



ENLITIC, INC.

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

Investor Presentation

21 December 2023



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INVESTMENT OPPORTUNITY

Commercial opportunity

- Leading innovator in data standardisation for medical imaging
- Two commercialised products: data standardisation software, ENDEX™, data de-identification software, ENCOG™
- Strong strategic partnerships in key markets
- Estimated large total serviceable market of US\$3.7 billion
- Large customer opportunity pipeline valued at an estimated US\$97 million in Total Contract Value

... backed by financial strength

- Well-financed to accelerate commercialisation plans
- Successful equity capital raise of approximately AU\$21 million
- Accelerating momentum with 11 customer agreements signed to date

... Driven by a highly experienced Executive and Board Leadership Team



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.



Solution

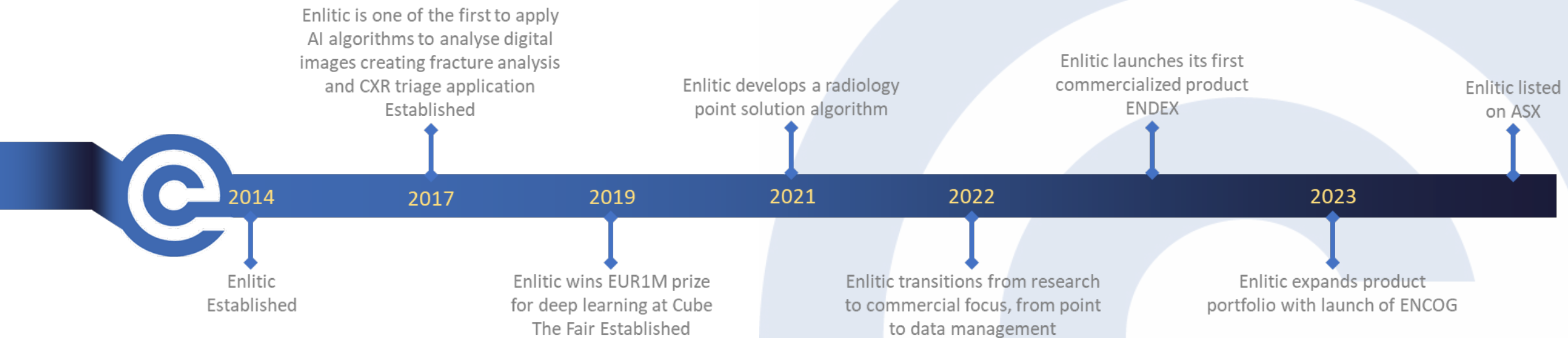
The Enlitic solution is built upon a software framework, creating a network between applications. It houses an ecosystem that enables and supports the exchange of information or content between different interdependent applications.

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.



OUR JOURNEY



BOARD AND EXECUTIVE MANAGEMENT

Board of Directors



Lawrence B. Gozlan

Board Chair

Mr. Gozlan is the Chief Investment Officer and Founder of Scientia Capital and currently serves as a Director on several private and public company boards in Australia.



Michael Sistenich

Director & Chief Executive Officer

Michael has over 24 years of experience in the investment banking, corporate finance and asset management industry.



Riichi Yamada

Director

Riichi Yamada has about 25 years experience of sales & marketing and new business development and investment in several industries at Marubeni Corporation.



Sergio Duchini

Director

Sergio drives strategy and growth with a strong focus on customer, innovation, M&A and corporate governance by leveraging his knowledge and experience in strategy development & implementation, accounting & finance, corporate structuring and M&A.



Executive Management



Michael Sistenich

Chief Executive Officer

Michael has over 24 years of experience in the investment banking, corporate finance and asset management industry.



John Marshall

Chief Operating Officer

With 25 years of health IT experience, John consistently delivers growth in worldwide market share, revenues, and competitive advantage.



Dan Kozimor

Chief Technology Officer

Dan leads the engineering and data science teams to develop the next generation of medical imaging software and find new ways to transform the future of healthcare.



Darren Scotti

Chief Financial Officer and Company Secretary

Darren is a veteran CFO and board member with over two decades of experience managing capital.



OVERVIEW OF ENLITIC



● Enlitic® is a software development company that uses AI to develop software products that manage medical imaging data in radiology (such as MRI, CT scans, X-ray and Ultrasound images) and licenses such products to healthcare providers.



