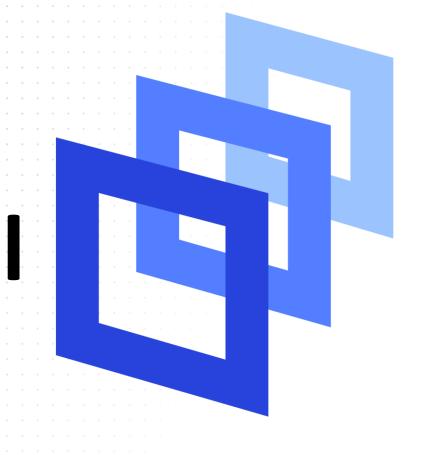
# Unlocking the Full Value of Medical Images



**Investor Presentation July 2024** 



(ASX: SHG)

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Our vision is to create a seamless and integrated healthcare ecosystem where the full value of medical imaging records is unlocked, enabling universal access, and promoting interoperability to maximise patient outcomes.

#### **Our Progress**

#### **Developed Patented VRP Technology**

Software converts 100s of traditional 2D medical images into an interactive, immersive 3D model

#### **Created HIPAA Compliant File Sharing System**

Secure, encrypted in-house system for auditable file sharing between patients, providers, & PACS servers

#### **Obtained 510(k) Diagnostic Clearance in USA**

Strong regulatory position with receipt of US 510(k) for 3Dicom MD® and ISO13485:2016 certification

#### **Secured Enterprise Contracts in USA**

More than 12,500 3Dicom software licenses sold to US veterans in Florida, Texas, and Nevada

#### **Integrated AI Models for Full Scan Analysis\***

Demonstrated integration of 3rd party AI models for quick & accurate analysis of all images in a scan



## **Current State of Medical Imaging**

Digital Imaging and COmmunication in Medicine (**DICOM**) is **the global** file format for radiological imaging (X-ray, CT, MRI, PET scans) and is standardised.

Picture Archiving and Communications Servers (PACS) onsite and in the cloud are used by most healthcare providers to store medical imaging but rarely allow for sharing between different PACS systems.

Patients in most jurisdictions have the right to request and access their own medical images in a timely manner; legally forces egress of scans from siloed, fragmented and often competing PACS vendors.



#### **Poor Utilisation of Costly Medical Images**



CT / MRI scans contain 100s of 2D images, radiologists only have time to select & review a subset of key images.

Huge missed opportunity to make incidental findings & extract personalised health informatics.

#### **Outdated, Slow Transfer of Medical Imaging**



Incumbent EMR vendors promote internal interoperability but build moats around data resulting in costly, and slow transfer of medical images to 3<sup>rd</sup> parties by CD-ROM.

The current lack of electronic transfer of imaging studies is calculated to cost up to US\$1M+ per facility per year<sup>1</sup>



#### **Duplicate Imaging**

Difficulty accessing medical images, locked in CD-ROMs and slow transfers contributes to **1** in **2** US patients experiencing duplicate imaging<sup>2</sup>, which adds **\$30** billion to annual US healthcare costs<sup>3</sup>.



#### **Medical AI Models Analyse All Images in Scans**

Near real-time, on device 3D rendering and the use of AI models enables much more comprehensive visualisation & analysis of all images in a scan.

Generalised & specific AI models can be run in the background during transit to analyse scans and flag potential issues for review by radiologists & doctors.



#### **In-House Sharing Provides Fast, Secure Transfers**

3Dicom's **HIPAA-compliant, secure medical file transfer protocol** retrieves medical images & reports from PACS systems and **wirelessly shares** with patients and practitioners in minutes.

Full audit trail, enterprise grade encryption and pay-per-scan revenue model allows for scalable deployment from individual clinics to large MSOs.



#### **On-Demand Cloud Storage Reduces Duplicate Imaging**

3Dicom puts **patient's medical images in their pockets**, and provides MSOs, healthcare advocates, and other overarching organisations with **on-demand access to digitised medical images** enabling recent scans to be easily accessed and used to **avoid duplicate imaging** by healthcare providers.

## Disrupting the Status Quo

3Dicom software is multi-modal, providing a consistent experience across desktop, mobile, web, and VR/AR devices.

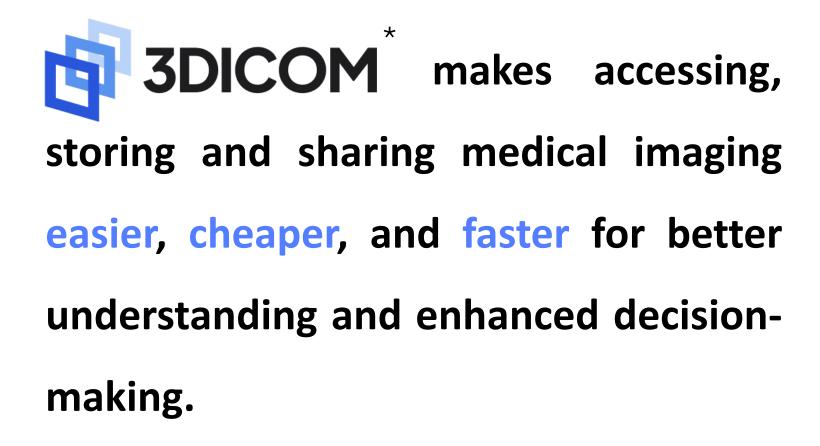
Volumetric Rendering Platform (VRP) - Patented technology converts standard 2D medical images into interactive, immersive 3D models on device & via SDK

Medical File Transfer Protocol (MFTP) - Patent pending, HIPAA compliant system for fast, secure, sharing and storage of medical imaging with 3<sup>rd</sup> party interfaces

#### Al-in-the-Cloud

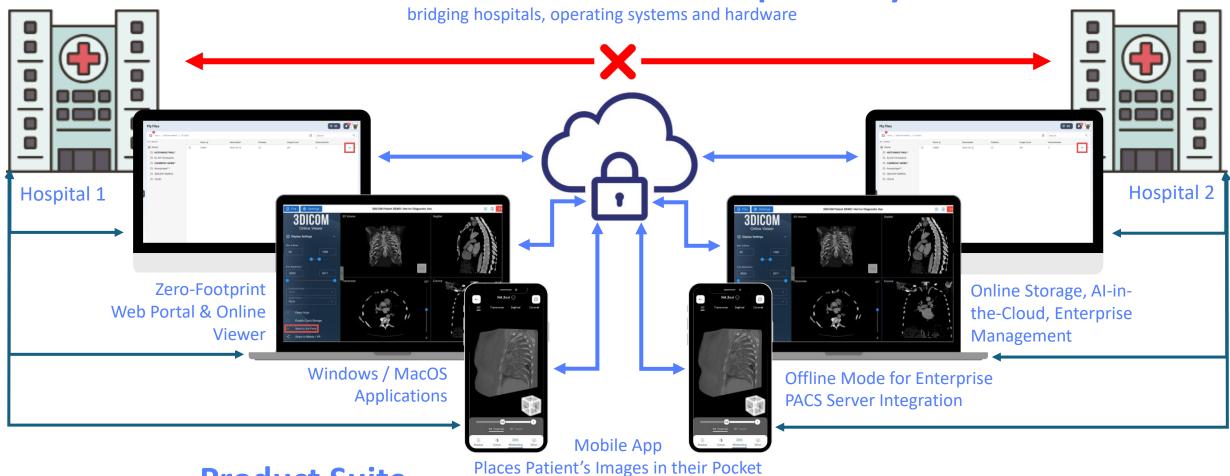
Public API and self-hosted options allow for integration of 3<sup>rd</sup> party AI models to analyse, segment, and enhance medical images during transfer and on demand

## Why Singular Health?





#### **3Dicom Provides True Interoperability**



**Product Suite** 

#### **3Dicom Tiers**

3Dicom Patient

3Dicom MD® - FDA Cleared

3Dicom R&D

#### **Companion Applications**

3Dicom Mobile (iOS & Android)

