

# Optiscan Imaging Ltd (ASX:OIL)

# Building A Global Medical Imaging And Diagnostics Company



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### **Building A Global Scale Medical Imaging And Diagnostics Company**

#### Board

#### Darren Lurie – CEO and Executive Chair

B.LLB (Hons) and B.COM (Hons)

Executive Chair since May 2018. Former Group CFO and Head of Corporate Development for EduCo International (an investee company of Baring Private Equity Asia). Darren is a former chair and non-executive director of ASX listed Farm Pride Foods Ltd (ASX:FRM).

#### **Dr Philip Currie – Non Executive Director**

MBBS (Hons), FRACP, MBA

Dr Currie is a leading cardiologist with more than 35 years experience in medical research, clinical cardiology and business. He completed his cardiology fellowship at the prestigious Mayo Clinic, staff cardiologist at both Mayo Clinic and Cleveland Clinic and was the Director of Echocardiography at Michigan Heart and Vascular Institute.

#### **Graeme Mutton – Non Executive Director**

#### CPA

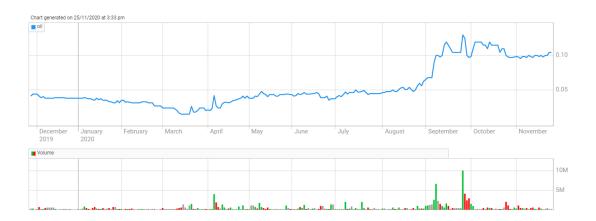
Graeme is a long-standing shareholder in Optiscan and has a deep understanding of Optiscan's technology and applications. He is a former manager of an accounting practice and successful business owner and operator.

#### **Total Securities on Issue**

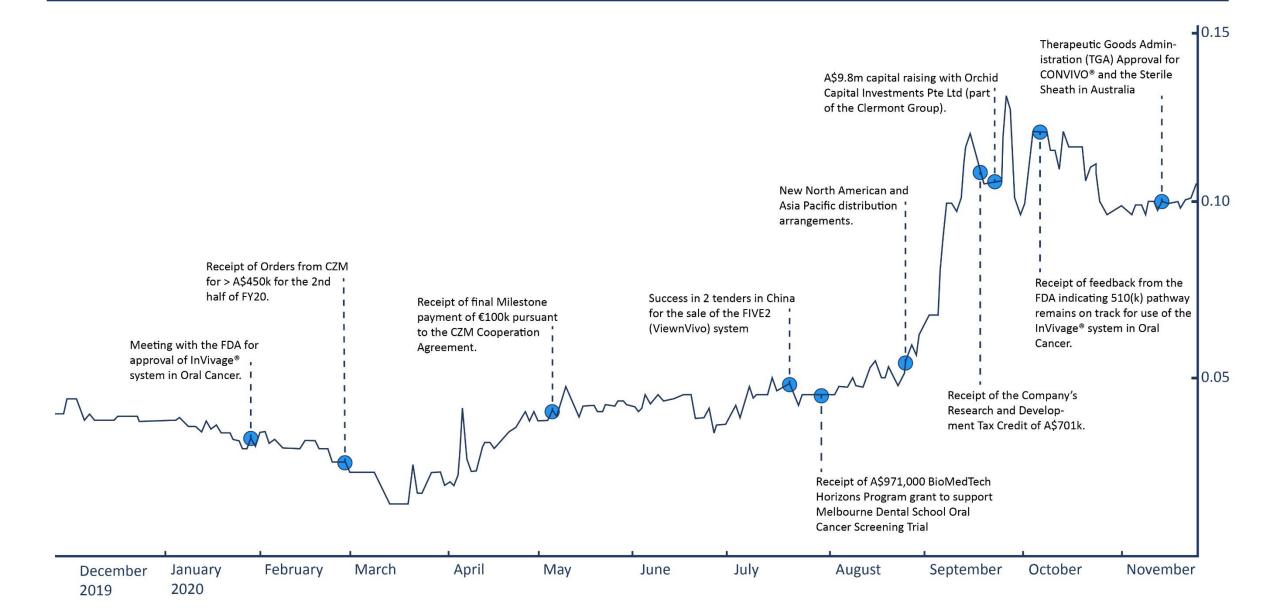
- 596,730,300 Ordinary Shares
- 25,600,000 unlisted options

