

# Optiscan<sup>o</sup>

The *new standard*  
in digital pathology  
and precision surgery.

Optiscan Imaging Ltd.  
(ASX:OIL)

28 March 2025

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# Optiscan at a Glance

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



ASX: OIL  
1997



Melbourne  
Headquarters



\$120m  
Market Cap



Patent  
Protected



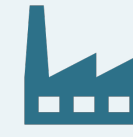
Proven  
Technology



Validated  
Products



Team  
Agile



2,350 m<sup>2</sup>  
Office & Plant



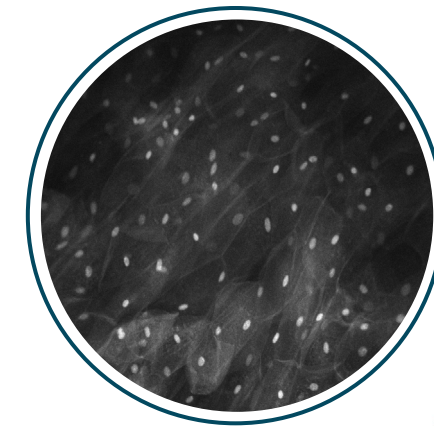
QMS  
Certification



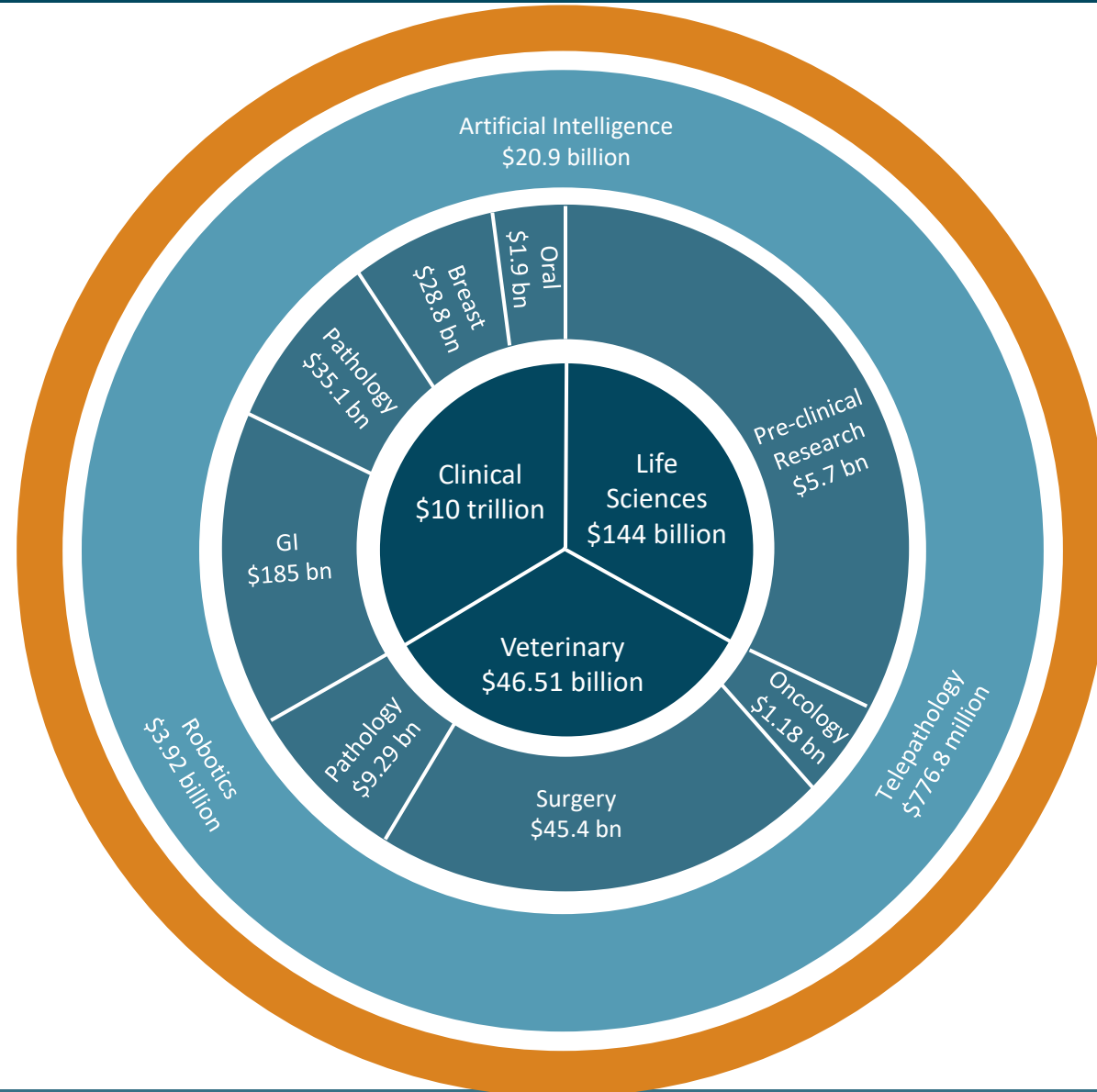
Minnesota  
Commercial Hub

## Highest-Resolution Sub-Micron Live Microscopic Imaging Platform

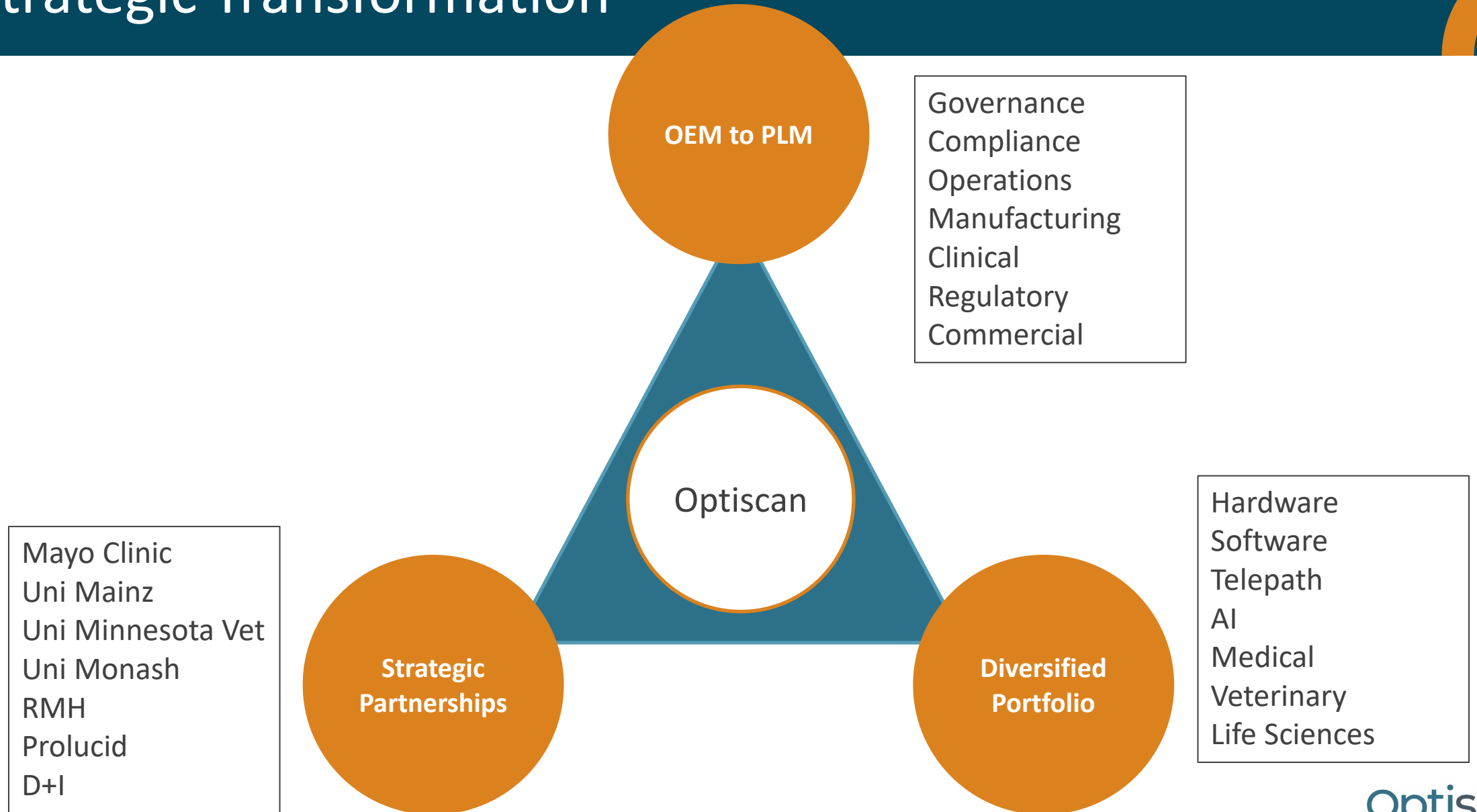
- Fluorescence-based **confocal laser endomicroscopy**
- **Single optical fibre** distal end scanning suitable for high precision clinical interventions
- Fluorescence intensity creates **real-time digital microscopic images**
- Moving lenses create variable focal planes for **imaging depth** up to 400  $\mu\text{m}$
- Images are up to **1000x real magnification** with subcellular level resolution of **0.55  $\mu\text{m}$**



