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Summary



- We offer a 'classroom to clinic' product range in the medical imaging market
 - Grown sales from £4m in 2017 to an expected £10m in 2022 (market expectation FY22)
 - Grown the simulation range to four platform systems
 - An exclusive 10-year AI partnership with GE Healthcare in women's health ultrasound
 - Designed, built and launched 3 'first to market' AI related products
- Well positioned for growth in the significant AI market
 - SonoLyst launched on the Voluson Expert 22 in July 2022
 - ScanNav Anatomy PNB granted *De Novo* clearance by the FDA for sale in the US on 18 Oct 22
- Opportunity to strengthen the balance sheet
 - Raising a minimum of £3.5m from new and existing shareholders



Imaging background



- Since the discovery of X-Ray, medical technology has been advancing to provide images that help clinicians see inside the human body...
- Of all available imaging modalities, X-Ray, MRI, CT etc., ultrasound is the cheapest, safest and its diagnostic applicability in many areas is well recognized, but...
- Unlike the X-Ray, MRI, CT, ultrasound is a dynamic, real-time modality where the skills of the operator are paramount

Our vision is to make ultrasound easier to learn and simpler to use by minimising this obstacle

Our 'Classroom to Clinic' approach to ultrasound



The 'operator dependency' of ultrasound provides an opportunity for IU to exploit **MULTIPLE** markets:

TRAINING

REAL TIME CLINICAL SUPPORT

AUTOMATED DIAGNOSTICS

CLASSROOM SIMULATION

CLINICAL AI SOFTWARE

CLINICAL AI SOFTWARE

c.\$200m market by 2026 1

\$1.3bn market by 2028 ²

\$1.5tn wellness market ³



Clinical scanning/operating theatres



Primary care or selfscanning at home



² Artificial Intelligence in Ultrasound Imaging Market – Global Industry Trends and Forecast to 2028 | Data Bridge Market Research

¹ https://www.stratviewresearch.com/2288/ultrasound-simulator-market.html

³ https://www.mckinsey.com/industries/consumer-packaged-goods/our-insights/feelinggood-the-future-of-the-1-5-trillion-wellness-market



Comprehensive simulation product range























OBGYN

Over 500 systems sold

Echo

Nearly 500 systems sold

PoCUS

Over 200 systems sold

Neonate

New neonate and paediatric simulator

Bronchoscopy

UK and US reseller

Endometriosis module launching in Q1 2023

3D echo officially launched in Jan 2022

4.0 major upgrade launched in Oct 2022

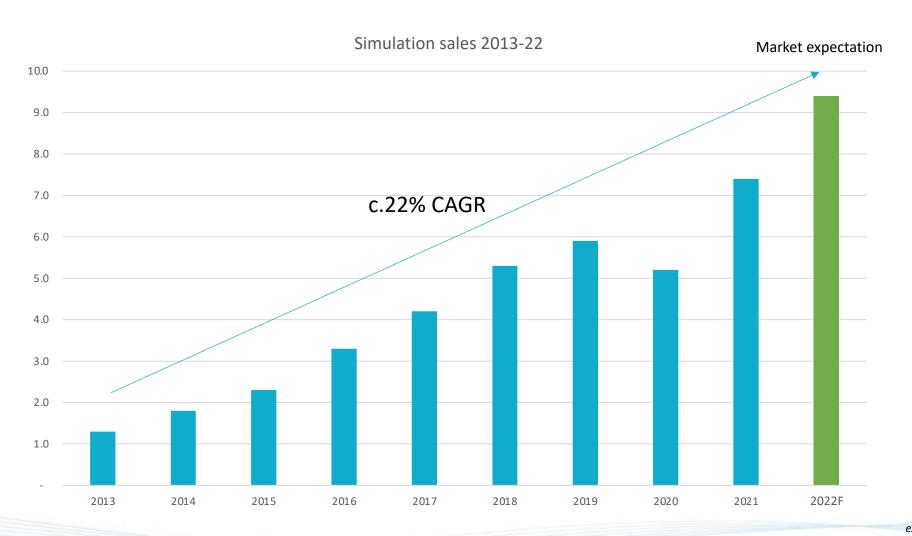
New platform officially launched in Jan 2022