INDEX™



ENCOG™



ENCODE™



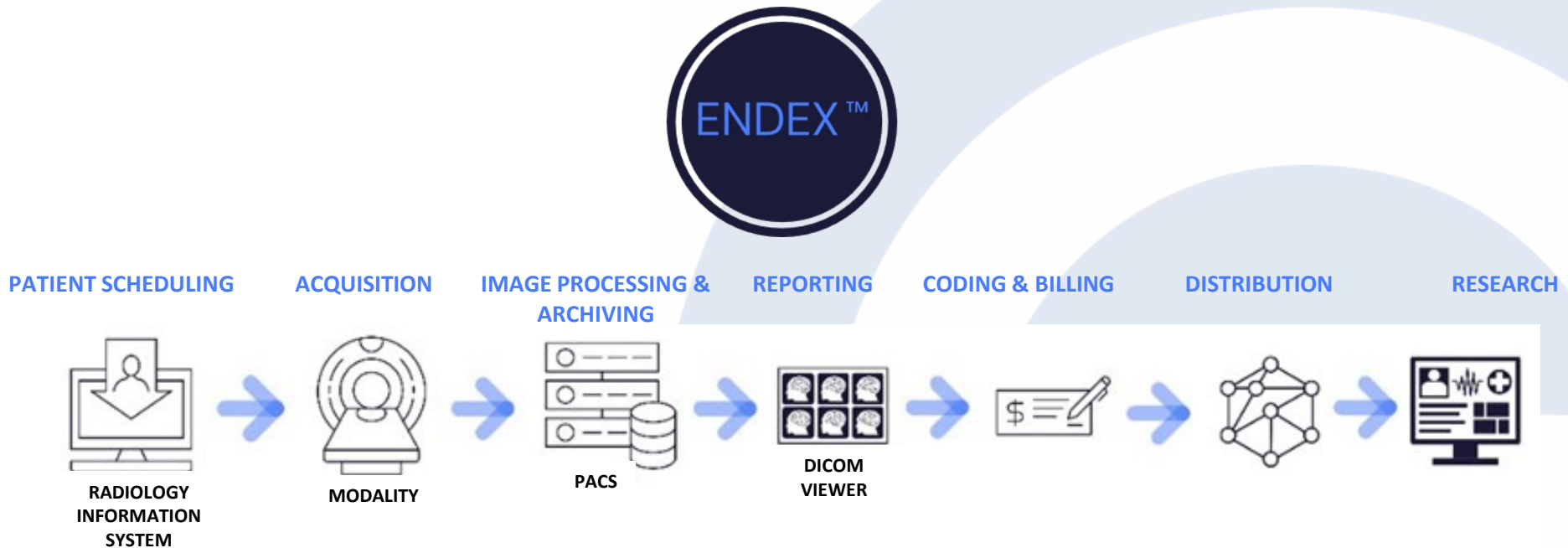
ENSIGHT™

ENCODE and ENSIGHT are under development and expected to be released in H2 2024 and H2 2025 respectively.

● Enlitic's mission is to revolutionise healthcare by leveraging AI and data, empowering evidence-based decision-making, enhancing research and transforming healthcare delivery.

