

**ASX Announcement
1 July 2024 (Melbourne, Australia)
Optiscan Imaging Ltd (ASX:OIL)**

Optiscan 2024 Roadshow Presentation

Optiscan is today commencing an investor roadshow, where the Company will be highlighting both its recent achievements and development strategy milestones expected to be delivered over coming months.

Optiscan Imaging Limited (ASX:OIL) ('Optiscan' or 'The Company') is pleased to release the following roadshow presentation that will be used in discussions with interested Sydney- and Melbourne-based investors over coming days.

The presentation details:

- The ongoing growth in Optiscan's hardware and software offerings
- How Optiscan's real-time, non-invasive, point-of-care microscopic imaging technology is 'cutting edge' and validated
- How Optiscan's technology enhances clinical decisions/collaborations and opens the way for improved patient outcomes
- The current clinical applications for Optiscan's technology
- The emerging opportunity for Optiscan to leverage ongoing growth in the digital health space, including robotic surgery
- The status of key regulatory and clinical pathways
- The significance of the recently announced Mayo Clinic partnership
- Expected near-term deliverables in Optiscan's development and commercialisation strategy,

– ends –

This announcement has been authorised for release by the Board of Optiscan.

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About Optiscan

Optiscan Imaging Ltd (ASX:OIL) is a commercial stage medical technology company creating a suite of digital pathology and precision surgery hardware and software solutions that enable live optical biopsy for life sciences, diagnostic and surgical applications. Optiscan pioneered the development and manufacturing of miniaturised digital endomicroscopes with spatial resolution more than 1000x that of medical CT and MRI.

Using a revolutionary "tissue contact" method, Optiscan's patented technology produces super high resolution digital pathology images for cancer diagnosis and surgical treatment, to unlock real-time insights during surgery, diagnostics, and pre-clinical research. By enabling live, non-destructive, 3D, in-vivo digital imaging at the single-cell level, Optiscan's technology supports earlier disease detection, precision treatment, and improved patient outcomes across a wide selection of clinical applications and settings.

The global addressable market for Optiscan's medical imaging technology extends beyond traditional surgery and pathology, to also encompass the fast-growing digital health market including robotic surgery. With an expanding product suite and increased demand for digital health solutions, Optiscan is uniquely positioned to bridge the gap between surgery and pathology and deliver better outcomes for healthcare professionals and their patients.

To learn more about Optiscan, visit www.optiscan.com or follow us on [LinkedIn](#), [X](#) or [Instagram](#).

Disclaimer

All statements other than statements of historical fact included on this announcement including, without limitation, statements regarding future plans and objectives of Optiscan or any of the other parties referred to herein, are forward-looking statements. Forward-looking statements can be identified by words such as 'anticipate', 'believe', 'could', 'estimate', 'expect', 'future', 'intend', 'may', 'opportunity', 'plan', 'potential', 'project', 'seek', 'will' and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions, and on assumptions regarding future events and actions that are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, its directors and management of Optiscan that could cause actual results to differ from the results expressed or anticipated in these statements.

Optiscan^o

The new standard in digital pathology
and precision surgery

Optiscan Imaging Ltd
(ASX:OIL)

Investor Roadshow
1st – 3rd July, 2024

inVue
by Optiscan^o



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Presenter



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President & CEO, Optiscan Imaging, Inc.



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[/company/Optiscan](https://www.linkedin.com/company/optiscan)



www.optiscan.com

Optiscan at a Glance

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



ASX: OIL
1997



Melbourne
Headquarters



\$ 175m
Market Cap



Patent
Protected



Proven
Technology



Validated
Products



Team
Agile



2,350 m²
Office & Plant



QMS
Certification



Minnesota
Commercial Hub

Optiscan Has Developed Cutting-Edge Technology,,,

- Real-time, non-invasive, point-of-care microscopic imaging
- Biopsy-free, slide-free, live single-cell imaging
- Sub-cellular resolution, global leader
- Immediate clinical feedback and surgical workflow
- Unlimited sampling across diseased tissue
- Clinician and pathologist collaboration via digital workflow

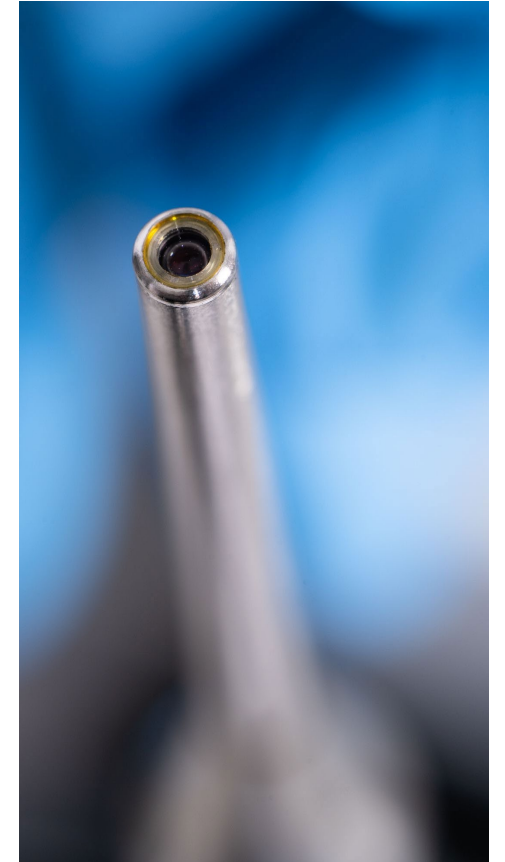
...Dramatically Improving Medical Outcomes

- Immediate, informed clinical decisions and collaboration
- Improved patient outcomes with clearly defined, targeted cancer screening and surgical margin assessment
- Digital equivalent to standard pathology
- Near perfect concordance with frozen section biopsy
- Efficiencies within healthcare systems through reduced need for traditional histopathology and revision surgery

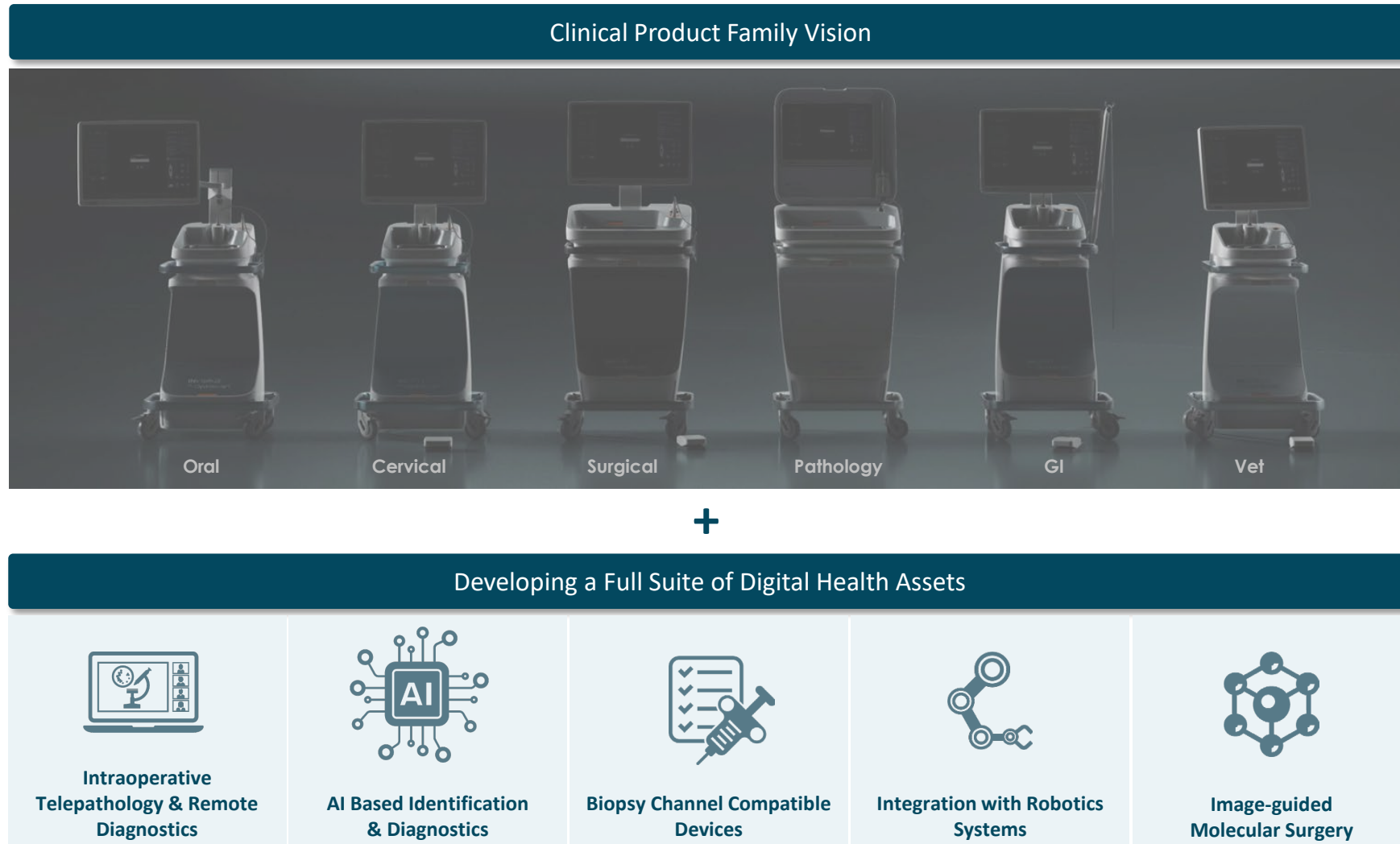
Revolutionizing Diagnostics

Optiscan is a global medical technology company focused on real-time digital pathology and precision surgery solutions.

