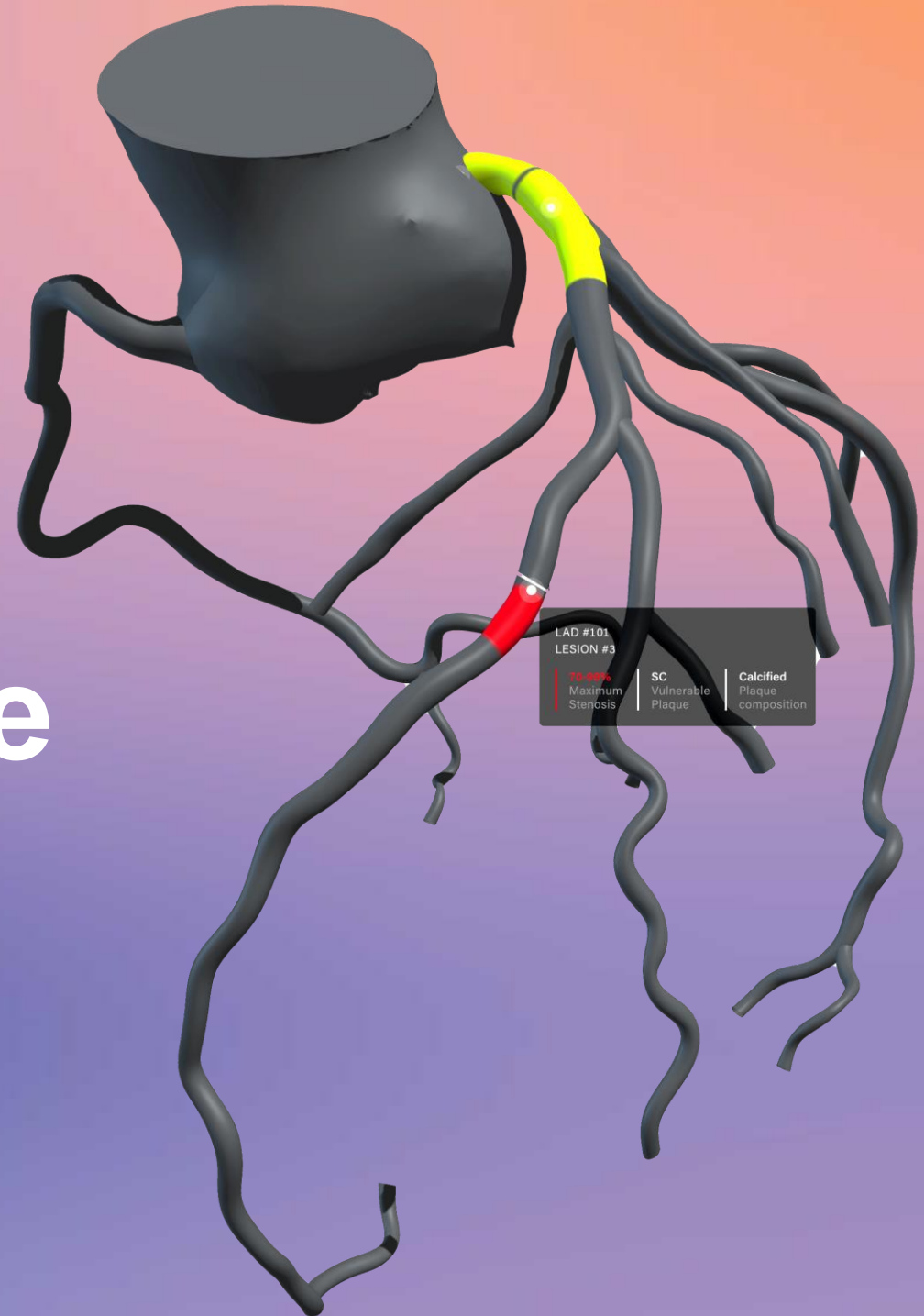


ARTRYA™

# Bell Potter Healthcare Conference

November 2021



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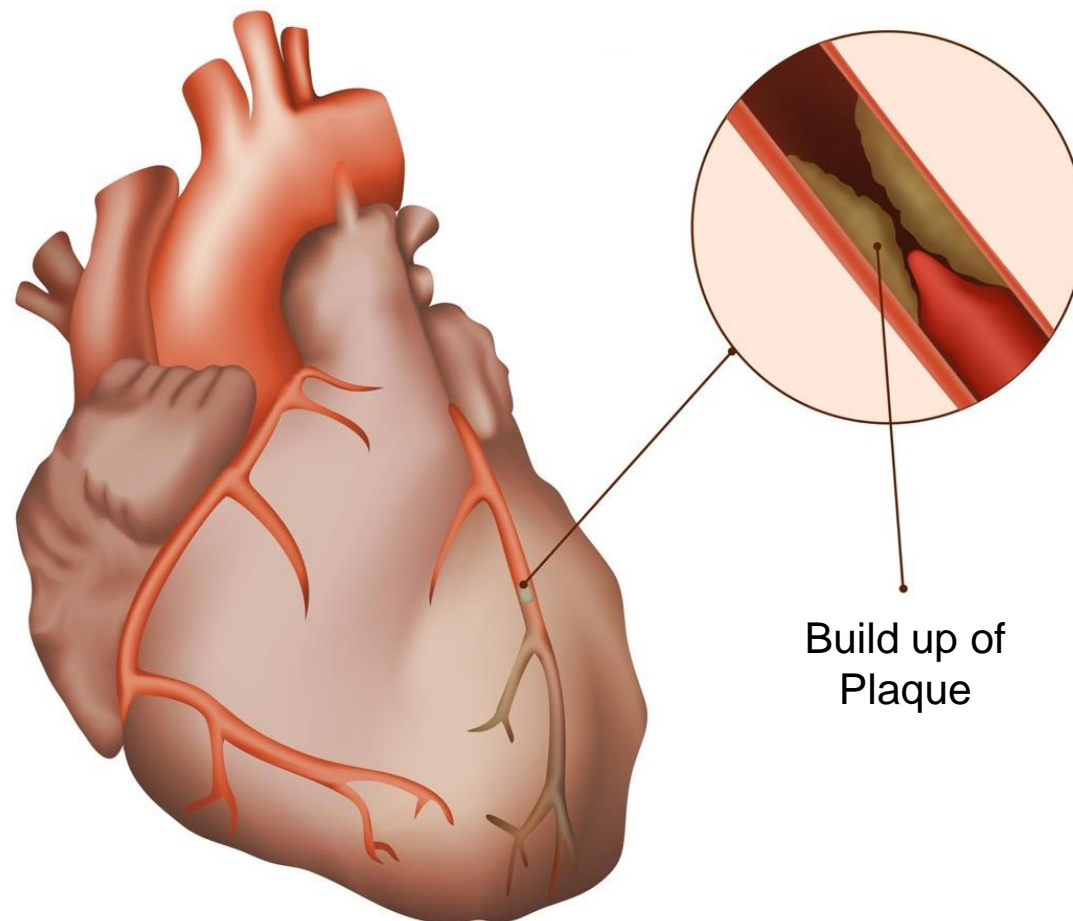
# Executive Summary

Save lives through faster and more accurate detection of coronary artery disease to create economic and social value

- **Coronary Artery Disease – a leading cause of death globally - kills 9m people every year**
- **The leading cause of death, Vulnerable Plaque, is rarely reported**
- **Current approaches of assessing coronary artery disease have failed to reduce heart attacks or death**
- **Artrya has developed a cloud-based AI and machine learning solution to display vulnerable plaque in a comprehensive 3D model within minutes**
- **Benefits: Save lives, better patient outcomes, reduced costs, increased efficiencies, improved revenue and margins**
- **Salix Coronary Anatomy (SCA) was included in the Australian Register of Therapeutic Goods (ARTG) in November 2020.**
- **SCA commercially available today with solid pathway to revenue**
- **FDA & Health Canada applications Sep-21; CE Mark Europe & UKCA Nov-21**
- **Three patent applications to date, one in process and further applications planned**
- **SCA in market at Envision Medical Imaging, interstate pilots commenced**
- **SCA appointed to UK NHS AI Framework Agreement 2+2yrs, 1,250 hospitals**
- **World class team**
- **\$60m capital raised to date, \$1m Federal Government grant**
- **Target ASX IPO date 26 November 2021**

# Coronary Artery Disease is a leading cause of death globally

Current approaches of assessing coronary disease fail to reduce heart attacks or death<sup>1</sup>



---

**126 million**  
people with significant heart disease<sup>2</sup>

---

**1/3**  
of deaths globally are from heart disease<sup>3</sup>

---

**9 million**  
CAD deaths per year<sup>3</sup>

---

---

Each year heart disease costs the United States  
**\$219 billion**<sup>5</sup>

---

In Australia, someone dies of heart attack every  
**13 minutes**<sup>4</sup>

---

The culprit is particularly unstable soft plaque that ruptures called  
**Vulnerable Plaque**