#### Market Capitalisation: ~A\$60million@10c

### Capital Raising: \$9.8m @8.25c in September 2020



### **Milestones and Share Price Movement for 2020**



### **Operating Cash Flow Summary**



#### **Net Cash Used In Operating Activities**

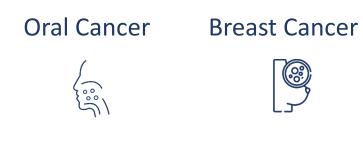
Calendar Year January to December (CY)

\* Audited Results for January to June 2020 and unaudited results for July to October 2020

### **Optiscan's InVivage® Clinical Device**

- Real-time "virtual biopsy" with instantaneous, sub-cellular resolution imaging
- **Cancer Screening and Surgical Applications**
- Button controls on probe enabling single handed operation
- Lodged patent application for new InVivage<sup>®</sup> features

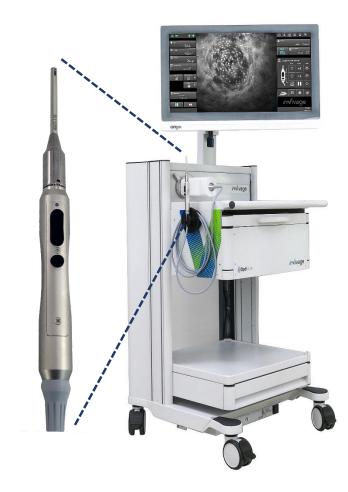
#### **Clinical Applications:**







**Cervical Cancer** 



# Key Steps Towards FDA 510(k) for Optiscan's InVivage®

- US FDA Q-submission meeting in January 2020.
- Positive written and verbal feedback received from the FDA in October 2020 regarding the proposed 510(k) submission.
- Commencement of third-party testing required for the FDA 510(k) submission.
- Government funding secured for the Melbourne Dental School Oral cancer screening study.
- Intended 510(k) submission to be lodged in the first half of 2021.
- September Capital Raising provides the funding resources to pursue this and other regulatory approvals and clinical studies in additional markets and cancer applications.

### **OPTISCAN – Clinical Studies**



**Oral Cancer** 

- 150 patient Oral Cancer Study at Melbourne Dental School funded by Australian Government BioMedtech Horizons Program
- Oral Cancer Study at the Memorial Sloan Kettering Cancer Centre in New York.
- Oral Cancer Screening Study at the Australian Centre for Oral Oncology Research and Education in Perth.



