



INTELLIGENT  
ULTRASOUND<sup>®</sup>  
*for smarter scanning*

AIM: MED



Stuart Gall CEO

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## CLASSROOM

### Simulation based training

Medical students, trainee doctors and sonographers



Providing a range of hi-fidelity simulators for educating and training ultrasound practitioners and improving patient care by raising scanning standards around the world

## Ultrasound Medical Imaging

One of the fastest, safest  
and cheapest diagnostic  
scanning modalities

## CLINIC

### Artificial Intelligence based image analysis

Doctors, nurses, midwives and sonographers



Developing a range of AI-based software for real-time guidance and image analysis during ultrasound scanning, to improve the speed and standard of scanning worldwide



## Transaction Summary:



- Exploiting first mover advantage
  - *in real-time AI-based image analysis in ultrasound*
- Technology validated
  - *with first OEM licence agreement*
- Placing and open offer to raise £4-6m to:
  - *Bring the ScanNav software products to market*
  - *Working capital for Group*
- Up to £4.6m expected to be EIS/VCT qualifying

### Significant shareholders

- IP Group
- ParkWalk
- Polar Capital
- Rathbone
- Miton Group
- UCLH
- Development Bank Wales

*CT and MRI imaging*



***Common replicable procedure***  
*Consistent image set captured by machine*

*Ultrasound imaging*



***Real-time interactive scan***  
*Images depend on sonographer capability*

Clinicians need to be **trained** to the highest standards



Hospitals need to **scan more patients** with the same resource



Hospitals need help to **minimise** patient **mis-diagnosis**



# SIMULATION DIVISION

Based in Cardiff (UK) and Atlanta (US)

# Simulation Division



OBGYN



Echocardiography



Point of Care (POCUS)