1. Hochman JS et al. Ischemia Trial. New England Journal of Medicine 2020  
2. Global Epidemiology of Ischemic Heart Disease: Results from the Global Burden of Disease Study, Khan et al., Jul 2020  
[https://www.who.int/en/news-room/fact-sheets/detail/cardiovascular-diseases-\(cvds\)](https://www.who.int/en/news-room/fact-sheets/detail/cardiovascular-diseases-(cvds))  
3. Australian Bureau of Statistics 2019, Causes of Death 2018, cat. no. 3303.0, September  
4. <https://www.cdc.gov/policy/polaris/healthtopics/heartdisease/index.html>

**The global problem of heart disease is driving a large and growing imaging market**

**5  
Billion**

All scans per year globally  
(5% cagr)<sup>1</sup>

**375  
Million**

CT procedures  
per year globally

**...but this alone has failed to address the leading cause of death**

**Estimated  
Serviceable  
Market**

**20  
Million**

Cardiac CT procedures/year by  
2025  
(North America and EU)

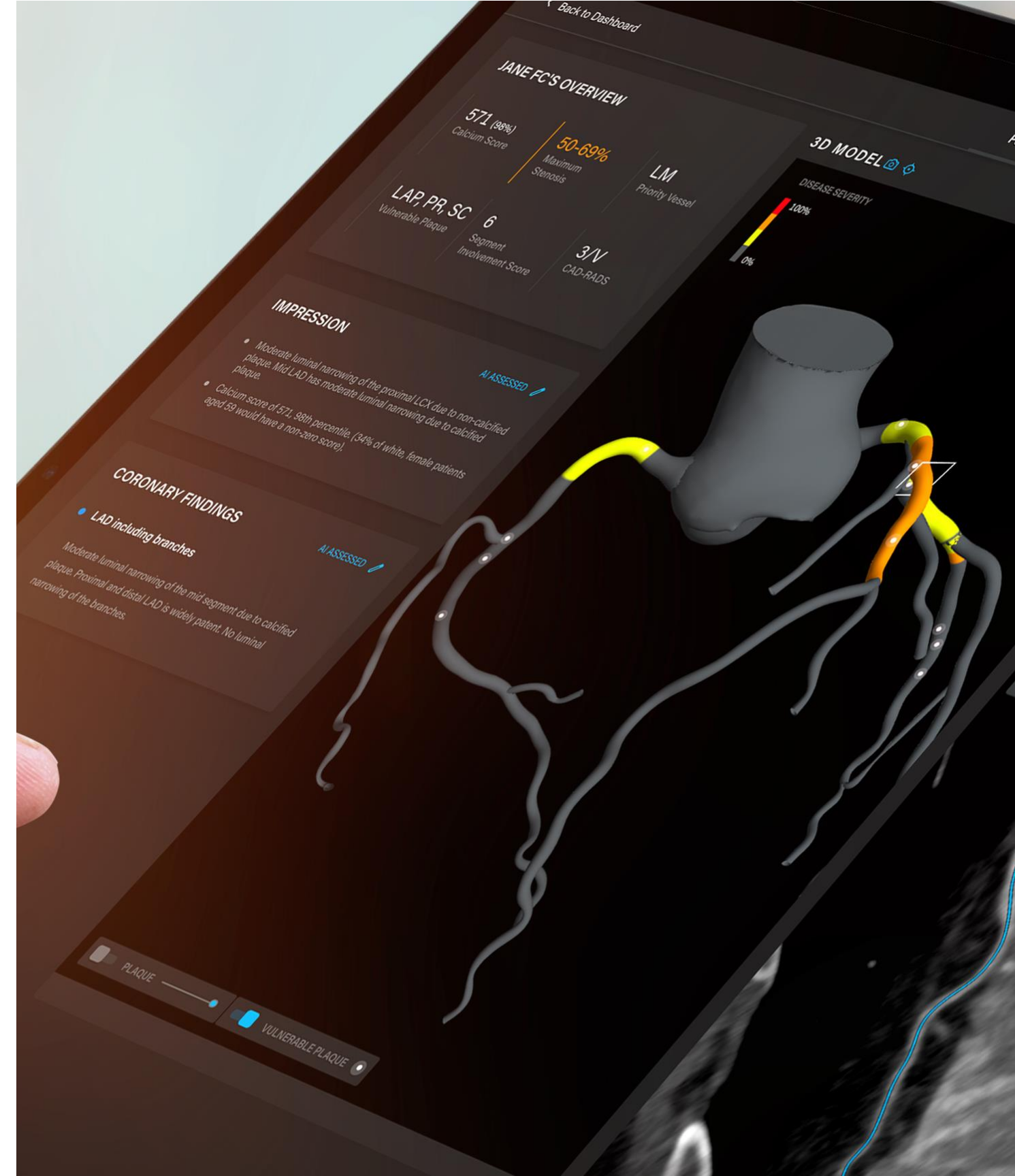
# Medical imaging is ripe for disruption

