



Q2 2023 CORPORATE UPDATE

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

September 2023

FORWARD LOOKING STATEMENTS

Ventripoint Diagnostics Disclaimer

The information in this presentation may include forward-looking statements related to our future growth, trends in our industry, our financial and or operational results, and our financial or operational performance. Such forward-looking statements are predictive in nature, and may be based on current expectations, forecasts or assumptions involving risks and uncertainties that could cause actual outcomes and results to differ materially from the forward-looking statements themselves. Such forward-looking statements may, without limitation, be preceded by, followed by, or include words such as “believes”, “expects”, “anticipates”, “estimates”, “intends”, “plans”, or similar expressions, or may employ such future or conditional verbs as “may”, “will”, “should” or “would”, or may otherwise be indicated as forward-looking statements by grammatical construction, phrasing or context. For these statements, we claim the protection of the safe harbour for forward-looking statements contained in the U.S. Private Securities Litigation Reform Act of 1995 and applicable Canadian securities laws. The risks and uncertainties referred to above include, but are not limited to: variability of operating results among periods; inability to retain or grow our business due to execution problems resulting from significant headcount reductions, plant closures and product transfer associated with major restructuring activities; the effects of price competition and other business and competitive factors generally affecting the EMS industry; the challenges of effectively managing our operations during uncertain economic conditions; our dependence on a limited number of customers; our dependence on industries affected by rapid technological change; the challenge of responding to lower-than-expected customer demand; our ability to successfully manage our international operations; and delays in the delivery and/or general availability of various components used in the manufacturing process. These and other risks and uncertainties and factors are discussed in the Company’s various public filings at www.sedar.com and www.sec.gov, including our Form 20-F and subsequent reports on Form 6-K filed with the Securities and Exchange Commission. Except as required by applicable law, we disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



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.



Financials Update

- Ventripoint entered into a strategic collaboration with Ascend Cardiovascular, LLC, a leading provider of cardiovascular IT solutions and the two companies have signed a letter of intent to explore joint research and development initiatives, knowledge sharing, and combining efforts to bring innovative AI-based solutions to the market. This collaboration has culminated in the development of a new integrated product with Ascend.
- Significant sales to two key centres in Europe, including the largest heart center in Germany, Deutsches Herzzentrum der Charité (DHZC), German Heart Center, in Berlin, Germany and to Medical Center – University of Freiburg im Breisgau, Germany through the efforts of Ventripoint's European Distributor, Angiopros GmbH.
- The Company recorded deferred sales for the six months ended June 30, 2023, of \$71,986. This will be recorded as revenue when the clients accept the units.
- During the three months ended June 30, 2023, the Company recorded a net loss of \$1,115,203, compared to net loss of \$1,354,578 for the three months ended June 30, 2022. The decrease in net loss was due primarily to an increase in sales and marketing expenses offset by decreases in share-based compensation, professional fees, design costs and external consultants.
- During the six months ended June 30, 2023, the Company recorded a net loss of \$2,460,538, compared to net loss of \$2,363,784 for the for the six months ended June 30, 2022. The increase in net loss was due primarily to an increase in sales and marketing expenses.
- During the six months ended June 30, 2023, the Company used cash in operating activities of \$1,841,895 compared to cash used in operating activities of \$2,005,963 for the for the six months ended June 30, 2022, as the Company ramped up its sales and marketing activities.

OUR SALES PROCESS



Sales and Marketing Strategy



Building awareness and establishing leads

- Attended the 55th annual meeting of the German Society for Pediatric Cardiology and Congenital Defects (February)
- Attended the DGK (German Society of Cardiology) conference (April)
- Sponsored the 56th Annual Meeting of the Association for European Pediatric and Congenital Cardiology (AEPC) (April)
- Attended the American Society of Echo “State of the Art Echocardiography” (February)
- Attended Echocardiography in the Nations Capital event organized by Mayo Clinic Rochester, MN. E (May)
- Sponsored Advanced Imaging 2023: Pericardial Disease, a prestigious joint meeting sponsored by the British Society of Echocardiography and the Royal Society of Medicine.
- Sponsored and attended the 8th World Congress of Paediatric Cardiology and Cardiac Surgery in Washington, DC.



Sales and Marketing Strategy



3-pronged approach

- Nurturing key sites to build credibility and reputation
- Build an ecosystem of partners
- Direct sales (i.e. IDNs, major hospital networks) and working with distributors



Creating “beyond the product” partnerships with healthcare providers/institutions

- Reduce the cost of each patient procedure while improving patient outcomes i.e., optimize clinical care by improving image quality, while managing costs by improving patient turnover and using consumables, such as contrast agents, more efficiently.
- Solution is a combination of a product, software, and a service.
- Build credibility by understanding the customers’ business, sales process including key account management, and risk sharing i.e., pay-per-use or pay-for-performance model.



Ventripoint-Ascend Partnership

- Ventripoint's AI-powered 3D Echo software application has been integrated with ASCEND's diagnostic viewer, InView, and reporting application, Cardiovascular Structured Reporting.
- This cardiovascular workflow product provides an end-to-end solution that rivals other products on the market.
- ASCEND is seamlessly integrated with leading EHRs, and imaging systems. Their existing technology has been installed at 1000+ top ranked healthcare facilities and 600+ health systems with approximately 50,000 users across the United States.



Our Progress



Steady sales

Established Company

Two significant sales in Germany to activate European sales; 400+ qualified leads,

Build Sales Funnel

Approximately 40 units placed worldwide; nurturing key reference sites and building credibility

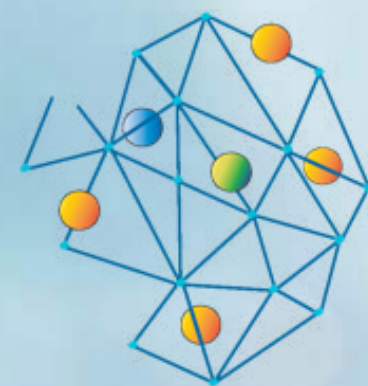
Strategic Placements

Hired strategic sales leaders, clinical applications specialists, service technicians, manufacturing personnel

Build Sales and Operations Infrastructure

10-year journey to a commercial-ready product

Commercialize Technology



Ventripoint
Diagnostics Ltd.

HAVE QUESTIONS?

**GET IN TOUCH WITH VENTRIPOINT
DIAGNOSTICS LTD.**

www.ventripoint.com

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