Optiscan

ASX Announcement
16 May 2024 (Melbourne, Australia)
Optiscan Imaging Ltd (ASX:OIL)

Optiscan Webinar Investor Presentation

Optiscan Imaging Limited (**ASX:OIL**) ('**Optiscan**' or '**The Company**') is pleased to release an updated investor presentation ahead of the Company's Chief Executive Officer and Managing Director, Dr Camile Farah's webinar. The webinar details are below:

Date	Thursday 16 May 2024
Time	11:00 AEST
Format	Zoom
Register	The event is free, and investors can register online here**:** https://us02web.zoom.us/webinar/register/WN_uB0zx1qVQwWN7iaoIOQojA

Shareholder questions can be submitted on the day through Zoom or emailed to Russell Katz (russell@thecapitalnetwork.com.au) ahead of the webinar.

A recorded copy of the webinar will be made available following the event on Optiscan's YouTube channel: https://www.youtube.com/@optiscanimagingltd4431

– ends –

This announcement has been authorised for release by the Board of Optiscan.

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About Optiscan

Optiscan Imaging Ltd (ASX:OIL) is a global leader in the development, manufacturing, and commercialisation of confocal endomicroscopic imaging technologies for medical, translational and pre-clinical applications. Our technology enables real-time, non-destructive, 3D, *in-vivo* digital imaging at the single-cell level.

We are driven by developing technology and its use to give healthcare providers and researchers the highest quality real-time microscopic imaging tools to enable the early detection and management of disease, improve patient outcomes, and reduce the high cost of curative medicine and associated procedures.

Our patent-protected proprietary technology, using specially miniaturised componentry, has created a pen-sized digital microscope, which can be used on any tissue it contacts to produce high resolution digital pathology images for cancer diagnosis and surgical margin detection in real-time. The aim of our technology development is for earlier diagnosis and subsequent treatment of cancerous tumours with expected associated improved patient outcomes.

To learn more about Optiscan, visit www.optiscan.com or follow us on LinkedIn, X or Instagram.

Disclaimer

All statements other than statements of historical fact included on this announcement including, without limitation, statements regarding future plans and objectives of Optiscan or any of the other parties referred to herein, are forward-looking statements. Forward-looking statements can be identified by words such as 'anticipate", "believe", "could", "estimate", "expect", "future", "intend", "may", "opportunity", "plan", "potential", "project", "seek", "will" and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions, and on assumptions regarding future events and actions that are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, its directors and management of Optiscan that could cause actual results to differ from the results expressed or anticipated in these statements.

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Optiscan Imaging Ltd (ASX:OIL)
Investor Update, 16 May 2024

The new standard of care in digital pathology and precision surgery

Disclaimer

This presentation has been prepared by Optiscan Imaging Limited (OIL or the Company) as at 16 May 2024.

The information in this presentation is of a general nature and does not purport to be complete. The presentation does not contain all of the information which a prospective investor may require in evaluating a possible investment in OIL or that would be required in a prospectus or product disclosure statement prepared in accordance with the requirements of the Corporations Act 2001 (Cth). No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. Neither OIL, nor any of its officers, employees, officers, agents, consultants or advisers are under any obligation to update any information subsequent to the issue of this presentation.

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Presenter

Dr Camile Farah **MBA, PhD, MAICD, FAIM, FLWA**
CEO & Managing Director, Optiscan Imaging Ltd (ASX:OIL)
President & CEO, Optiscan Imaging, Inc.

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Optiscan At A Glance

A global medical technology company leading the transformation of digital pathology and precision surgery

ASX: OIL	Melbourne	$ 100m	Patent	Proven	Validated	Team	2,350 m^2	QMS	Minnesota
1997	Headquarters	Market Cap	Protected	Technology	Products	Agile	Office & Plant	Certification	Commercial Hub

Optiscan Has Developed Cutting-Edge Technology…

- Real-time, non-invasive, point-of-care microscopic imaging
- Biopsy-free, slide-free, live single-cell imaging
- Sub-cellular resolution, global leader
- Immediate clinical feedback and surgical workflow
- Unlimited sampling across diseased tissue
- Clinician and pathologist collaboration via digital workflow

…Dramatically Improving Medical Outcomes

- Immediate, informed clinical decisions and collaboration
- Improved patient outcomes with clearly defined, targeted cancer screening and surgical margin assessment
- Digital equivalent to standard pathology
- Near perfect concordance with frozen section biopsy
- Efficiencies within healthcare systems through reduced need for traditional histopathology and revision surgery

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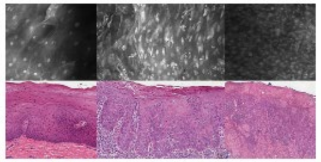
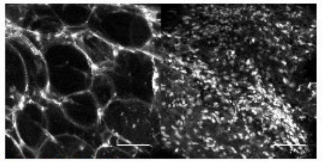
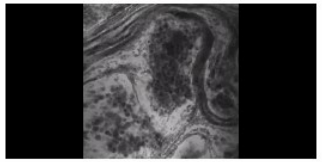
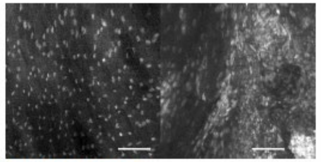
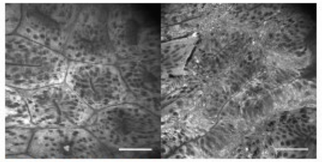
Proven + Validated Technology

