



AN AI TECHNOLOGY BORNE OUT OF NEED

TSXV: **VPT** | OTCQB: **VPTDF**

July 2023

FORWARD LOOKING STATEMENTS

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ABOUT VENTRIPOINT

- ➔ **Pioneer in the application of Artificial Intelligence (AI) to echocardiography and for whole-heart imaging**
- ➔ **Industry leader in whole-heart imaging**
- ➔ **Affordable, gold-standard alternative that allows cardiologists greater confidence in the management of their patients**



MISSION: Improving the Lives of Patients

To improve the lives of patients by providing clinicians with the tools they need to deliver improved patient care, experiences, and outcomes. We aim to become the standard of care.

VISION: To elevate cardiac care

The technology was founded on a heartfelt desire to find a better way to provide care to children without relying on the highly restrictive MRI and still providing doctors with complete and full information that they need to monitor the heart state and make a confident diagnosis and treatment decisions.



Our Core Values

These core values inspire our actions, define our culture, and drive our greatest achievement



Customer Priority

The customer is the driving force behind all we do, and we need to anticipate and meet their needs



Quality

Quality is not about checking the boxes. We believe in the highest degree of quality for every product we design and develop

We have placed great emphasis on creating and fostering a culture focused on quality



Teamwork

We rise together and fall together. We believe that our success is a culmination of every team member's success and we each share in all failures. Our failures make us as strong a team as our successes

In keeping with this thinking, we aim to provide our team members with all the opportunities to grow, learn and be inspired



Commitment to Innovation

We strongly believe our greatest achievements rested upon human compassion and dedication. Thus, we encourage our team to draw upon the heartfelt dedication that drove our founder to find a more accessible approach to monitoring a pediatric patient's heart as a springboard to all product development



THE PROBLEM



Inconsistent, unreliable measurements with 2D and 3D echo for complex cases



Competitor solutions are dependent on image quality



Emerging technologies such as 3D Echo and AI still do not answer the clinical challenges that consider the skill of the clinician, differences in patient anatomy across disease states and all physiology types



OUR SOLUTION

- Point of care solution to better visualize the heart's structure and function and deliver better patient outcomes
- VMS+ gives MRI - equivalent results
- Consistent and reliable 3D heart analysis from 2D ultrasound scans

