# INVESTOR PRESENTATION

NOVEMBER 2021

Resonance Health

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Resonance Health
Be Better Informed

# Positioning for Growth

(ASX: RHT)

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**Resonance Health is a global leader in the diagnosis and measurement of iron or fat in human organs, including the liver, heart, spleen, and brain.**

## ASX: RHT

- Australian medical technology company
- Early adopter of AI in medical imaging
- Gold standard in LIC with FerriScan
- Products and services sold in over 500 centres
- Strong IP position, several patents
- Supplemented by global channel partners
- Six regulatory cleared medical devices
- Two regulatory cleared AI medical devices
- Recent transitional period completed

### Mission

To develop innovative healthcare products and services, to work diligently to deliver the highest quality products for customers and patients, and to operate with integrity and excellence in driving growth for shareholders.

### Values

- Innovation
- Integrity
- Leadership
- Service
- Quality

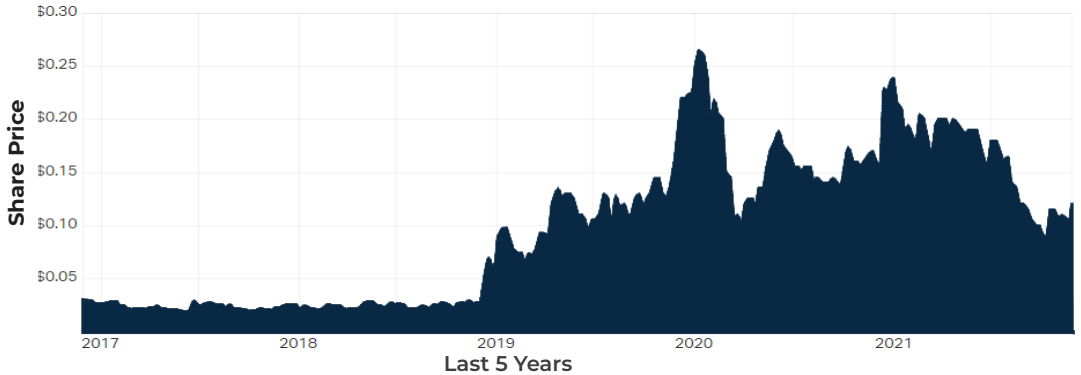
### Core Business

Resonance Health is an Australian medical-technology company with several regulatory cleared and deployed medical products related to iron and fat in human organs and a high-impact pipeline of new, near, medium, and long term research and development products.

# PRESENTATION OUTLINE

1. New Global Salesforce
2. Introducing LiverSmart™
3. Prolific (and growing) Diseases
4. High Impact Innovation and R&D

| ASX | RHT(* at 24/11/21) |
|---|---|
| Share price | 0.12* |
| Shares on issue | 461.1m |
| Market Capitalisation | $55.33m* |
| Cash at Bank | $8.4m (30/9) |
| Enterprise Value | $63.73m* |
| Top 20 Shareholders | 50.2% |
| Board & Management | 20.3% |

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# 1. NEW GLOBAL SALESFORCE

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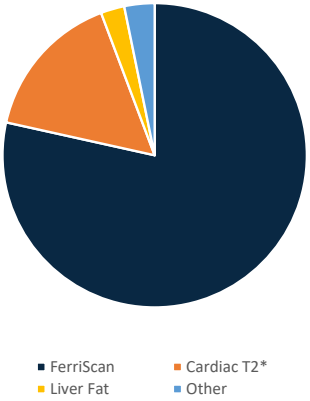
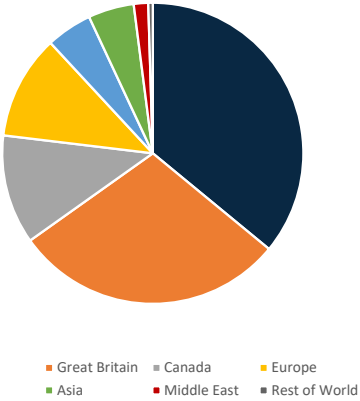
## Key Salesforce Initiatives

- Activating KOLs
- Clinical Trials (High Priority)
- Conference Participation
- Disciplined CRM Approach
- International Disease Advocates
- Penetrating New Markets
- Supplementing Channel Partners
- USA Reimbursement