- **Disruptive Technology:** Miniaturised digital endomicroscope with spatial resolution more than 1000x that of medical CT and MRI to enable live optical biopsy for research, diagnostic and surgical applications.
- **Revolutionary method:** Our patent-protected technology produces high resolution digital pathology images through "tissue contact", not physical slides.
- **Global application:** By integrating live, high resolution cellular imaging directly into surgical, diagnostic and pre-clinical environments, Optiscan can accelerate earlier disease detection, precision treatment, and improved patient outcomes.
- **Unique Value Proposition:**
 - Unprecedented real-time live cellular imaging can revolutionize diagnostics and accelerate treatment
 - Improved diagnostic accuracy and earlier disease detection
 - Potential for personalized medicine and targeted treatments
 - Streamlined pre-clinical research and faster drug discovery



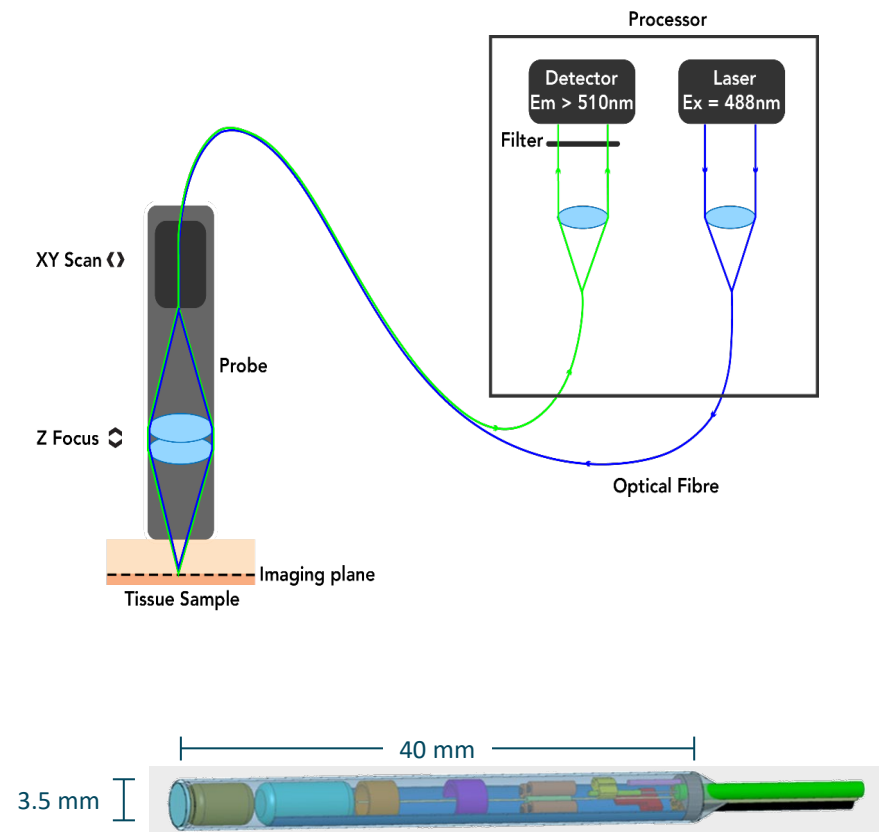
Growing product range across critical care



Unique patent protected technology

Process

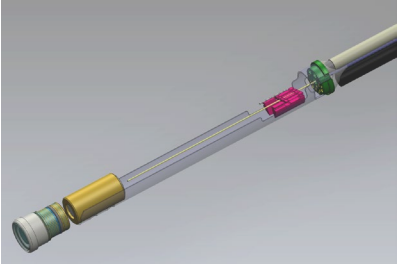

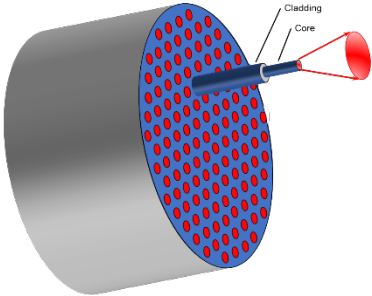
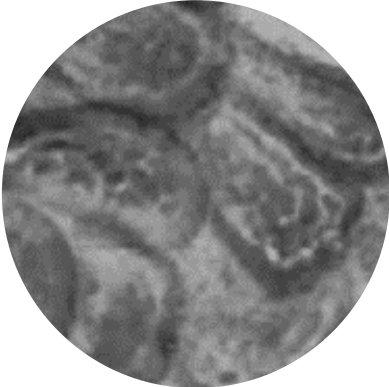
- Topical or IV **fluorescent contrast dye** applied to tissue of interest
- A **single optical fibre** projects a pinpoint of laser light into live tissue in a scanned raster pattern
- **Fluorescence** is transmitted back to the detector, via the **same fibre**
- **Moving lenses** create variable focal planes under operator control



