Optiscan

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	Melbourne	$110m	Patent	Proven	Validated	Team	2,350 m^2	QMS	Minnesota
1997	Headquarters	Market Cap	Protected	Technology	Products	Agile	Office & Plant	Certification	Commercial Hub

PENTAX
ZEISS

ISO CERTIFIED 13485

Highest-Resolution Sub-Micron Live Microscopic Imaging Platform

o **Best in class** fluorescence-based **confocal laser endomicroscopy**

o **Single optical fibre** distal end scanning suitable for high precision clinical interventions

o Fluorescence intensity creates **real-time digital microscopic images**

o Moving lenses create variable focal planes for **imaging depth** up to 400 µm

o Images are up to **1000x real magnification** with subcellular level resolution of **0.55 µm**

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Commercial in Confidence
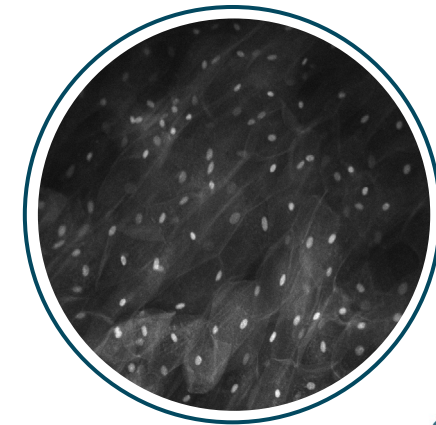
Best in Class - Unparallelled Precision
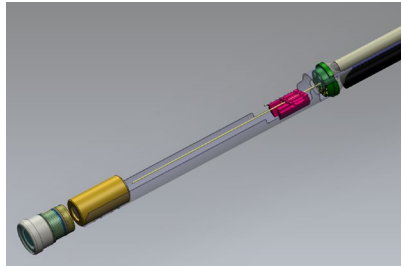
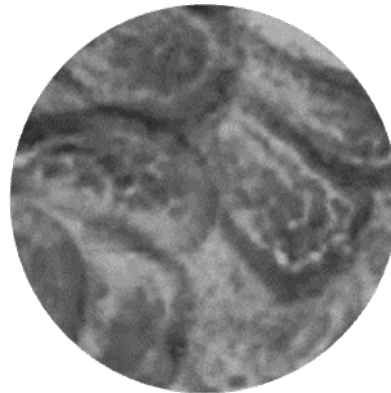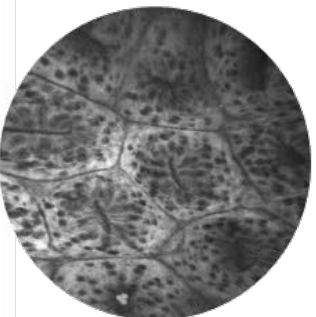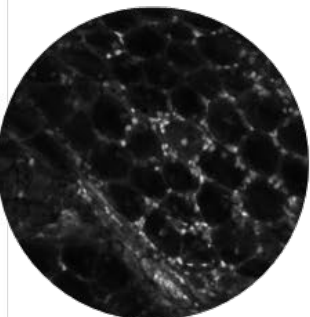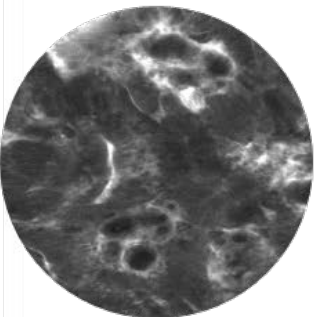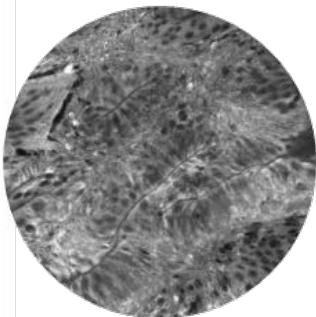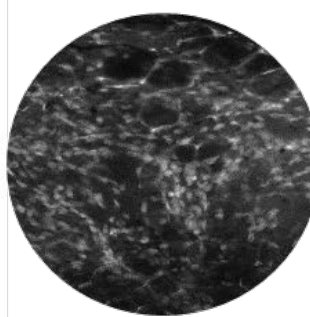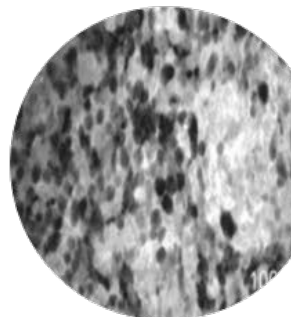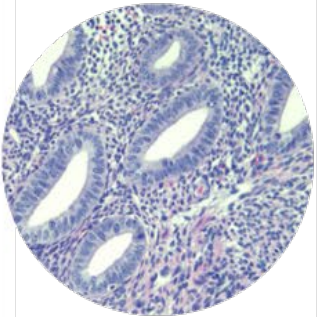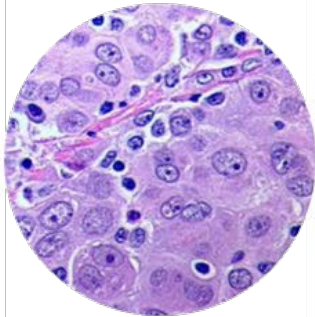| Technology	Image – Mouse Ilium	Comparison
 Optiscan – Single Fibre	 20 µm	✓ Single fibre ✓ Whole imaging plane is scanned ✓ No blank spots, all critical clinical information displayed ✓ No image processing, stitching or mosaicking required ✓ Sub-micron optical resolution with optimal image sampling ✓ 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
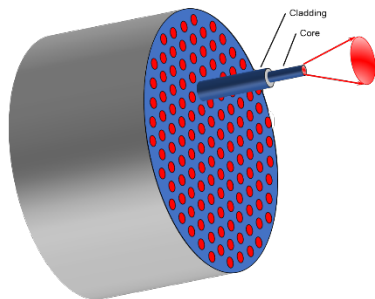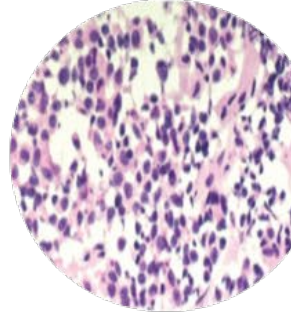
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Proven + Validated Technology