**REVENUE BY PRODUCT (FY 20/21)**




**REVENUE BY REGION (FY 20/21)**

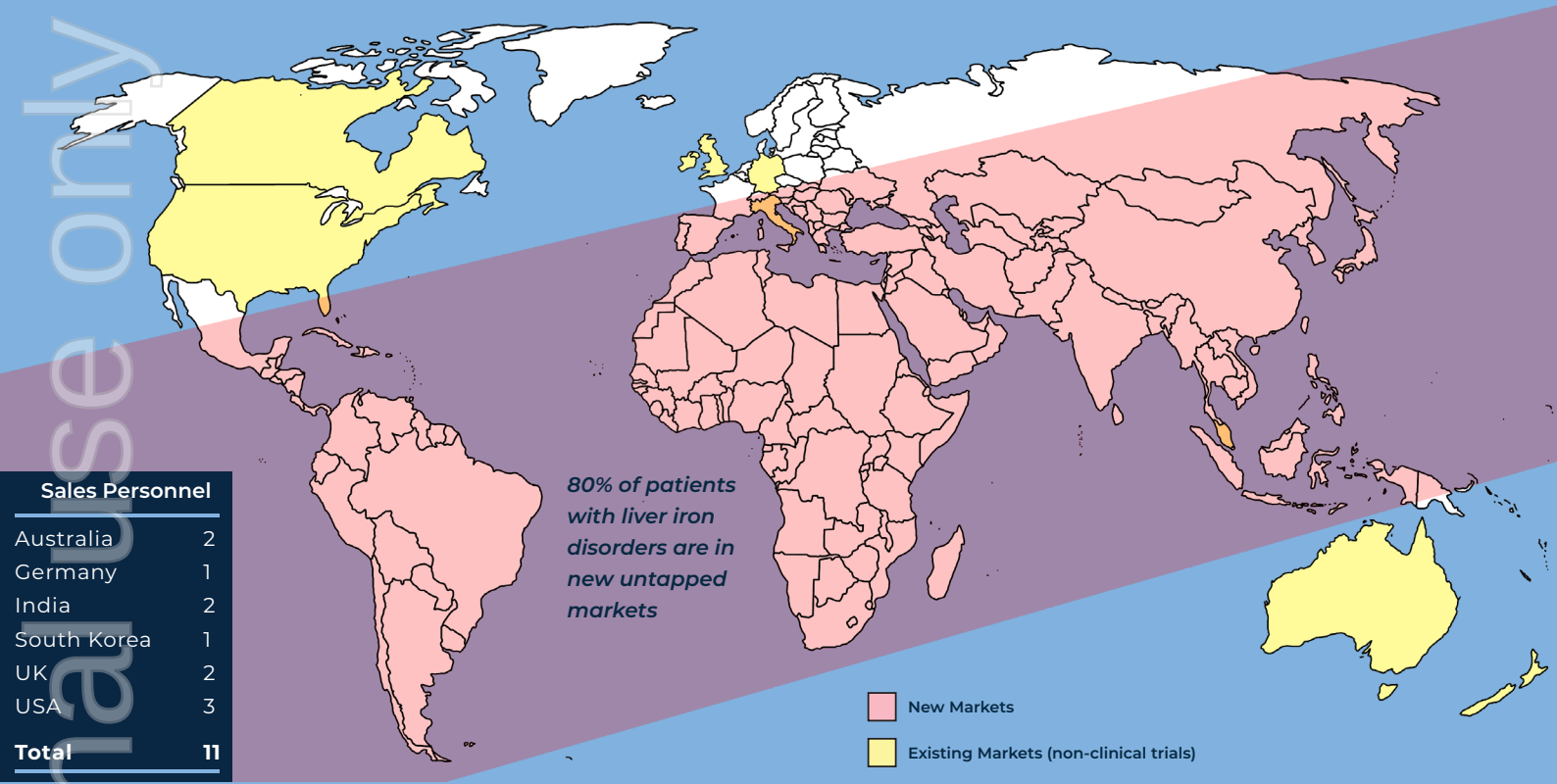



***"Revenue is currently derived mainly from Resonance Health legacy products in well-established developed markets, with opportunity lying in much larger developing markets that have been made accessible by our new AI solutions."***

- Mitchell Wells, Managing Director

# NEW MARKETS TARGETED

*New AI devices enable new market penetration*




| Sales Personnel | |
|---|---|
| Australia | 2 |
| Germany | 1 |
| India | 2 |
| South Korea | 1 |
| UK | 2 |
| USA | 3 |
| **Total** | **11** |

