# **Resonance Health Ltd**

#### Annual General Meeting 15 November 2012

### Resolutions

# Proxy Results Resolution 1

### Adoption of the Remuneration Report

	For	Against	Abstaining	Discretionary
Res 1	7,417,031	1,414,381	3,815,290	9,245,075



# Proxy Results Resolution 2

### **Re-election Dr Timothy St Pierre**

	For	Against	Abstaining	Discretionary
Res 2	12,564,439	82,263	0	9,245,075

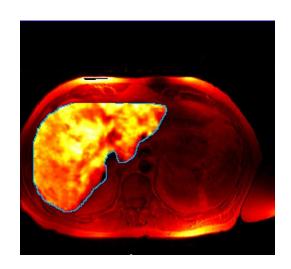


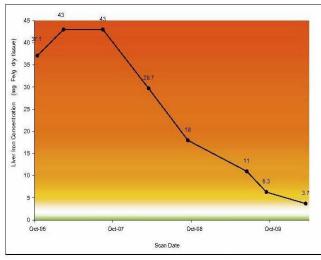
# **Resonance Health Ltd**

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> Ms Liza Dunne Managing Director

# FerriScan – gold standard diagnostic tool for measuring iron overload







- ".....spin-echo imaging as proposed by St. Pierre et al. currently remains the gold standard." <sup>1</sup>
- ".....the current non-invasive gold-standard, FerriScan, for liver iron quantification." <sup>2</sup>
- Number of liver biopsies performed to assess liver iron concentration has significantly reduced in US and UK clinics since FerriScan became available.
  - **2002-2004: 65.6%**
  - o 2009-2011: 1.8% <sup>3</sup>

1. Juchems et al.(2012) Fortschr Röntgenstr

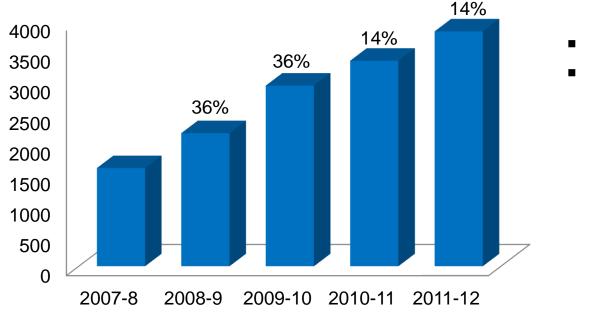
2. Cheng et al. (2012) American Journal of Hematology

3. Kwiatkowski et al. (2012) BLOOD



### FerriScan sales growth

#### FerriScan sales volumes and % growth year-on-year



- 36% growth in the UK
- 28% growth in the USA

**Resonance** Health

- Routine clinical sales growing at a higher rate than total sales reducing reliance on sales to pharmaceutical companies
- Routine clinical sales contributed 42% to revenue in 2011-12 FY

### Growing FerriScan customer base

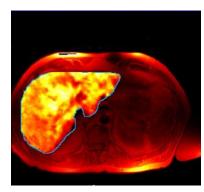
- FerriScan became available in Scotland, Ireland, Switzerland, Brazil, Argentina, Colombia, Mexico and Venezuela
- There are now 44 FerriScan facilities in North America and more than 125 world wide





### FerriScan

- US and EU markets continue to show strong growth
  - 36% growth in the UK
  - 28% growth in the US
- Some FerriScan facilities are using the Company's Cardiac T2\* service for cardiac iron assessment



- Reimbursement progress in the USA with some Insurers agreeing to cover FerriScan costs
- Patient advocacy groups actively support FerriScan reimbursement
- Pharmaceutical company purchase FerriScan vouchers to support patients with iron overload
- New pharmaceutical clinical trials using FerriScan began during the year

Potential FDA expansion of FerriScan label to be a companion diagnostic for identifying and monitoring patients on iron chelation therapy. Decision timeframe Q1 2013