The **lack of progress** in half a century and **failure** to reduce heart attacks<sup>1</sup> has been due to

the inability to identify the leading cause of death:

**Vulnerable Plaque that is difficult to see and is rarely reported**

1. Hochman JS et al, Ischemia Trial, New England Journal of Medicine 2020



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# Introduction to SALIX

# Current approaches fail to identify patients at risk of heart attack



## Coronary Event

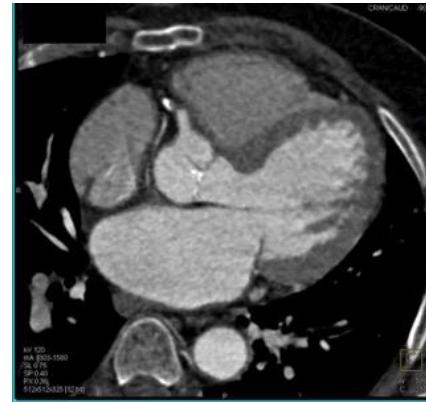
### Patient



### Chest pain

## Non-Invasive Testing

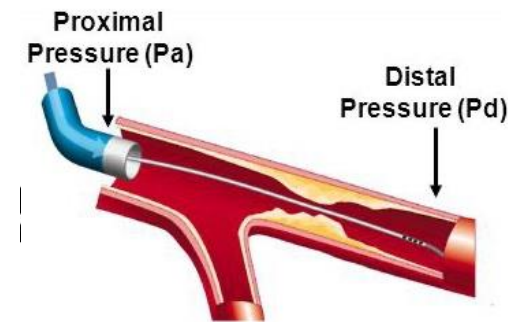
### Coronary CT Angiogram



- Clinicians are under time pressure and reporting scans can take days
- Current focus on calcium buildup and stenosis (narrowing of arteries) greater than 50%
- In 50% men and 64% women, the first symptom of CAD is death...
- But 2/3 of those who died had less than 50% stenosis<sup>1</sup>

## Invasive Testing

### Invasive Blood Flow Test

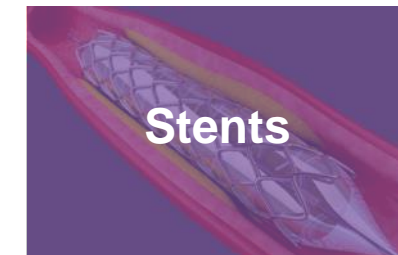


- Common procedure is invasive test, requiring a wire to be inserted into a patient's leg and directed into the coronary arteries
- Costly and takes up to 24 hours
- Risk of wire puncturing arteries
- 58% of patients receiving this procedure never needed an invasive test<sup>2</sup>

