ENLITIC, INC.

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

ShareCafé Investor Day Presentation

27 March 2024

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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.

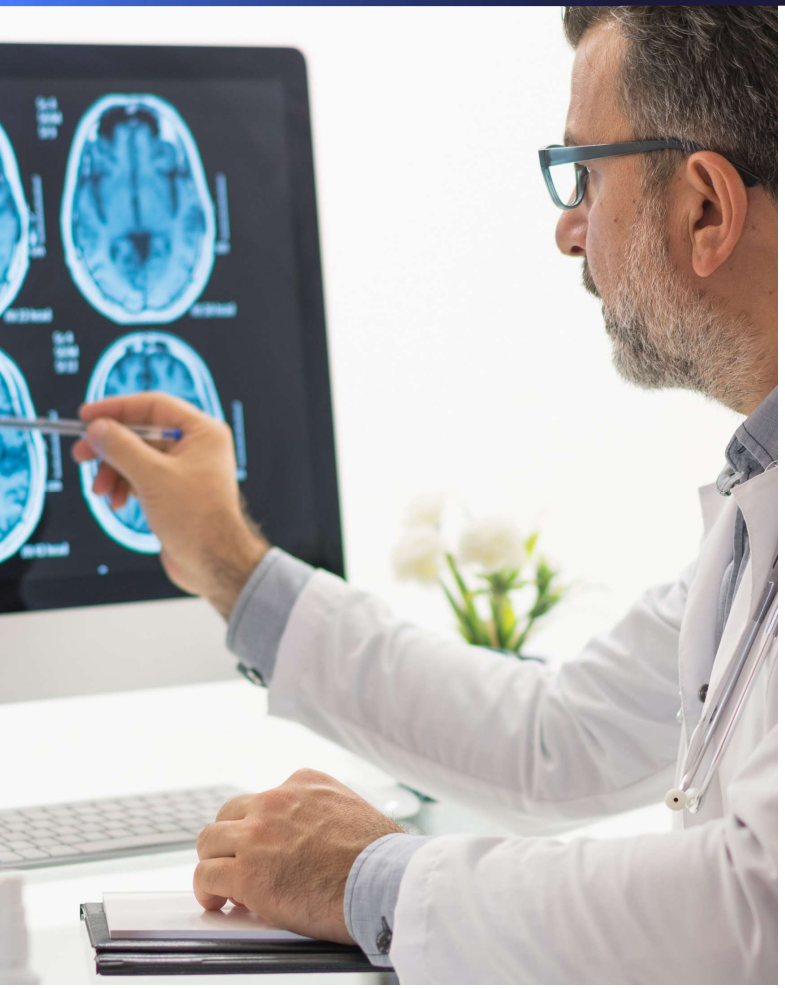
Solution

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**.

OVERVIEW



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.

Our Offering:

ENDEX™

ENCOG™

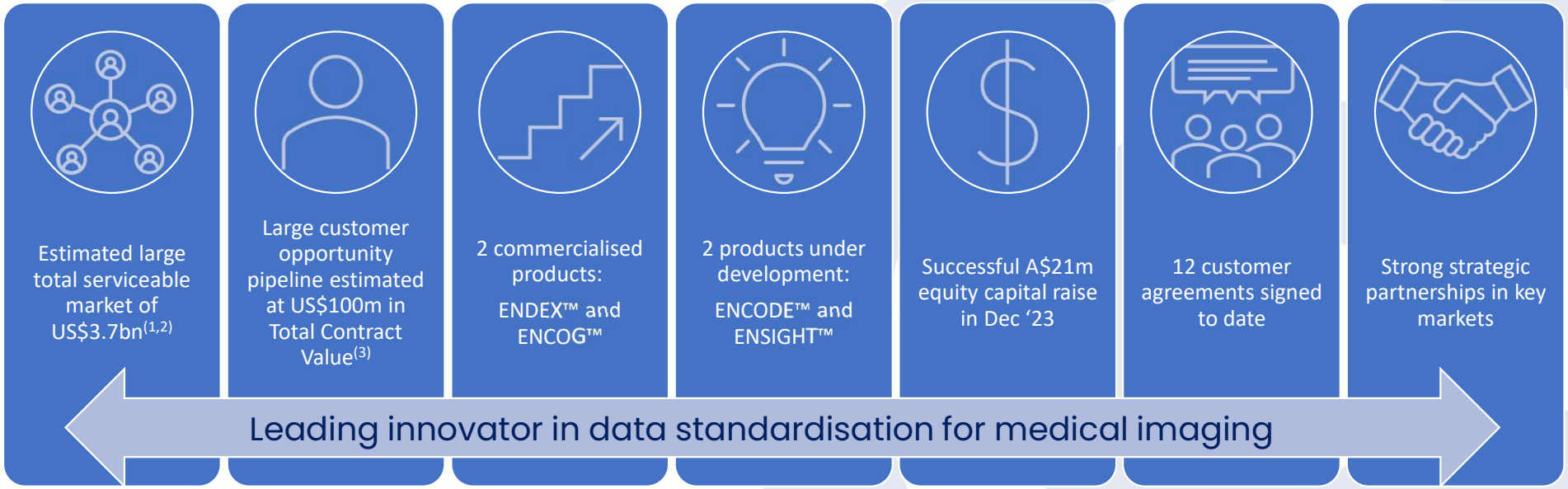
Fully commercialised and operational

ENCODE™

ENSIGHT™

Accelerating development

COMMERCIALISING AN UNTAPPED OPPORTUNITY



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
3) Information based off Enlitic internal CRM database and corporate model as of Mar 25, 2024. There is no guarantee that any of these leads or opportunities will result in any contracted clients or contracted revenue.

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.

Lisa Pettigrew
Director

Lisa has 25+ years experience in management consulting and technology services companies across multiple vertical industries, with a particular expertise in healthcare and life sciences.

Executive Management

Michael Sistenich
Director & 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

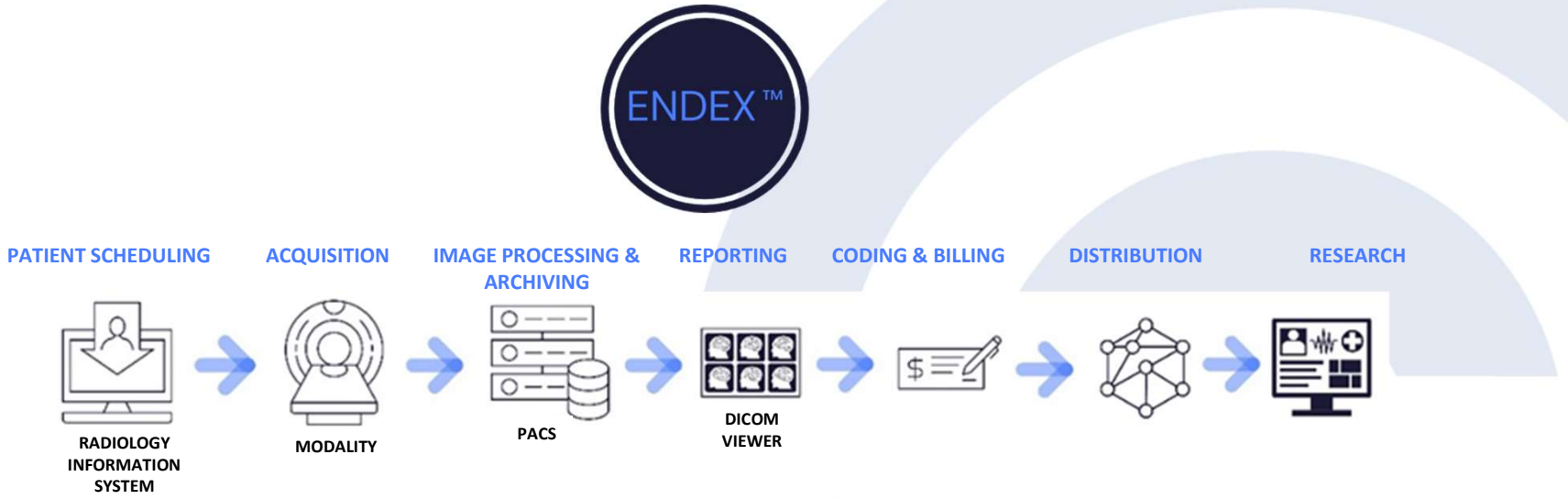
Darren is a veteran CFO and board member with over two decades of experience managing capital.

Steve Rankin
Chief Strategy Officer

Steve has dedicated more than half of his professional journey to steering strategic growth within the healthcare sector. He is committed to driving the development and execution of Enlitic's product and market strategy to achieve sustained growth in the years ahead.