Result

- **Fluorescence intensity** variations are mapped, creating real-time digital microscopic images
- Up to **1000x magnification** - subcellular level detail ($0.55\ \mu\text{m}$)
- **En face image** orientation
- **Z-axis** focus ability for 3D imaging capability
- **Imaging depth** currently up to $400\ \mu\text{m}$

Unparalleled precision

Technology	Image – Mouse Ilium	Comparison
 <p data-bbox="313 796 614 825">Optiscan – Single Fibre</p>	 <p data-bbox="1082 796 1174 825">20 μm</p>	<ul data-bbox="1480 386 1997 819" style="list-style-type: none">✓ 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
 <p data-bbox="282 1325 647 1353">Competitor – Bundled Fibre</p>	 <p data-bbox="1082 1325 1174 1353">20 μm</p>	<ul data-bbox="1480 865 2099 1362" style="list-style-type: none">✗ <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

Customer Validation: Positive, Enthusiastic Feedback

User Testimonials



Prof. Mark C. Preul

Neurosurgeon, Newsome Chair of Neurosurgery Research, Barrow Neurosurgical Institute, Arizona, USA

“This probably is the most exciting technology that I have seen in my career come through the laboratory. It is nearly a holy grail in terms of identifying malignant cells.”



Prof. Bruce Mann

Breast Surgeon, Head of Breast Surgery, Royal Melbourne Hospital, Australia

“It’s better for the surgeon, it’s less stress for the patient, and a better outcome for the hospital and the whole health system.”



Prof. Ralf Kiesslich

Gastroenterologist and Professor of Medicine, University of Mainz and Helios Clinic, Wiesbaden, Germany

“Targeted endoscopic interventions can be performed immediately including functional imaging that allows unique diagnostic possibilities (e.g. diagnosis of food allergies).”



Dr Tami Yap

Oral Medicine Specialist, Melbourne Dental School, Australia

“Within the next 10 years, the use of digital microscopy will be commonplace across many medical specialties.”



Prof. Mark M. Banaszak Holl

Professor and Head, Department of Chemical Engineering, Monash University, Australia

“Optiscan’s CLE is a powerful tool for tissue research and medical diagnosis.”

Media Coverage



Video Link:
Optiscan featured in
Health Leader TV 2022

Market opportunity

Significant market demand

Life sciences

Financial pressures

- **Reduced R&D budgets:** Pharmaceutical companies and research institutions are constantly seeking ways to do more with less.
- **Grant competitiveness**

Workflow inefficiencies

- Traditional pre-clinical research methods can be slow and labour-intensive.
- Often provide limited data points on drug interactions and treatment response.

Demand for accelerated drug development

- **Reproducibility of Results:** Inconsistency in pre-clinical research can hinder drug development.

Ethical testing

- **Ethical Considerations:** There's a growing emphasis on reducing reliance on animal testing in pre-clinical research.

Clinical

Patient volume

- Healthcare systems are under pressure to manage increasing patient volumes while controlling costs.
- Patients are increasingly seeking minimally invasive procedures.

Patient demand

- Higher patient demands and expectations.
- Traditional diagnostic procedures can be time consuming and invasive.

Risk

- Need for early and accurate diagnosis
- Personalised treatment
- Growing trend of telemedicine.
- Standardization of care.






Workflow inefficiencies

- Traditional diagnostic procedures can be time-consuming, delaying treatment and impacting patient outcomes.
- Integration with existing workflows.

