



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

Optiscan Imaging Ltd.
(ASX:OIL)

Optiscan Site Tour – Analyst Presentation
10 April 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



\$110m
Market Cap



Patent
Protected



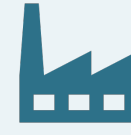
Proven
Technology



Validated
Products



Team
Agile



2,350 m²
Office & Plant



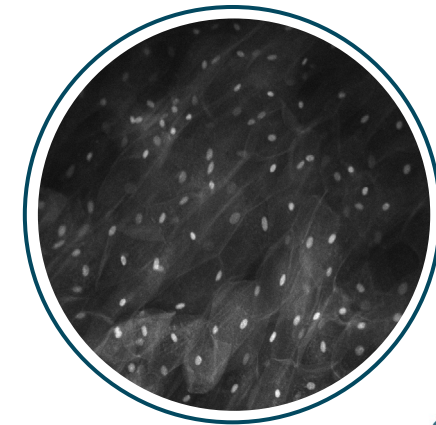
QMS
Certification



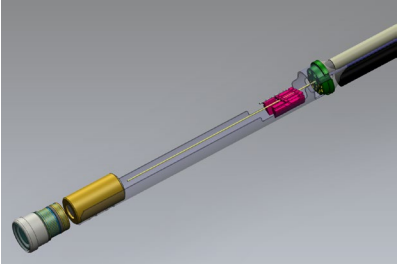
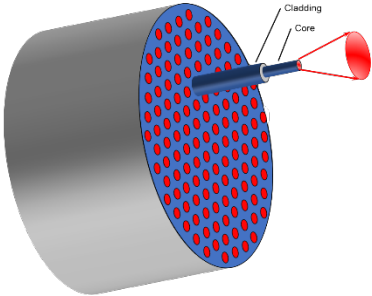
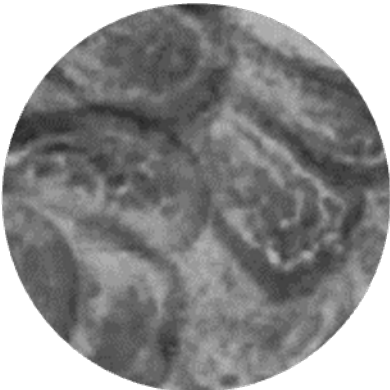
Minnesota
Commercial Hub

Highest-Resolution Sub-Micron Live Microscopic Imaging Platform

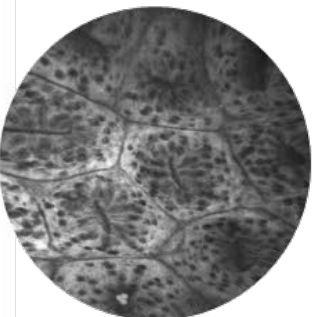
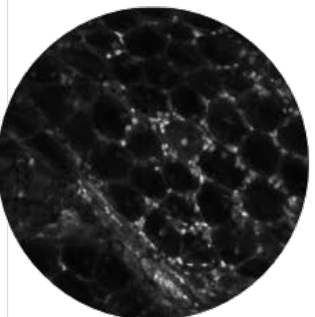
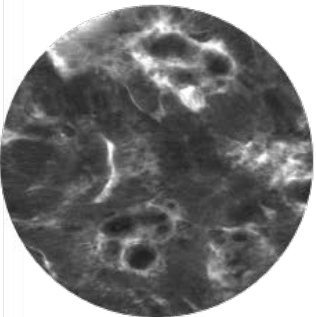
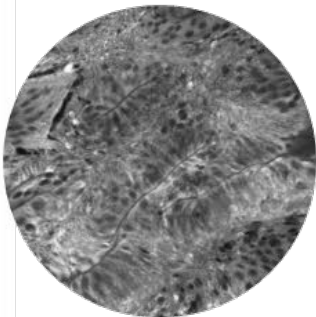
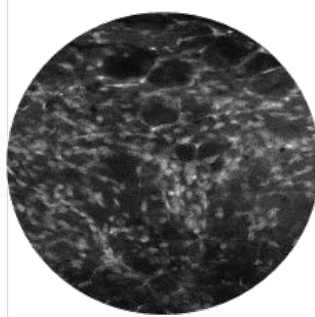
- **Best in class** fluorescence-based **confocal laser endomicroscopy**
- **Single optical fibre** distal end scanning suitable for high precision clinical interventions
- Fluorescence intensity creates **real-time digital microscopic images**
- Moving lenses create variable focal planes for **imaging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

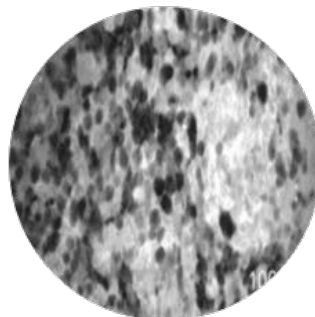
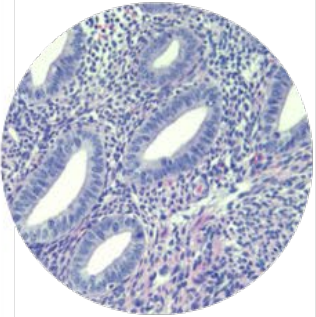
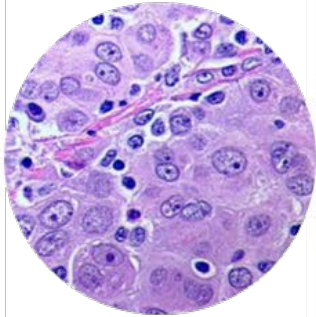
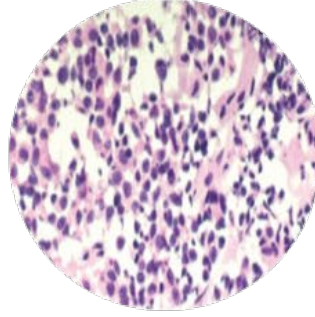


Best in Class - Unparalleled Precision

Technology	Image – Mouse Ilium	Comparison
 Optiscan – Single Fibre	 20 μm	✓ Single fibre ✓ Whole imaging plane is scanned ✓ No blank spots, all critical clinical information displayed ✓ No image processing, stitching or mosaicking required ✓ Sub-micron optical resolution with optimal image sampling ✓ Z-stack capability enables optical sectioning depth actuation
 Closest Competitor – Bundled Fibre	 20 μm	✗ <u>Bundled fibre</u>, leaving gaps between fibre points with no image capture ✗ Image is an array of spots, with <u>critical data missing</u> ✗ Image is stitched and requires processing ✗ Image is artificially 'smeared', transforming raw pixelated data to appear smooth; Unwanted image artifacts introduced ✗ Sub-optimal image sampling ✗ <u>No Z-stack capability</u> for image depth actuation