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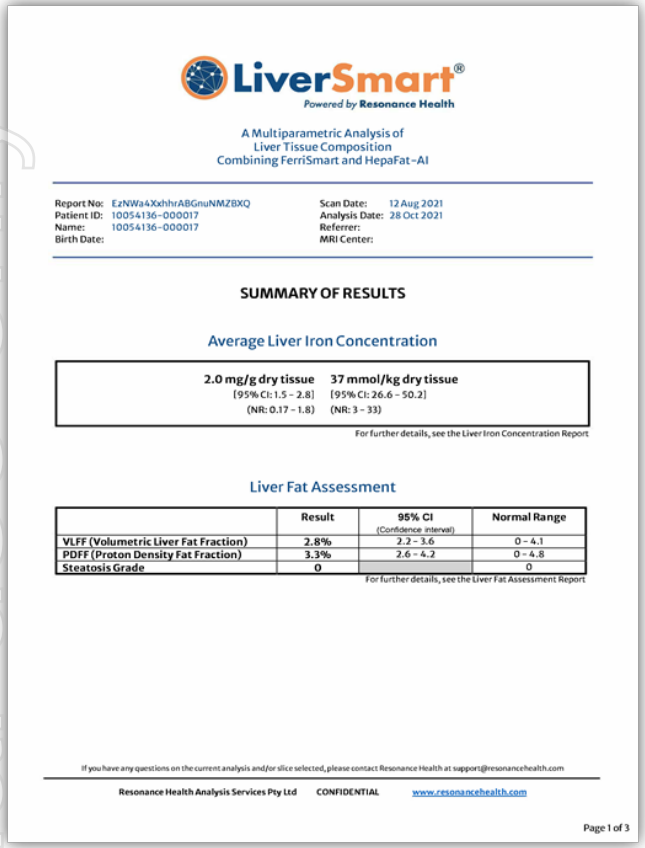
# 2. INTRODUCING LIVERSMART™



LiverSmart®
Powered by Resonance Health

A Multiparametric Analysis of
Liver Tissue Composition
Combining FerriSmart and HepaFat-AI

Report No: EzNWa4XxhhrABGnuNMZBXQ
Patient ID: 10054136-000017
Name: 10054136-000017
Birth Date:
Scan Date: 12 Aug 2021
Analysis Date: 28 Oct 2021
Referrer:
MRI Center:

**SUMMARY OF RESULTS**

Average Liver Iron Concentration

| 2.0 mg/g dry tissue [95% CI: 1.5 - 2.8] (NR: 0.17 - 1.8) | 37 mmol/kg dry tissue [95% CI: 26.6 - 50.2] (NR: 3 - 33) |
|---|---|

For further details, see the Liver Iron Concentration Report

Liver Fat Assessment

| | Result | 95% CI (Confidence interval) | Normal Range |
|---|---|---|---|
| VLFF (Volumetric Liver Fat Fraction) | 2.8% | 2.2 - 3.6 | 0 - 4.1 |
| PDFF (Proton Density Fat Fraction) | 3.3% | 2.6 - 4.2 | 0 - 4.8 |
| Steatosis Grade | 0 | | 0 |

For further details, see the Liver Fat Assessment Report

If you have any questions on the current analysis and/or slice selected, please contact Resonance Health at support@resonancehealth.com

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## Applying to FDA for US Regulatory Clearance

**AI automatically analyses MRI images and reports:**

- Liver Iron Concentration (LIC)
- Proton Density Fat Fraction (PDFF)
- Volumetric Liver Fat Fraction (VLFF)
- Steatosis Grade
- Illustrative Liver Fat Distribution Map

**Other Features:**

- AI enables faster turnaround and scalability
- Appears to fulfil new US CPT Code requirements
- US CPT Codes will assist widespread USA reimbursement

***"LiverSmart combines two of our existing regulatory-cleared products, FerriSmart® and HepaFat-AI®, into a single MRI session, avoiding the need for multiple MRI appointments, and delivering a more complete and comprehensive assessment of a person's liver.***

***Instead of obtaining individual FerriSmart® and HepaFat-AI® reports via separate scanner sessions, which adds to cost and inconvenience, patients and clinicians will soon be able to obtain both analyses at the same time with one referral, and in one consolidated report."***

- Wenjie Pang, Chief Scientific Officer

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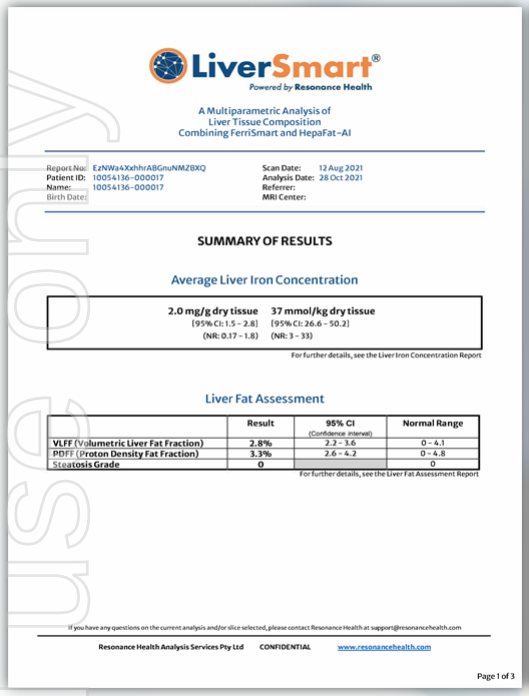
# COMBINING THE BEST IN FAT AND IRON



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|---|---|
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| (NR: 0.17 - 1.8) | (NR: 3 - 33) |

For further details, see the Liver Iron Concentration Report

Liver Fat Assessment

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| PDFF (Proton Density Fat Fraction) | 3.3% | 2.6 - 4.2 | 0 - 4.8 |
| Steatosis Grade | 0 | | 0 |