Financial pressure

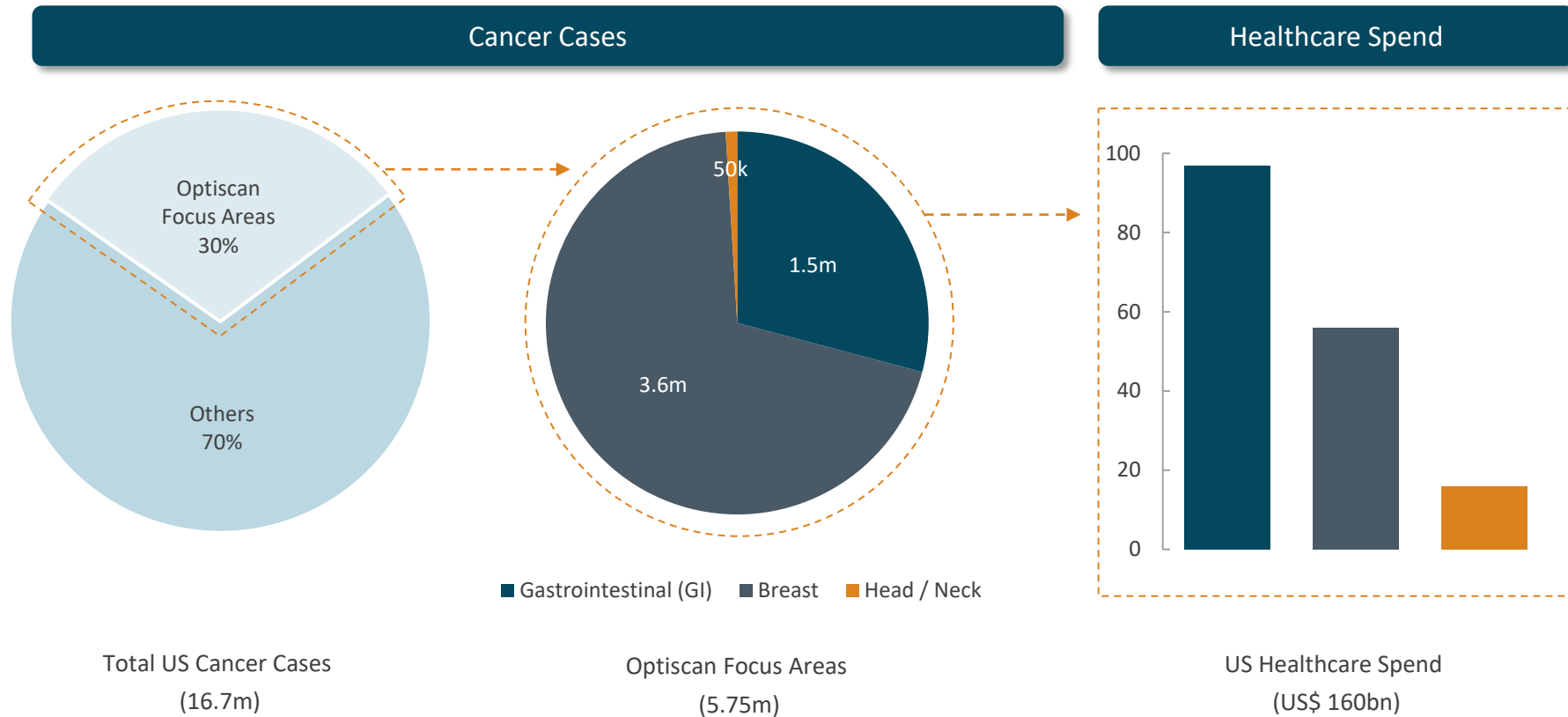
- Financial pressures driving the need for greater efficiencies.

Addressing the massive health challenge of cancer

Challenge	High, growing cancer rates are a huge burden on society	Cancer treatment lacks accuracy and results in high recurrence rates	Frozen section procedure is time-consuming, costly and inaccurate	Traditional histopathology is not instantaneous	Access to quality healthcare is disperse and varies significantly across geographies
Solution	Non-invasive early detection, diagnosis and treatment	Intraoperative microscopic-guided surgery	Live, in-vivo, microscopic imaging	Real-time digital pathology	AI-assisted diagnosis & telepathology service platform
Optiscan					

Improving cancer outcomes requires accessible digital pathology service solutions for anyone, anywhere and anytime

Current Clinical Applications: Large, Relevant Markets



Optiscan's current focus areas encompass nearly 30% of cancer cases and US\$160bn of healthcare spend in the US

Larger Opportunity Ahead of Us

To date, Optiscan has focused on a portion of the healthcare market opportunity. The digital health space presents a sizeable and lucrative opportunity for future growth.



The global **digital** health market is anticipated to reach

US \$946 billion by 2030

growing at CAGR of 21.9% from 2024 to 2030



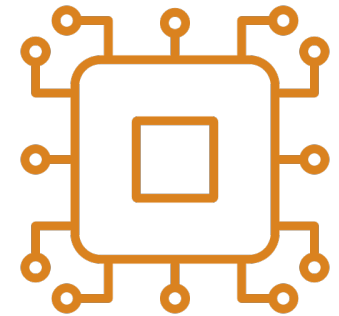
The US **robotic** surgery service market was valued at **US \$1.8 billion** in 2022 and is estimated to grow at a **CAGR of 17.3%**

THE OPPORTUNITY



The US **digital** health market was estimated at **\$81.17 billion (USD)** in 2023

The global **AI** healthcare market size was estimated at **US \$19.27 billion** in 2023 and is expected to grow at a **CAGR of 38.5%**