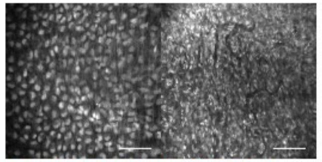

Oral Cancer

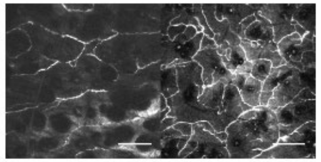

Breast Cancer

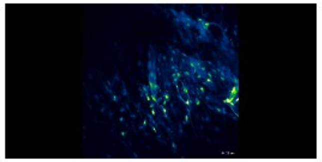

Brain cancer

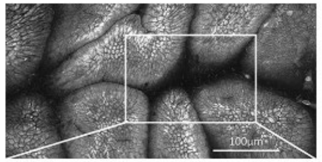

Cervical Cancer


Adenocarcinoma

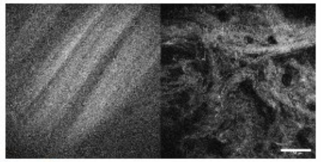

Pancreas body wall metastases

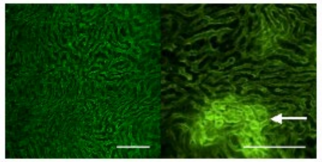

Tumour angiogenesis

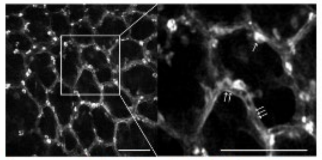

Calcium imaging

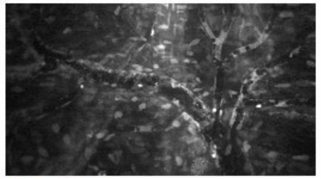


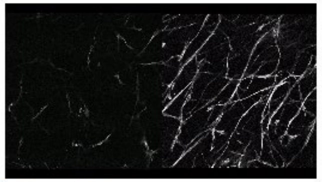
Gastrointestinal microflora

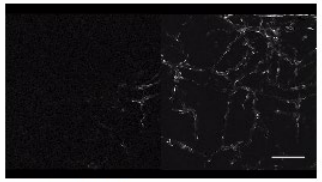

Autofluorescence


Liver micro metastases


Lung endothelium triplel abelling

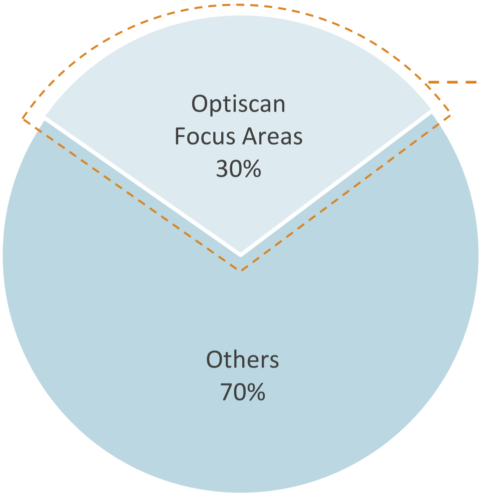

Thrombosis


Tissue culture

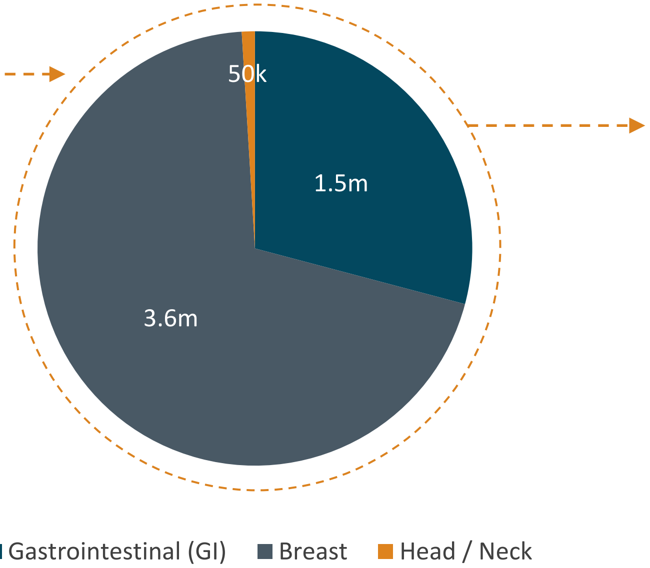

GFP endothelium

Current Clinical Applications: Large, Relevant Markets

Cancer Cases

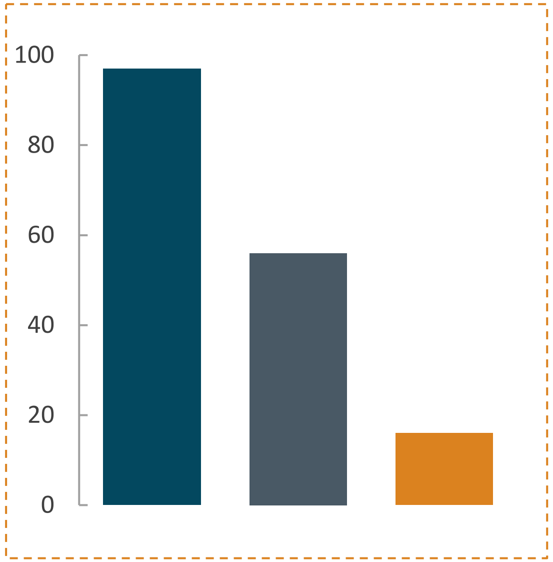


Total US Cancer Cases
(16.7m)



