



ASX Announcement

24 July 2020

## Optiscan Presentation

Optiscan Imaging Ltd (“Optiscan” or “Company”) is participating in a virtual conference from 20 to 24 July 2020 delivered by Austrade in partnership with biopharmaceutical giant AstraZeneca, Wuxi iCampus and CSIRO, designed to equip founders with the knowledge and networks to scale their business into China. Approximately 100 leading Chinese and other investment companies, research and Government institutions have registered for the on-line presentation to be delivered by Optiscan and other participants later today. Attached is the presentation to be delivered by Darren Lurie, Optiscan Executive Chairman.

### **For and on behalf of Optiscan Imaging Limited:**

Darren Lurie  
Executive Chairman

### **About Optiscan**

Optiscan is an Australian company that has developed and patented miniaturised confocal microscopes and is a global leader in the development and application of microscopic imaging and related technologies for medical and research markets.

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# Optiscan Imaging Ltd (ASX:OIL)

Enabling “Real-time Virtual Biopsy” for  
Human Cancer Screening and Surgical  
Margin Detection

# Notice

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# OPTISCAN Introduction - Technology

- ❑ Hand-held Confocal Endomicroscope for Medical and Research Imaging
- ❑ World-leading and Patent Protected
- ❑ Real-time “Virtual Biopsy”
- ❑ Reduced and More Targeted Biopsies
- ❑ Capture all Cancer Cells and reduce Tumour Margin in Surgery

4.7 mm  
Diameter Tip



Optiscan Probe



Clinical System

# Optiscan Applications and Devices

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## Clinical Applications and Devices:

- Oral Cancer - InVivage<sup>®</sup>
- Breast Cancer - InVivage<sup>®</sup>
- Neurosurgery – CONVIVO<sup>®</sup> (Carl Zeiss Meditec Co-operation)

## Pre-clinical Device: FIVE2 (ViewVivo<sup>®</sup>)

- Laboratory & Translational Experiments
- Medical Research Facilities and Universities

# Oral Cancer Diagnosis, Survival Rates and Economic Cost

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**>80%  
Survival**

80-90% Five Year  
Survival Rate in  
Early Diagnosis<sup>1</sup>

**57%  
Survival**

57% Five Year  
Survival Rate in  
Late Diagnosis<sup>1</sup>

**2.5x  
Cost**

2.5x More  
Economic Burden  
when Diagnosed  
Late<sup>2</sup>

1. Oral Cancer Foundation. <https://oralcancerfoundation.org/>

2. Pollaers, K., et al., The economic burden of oral squamous cell carcinoma in Australia. Journal of Oral Pathology & Medicine, 2019. 48(7): p. 588-594. doi: 10.1111/jop.12907. Epub 2019 Jun 27.

# Oral Market Size - China

☐ China: 48 Public Tertiary Dental Hospitals

☐ Guangdong Province: 158 Stomatology Departments in General Hospitals, 14 Public and Private Dental Hospitals



## Leading Specialist Dental Hospitals:

Name	Location	No. of Chairs	Patient Volume (Out patient annually)
Hospital of Stomatology, PKU	Beijing	569	1,453,000
Hospital of Stomatology, Sichuan University	Chengdu, Sichuan Province	350	750,000
Hospital of Stomatology, The 4 <sup>th</sup> Military Medical University	Xi'an, Shaanxi Province	270	500,000
Hospital of Stomatology, Wuhan University	Wuhan, Hubei Province	450	960,000
Hospital of Stomatology, Jilin University	Changchun, Jilin Province	195	255,550
Guanghua Hospital of Stomatology, Sun Yat-sen University	Guangzhou, Guangdong Province	326	360,000



# OPTISCAN – Oral Cancer Progress

## 3 Oral Cancer Studies and Trials

- Received Federal Government ~ A\$1million (~¥5million) grant for 150 patient Oral Cancer Study at Melbourne Dental School
- Trial on-going at the Memorial Sloan Kettering Cancer Centre in New York
- Trial on-going at the Australian Centre for Oral Oncology in Perth

## United States FDA Regulatory Approval Activity

- Met with US FDA in January 2020 and obtained feedback on proposed content and format for a 510(k) clearance submission
- Further response provided by Optiscan to FDA at the end of June 2020

