Annual General Meeting 2018
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• Overview
• Strategic Focus
• Carl Zeiss Meditec Collaboration Agreement
• FIVE2 (ViewnVivo) Re-Branding
• FIVE2 (ViewnVivo) Australian Pre-Clinical and Translational Activities
• FIVE2 New Application Areas of Interest
• Breast Cancer Surgical Margin Trial
• Financials
• Outlook
• 2018 has been a year of change but also significant progress for Optiscan
• Board and Management Changes in the first half of the year
• Retention of Key Management in R&D, Quality and Applications
• FDA 510(k) Clearance and CE Mark for Carl Zeiss Meditec CONVIVO
• Receipt of ISO13485 certification
• Commenced 4 stage trial for assessment of Breast Cancer Surgical Margin in conjunction with a leading Australian breast surgeon and pathologists
• Re-branding of pre-clinical and translational product with new website, marketing collateral and enhanced engagement with Australian research community
• Reduced annualised costs by in excess of $1 million per annum
Strategic Focus

• Continued support and shift to production focus as part of CZM collaboration agreement

• Focus on additional clinical application areas to diversify revenue sources & increase revenue streams over medium to longer term:
  ➢ Commencement of Breast Cancer Surgical Margin trial
  ➢ Investigating additional clinical applications with leading cancer research and clinical organisation
  ➢ Seek strategic partner for re-entry into gastrointestinal applications

• FIVE2 (ViewnVivo) Re-Branding

• Focus on Australian Pre-Clinical and Translational Markets and increased application support

• Developing customised pre-clinical and veterinary options including a sterile sheath and an equine endoscope
Carl Zeiss Meditec (CZM) Collaboration Agreement

- Completion of development and integration with CZM and receipt of accompanying milestone payments
- CE Mark and FDA 510(k) regulatory approvals received by CZM for CONVIVO
- On-going CZM funded Research and Development enhancements
- CZM advises commercialization progressing as planned

FIVE2 (ViewnVivo) Re-Branding

**FIVE (Fluorescence InVivo Endomicroscopy)**

- Multi-faceted re-branding of FIVE2 (ViewnVivo)
- Represents next-generation technological advance of the FIVE1 system
- New website cornerstone of re-branding (www.optiscan.com)
- Updated publication list including filtered search function
- Created presentations and marketing collateral support
- Developing application and technical support capability for local and international sales efforts and on-going customer support
- Released User Manual and Tutorial Guides
Attending conferences and conducting industry workshops in Brisbane (March 2019) and Melbourne (September 2019)

Conducted presentations at medical and government research institutions in Melbourne, Sydney, Brisbane and Adelaide in recent months. Further presentations planned

Collaboration with Monash University including grant funded Masters Graduate placement and PhD student support for application development

Identified new potential research applications – organoids and cellular structures, robotic application of the probe. We are investigating these areas in collaboration with CSIRO
FIVE2 New Application Areas of Interest

- Cellular cultures and organoids
- Complex, self-organising 3D tissue cultures.
- Used for cancer research, drug screening, personalised medicine.

Dr Zay Yar Oo, CSIRO

Maximum intensity projection of cultured human dermal fibroblasts stained with Alexa-488-phalloidin. Data cube size 470x475x400µm.
FIVE2 New Application Areas of Interest - Equine Veterinary application

- Roseworthy campus – Adelaide University
- Real time in vivo imaging of equine endometrium
- Potential diagnostic for predicting reproductive problems in mares
- Presented at International Symposium on Equine Reproduction, Cambridge England 2018

Real-time-\textit{in Vivo} Microscopic Imaging of Equine Endometrium Using Confocal Laser Endomicroscopy: Preliminary Observations and Feasibility Study

Poor reproductive performance in the mare has major financial implications for the equine industry, and a large proportion of barren mares have endometritis. Confocal laser endomicroscopy (CLE) is an endoscopic technique for obtaining \textit{in vivo}, real-time cellular imaging of tissues with a micron-scale resolution through a fibre optic probe. CLE may be a valuable tool for the detection of equine endometritis. As with bench top laser scanning microscopy, CLE relies on induced fluorescence. In human patients, most studies used fluorescein sodium as a fluorescent agent which has a favorable safety profile.

K. Gallacher, L. Woolford, L.C. Santos, K.L. Kind
School of Animal and Veterinary Sciences, The University of Adelaide
FIVE2 New Application Areas of Interest - Sterilisable Sheath Option

- Opportunity for longitudinal studies
- Ability to re-sterilise the sheath enabling lower cost reusable sheath
- Initial focus on pre-clinical and translational applications
- Testing procedures and protocols being arranged
Breast Cancer Trial

• Assessment of Breast Cancer Surgical Margin with Confocal Laser Endomicroscopy

• Goal: assist breast surgeons and pathologists to provide real-time determination of required surgical margin

• Benefits: Reduce risk of residual tumour, need for repeat surgery, patient emotional distress, costs for patients, hospitals, insurers and the taxpayer by reducing the number of repeat surgeries

• Nearly 18,000 new Aust breast cancer cases in 2017

• 4 Stage Trial with 9 patients recruited for Stage 1 of the Trial & 35 pre-trial specimens for the Optiscan CLE Breast Atlas
Breast Cancer
Fibrous Tissue
Normal Breast
• FY2018 Revenue of $2.2m (FY2017: $1.35m)

• FY2018 Loss before Income tax of ($2.04m) (FY2017: (Loss of $2.94m))

• Reduction in recurring costs of in excess of $1m per annum through a reduction in employee and board numbers, alteration of third party arrangements, reduced travel and investor relations costs

• R&D Tax Incentive Rebate of $775k for 2018 Financial Year received in Nov 2018
• Focus on development of additional clinical, veterinary and pre-clinical applications
  - Complete initial Stage and progress to next Stages of Breast Cancer Surgical Margin trial
  - Continue evaluation of new clinical applications with leading North American clinical and research institution
  - Seek potential endoscope partner for re-entry into gastrointestinal applications

• Re-branded FIVE2 (ViewnVivo) and increased application support to support domestic and international sales. Developing Australian pipeline given typically long sales cycle and institutional funding requirements

• CZM progression to full commercialisation of CONVIVO for balance of FY19 & beyond
Thank you for your attendance