Optiscan Focus Areas
(5.75m)

Healthcare Spend



US Healthcare Spend
(US$ 160bn)

- **Breast**
  - Total US addressable market in breast cancer surgery is US$2.6 bn.
  - Total recurrence costs for breast cancer surgery are over US$6.4 bn.
  - Potential to reduce breast lumpectomy operating time by at least 46%.
  - Industry-wide operating room savings of more than US$120 m pa in US.
- **GI**
  - 21 million GI endoscopies performed in US pa; colonoscopies accounting for 60%.
  - GI endoscopy market has the potential to generate US$8 bn for providers in additional revenue pa in US.
  - US$3.87 bn healthcare benefit savings through early detection and reduction of recurrence in GI space.
  - 3.1 million US adults diagnosed with inflammatory bowel diseases.

Optiscan's current focus areas encompass nearly 30% of cancer cases and US$160bn of healthcare spend in the US

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Larger Opportunity Ahead of Us

To date, Optiscan has focused on a portion of the healthcare market opportunity.
The digital health space presents a sizeable and lucrative opportunity for future growth.

THE OPPORTUNITY

The global **digital** health market is anticipated to reach

$946 billion by 2030

growing at CAGR of 21.9% from 2024 to 2030

The US **robotic** surgery service market was valued at **$1.8 billion** in 2022 and is estimated to grow at a **CAGR of 17.3%**

The US **digital** health market was estimated at **$81.17 billion** (USD) in 2023

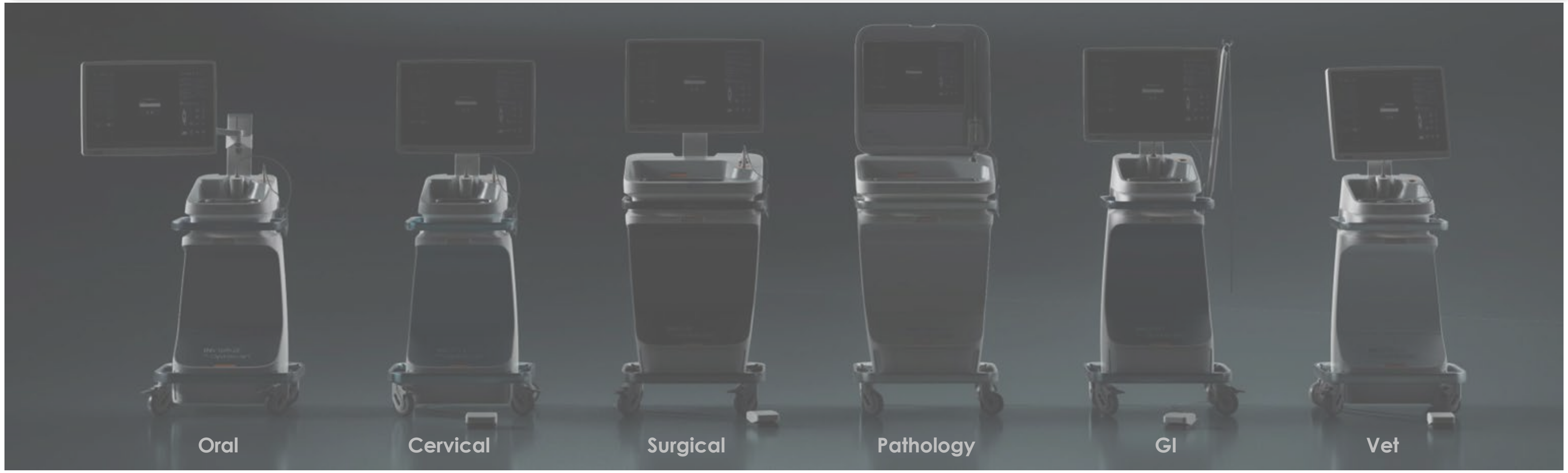
The global **AI** healthcare market size was estimated at **US $19.27 billion** in 2023 and is expected to grow at a **CAGR of 38.5%**

Insights10 US Robotic Surgery Services Market Analysis report 2024
Grand View Research U.S. Digital Health Market Size, Share & Trends Analysis Report By Technology (Tele-healthcare, mHealth), By Component (Software, Hardware, Services), By Application (Obesity, Diabetes) , By End-use, And Segment Forecasts, 2024 - 2030
Grand View Research AI In Healthcare Market Size, Share & Trends Analysis Report By Component (Hardware, Services), By Application, By End-use, By Technology, By Region, And Segment Forecasts, 2024 - 2030

Optiscan

Digital Product Range: Hardware + Software

Clinical Product Family Vision



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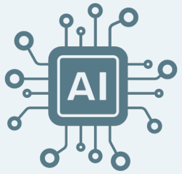
Developing a Full Suite of Digital Health Assets

Intraoperative Telepathology & Remote Diagnostics



AI Based Identification & Diagnostics

Biopsy Channel Compatible Devices

Integration with Robotics Systems

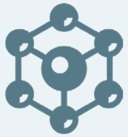


Image-guided Molecular Surgery

Optiscan’s Transformation Journey

- Optiscan continues to evolve and build upon its strong foundation.
- Operational enhancements, strategic investments and product development have positioned us for the next phase of strategic growth.