For further details, see the Liver Fat Assessment Report

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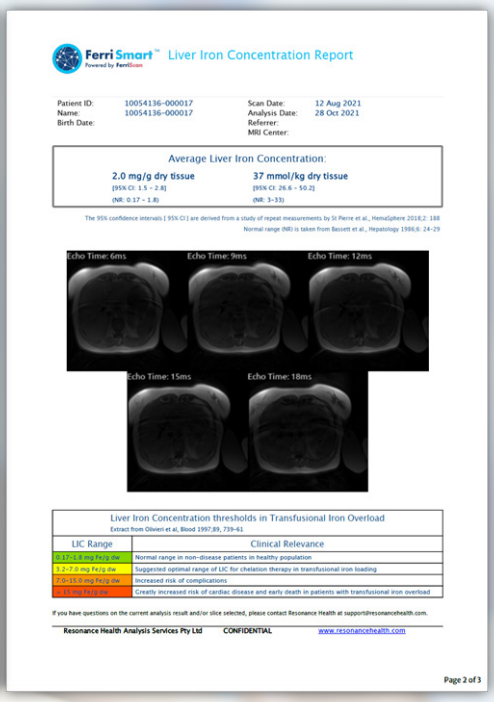

FerriSmart™ Powered by FerriScan Liver Iron Concentration Report

Patient ID: 10054136-000017
Name: 10054136-000017
Birth Date:
Scan Date: 12 Aug 2021
Analysis Date: 28 Oct 2021
Referrer:
MRI Center:

Average Liver Iron Concentration:

| 2.0 mg/g dry tissue | 37 mmol/kg dry tissue |
|---|---|
| [95% CI: 1.5 - 2.8] | [95% CI: 26.6 - 50.2] |
| (NR: 0.17 - 1.8) | (NR: 3-33) |

The 95% confidence intervals [ 95% CI ] are derived from a study of repeat measurements by St Pierre et al., HemaSphere 2018;2: 188
Normal range (NR) is taken from Bassett et al., Hepatology 1986;6: 24-29

Echo Time: 6ms Echo Time: 9ms Echo Time: 12ms
Echo Time: 15ms Echo Time: 18ms

Liver Iron Concentration thresholds in Transfusional Iron Overload
Extract from Olivieri et al, Blood 1997;89, 739-61

| LIC Range | Clinical Relevance |
|---|---|
| 0.17-1.8 mg Fe/g dw | Normal range in non-disease patients in healthy population |
| 1.2-7.0 mg Fe/g dw | Suggested optimal range of LIC for chelation therapy in transfusional iron loading |
| 7.0-15.0 mg Fe/g dw | Increased risk of complications |
| >15 mg Fe/g dw | Greatly increased risk of cardiac disease and early death in patients with transfusional iron overload |

If you have questions on the current analysis result and/or slice selected, please contact Resonance Health at support@resonancehealth.com.

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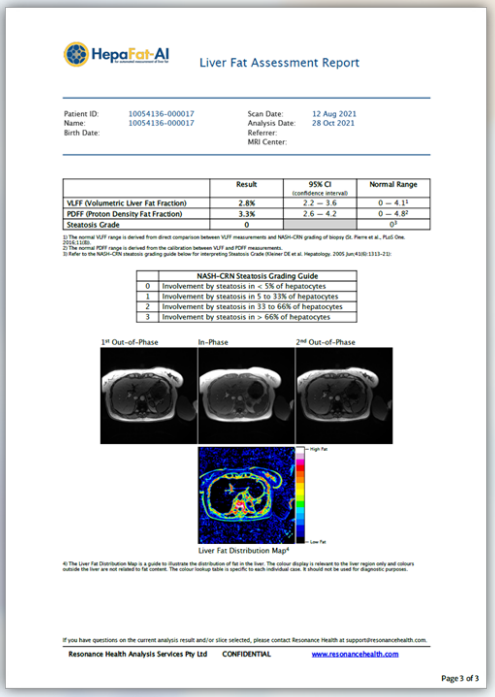

HepaFat-AI Liver Fat Assessment Report

Patient ID: 10054136-000017
Name: 10054136-000017
Birth Date:
Scan Date: 12 Aug 2021
Analysis Date: 28 Oct 2021
Referrer:
MRI Center:

| | Result | 95% CI (confidence interval) | Normal Range |
|---|---|---|---|
| VLFF (Volumetric Liver Fat Fraction) | 2.8% | 2.2 — 3.6 | 0 — 4.1[1] |
| PDFF (Proton Density Fat Fraction) | 3.3% | 2.6 — 4.2 | 0 — 4.8[2] |
| Steatosis Grade | 0 | | 0[3] |

1) The normal VLFF range is derived from direct comparison between VLFF measurements and NASH-CRN grading of biopsy (St. Pierre et al., PLoS One. 2016;11(8).
2) The normal PDFF range is derived from the calibration between VLFF and PDFF measurements.
3) Refer to the NASH-CRN steatosis grading guide below for interpreting Steatosis Grade (Kleiner DE et al. Hepatology. 2005 Jun;41(6):1313-21):

| | NASH-CRN Steatosis Grading Guide |
|---|---|
| 0 | Involvement by steatosis in < 5% of hepatocytes |
| 1 | Involvement by steatosis in 5 to 33% of hepatocytes |
| 2 | Involvement by steatosis in 33 to 66% of hepatocytes |
| 3 | Involvement by steatosis in > 66% of hepatocytes |

1st Out-of-Phase In-Phase 2nd Out-of-Phase

Liver Fat Distribution Map[4]

4) The Liver Fat Distribution Map is a guide to illustrate the distribution of fat in the liver. The colour display is relevant to the liver region only and colours outside the liver are not related to fat content. The colour lookup table is specific to each individual case. It should not be used for diagnostic purposes.

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*"LiverSmart is an evolution of our existing product offering and responds to the growing trend in medical imaging for a more holistic assessment of human organs. We have used artifical intelligence to evolve our products to achieve rapid turnaround and enhanced scalability."* - Chad Tondut, GM Projects & Portfolio

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# 3. PROLIFIC (AND GROWING) DISEASES

## Deployed Products

| Product | Product description | Main Diseases | Disease Prevalence* |
|---|---|---|---|
| FerriScan® MRI Measurement of Liver Iron Concentration | · Measures liver iron concentration (LIC)<br>· Manual analysis by trained personnel<br>· Global gold standard for LIC measurement | · Thalassaemia<br>· Sickle cell diseases<br>· Heamochromotosis | · 330K births annually<br>· 100K patients in the USA<br>· 2M cases in US, 3.7M in EU |
| FerriSmart® Powered by Resonance Health | · Measures liver iron concentration (LIC)<br>· Automated and instantaneous AI analysis<br>· Calibrated against gold standard FerriScan | · Thalassaemia<br>· Sickle cell diseases<br>· Heamochromotosis | · 330K births annually<br>· 100K patients in the USA<br>· 2M cases in US, 3.7M in EU |
| HepaFat-Scan® MRI Measurement of Liver Fat | · Maps and measures liver fat metrics<br>· Volumetric Liver Fat Fraction (VLFF)<br>· Manual analysis by trained personnel | · NAFLD<br>· NASH<br>· Metabolic diseases | · 10-30% of global population<br>· 25% of NAFLD patients<br>· 415m people globally with diabetes |
| HepaFat-AI® Powered by Resonance Health | · Maps and measures liver fat metrics<br>· Automated & instantaneous AI analysis<br>· Provides PDFF, VLFF, and steatosis grade | · NAFLD<br>· NASH<br>· Metabolic diseases | · 10-30% of global population<br>· 25% of NAFLD patients<br>· 415m people globally with diabetes |
| Cardiac T2* | · Measures heart iron concentration<br>· Manual analysis by trained personnel<br>· Standardised and controlled analysis | · Thalassaemia<br>· Sickle cell diseases<br>· Heamochromotosis | · 330K births annually<br>· 100K patients in the USA<br>· 2M cases in US, 3.7M in EU |
| BoneMarrow-R2-MRI | · Measures iron level in bone marrow<br>· Manual analysis by trained personnel<br>· Standardised and controlled analysis | · Cancer<br>· Thalassaemia, Sickle cell diseases<br>· Heamochromotosis | · 50K BM transplants annually<br>· 330K births annually (thal)<br>· 2M cases in US, 3.7M in EU |
| TimesPhantom | · T1 and ECV mapping of MRI scanners<br>· Manufactured and shipped by personnel<br>· Quality assurance standardisation device | · N/A | · 36,000 MRI scanners globally<br>· 2,500 scanners produced annually<br>· Ratios vary from country to country |

* These estimates have been sourced from government sites and international disease advocacy groups.

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# 3. PROLIFIC (AND GROWING) DISEASES