RADIOLOGY WORKFLOW

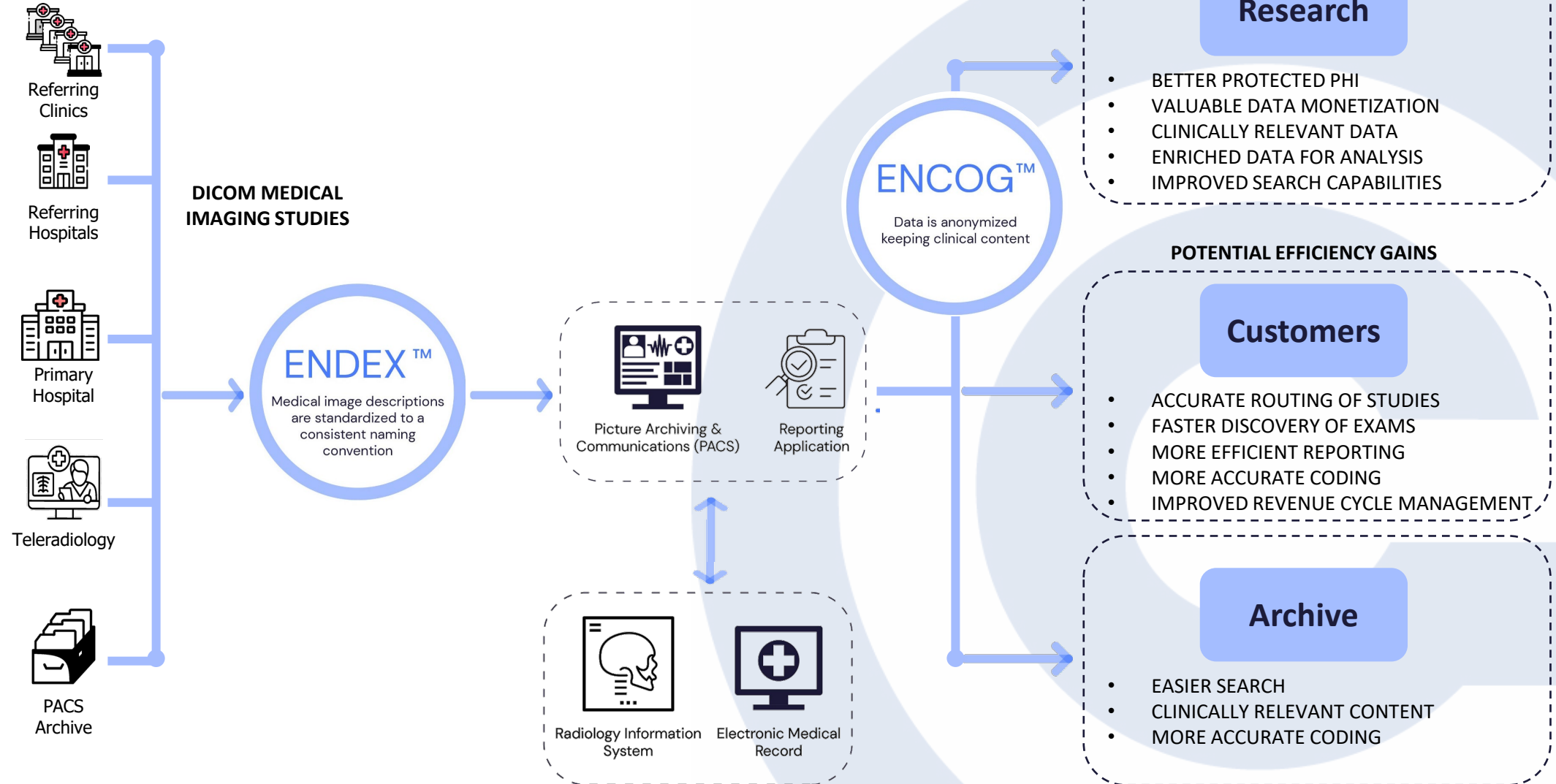
Radiology workflow is a systematic process that represents the steps taken by the radiologist for the patient experience from start to finish. This workflow is complex with numerous touchpoints.



There are many challenges faced in the radiology workflow process and the adoption of AI will be important in achieving improvements in that process.

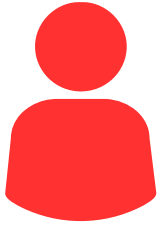
Enlitic believes that efficiencies gained in this process should deliver more favourable outcomes.

DETAILED ENLITIC WORKFLOW



OUR VALUE ADD

PRE- ENLITIC LIMITATIONS



Considerable manual intervention required due to:

- Studies incorrectly displayed
- Data incorrectly routed
- Patient studies difficult to find
- Poor data quality



Inability to apply the data in adjacent revenue opportunities:

- Poor data quality makes data unusable for analysis
- Protected health information (PHI) deleted
- Indiscriminately, losing clinical relevance
- Lack of standardisation causes inconsistent data labelling

POTENTIAL ENLITIC ADVANTAGES



Improved workflows and efficiencies:

- Radiologists report faster, with less manual intervention
- PACS Admin spend less time searching and rerouting data
- Data quality is improved: complete, accurate and clinically relevant



Enlitic's product suite opens potential revenue generating opportunities:

- Brokering the sale of imaging data to AI vendors and pharmaceutical manufacturers through standardising and de-identifying data on behalf of the customer
- The creation of cross-selling and up-selling opportunities as the Company establishes its future products