Phase 1: Core foundation

- Develop core platform and initial product offering
- Patented technology development
- Prove legitimacy of the product
- OEM product provider

1994 - 2021

Phase 2: Strategic transformation

- Strategic focus
- Optimised operations
- Investment in growth opportunities and markets
- Expanding product portfolio
- Technology commercialization
- Cultivate strategic partnerships
- Establish US operations

2022 - 2026

Phase 3: Strategic growth

- Digital health solutions leader
- Full suite of digital health products
- Clinical devices for Breast, GI, Vet, Robotics
- Pure-play digital medical device company
- Significant market share in digital health sector

2026 +

Strategic Transformation – Progress to Date

Operations

- ✓ Structural changes to optimise efficiencies
- ✓ Establish US operations
- ✓ Introduce expertise and dedicated resources in strategic areas and markets
- ✓ Introduce sales capability to capitalise to qualify and initiate US sales outreach
- ✓ Shift company focus from tactical execution to strategic growth
- ✓ Expand team locally and globally

Product

- ✓ Develop product roadmap that supports long-term growth
- ✓ Finalise open surgery device
- ✓ Finalise digital pathology device
- ✓ Initiate development of 2nd Gen GI scope
- ✓ Initiate development of robotic-compatible device

Technology

- ✓ Developed cloud-based connectivity platform
- ✓ Developing AI applications for each clinical use case

Sales

- ✓ Qualify global market opportunity
- ✓ Segment high growth sectors
- ✓ Established US sales presence across North America
- ✓ Fill sales pipeline with qualified leads
- ✓ Progress sales leads across multiple pathways

Brand

- ✓ Revise messaging to refresh market awareness of Optiscan
- ✓ Build marketing and sales assets to support sales outreach
- ✓ Invest in shareholder/investor communications channels
- ✓ Expand reach from local to global in staged approach

Partnerships

- ✓ Finalised agreement with Mayo Clinic for a multi-year collaboration
- ✓ Identified strategic clinical partners in the US
- ✓ Secured further collaborations in US for wider clinical applications
- ✓ Resumed clinical partnership in Germany for GI product
- ✓ Identified R&D partners locally and globally

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Bridging the Gap between Surgery and Pathology

Clinical Product Family Vision

+

Developing a Full Suite of Digital Health Assets

Intraoperative Telepathology & Remote Diagnostics	AI Based Identification & Diagnostics	Biopsy Channel Compatible Devices	Integration with Robotics Systems	Image-guided Molecular Surgery

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The Next Step in our Evolution

Optiscan

ASX Announcement
13 May 2024 (Melbourne, Australia)
Optiscan Imaging Ltd (ASX:OIL)

Optiscan Signs Know-How Agreement with Mayo Clinic

Optiscan
Immediate Informed Decisions

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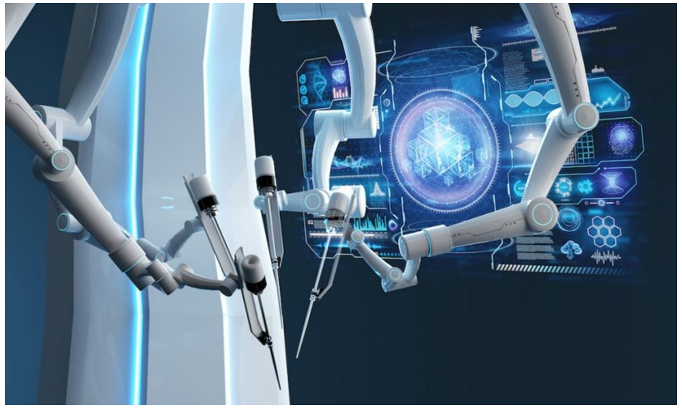
MAYO CLINIC

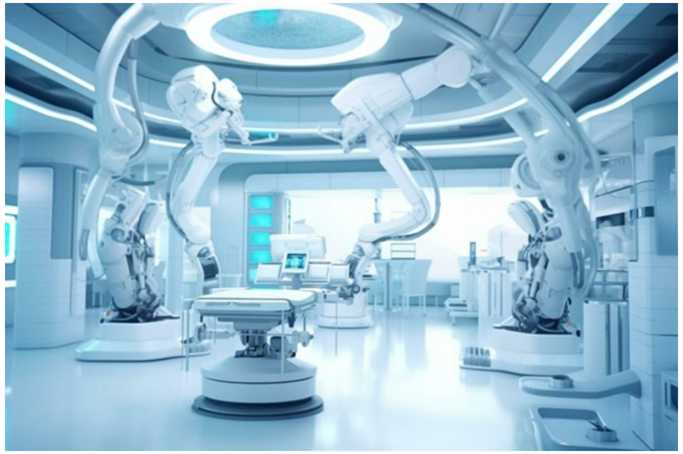
Developing a Full Suite of Digital Health Assets

