



The *new standard*
in digital pathology
and precision surgery.

Optiscan Imaging Ltd.
(ASX:OIL)

28 March 2025

This presentation has been approved by the Board of Optiscan for market release.

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Optiscan at a Glance

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



ASX: OIL
1997



Melbourne
Headquarters



\$120m
Market Cap



Patent
Protected



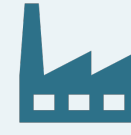
Proven
Technology



Validated
Products



Team
Agile



2,350 m²
Office & Plant



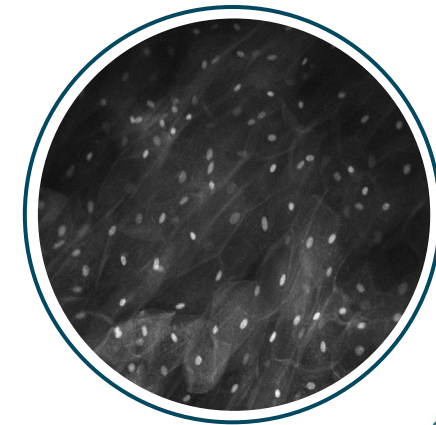
QMS
Certification



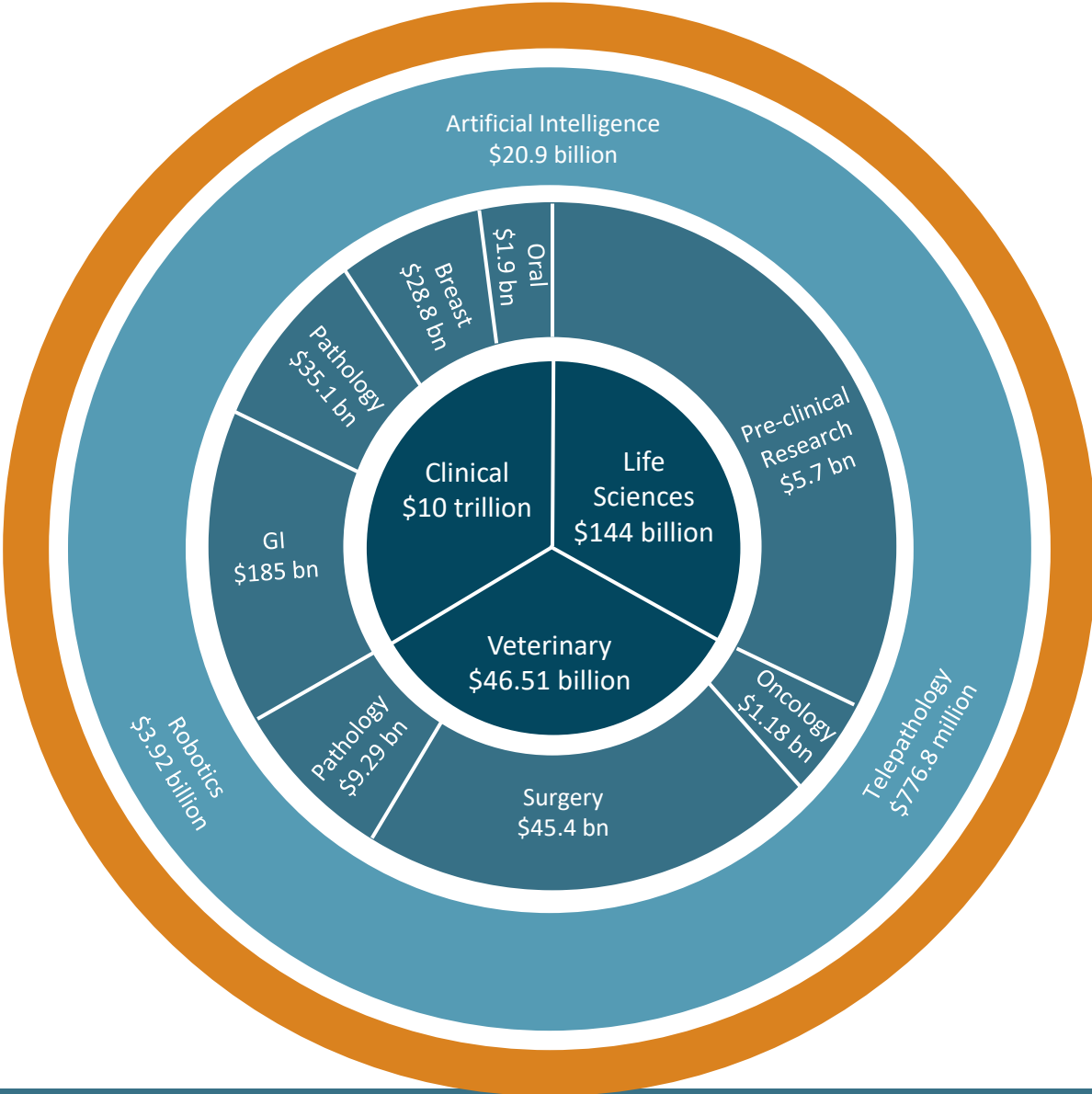
Minnesota
Commercial Hub

Highest-Resolution Sub-Micron Live Microscopic Imaging Platform

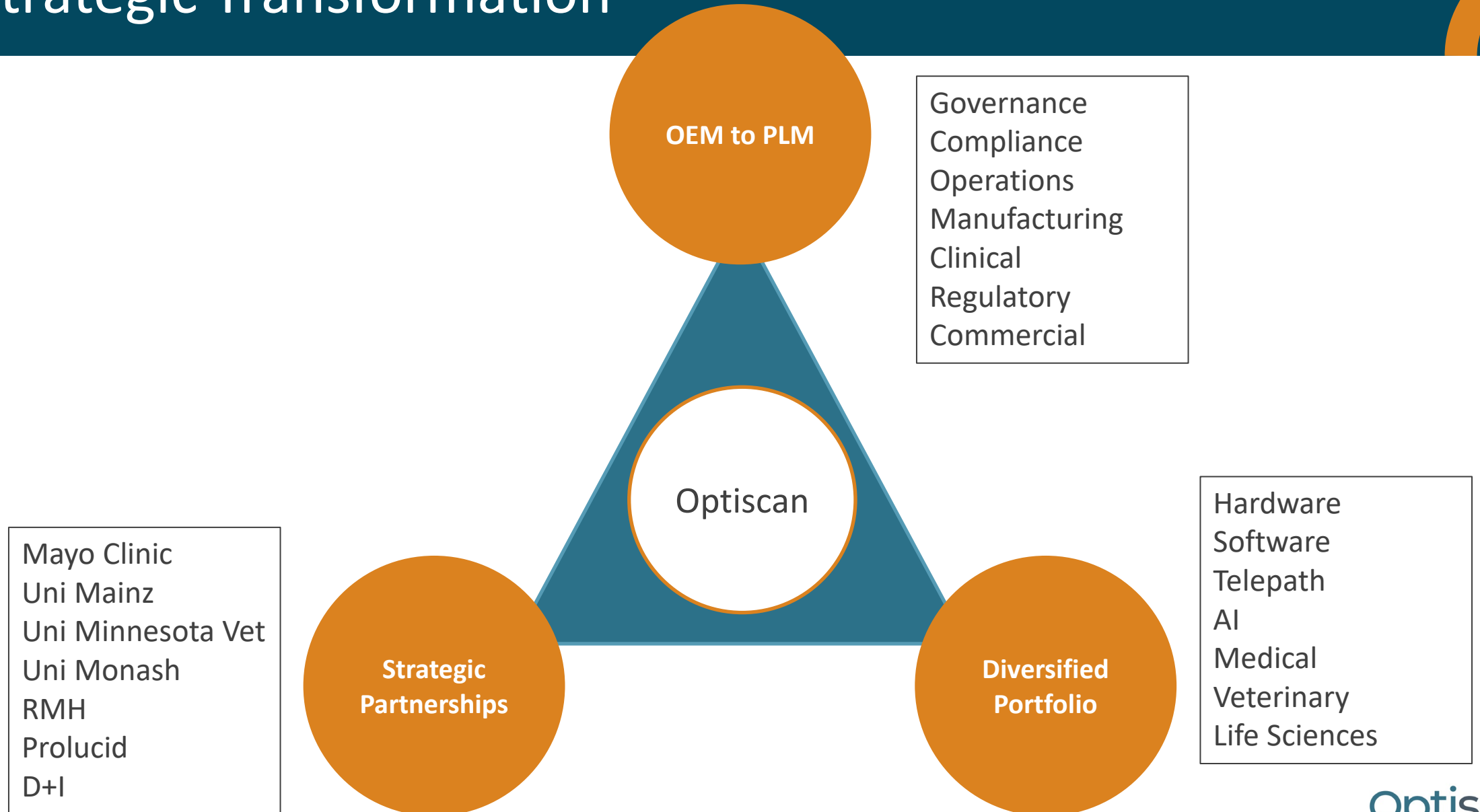
- Fluorescence-based **confocal laser endomicroscopy**
- **Single optical fibre** distal end scanning suitable for high precision clinical interventions
- Fluorescence intensity creates **real-time digital microscopic images**
- Moving lenses create variable focal planes for **imaging depth** up to 400 μm
- Images are up to **1000x real magnification** with subcellular level resolution of **0.55 μm**