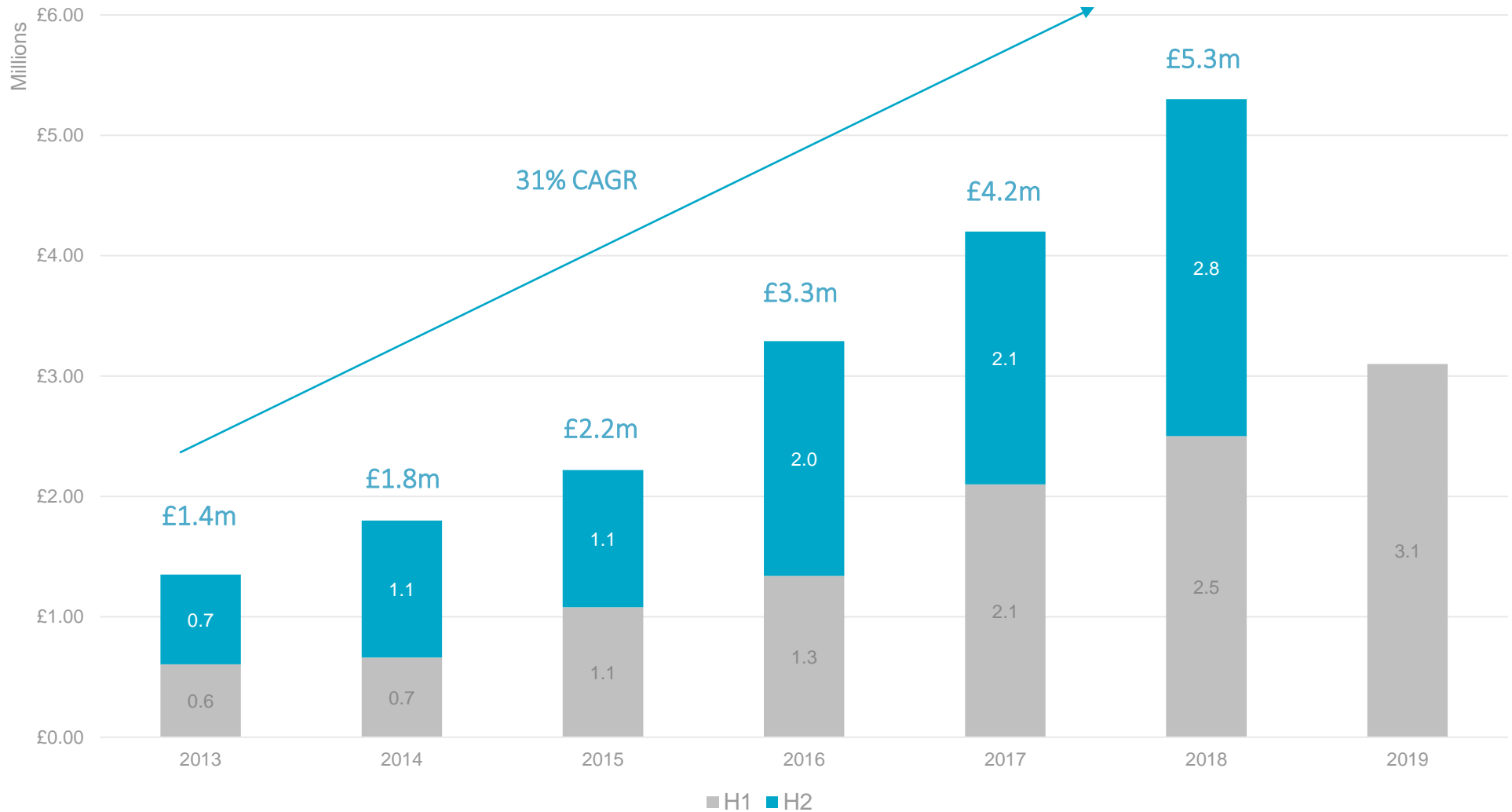


# Simulation Division – market penetration

800 systems sold into 470 medical institutions



# Simulation revenue to end H1 2019



# CLINICAL DIVISION

Based in Oxford UK

# Two AI product platforms in development

3m + clinical ultrasound images



Software team based on Prof Alison Noble research



Proprietary machine learning models



**SCANNAV<sup>™</sup>**  
REAL-TIME IMAGE ANALYSIS  
AND GUIDANCE

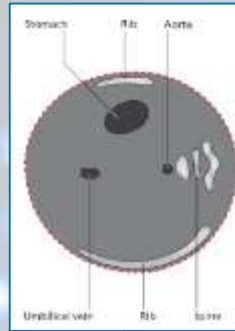


**ANATOMYGUIDE<sup>™</sup>**  
REAL-TIME IMAGE ANALYSIS FOR  
INTERVENTIONAL ULTRASOUND



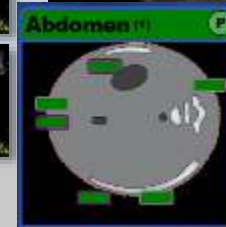
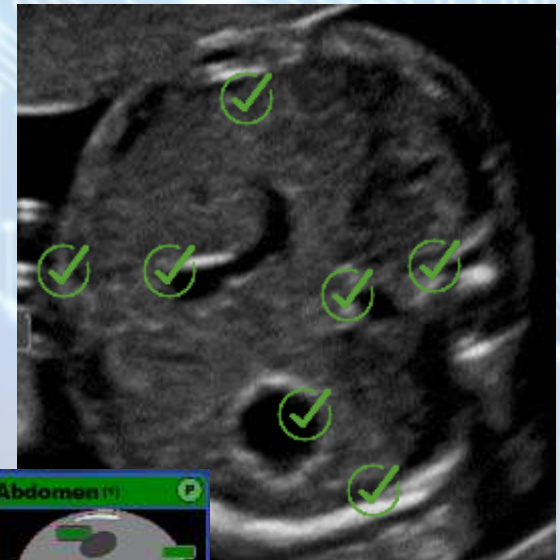
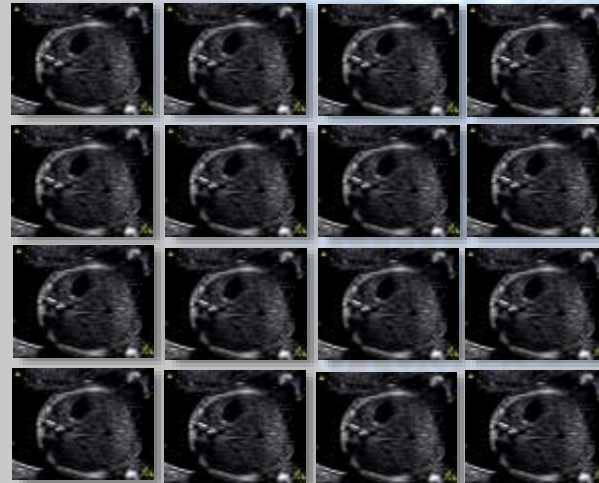
AI for ultrasound professionals

Key anatomical structures mapped



Live image assessed in real-time

Image recognition algorithms taught using a database of graded and assessed images





- Regional Anaesthesia (RA):
  - Injecting local anaesthetic near a nerve to suppress sensation in a specific part of the body
  - Anaesthetists:
    - Perform injections and navigate by landmarks on the ultrasound image

