

## **Shareholder Presentation**

ANNUAL GENERAL MEETING | 29<sup>TH</sup> NOVEMBER 2024



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# Agenda

2024 Summary

Corporate Compliance

Finance

Operations

**AHI Solution** 

2025 Targets

Discussion



#### **Opening remarks**

# Acknowledgement

AHI Board and management identify the importance and value of its key stakeholders within the company's journey through 2024 and into the future.

- Shareholders
- Commercial Partners
- Operational Partners
- · AHI team



#### **Executive summary**

### **Advanced Health Intelligence Ltd (ASX:AHI)**

### Is a global digital health solution



### **Corporate overview**

AHI sells its dHaaS (digital health-as-a-service) technology **to health care**, **insurance**, **selected enterprise and government** customer segments around the world in a business-to-business (**B-to-B**) model.

- AHI conducts health risk stratification using only a smartphone by capturing biomarker data, including vital signs, body composition, dimension, and indicative blood markers. In addition, AHI offers DermaScan which covers 588 skin conditions across 134 categories.
- AHI's technology enables its partners to estimate 47 health markers and 35 health risks across six categories.
- AHI holds patents in Australia, Europe, USA, Japan, Korea, Singapore, New Zealand, China and Canada and is adding to the patent portfolio.
- AHI completed two acquisitions in 2022, expanding its capabilities to offer mass population health monitoring using only a user's smartphone.
- 2023 was dedicated to integrating the technologies, 2024 is focused on scientific validation, regulatory certification and commercialization.

Issuer	Advanced Health Intelligence Ltd.					
Exchange	Australian Securities Exchange (ASX): AHI					
<b>Shares on issue</b> As at 25 November 2024	269,321,900					
Options	3,340,000					
Performance Rights	22,150,000					
Employee headcount	19 across Australia, Singapore, Canada, South Africa, Netherlands					



## 2024 Summary

#### First validation results

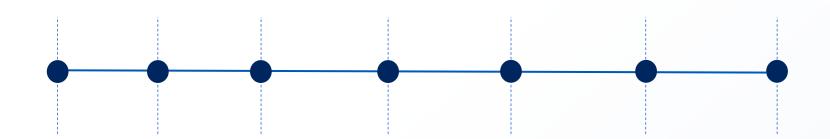
99% ECG 94% live blood draw

## Nasdaq determination to de-list.

July

#### **Commercial Launch**

- Kalibra (Singapore)
- Bearn (US)
- Unisure Digital Underwriting (UK)
- Vitall Remote community risk mapping (Canada)



#### AGM November (2023)

## **ASX Trading Halt** February

**ASX Trading Suspension** March

#### Investments

October - Quarters Academy (\$4m)

Aggregate Private placements (\$1.9m)

### AGM

November

### **Tailwinds**

- 1. GenAl and long language model (LLM) adoption supported healthcare willingness to adopt new technologies.
- 2. MedTech trust and increased CAGR
- 3. GLP1 adoption essalated relevance of accurate body dimension measurements.

### **Headwinds**

- 1. General economic climate
- 2. Corporate appetite for innovation slowed with economic uncertainty.
- 3. Capital raising into a suspended public company

## ASX, Nasdaq and Audit

- All corporate updates throughout 2024 are located at <a href="https://www.asx.com.au/markets/company/AHI">https://www.asx.com.au/markets/company/AHI</a>.
- AHI has been unable to lodge timely reports for half year and full year. The FY2024 annual audit is expected to complete in December 2024.
- AHI has been unsuccessful in remediating minimum shareholder equity for Nasdaq and received notice of determination to delist, AHI has appealed the determination which remains ongoing.
- AHI Board has convened at higher cadence throughout 2024 to navigate the challenges associated with elongated suspension and are confident of the financial position now and into 2025.

#### **ASX**

- Trading halt Feb 2024
- Voluntary suspension from quotation Feb 2024
- SEPA financier withdrawal Feb 2024
- Involuntary suspension from quotation Late filing of ASX Appendix 4C – March 2024
- Reinstatement criteria –April 2024 & June 2024
- Quarters academy A\$4m October 2024
- Audit review to reassess reinstatement pending

### Nasdaq

- Notice of shareholder equity deficiency in Nov 2023.
- In March 2024 AHI was granted extension of time to regain compliance by May 2024. Remediation unsuccessful within the granted period.
- Hearing held in June 2024 with Nasdaq Hearings Panel, presented amended compliance plan conditional to ASX reinstatement, therefore ongoing suspension.
- Determination to delist from Nasdag in July 2024
- Appeal submitted during August 2024 response remains open and ongoing pending ASX reinstatement

### **Annual Audit (FY2024)**

- Yet to be completed
- Late start due to capital and challenges with independent investment valuations
- Projected completion in mid-late December 2024

2024 Finance

## Financing

AHI has pursued various financing partners throughout 2023/24. A late withdrawal from financier in January led to a halt, which impacted timely filing of the 30 December 2023 quarterly report and resulted in ASX trading suspension the company has been unsuccessful with reinstatement.