Cancer vs Normal

	Oesophagus	Colon	Breast
NORMAL			
CANCER			

Correlation with Histopathology

	Endometrium	Mesothelioma	Pituitary Adenoma
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HISTOPATHOLOGY			

Tissue Agnostic with Excellent Correlation to Conventional Pathology

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Live Microscopic Imaging
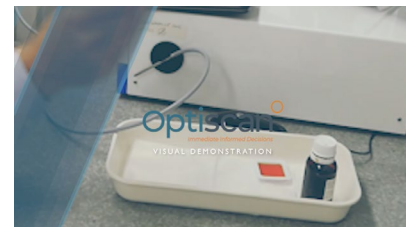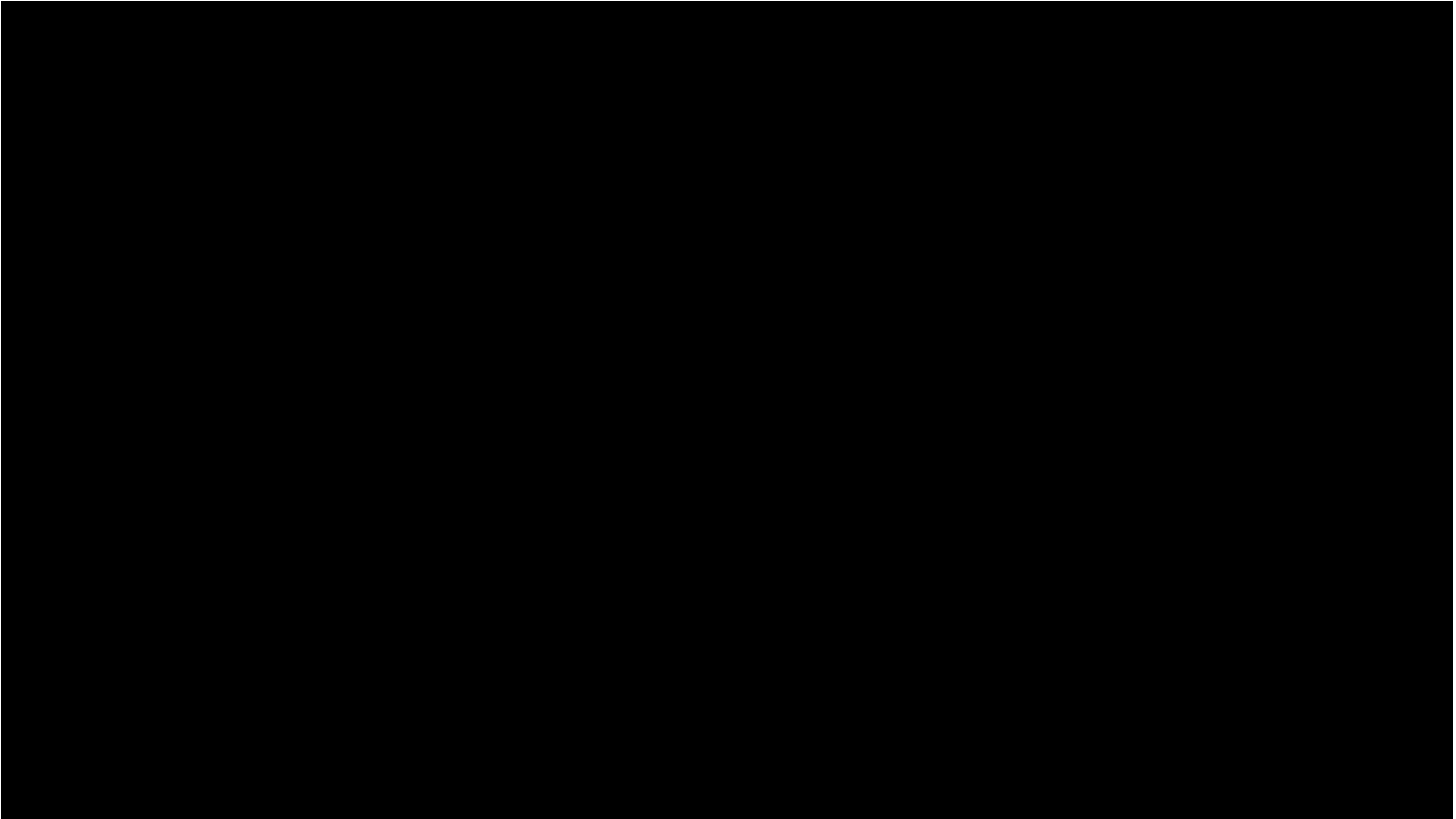
The Optiscan Opportunity

$US from referenced sources available on request.

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Strategic Transformation

Optiscan Imaging

OEM to PLM
- Governance
- Compliance
- Operations
- Manufacturing
- Clinical
- Regulatory
- Commercial
- Legal

Portfolio Diversification
- Hardware
- Software
- Medical
- Veterinary
- Life Sciences
- Robotics
- Telepath
- AI

Strategic Partnerships
- Mayo Clinic
- Uni Mainz
- Uni Minnesota
- Uni Monash
- RMH
- Prolucid
- D+I
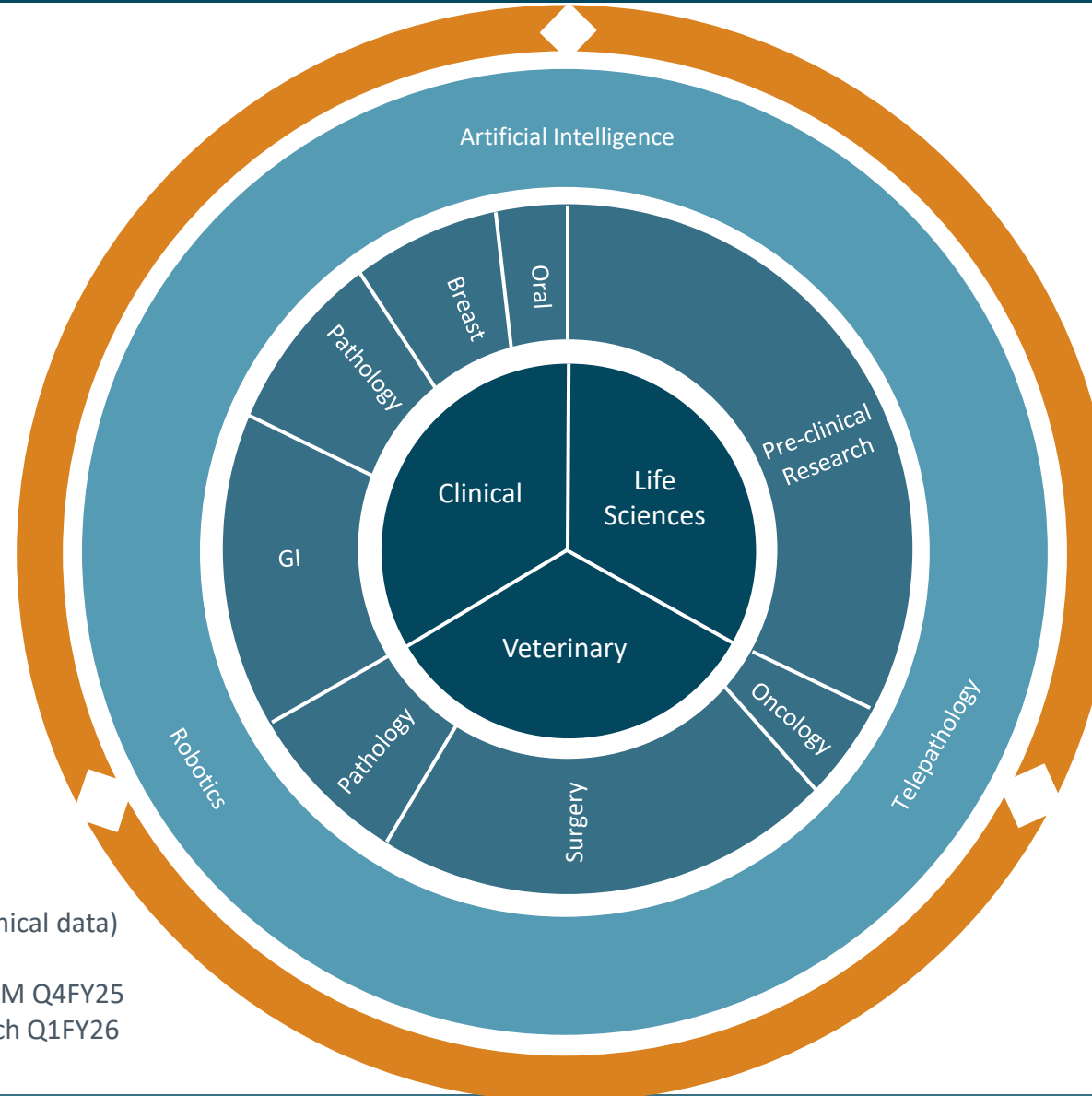
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Progress to date

