Positon

The Future of Cardiac Imaging

#### Who we are

# At the foundation of cardiac PET imaging

Positron is a leading medical technology company that co-develops, manufactures, and sells advanced PET and PET-CT imaging systems, along with providing comprehensive clinical services to nuclear medicine healthcare providers across North America.

Positron provides innovative solutions to imaging practices which enables healthcare providers to improve patient outcomes while practicing cost-effective medicine.

For nearly 40 years, Positron has been dedicated to advancing the field of cardiac PET with state-of-the-art imaging technology and specialized cardiac software. Building on a strong foundation, the company has expanded its offerings to include oncology imaging solutions.



Sharper. Faster. Smaller. Smarter PET-CT Solutions.

Positron's state-of-theart PET-CT

Positron's Affinity PET-CT 4D 64-Slice scanner will command the market with its superior image quality, compact size, and affordability.

Positron's NeuSight PET-CT 64-Slice scanner is the perfect solution for entry level cardiac and oncology practices and the only comparable solution for SPECT users converting to or adding the PET modality to their practices.

Positron is committed to delivering the most advanced and costeffective PET-CT devices to meet the needs of the cardiac and oncology sectors in nuclear imaging.



Premium Imaging. Unmatched Value.

The evolution to PET-CT

The industry trend is shifting towards comprehensive nuclear cardiac study environments, demanding the integration of a PET-CT system for in-depth diagnostics.

Positron's new state-of-the-art Affinity PET-CT 4D 64-Slice scanner and NeuSight PET-CT enable nuclear cardiologists to provide the full potential of molecular imaging.

The Affinity PET-CT system caters to both cardiac and oncology needs, providing practices and hospitals with enhanced utilization and greater value from a multi-modality system.

Positron also offers an economy model PET-CT 64-Slice scanner which provides a perfect solution for new entrants/SPECT users and most small/medium hospital radiology departments.



Premium Imaging. Unmatched Value.

# Exceptional nuclear imaging at the industry's best price

Positron lowers barriers to entry for nuclear cardiologists, radiologists, and healthcare practices by offering unparalleled nuclear imaging technology and clinical services at the most affordable prices.

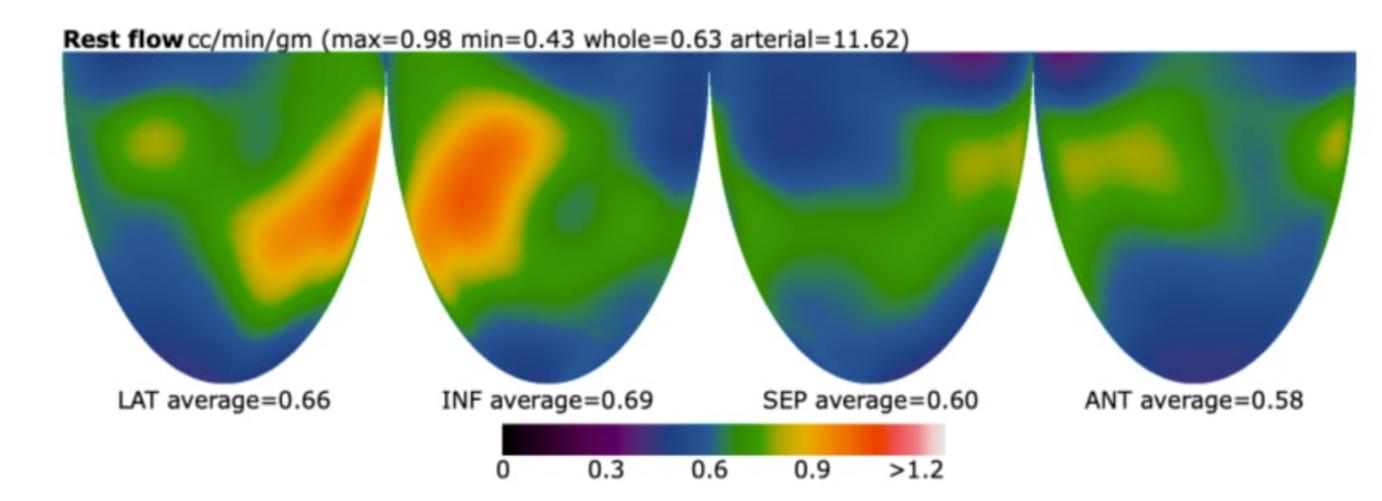
For nearly 40 years, Positron has focused on facilitating the needs of our customers while supporting and advancing cardiac PET. Positron's state-of-the-art imaging technology and specialized cardiac software have made it a leader in nuclear cardiology.