Since September 2024, AHI have engaged new financiers that have engaged with the company vision and have completed successful placements with plans for additional investments to satisfy ASX requirements for reinstatement to trading.

#### **NOT CONCLUDED**

Standby Equity Purchase Agreement (SEPA) withdrawal Jan 2024

Oakley Capital - remain mandated

Obsidian Global Partners – pending shareholder vote

#### **COMPLETED**

A\$4m agreement Quarters Academy Sdn Bhg,

• Completed October 2024

A\$1.9m aggregate private equity placements

Since last AGM

### **IN PROCESS**

Settlement of Balance of A\$15m Funding Package

Announced April 2024

#### 2024 Finance

## Capital Management

Throughout 2024, AHI has worked to optimize use of its scarce capital by reducing operational expenditure.

- ✓ Shifting to more digital and cost-effective marketing strategies (e.g., organic social media, SEO).
- ✓ Reduction in conferences, travel and roadshows.
- ✓ Reduction in facilities costs through transitioning more staff to remote work.
- ✓ Position restructures and transferring to contractor for selected functions.
- ✓ Leveraging automation and technology to improve efficiency and reduce labour costs.
- ✓ Streamlining financial operations to avoid unnecessary fees or penalties.
- ✓ Entering payment plans with extended creditors.
- ✓ Reductions continue past 30 September 2024 into 2025.

Operating Activities Expenditure (AUD)	30 Sep 2023	30 Sep 2024	% change
Product manufacturing and operating activities	(15)	-	↓ 100%
Advertising and marketing, Leased assets	(156)	(89)	↓ 44%
Staff costs	(1,547)	(1264)	↓ 18%
Administrative and corporate costs	(1,289)	(681)	↓ 47%
Interest and other finance costs	(64)	(15)	↓ 8%
Total Quarterly Expenditure	(3,071)	(2,049)	↓ 33%

Figures from filed Quarterly Appendix 4C reports
Excl payment arrangements



## Our Solutions

## Promote early-risk detection and encourage earlier intervention to improve health outcomes

Digital biomarker assessments are self administered, quickly and easily, from a user's own smartphone or webcam.

No supporting equipment or health professional is required, and no need for blood draws or invasive procedures.

Users receive a comprehensive report that can be shared with health professionals as desired.

License-holders receive anonymized individual and population-level data to inform decision-making.



Predicts 16 risks related to **weight**, **blood pressure**, **heart rate**, **cholesterol**, **and cardiac profile**, in <2 minutes.



Estimates 23 levels and associated risk related to **metabolic**, **cardiovascular and mental health**, by analyzing 47 health markers and 35 health risks in <15 minutes.



Measures and analyses **body composition and dimension** to predict risk of obesity, metabolic syndrome and diabetes.



Detects **14 heart arrythmias** including atrial fibrillation through advanced heart rhythm monitoring. **FDA cleared** (**K232804**) with **ECG equivalence**. - *PENDING LAUNCH*.



Class 1 medical device that detects 588 skin disorders in 134 categories, from common rashes to cancer, providing a valuable second opinion for practicing physicians.

<sup>^</sup> Data processed on-device: no images or videos transmitted

<sup>\*</sup> In development

## **Product and IP**

### **NEW SOLUTIONS:**

#### **Digital Health Check**

Quick and convenient risk estimates for vital signs and and health risks from a laptop, tablet, smartphone or kiosk in less than two minutes.



- **Health vitals**: Oxygen saturation levels, heart rate blood pressure
- Health risks: Blood pressure risk status, Resting heart rate risk status, Oxygen saturation level, BMI risk status, LDL cholesterol risk status, HDL cholesterol risk status, Triglycerides risk status, Total cholesterol risk status, 10-year CVD risk status, Framingham score risk status, Cardiorespiratory fitness, Arterial pressure, Metabolic syndrome risk status

PENDING SOLUTION: - AF Scan (FDA). Q1-2025.

### **NEW PATENTS:**

- 1. US patent application No. 12,125,582 from the US Patent Office for innovative technology in medical treatment "Predicting User Body Volume to Manage Medical Treatment".
- 2. EPC patent application No. 15864375.9 from the European Patent Office for innovative technology in imaging the human body, covering DermaScan, Cardio-Check, and Digital Health Assessment



#### **2024 Operations**

## Validation study

- AHI is rapidly closing the gap to blood-based point-of-care testing
- Early results from first pool of subjects comparing AHI's BHA accuracy to clinical standard measurements.

#### Study methodology

**Objective:** Evaluate risk classification performance of AHI's Digital Health Assessment compared with traditional clinical measurements.

