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**ENLITIC**

™

# Investor Presentation

7 November 2024



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# AGENDA

1. Enlitic Overview
2. Laitek Acquisition
3. Enlitic Business Momentum
4. Key Industry Event

# Enlitic Overview

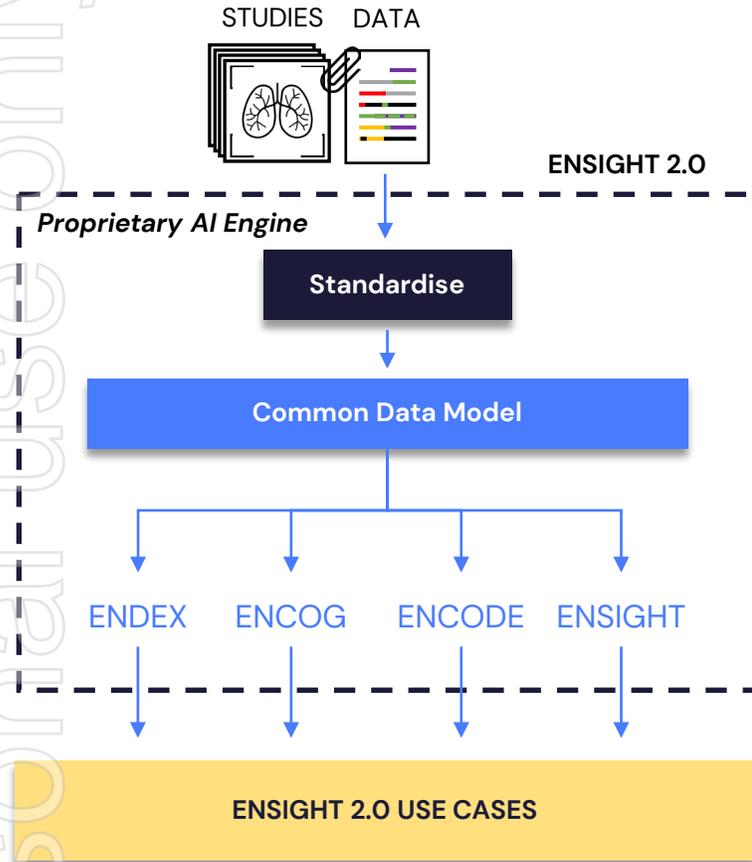
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# WHAT WE DO

The delivery of Ensign 2.0 lays the foundations for expanding capabilities

## ENLITIC CORE COMPETENCY

Illustrative Example



Tangible Benefit	Use Case	Description
Improve Radiologist Productivity	Hanging Protocols	Puts <b>time</b> back in the hands of the <b>radiologist</b>
	Dictation template	
	AI orchestration	
Billing Accuracy	Contrast detection	Identifies and <b>prevents lost billing</b> opportunities
	Anatomy detection	
Data Monetisation	Deidentification	Delivers <b>commercial insights</b> and facilitates the potential sale of highly valuable curated data
	Data Curation	
Operational Efficiencies	Scan times	Drives <b>revenue opportunities</b> via increased patient throughput and reduced admin
	Image orchestration	
H&S / Liability Mgmt	Dose monitoring	Tracks <b>patient wellbeing / safety</b> and reduces legal liability through correcting human errors
	Laterality conflicts	

# NECESSITY FOR ENLITIC USE CASES

Ensign 2.0's use cases have the potential to deliver significant value to our clients

## Improve Radiologist Productivity

**Enlitic estimates that a medium sized health system can achieve an annual increase in revenues by up to c.\$1.2M p.a.<sup>1</sup>**

Inaccurate descriptions increase read times.

Ensign 2.0 corrects study and series descriptions to decrease study read time by ~30 seconds<sup>2</sup>.

## Identify Billing Discrepancies

**Missing or erroneous intravenous contrast could be underbilled in the U.S. by c.\$2B p.a.**

Incomplete and inaccurate data is one of the main causes of underbilling.

Ensign 2.0 reviews the imaging data to identify key procedure data discrepancies.