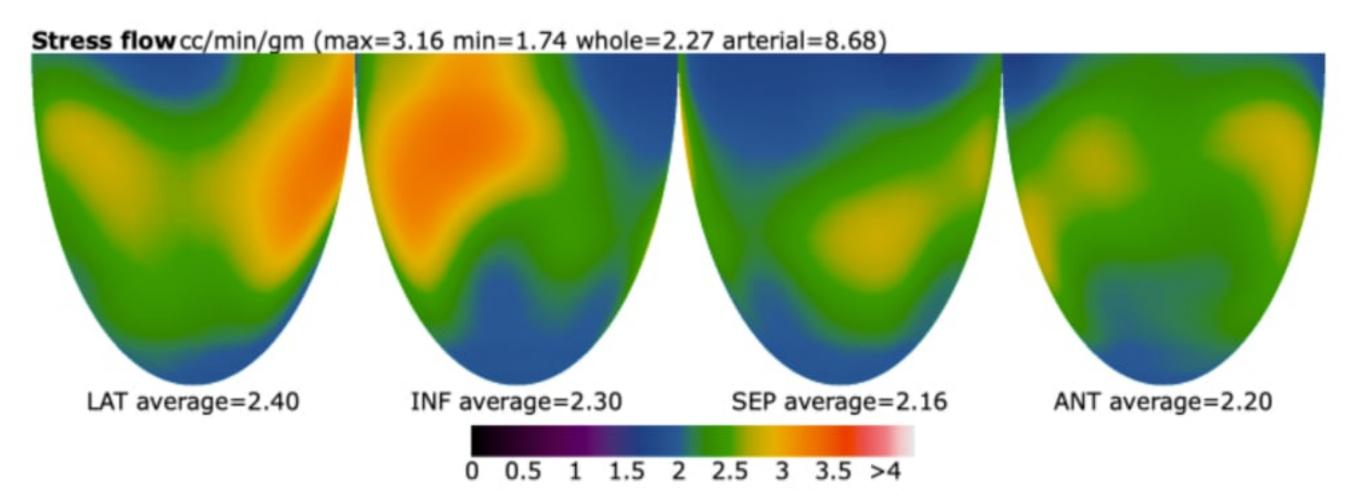
Positron sets the industry standard, offering top-tier products with the lowest operational costs, ensuring unmatched value and efficiency for healthcare providers.

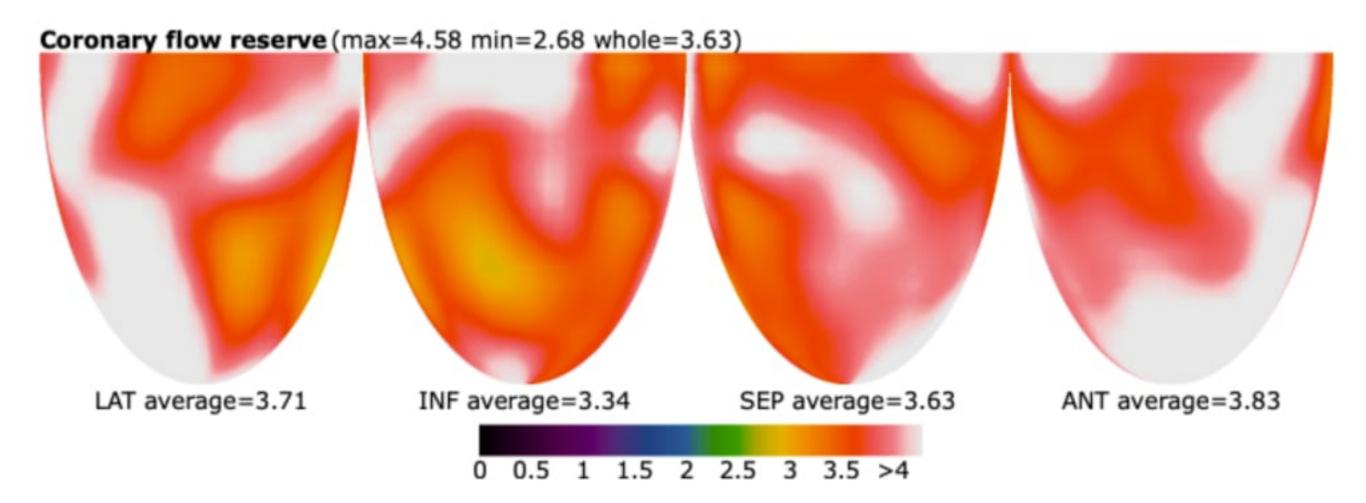
#### **Quantitative Flow Report**

Name: Age: 55 ID: patient\_4203
Rest: bev\_1 Stress: bev\_2 Isotope: rb

Partial volume corrections: Ao=1.166 Myo=0.700









#### