

# Resonance Health Limited



Annual General Meeting 2018

8 November 2018 | ASX: RHT

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Resonance Health (ASX: RHT) was founded in 2004 and is headquartered in Perth, Western Australia. RHT is an Australian healthcare company specialising in the development and delivery of non-invasive medical imaging software and analysis services. Our products are used by clinicians in the diagnosis and management of human diseases and by pharmaceutical companies in their clinical trials. Resonance Health has gained endorsement by leading physicians worldwide for consistently providing high quality quantitative measurements essential in the management of particular diseases.

Resonance Health has established a global distribution network of over 450 hospital centres, and has successfully obtained regulatory clearance for 5 medical devices. We are expanding our distribution network via channel partner collaboration. Resonance Health has expertise in AI with both the development of FerriSmart, the Company's ground-breaking AI tool for the quantification of liver iron concentration (LIC), and active development of other solutions in other disease cohorts. The Company continues to build upon its outstanding reputation in the field with clinicians, and strong relationship with pharmaceutical and therapeutic companies to further position the Company's services to the medical community.

### Capital Structure & Substantial Shareholders:

- 402.5m shares on issue
- 21m Options with exercise prices from 3-10c expiring 9 Mar 2021
- 500K Options with exercise prices from 5-7.5c expiring 13 Sep 2021
- Southam Investments Pty Ltd 72.0m shares (17.9%)
- SG Hiscock & Co 37.1m shares (9.2%)
- Board & Management 84.9m shares (21.1%)
- Top 20 Shareholders 200.7m shares (49.9%)

## Progress to date

- **AI in Healthcare** - FerriSmart<sup>®</sup>, the Company's ground-breaking AI solution for the quantification of liver iron concentration (LIC), achieves TGA and CE Mark clearance, making it the only regulatory approved artificial intelligence tool for use in liver iron quantification. Application for regulatory clearance by the FDA was also submitted in August 2018. **Ongoing AI work in other disease conditions.**
- **Increased Profile – Increased market penetration for existing core products.** An additional 8 multi-year work orders from pharmaceutical or therapeutic companies were announced in 2018 for an approximate sum of \$US2.4M\*. All clinical trials are utilising Resonance Health services and slot seamlessly into our existing core processes. (*\*Full payment is contingent upon the successful completion of the trial/s.*) An additional 50 sites activated.
- **Strategic Expansion:**
  - **Assessment of opportunities to expand core business** through acquisitions or licensing of products. (E.g. Agency agreement signed with TeleMedC PTE LTD to distribute an artificial intelligence (AI) Diabetic Retinopathy (DR) grading tool.);
  - **Expansion of the Company's distribution network:** 50 new sites activated plus Alliance Partner Agreement signed with Blackford Analysis;
  - Ongoing assessment of collaboration opportunities including those outside of current disease areas and modalities
- **Successful R&D Claim** - R&D tax incentive of \$452K was secured.
- **Core Products Improvements** – continuous work in R&D to create further value in Company's core services:
  - Commencement of the Dragon 2 Study: aims to significantly shorten the acquisition time of the FerriScan<sup>®</sup> protocol, and complete the 3T FerriScan calibration;
  - 3T HepaFat-Scan calibration complete;
  - NASH Scan, an assessment tool for the screening of non-alcoholic steatohepatitis (NASH) patients.