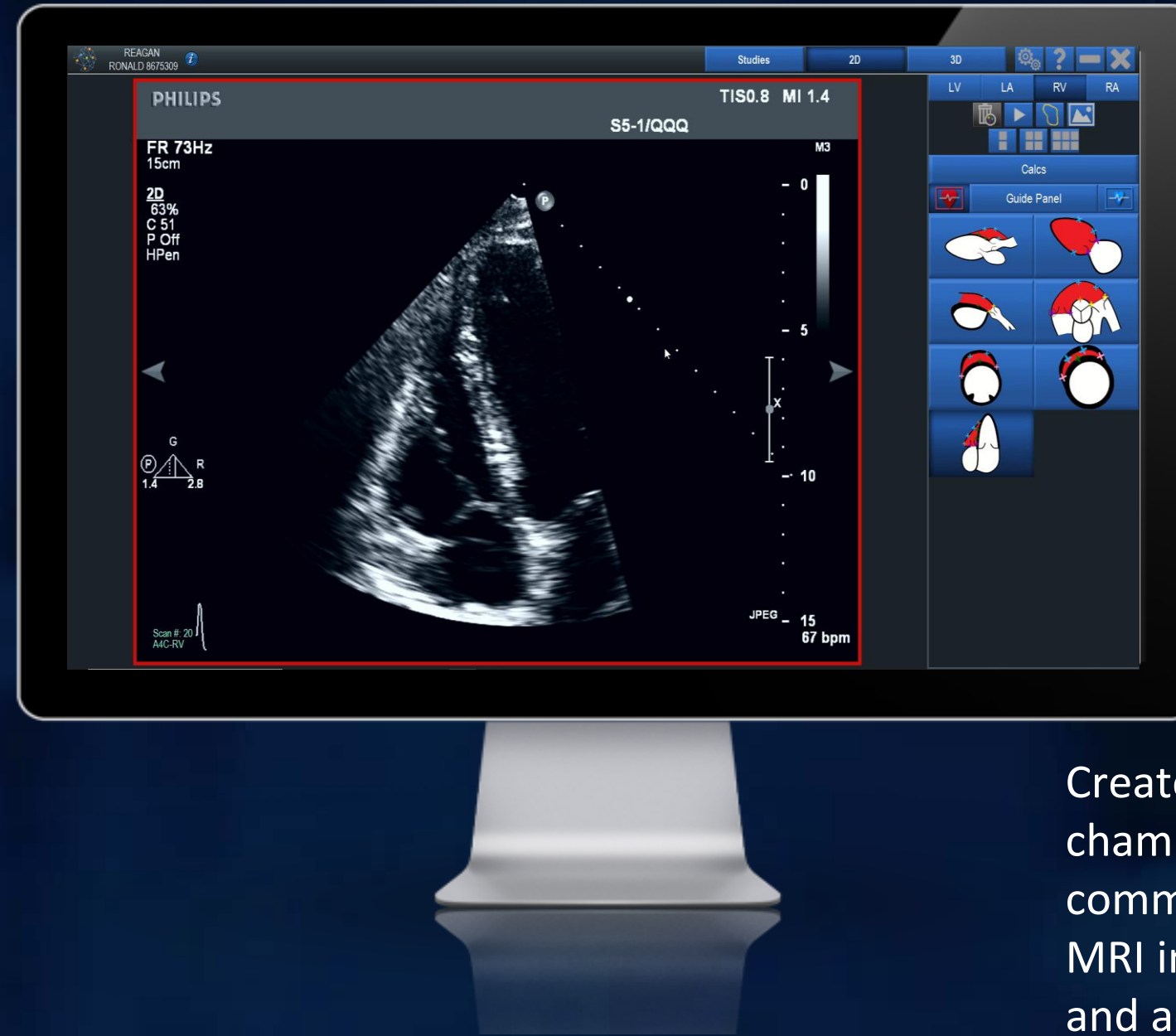


OUR PRODUCTS



Takes 2D echocardiograms from any ultrasound machine and provides 3D cardiac measurements equivalent to cardiac MRI