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

2026 +

A strategic step into the future

- Optiscan has entered into a know-how agreement with Mayo Clinic - the largest integrated, not-for-profit medical group practice in the world.
- Mayo Clinic's collaboration with Optiscan demonstrates the legitimacy and clinical application of our technology and products in clinical settings demanding precision and accuracy such as intra-operative surgery.
- With more #1 rankings than any other hospital in the US, Mayo Clinic opens considerable opportunities to embed the Optiscan platform technology in a variety of settings and clinical applications.
- The agreement will bring together experts from both companies to develop a robot-compatible endoscopic imaging system with an initial focus on robotic-assisted breast cancer surgery.
- As part of the agreement, Mayo Clinic has a financial interest in the Optiscan technology which it will use to support its not-for-profit mission in patient care, education and research.

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Immediate Informed Decisions



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The next evolution in Precision Surgery

- Optiscan recently unveiled InVue™ - a next-gen microscopic medical imaging device for precision surgery.
- InVue™ expands Optiscan's product portfolio into the surgical market, representing a significant step forward in realizing the Company's strategic goals.
- InVue™ can be used in a variety of clinical settings, most notably in cancer identification and surgical intervention.
- InVue™ will enable surgeons to gain immediate pathology insights in the operating theatre while the patient is on the operating bed, which will ultimately improve the accuracy of diagnoses, reduce the need for multiple diagnostic procedures and enable more precise treatment.
- InVue™ is a significant step towards realizing Optiscan's strategic goals as a company, and for tackling some of the biggest health challenges around the world.



inVue
by Optiscan^o

Optiscan^o

Financials

Experienced Leadership



Camile Farah
President & CEO



Robert Cooke
Non-Executive Chairman



Sean Gardiner
Non-Executive Director



Karen Borg
Non-Executive Director



Ron Song
Non-Executive Director

Board

Management



Brendan Fafiani
COO



Sanchitha Fernando
CTO



Darius Ooi
Finance



Shayra Leon
BDM US West



Tim Rowe
BDM US East



Nicole Williams
Regulatory



Yameena Cossins
Quality



Lindsay Bussau
Supply Chain



Hiran Jayetileke
Manufacturing



Peter Pavlicek
Projects

Corporate overview

- **Investment Opportunity:** Disrupting a Multi-Billion Dollar Market
- **Large Addressable Market:** High growth segments – medical research, pharmaceuticals, oncology, pathology, GI diseases
- **Patent-Protected Technology:** Secure platform with a strong product-market fit
- **Proven Track Record:** Clinical validation and established clinical partnerships
- **Strong Growth Potential:** Expanding into AI, SaMD, and new clinical device development

- ASX: OIL
- Listing: 8th August, 1997
- Share price: \$0.225
- Market capitalization: \$175.42M
- Shares on issue: 835,340,803
- GICS Classification: Health Care Equipment & Services
- 52-week range: \$0.071 - \$0.235
- Average daily volume: 371,347

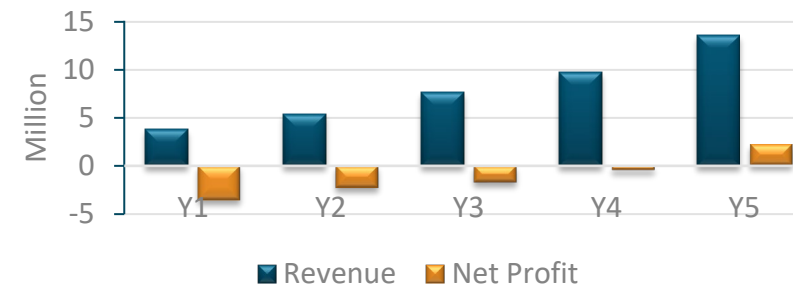


Financial Summary

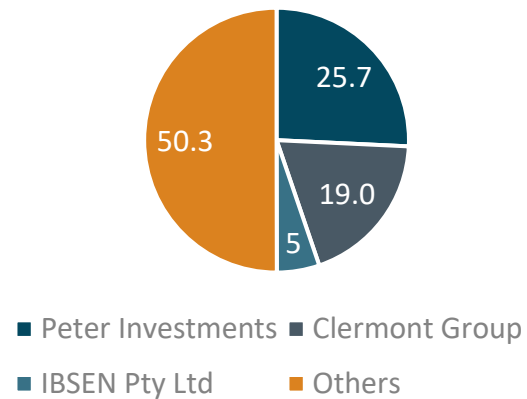
Financial Position

Cash & term deposits	\$12.2 m
Current assets	\$15.3 m
Current liabilities	\$1.2 m
Working capital	\$14.1 m