Intraoperative Telepathology & Remote Diagnostics	AI Based Identification & Diagnostics	Biopsy Channel Compatible Devices	Integration with Robotics Systems	Image-guided Molecular Surgery

A Strategic Collaboration with Unlimited Potential

- The Mayo Clinic agreement represents a significant milestone in Optiscan's evolution.
- As the largest integrated, not-for-profit medical group practice in the world, Mayo Clinic's collaboration with Optiscan demonstrates the legitimacy and potential of our technology and products.
- With more #1 rankings than any other hospital in the US, Mayo Clinic opens considerable opportunities to embed the Optiscan platform technology in a variety of settings and clinical applications.
- The agreement will bring together experts from both companies to develop a robot-compatible endomicroscopic imaging system with an initial focus on robotic-assisted breast cancer surgery.
- Multiple robotic systems presently being used for procedures and clinical trials at Mayo Clinic.
- As part of the agreement, Mayo Clinic has a financial interest in the Optiscan technology which it will use to support its not-for-profit mission in patient care, education and research.
- Optiscan is excited about the future potential and growth opportunities this collaboration will bring.





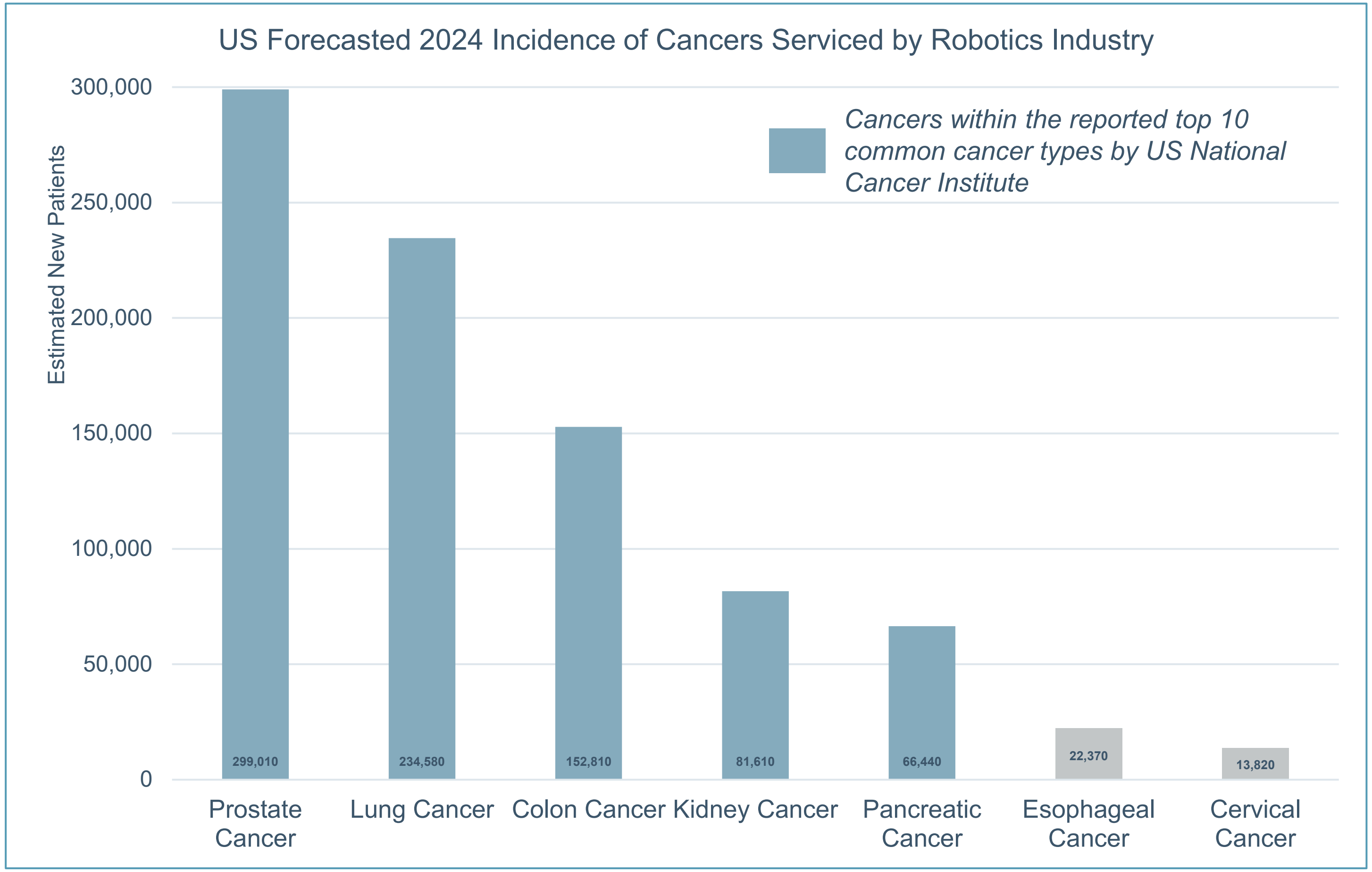
Mayo Clinic

- Mayo Clinic is the largest integrated, not-for-profit medical group practice in the world.
- Mayo Clinic has a vision of transforming medicine to connect and cure as the global authority in the care of serious or complex disease.