## 2018 FY Results

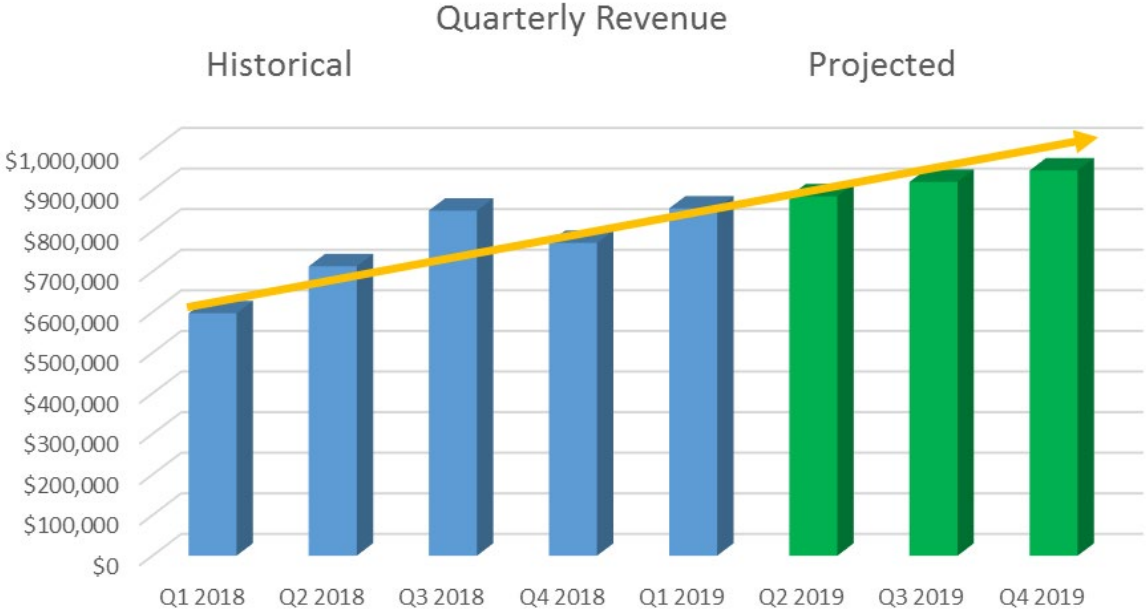
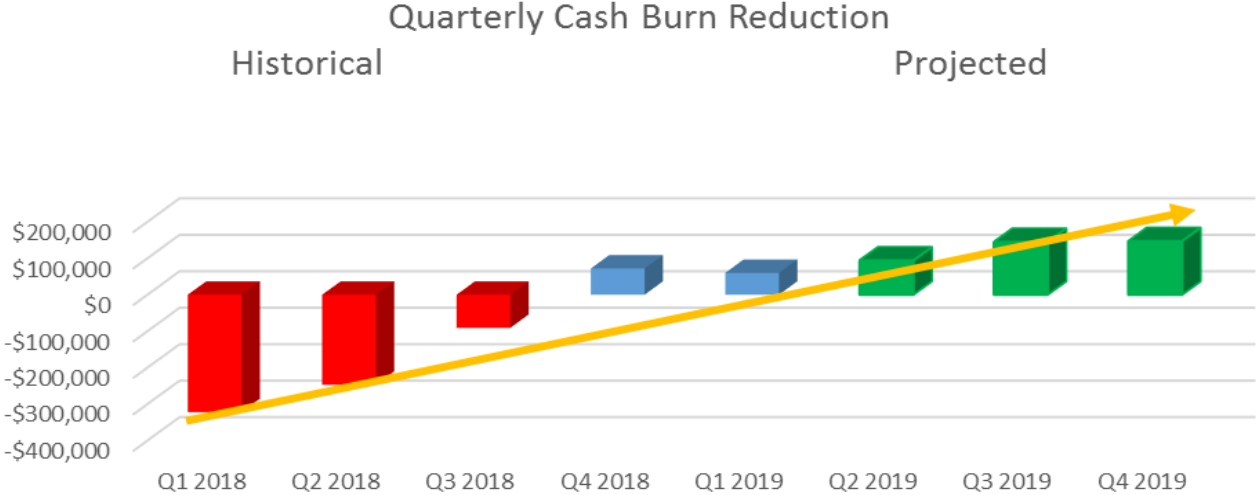
**\$2.91m**  
**Revenue**

**\$114K\***  
**EBITDA**

**\$399K\***  
**NPAT**

*\* Excluding employee share-based payments of \$174,914.*

- Revenue for the FY 17/18 was \$2.91m, an **increase of 17%** versus the previous financial year
- Cash at financial year end of **\$1.55m**. The company has no debt
- Net profit after tax of **\$224,619** for FY 2017/18 including employee share-based payments.
- Receipts from customers were \$2.65m, up **16%** from the previous year's result.