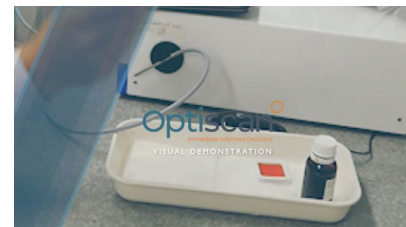
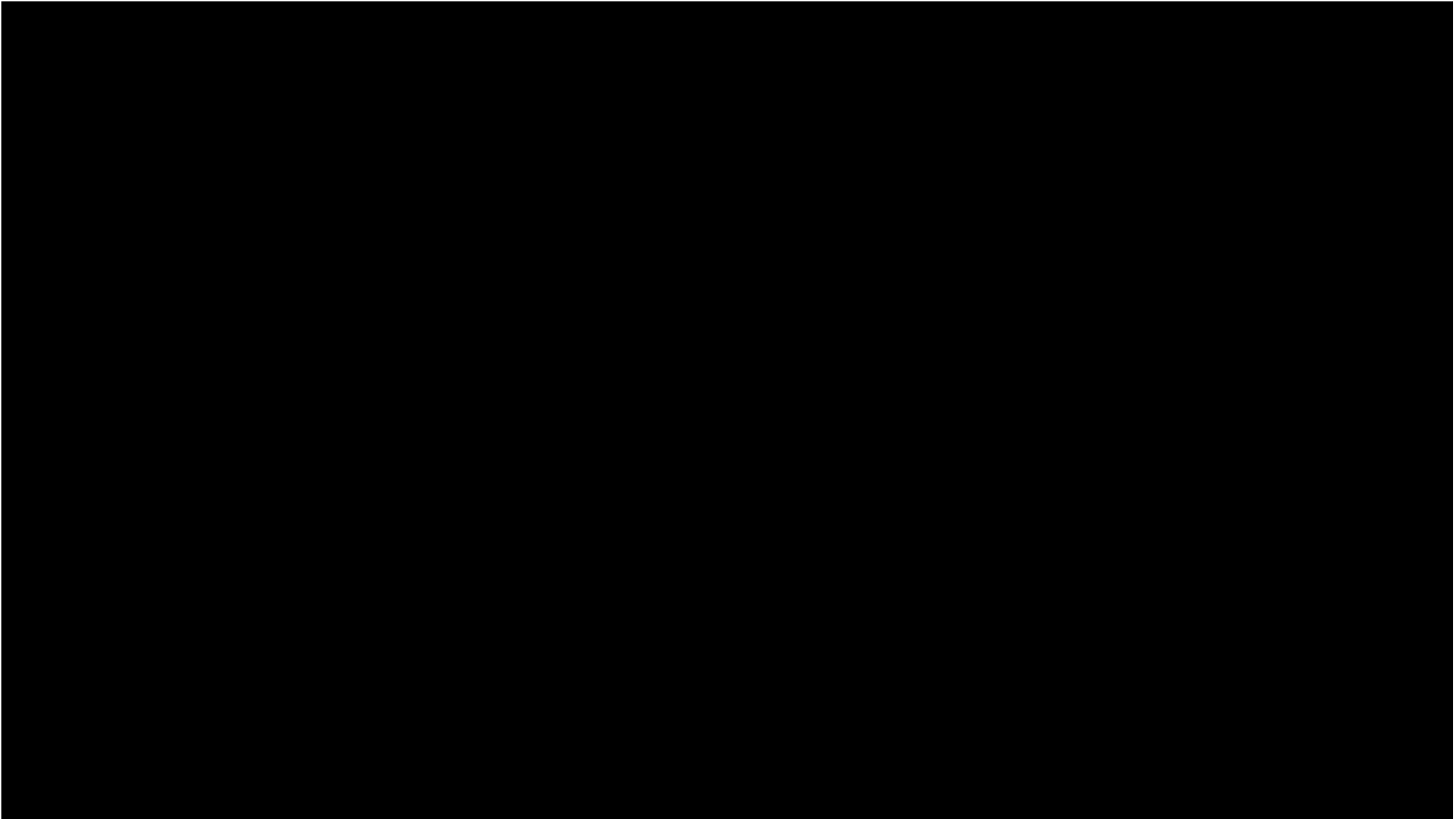
Proven + Validated Technology

Cancer vs Normal			
	Oesophagus	Colon	Breast
NORMAL			
CANCER			

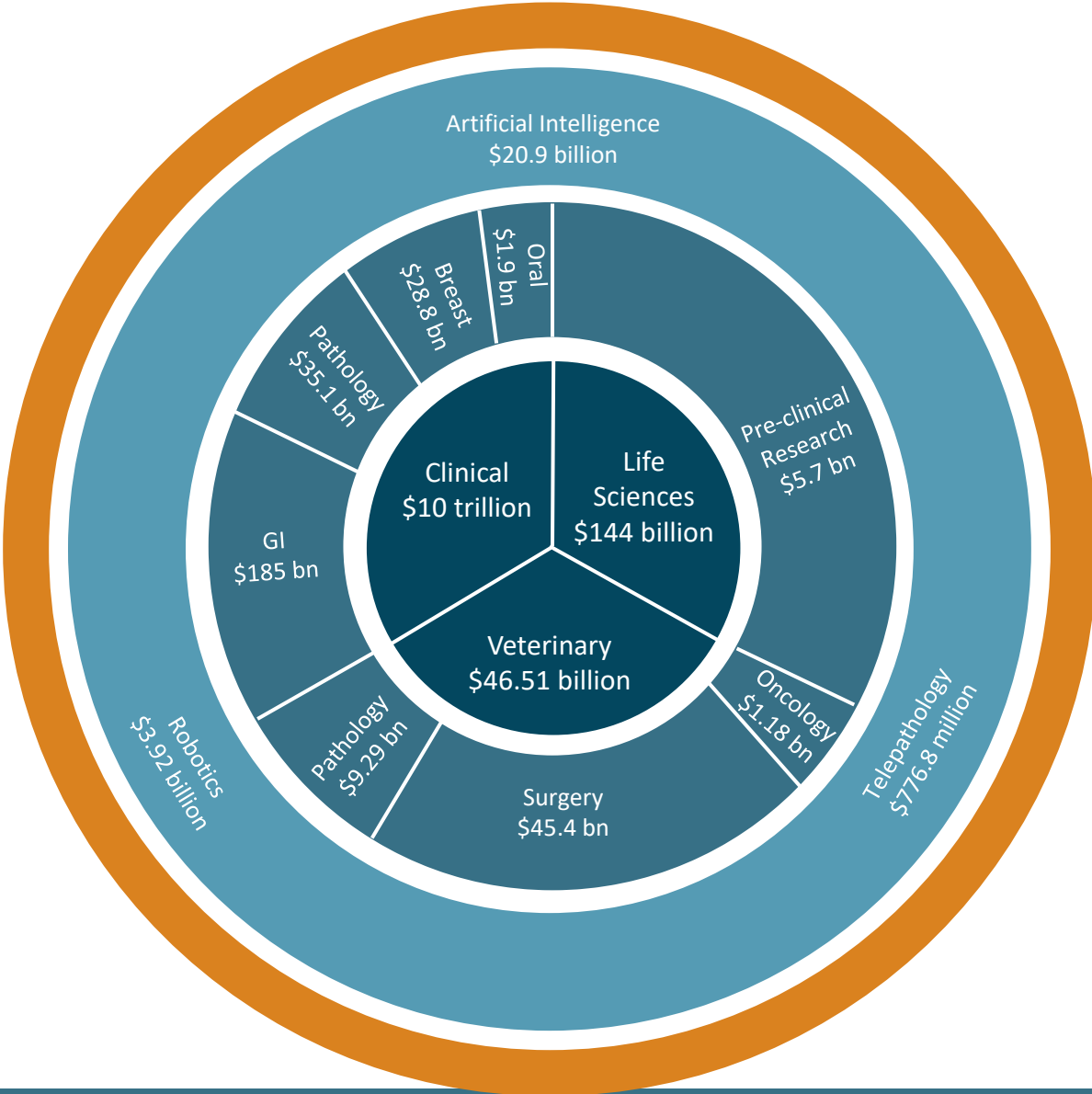
Correlation with Histopathology			
	Endometrium	Mesothelioma	Pituitary Adenoma
OPTISCAN			
HISTOPATHOLOGY			