VMS+ for 2D Echo

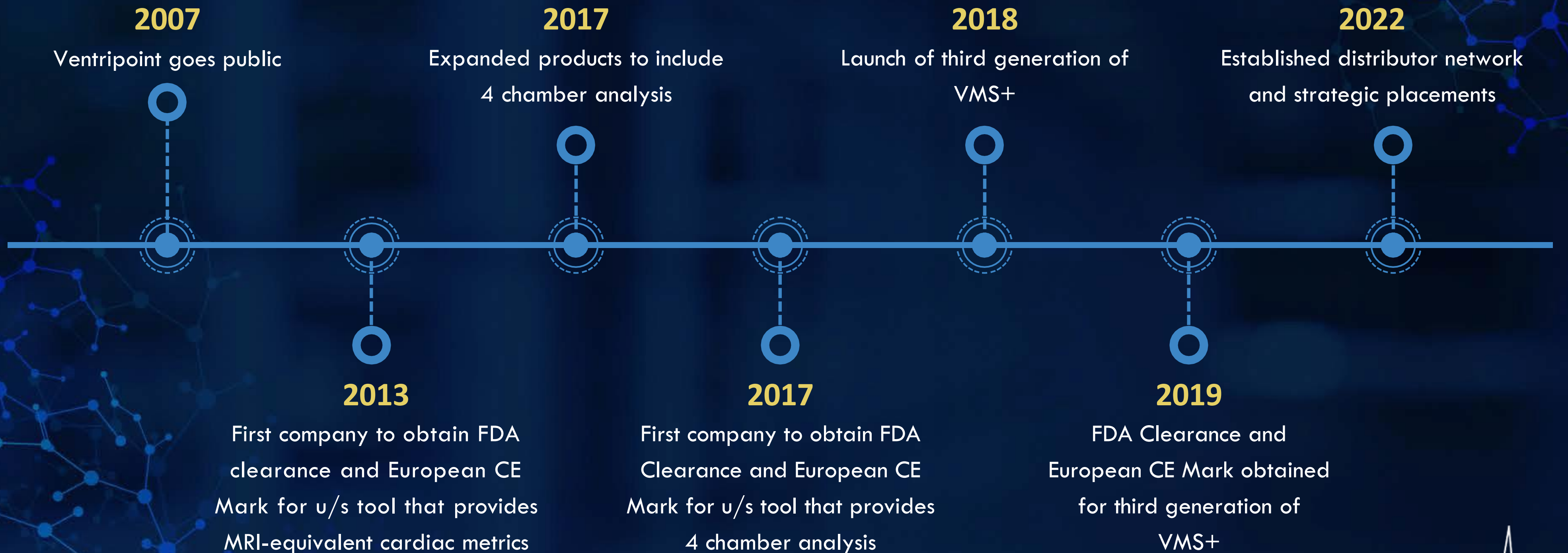


**VMS+ Software
for 3D Echo & MRI**

Create a 3D model of the heart 's chambers with the use of any commercially available 3D echo or MRI images and obtain reproducible and accurate volumetric measurements and ejection fractions



THE JOURNEY TO A COMMERCIAL-READY PRODUCT



COMPETITIVE ADVANTAGE



Differentiator 1:

Accurate and reliable measurements provide better patient outcomes



Differentiator 2:

Handle all 4 chambers of the heart allowing for an analysis of the whole heart



Differentiator 3:

Works with poor quality images for 2D and 3D data resulting in no more wasted exams