## R&D Initiatives

| Product | Product description | Main Diseases | Disease Prevalence* |
|---|---|---|---|
| LiverSmart® Powered by Resonance Health | · Measures liver iron concentration and liver fat<br>· Automated and instantaneous AI analysis<br>· Provides LIC, PDFF, VLFF, and steatosis grade | · Thalassaemia<br>· Sickle cell diseases<br>· Heamochromotosis<br>· NAFLD and NASH<br>· Metabolic diseases | · 330K births annually<br>· 100K patients in the USA<br>· 2M cases in US, 3.7M in EU<br>· 10-30% of global population<br>· 415m people globally with diabetes |
| Alert-PE® Powered by Resonance Health | · Uses AI to triage or identify/quantify PE<br>· Automated and instantaneous AI analysis<br>· Provides volumetric analysis of total PE | · Pulmonary embolism<br>· Blood clots in lungs | · 900K people annually in the USA<br>· Up to 1-2 people per 1000 in the USA<br>· 60-100K deaths annually in the USA |
| LungSmart | · Measures various lung diseases states<br>· Brochiectasis, total airways disease<br>· Automated and instantaneous AI analysis | · Cystic fibrosis<br>· Bronchiectasis<br>· Aspiration pneumonia | · 70K people globally with CF<br>· 350-500K annually in USA<br>· 1 in 2-3000 GA cases |
| CardiacT2*AI | · Measures heart iron concentration<br>· Automated and instantaneous AI analysis<br>· Standardised and controlled test | · Thalassaemia<br>· Sickle cell diseases<br>· Heamochromotosis | · 330K births annually<br>· 100K patients in the USA<br>· 2M cases in US, 3.7M in EU |
| ASONProject | · Antisense oligonucleotide (ASO) RNA<br>· ASOs targeting 3 cyclophilin proteins<br>· 3 patents applications filed | · Viral liver disease<br>· NAFLD and NASH<br>· Liver fibrosis and cancer | · 2.3 billion with viral liver diseases<br>· 10-30% of global population<br>· 6-7% of the global population |
| BloodMarkerProject | · Novel blood markers to measure iron<br>· Patent filed covering this approach<br>· Alternative to routine Ferritin analysis | · Thalassaemia<br>· Sickle cell diseases<br>· Heamochromotosis | · 330K births annually<br>· 100K patients in the USA<br>· 2M cases in US, 3.7M in EU |
| FibrosisAssessment | · Novel approach to diagnosing fibrosis<br>· Utilises MRI calibrated with biopsy<br>· More prevalent in iron overload patients | · Fibrosis and Cirrhosis<br>· Liver Cancer<br>· NASH | · 6-7% of the global population<br>· Most people unaware they have fibrosis<br>· Stage 3 fibrosis is precursor to cirrhosis |

* These estimates have been sourced from government sites and international disease advocacy groups.

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# 4. HIGH IMPACT INNOVATION & R&D - NEAR TERM

Proof of Concept | Study Preparation | Data Collection | Validation | Regulatory Clearance | Implementation

**Shorter Acqusition - FerriScan**

**3T Scanner Calibration - FerriScan**

**Shorter Acqusition - FerriSmart/LiverSmart**

**3T Scanner Calibration - FerriSmart/LiverSmart**

3T SCANNER CALIBRATION:
- FerriScan and FerriSmart currently only works on 1.5T MRI scanners
- Acquisition protocols being calibrated to 3T MRI scanners
- 3T Scanners becoming more prevalent in hospitals and scanning centres

SHORTER ACQUISITION:
- Decreasing acquisition scanning time for FerriScan and FerriSmart
- Shorter sequences being verified on both 1.5T and 3T scanners
- Reduces patient time in scanner, improves throughput for radiology

*"Just as reducing scanner acqusition time from 29 minutes to 9 minutes was significant for FerriScan several years ago, so too will be a further reduction from 9 minutes to under 3 minutes. This will be especially beneficial for our younger patients who will require less time in the scanning machine."*

- Nicholas Allan, Chief Operating Officer

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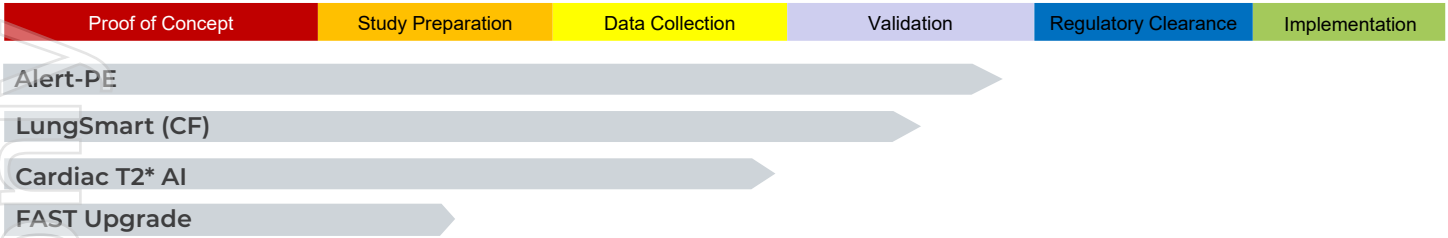
# 4. HIGH IMPACT INNOVATION & R&D - MEDIUM TERM




ALERT-PE:
- AI review of computed tomography (CTPA) scans for suspected pulmonary embolism (PE)
- CADe tool helps radiologists for moer accurate diagnosis outcome and better patient management
- Training performed via collaboration with Perth Radiological Clinic