- 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

- 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
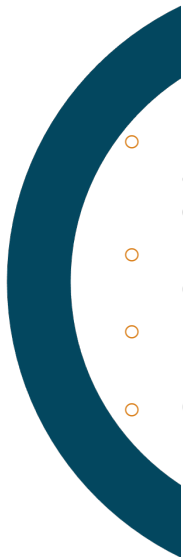- Extension into Veterinary research market

- Uni of Minnesota Agreement (clinical data)
- Veterinary device reveal Q4FY25
- Regulatory submission to FDA CVM Q4FY25
- Projected Veterinary device launch Q1FY26

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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
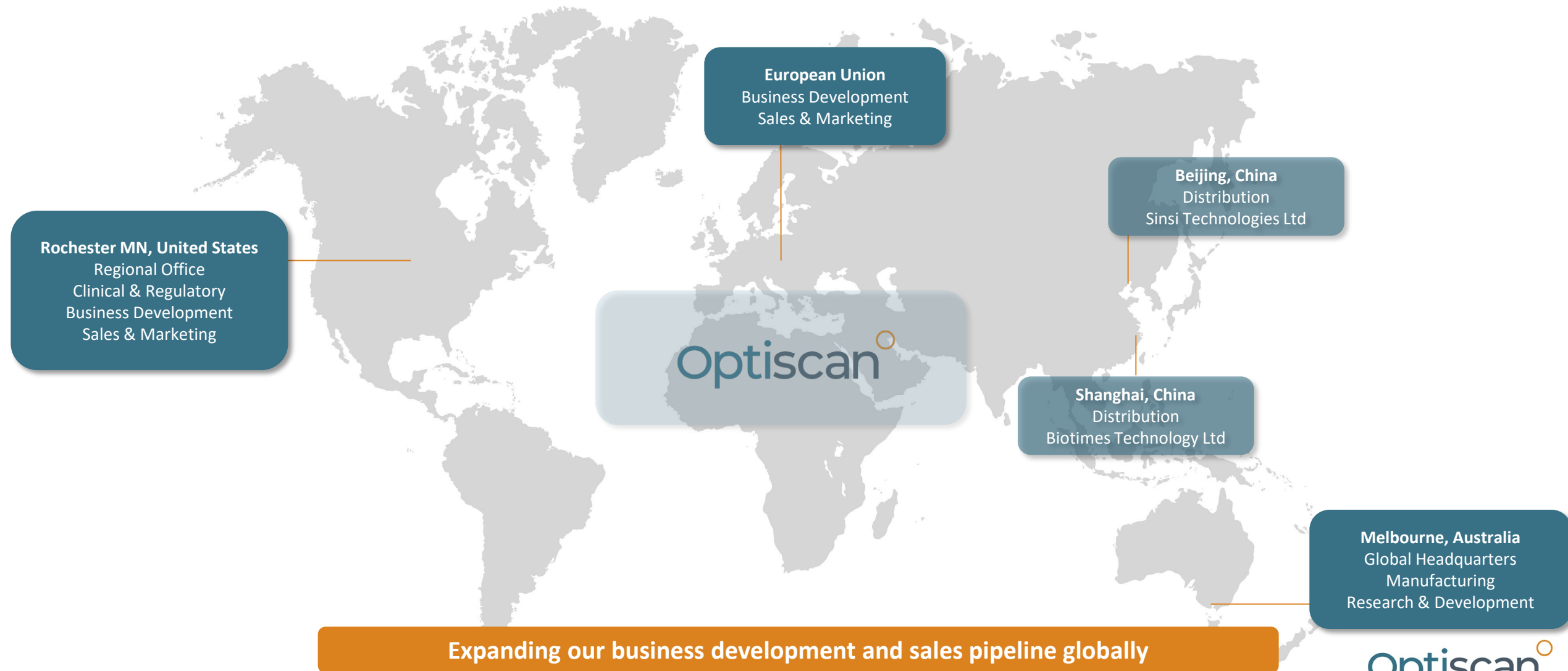- Establish US operations

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 +

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Growing Footprint & Sales Pipeline

European Union
Business Development
Sales & Marketing

Beijing, China
Distribution
Sinsi Technologies Ltd

Rochester MN, United States
Regional Office
Clinical & Regulatory
Business Development
Sales & Marketing

Shanghai, China
Distribution
Biotimes Technology Ltd

Melbourne, Australia
Global Headquarters
Manufacturing
Research & Development

Expanding our business development and sales pipeline globally

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FY24 Financial Highlights

Strong capital position and increased income.