## Data Value Realisation

**Tempus AI generated c.\$169M from the licensing of data and other analytical services in oncology in FY23**

Non-standardised data reduces efficiency and poses significant challenges for research

Ensign 2.0 standardises imaging data and increases data value.

## Improve and Enhance Data Quality

**15% of extremity studies have unclear laterality, exposing radiology in the U.S. to a potential annual liability of c.\$3.4B**

Inaccurate laterality data increases risk and impacts care delivery.

Ensign 2.0 reviews the data to identify potential laterality conflicts.

## Realise Operational Efficiencies

**A 5-minute reduction in average MRI scan times is expected to yield \$250K per machine p.a.**

Due to siloed, non-standardised data, healthcare organisations struggle to achieve cost savings.

Ensign 2.0's ability to standardise data helps them achieve it.

**Healthcare generates 30% of the world's data and almost 90% of that healthcare data is Medical Imaging Data**

(1) Management estimates

(2) Management estimates derived from real life client examples.

# BALANCE SHEET STRENGTH

Successful capital raise partially fund acquisition of Laitek and provide a robust Balance Sheet

## PLACEMENT



- A\$22,500,000 raised
- Issue price: A\$0.05 per security
- A\$100,000 contributed by Directors
- All resolutions approved at general meeting

## SECURITY PURCHASE PLAN



- Date of closure: 6 November 2024
- Expected commitments: approx A\$800,000
- Issue price: A\$0.05 per security
- All resolutions approved at general meeting



## OUTCOMES



- Provision of significant financial strength to the company
- Partial funding of acquisition of Laitek
- Remainder should be sufficient to fund ongoing operations through to cash flow breakeven

## Laitek Acquisition

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# LAITEK ACQUISITION

A strong strategic fit for Enlitic



1

## Increase commercialisation

Increase penetration of our products with clients



2

## Add complementary products

Enhance our product offering with additive product segments



3

## Add to or strengthen our technological advantage

Continue by strengthening and advancing our leading technology



4

## Create value for securityholders

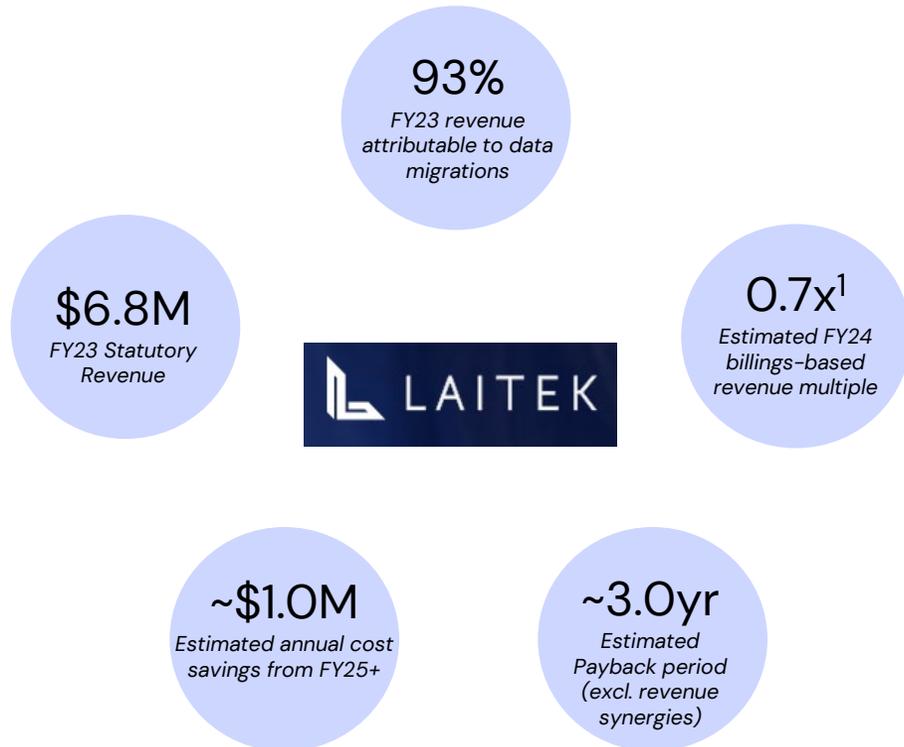
Generate attractive returns from acquisitions by extracting the benefits



# ABOUT LAITEK

## Tech-enabled healthcare data migration

Laitek offers contract-based **data migration services** to US customers on a re-occurring basis as well as ongoing software licensing.