LungSmart (CF):
- Licence agreement with Telethon Kids Institute and Erasmus University Medical Centre
- Automated assessment of lung disease progression in patients with lung conditions, including CF
- Standardises and automates the detection and quantification of lung diseases

Cardiac T2* AI:
- Second biggest product by revenue and by volume of product sales
- Especially important in developing world where iron overload can spill into the heart
- Adapation of AI will fully automate the analysis and allow it to be bundled with other AI products

FAST Upgrade:
- FAST is the Company's job receipt management and report distribution software
- Two software developers, including a CTO, recently recruited by the Company
- Data is now being collected and design is underway for FAST portal rebuild

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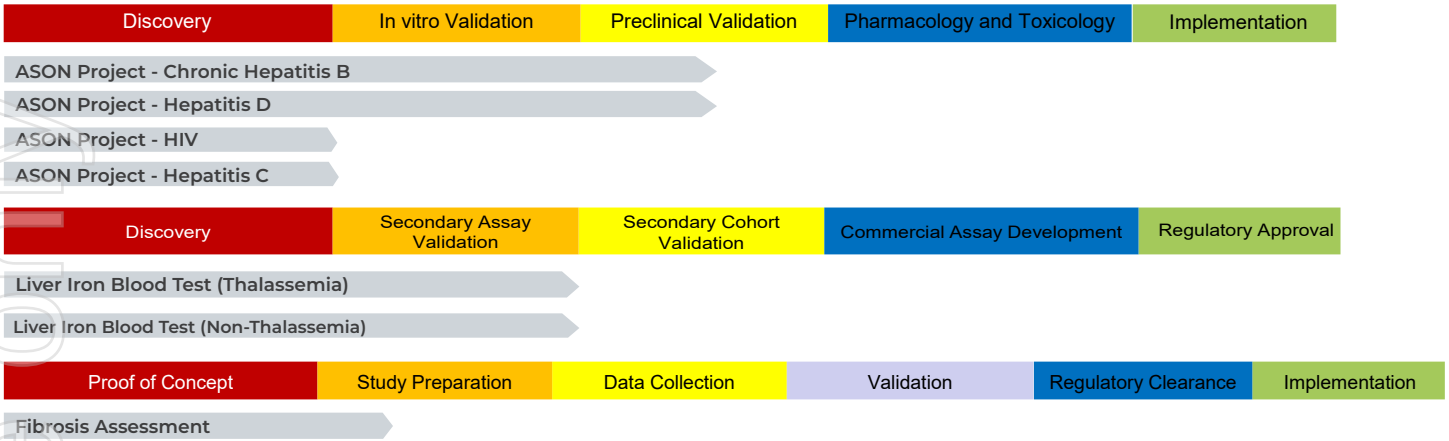
# 4. HIGH IMPACT INNOVATION & R&D - LONGER TERM




ASON Project:
- Investigating Antisense Oligonucleotides (ASOs) as a treatment of human diseases
- Using a cell model of the liver in mice, ASOs blocked human proteins critical to viral replication

Liver Iron Marker:
- Pursuing alternative biochemical methods to daignose iron overload where access to MRI is limited
- Utilising expertise and datasets from existing core products to develop new technique

Fibrosis Assessment:
- Developing a novel non-invasive MRI method to assess liver fibrosis
- Additional service centre personnel recruited to assist with project

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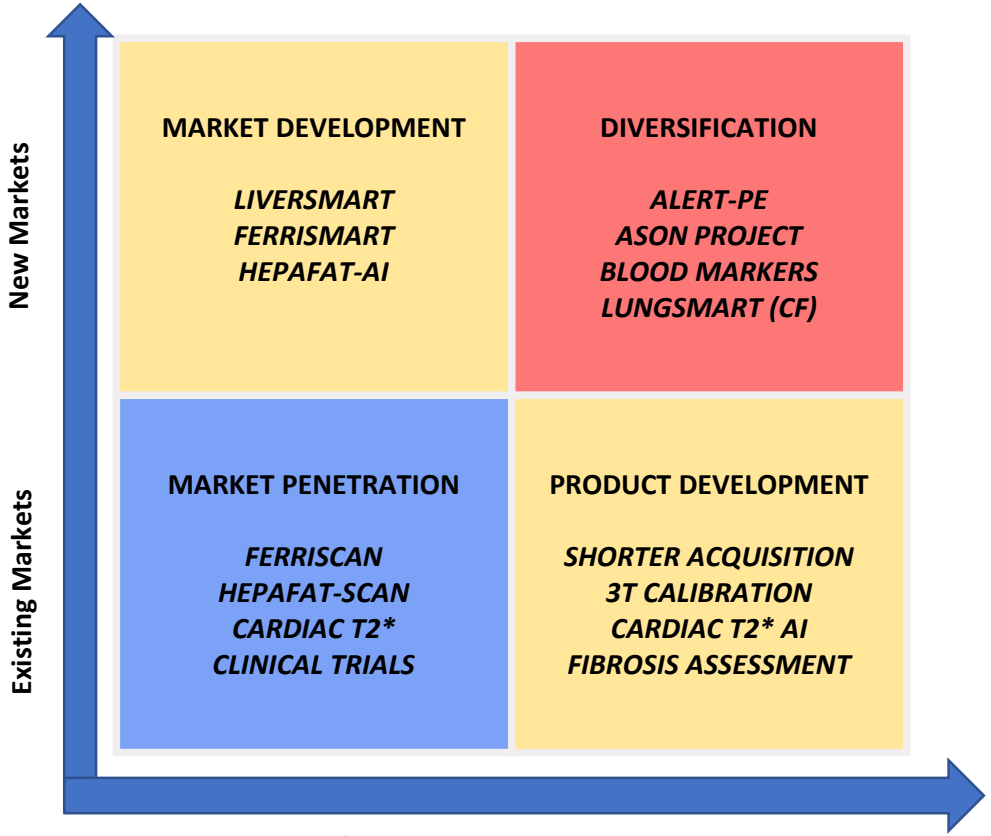
# WELL BALANCED PORTFOLIO