RADIOLOGY WORKFLOW

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

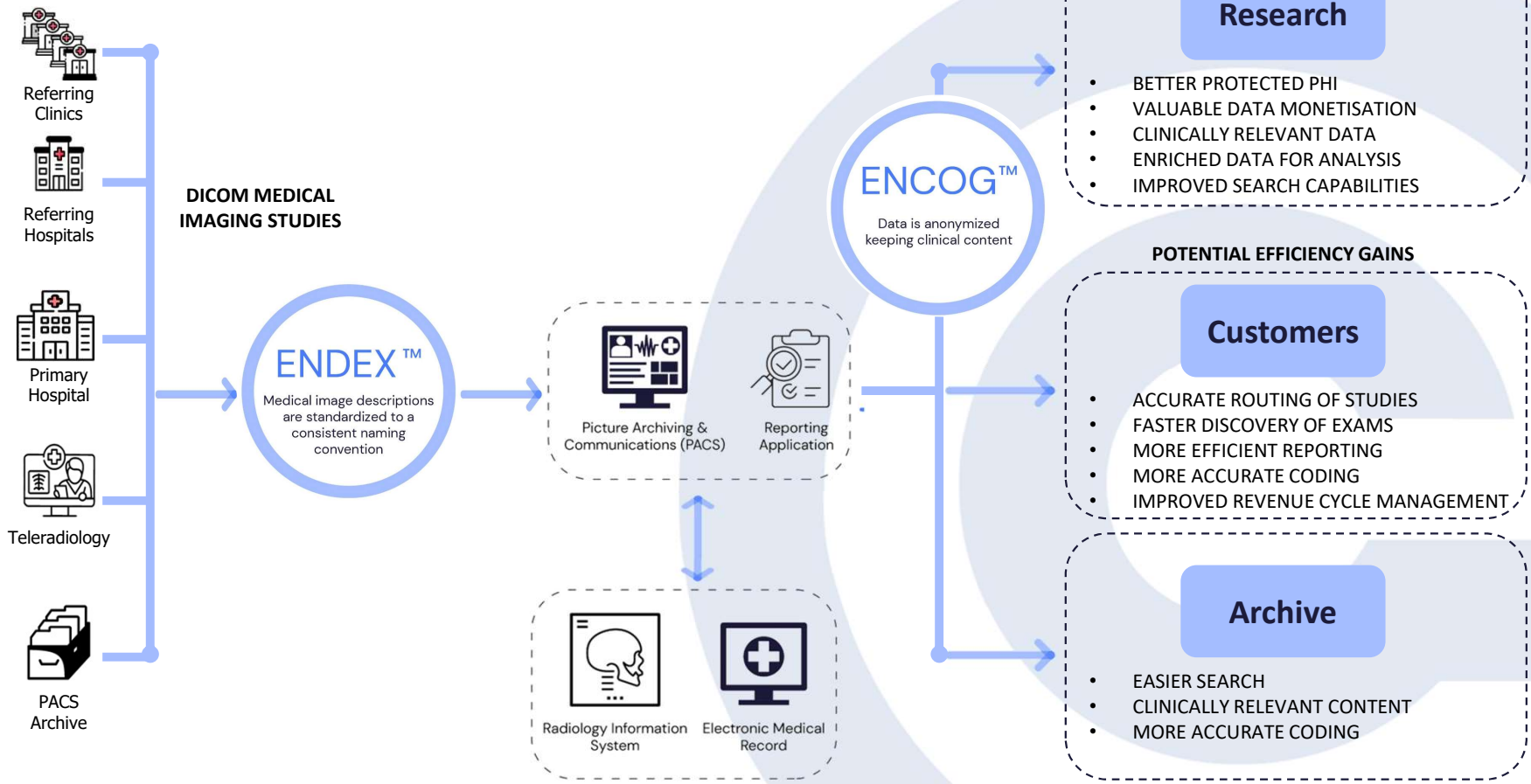


There are many challenges faced in the radiology workflow process and the adoption of AI is important for achieving improvements in that process.

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

The process itself may vary slightly depending on the facility and the specific imaging procedure, however, the graphic above provides a general overview.