The Optiscan Opportunity



Strategic Transformation



Diversified Hardware & Software Portfolio

Clinical Device Family Vision

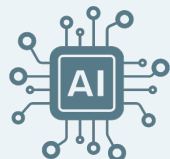


+

Full Suite of Digital Health Assets



Live Streaming
Telepathology Software &
Remote Diagnostics



AI Based Software as a
Medical Device



Biopsy Channel Compatible
Devices



Integration with Robotics
Systems



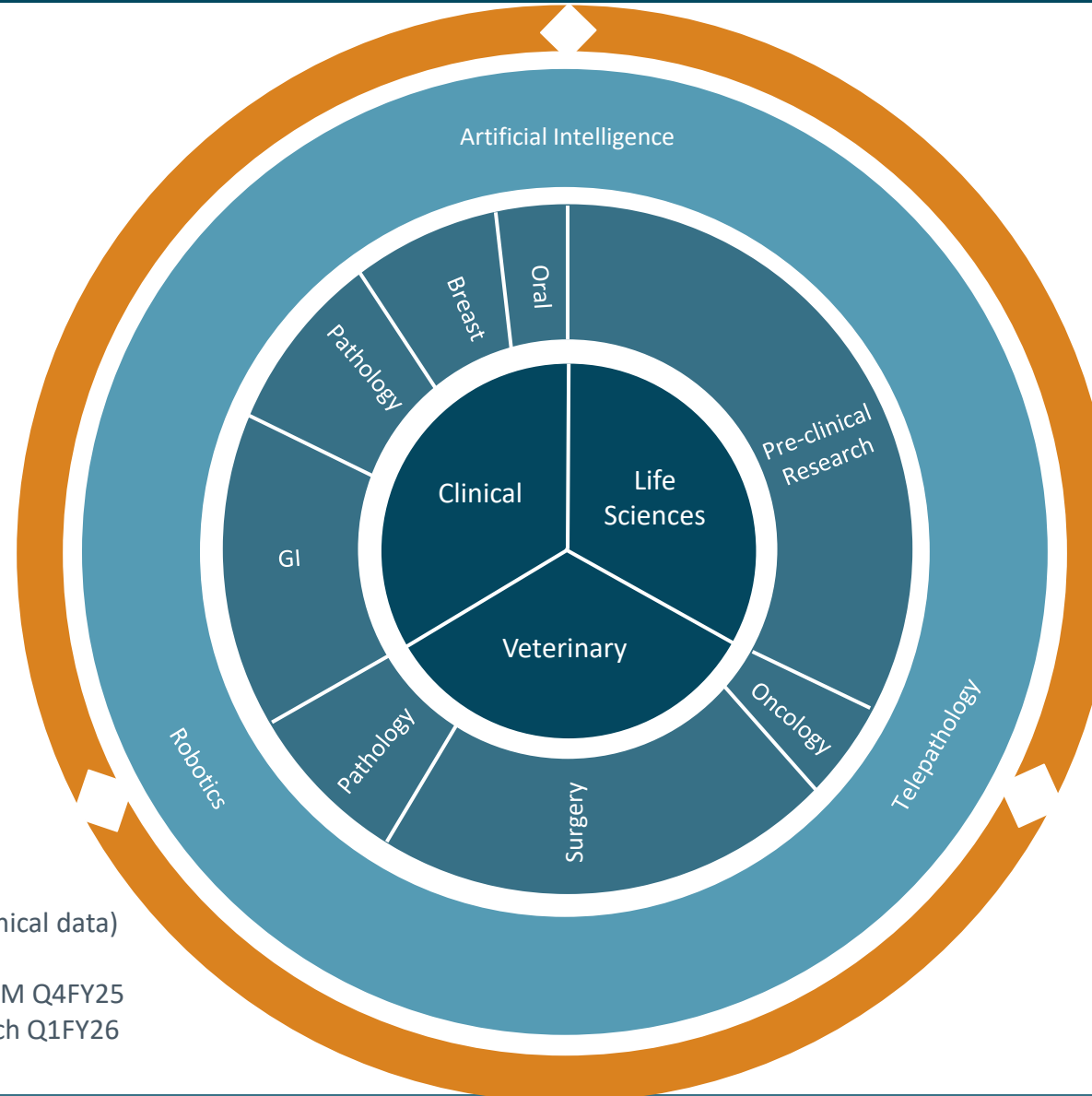
Image-guided
Molecular Surgery

Horizontally and Vertically integrated product range with large addressable markets