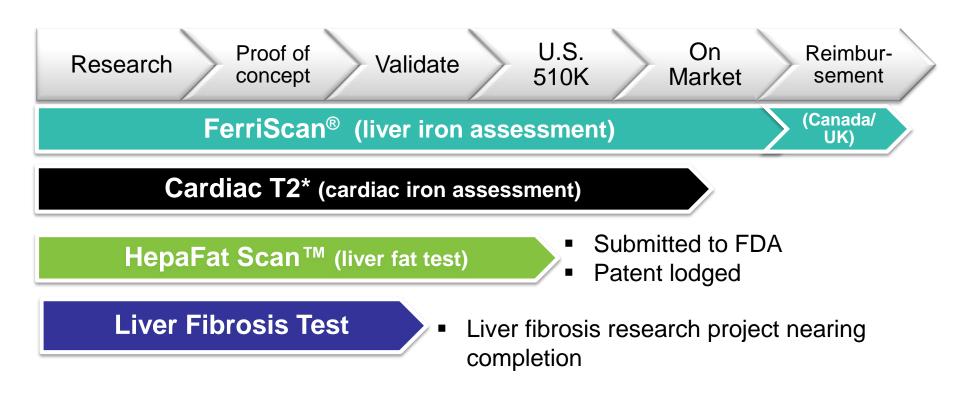


### **Financial Results**

- Revenue down 11% due to decline in clinical trial services for iron overload therapy
- Strong Australian dollar negatively impacted revenue 80% of revenue received in US dollars
- Revenue from the routine clinical use of FerriScan contributed 42% of total revenue and is growing
- Loss of \$269k
- 9% decrease in total expenditure
- 30 June 2012 cash balance \$1.180m
- 30 October 2012 cash balance \$1.172m



### Growth through R&D and collaborations

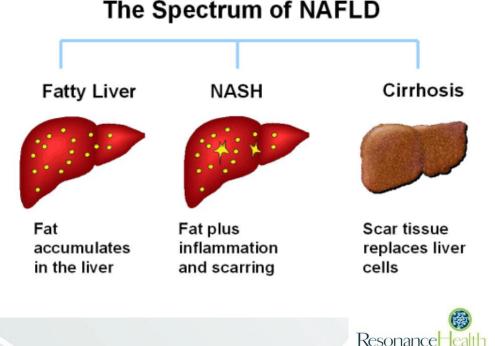


Resonance Health is actively seeking opportunities to collaborate on projects which have synergies to the underlying strengths of the Company and provide a positive return to shareholders.



### HepaFat-Scan<sup>™</sup>

- Large non-alcoholic fatty liver disease (NAFLD) market
- Approximately 30% of the US population has fatty liver disease
- NAFLD is the most common cause of liver disease in the western world
- NAFLD projected to be the leading cause of liver transplant by 2020
- Pharmaceutical companies need an accurate noninvasive tool to measure liver fat in clinical trials
- HepaFat-Scan shows superior sensitivity and specificity performance than any other published method
- Patent lodged
- FDA submission made



### Liver fibrosis project

- Pathologist assessment of liver fibrosis will be compared to MRI assessment of liver fibrosis
- Patient recruitment completed and all patient measurements completed
- Liver fibrosis (scarring) is caused by fatty liver disease, viral hepatitis (affecting 170m), iron overload and excess alcohol consumption
- Liver fibrosis can progress to liver cirrhosis
- Liver cirrhosis is one of the top 10 causes of death in the USA and is a significant predictor of liver cancer
- Early diagnosis and effective management can significantly improve patient outcomes
- Pharmaceutical companies and clinicians need access to an accurate non-invasive diagnostic tool for assessing liver fibrosis
- Potential licensing opportunity



# Summary

- Strong growth in FerriScan sales volumes
- Positive US reimbursement progress
- Potential FDA relabeling of FerriScan possible implications for expanding role with pharmaceutical companies
- Revenue increasing from the routine clinical use of FerriScan
- Cash burn expected to reduce this financial year with increased sales and lower R&D costs
- Liver fibrosis research project to be completed soon
- Other potential collaborations are being explored to drive shareholder value



# Thank You