- At Mayo Clinic, experts work together to solve the most challenging unmet needs of patients.
- Their history of innovation dates back almost 150 years, when brothers Will and Charlie Mayo pioneered an integrated, team-based approach to medicine.
- Its team includes 76,000 staff members, 7,300 physicians and clinical residents, and 66,000+ allied health staff
- 1.3 million patients from over 130 countries visit Mayo Clinic campuses each year.
- Undertakes more than 141,000 surgical cases and performs more than 4,000 robotic-assisted surgeries a year.
- Mayo Clinic has earnt more top rankings for high-quality patient care than any other health care organization.
- Birthplace of the modern frozen section procedure, with one of the largest pathology laboratories in the world.
- Mayo Clinic conducted over 1,500 open clinical trials in 2022 alone.

Recent advances include:

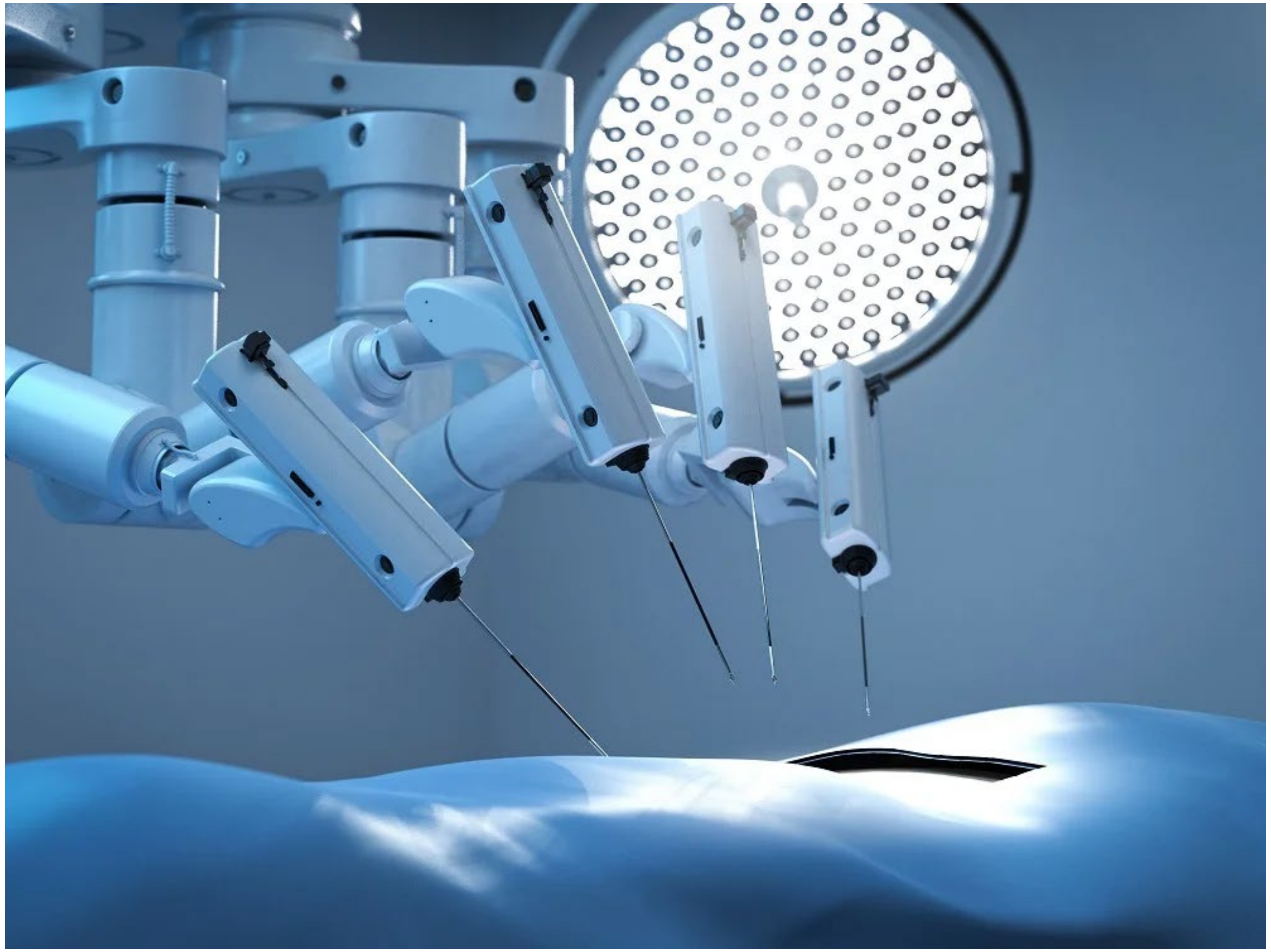
- **Transplant** - 1,858 solid organ transplants, more than any transplant program in the world.
- **Cancer** - 1,896 cancer patients treated with proton beam therapy, over 40% more patients than any other health system in the world.
- **Cardiology** - 32% more diagnoses of weak heart pump were detected earlier, much faster and at lower cost by Mayo Clinic cardiologists using artificial intelligence (AI) and a routine electrocardiogram.
- **Neuroscience** - 20 genes identified by Mayo Clinic neuroscientists that cause or significantly increase risk for Alzheimer's disease and other neurodegenerative conditions.