## Key Recent Clients

### OEM Partnership Model



SECTRA

PHILIPS

### Direct Customers

VANDERBILT HEALTH

HCA Healthcare

UnityPoint Health

<sup>1</sup> As at 2 September 2024

# TECH ENABLED DATA MIGRATION

An essential component of the medical imaging ecosystem

## TECH ENABLED DATA MIGRATION

### THE PREMISE IS SIMPLE

The process of extracting, translating and loading archived medical imaging data from one source (legacy PACS) to another source (target PACS)

#### Reasons health systems typically undergo a migration

Internal Upgrades



Storage to cloud



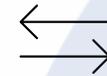
Cost Savings



M&A Activity



### THE REALITY: HIGHLY COMPLEX



Many millions of studies encompassing petabytes of data are needed to be moved



There is an extremely low margin of error and if performed incorrectly, may result in destruction of critical data



Meticulous management of migration timings is necessary otherwise the entire PACS can crash, severely impacting patient wellbeing



Extremely time consuming, often taking upwards of 12+ months to complete



The migration software can take 10+ years and millions of dollars to develop

# STRATEGIC RATIONALE

The Proposed Acquisition of Laitek is expected to deliver on Enlitic's key objectives

1

**Accelerates the value of our use cases**

- Combined service offering gives Enlitic immediate access to 10+ years of historical data while entrenching Ensign 2.0
- Increased depth of data accelerates the value of our Use Cases for clients

2

**Moving critical technology in-house**

- Laitek's routing capability is an essential technology for Enlitic which it would otherwise have to outsource at high cost
- Ability to tailor the capability to suit the implementation of Ensign 2.0 more efficiently

3

**Identification of highly convertible sales leads**

- Established pipeline of migration contracts identifies Enlitic's high value sales leads
- Strategically positioned for the structural industry evolution towards cloud-based storage

4

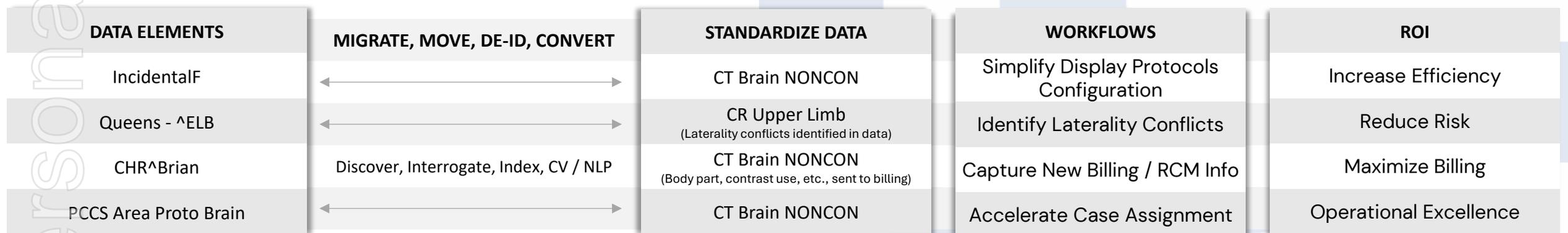
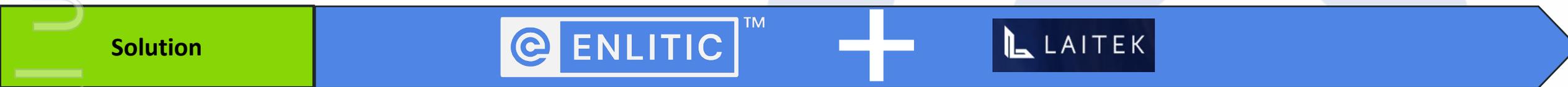
**Significant value creation for Enlitic's shareholders**

- Compelling cost and commercial synergies evident given exceptionally comparable customer base
- Alignment exists in many aspects of the team structure and infrastructure