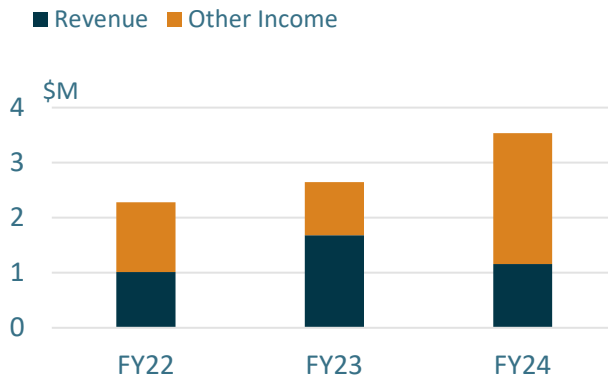### Cash and Term Deposits
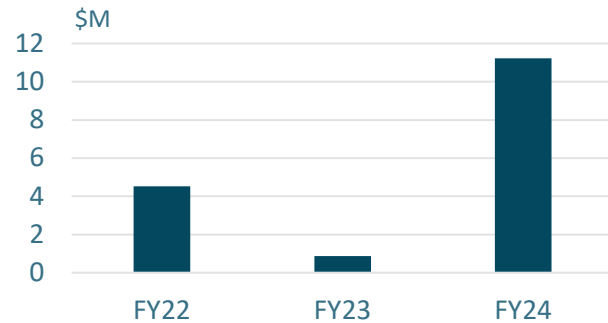
$16.7m capital raised to advance multiple R&D projects

- 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

■ Revenue ■ Other Income

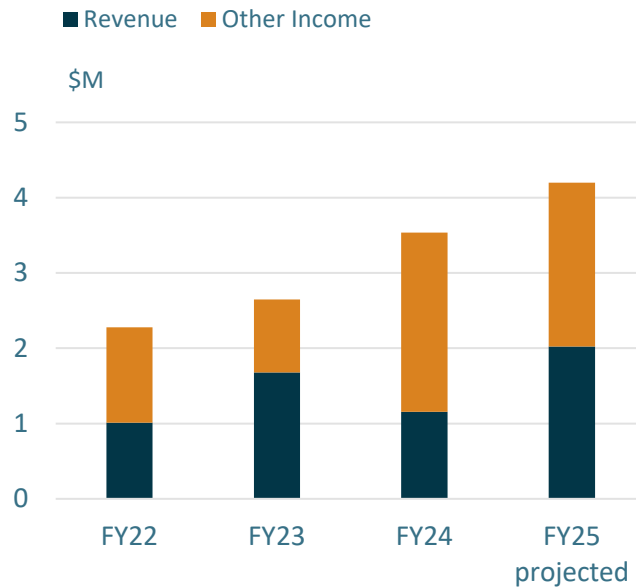**FY24 Total Income (Revenue & Other Income) up ~33% on FY23 to $3.53m**

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

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FY25 Market Update

Projected increased revenue from sales and other income.

Revenue and Other Income

■ Revenue ■ Other Income

$M

(Bar chart showing stacked Revenue and Other Income for FY22, FY23, FY24, and FY25 projected. Y-axis from 0 to 5.)

- FY22
- FY23
- FY24
- FY25 projected

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

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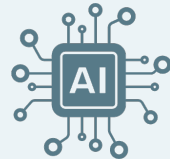# Diversified Hardware & Software Portfolio

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

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Product Family Vision Brought to Life
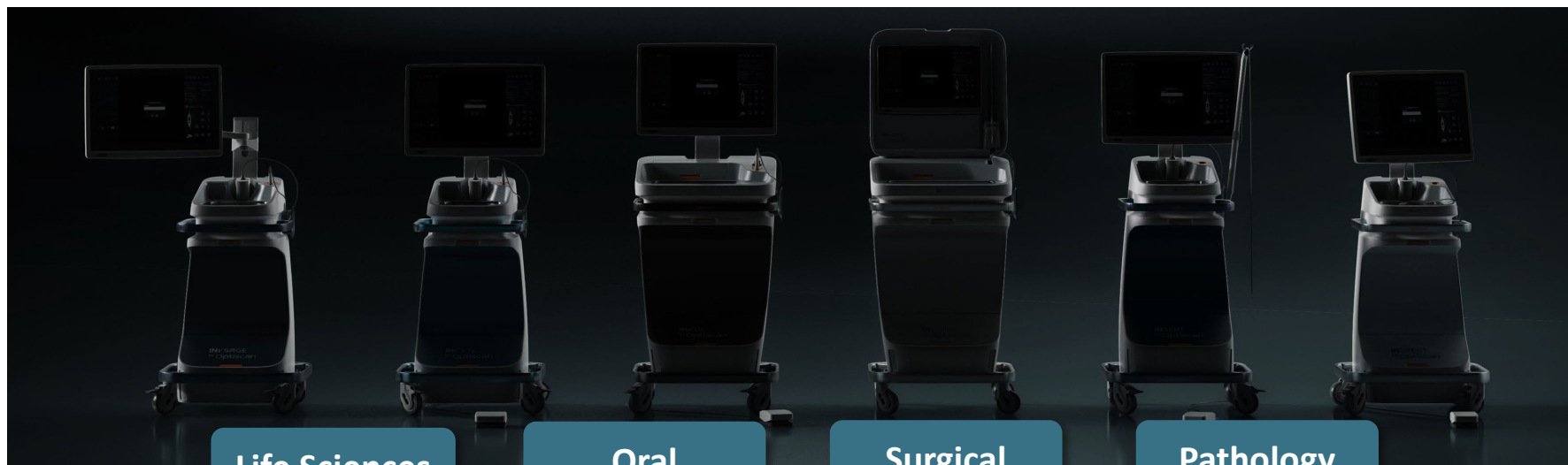
Life Sciences   Oral   Surgical   Pathology