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

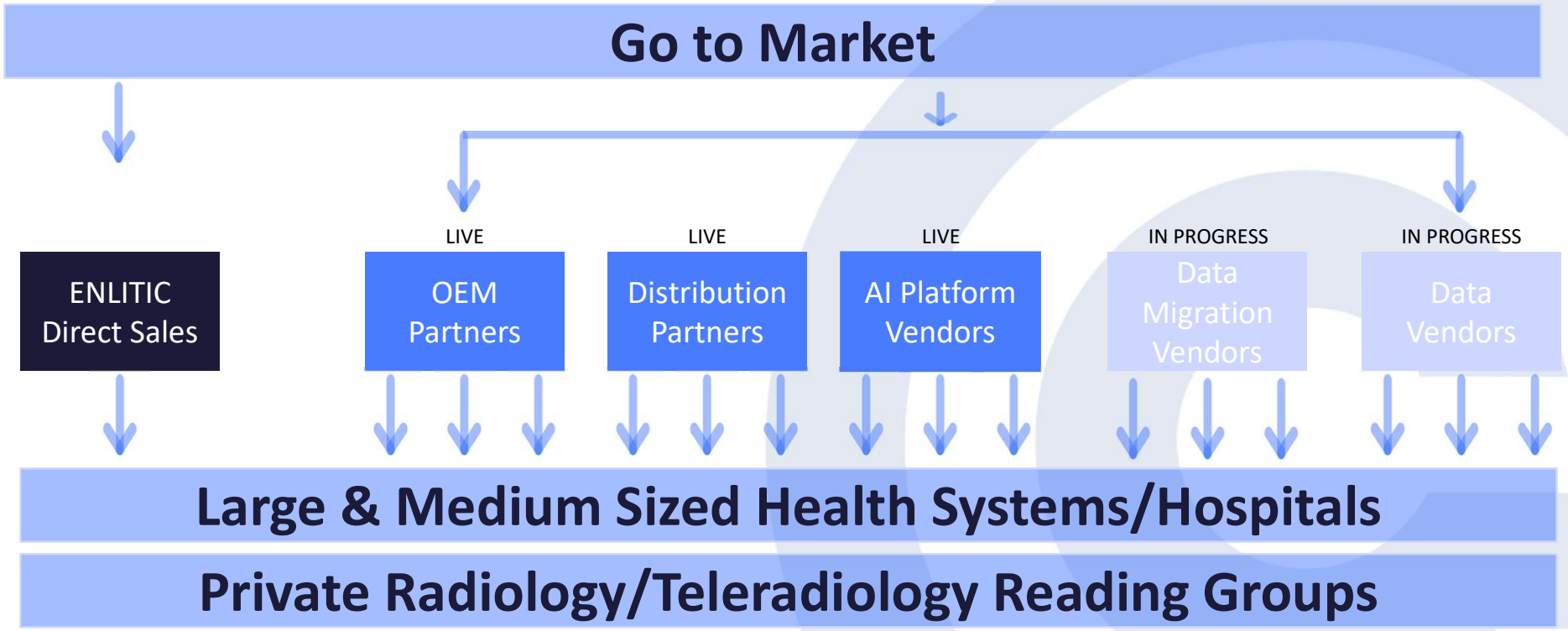
Enlitic's product suite opens potential revenue generating opportunities:

- 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 Standardisation	Data De-identification	Coding & Reimbursement	Connectivity & Analyses
Status	Live March 2022	Live March 2023	Accelerating development	Accelerating development
Years to Develop	5	3	N/A	N/A
Revenue Model	3-5 year subscription	3-year subscription	Expected 3-year subscription	Expected revenue share

CHANNELS


Go to Market
ENLITIC Direct Sales
LIVE
OEM Partners
LIVE
Distribution Partners
LIVE
AI Platform Vendors
IN PROGRESS
Data Migration Vendors
IN PROGRESS
Data Vendors
Large & Medium Sized Health Systems/Hospitals
Private Radiology/Teleradiology Reading Groups

GROWTH STRATEGIES

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

CURRENT BUSINESS

NEW CUSTOMERS

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

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 Summary[1]

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

Pipeline Stage	#	TCV
LEADS	2,027	N/A
WORKING LEAD	1,382	N/A
MARKETING QUALIFIED	246	N/A
SALES QUALIFIED	225	N/A
OPPORTUNITIES	127	$100.1M USD

Pipeline Stage	#	TCV
PENDING PROGRESSION[2]	43	$37.7M USD
OPEN OPPORTUNITY[3]	84	$62.4M USD
TOTAL	127	$100.1M USD

1) Information based off Enlitic internal CRM database and corporate model as of Mar 25, 2024. 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.

