



# ENLITIC, INC.

AI DRIVEN DATA MANAGEMENT FOR THE  
GLOBAL HEALTHCARE IT SECTOR  
(RADIOLOGY SUB-SECTOR)

TechKnow Investor Day Presentation

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# 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.



## Enlitic 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.

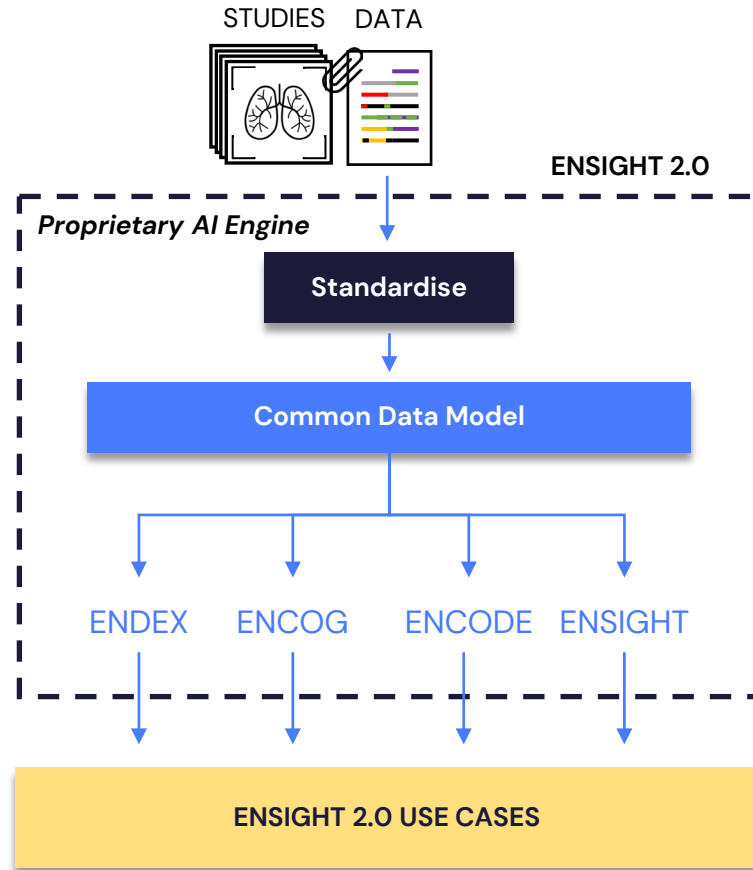
It features a host of AI-powered applications that enable **data standardisation, de-identification, anonymisation and workflow simplification**.



# WHAT WE DO

## ENLITIC CORE COMPETENCY

Illustrative Example



Tangible Benefit	Use Case	Description
Improve Radiologist Productivity	Hanging Protocols	<i>Puts time back in the hands of the radiologist</i>
	Dictation template	
	AI orchestration	
Billing Accuracy	Contrast detection	<i>Identifies and prevents lost billing opportunities</i>
	Anatomy detection	
Data Monetisation	Deidentification	<i>Delivers commercial insights and facilitates the potential sale of highly valuable curated data</i>
	Data Curation	
Operational Efficiencies	Scan times	<i>Drives revenue opportunities via increased patient throughput and reduced admin</i>
	Image orchestration	
H&S / Liability Mgmt	Dose monitoring	<i>Tracks patient wellbeing / safety and reduces legal liability through correcting human errors</i>
	Laterality conflicts	

# NECESSITY FOR ENLITIC'S USE CASES

## Improve Radiologist Productivity

**Enlitic estimates that a medium sized health system can achieve an annual increase in revenues by up to c.\$1.2M p.a.<sup>1</sup>**

Inaccurate descriptions increase read times.

Ensign 2.0 corrects study and series descriptions to decrease study read time by ~30 seconds<sup>2</sup>.

## Identify Billing Discrepancies

**Missing or erroneous intravenous contrast could be underbilled in the U.S. by c.\$2B p.a.**

Incomplete and inaccurate data is one of the main causes of underbilling.

Ensign 2.0 reviews the imaging data to identify key procedure data discrepancies.

## Data Value Realisation

**Tempus AI generated c.\$169M from the licensing of data and other analytical services in oncology in FY23**

Non-standardised data reduces efficiency and poses significant challenges for research

Ensign 2.0 standardises imaging data and increases data value.

## Improve and Enhance Data Quality

**15% of extremity studies have unclear laterality, exposing radiology in the U.S. to a potential annual liability of c.\$3.4B**

Inaccurate laterality data increases risk and impacts care delivery.

Ensign 2.0 reviews the data to identify potential laterality conflicts.

## Realise Operational Efficiencies

**A 5-minute reduction in average MRI scan times is expected to yield \$250K per machine p.a.**

Due to siloed, non-standardised data, healthcare organisations struggle to achieve cost savings.

Ensign 2.0's ability to standardise data helps them achieve it.