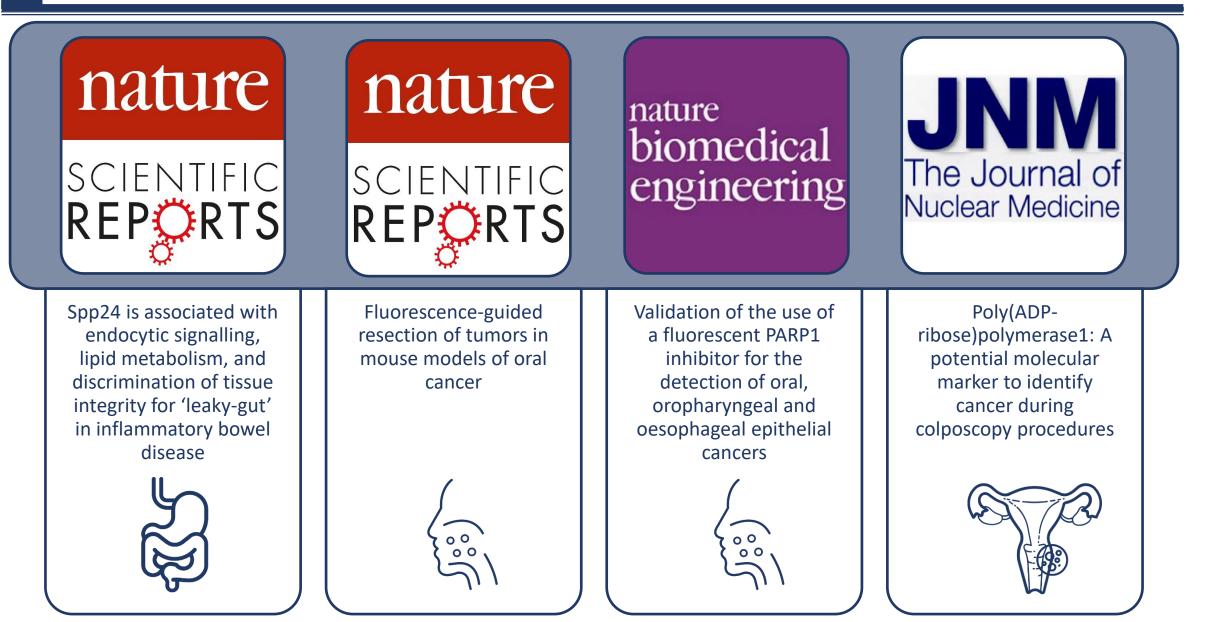
**Breast Cancer** 

- Ex vivo lumpectomy and mastectomy study at Western Australia's largest private hospital.
- Submitted ethics committee application for Royal Melbourne Hospital Breast Cancer Intraoperative Assessment Trial (ex vivo study).



Ex vivo studies at Memorial Sloan Kettering Cancer Centre with planning for in vivo studies to commence.

### **Publications in 2020**



# **Building Government and Association Relationships**

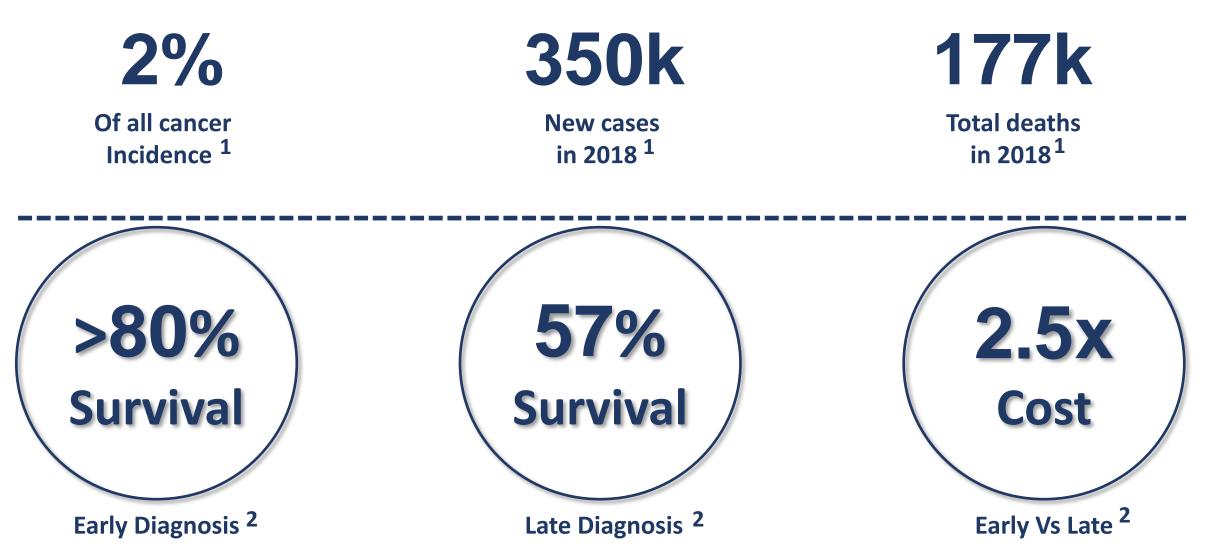
- Developing Government (State and Federal) and Biotechnology Industry connections:
  - Global Victoria
  - Invest Vic
  - Department of Jobs (VIC)
  - AusTrade

- Department of Industry
  - Science and Technology (Federal)
- Department of Health (Federal)
- MTP Connect

- CSIRO
- AusBiotech
- BioMelbourne Network

- Government Sponsored Invitations to Industry and Investment Conferences:
  - Zhejiang International Technology Business Matching Webinar (estimated 60,000 online viewers)
  - Austrade, AstraZeneca, Wuxi iCampus and CSIRO Virtual Conference
  - China Smart HealthCare Conference in conjunction with Melbourne Dental School

### World Lip & Oral Cavity Cancer Incidence And Mortality



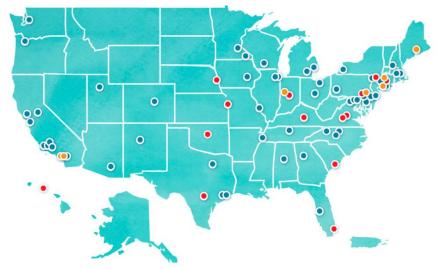
1. Bray, F., et al., Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancers in 185 countries. CA: A Cancer Journal for Clinicians, 2018. 68(6): p. 394-424.

