

# INVESTOR PRESENTATION

**NOVEMBER 2021** 





Positioning for Growth

(ASX: RHT)

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- 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



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.



#### 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**

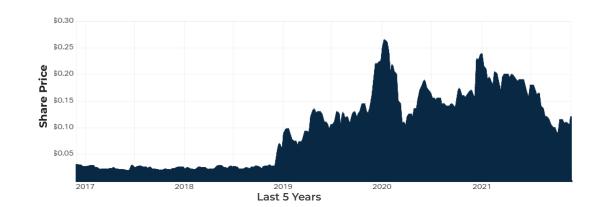
Resonance Health is an Australian medical-technology company with several regulatory cleared and deployed medical products related to iron and fat in human organs and a high-impact pipeline of new, near, medium, and long term research and development products.

INVESTOR PRESENTATION NOVEMBER 2021 5

## PRESENTATION OUTLINE

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

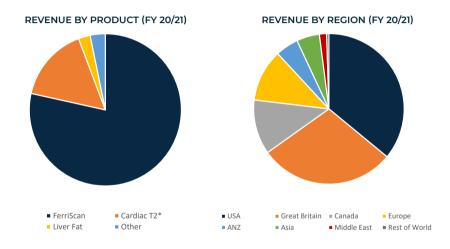
ASX	RHT(* at 24/11/21)
Share price	0.12*
Shares on issue	461.1m
Market Capitalisation	\$55.33m*
Cash at Bank	\$8.4m (30/9)
Enterprise Value	\$63.73m*
Top 20 Shareholders	50.2%
Board & Management	20.3%



### 1. NEW GLOBAL SALESFORCE

### **Key Salesforce Initiatives**

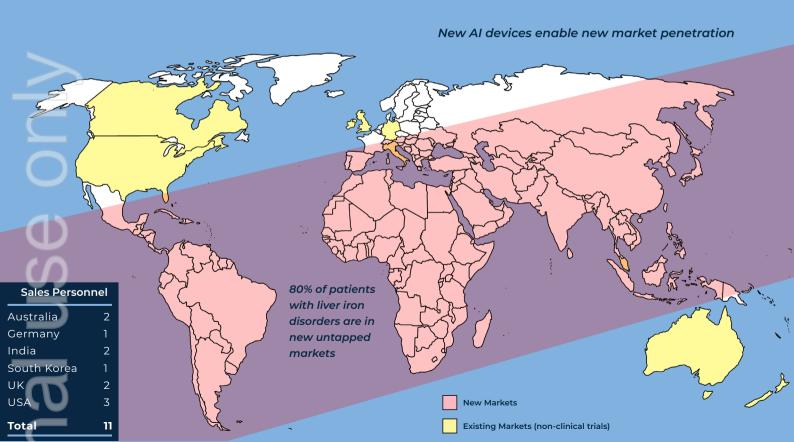
- $\cdot \, \text{Activating KOLs} \\$
- · Clinical Trials (High Priority)
- $\cdot$  Conference Participation
- · Disciplined CRM Approach
- · International Disease Advocates
- · Penetrating New Markets
- · Supplementing Channel Partners
- · USA Reimbursement



"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 Al solutions."

- Mitchell Wells, Managing Director

## **NEW MARKETS TARGETED**



8 **NOVEMBER 2021** 

### 2. INTRODUCING LIVERSMAR



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

Report No: EzNWa4XxhhrABGnuNMZBXO Patient ID: 10054136-000017

Birth Date:

10054136-000017

Scan Date: 12 Aug 2021 Analysis Date: 28 Oct 2021 MRI Center:

#### SUMMARY OF RESULTS

#### 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)

For further details, see the Liver Iron Concentration Re-

#### 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 Assessme

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

Resonance Health Analysis Services Pty Ltd CONFIDENTIAL

www.resonancehealth.com

#### Page 1 of 3

### Applying to FDA for US Regulatory Clearance

#### Al 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

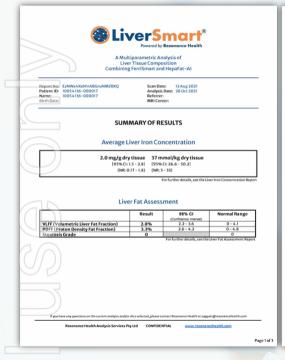
"LiverSmart combines two of our existing regulatory-cleared products, FerriSmart® and HepaFat-Al®, into a single MRI session, avoiding the need for multiple MRI appointments, and delivering a more complete and comprehensive assessment of a person's liver.

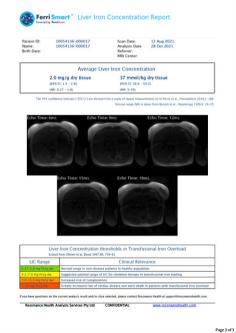
Instead of obtaining individual FerriSmart® and HepaFat-Al® reports via separate scanner sessions, which adds to cost and inconvenience. patients and clinicians will soon be able to obtain both analyses at the same time with one referral, and in one consolidated report."