# The Optiscan Opportunity



# Strategic Transformation



# Diversified Hardware & Software Portfolio

## Clinical Device Family Vision

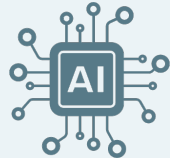


+

## 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

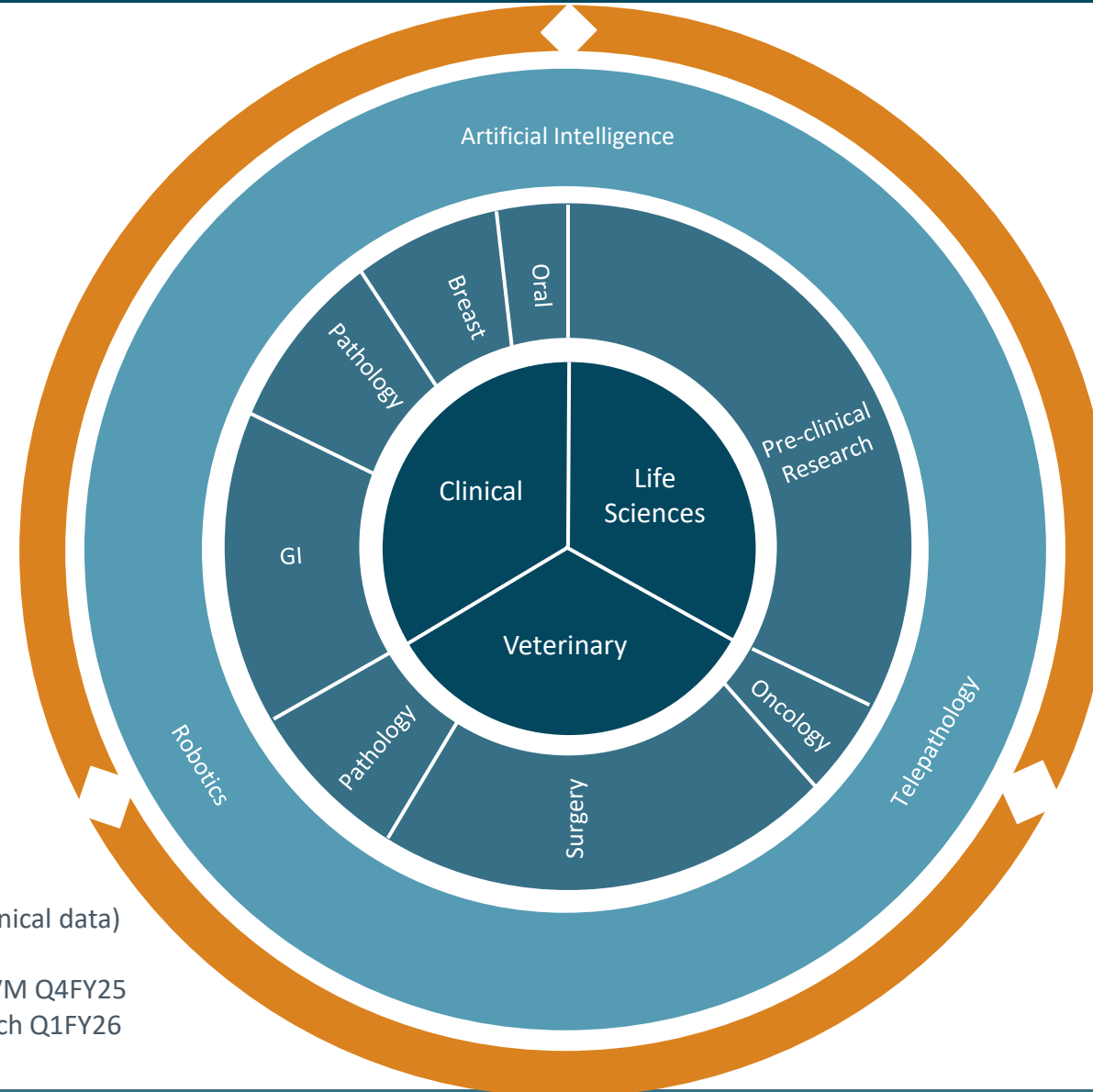


Image-guided  
Molecular Surgery

Horizontally and Vertically integrated product range with large addressable markets

# 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 Q3FY25
- Regulatory submission to FDA CVM Q4FY25
- Projected Veterinary device launch Q1FY26