PRODUCT OFFERING

ENDEX™

ENCOG™

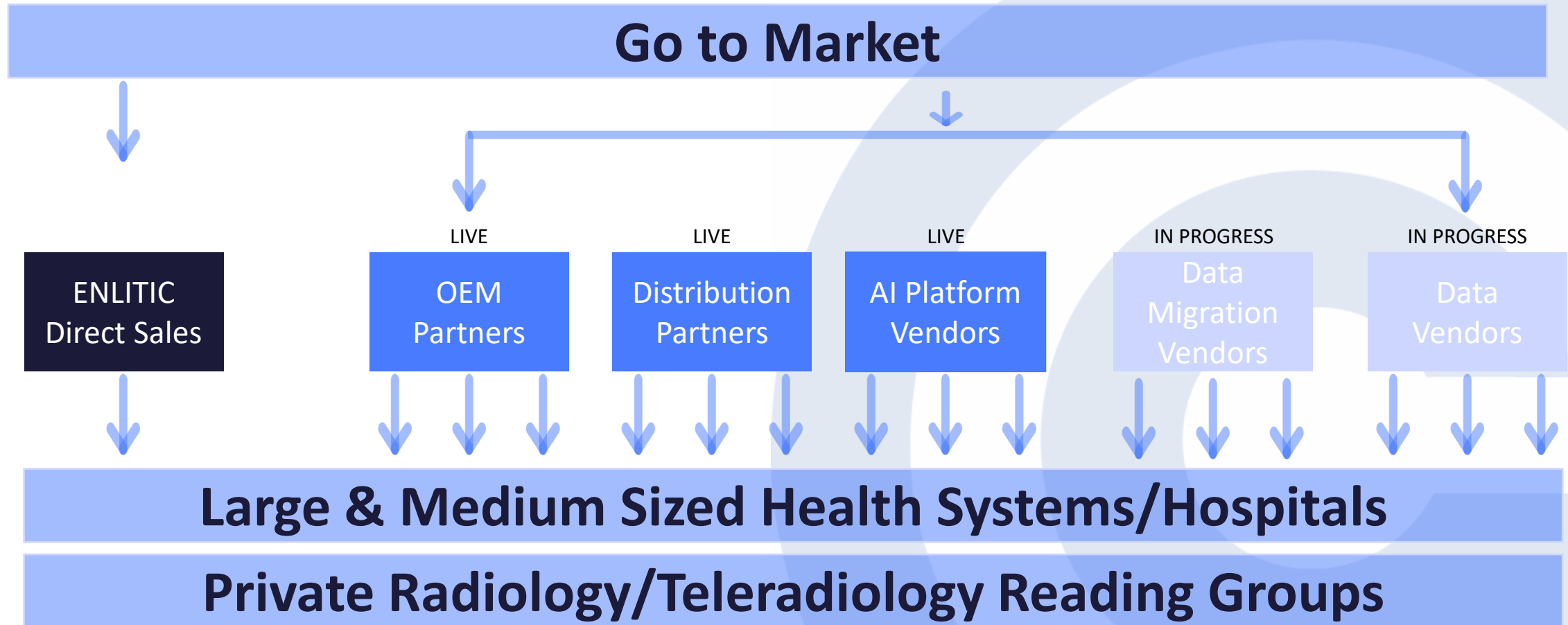
ENCODE™

ENSIGHT™

Description	Data Standardization	Data De-identification	Coding & Reimbursement	Connectivity & Analyses
Status	Live March 2022	Live March 2023	Expected H2 CY2024	Expected H2 CY 2025
Years to Develop	5	3	N/A	N/A
Pipeline	118	10	–	–
Revenue Model	3–5 year subscription	3-year subscription	Expected 3-year subscription	Expected revenue share



CHANNELS



GROWTH STRATEGIES

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



CURRENT BUSINESS

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



NEW CUSTOMERS



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.



PIPELINE

Pipeline Summary¹

Enlitic tracks progress of prospective clients across all phases of the sales cycle

Pipeline Stage	#	TCV
LEADS	1,689	N/A
WORKING LEAD	1,370	N/A
MARKETING QUALIFIED	213	N/A
SALES QUALIFIED	194	N/A
OPPORTUNITIES	118	\$96.7M USD

Pipeline Stage	#	TCV
PENDING PROGRESSION ²	38	\$35.2M USD
OPEN OPPORTUNITY ³	80	\$61.5M USD
TOTAL	118	\$96.7M USD

1) Information based off Enlitic internal CRM database and corporate model as of Oct 31, 2023. There is no guarantee that any of these leads or opportunities will result in any contracted clients or contracted revenue.
2) Pending Progression: Customers that have shown an initial interest in Enlitic's products but has placed the sales process on a temporary hold due to their own internal factors, such as, IT capacity or budget constraints.
3) Open Opportunity: Customers actively engaged with Enlitic in the sales process.