Tissue Agnostic with Excellent Correlation to Conventional Pathology

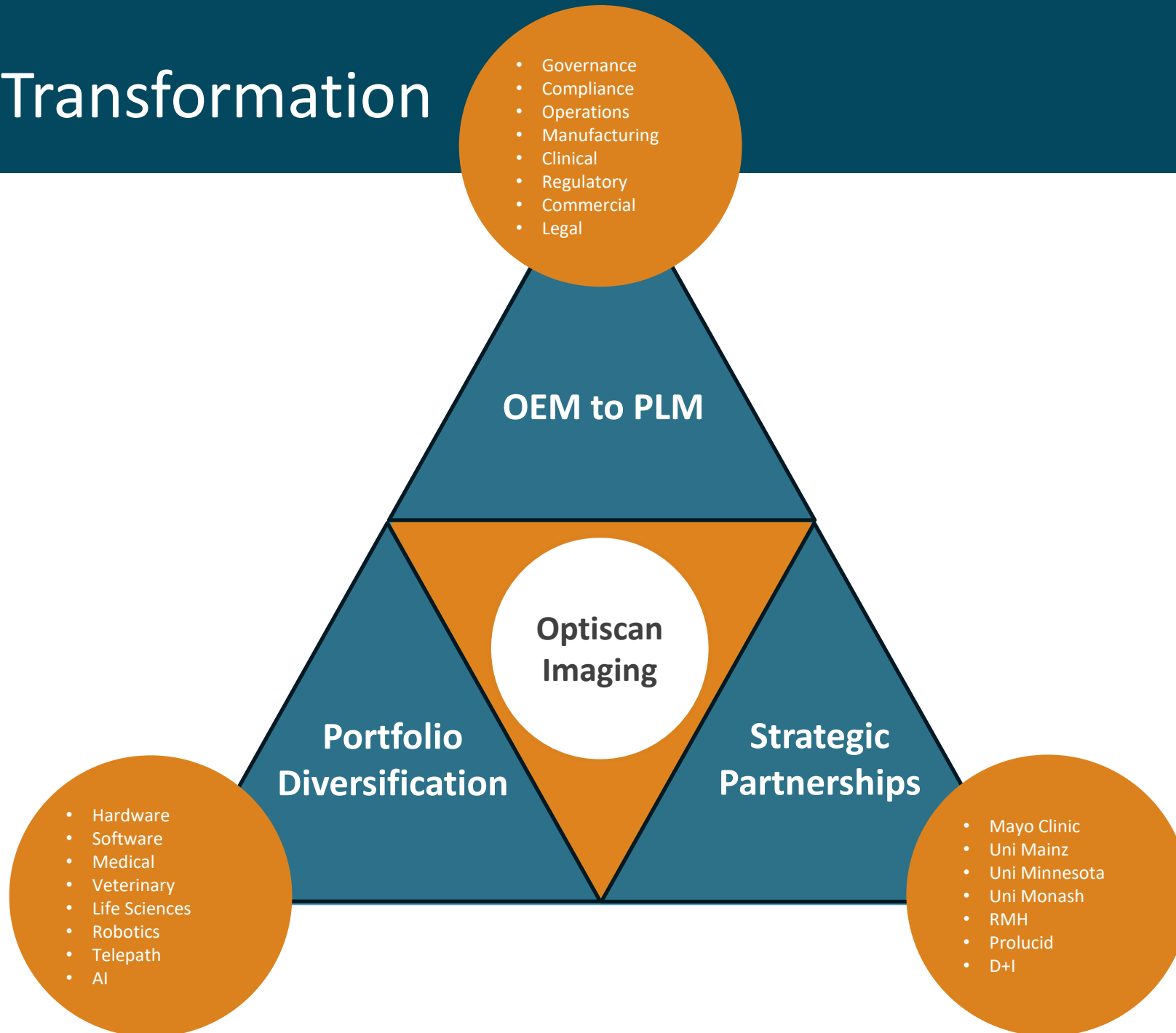
Live Microscopic Imaging



The Optiscan Opportunity



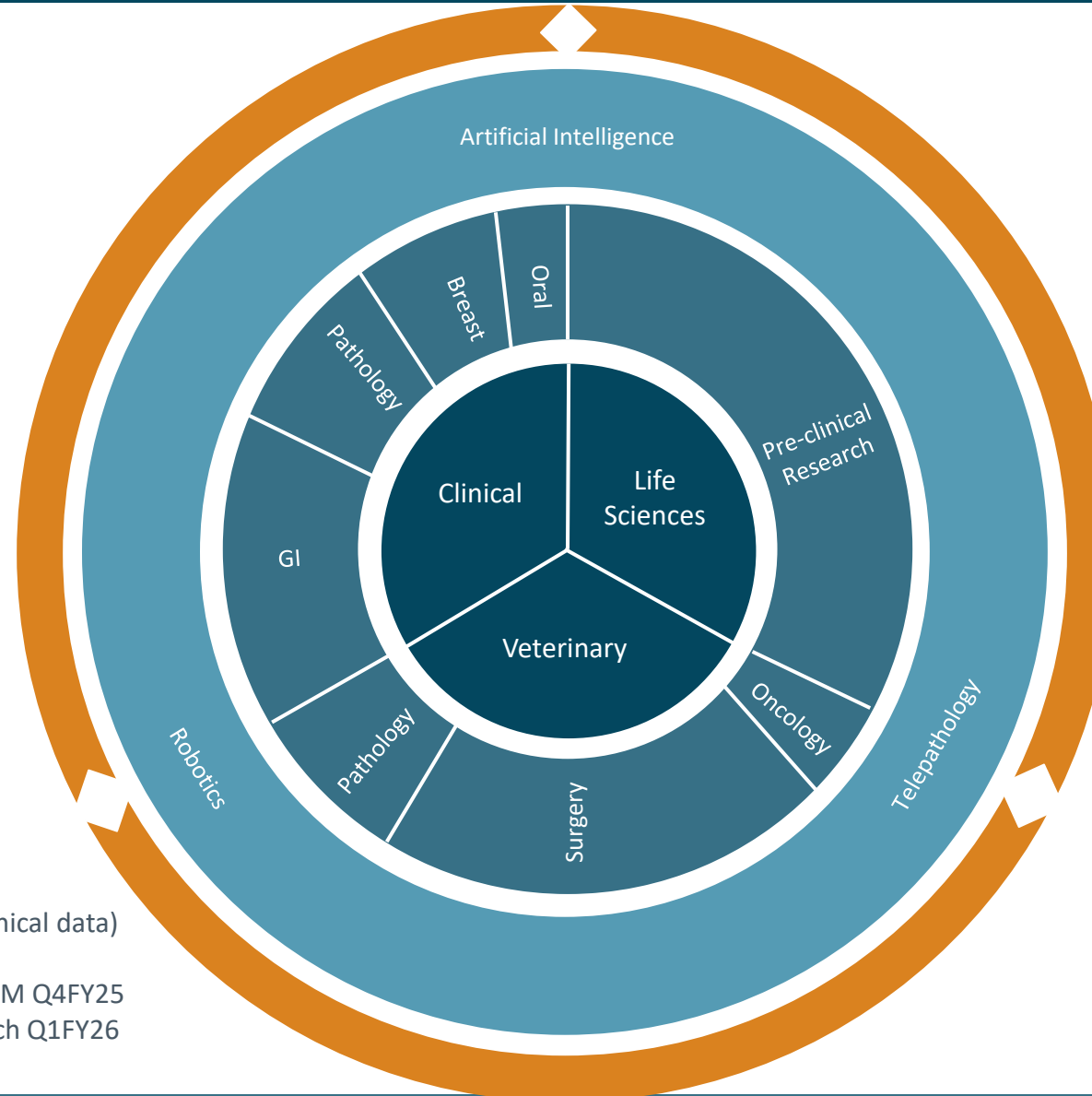
Strategic Transformation



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 Q4FY25
- 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

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

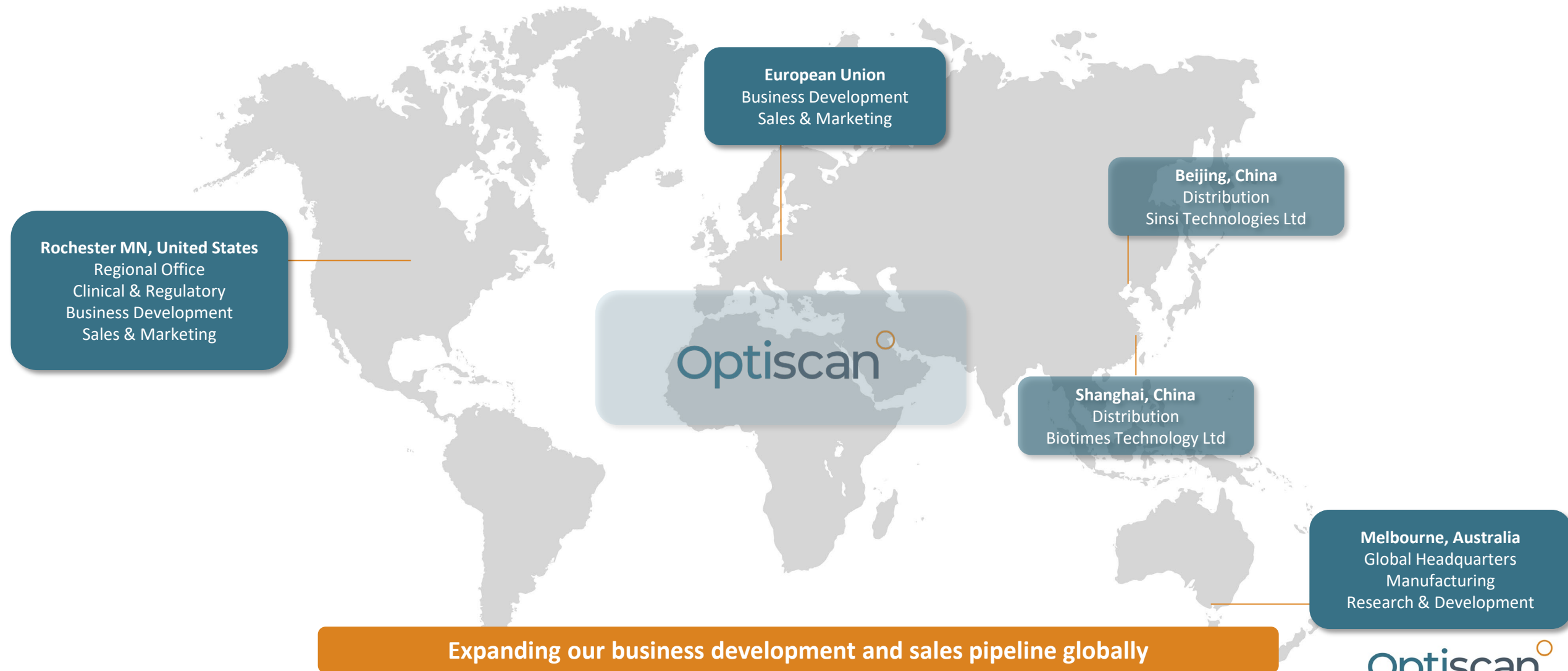
Phase 3: Strategic growth



- 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 +

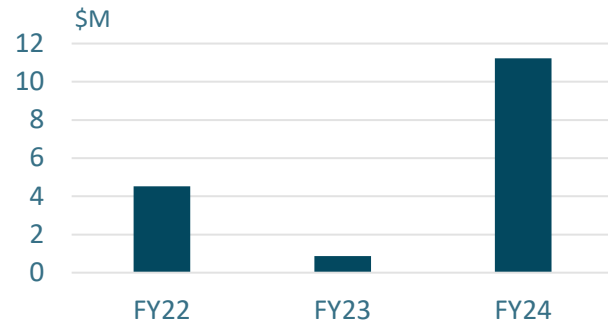
Growing Footprint & Sales Pipeline



FY24 Financial Highlights

Strong capital position and increased income.

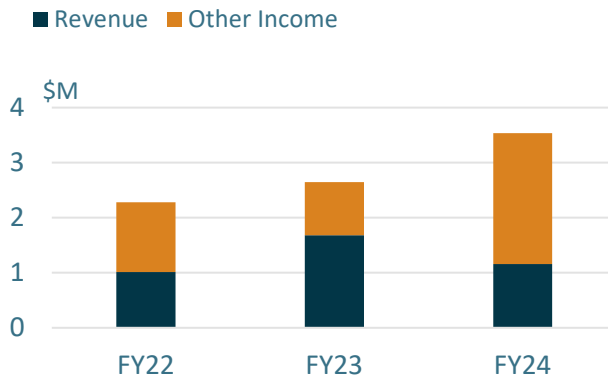
Cash and Term Deposits



\$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

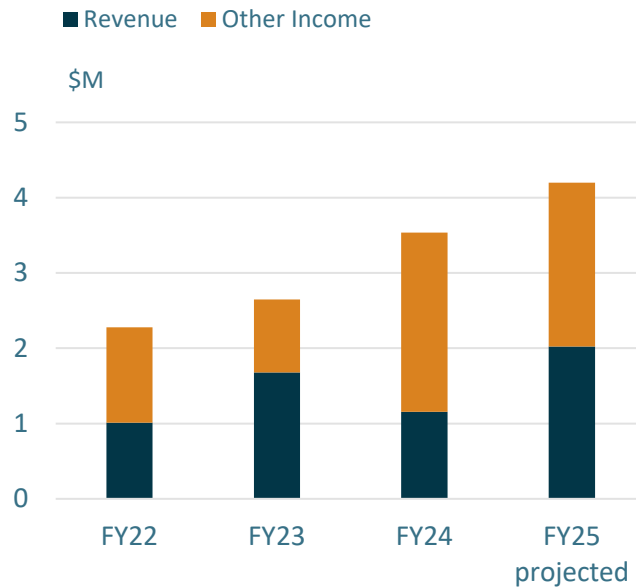
Other income

- 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

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



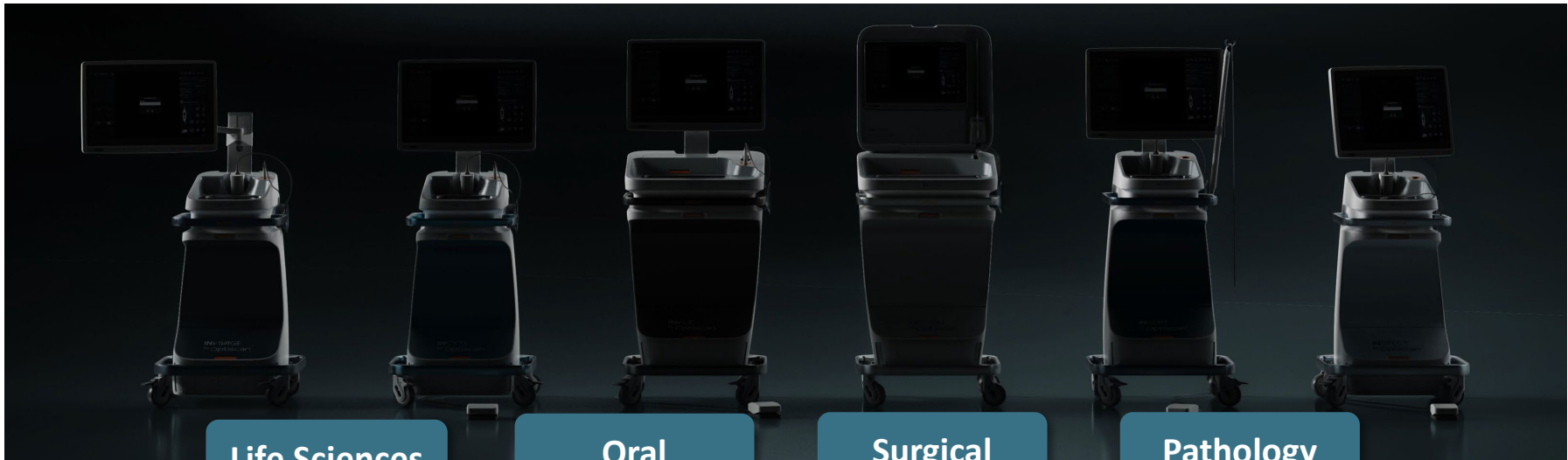
Integration with Robotics
Systems



Image-guided
Molecular Surgery

Horizontally and Vertically integrated product range with large addressable markets

