# Resonance Health Limited Annual General Meeting Presentation

14th November 2013

**ASX: RHT** 



### **About Resonance Health**

#### Resonance Health Ltd

#### FerriScan®

- Iron overload MRI test
- Image analysis fees
- Clinical trial service fees
- Profitable operation
- Patent protected

#### HepaFat-Scan®

- Fatty liver MRI test
- Development completed
- FDA submission made
- Patent application lodged

#### **Fibrosis**

- Liver fibrosis
   MRI test
- R&D phase

## Other Opportunities

 To increase shareholder value



## FerriScan® strategy

#### Clinical trials

- Target clinical trials and drug development for iron overload conditions
- Multi-year contracted services

# Management of patients with iron overload

- 120+ facilities using FerriScan® in the management of patients with iron overload
- · Fees charged for image analysis service

## Strategic Partnerships

- Relationships with global pharmaceutical companies to provide the FerriScan<sup>®</sup> diagnostic for patients
- FDA approved 'companion diagnostic' to prescribe iron chelation drugs in some patients

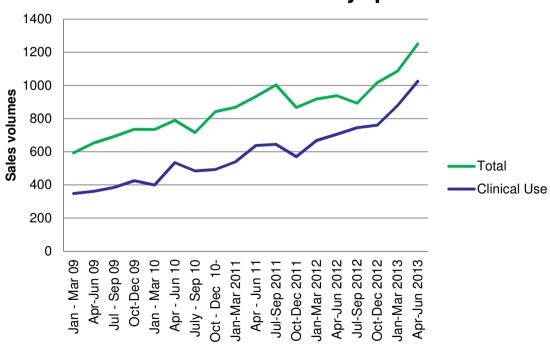


## FerriScan® volume growth

#### Year on year total volume growth:

- 2012/13 11% growth
- 2011/12 14% growth
- 2010/11 14% growth
- 2009/10 29% growth

#### Total sales volumes by quarter





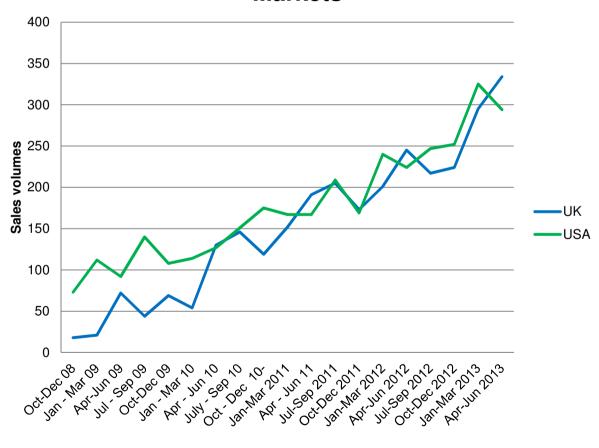
### FerriScan® in clinical trials

- Five multi-year contracts signed during the year
- Approximately 50% of revenue comes from clinical trials using FerriScan<sup>®</sup>:
  - Project and data management services
  - Central image analysis and reporting
- Two global pharmaceutical companies using FerriScan®
- in their clinical trials for iron chelation therapy
- NIH (US) funded study for sickle cell patients with iron overload involving 25 facilities in the US using FerriScan®
- European Commission funded study on iron overload in pediatric patients using FerriScan®



## Growing use of FerriScan® outside of clinical trials

## Sales volumes (by quarter) in USA and UK Markets





### Growth in the use of FerriScan®

- 30%+ growth in the UK and US
- Increase in the number of MRI facilities providing FerriScan®
  - 30 new FerriScan MRI facilities established in 2012/13
- FerriScan® became available in the following countries:
  - · Vietnam, United Arab Emirates, Oman, Norway, Sweden, Cyprus
  - Since 30 June Algeria, Tunisia, South Africa and 3 facilities in China
- Reimbursement
  - Some US Insurance Payers are now reimbursing FerriScan<sup>®</sup>
  - Application submitted for a current procedural terminology (CPT) code in US
- FDA approval expanding the 'indication for use' of FerriScan®
  - · Approved companion diagnostic device
- Increasing market awareness
  - New scientific publication demonstrates FerriScan's unique strengths