3Dicom XR

#### **Technical Integrations**

Sony Spatial Reality Display

Magic Leap 2 Enterprise AR

Meta Quest 3 Consumer AR/VR



#### **Market Comparables**

	singular (health	MACH7 Independence through Innovation	<b>¥</b> 4DMedical <sup>™</sup>	pro+medicus OUR SUPPORT YOUR SUCCESS
Primary Focus	Visualisation, Storage, Transfer and Analysis of Medical Imaging	Enterprise Medical Imaging (PACS / Viewer)	Functional Lung Scanning (4D CT)	Enterprise Medical Imaging (Hospitals / Clinics)
Product Maturity	Early Commercialisation	Mature Product	Early Commercialisation	Mature Product
Cash Receipts (March Quarter)	\$307,000	\$8.85 Million	\$1,133,000	~\$74.1 Million *
Cash on hand (million) (as per March 2024 Quarterly Cashflow reports)	\$3.52 **	\$24.8	\$41.2	\$131.5 *
Market Cap. (million) (as calculated based on share prices on 24th July 2024)	\$19.36	\$144.7	\$217.5	\$14,440
EV (million)	\$15.84	\$119.9	\$176.3	\$14,308.5

**Mach 7 Technologies Ltd** 

(ASX: M7T)

**Singular Health Group** 

(ASX: SHG)



**4D Medical Ltd** 

(ASX: 4DX)

**Pro Medicus Ltd** 

(ASX: PME)

<sup>\*</sup>Half year cash receipts and cash on hand used due to lack of Quarterly reporting

<sup>\*\*</sup> This value does not include the AUD\$1.77 M raised from recent premium placements from Craig Sellars and Marin & Son (ASX announcement on 15<sup>th</sup> May 2024)

#### **Milestones To Date**

- Initial Public Offering
- ISO 13485, MDSAP & FDA 510(k) Clearance
- International Collaborations (Sony, Schneiders, Medical IP)
- Appointment of CG1 Solutions as Master Distributor in the U.S.A.
- Strategic Investments at Premium (CG1, Marin & Son, Craig Sellars)
- Expansion of Global Partner Program (India, China, Australia, Europe, Middle East)
- Extended IP Portfolio
- 3Dicom x Veterans Initiative (Miami, Nevada & Texas)
- Sales Orders from Roseman University (Vegas)
- Launch of the zero-footprint Online 3Dicom Viewer
- Technical Proof of Concept for Al-in-the-Cloud















#### **3Dicom x Veterans**

CG1 Solutions, US Master Distributor is a Service-Disabled **Veteran Owned** Small Business (SDVOSB)

Scalable model with corporate sponsored initiatives & community-led programs to support Veterans and their healthcare needs post-service

#### **Corporately Sponsored Local Initiatives**

Private enterprises empower local veterans by sponsoring 3Dicom Patient annual licenses. Veterans benefit from digital storage of selected images, and secure sharing to their community healthcare providers whilst sponsors benefit from increased brand awareness & goodwill.

#### **Community Led Programs**

Local and National Veteran support groups assist Veterans, who pay individually, with 3Dicom onboarding, CD-ROM drivers for digitisation of existing CDs, and accessing their imaging records.

<u>Promise to Address Comprehensive Toxics Act</u> Provides increased access to healthcare benefits, including imaging, to veterans impacted by toxic exposures.

To apply for service-connected disability claims, veterans are required to access and share their military duty health records, including imaging, often stored in the Veteran Affairs (VA) medical facilities and provided on CD-ROMs.

19.1m

Veterans in the USA

4.2m

22% of Veterans have Service-Connected Disabilities

15,000

3Dicom Licenses for Veterans



#### **United States Healthcare Market**

Estimated 133 Million Americans live with a chronic health condition 6

USD\$4.5 Trillion annual healthcare spend in 2022<sup>7</sup>

USD\$13,493 per capita annual healthcare spend in 20227

MSRP of 3Dicom Patient is USD\$29.95 (only 0.22% of per capita spend).