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# 20/21 FY RESULTS (CASH AT 30/6)

- Revenue for the FY 20/21 was $3.78m, an increase of 3% versus the previous year
- Cash on hand at 30 June 2021 of $8.86m, versus $6.97m the previous year. The company has no debt
- Net profit after tax of $585,858, versus a net loss of $715,000 from the previous year

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# EXPERIENCED AND QUALIFIED TEAM

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## Board

| | |
|---|---|
| • Dr Martin Blake | Non-executive Chairman |
| • Mr Simon Panton | Non-executive Director |
| • Dr Travis Baroni | Non-executive Director |
| • Mr Mitchell Wells | Managing Director |

## Executive

| | |
|---|---|
| • Mitchell Wells | Managing Director |
| • Nicholas Allan | COO & CFO |
| • Virginia Atkinson | GM Quality & Regulatory |
| • Dr Sherif Boulos | CSO - Molecular |
| • Narelle Mounsey | GM People & Culture |
| • Ajay Nair | Chief eXperience Officer |
| • Prof. John Olynyk | Chief Medical Officer |
| • Dr Wenjie Pang | CSO - AI & Imaging |
| • Chad Tondut | GM Projects & Portfolio |
| • Ben Winters | Chief Technology Officer |

# INVESTORS OVERVIEW

## LARGEST SHAREHOLDERS (AS OF 24 NOVEMBER 2021)

| Rank | Name | Units | % of Units |
|---|---|---|---|
| 1 | SOUTHAM INVESTMENTS 2003 PTY LTD | 73,300,000 | 15.89 |
| 2 | HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED | 44,285,296 | 9.60 |
| 3 | ACUITY CAPITAL INVESTMENT MANAGEMENT PTY LTD | 20,000,000 | 4.33 |
| 4 | MS ALISON VIRGINIA WESLEY | 10,000,000 | 2.16 |
| 5 | MR PAUL JOHN VAN DYK | 9,453,700 | 2.05 |
| 6 | MR WILLIAM MURRAY THOMPSON | 6,658,660 | 1.44 |
| 7 | MS JADE LOUISE THOMPSON | 6,512,759 | 1.41 |
| 8 | DR MARTIN PETER BLAKE | 6,464,677 | 1.40 |
| 9 | MR BRUCE ALAN STEVENSON | 6,400,000 | 1.38 |
| 10 | MR HELMUT ROCKER | 6,250,000 | 1.35 |
| 11 | MR ROBERT FRANCIS PANTON | 5,440,824 | 1.18 |
| 12 | MARCOLONGO NOMINEES PTY LTD (MARCOLONGO FAMILY A/C) | 5,186,200 | 1.12 |
| 13 | THE MAJOBRI HOLDINGS PTY LTD (THE MAJOBRI FAMILY A/C) | 4,500,000 | 0.97 |
| 14 | MR THOMAS PSARAKIS | 4,434,777 | 0.96 |
| 15 | BNP PARIBAS NOMINEES PTY LTD | 4,404,565 | 0.95 |
| 16 | MR HARISH GARG | 4,001,245 | 0.86 |
| 17 | MR VINCENT OLADELE | 3,708,052 | 0.80 |
| 18 | FULLERTON PRIVATE CAPITAL PTY LIMITED | 3,500,000 | 0.75 |
| 19 | THE UNIVERSITY OF WESTERN AUSTRALIA | 3,478,750 | 0.75 |
| 20 | MORGAN STANLEY AUSTRALIA | 3,460,176 | 0.75 |
| | | **231,439,681** | **50.18** |

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# INVESTOR PRESENTATION

Resonance Health (ASX: RHT) is an Australian healthcare company specialising in the development and delivery of non-invasive medical imaging software and analysis services.

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