80% of total volume of work performed was for non-clinical trial use of FerriScan®



## FerriScan® - new FDA approved indication

- FerriScan® received a new FDA approval in January 2013 as a liver iron companion diagnostic device for deferasirox.
- The FDA stated:
  - "[FerriScan® is]...intended to aid in the identification and monitoring of non-transfusion-dependent thalassemia [NTDT] patients receiving therapy with deferasirox.
  - ...[FerriScan®]...is essential to the safe and effective use of deferasirox in patients with non-transfusion-dependent thalassemia."
- 270m carriers of inherited disorders of haemoblobin
  - Estimate 300,000 400,000 births pa.
  - Non-transfusion-dependent thalassemia is prevalent in India, South-East Asia, China, the Middle East and North Africa.
  - Carrier rates can be as high as 40-60% of the population.



## HepaFat-Scan®

- FDA submission made for HepaFat-Scan<sup>®</sup>
  - Initial submission in mid-2012. The FDA requested changes to the submission path due to the unique characteristics of HepaFat-Scan® compared to comparative technologies
  - Resonance Health amended the submission in March 2013
  - FDA commenced the review process. Requested additional information in May 2013 which was provided in Nov 2013
- FDA decision expected Q1 2014
- Patent application lodged for HepaFat-Scan<sup>®</sup>



## HepaFat-Scan® market

- 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
- Liver surgery
  - Patients with moderate to high levels of liver fat having major liver surgery have increased risk of death and more post-operative complications
  - An accurate assessment of liver fat could affect patient selection criteria and the surgeons approach to liver resection, improving the outcome for liver cancer patients
- Pharmaceutical companies need an accurate non-invasive tool to measure liver fat in clinical trials for drugs in development



### Liver fibrosis project

- Resonance Health completed a study in 2012 to explore the use of MRI to detect and score liver fibrosis in collaboration with Pfizer and the Victorian Liver Transplant Unit at the Austin Hospital
- Results were equivocal work is in progress to refine the methods of analysing the MRI data collected in the study
- Results expected in Q1, 2014
- Market
  - 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 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 to assess liver fibrosis



### Summary

- Strong growth in FerriScan<sup>®</sup> sales volumes mainly in the routine clinical use of FerriScan<sup>®</sup>
- Significant increase in number of FerriScan<sup>®</sup> sites
- Strategic partnerships with large pharmaceutical companies
- Positive US reimbursement progress
- FDA approval for new indication for FerriScan®
- HepaFat-Scan® submission with the FDA
- Liver fibrosis project outcome due Q1, 2014
- Other potential collaborations are being explored to drive shareholder value



#### Financial results

- Receipts from customers of \$1.9m, up 34% from previous year
- Cash at year end of \$1.1m
- Sales revenue down 2%
  - decline in clinical trial services revenue
  - strong Australian dollar negatively impacting revenue (80%+ of revenue from exports)
  - growth in revenue from the routine clinical use of FerriScan
- Net loss of \$204k, down from previous year loss of \$269k
- 7% decrease in expenditure



## End of presentation



## Resolutions



# **Proxy Results Resolution 1**

### **Adoption of the Remuneration Report**

For	Against	Abstaining	Discretionary
27,102,300	883,963	36,700	3,325,521



## **Proxy Results Resolution 2**

### **Election of Dr Martin Blake as a Director**

For	Against	Abstaining	Discretionary
27,912,695	110,268	0	3,325,521



# **Proxy Results Resolution 3**

## Election of Dr Jason Loveridge as a Director

For	Against	Abstaining	Discretionary
34,127,190	120,450	0	3,325,521



## Close of meeting