Robotic-Assisted Surgery



- The integration of Optiscan technology into robotic systems will open further opportunities in the oncology market currently inaccessible to us through open surgical approaches.
- Robotic-assisted surgery is vast and continually expanding, driven by its diverse applications across various medical specialties and is reshaping the way surgeons approach complex procedures.
- Robotic-assisted surgery offers benefits to the surgical outcomes of patients by using small incisions, reducing intraoperative blood loss, decreasing risk of infection, and shortening duration of recovery.

The Gateway to Robotic-Assisted Surgery



Highest Resolution, Greatest Accuracy, Growing Markets

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Strategic Growth – Product Lifecycle

Oral	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	
Breast	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	The Royal Melbourne Hospital
Pathology	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	The Royal Melbourne Hospital
Telepathology	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	prolucid
Flexible GI	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	JGU UNIVERSITÄTS medizin. MAINZ
All in One Vet	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	College of Veterinary Medicine
AI/ML Apps	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	prolucid, CSIRO
Robotics	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	MAYO CLINIC

Optiscan

Clinical + Regulatory Pathways

- Optiscan remains agile and diligent as we adjust to changing US regulatory legislation.
- We remain focused on accelerating our path to achieve FDA approval.

Device

US legislative changes

Changes to the legislation surrounding the use of contrast agents in the US (US Congress Omnibus Legislation Dec 2022) alter Optiscan's intended pathway for progressing original topical application

2023

Device & Drug

Reassess Options & Pathways

Assess available options and adjust approach in line with company roadmap to strategic growth

Clear path to market with new FDA feedback and requirements favoring surgical approach

Pursue drug alternatives and partnerships to accelerated success

Combination Products

Oral
- Incorporate FDA feedback and new legislative requirements into new submission
- Conduct additional clinical studies in the US to meet FDA requirements

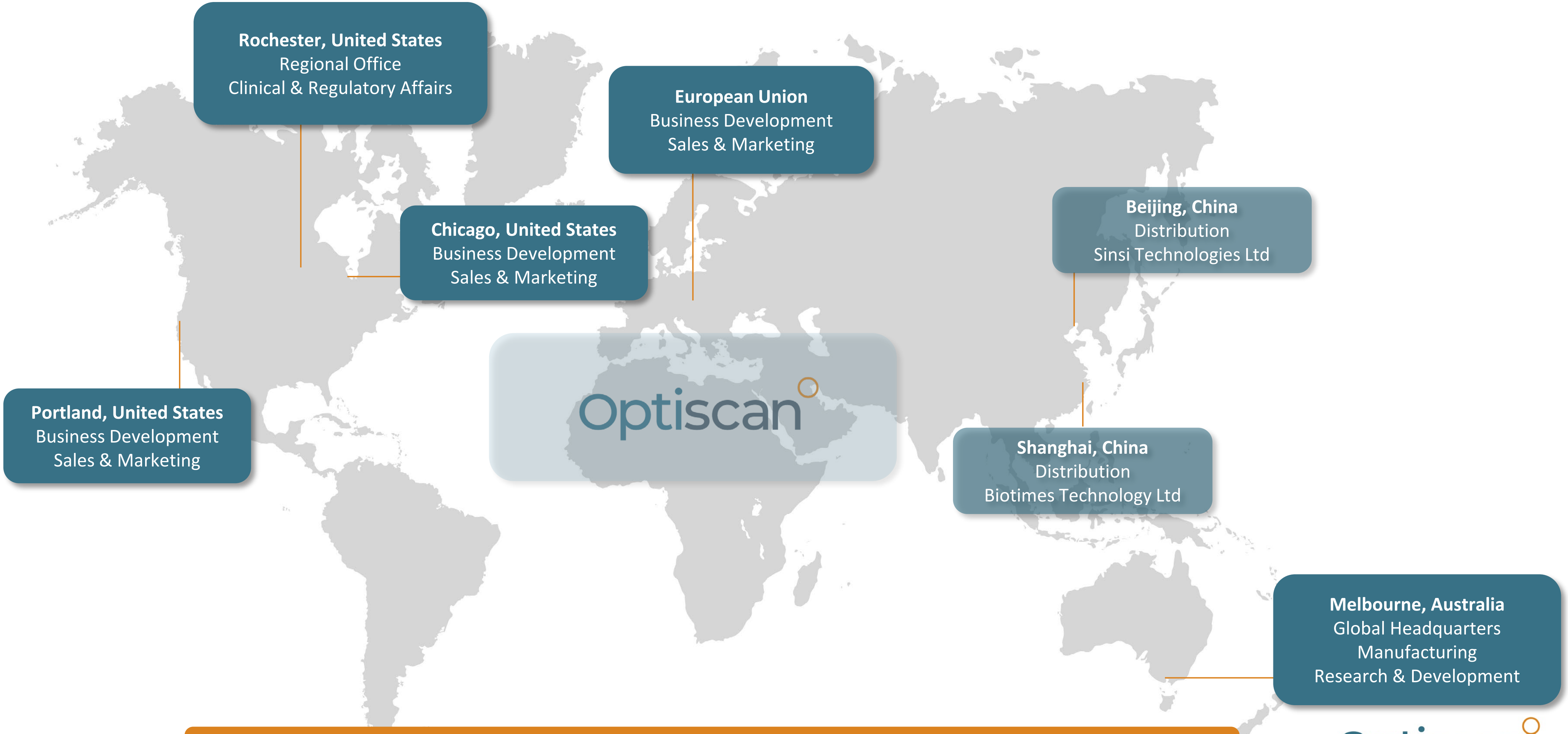
Breast
- Undertake in human feasibility studies in AU for breast cancer surgery
- Initiate clinical studies for open breast surgery in US to support FDA submission