Product Family Vision Brought to Life



Life Sciences

Oral

Surgical

Pathology



 **ViewnVivo**
by Optiscan



 **InVivage**
by Optiscan



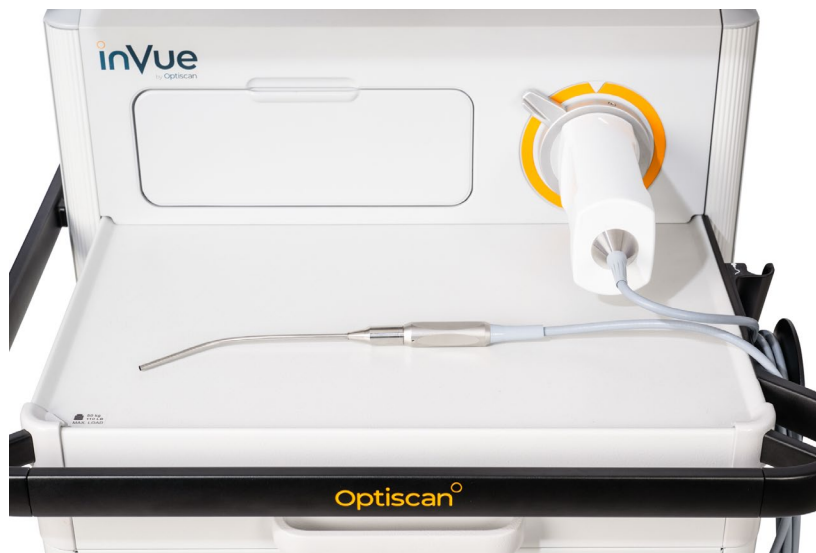
 **inVue**
by Optiscan



 **INFORM**
by Optiscan

 **Optiscan**
Commercial in Confidence

InVue™



Optiscan^o

InForm™



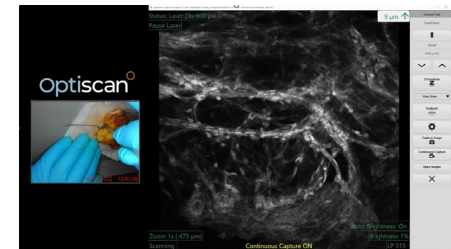
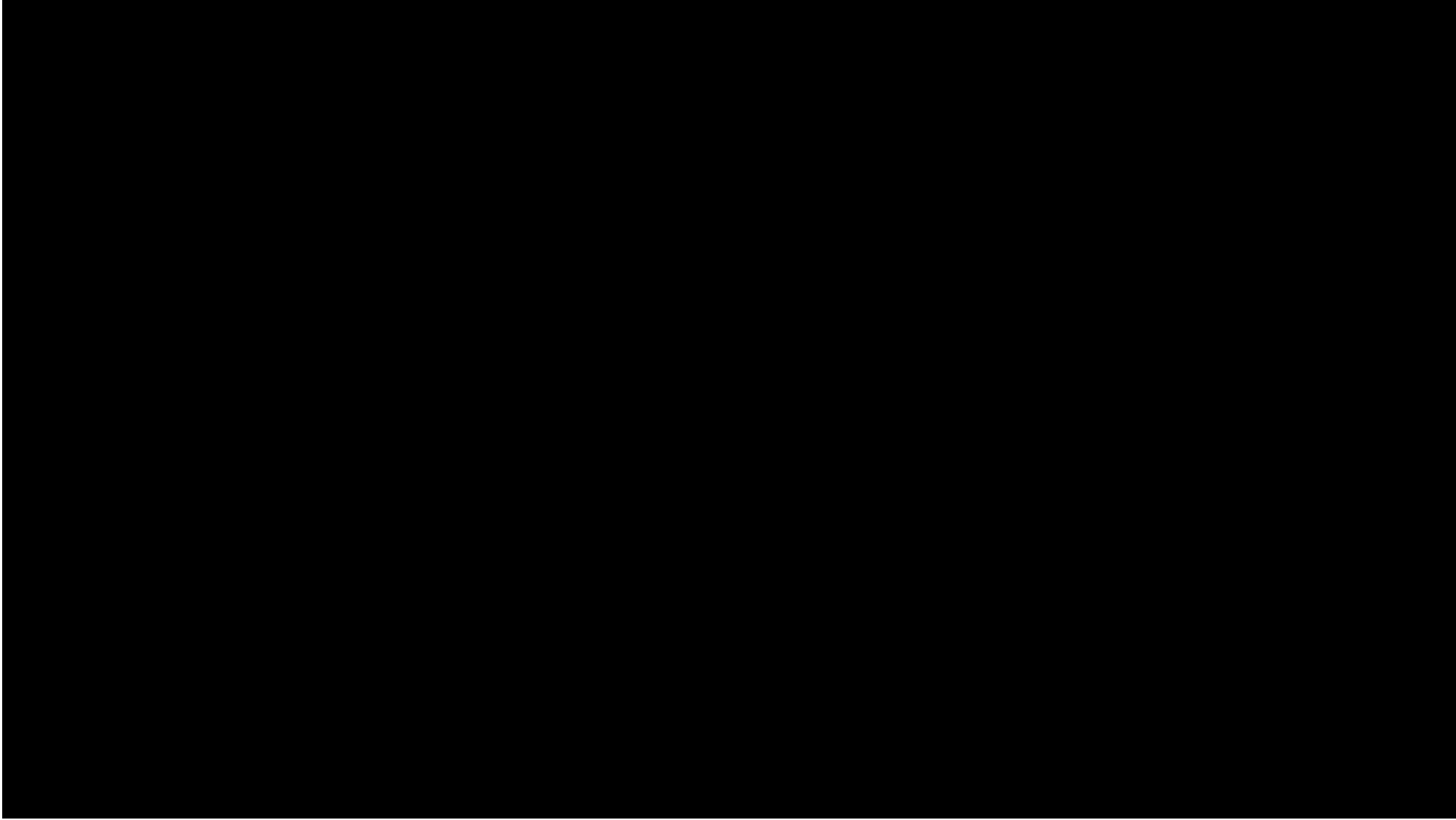
INFORM
by Optiscan^o

