing **high rates of stress and burnout** resulting from increased workloads, increasing complexity of imaging studies and conflicting demands on time.



Solution

The Enlitic solution is built upon a software framework, **creating a network between applications**. It houses an ecosystem that enables and supports the exchange of information or content between different interdependent applications.

The framework **facilitates communications** between modalities, Enlitic applications, Electronic Medical Records and PACS.

It features a host of AI-powered applications that enable **data standardisation, de-identification, anonymisation and workflow simplification**.



2023 IN REVIEW

STRATEGIC PIVOT TO
SUBSCRIPTION-
BASED REVENUE
MODEL

10 NEW CLIENT
CONTRACTS

FURTHER PRODUCT
DEVELOPMENT AND
COMMERCIALISATION
OF ENDEX & ENCOG

USD \$9.5M
REDUCTION
IN LBIT

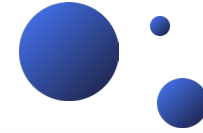
AUD \$21M
INITIAL PUBLIC
OFFERING

LISTING ON THE
AUSTRALIAN
SECURITIES
EXCHANGE
(ASX:ENL)

STRENGTHENED
LEADERSHIP



CEO PRESENTATION



Michael Sistenich, CEO



WHAT WE DO

Enlitic **empowers** healthcare systems to **enhance the quality** of their medical imaging data using the capabilities of **artificial intelligence**

Our products:

- ✓ Unlock new revenue opportunities
- ✓ Generate cost savings
- ✓ Improve the delivery of healthcare

We improve workflows and efficiencies:

- Radiologists report faster, with less manual intervention
- PACS Admin spend less time searching and rerouting data
- Data quality is improved: complete, accurate and clinically relevant

We help realise the value providers have:

- Unlock decades of archived medical images into new revenue opportunities
- Orchestrate data and workflows to drive efficiencies
- Gain better insight into the data generated every day



2023 HIGHLIGHTS

10 successful
contractual
arrangements

January

- Marubeni Japanese distribution agreement

March

- Sentara Health contractual agreement
- Release of Enlitic Curie 1.3 with ENDEX™ and introduced ENCOG™

April

- Multi, Inc. distribution agreement
- Vital Radiology Services contractual agreement

May

- Clairvo Technologies/JMID Japanese distribution agreement
- Sentara Health goes live with ENCOG

July

- Southeast Alaska Regional Health Consortium contractual agreement

September

- Blackford Analysis contractual agreement
- Release of Enlitic Curie 1.4 with ENDEX™ and ENCOG™

October

- Wake Radiology contractual agreement

December

- Summit Radiology contractual agreement
- Infinit HealthCare contractual Agreement
- **IPO & ASX Listing Raising ~A\$21m**



2024 ACHIEVEMENTS

February

Strengthened the Executive team and organization

March

Unilabs contractual agreement expanded beyond TMC

April

OpenRad contractual agreement signed

March-May

Multiple Proof of Concepts underway with increased client interest

May

Royal National Orthopaedic Hospital NHS Trust purchase order received

May

TestDynamics contractual agreement signed

May

Successful acceleration of the development and testing of Ensign 2.0

May

Increase in integration capabilities, workflows and use cases



OUR SOFTWARE HAS IMPACT

Healthcare has always been challenged to transform the massive amounts of data it produces into actionable insights.

90%

of the healthcare data produced
comes from imaging
technologies

>50%

Of healthcare executives consider
data utilisation a high priority

97%

of this data remains unutilized

The unique selling point of Enlitic lies in its ability to leverage artificial intelligence to address improving the quality of **medical imaging data** and **unlocking new revenue opportunities** for healthcare systems.

Enlitic is uniquely positioned to turn the enormous **cost** of storing and managing petabytes of imaging archives into opportunities for **realising value** of this data through various means.

Unlike other companies in the medical imaging AI space, Enlitic has developed an intelligent data framework that not only enhances data quality but also **orchestrates workflows** and enables **greater comprehension** and **utilisation** of the information stored in imaging archives.



KEY CUSTOMERS

HEALTHCARE PROVIDERS



NEW in 2024



NEW in 2024



PARTNERSHIPS & RESELLERS



NEW in 2024



NEW in 2024



ENSIGHT™ 2.0

EXPECTED RELEASE
MID-2024

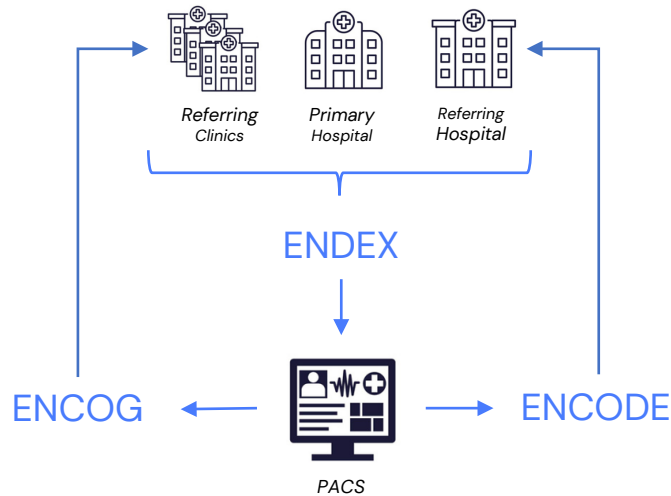


WORKING TOWARD OUR GOALS

Enlitic is approaching an inflection point

CURRENT WORKFLOW

Current Workflow Processes:



ENSIGHT 2.0

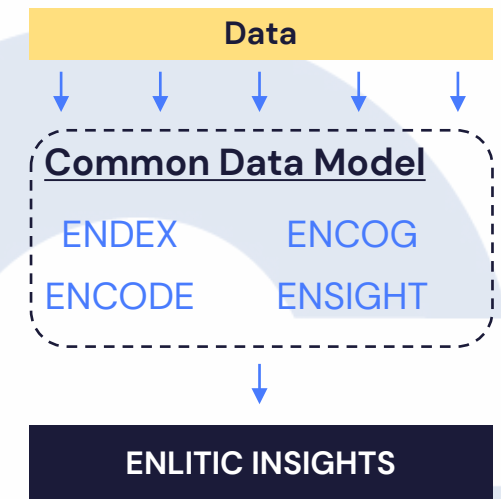
Key components and infrastructure of the new:

Common Data Model (CDM)

1. SR/HL7/Radlex outputs for better integration with third party IT systems
2. Fully integrated frameworks with ENDEX & ENCOG modules
3. Data model improvements with increased capabilities and accuracy
4. Improved metrics and dashboards for performance monitoring and data quality analysis
5. Configurable standardisation for improved accuracy and customer acceptance
6. New clinical workflows enabled with better integration

**EXPECTED RELEASE
MID 2024**

"THE PRIZE"



- Access to data is **essential** to maximise value for clients and Enlitic
- Managing the flow of data drives further development of Enlitic's AI Models and workflows
- Creation of the CDM delivers value to clients via workflow efficiencies and commercial insights

2024 OPPORTUNITIES & KEY INITIATIVES

PRODUCT ENRICHMENT

- Expanding workflows and use cases
- Improve integration capabilities

SALES CONVERSION

- Reduce time to revenue
- Enable partners and resellers to be successful

MARKET EDUCATION

- Drive awareness of the value of our solutions
- Highlight and promote customer success stories

IMPLEMENTATION

- Implement Enight 2.0 with existing customers
- Improve deployment process and timeliness

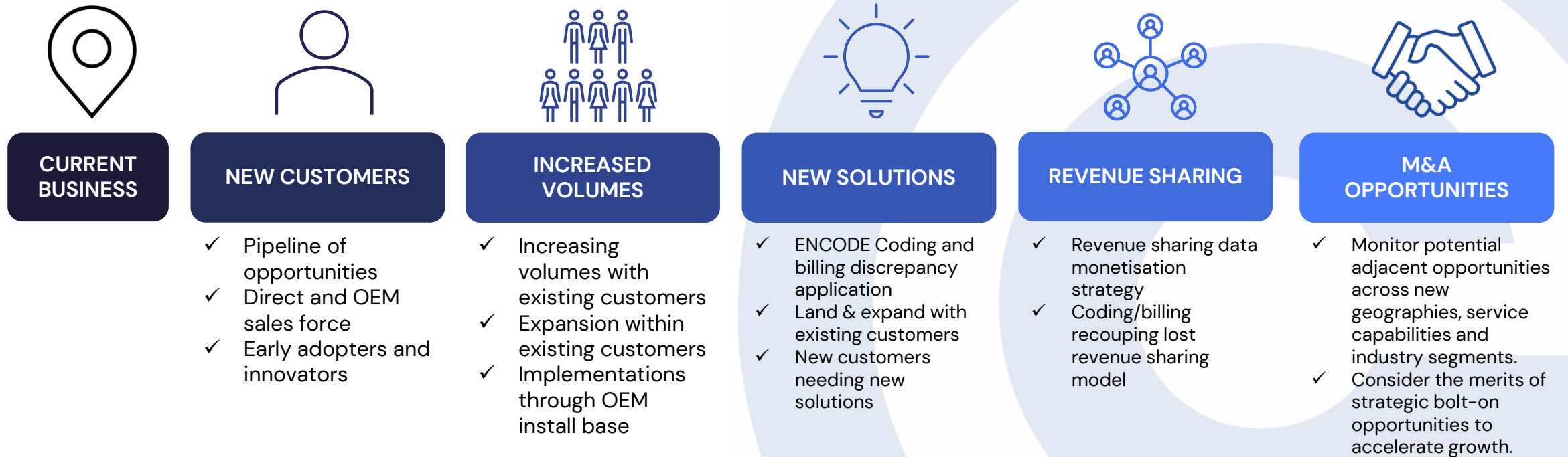
EXPAND REACH

- Expand and leverage partnership network further
- Further entries into new markets



GROWTH PATHWAYS & STRATEGIES

Five key areas of growth for Enlitic:



PIPELINE

Pipeline Summary¹

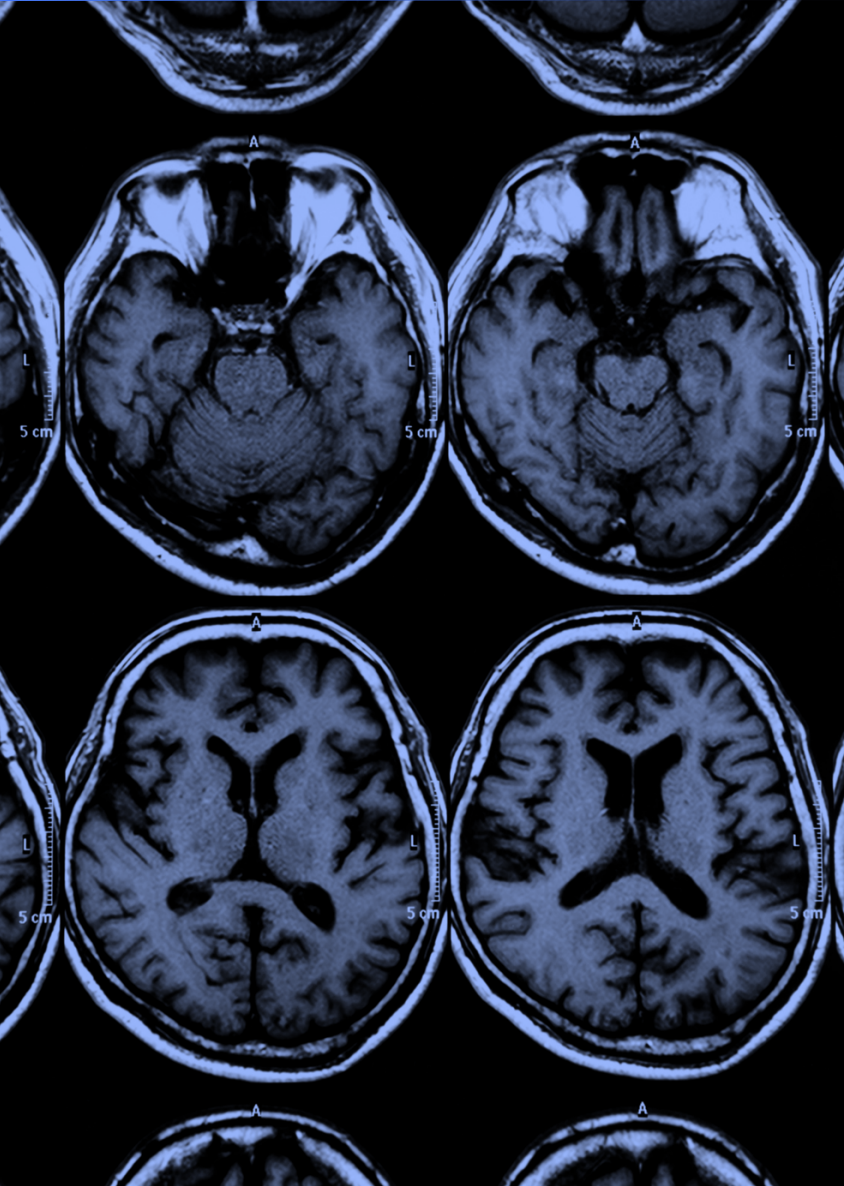
Enlitic tracks progress of prospective clients across all phases of the sales cycle

Pipeline Stage	#	TCV
LEADS	2,027	
WORKING LEAD	1,382	
MARKETING QUALIFIED	246	
SALES QUALIFIED	225	
OPPORTUNITIES	127	\$100.1M USD

Pipeline Stage	#	TCV
PENDING PROGRESSION ²	43	\$37.7M USD
OPEN OPPORTUNITY ³	84	\$62.4M USD
TOTAL	127	\$100.1M USD

1) Information based off Enlitic internal CRM database and corporate model as of Mar 25, 2024. There is no guarantee that any of these leads or opportunities will result in any contracted clients or contracted revenue.
2) Pending Progression: Customers that have shown an initial interest in Enlitic's products but has placed the sales process on a temporary hold due to their own internal factors, such as, IT capacity or budget constraints.
3) Open Opportunity: Customers actively engaged with Enlitic in the sales process.

SUMMARY



- Initial feedback from testing of ENSIGHT 2.0 has been strong, driving further inbound customer interest and is expected to reduce sales cycles.
- Accelerated R&D has enabled Enlitic to bring vital infrastructure components of ENSIGHT and ENCODE forward by 18 months, providing foundational components required for the envisioned Common Data Model framework.
- Growing customer opportunity pipeline valued at an estimated US\$100 million in Total Contract Value.
- Partnerships with key channel partners are opening new opportunities and driving towards revenue.
- New executive managers are making an immediate impact on operational efficiencies, strategic direction and sales process.
- Ongoing focus on managing costs and introducing operational efficiencies.

* Qualifiers found on Slide 24.



Questions?