# Validating long-term licence with OEM



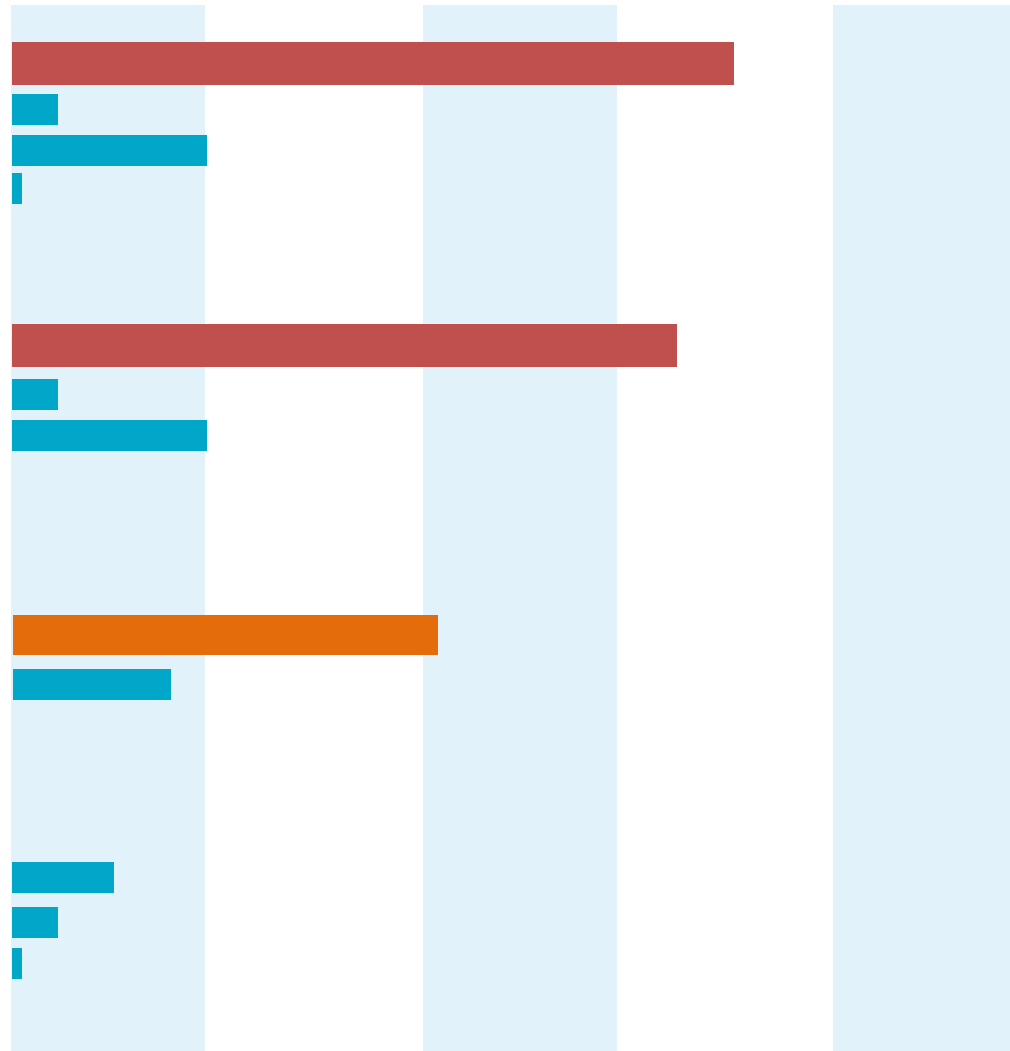
- First long-term licensing and co-development agreement
  - *with one of the world's leading ultrasound OEMs*
- Enabling the integration of Intelligent Ultrasound's real-time image analysis software onto a global range of specialty specific ultrasound systems
  - *Aiming to boost scanning quality and to streamline sonographer workflow*
- High margin software with royalty per unit revenues
  - *Revenues expected from 2021 following regulatory approval*
- Co-development work with the OEM partner has commenced
- We expect this to be the first of many licence agreements

# Multiple AI products in development for licensing



## AI software platform A

- Licences **Image analysis product 1**
- Image analysis product 4
- Image analysis product 6
- Image analysis product 9