**Comparators:** Clinician administered tests conducted in health care facilities, including;

- Dual-energy X-ray absorptiometry (DXA) scans,
- · Live blood draw,
- Anthropometry via biokineticists
- 3-lead Electrocardiogram (ECG)
- Sphygmomanometer blood pressure measurements.

**Population:** 120-person subject study, with an equal distribution across BMI, age, gender, and ethnicity.

**Current analysis:** DHA outputs from the first 21 subjects were compared for accuracy, sensitivity, and specificity vs comparators.

Health marker	AHI accuracy	Clinical Comparison				
Resting heart rate	99%	3-lead ECG				
Lipid accumulation product	95%	Blood draw				
LDL Cholesterol	91%	Blood draw				
Waist to height ratio	90%	Biokineticist measure				
Metabolic syndrome	85%	Blood draw				
Total Cholesterol	83%	Blood draw				

Early results from the first pool of subjects in South Africa (n=21)\* (n=21)\*

<sup>\*</sup>Note: incomplete and unpublished analysis

## **Clients and Partners**

- The ongoing trading suspension has deferred client investment into integration and launches yet the AHI team remain dedicated to growing client partnerships.
- Despite slower progress with five partners throughout 2024, AHI have launched two partners and have eight in preparation/integration phases.
- New partner territories in Canada.
- Pipeline remains strong across four main categories: Telehealth, Insurance, Pharmacy, Big tech

### Launched





### **Deferred**









### **Integrating**





#### New



V VITALL

## Partner Demo

DIGITAL HEALTH ASSESSMENT



2025 Market Opportunity

# **Growing Target Sectors**



\$9 tn. industry,

>9% CAGR<sup>1,2</sup>

Attract subscribers and enhance benefits package for recruitment and retention

Provide access to relevant, tailored options to improve health and reduce risks



Health care providers

\$11 tn. industry

9% CAGR<sup>3</sup>

Improve efficiencies by collecting information prior to scheduled appointments

Provide valuable second opinion for physicians



Large enterprise

\$55 bn. industry,

4.5% CAGR<sup>4</sup>

Offer coverage discounts or additional benefits tailored to risk profiles

Facilitate data-driven negotiations with insurance companies based on employee population health risk profile



Governments and Ministries of Health

\$9.8 tn<sup>5</sup>. industry

6.6% CAGR<sup>6</sup>

Facilitate research and inform policy making

#### Source

- 1. https://www.precedenceresearch.com/life-insurance-market, data from 2023
- https://www.alliedmarketresearch.com/health-insurance-market\_data\_from\_2023
- 4. <a href="https://www.grandviewresearch.com/industry-analysis/corporate-wellness-market">https://www.grandviewresearch.com/industry-analysis/corporate-wellness-market</a>, data from 2022
- 5. https://www.who.int/publications/i/item/9789240086746 data from 2021
- 6. <a href="https://data-explorer.oecd.org/">https://data-explorer.oecd.org/</a> See Health Expenditure table with unit of measurement as USD, PPP converted. Industry size is calculated with latest available data across all countries. CAGR is estimated with the assumption that growth in expenditure over the past 5-7 years is representative of future growth.

2025 Go-to-Market

## **Target Market Rationale**

- AHI's technology is applicable globally, however to remain focused, AHI has selected its initial targeted customers within two main geographies.
- These selected regions have large populations and the lowest penetration of healthcare providers per capita (as low as 0.83 physicians per 1000 capita in Vietnam, 0.47/1000 in Indonesia compared to 4.1/1000 in Australia.
- These geographies hold a more urgent need for non-traditional healthcare services that don't require a healthcare professional to be involved as compared to traditional methods that require a GP and/or Nurse.
- AHI has secured strategic and commercial partners in MENA and SEA to prove its thesis and establish commercial foundations for a profitable business model.



#### **MENA**

AHI has been working on the ground in the UAE for two years, developing and enhancing our relationships with key players in driving the UAE's vision for an advanced and integrated health system that leverages innovation to streamline patient care, enhance outcomes and mitigate health risks.

Partner Pharmak Direct (UAE) is targeting a minimum of 100,000 chronic illness patients as paid AHI subscribers per month each in UAE and Saudi Arabia within the next 12 months.



#### South East Asia (Vietnam)

OneClinic (Vietnam) is targeting 1,000,000 local population within 12 months of launch for paid health screening services using AHI technology. The data captured will be analysed by Vietnam's leading medical university to demonstrate efficacy for Vietnamese populations.

2025 Targets

# 2025 Targets

We have been inhibited throughout 2024 and have reconciled to simplicity and discipline in 2025 to focus on three main corporate objectives to achieve financial stability through cashflow breakeven.