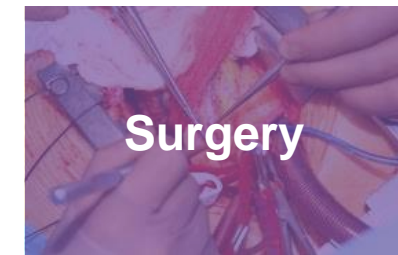
## Treatment



### Statins



### Stents



### Surgery

May be ineffective or unnecessary

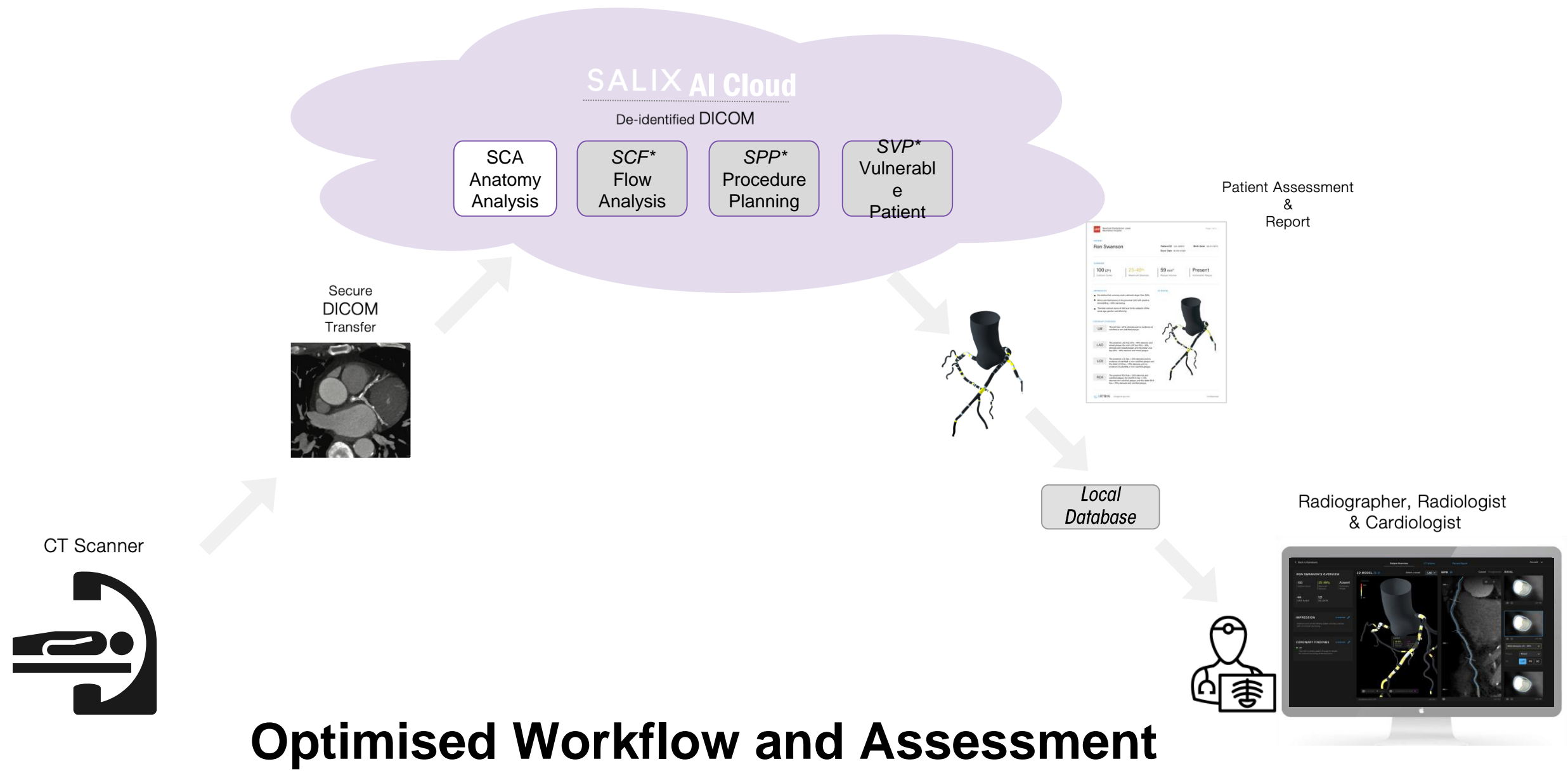


# Salix solution is unique in reporting the leading cause of death, and it does so in minutes

...more accurately & without risky invasive procedures

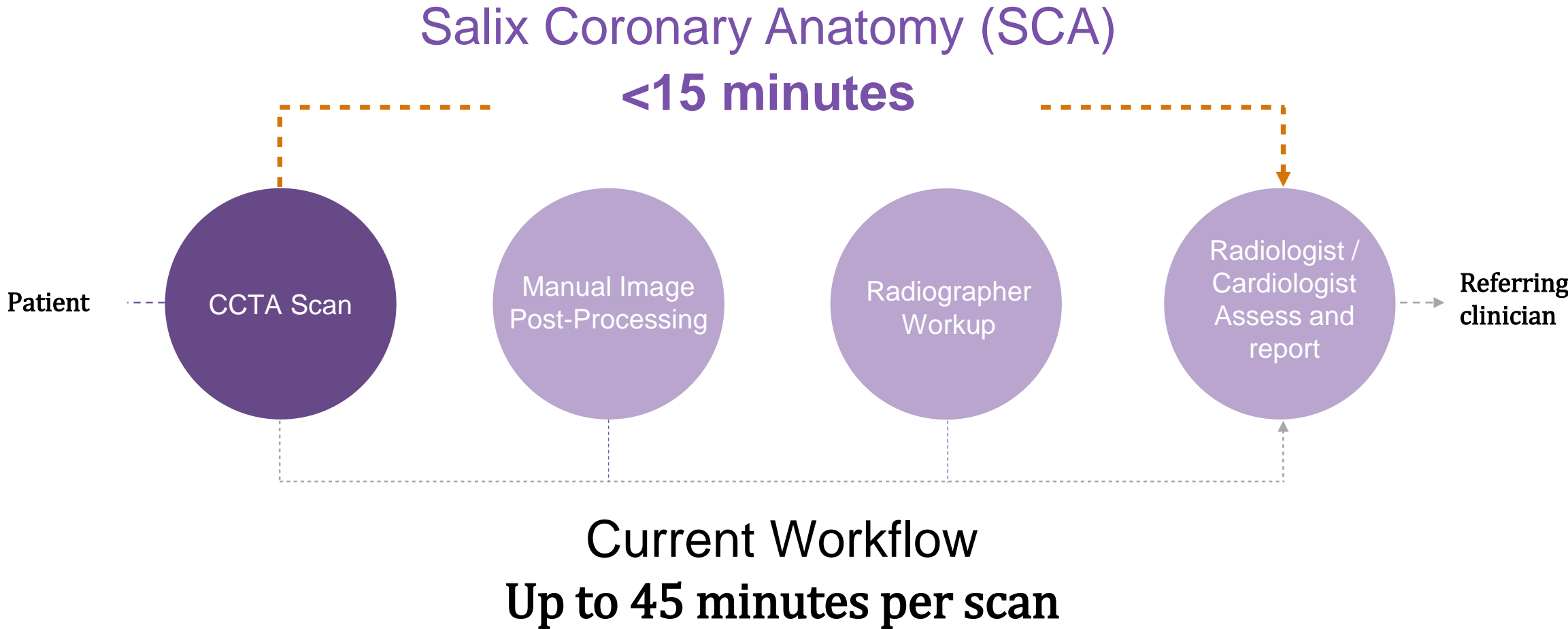


# Salix cloud-based workflow



\* Roadmap or In Development

# Identification of Vulnerable Plaque and reduced scan-to-report time



# Salix delivers benefits to clinicians and patients from a single point-of-care solution



Radiographer

## Imaging Automation

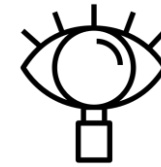