# ENLITIC & LAITEK

Realising Value from Data

DATA	ACCESS	ASSURE	ACTIVATE	ACHIEVE
<p>Medical imaging data within &amp; across sites is:</p> <ul style="list-style-type: none"> <li>• Locked Away,</li> <li>• Mixed Terminologies,</li> <li>• Unstructured, and</li> <li>• Proprietary</li> </ul> <p>This results in poor clinical, operational, financial, &amp; research outcomes.</p>	<p>Medical imaging, orders, data, and reports that are:</p> <ul style="list-style-type: none"> <li>• On Unstable Systems,</li> <li>• Complex,</li> <li>• Large Volume, and</li> <li>• Proprietary.</li> </ul> <p>Laitek's AI-enabled platform and extensive expertise has the ability to unlock data.</p>	<p>Ensure common terminology for optimal care:</p> <ul style="list-style-type: none"> <li>• Curation,</li> <li>• Enrichment,</li> <li>• Semantic Translation, and</li> <li>• Standardization.</li> </ul> <p>Ensign's unique CV &amp; NLP AI gains a comprehensive understanding of data &amp; <b>automatically</b> standardizes it.</p>	<p>Data access and refinement is foundational to driving:</p> <ul style="list-style-type: none"> <li>• Key Use Cases,</li> <li>• Data Analytics,</li> <li>• Data Intelligence, and</li> <li>• Data Literacy.</li> </ul> <p>Supports Clinical, Operational &amp; Financial Excellence.</p>	<p>Data refinement ensures everyone, &amp; every IT system uses the correct data for:</p> <ul style="list-style-type: none"> <li>• Insights,</li> <li>• New Revenue,</li> <li>• Higher ROI, and</li> <li>• Better Outcomes.</li> </ul> <p>Drive sustainable clinical, operational &amp; financial goals.</p>



# COMBINED BUSINESS PROGRESS

## Combined Offering

- Provide AI Enabled Workflow and Healthcare Data Migration Solutions
- Enlitic plans to include Ensign 2.0 as part of data migration services, providing a differentiated and highly valued offering to drive market share growth

## Integrated Offering

- Integration of Enlitic and Laitek's products into a fully comprehensive offering has started
- Roadmap set to deliver AI Enabled Migrations to OEM partners in 2025

## Sales Synergies

- Enlitic and Laitek sales functions have been combined and cross-functional selling has started
- Sales team is actively selling the joint offerings

## Cost Reductions

- Right sizing of the combined businesses has begun and new organizational structure rolled out
- On track with implementing cost savings synergies

## Development Support

- Enlitic providing development and engineering to support Laitek and further improve the data migration tools
- Laitek's highly experienced implementation team to support Enlitic deployments

# Enlitic Business Momentum

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# PIPELINE: ENSIGHT 2.0

We expect Enight 2.0 to accelerate clients through the pipeline

Note: The below logos constitute only a select portion of Enlitic's current pipeline. There is no guarantee that these opportunities will progress to End User Licence Agreements or generate any revenue for Enlitic.

## OEM INTEGRATIONS



intelerad

FUJIFILM  
Value from Innovation

PHILIPS  
Healthcare

dicom  
systems

LAUREL BRIDGE

datafirst

## PROOF OF CONCEPT (POC) / CONTRACTING<sup>1</sup>



radiology partners

4ways<sup>®</sup>  
tele-diagnostics, your way



MAYO  
CLINIC

Erasmus MC

### POC SCOPING<sup>2</sup>

Merge  
by merative

AGFA  
HealthCare

RADIOLOGY  
ASSOCIATES  
OF NORTHERN KENTUCKY

Diagnostic Imaging  
ASSOCIATES, INC.