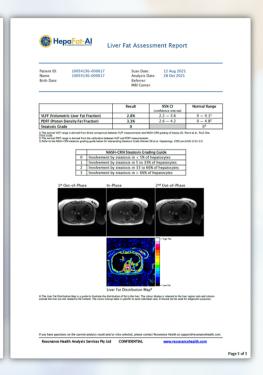
- Weniie Pana, Chief Scientific Officer

INVESTOR PRESENTATION NOVEMBER 2021 9

## COMBINING THE BEST IN FAT AND IRON







"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

10 NOVEMBER 2021 INVESTOR PRESENTATION

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

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

INVESTOR PRESENTATION NOVEMBER 2021 11

## 3. PROLIFIC (AND GROWING) DISEASES

#### **R&D** Initiatives

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

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

12 NOVEMBER 2021 INVESTOR PRESENTATION

### 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."

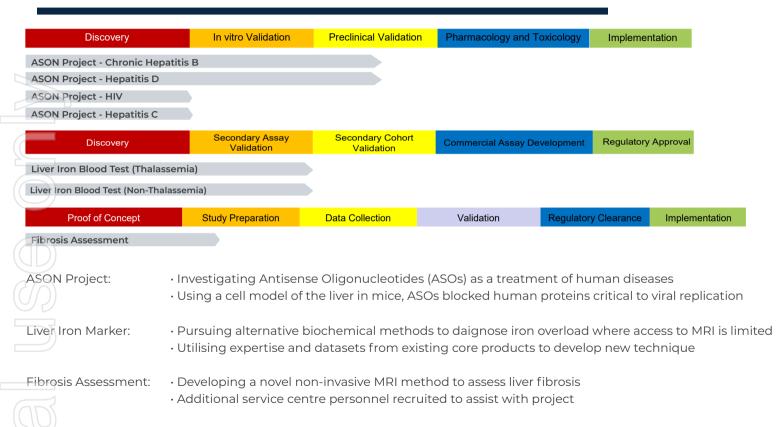
- Nicholas Allan, Chief Operating Officer

NVESTOR PRESENTATION NOVEMBER 2021 13

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

Proof of Concept	Study Preparation	Data Collection	Validation	Regulatory Clearance	Implementation
Alert-PE					
LungSmart (CF)					
Cardiac T2* AI					
FAST Upgrade					
ALERT-PE:	<ul> <li>Al review of computed tomography (CTPA) scans for suspected pulmonary embolism (PE)</li> <li>CADe tool helps radiologists for moer accurate diagnosis outcome and better patient manageme</li> </ul>				
	· Training performed	via collaboration wi	th Perth Radiologi	cal Clinic	
_ungSmart (CF):	· Licence agreement with Telethon Kids Institute and Erasmus University Medical Centre				
	<ul> <li>Automated assessment of lung disease progression in patients with lung conditions, including CF</li> <li>Standardises and automates the detection and quantification of lung diseases</li> </ul>				
	· Staridardises and ad	tornates the detect	ion and quantinca	tion or lung diseases	
Cardiac T2* AI:	· Second biggest prod	duct by revenue and	d by volume of pro	duct sales	
	<ul><li>Especially important</li><li>Adapation of AI will f</li></ul>			·	
FAST Upgrade:	· FAST is the Compan	y's job receipt mana	agement and repo	rt distribution softwaı	re
	• Two software develo	-	-		
	· Data is now being co	ollected and design	is underway for FA	AST portal rebuild	

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



### WELL BALANCED PORTFOLIO

**New Markets** 

**Existing Markets** 

#### MARKET DEVELOPMENT

LIVERSMART FERRISMART HEPAFAT-AI

**MARKET PENETRATION** 

FERRISCAN
HEPAFAT-SCAN
CARDIAC T2\*
CLINICAL TRIALS

#### **DIVERSIFICATION**

ALERT-PE ASON PROJECT BLOOD MARKERS LUNGSMART (CF)

#### PRODUCT DEVELOPMENT

SHORTER ACQUISITION
3T CALIBRATION
CARDIAC T2\* AI
FIBROSIS ASSESSMENT

**Existing Products** 

**New Products** 

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

\$3.78M REVENUE \$8.86M CASH BALANCE \$0.6M\* NPAT

- 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

### **EXPERIENCED AND QUALIFIED TEAM**

### Board

· Dr Martin Blake

· Mr Simon Panton

· Dr Travis Baroni

Mr Mitchell Wells

Non-executive Chairman

Non-executive Director

Non-executive Director

Managing Director

#### Executive

· Mitchell Wells

· Nicholas Allan

· Virginia Atkinson

· Dr Sherif Boulos

Narelle Mounsey

· Ajay Nair

Prof. John Olynyk

· Dr Wenjie Pang

· Chad Tondut

· Ben Winters

Managing Director

COO & CFO

GM Quality & Regulatory

CSO - Molecular

GM People & Culture

Chief eXperience Officer

Chief Medical Officer

CSO - AI & Imaging

GM Projects & Portfolio

Chief Technology Officer



### 18

### **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
711	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
J4	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



# 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.

141 Burswood Road, Burswood WA 6100

Telephone: +61 (0)8 9286 5300

Fax: +61 8 9286 5399

E-mail: info@resonancehealth.com