Progress to date

- InVue® reveal (Surgery)
- Defined regulatory pathway for InVue® Q3FY25
- InForm® reveal (Pathology)
- Defining regulatory pathway for InForm® Q1FY26
- InVivage® compliance update (Oral)
- Flexible scope prototype development (GI)
- Mayo Clinic Agreement (robotics)
- Telepathology platform MVP Q4FY25
- AI development in progress (Prolucid and Monash)
- Actively pursuing surgical and pathology commercial opportunities

- Uni of Minnesota Agreement (clinical data)
- Veterinary device reveal Q3FY25
- Regulatory submission to FDA CVM Q4FY25
- Projected Veterinary device launch Q1FY26



- Sales & marketing appointments in AU and US
- Outsourced business development in EU
- Renewed distributor agreements in APAC
- ViewnVivo® expanding sales pipeline in US, China, EU
- Actively pursuing life sciences sales opportunities
- Extension into Veterinary research market

Expanding Product Range - Clinical & Life Sciences

Oral



InVivo
by Optiscan

Life Sciences



ViewnVivo
by Optiscan

Surgical



inVue
by Optiscan

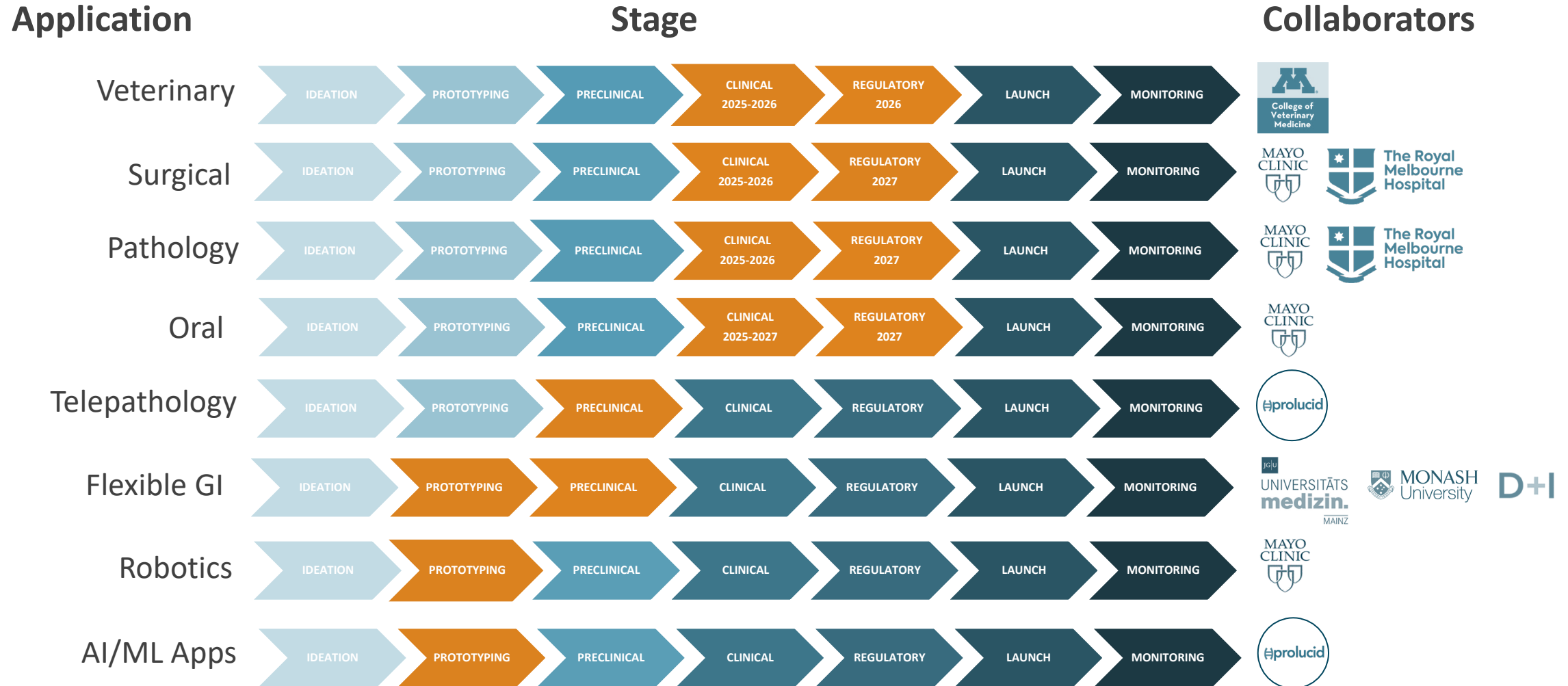
Pathology



INFORM
by Optiscan

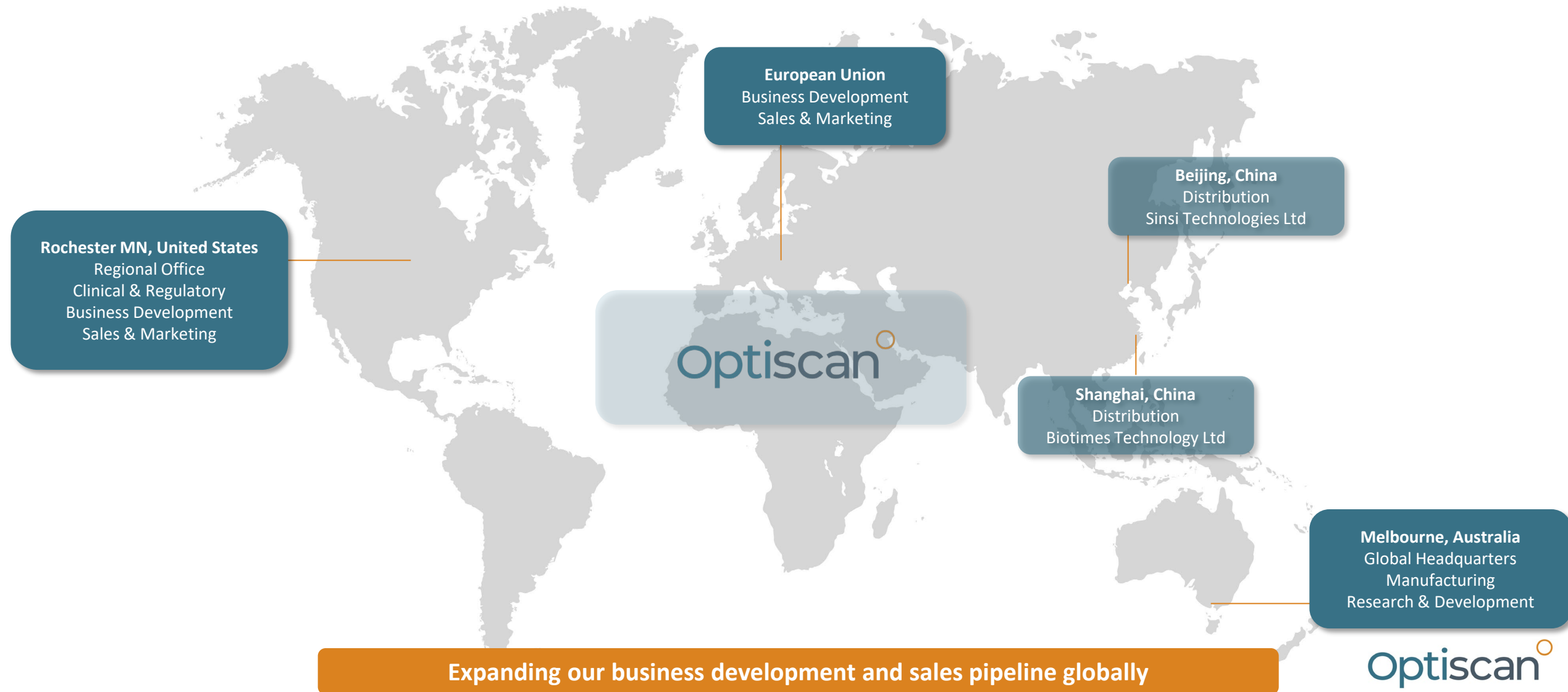
Optiscan

Product Pipeline - By Development Stage



 Current stage of progress

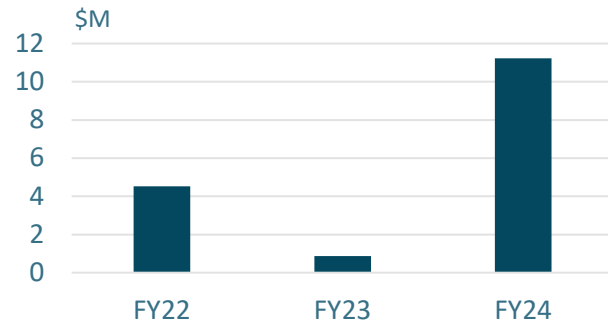
Growing Footprint & Sales Pipeline



FY24 Financial Highlights

Strong capital position and increased income.