Vision

LAUNCH AT LEAST 4
COMMERCIAL PARTNERS

BY 31 MARCH 2025

CLOSE AT LEAST 2
MAJOR PIPELINE PROSPECTS

BY 30 JUNE 2025

SaMD CERTIFICATION

BY 31 MARCH 2025

### **Tailwinds**

- GenAl adoption by medical sector
- 2. MedTech trust and adoption in produced increased 10-year CAGR of 4.4%
- 3. GLP1 weight loss program prevalence.

### **Headwinds**

- 1. Corporate conservatism
- 2. New Al regulations



## Assessing digital biomarkers using just a smartphone

No health professional or additional equipment required, not even a wearable.



Provide health monitoring access to every smartphone user globally.



Ubiquitous health monitoring

## Discussion



Nick Prosser CHAIRMAN



Scott Montgomery
CEO / DIRECTOR



**Dr Katherine Iscoe** EXECUTIVE DIRECTOR



Jacqueline Yee
NON-EXECUTIVE DIRECTOR



**Dato Low Koon Pow** NON-EXECUTIVE DIRECTOR



**Peter Goldstein**NON-EXECUTIVE DIRECTOR



**Mike Melby**NON-EXECUTIVE DIRECTOR



**Simon Durack** CFO / CORPORATE SECRETARY



**Vlado Bosanac** FOUNDER / HEAD OF STRATEGY



# Proxy votes summary

Resolution	For		Against		Discretionary		Abstain	
	Votes (%)	Holders	Votes (%)	Holders	Votes (%)	Holders	Votes (%)	Holders
Resolution 1 Adoption Of Remuneration Report	Vote postponed							
Resolution 2 Re-election of a Director - Peter Goldstein	51,644,128 (98.72)	36	643,930 (1.23)	13	23,100 (0.04)	5	80,263	4
Resolution 3 Re-election of a Director - Dr Katherine Iscoe	34,555,528 (97.55)	35	849,313 (2.40)	16	20,200 (0.06)	4	16,966,380	4
Resolution 4 Ratification of Prior Issue of Shares Under the Prior Placement	51,090,255 (98.46)	35	776,605 (1.50)	15	23,100 (0.04)	5	1,461	3
Resolution 5 Ratification of Prior Issue of Shares to Aries Finance Pty Ltd	51,648,491 (98.58)	38	718,369 (1.37)	13	23,100 (0.04)	5	1,461	3
Resolution 6 Ratification of Prior Issue of Shares to Aries Finance Pty Ltd – Listing Rule 7.1a	51,648,491 (98.58)	38	718,369 (1.37)	13	23,100 (0.04)	5	1,461	3
Resolution 7 Ratification of Prior Issue of Shares to Alexander Severino – Listing Rule 7.1a	51,660,255 (98.61)	36	706,605 (1.35)	15	23,100 (0.04)	5	1,461	3
Resolution 8 Ratification of Prior Issue of Shares to Adrian Mudronja – Listing Rule 7.1a	51,534,969 (98.37)	33	831,891 (1.59)	18	23,100 (0.04)	5	1,461	3
Resolution 9 Ratification of Prior Issue of Shares to Kap Vista Pty Ltd	51,593,205 (98.48)	35	773,655 (1.48)	16	23,100 (0.04)	5	1,461	3
Resolution 10 Ratification of Prior Issue of Tranche 1 Shares Under the 2024 Placement – Listing Rule 7.1	51,598,205 (98.49)	36	768,655 (1.47)	15	23,100 (0.04)	5	1,461	3
Resolution 11 Ratification of Prior Issue of Tranche 1 Shares Under the 2024 Placement – Listing Rule 7.1a	51,539,969 (98.38)	34	826,891 (1.58)	17	23,100 (0.04)	5	1,461	3
Resolution 12 Ratification of Prior Issue of Tranche 2 Shares Under the 2024 Placement – Listing Rule 7.1	51,539,969 (98.38)	34	826,891 (1.58)	17	23,100 (0.04)	5	1,461	3
Resolution 13 Approval to Issue Tranche 3 Shares Under the 2024 Placement	51,012,455 (98.32)	30	847,931 (1.63)	19	23,100 (0.04)	5	7,935	4
Resolution 14 Approval to Issue Placement Options	51,182,169 (98.65)	31	669,981 (1.29)	17	31,336 (0.06)	6	7,935	4
Resolution 15 Approval to Increase Maximum Securities Under the Company's Employee Incentive Plan	49,477,450 (94.44)	32	2,890,491 (5.52)	21	23,100 (0.04)	5	380	1
Resolution 16 Approval of 7.1a Mandate	51,509,255 (98.35)	32	833,895 (1.59)	18	31,336 (0.06)	6	16,935	3

On behalf of AHI Board and Management,

# Thank-you

For more information on how Advanced Health Intelligence how our technologies can help you, find out more at <a href="https://ahi.tech">https://ahi.tech</a>



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