



# Optiscan Imaging Ltd

## Annual General Meeting

Friday, 24 November 2017 at 3.00pm (AEDT)

The Monash Room,  
The Novotel Hotel,  
285 Springvale Road,  
Glen Waverley, Victoria, 3150



## Disclaimer

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# Welcome

Good afternoon.

It is with pleasure that I welcome you to the Annual General Meeting of Optiscan Imaging Limited.

I am Alan Hoffman and I will be your Chairman for today's meeting.

As it is 3.00pm and since a quorum is present, I declare the meeting open.

## Welcome

### Optiscan Board and Management

Alan Hoffman	Non-Executive Chairman
Ian Griffiths	Non-Executive Director
Ian Mann	Non-Executive Director
Peter Francis	Non-Executive Director
Phil Currie	Non-Executive Director
Archie Fraser	Chief Executive Officer
Justin Mouchacca	Company Secretary



Let me first introduce my fellow directors:

- Ian Griffiths
- Ian Mann
- Peter Francis,
- Phil Currie.

I would also like to introduce:

- CEO Archie Fraser
- Company Secretary Justin Mouchacca.

We also have a representative from our auditors Ernst & Young present today if there are any queries in relation to the 2017 Annual Report.

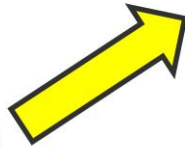
# Chairman's Address

## Alan Hoffman

I will now proceed with the Chairman's address.

## Chairman's Address

2016 AGM



View**vivo**

New Market  
Opportunities









At the Optiscan 2016 AGM, we advised our shareholders that the new board was taking the business down a new and much clearer direction.

It was at that meeting that we introduced the “Three Pillars of Success” as shown here.

## Chairman's Address

### How did we go?

-  Zeiss (soft) launch
-  ViewnVivo active
-  **Market Cap up 1,000% (4m to \$40m)**
-  Share Price up 500% (2c to 10c)
-  Cash up 1,700% (\$175k to \$3m)
-  Strong (& exciting outlook)



In the 12 months since the last AGM, we have delivered on those plans.

## Chairman's Address

### Are we happy with the results?



One question we might ask – are we happy with those results and the performance of Optiscan overall in 2016/17?

The short answer is yes. It is taken a lot of hard work and effort to turn this business around and the key achievements are something to be proud of.

I would like to thank the board, the management and our entire Optiscan team for their efforts and the enormous part they played in delivering these results.



## Chairman's Address

### Have we been successful?



A more important question to ask is: have we been successful?

## Chairman's Address

### Have we been successful?



Since this board was formed in May 2016, this share price graph would suggest that yes, we have been successful.

## Chairman's Address

### Have we been successful?



 OptiScan

Indeed if you look a bit further back and look at the share price performance over the last 5 years, then, again, a reasonable person would say that we have been successful in turning this business around since the depths of early 2016.

## Chairman's Address

### Have we been successful?



However, if you look back a little further, the answer becomes less obvious.

There are many loyal shareholders who supported this company through challenging times and bought Optiscan shares at around 30c – or even higher depending on how far back you go.

## Chairman's Address

### A lot of work to be done yet



The point here is that there is still a lot of work to be done.

Yes we are pleased that the business has turned around.

Back in May 2016, Optiscan was out of cash, it was suspended from trading on the ASX, had an indicative share price of 2c, a market cap of \$4m and was facing an uncertain future.

Optiscan is now in a strong cash position, is trading well on the ASX, has a share price of around 10c, a market cap of around \$40m and an exciting future ahead of it.

However, we need to drive this business to deliver on the promise everyone has been waiting for. We need to deliver strong profits, keep building and selling the Optiscan story and driving this business forward.

## Chairman's Address

### What does good look like



So, where will that driving takes us.

One question to ask is what does good look like and how will we get it there.

## Chairman's Address

### What does great look like



A better question is what does great look like.

Optiscan has been wonderful in its innovation .... As a company, it is not great yet – but it can be.

Optiscan needs to move beyond being a company in possession of a world class product.

Our goals are:

- to deliver a strong and profitable company
- to drive the business to generate cash from its operations not from its shareholders and investors and put an end to the never-ending series of capital raises and stock dilution
- to build the market capitalisation of Optiscan well in excess of current levels
- ultimately and most importantly to deliver an increase in shareholder wealth

With the developments that have taken place in 2017 with ViewnVivo and especially Zeiss, I truly believe that Optiscan is on the verge of greatness.

I thank all our shareholders for their loyalty and patience and look forward to you all sharing in the benefits and joys that a truly great company can deliver.