**Healthcare generates 30% of the world's data and almost 90% of that healthcare data is Medical Imaging Data**

1) Management estimates  
2) Management estimates derived from real life client examples

# COMMERCIALISING AN UNTAPPED OPPORTUNITY



Estimated large total serviceable market of US\$3.7bn<sup>(1,2)</sup>



Large customer opportunity pipeline estimated at US\$100m in Total Contract Value<sup>(3)</sup>



4 commercialised products:  
ENDEX™, ENCOG™, ENCODE™ and ENSIGHT 2.0™



Under development:  
Additional use cases



Successful A\$21m equity capital raise in Dec '23



15 customer agreements signed to date



Strong strategic partnerships in key markets

Leading innovator in data standardisation for medical imaging

1) The number of hospitals and radiology reading rooms assumed are 14,751 at an average annual revenue of US\$252k. Investors should note that market data and statistics are inherently predictive and subject to uncertainty and not necessarily reflective of actual market conditions. The Company has obtained significant portions of this information from market research and commentary prepared by third parties.  
2) No consideration for growth into Anonymization, Data Migration or Real-World-Evidence  
3) 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.

# GROWTH STRATEGIES

Enlitic expects growth opportunities for the Company will come through the five key areas described below:



## CURRENT BUSINESS



## NEW CUSTOMERS

- ✓ Pipeline of opportunities
- ✓ Direct and OEM sales force
- ✓ Early adopters and innovators



## INCREASED VOLUMES

- ✓ Increasing volumes with existing customers
- ✓ Expansion within existing customers
- ✓ Implementations through OEM install base



## NEW SOLUTIONS

- ✓ ENCODE Coding and billing discrepancy application
- ✓ Land & expand with existing customers
- ✓ New customers needing new solutions



## REVENUE SHARING

- ✓ Revenue sharing data monetization strategy
- ✓ Coding/billing recouping lost revenue sharing model

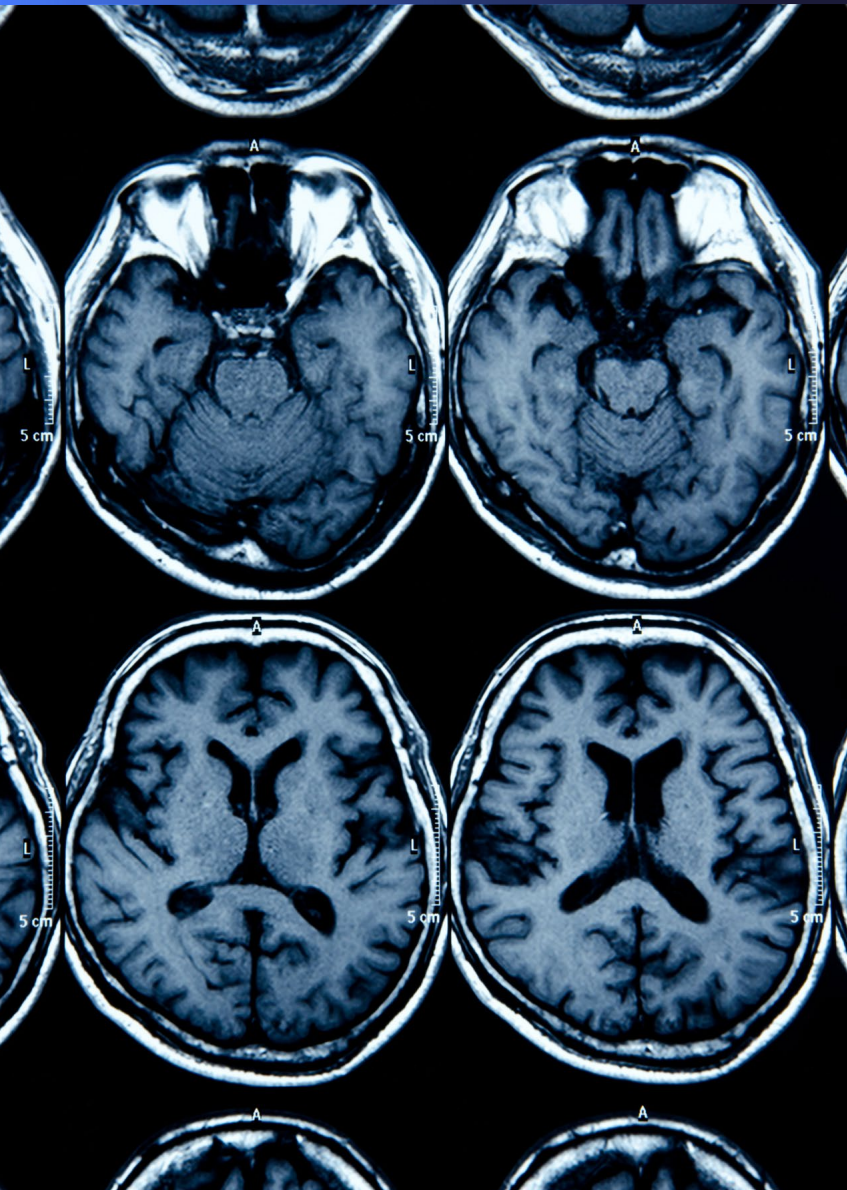


## M&A OPPORTUNITIES

- ✓ Monitor potential adjacent opportunities across new geographies, service capabilities and industry segments.
- ✓ Consider the merits of strategic bolt-on opportunities to accelerate growth.



# SUMMARY



- AI and machine learning opportunities exist at all levels of the radiology workflow process and will be important in achieving efficiency improvements
- Growing customer opportunity pipeline valued at an estimated US\$100 million in Total Contract Value
- Partnerships with key channel partners that are supporting Enlitic's growth
- High quality and experienced board and executive management
- Continuous focus on accelerating development in new product offerings and expediting the commercialisation of these products



Questions?