## Forecast

**\$855K**  
Revenue Q1 2019

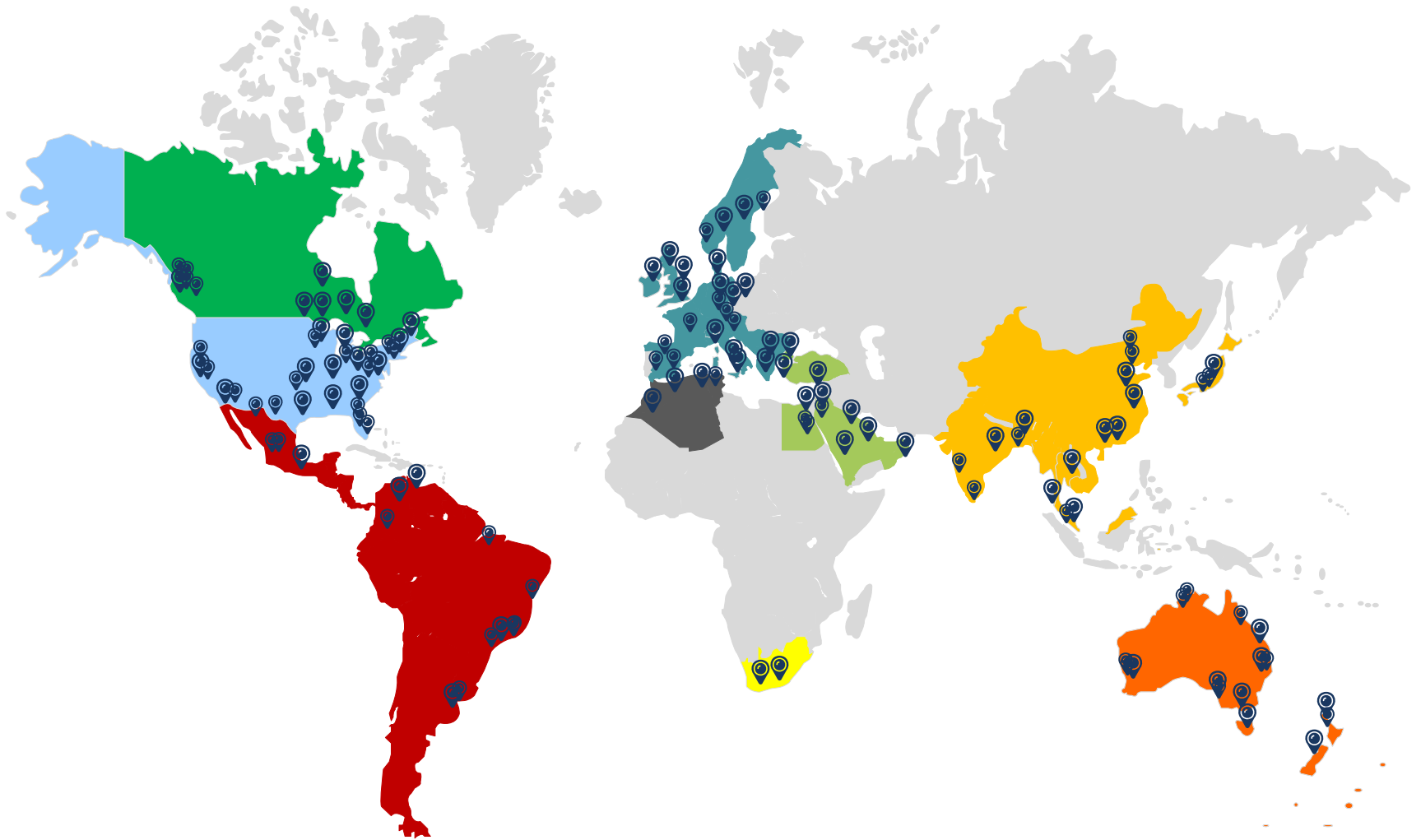
**Over \$500K**  
Projected Half  
Year profit

**\$2.03m\***  
Cash Available

*\* Estimated cash balance of \$1.67m at October 31, 2018 plus anticipated inflows from R&D tax incentive refund*

- Revenue of approx. **\$855K** (unaudited) as of September 2018 (growth of **31%** this year),
- Cash Available **\$2.03m\***. The company has no debt.
- Positive operation cash flow

# Global Footprint



Map icons indicate just some of our FerriScan® locations, with over 450+ sites having now been activated.