Optiscan^o
Commercial in Confidence

InForm™

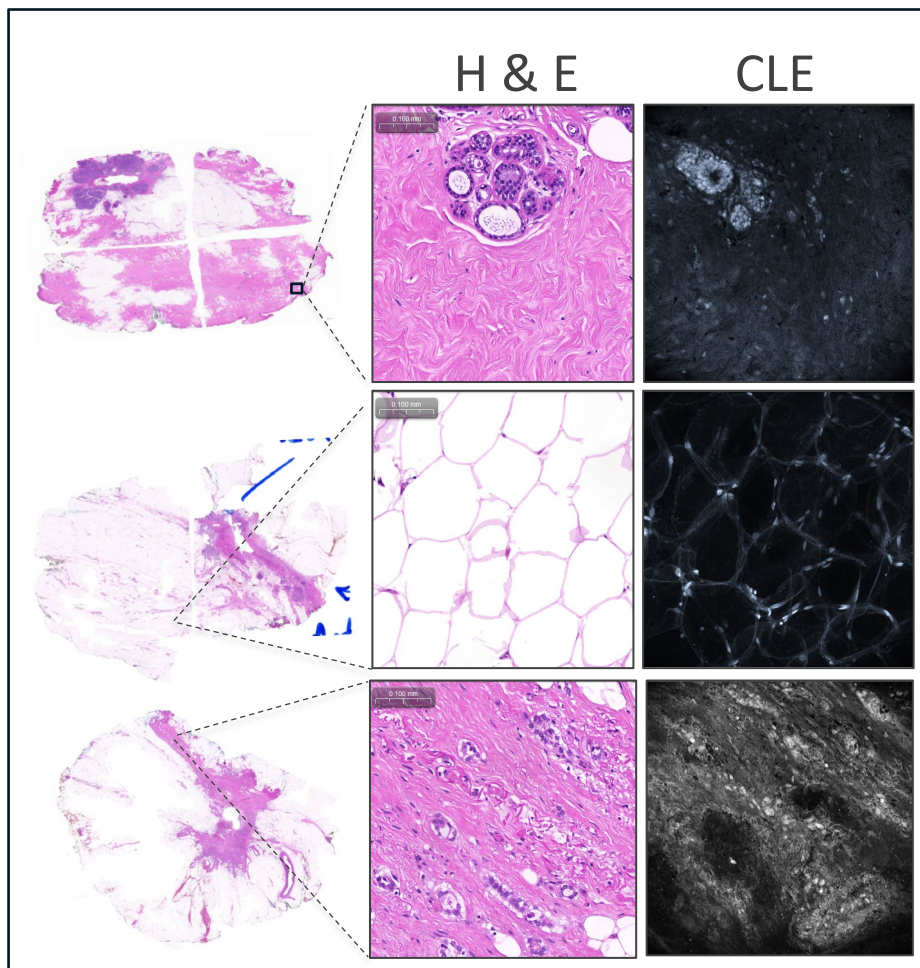


Breast Cancer Imaging

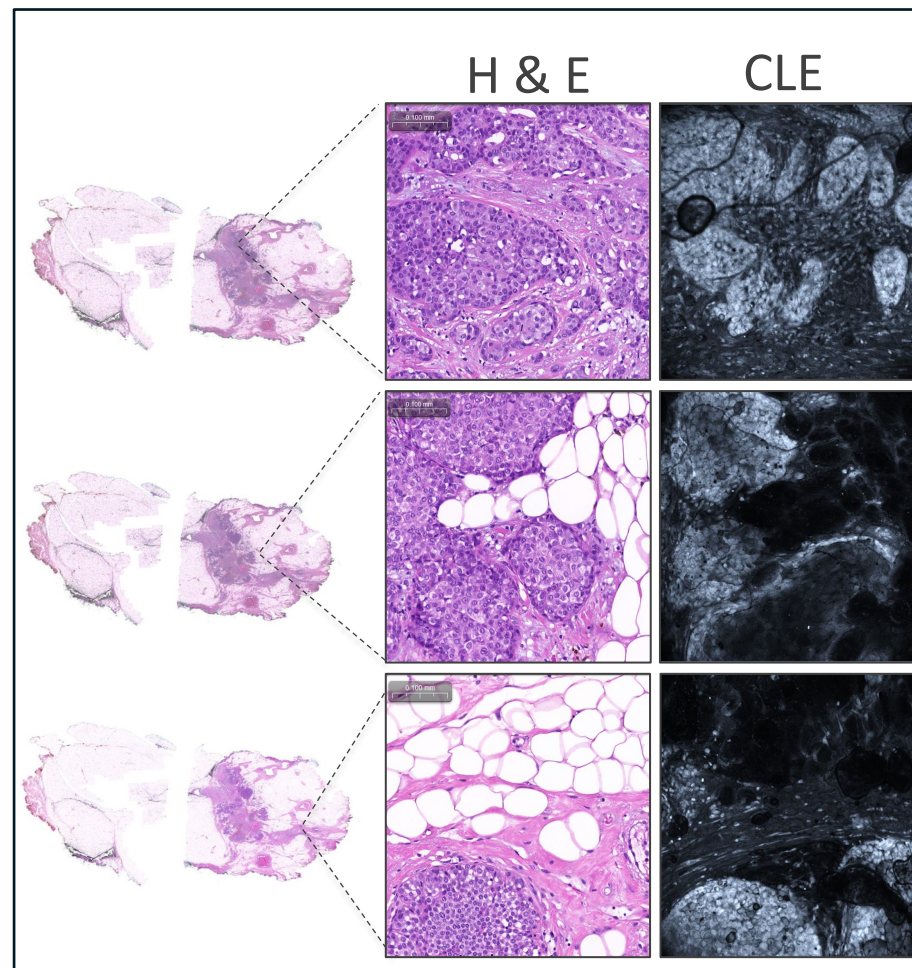


Breast Imaging

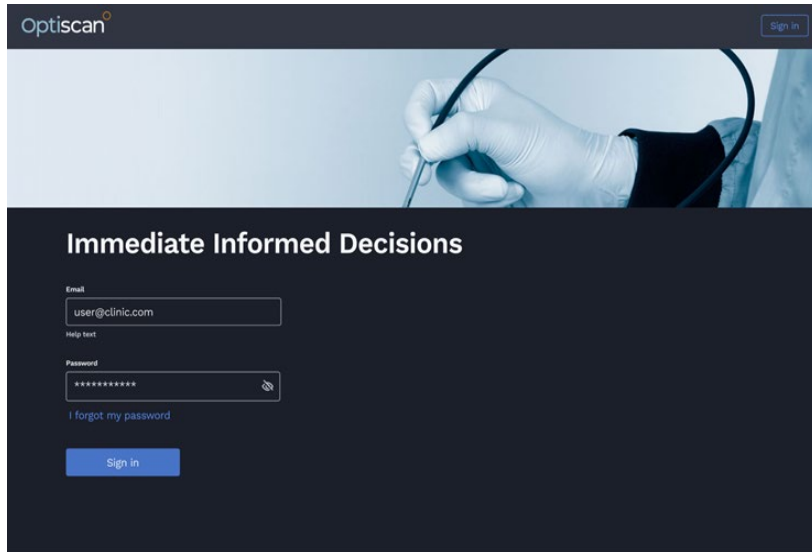
Normal Breast Tissue



Invasive Breast Carcinoma



Telepathology



Optiscan

Sign in

Immediate Informed Decisions

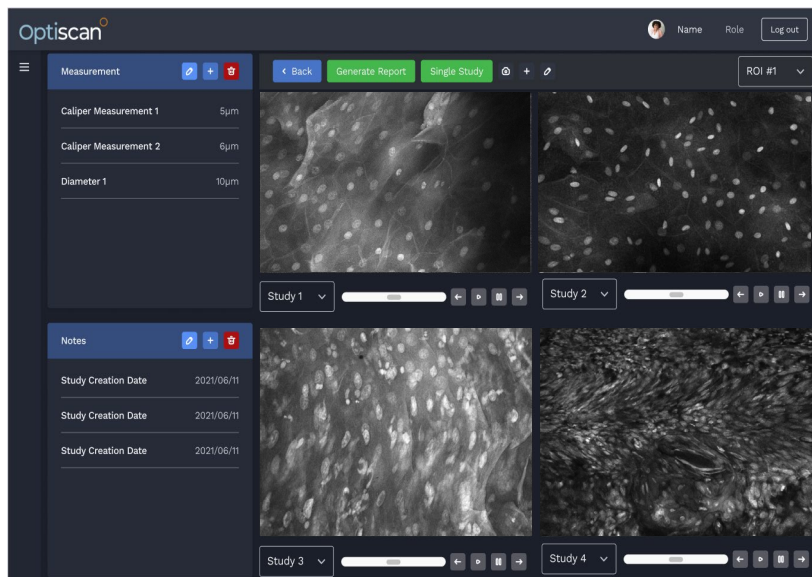
Email
user@clinic.com

Help text

Password

I forgot my password

Sign in



Optiscan

Name Role Log out

Measurement

Caliper Measurement 1 5µm

Caliper Measurement 2 6µm

Diameter 1 10µm

Notes

Study Creation Date 2021/06/11

Study Creation Date 2021/06/11

Study Creation Date 2021/06/11

Study 1 Study 2 Study 3 Study 4



First Name

Last Name

Email

Phone

Address

City

State

Zip

Country

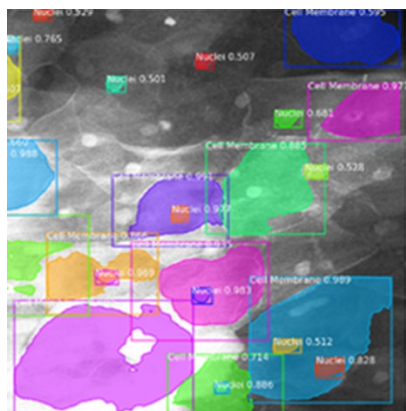
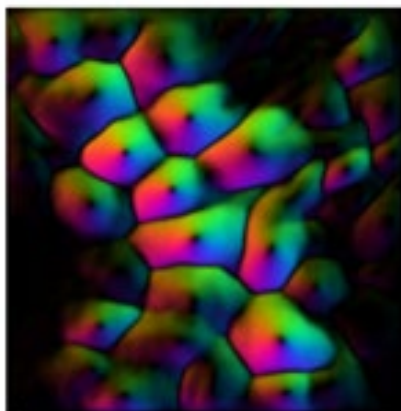
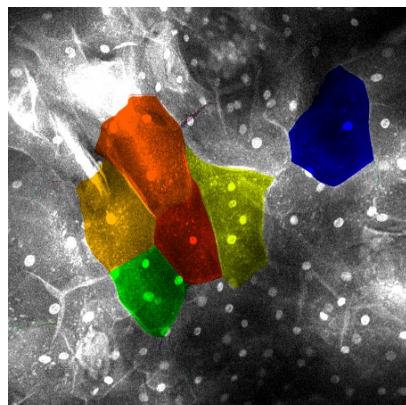
Sign up

Optiscan

Immediate Informed Decisions

Enabling digital
pathology for
anyone, anywhere,
anytime

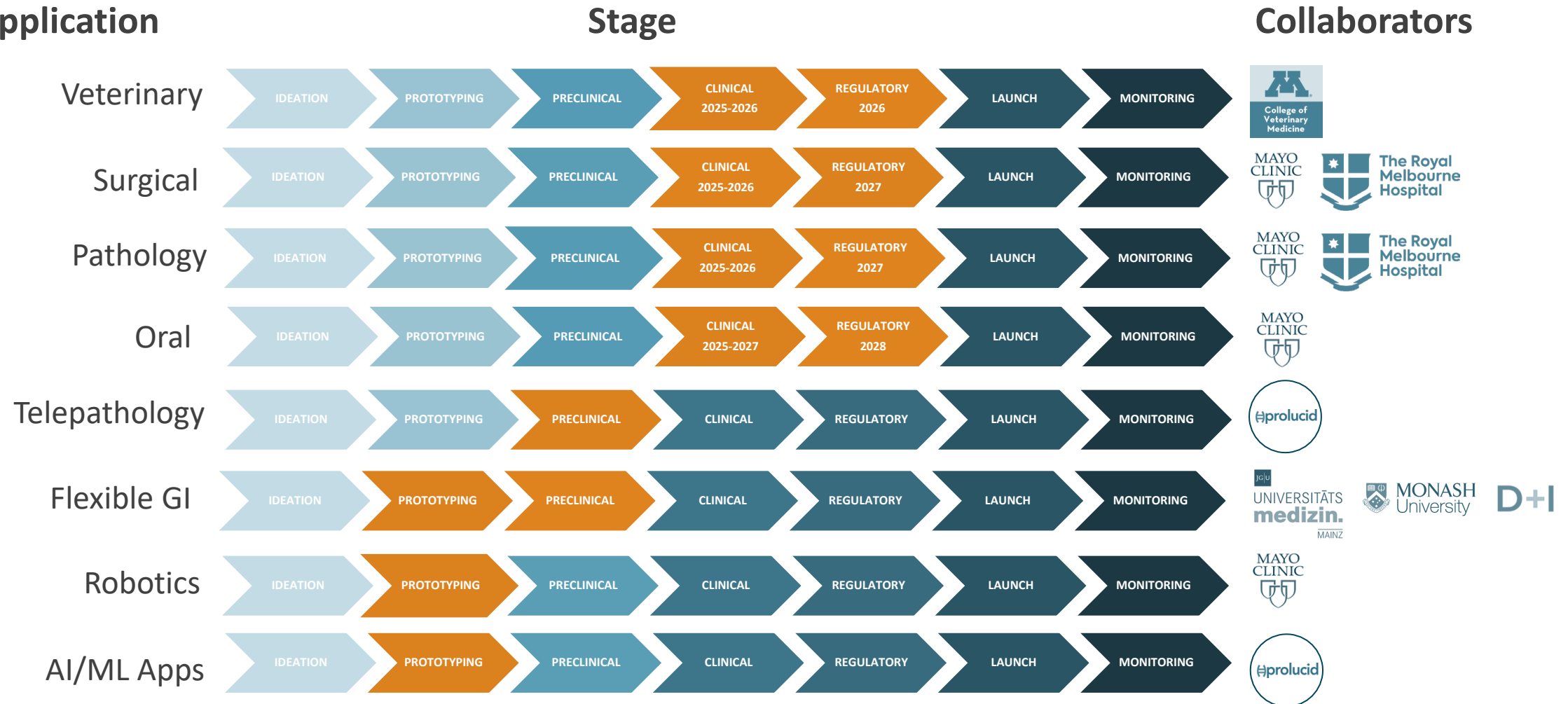
- Cloud hosted webapp utilizing microservice based architecture for device management, security, storage, and data processing.
- Custom pathologist web portal interface for data access, real-time telepathology support, historical data review, and reporting.
- Video streaming utilizing various services for real-time remote image viewing.
- MVP achieved.
- SaMD
- SaaS



- Machine learning and image processing pipeline running directly on the device to process images in real-time
- Pipeline broken down into multiple ML and traditional computer vision algorithms for:
 - Image pre-processing, filtering, and masking
 - Nuclei extraction
 - Cell boundary segmentation
 - Feature extraction and results interpretation
- Design and Discovery iteration to capture requirements and identify MVP release to prove out functionality and gather early feedback
- Model selection, training, and testing iterations completed to quantify performance of a variety of models on acquired image data
- Pipeline prototyping using images from various dye-stained tissues to quantify capability and outline ML pipeline requirements
- SaMD

Instantaneous diagnostic capability of pre-cancer and cancer with AI solutions

Product Pipeline - By Development Stage



 Current stage of progress

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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