## US\$66 Billion

2021 Medical Imaging Expenditure for Employer-Insured Population<sup>4</sup>

## 80 million

CT/MRI scans per year in the U.S 5

80%

of patients want access to their imaging only **25%** 

of patients receive that access at present 8

vs **US\$2** US\$10 - 25

Cost to provide patient images via CD-ROM 9

Sharing & Storing using 3Dicom



#### Go To Market Strategy

#### **Enterprise Sales**

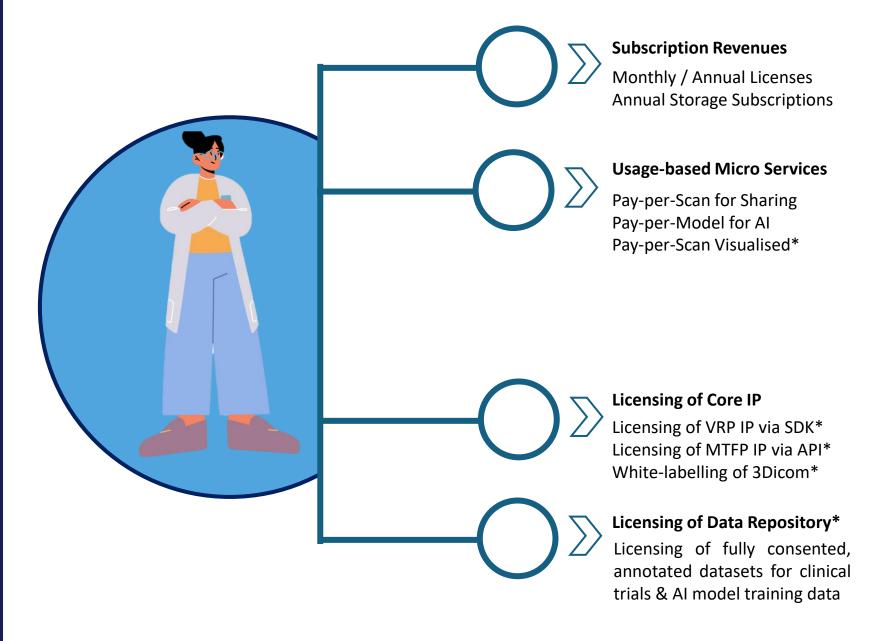
Using an established commission-based Global Sales Partner Program, Singular Health's enterprise strategy targets high value clients such as MSOs, healthcare groups, and 3rd party developers of Al models and medical devices.

#### **Direct to Consumer Sales**

Leveraging the global scale of software, 3Dicom software is globally distributed online to individual patients, academics and practitioners.

Despite lower volumes than enterprise, faster feedback loops provide valuable insights for improved product-market fit.





<sup>\*</sup>Revenue streams exclusive to current and prospective Enterprise Customers, i.e., Hospitals, Universities, 3Dicom x Veteran program, Managed Service Organisations, Insurance companies, 3<sup>rd</sup> party developers

## Managed Service Organisations

Managed Service Organisations (MSOs) provide non-clinical administrative and management support services to medical practices, ambulatory care facilities, and healthcare providers and facilities, allowing them to focus solely on patient care.

MSO services include finding operational efficiency, providing financial management, gaining access to advanced technologies, and advising on scaling and growth.

MSOs control expenditure on behalf of insurers / payers.



## US\$52.2 Billion

US Management Service Organisation Market, 2023<sup>10</sup>

US\$108.4 Billion

Revenue forecast in 2030<sup>10</sup>

12.96%

CAGR, 2024 - 2030<sup>10</sup>

164.7 M

Americans covered by Employer Sponsored Insurance, March 2023<sup>11</sup>

\$66.19 B

spent on medical imaging by employer sponsored insurance plans in the US in 2021<sup>12</sup>



## Developing the Future of Healthcare

Combining cutting edge AI models and large image repositories from patients, Singular Health envisions the creation of representative population health dataset.

Leveraging this dataset, aggregated 3<sup>rd</sup> party Al models, and the MFTP technology, patient's medical images could be analysed whilst in transit in the cloud between facilities, providing quantitative risk assessments, flagging potential incidental findings, and allowing for time-series comparisons.





#### **Image Repository**

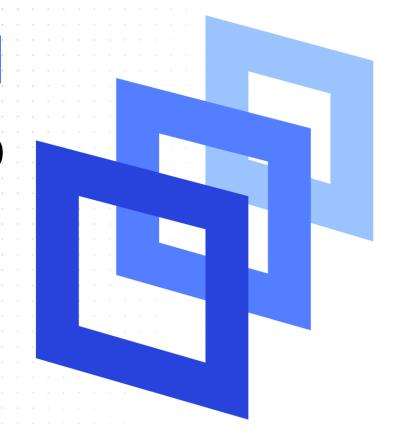
- Centralised archive of medical imaging data
- Safe storage and easy access to medical imaging history
- Fully consented data sets for clinical trial applications

#### Al-in-the-Cloud

- Quantitative evaluation of radiological images
- Rapid segmentation
- Health risk assessment



## Join Us in unlocking the Full Value of medical images to maximise patient outcomes



**Get In Touch** 

#### **James Hill**

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