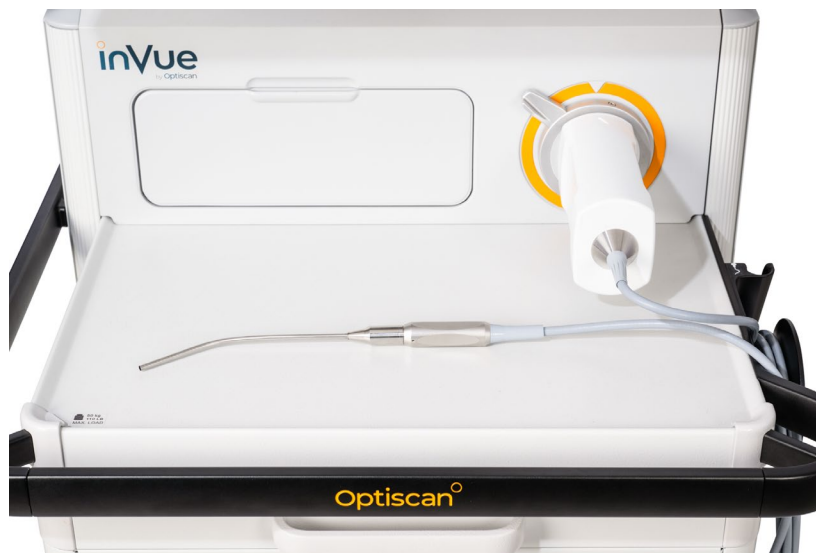ViewnVivo by Optiscan   InVivage by Optiscan   InVue by Optiscan   INFORM by Optiscan