- Artery tracking
- Artery annotations
- Detection/calculation of calcium



Radiologist

## Workflow Optimisation

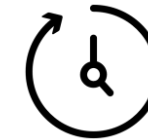
- Within 15 minutes
- Identification of Vulnerable Plaque
- Reporting to international standards
- Editable
- High accuracy
- Non-invasive whole heart blood flow assessment\*



Cardiologist

## Patient Insight

- Rapid assessment
- True understanding of patient risk
- Better patient engagement with interactive 3D model
- Elimination of invasive test



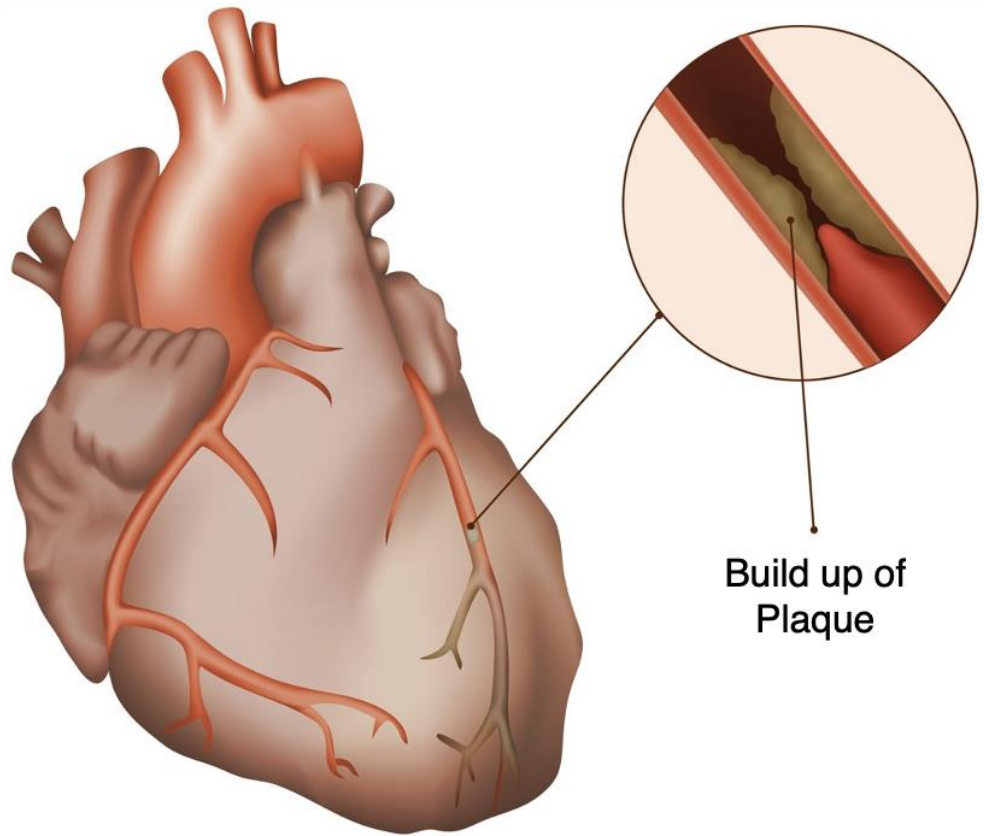
Patient

## Improved Outcomes

- Faster diagnosis
- Improved treatment plan
- Better health outcomes
- Less time, cost, risk

\* In development

# Artrya's product pipeline moves us towards predicting the patient at risk



Whole heart characterisation for CAD  
**Vulnerable Plaque Burden (SCA)**

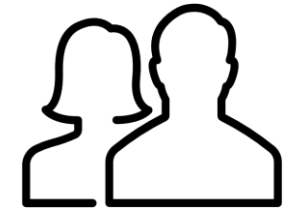
*In development*

*Severity*  
**Blood flow assessment\* (artery and heart) (SCF)**

*Roadmap*

*Event linked*  
**Outcomes and medication\* (SPP)**

*Roadmap*



*Vulnerable Patient*  
**Predicting the Patient at Risk\* (SVP)**

\* Planned or in development

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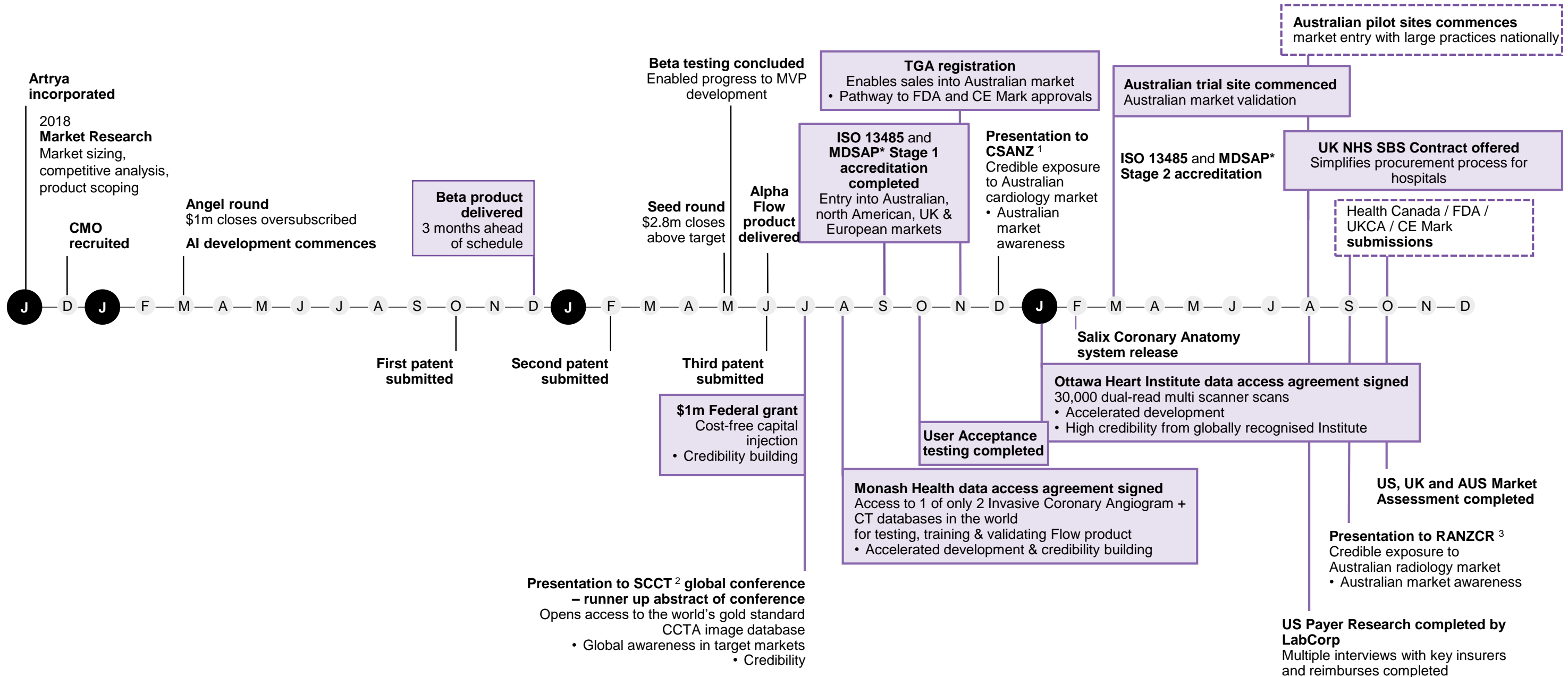
# Company Overview