ACR<sup>®</sup>  
AMERICAN COLLEGE OF  
RADIOLOGY



medica:

Massachusetts General Hospital  
Founding Member, Mass General Brigham

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Enight 2.0

ENHANCEMENTS  
WORKFLOWS  
CUSTOMIZATION

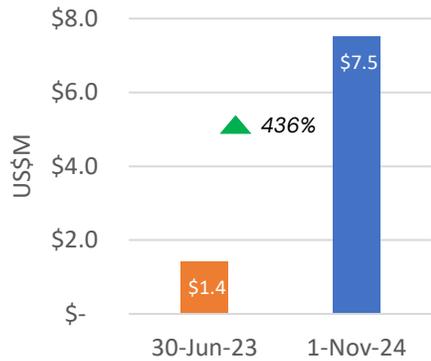
(1) POC / Contracting are parties actively in Proof of Concepts with Enlitic's technology (i.e. deploying and testing it) or are engaged in discussions in respect of commercial contracting.

(2) POC scoping are clients in discussions to determine the POC testing frameworks and outcomes that the clients would like to see

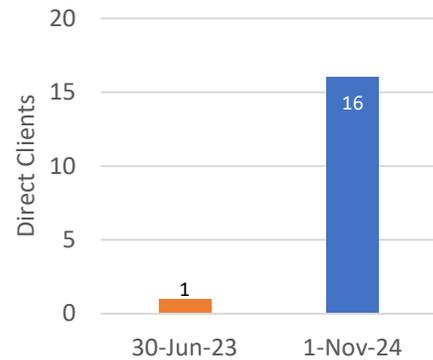
# ENLITIC GROWTH

Our expanded capabilities through Ensign 2.0 and Laitek have provided a springboard for growth

## Total Contract Value<sup>1</sup>



## Direct Clients



## Recent New Contracts



**PHILIPS**

In partnership with:

**Blackford**



In partnership with:

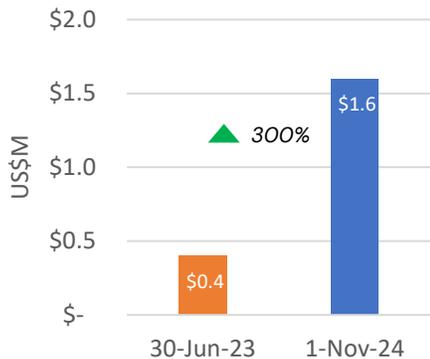


newVue | AI

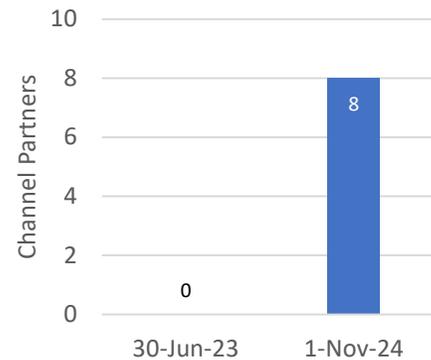


Royal National Orthopaedic Hospital  
NHS Trust

## Contracted ARR<sup>2</sup>



## Channel Partners



Northern Light Health

In partnership with:



esaote



国立がん研究センター  
National Cancer Center Japan

In partnership with:



TestDynamics

(1) TCV = Total Contracted Value. Represents the total contracted minimum license revenue to be charged over the term (generally 3 years of contracts entered into with customers) of the contract plus ancillary revenue (as applicable)  
 (2) ARR = Annual Recurring Revenue. The total annual revenue to be generated from current contracts that Enlitic has with its customer base

## Key Industry Event

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# INCREASING INDUSTRY PRESENCE

Enlitic will have a strong presence at RSNA 2024, the world's leading imaging conference



## Radiological Society of North America Scientific Assembly & Annual Meeting

1-5 December 2024,  
Chicago, Illinois

>41,000  
people<sup>1</sup>

78% of  
attendees  
have  
purchasing  
power<sup>2</sup>

Showcasing  
the latest  
products  
and  
innovations

Enlitic's capabilities will be showcased in multiple locations throughout the exhibit hall, including:

- RSNA's Radiology Reimagined AI Showcase
- Enlitic Booth 4365 South Hall
- Laitek Booth 7707 North Hall
- Blackford Booth Panel discussion
- 10 Enlitic Partners to attend RSNA, with locations to showcase our solutions with our partners

(1) RSNA reported attendance at 2023 Meeting was more than 41,000  
(2) As reported by RSNA

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Thank you

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