INDEX TOTAL SERVICEABLE MARKET

- Enlitic's target customers are primarily large health systems and private radiology reading groups
- The direct sales team's initial success has been in teleradiology reading groups, given the immediate impact the technology potentially may have on their profitability



There is no guarantee that any of these leads or opportunities will result in any contracted clients or contracted revenue.

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.

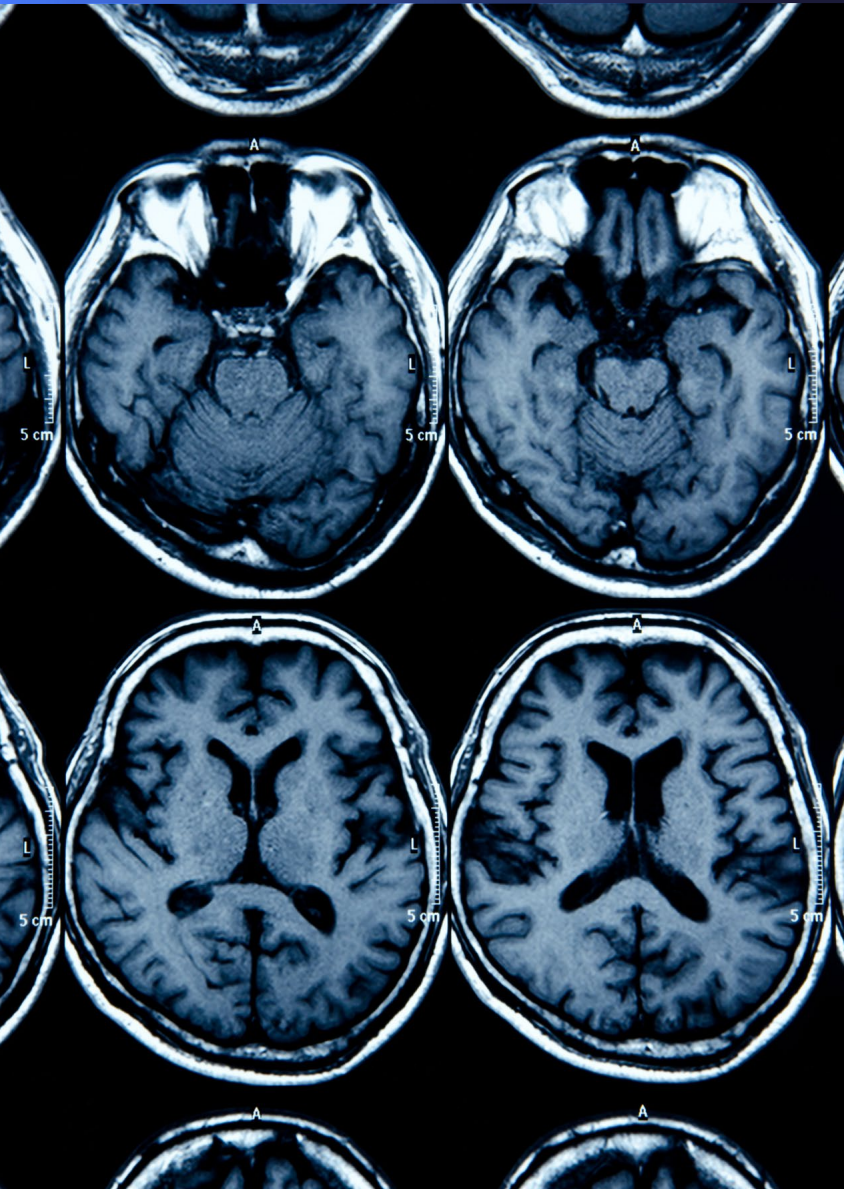
2) No consideration for growth into Anonymization, Data Migration or Real-World-Evidence

MILESTONES

- Newly signed Infinitt North America and Summit Radiology contracts
- Product enhancements
 - ENCODE™ launch expected H2 CY2024
 - Enlitic intends to address the billing and coding discrepancy market with ENCODE
 - ENSIGHT™ launch expected H2 CY2025
- Data monetisation opportunities



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\$97 million in Total Contract Value
- Partnerships with key channel partners that are supporting Enlitic's growth
- High quality and experienced board and executive management