# Expanding Product Range - Clinical & Life Sciences

Oral

Life Sciences

Surgical

Pathology



**InVivo**  
by Optiscan

**ViewnVivo**  
by Optiscan

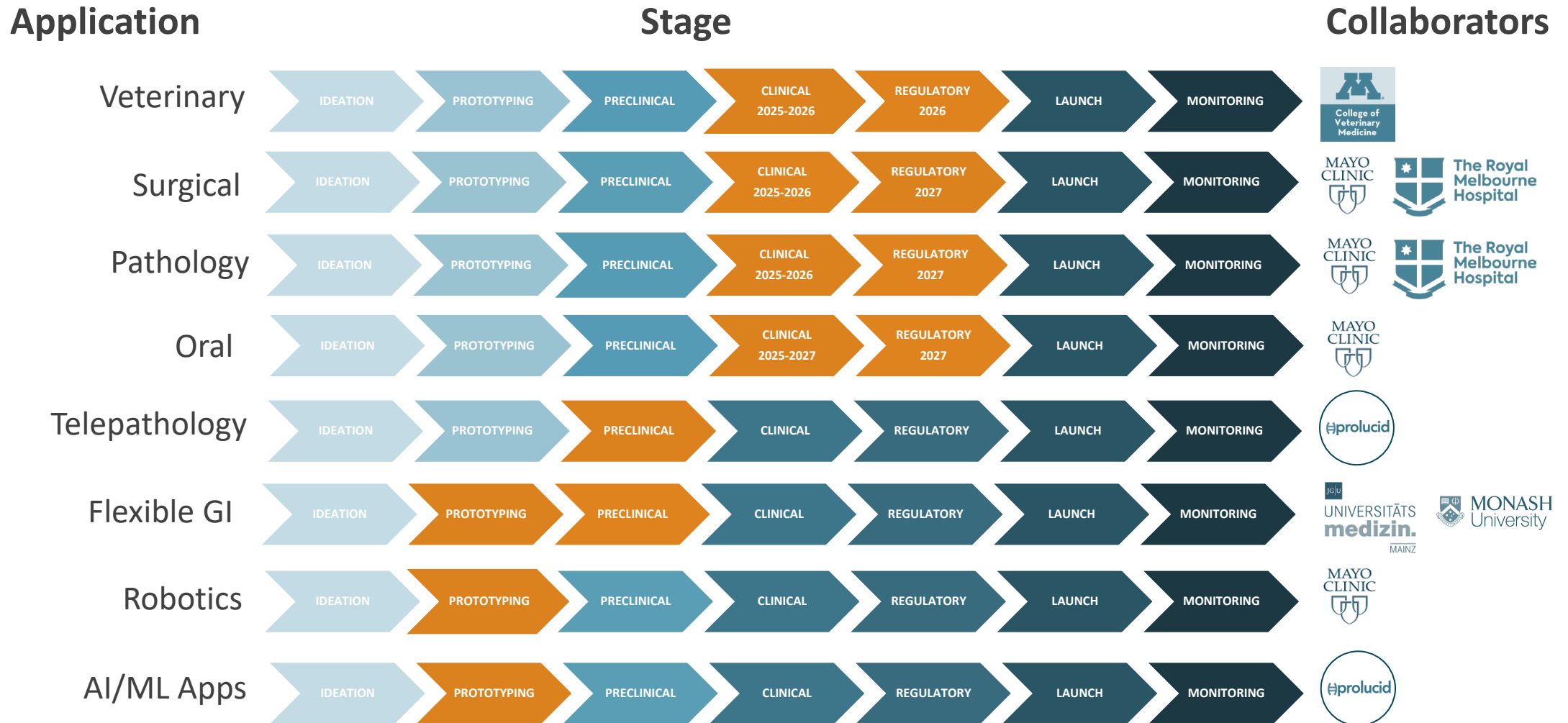
**inVue**  
by Optiscan


**INFORM**  
by Optiscan

**Optiscan**



# Product Pipeline - By Development Stage



 Current stage of progress

# Growing Footprint & Sales Pipeline

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

**European Union**  
Business Development  
Sales & Marketing

**Beijing, China**  
Distribution  
Sinsi Technologies Ltd

**Optiscan**

**Shanghai, China**  
Distribution  
Biotimes Technology Ltd

**Melbourne, Australia**  
Global Headquarters  
Manufacturing  
Research & Development

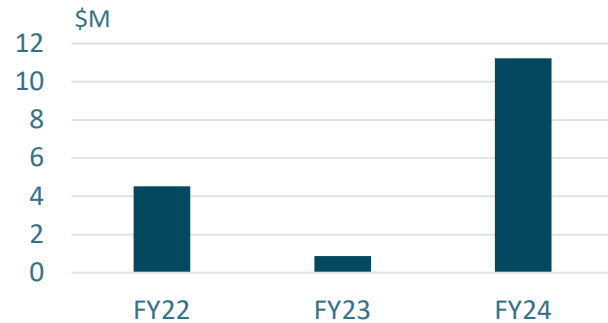
Expanding our business development and sales pipeline globally