The foundation stone of the business





Over 100,000 medical professionals trained globally in last 5 years*

over 1400 systems sold into over 700 institutions

Ultrasound simulation market estimated to be

c.\$200m by 2026

^{*} Estimate based on ScanTrainer Cloud based users and extrapolated across the range of IU simulator systems since 2018



Built a strong clinical AI capability



Over the last 4 years a strong Al capability has been built in real-time ultrasound imaging

Built on the foundational work of the University of Oxford





23 Al related FTEs including:

- Al developers
- Software Engineers
- Segmentation team
- Project Mgrs



Database of c.15m curated images



Strong clinical

key opinion leader team across multiple medical specialities

GE
Healthcare
partnership

Three Al devices launched and five in development

TWO AI products with regulatory approval for sale in UK, EU and USA

A significant and growing market



Global AI in Medical imaging market projected to cross \$10B by 2027, growing at 46% CAGR Arizton Advisory and Intelligence June 2022

Global AI in Medical Imaging market projected to grow by a CAGR of 36% to \$20.1B by 2031

Transparency Market Research

Global AI based Medical Imaging market valued at c.\$0.8 billion in 2021, with North America leading the regional market share Market Insights July 2022

Al in ultrasound imaging market to grow

at a CAGR of 9.76% to

\$1.3B by 2028

Data Bridge Market Research



3 CLINICAL AI PRODUCTS LAUNCHED



2



Simplifies ultrasound-guided needling by providing the user with real-time Al-based anatomy highlighting for a range of medical procedures. CE approved and on sale in the UK. Granted FDA clearance for sale on 18 October