GI
- Undertake feasibility studies in Germany
- Initiate clinical studies in the US to build the foundation for future FDA submission

Robotics
- Develop robotic-compatible prototype
- Initiate preclinical and clinical studies in the US to build the foundation for future FDA submission

Legacy | Recalibration | Streamlined

Optiscan’s Growing Footprint & Sales Pipeline



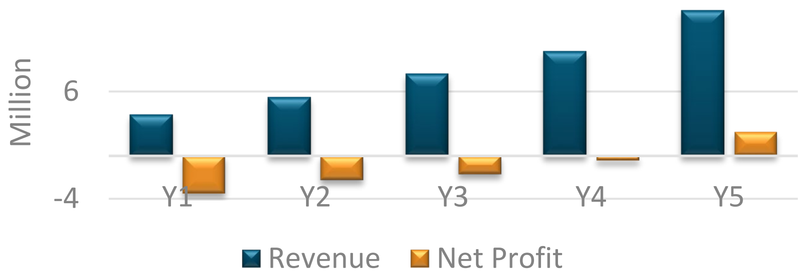
Expanding our business development and sales pipeline globally

Financial Summary

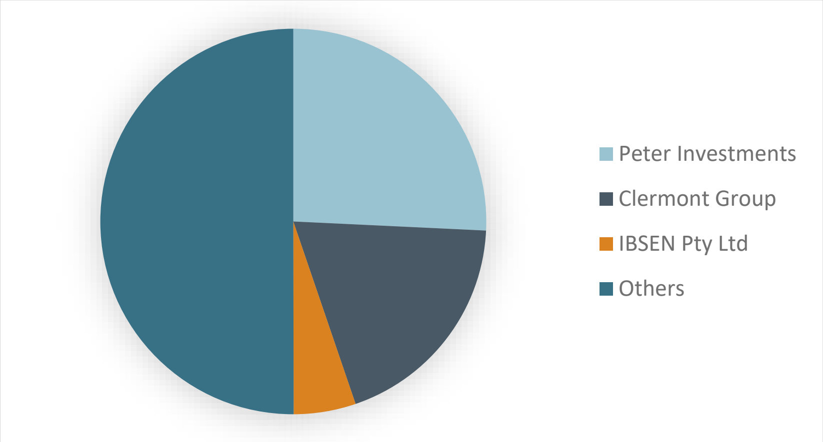
Financial Position

Cash & term deposits	$12.2 m
Current assets	$15.3 m
Current liabilities	$1.2 m
Working capital	$14.1 m

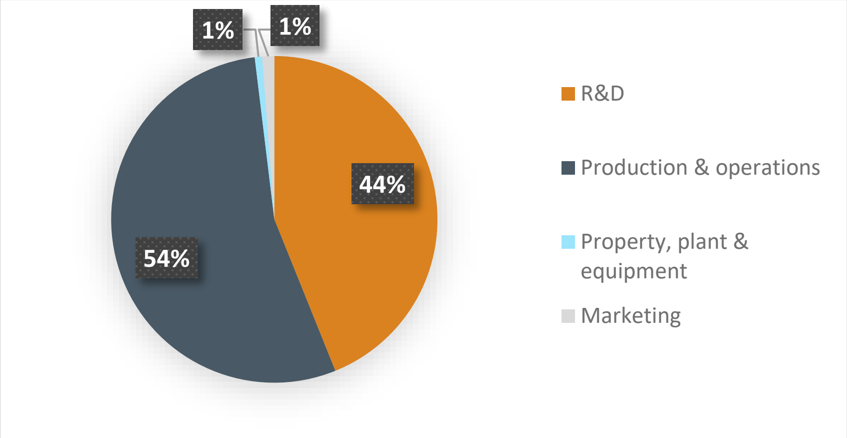
Projected Revenue



Top Shareholders



Capital Allocation



Optiscan is debt-free, uses equity and non-dilutive grants to fund its operations, growth and R&D development

Financial Position and Capital Allocation info as of 31 Mar24
Shareholders info as of 10 May24

Optiscan

Continuing the Momentum

- ✓ Optiscan has pivoted from an ambiguous OEM provider to a strategically focused, diversified, and optimized business.
- ✓ The foundation we have laid positions us for legitimate growth and a path to become a global innovator in digital health.
- ✓ Our collaboration with Mayo Clinic represents the next phase in our evolution.
- ✓ The lucrative US market remains our immediate focus.
- ✓ We will continue to build on this momentum and invest in strategic initiatives and enhancements across the business, whilst remaining agile to market developments.

Contact Us

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