



# H1 FY23 Investor Presentation

August 2023

IMRICOR MEDICAL SYSTEMS, INC (ASX:IMR)

[WWW.IMRICOR.COM](http://WWW.IMRICOR.COM)

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# Key achievements in H1



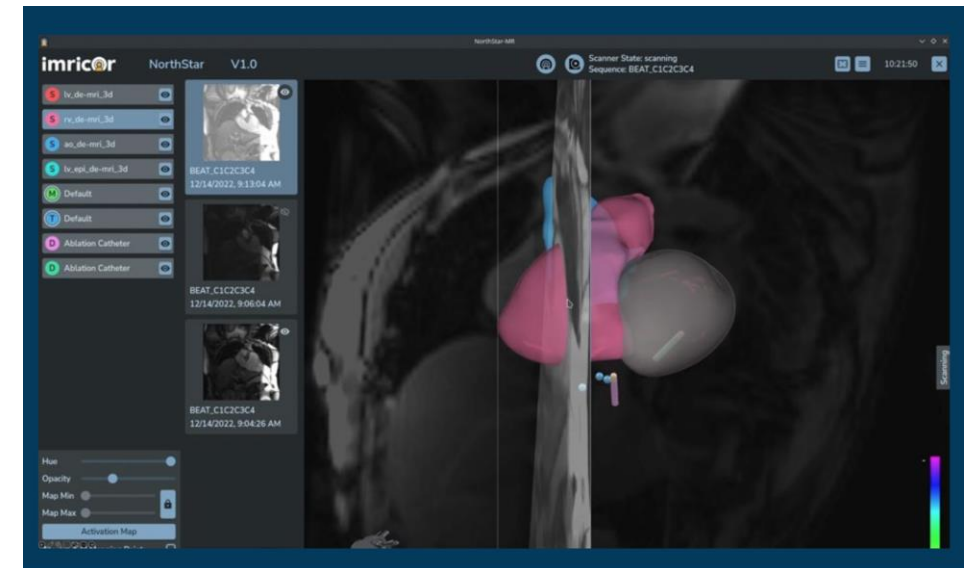
# H1 Highlights

- Received an approved Investigational Device Exemption (IDE) from the US FDA to commence global clinical trial aimed at supporting FDA approval
- GE HealthCare and Imricor signed an MSA to make Imricor products work with GE HealthCare MRI systems
  - GE HealthCare will pay Imricor to develop the needed hardware and software interfaces
  - Upon the addition of GE HealthCare, Imricor's products will operate with the vast majority of 1.5T MRI systems sold in Imricor's target markets
- 44 procedures performed during the half
  - Q1 was a record quarter for procedures
  - Lack of atrial flutter patients post-pandemic affecting volumes
- Over US\$590k sale of research-only capital equipment for new cardiology-owned iCMR lab being built in the US
  - Revenue recognition expected to begin upon installation in Q4



## NorthStar<sup>1</sup> development continues with AI augmentations

- First version of NorthStar is frozen and is progressing toward regulatory approvals
- AI augmentations are planned for future revisions to realise full value of 3D MRI imaging for ablations and other interventional procedures
- The first AI is targeted to deliver automatic segmentation of 3D heart chambers from MRI images



<sup>1</sup> NorthStar is investigational and has not yet received regulatory approval in any jurisdiction

# Financial Performance



imricor

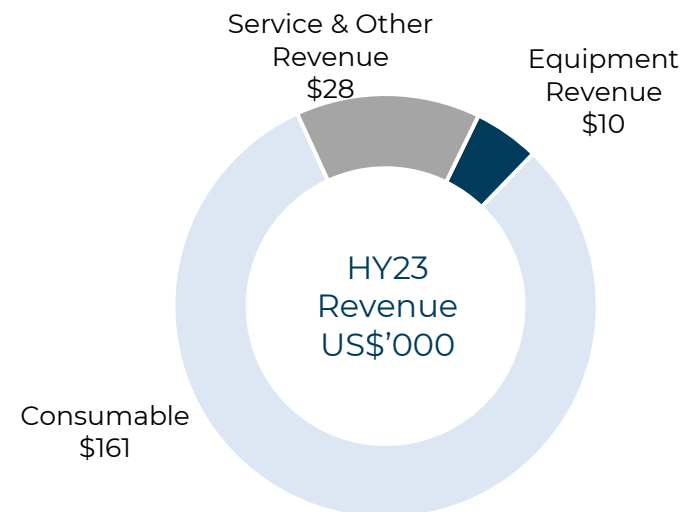


# Profit and loss

US\$'000	HY23	HY22
Revenue	199	538
Costs and non-R&D expenses	(5,194)	(5,588)
R&D expenses	(3,771)	(4,319)
Other expenses	-	(17)
<b>EBITDA</b>	<b>(8,766)</b>	<b>(9,386)</b>
Depreciation & Amortization	(355)	(340)
<b>EBIT</b>	<b>(9,121)</b>	<b>(9,726)</b>
Finance costs	(1)	(50)
Foreign exchange loss	(10)	-
Fair value change	(88)	-
<b>Net loss after finance costs and before tax</b>	<b>(9,220)</b>	<b>(9,776)</b>
Income tax benefit	-	-
<b>Net loss after tax</b>	<b>(9,220)</b>	<b>(9,776)</b>

## Commentary

- Costs and non-R&D expenses decreased 7% primarily due to lower staffing costs (\$224) and inventory reserves (\$344), which were partially offset by increases in professional services (\$138k) and marketing spend (\$116k).
- R&D expenses decreased 13% due to lower staffing costs (\$177), prototype/testing spend (\$406) and consulting costs (\$293), which were partially offset by increases in clinical (\$93k) and regulatory (\$233k).