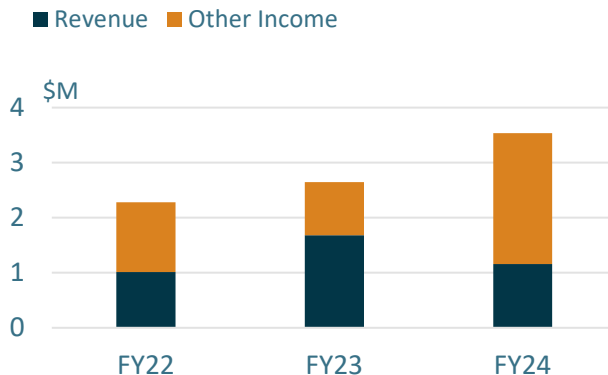
Cash and Term Deposits



\$16.7m capital raised to advance multiple R&D projects

- Balance sheet in FY24 remained strong with a cash and term deposit balance of \$11.2m
- Balance as of Feb25 remains strong at \$7.1m
- Significant advancements in R&D have been made to develop new clinical devices and product innovations

Revenue and Other Income



FY24 Total Income (Revenue & Other Income) up ~33% on FY23 to \$3.53m

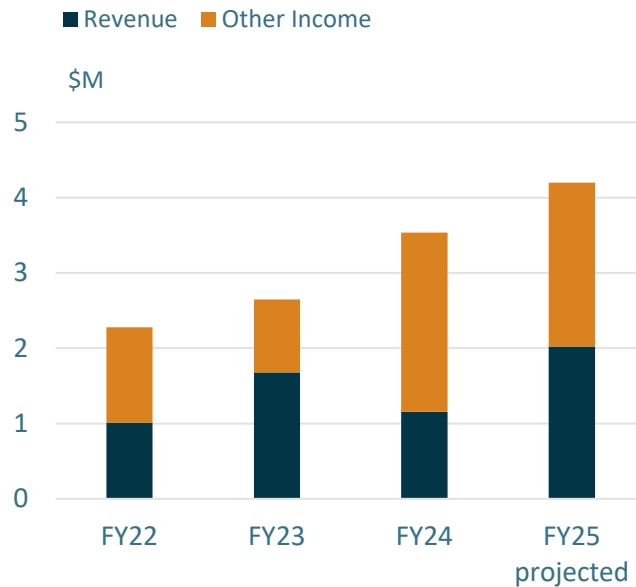
Other income

- Non-dilutive funding has increased by more than double to \$2.4m with the successful CRC-P grant funding and higher R&D tax incentive income
- Other income projected to increase, in line with higher R&D activities

FY25 Market Update

Projected increased revenue from sales and other income.

Revenue and Other Income



FY25 Total Income (Revenue & Other Income) projected to increase up to 20%, approximately \$4.2m from FY24

Revenue from sale of products

- FY25 revenue from ViewnVivo® sales projected to increase by nearly double from FY24
- Increased sales from growing ViewnVivo® pipeline projected for FY26, due to long 12 to 18 months sales cycle
- FY25 sales from to CZM projected to be in line with FY24 outcome

Other income

- Non-dilutive funding from CRC-P grant expected to be received over the next 2 years with a total value of approximately \$2m
- Additional \$1m R&D tax incentive income projected over coming years as increased investment is placed in R&D to advance multiple projects locally and overseas

Positioned for 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

2027 +

Optiscan Investment Opportunity

Value Proposition

Revolutionary Patent-
Protected Technology



Versatility of Platform &
Global Applications



Diversified Hardware &
Software Offerings



Limitless Growth Potential



Market Differentiators & Investment Thesis

High Barrier To Entry
+ Product
Differentiation



Competitive
Advantage In Large
Addressable
Markets



Scalability +
Diversification



Revenue + Market
Capitalization
Expansion



Recurring Revenue
Streams + End To
End Control



Massive Exit
Potential



Contact Us



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