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InVue™

InForm™

InForm™

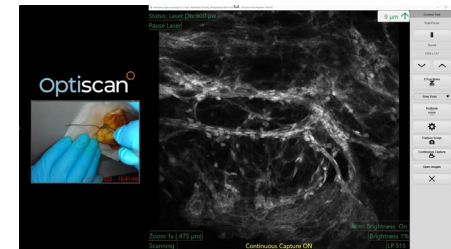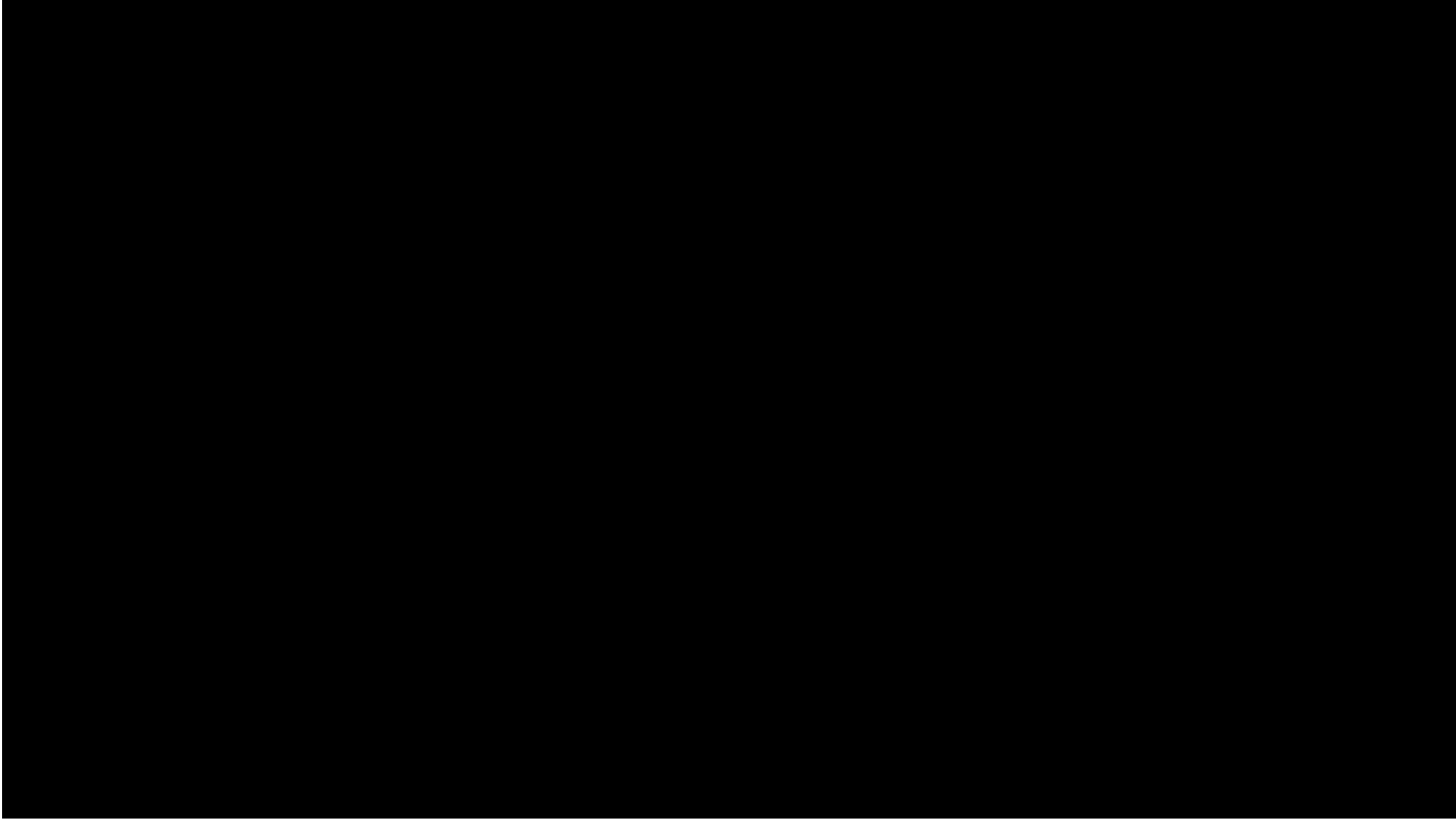

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Breast Cancer Imaging

Breast Imaging

Normal Breast Tissue
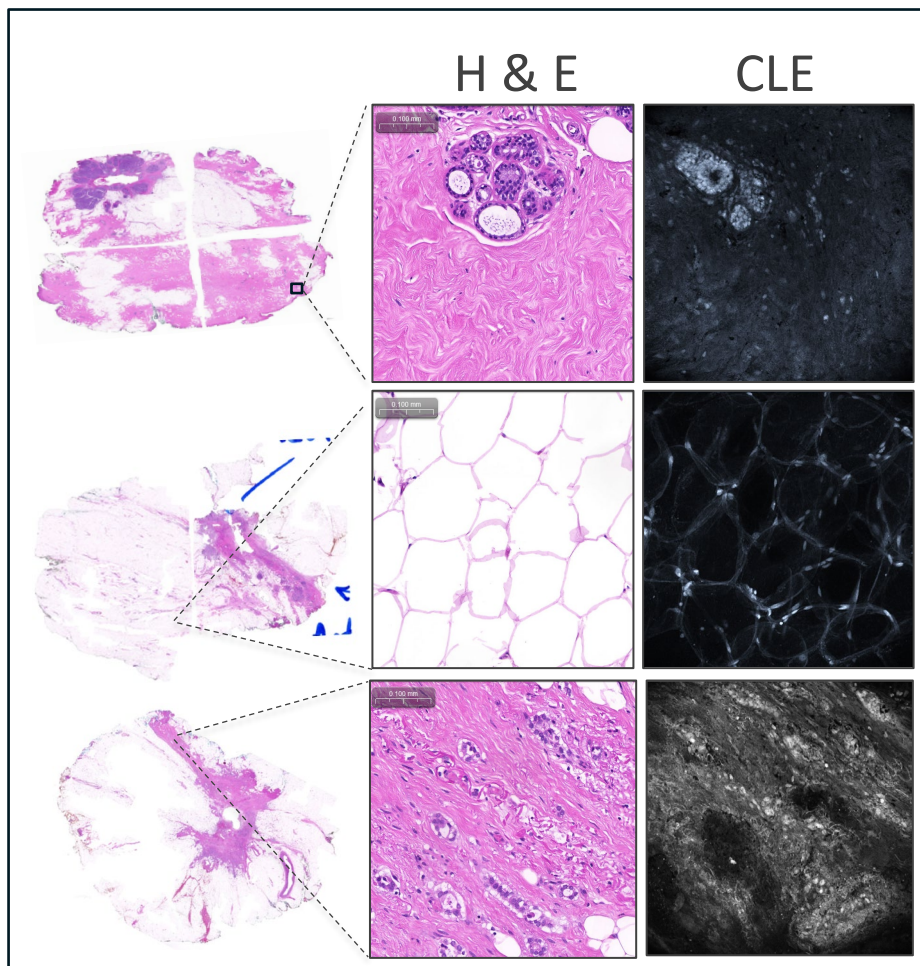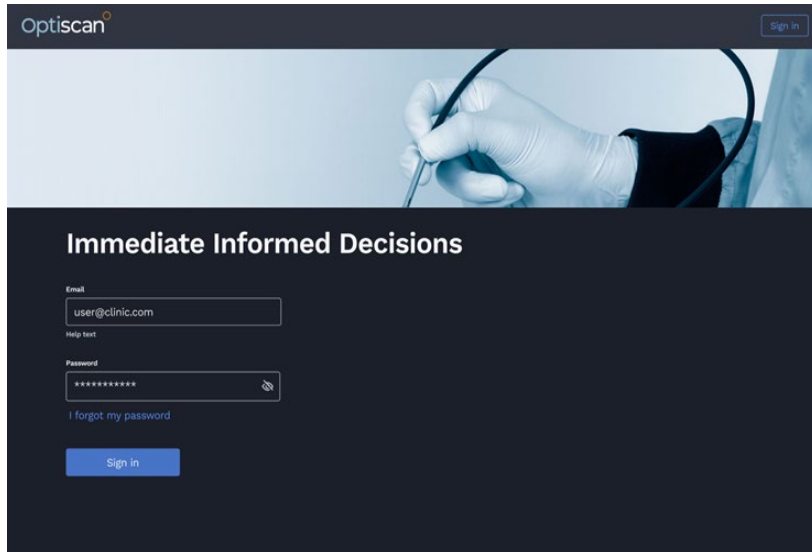
Invasive Breast Carcinoma