ENDEX 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

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MILESTONES

- 12 Client Contracts signed
- ~A$21M IPO and associated ASX Listing
- Product enhancements coming through the pipeline
  - ENCODE™ launch was expected H2 CY2024
    - ENCODE™ will help to address the billing and coding discrepancy market
  - ENSIGHT™ launch expected H2 CY2025
    - ENSIGHT™ will provide unique insights into medical image content through data analysis
- Data monetisation opportunities

KEY CUSTOMERS

HEALTHCARE PROVIDERS

End user facilities using Enlitic software

Vital Radiology Services is known for providing high-quality teleradiology services in the United Kingdom.

Telemedicine Clinic (TMC) is Europe's largest teleradiology reporting provider, delivering over one million sub-specialist reports annually.

For over 70 years, Wake Radiology has been the North Carolina Triangle's preferred provider of quality outpatient imaging.

Sentara is a not-for-profit health system serving Virginia and North Carolina, with 12 hospitals, outpatient care centers, imaging centers and more.

Summit Health is a physician-driven network with over 2800 providers across 370 locations in New Jersey, New York, Connecticut, Pennsylvania and Oregon.

SEARHC is a non-profit health consortium which serves the health interests of the residents of Southeast Alaska.

PARTNERSHIP CHANNELS

Leverage their customer base and local experience to distribute Enlitic products to customers

Multi Inc. provides healthcare technology to customers throughout the United States and is bringing the Enlitic solutions to their customers.

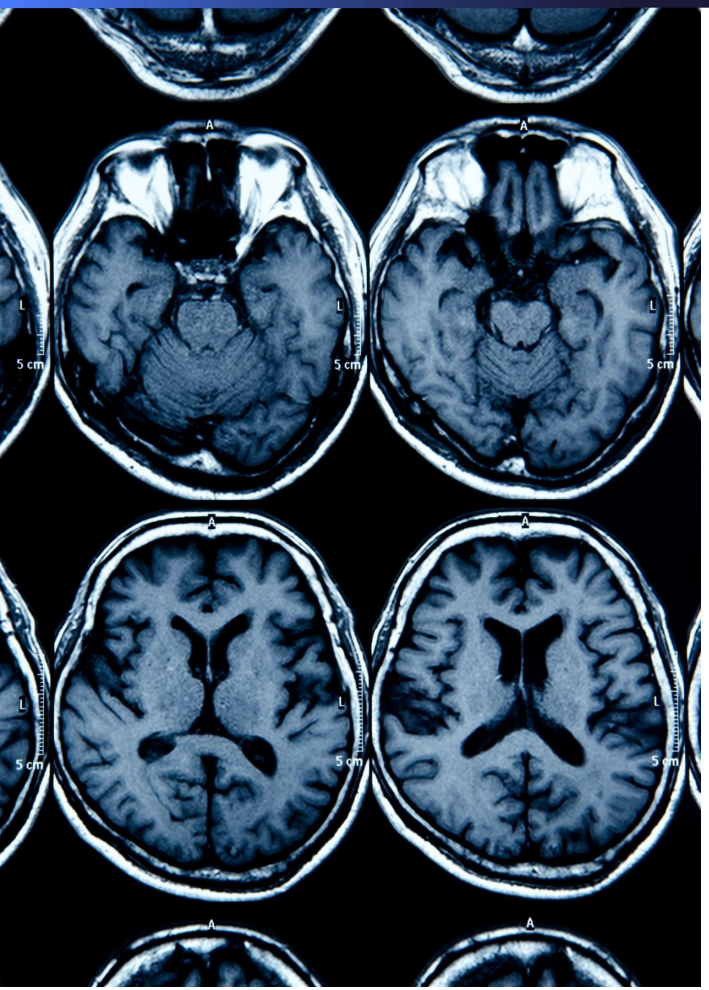
Marubeni Corporation uses their business networks to conduct importing and exporting activities encompassing a diverse range of industries.

Clairvo Technologies, a wholly owned subsidiary of Marubeni, is commercializing Enlitic technologies in Japan.

Blackford, pioneers in the radiology AI space, provide access to a core platform, tailored services and a portfolio of 100+ applications, globally.

INFINITT North America is a global enterprise imaging partner for medical institutions.

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$100 million in Total Contract Value
- Partnerships with key channel partners that are supporting Enlitic's growth
- High quality and experienced board and executive management
- Continuous focus on accelerating development in new product offerings and expediting the commercialisation of these products

Questions?