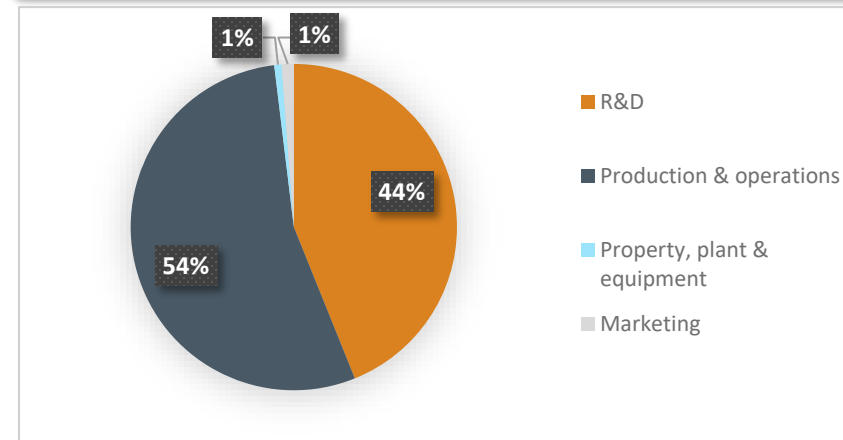
Projected Revenue



Top Shareholders



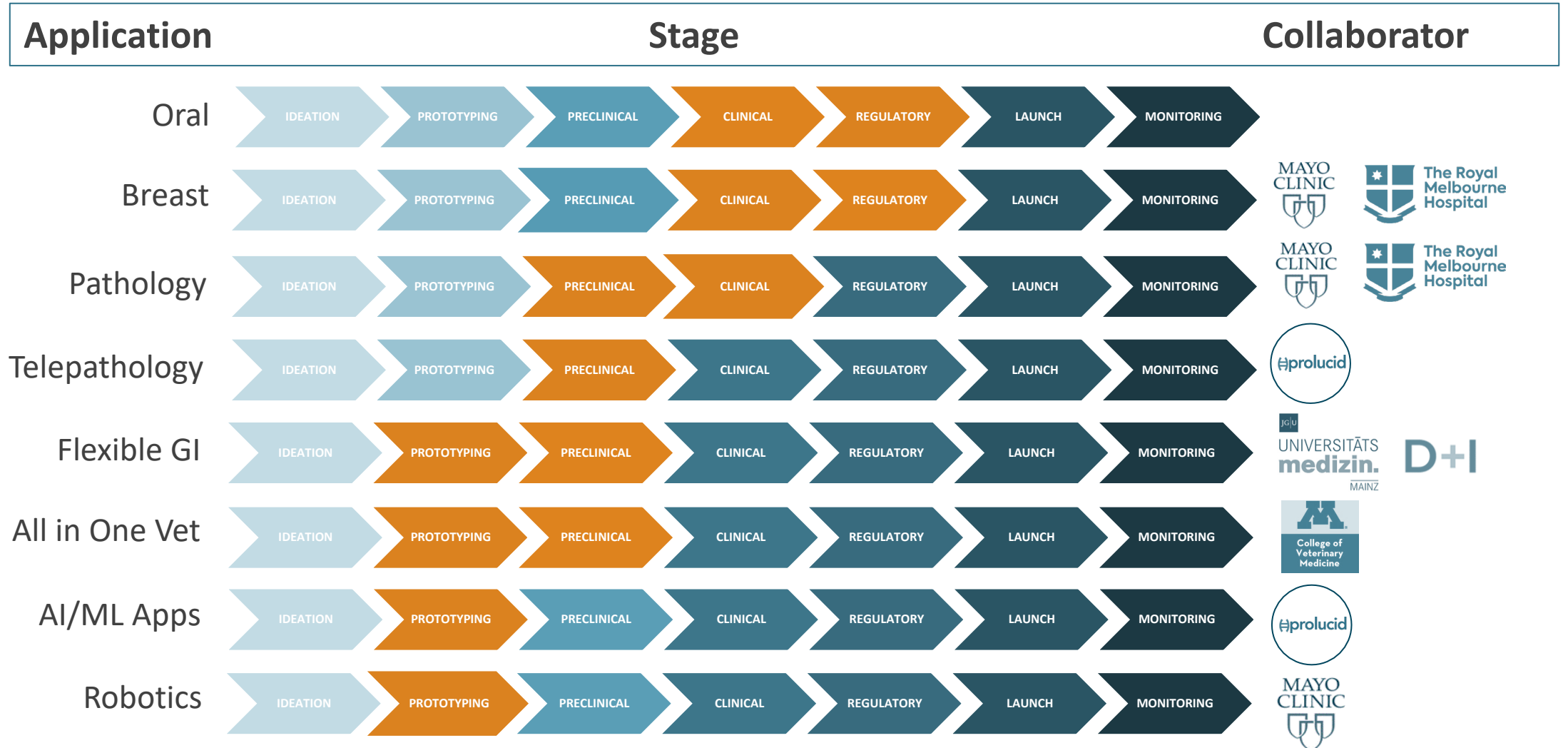
Capital Allocation



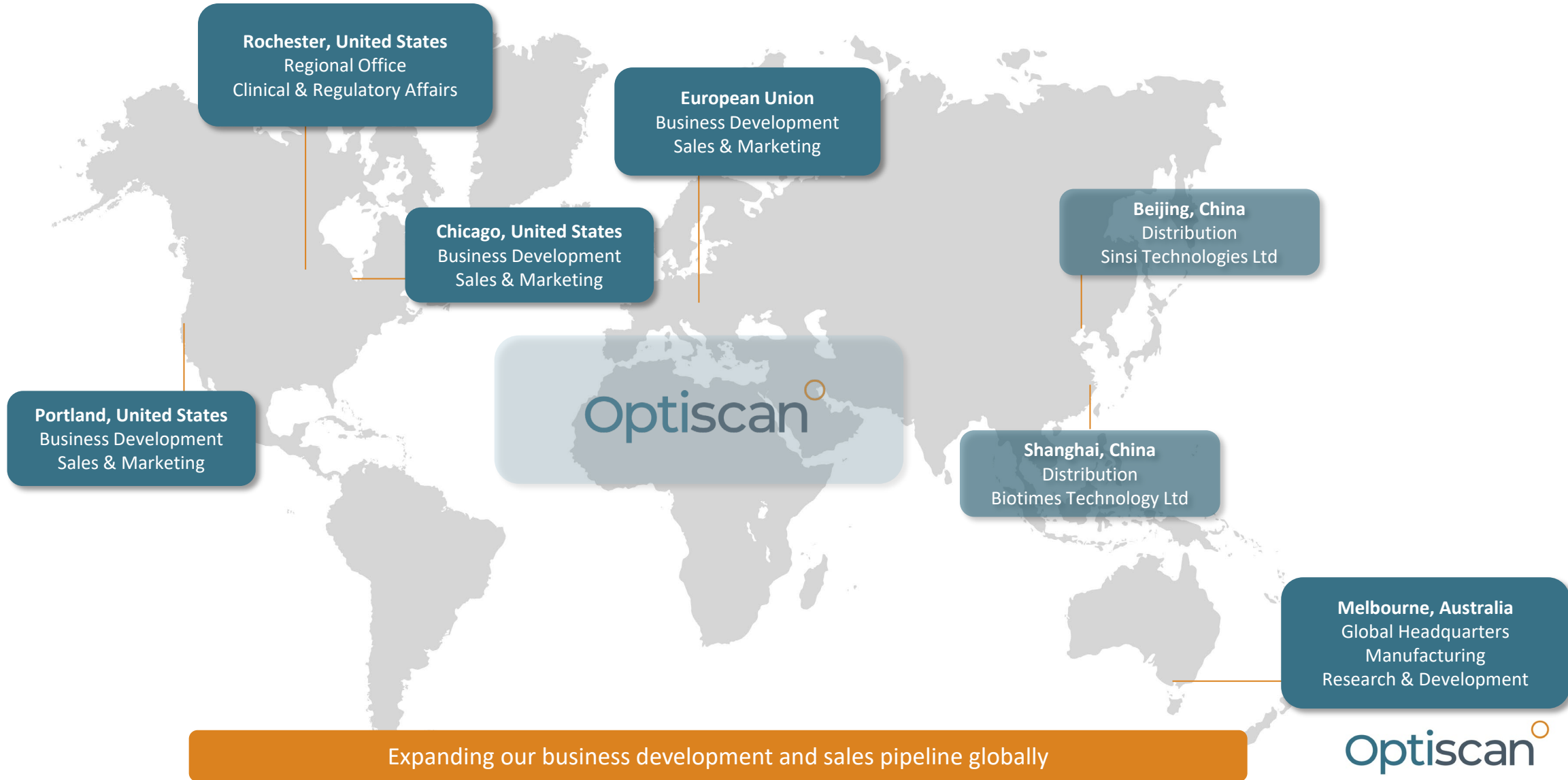
Optiscan is debt-free, uses equity and non-dilutive grants to fund its operations, growth and R&D development

Outlook

Strategic Growth – Product Development



Optiscan's Growing Footprint & Sales Pipeline



Continuing the Momentum

- Optiscan has pivoted from an early-stage OEM provider to a strategically focused, diversified, and optimized business.
- The foundation we have laid positions us for legitimate growth and a path to become a global innovator in digital health.
- Our collaboration with Mayo Clinic represents the next phase in our evolution.
- The lucrative US market remains our immediate focus.
- We will continue to build on this momentum and invest in strategic initiatives and enhancements across the business, whilst remaining agile to market developments.



Contact Us

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