**Optiscan**

# FY24 Financial Highlights

## Strong capital position and increased income.

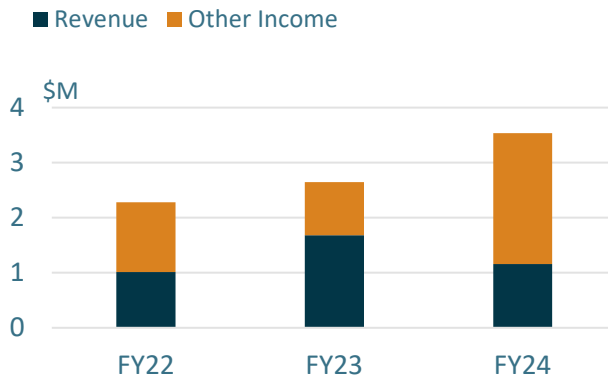
### Cash and Term Deposits



### \$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



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

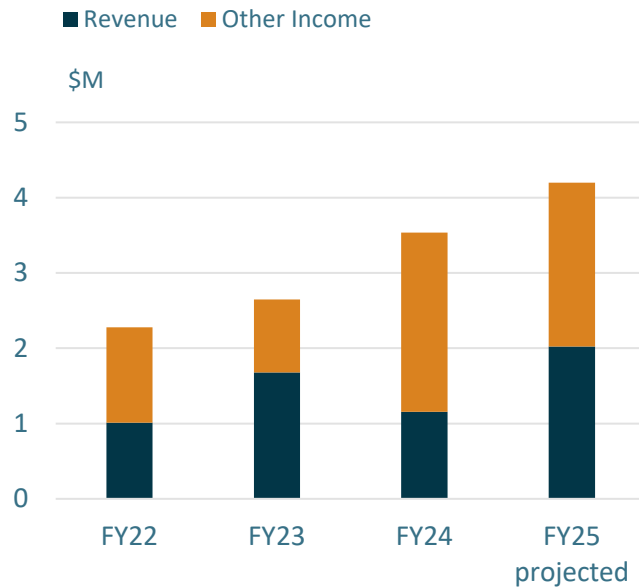
#### Other income

- 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

# FY25 Market Update

## Projected increased revenue from sales and other income.

### Revenue and Other Income



**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

# 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 +

# 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



# Contact Us



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