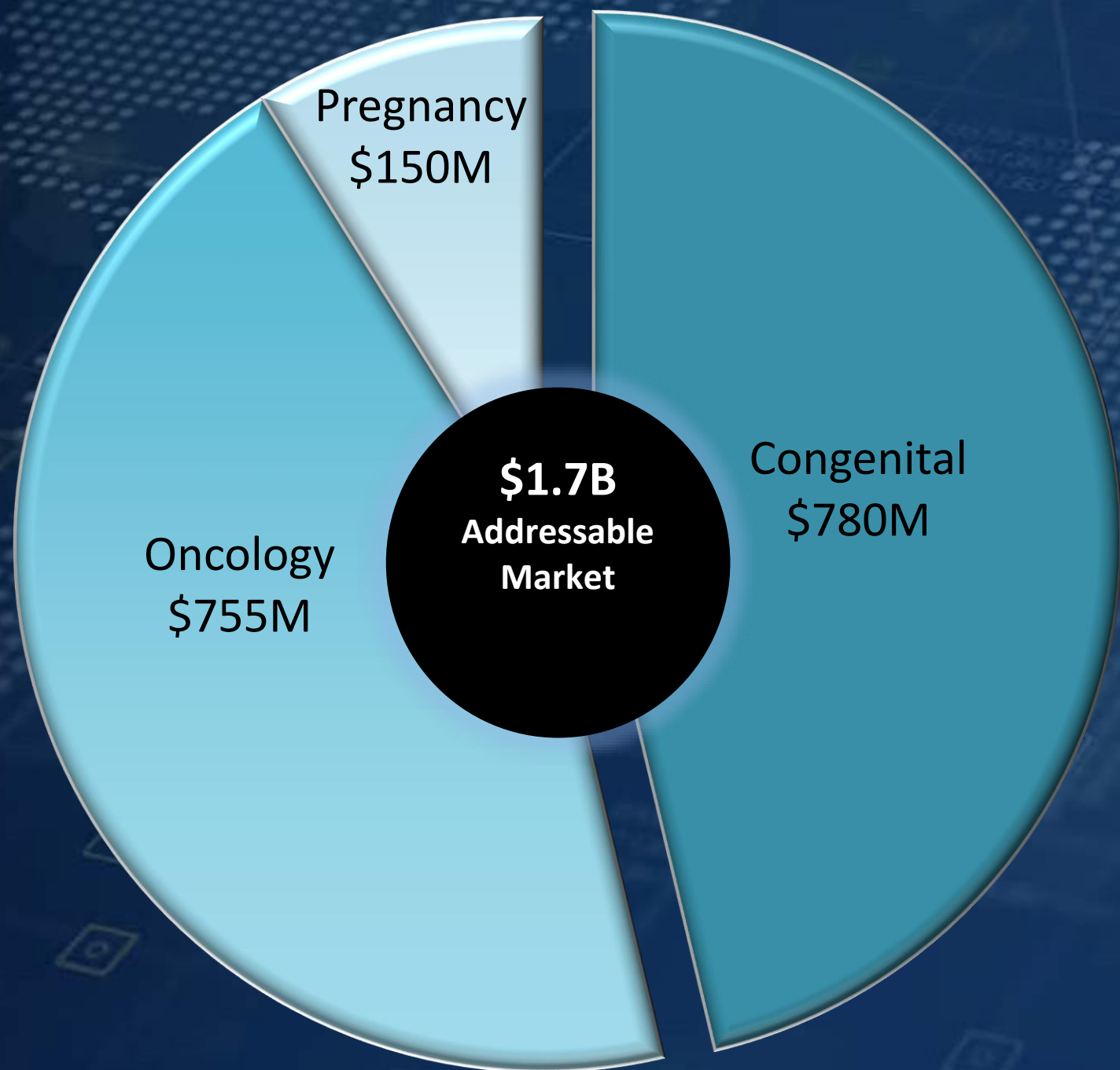


Differentiator 4:

Data faster and at less expense compared to MRI resulting in time and cost savings



MARKET OPPORTUNITY



VMS+ Units Required to Address Selected Heart Conditions

Application	USA	Canada	Europe	Total
Congenital	6,000	600	9,000	15,600
Pregnancy	1,300	200	1,500	3,000
Oncology	6,500	600	8,000	15,100
Total	13,800	1,400	18,500	33,700

Estimates based upon patient numbers, average utilization of ultrasound equipment and medical guidelines for care

USD \$50,000 per placement



U.S. ECONOMIC MODEL

Capital Purchase	Hospital (5 cases/day)	VPT
Initial cost	-\$50,000	\$50,000
Re-imburement (76377) (\$100-\$300 per case)	\$100,000-\$300,000	
Net	\$50,000-\$250,000	\$50,000
Payback	2-6 months	

Lease + pay-per-use	Hospital (5 cases/day)	VPT
Initial cost	-\$15,000	\$15,000
Re-imburement (76377) (\$100-\$300 per case)	\$100,000-\$300,000	\$42,500 (\$50/case after first 150 cases)
Net	\$42,500-\$242,500	\$57,500
Payback	30-90 days	

MARKET DRIVERS



659K+

People die from heart disease each year in the United States



33,700 units

Needed to properly monitor selected patients across U.S., Canada, and Europe



2M+

CDC estimates of infants, children, adolescents, and adults living with Congenital Heart Defects in the U.S.