# Breast Cancer - Most Common Cancer in Women

**2.1  
Million**

2.1 million new breast cancer cases predicted globally in 2018<sup>1</sup>

**8.5%**

8.5% of all new cancer cases in China are breast cancer<sup>2</sup>

**2.5  
Million**

In 2021, total breast cancer patients in China will be 2.5 million<sup>3</sup>

- Rate of breast cancer in China is increasing at twice the rate worldwide
- 20-30% of lumpectomy patients currently require repeat surgery

1. Bray et al. (2018). Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancers in 185 countries. *CA: A Cancer Journal for Clinicians*, 68: 394-424. doi:[10.3322/caac.21492](https://doi.org/10.3322/caac.21492)  
2. Feng et al. (2019). Current cancer situation in China: good or bad news from the 2018 Global Cancer Statistics?. *Cancer communications (London, England)*, 39(1), 22. <https://doi.org/10.1186/s40880-019-0368-6>  
3. Huang et al. (2016). Surgical management of breast cancer in China: A 15-year single-center retrospective study of 18,502 patients. *Medicine*, 95(45), e4201. <https://doi.org/10.1097/MD.0000000000004201>

# CONVIVO® – Carl Zeiss Meditech (CZM) Co-operation



**297K**  
Brain and CNS  
cancer cases every  
year worldwide

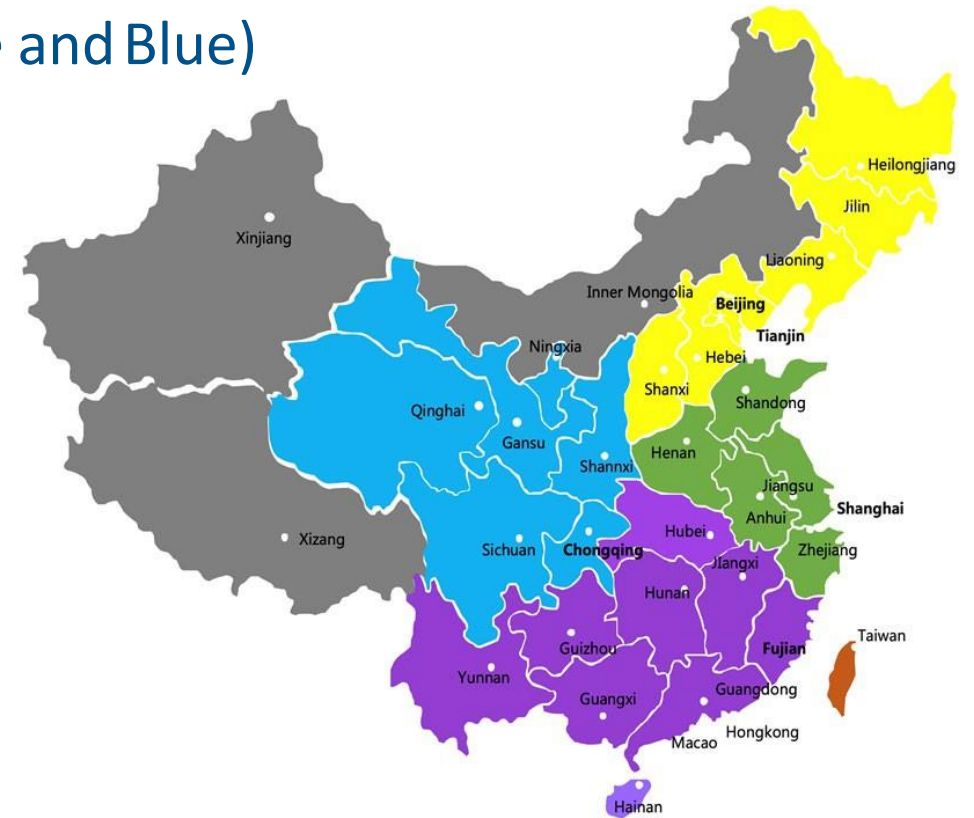
- ❑ Tumour margin detection in Brain Cancer surgery
- ❑ FDA 510(k) Clearance and CE Mark obtained

# Distributor Strategy for China Pre-Clinical Market

New multi-distributor model in China with appointment of exclusive distributor in Southern and Western China.

☐ South and West China: Guangzhou Yunxing (Purple and Blue)

☐ East China: Biotimes Technology Limited (Green)



# China Engagement Opportunities

- ❑ Optiscan is looking to expand both its clinical and pre-clinical activities in China.
- ❑ Seeking partners for clinical trial activity, industry collaboration, distribution and growth initiatives.