# Balance sheet

US\$'000	23-Jun	Dec-22
Cash and cash equivalents	1,509	5,688
Accounts receivable	124	126
Inventory	2,228	2,277
Other current assets	658	1,593
<b>Total current assets</b>	<b>4,519</b>	<b>9,684</b>
PP&E, net	2,333	2,563
Accounts receivable-long term	229	229
Operating lease right of use assets	924	996
Other non-current assets	126	229
<b>Total non-current assets</b>	<b>3,612</b>	<b>4,017</b>
<b>Total assets</b>	<b>8,131</b>	<b>13,701</b>
Accounts payable	535	259
Accrued expenses	1,225	925
Current portion of contract liabilities	435	23
Current lease liabilities	362	360
Current financing obligation	-	508
<b>Total current liabilities</b>	<b>2,557</b>	<b>2,075</b>
Convertible note	4,405	2,183
Non-current lease liabilities	1,221	1,396
Deferred revenue (non-current)	706	493
Other long-term liabilities	99	44
<b>Total non-current liabilities</b>	<b>6,431</b>	<b>4,116</b>
<b>Total liabilities</b>	<b>8,988</b>	<b>6,191</b>
Share capital	98,324	97,471
Accumulated losses	(99,181)	(89,961)
<b>Total equity</b>	<b>(857)</b>	<b>7,510</b>

## Commentary

- Cash decreased due to continued investments in Research & Development coupled with revenues which are not yet at a level to fund existing operations.
- Decrease in Other current assets is generally attributable to receipt of the final Employee Retention Credit refund and the expensing of our D&O insurance policy which was prepaid in the prior year.
- Increases in Contract liabilities and Deferred revenue (non-current) relate to the pending sale of research equipment to a US hospital, where full prepayment was received.





# Cashflow

US\$'000	HY23	HY22
<b>Net loss</b>	<b>(9,220)</b>	<b>(9,776)</b>
Other non-cash adjustments	1,020	1,369
Change in other assets and liabilities	1,999	(108)
<b>Operating cash flows</b>	<b>(6,201)</b>	<b>(8,515)</b>
<b>Investing cash flows</b>	<b>(80)</b>	<b>(120)</b>
Proceeds from issuance of common stock (net)	(1)	30
Proceeds from issuance of convertible note (net)	2,675	-
Other financing activities	(565)	(790)
<b>Financing cash flows</b>	<b>2,109</b>	<b>(760)</b>
<b>Net change in cash</b>	<b>(4,172)</b>	<b>(9,395)</b>
Effect of foreign currency changes on cash	(7)	(14)
<b>Cash at 31 December</b>	<b>1,509</b>	<b>9,107</b>

## Commentary

- Other non-cash adjustments were down vs. prior comparative period due to decreases in inventory reserves established in the period and stock-related compensation expense.
- Cash burn related to other assets and liabilities was lower vs. the prior comparative period primarily due to increases in accounts payable, accrued expenses and deferred revenue.
- Proceeds from issuance of convertible note in the current period relate to the \$2.7 million note issued in March 2023



# Business Update and Outlook

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# Rapid Start to H2



- Executed distribution agreement with Al Faisaliah Medical Systems (FMS), giving FMS exclusive right to market and sell Imricor's products in the Kingdom of Saudi Arabia (KSA)
- Balance sheet bolstered via advantageous A\$30 million equity funding facility secured from GEM Global Yield LLC SCS, which can be drawn from at Imricor's discretion
- Successfully executed two private placements raising a total of A\$4.29 million<sup>1</sup> (US\$2.84m<sup>1</sup>)
- Commitment letter received from NDDF for US\$1 million term loan
- Gained approval to commence VISABL-VT clinical trial at Haga Hospital in the Netherlands

<sup>1</sup> Figure includes amounts transacted in both A\$ and US\$, which have been converted to the currency presented based on a foreign exchange rate of A\$1.00 to USD\$0.6475



# Key message

Imricor's mission is to establish a new standard of care for cardiac ablations with real-time iCMR guidance. **Cardiac ablation is a US\$8bn<sup>1</sup> worldwide market**

## Primary Drivers of Value

- Expand indications to complex procedures where iCMR adds the most value
  - Ventricular tachycardia (VT) and atrial fibrillation (AF)
- Expand geographies where real-time iCMR ablations are approved and available
  - US, ANZ, Middle East, Asia

## Additional Drivers of Value

- Grow number of active iCMR sites
- Focus on new iCMR sites owned and controlled by cardiology
- Increase the number of procedures performed at each site
- Increased utilisation of MRI partners to drive the pipeline of iCMR labs



# Our focus for 2023 remains the same

## 1

### Commercialisation

- Activating sites
- Increasing procedure volumes across active sites
- Increased utilisation of MRI partners to drive the pipeline of iCMR labs
- Strong focus on labs owned by cardiologist department

## 2

### VISABL-VT Trial (EU)

- Commence trial
- Expected to catalyse market as value of VT is demonstrated

## 3

### VISABL-AFL Trial (US)

- Commence trial
- First major step into the significant US market for Imricor



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The Imricor logo features the word "imricor" in a dark blue, sans-serif font. The letter "i" is lowercase, while "m", "r", "i", "c", "o", and "r" are uppercase. A stylized yellow and orange icon, resembling a person or a signal, is positioned to the right of the "i".

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