H & E   CLE

H & E   CLE

Telepathology

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

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Immediate Informed Decisions

AI/ML

Instantaneous diagnostic capability of pre-cancer and cancer with AI solutions
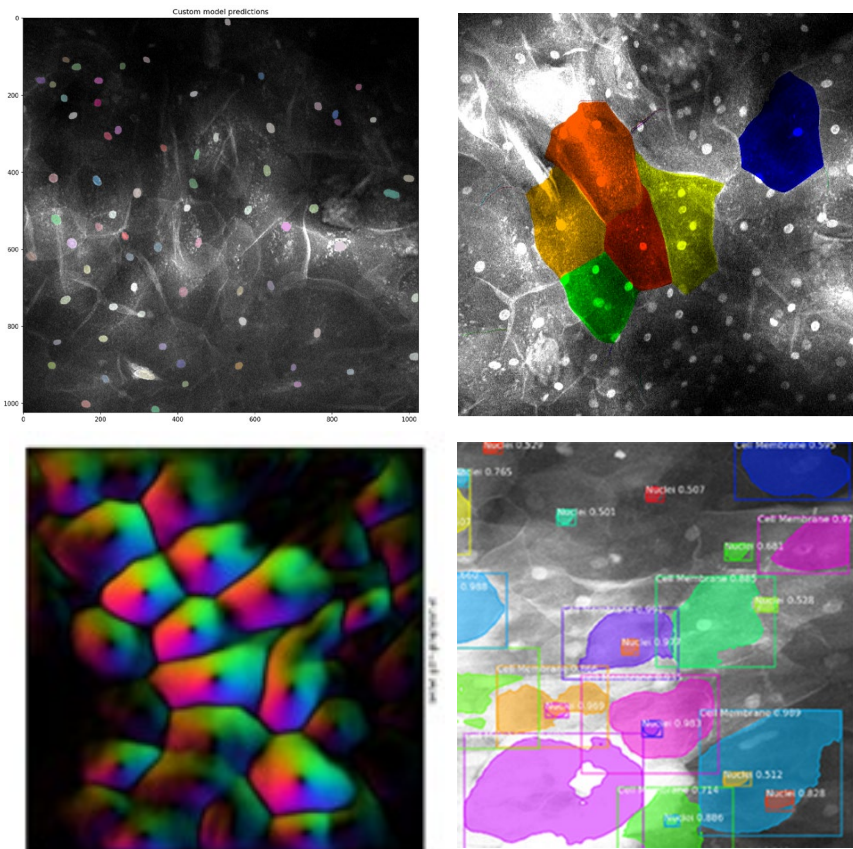
- Machine learning and image processing pipeline running directly on the device to process images in real-time

- 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

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Product Pipeline - By Development Stage

Application				Stage				Collaborators
Veterinary	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL 2025-2026	REGULATORY 2026	LAUNCH	MONITORING	College of Veterinary Medicine
Surgical	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL 2025-2026	REGULATORY 2027	LAUNCH	MONITORING	MAYO CLINIC / The Royal Melbourne Hospital
Pathology	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL 2025-2026	REGULATORY 2027	LAUNCH	MONITORING	MAYO CLINIC / The Royal Melbourne Hospital
Oral	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL 2025-2027	REGULATORY 2028	LAUNCH	MONITORING	MAYO CLINIC
Telepathology	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	prolucid
Flexible GI	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	UNIVERSITÄTS medizin. MAINZ / MONASH University / D+I
Robotics	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	MAYO CLINIC
AI/ML Apps	IDEATION	PROTOTYPING	PRECLINICAL	CLINICAL	REGULATORY	LAUNCH	MONITORING	prolucid

Current stage of progress

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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

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