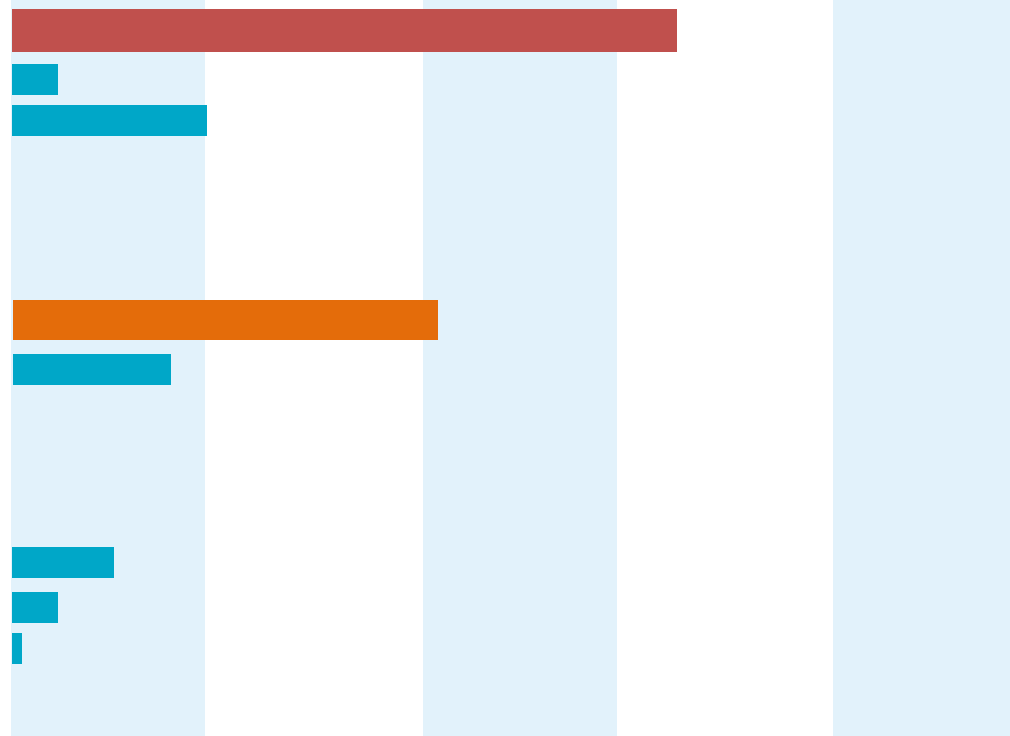


First revenue expected

- H1 2021**
- TBC
- TBC
- TBC

## AI software platform B

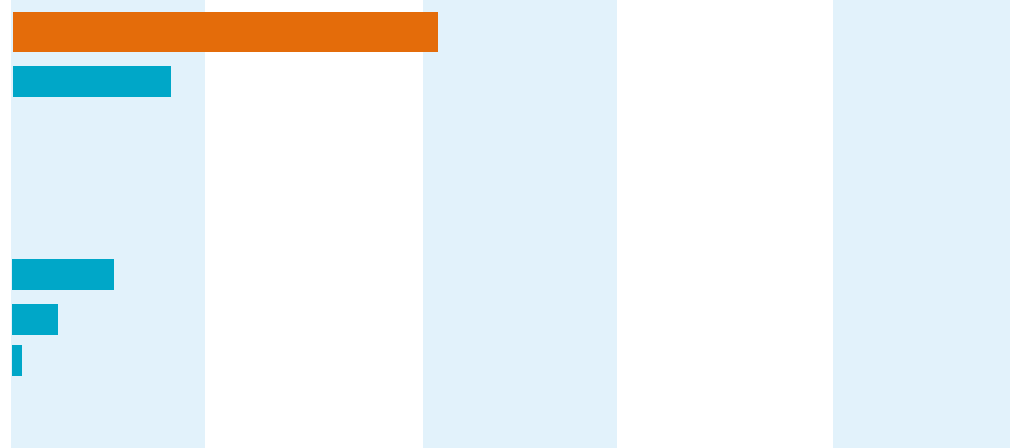
- Licences **Image analysis product 2**
- Image analysis product 5
- Image analysis product 7



- H1 2022**
- TBC
- TBC
- TBC

## AI software platform C

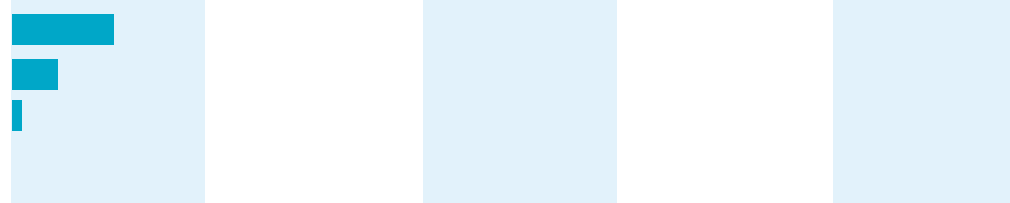
- Licences **Image analysis product 3**
- Image analysis product 8