2. Pollaers, K., et al., The economic burden of oral squamous cell carcinoma in Australia. Journal of Oral Pathology & Medicine, 2019. 48(7): p. 588-594. doi: 10.1111/jop.12907. Epub 2019 Jun 27.

### **Oral Cancer Market Size**

#### **United States**

- 71 NCI Designated Cancer Centers <sup>1</sup>
- 900 Specialist Cancer Centers
- 6,146 Total US Hospitals
- 9,000 Oral and Maxillofacial Surgeons



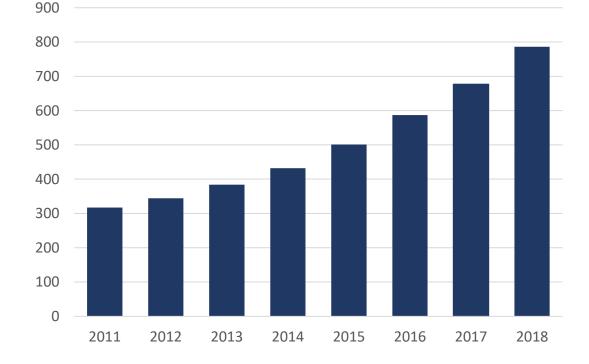
Locations of National Cancer Institute (NCI) Designated Cancer Centers

- 1. <u>https://www.cancer.gov/research/infrastructure/cancer-centers/find</u>
- 2. Data courtesy of Australian Trade and Investment Commission (AusTrade)

### China

### **786** Specialist Stomatological Hospitals in 2018<sup>2</sup>

Number and Growth of Stomatological (Dental) Specialist Hospitals in China from 2011 to 2018



■ Number of Stomatological Specialist Hospitals

### **Breast Cancer - Most Common Cancer in Women**



- 20-30% of lumpectomy patients currently require repeat surgery with current practice (histopathology analysis) often taking up to 3-4 days post initial surgery.
- Detection and treatment of positive tumour margin at the time of surgery will reduce the requirement for repeat surgeries with reduced emotional trauma, physical pain and costs for patient and hospital
- 1. Bray et al. (2018). Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancers in 185 countries. CA: A Cancer Journal for Clinicians, 68: 394-424. doi:10.3322/caac.21492
- 2. American Cancer Society Estimated 2019 statistics
- 3. Feng et al. (2019). Current cancer situation in China: good or bad news from the 2018 Global Cancer Statistics?. Cancer communications (London, England), 39(1), 22. https://doi.org/10.1186/s40880-019-0368-6

# **CONVIVO® – Carl Zeiss Meditec (CZM) Co-operation**

- FDA 510(k) clearance, CE Mark and TGA approval obtained
- □ Final Milestone payment received and movement to production phase
- Trials using CONVIVO in brain tumor resection are underway in Europe and United States and proposed in Australia for 2021
- "this probably is the most exciting technology that I have seen in my career come through the laboratory."
  Mark C Preul, Neurosurgeon, Barrow Neurosurgical Institute, Arizona, United States.



1. Bray, F., et al., Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancers in 185 countries. CA: A Cancer Journal for Clinicians, 2018. 68(6): p. 394-424.

# **Distribution Model for the Preclinical Device (FIVE2)**

China



- South and West China Distributor:
  Guangzhou Yunxing
- East China Distributor:
  Biotimes Technology Limited
- □ 3 Sales since late 2019
- Initiated discussions with potential Taiwanese distributor

### Asia Pacific



- Appointment of Asia Pacific Distribution Manager
- Replication of China marketing strategy with experienced applications scientist Dr Joseph Jiafu
- Initiated discussions with potential distributors in Japan and South Korea

### **North America**



Appointment of Advanced
 Microscopy Consultancy Services
 Inc as North America Distributor

# Outlook for 2021

- Commencement of 150 patient Oral Cancer Study at the Melbourne Dental School and Stage 3 of breast cancer trial at Royal Melbourne Hospital
- FDA 510(k) Oral imaging submission planned for first half of CY2021
- Develop distribution strategy for InVivage<sup>®</sup> into United States market
- Plan regulatory submissions for InVivage<sup>®</sup> into European and other markets
- Plan clinical studies in additional markets and cancer applications
- Develop machine based learning interpretation of images functionality

Darren Lurie CEO and Executive Chair Optiscan Imaging Limited (ASX:OIL)

www.optiscan.com