# Company history is one of delivery

● 2018 ● 2019

● 2020

● 2021



\* MDSAP qualifies Artrya product at highest medical standard internationally

1. Cardiac Society of Australia and New Zealand  
2. Society of Cardiovascular Computed Tomography  
3. Royal Australian and New Zealand College of Radiologists

# SaaS business model allows rapid uptake and delivers high gross margin

Business model **designed to rapidly penetrate CCTA market with no upfront costs**

'pay as you go' & 'subscription' pricings avoids capital expenditure for practices



## Freemium

Rapid market share

Access a free version for a limited period, or a version with restricted functionality



## Pay-Go

Rapidly scalable

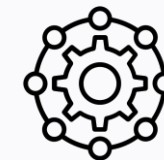
Charge a single flat fee per image scanned



## Subscription

Repeatable, Predictable

Annuity stream for access to services and features



## Licensing

Distribution Channel

Third-parties / OEM's integrate into their products and services offering



# Artrya competitive advantage and barriers to entry

Early mover advantage, continual patent protection and strong product pipeline provide Artrya with a strong competitive advantage



## Early mover

- Early mover advantage in the detection of Vulnerable Plaque, non-invasive functional assessment and patient risk assessment allows Artrya to deploy Salix into the market and develop further products to defend the position and differentiate from future competition



## Access to critical images and research collaborations

- **Envision Medical Imaging:** 20,000+ CCTA scans & associated reports, 200,000 annotations completed
- **Ottawa Heart Institute:** world-leading centre providing access to 30,000 dual-read CCTA scans
- **Monash Health:** research collaboration on non-invasive blood flow leveraging CCTA+Invasive Coronary Angiogram data



## Patent protection and Intellectual Property

- 3 provisional patents lodged. Additional system patent being prepared for lodgment
- Company-developed cloud-based annotation tool to rapidly develop AI training data
- Company-developed cloud-based Computational Fluid Dynamic solution to generate large training sets for Flow product



## Clinical research capability

- World-leading expertise in Vulnerable Plaque and flow analysis
- In-house annotation team creating thousands of training datapoints for AI



# Board and Senior Team



*Bernie Ridgeway*  
**Chair**



*John Barrington AM*  
**Co-Founder**  
**Managing Director**



*John Konstantopoulos*  
**Co-Founder**  
**Executive Director - Product**



*Prof Girish Dwivedi*  
**Chief Medical Officer**



*Dr Abdul Ihdahid*  
*PhD*  
**Medical Officer**



*Prof Benjamin Chow*  
**Clinical Advisory -**  
**OHIRC**



*Julien Flack PhD*  
**Chief Technology**  
**Officer**



*Dimitris Mitsouras*  
*PhD*  
**Flow Advisory - UCSF**



*Jessica Monk*  
**Chief Marketing**  
**Officer**



*Janice Marcon*  
**People & Culture**  
**Officer**



*Mark Wainwright*  
**Chief Financial Officer**

*Jack Joyner*  
**Senior AI Data Scientist**

*Simon Kwok*  
**Senior AI Data Scientist**

*Seamus*  
*Mulholland-Patterson*  
**AI / Software Engineer**

*Myat Thu*  
**DevOps Engineer**

*Chris Botman*  
**Frontend Developer**

*Khan Maxfield*  
**Flow Developer**

*Celine Royet*  
**Quality and Regulatory**  
**Affairs Manager**

*Stewart Boyne*  
**Program Manager**

*Nadia Denston*  
**Research Analyst**

*Edward Chin*  
**Research Analyst**

*Matt Gadenne*  
**Research Analyst**

*Steve Starkie*  
**Patent Attorney**

*Pascal Sun*  
**Full Stack Developer**

*Joszef Nagy PhD*  
**Flow Engineer**

*Riaz Kingston*  
**Business Development**  
**Manager**

*Angel Thanur*  
**Full Stack Developer**

*Andres Javara*  
**Front End Developer**

*Phil Weir*  
**Full Stack Developer**

# Key Points

"From the time a scan is completed, within a few minutes I can select the patient of highest interest, and all the vessels are tracked, lesions are identified and assessed....and a report is written. All before I touch the keyboard."

Dr Lawrence Dembo – Senior Cardiologist  
Envision Medical Imaging

- **Current approaches of assessing coronary disease have failed to reduce heart attacks or death**
- **Cloud-based AI and machine learning solution to display vulnerable plaque in a comprehensive 3D model within minutes**
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- **ISO 13485 and Medical Audit Single Audit Program (MDSAP) certifications**
- **SCA product in market at Envision Medical Imaging, interstate pilots commenced & pathway to revenue**
- **Three patent applications to date, one in process and further applications planned**
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