- 2021**
- TBC
- TBC

## AI software platform D

- Licences **Image analysis product 4**
- Image analysis product 6
- Image analysis product 9



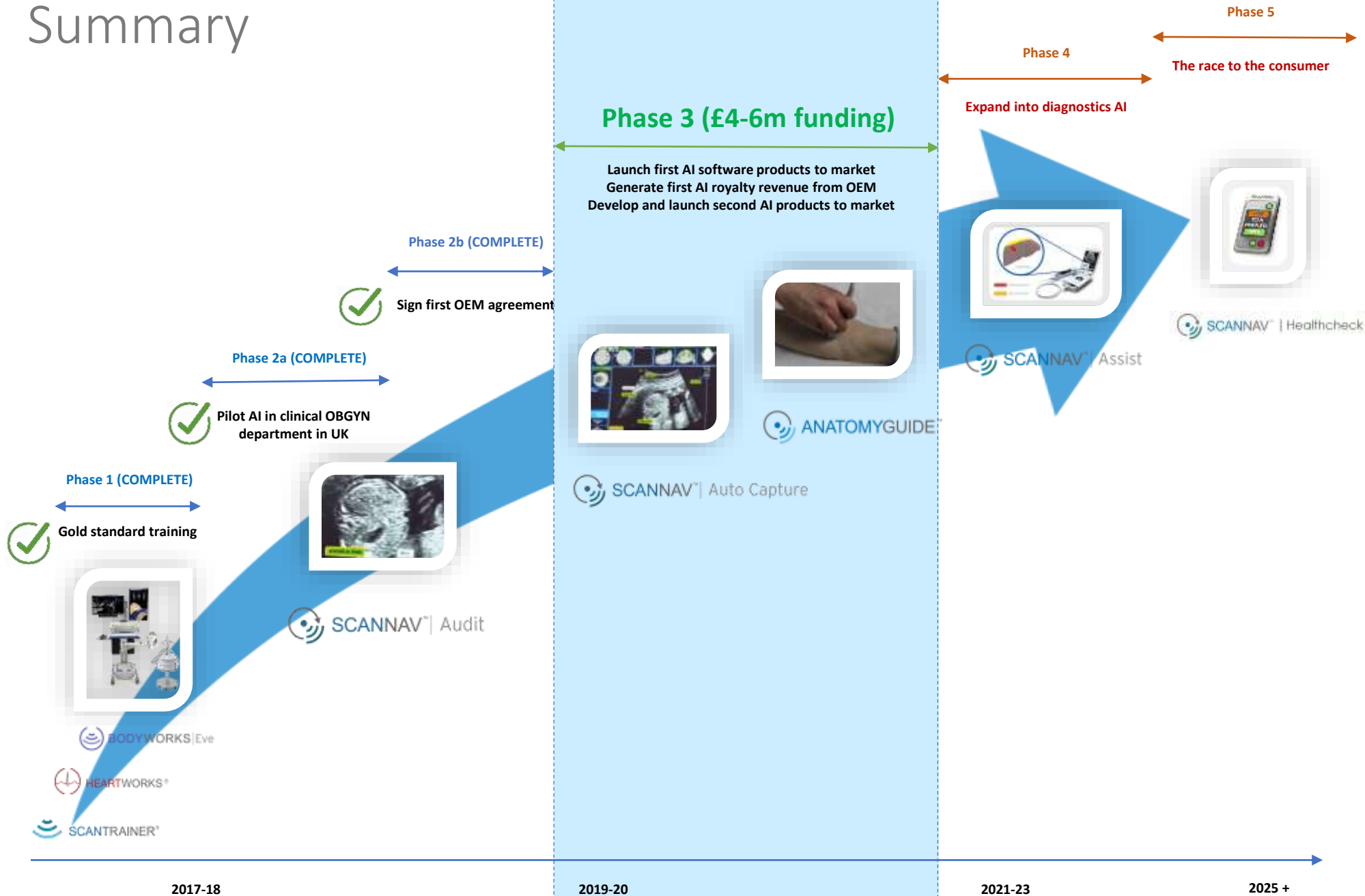
- TBC
- TBC
- TBC



# Use of proceeds

- Bring the first ScanNav software products to market for royalty generation in FY21:
  - *Integration of software into OEM ultrasound machines and obtain regulatory approval*
  - *Release to market*
- Bring second ScanNav software product to market for royalty generation in FY21 :
  - *Complete development and achieve regulatory approval*
  - *Release to market*
- Development work on additional ScanNav software product variants
- Recruit third software development team for
  - *POC and development work on ScanNav Assist*
  - *POC work on ScanNav HealthCheck*
- Working capital for the Group

# Summary





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