116M

Adults in the U.S. have hypertension



\$200B

Spent on cardiovascular treatment in U.S. annually



\$1.4B

Spent on cardiovascular diagnosis in U.S. annually



60%

Of recovered COVID-19 patients have acute inflammation



20-30%

Patients undergoing chemotherapy have heart damage

Ventripoint is accessing multiple markets and revenue streams on a global scale



MARKET TRENDS

- ➔ The potential of ultrasound diagnosis, triage, monitoring, and diagnosis of COVID-19 patients was deployed by healthcare providers
- ➔ Increasing incidence of cardiovascular diseases (CVDs), technological advancements, and the advantages of echocardiography over invasive cardiac diagnostic procedures
- ➔ Demand for disease diagnostics and monitoring is increasing to the high mortality from CVDs being seen in low-and middle-income countries and cardiovascular diseases are still the leading cause of death around the world
- ➔ Technological advancements with artificial intelligence improve the ability to diagnose certain heart conditions which have a significant positive impact on cardiology



OUR CUSTOMERS



Cardiologists:

Confident in echo images and measurements



Sonographers:

Integrates into workflow



Hospital Administrators:

Revenue and cost savings

CPT 76377 fee code = revenue and effective use of MRI = cost savings



CHANNELS

➔ Direct Sales:

Team of Strategic sales leaders, clinical applications specialists, service engineers, and technical support personnel

➔ Distributor:

Distributors in United States, Europe, and the United Kingdom who sell “complementary” cardiology products from other manufacturers to provide a broader category of ancillary products to the end user

33 sales representatives covering all our target markets



GLOBAL INSTALL BASE IN LEADING HOSPITALS



MD Anderson
United States



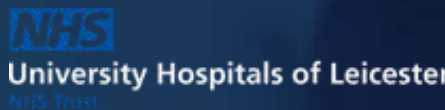
Duke University Medical Centre
United States



Toronto SickKids Hospital
Canada



Phoenix Children's Hospital
United States



Glenfield Hospital
UK



Seattle Children's Hospital
United States



**Erasmus-Sophia University
Medical Centre**
Europe



German Heart Center Berlin
Europe



King's College Hospital
UK



Mazankowski Heart Institute
Canada



GROWTH STRATEGIES DRIVING GROWTH

- ➔ Broaden leadership in the CHD market and then expand into other market segments
- ➔ Focus on expanding into new user segments
- ➔ Accelerating integration into OEM and becoming standard of care



2023 STRATEGIC GOALS

➔ Sales and Marketing

1. Focused on scheduling on-site demo at 30+ clinical sites which have requested one.
2. Attend 5 CHD-focussed conferences to build awareness of unique capabilities of VMS+ and obtain leads
3. Support 33-person S&M team to reach out to over 4,000+ leads already identified.

➔ Demonstrate Benefits

1. Currently 15 investigator-sponsored clinical studies planned or ongoing in 10 new application areas
2. Connect with KOLs to evaluate additional applications

➔ Continued Product Development

1. Complete development of VMS+4.0
2. Explore new AI solutions



CAPITALIZATION

Shares Outstanding	156.8M
Options @\$.25	9.7M
Warrants @\$.68	<u>15.6M</u>
Fully Diluted	182.0M
Recent share price	CDN\$.2250
52-Week Range	CDN\$.12-.35
Market Cap	CND\$35M
Debt	none
Cash 1Q23	\$4.3M
Liquidity 2023 (YTD)	100k shares/day

Symbol: TSX-V: VPT & OTCQB: VPTDF



OUR ACCOMPLISHMENTS TO DATE

- ➔ Built a customer base with placement of our commercial product in leading hospitals in Europe, UK, and North America
- ➔ Partnerships with distributors in Europe, UK, and USA that specialize in cardiovascular products
- ➔ 60+ publications on the product from leading cardiologists in Europe, UK, and North America
- ➔ Our leadership in accuracy of cardiac metrics equivalent to cardiac MRI



Why buy VPT stock today?

- ➔ \$B+ market opportunity
- ➔ Substantially de-risked – product is developed, regulatory approvals in hand and marketing/sales successfully under way
- ➔ In medical ultrasound space, large players acquire smaller companies with innovative products for \$B
- ➔ Current valuation of CDN\$40M enables excellent return





HAVE QUESTIONS?

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DIAGNOSTICS LTD.**

www.ventripoint.com

INVESTOR RELATIONS

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