Classroom to clinic – women's health







CLASSROOM SIMULATION





Automated image analysis for protocol-based scanning



CLINICAL AI SOFTWARE

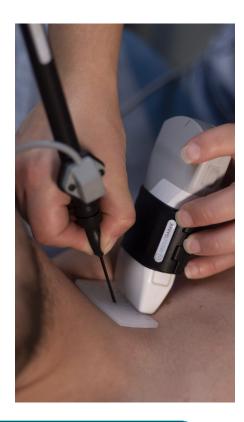
Classroom to clinic - needling











CLASSROOM SIMULATION



ANATOMY Peripheral Nerve Block



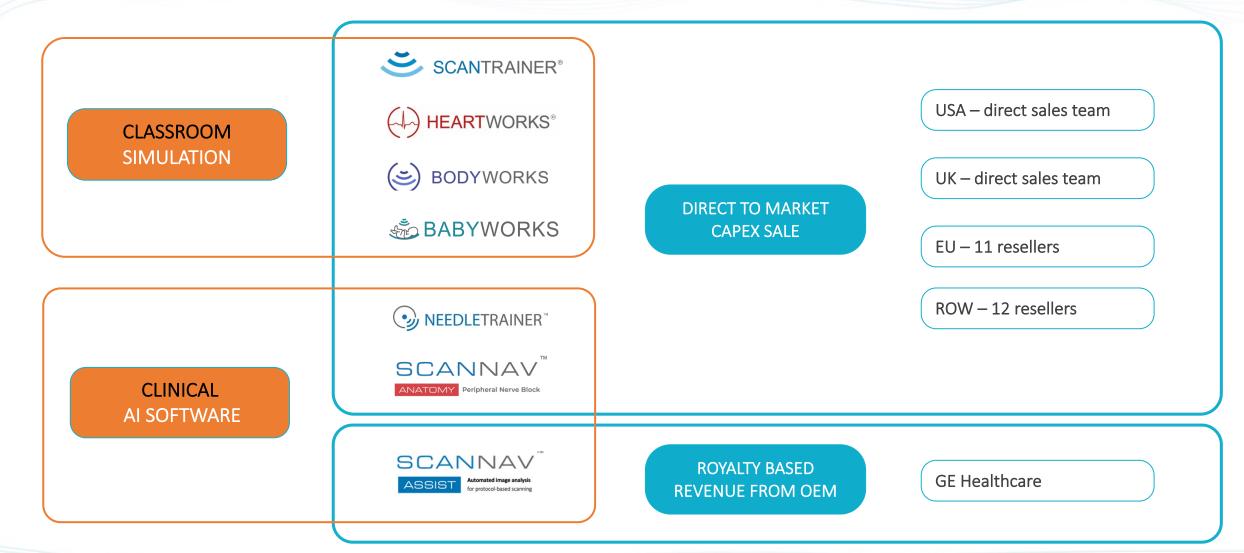




CLINICAL AI SOFTWARE

Commercialisation

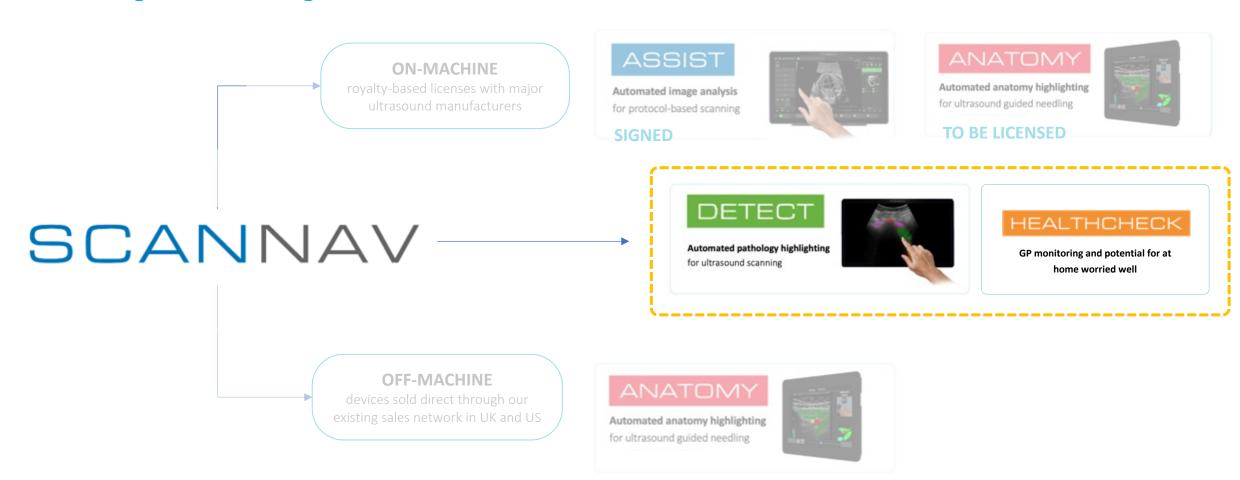




Our vision of the future



Extending our AI into diagnostics



Well positioned for growth













CLINIC AI SOFTWARE







Al is a key element of our growth strategy as we expand both our simulation and clinical Al revenue streams

"2025" vision

£25m revenue

Our 2025 vision revenue is aspirational and for illustrative purposes only. It should not be construed as formal guidance.

Placing



- Raising a minimum of £3.5m to
 - strengthen the balance sheet
 - provide additional working capital
 - including funding the ongoing development of the existing products
- Current cash of £1.5m on target with market expectation
- £2.5m is available for EIS/VCT qualifying investments
- Fund raise expected to take the group to profitability

Summary



- Group now has three clinical AI related products in the market and growing revenues
- Combined with a strong simulation portfolio and established sales
- On target to meet the market expectation FY22 of £10m revenue
- Fund raise to take the group to profitability
- Vision of £25m revenue by 2025 in what the directors believe is exciting and dynamic market

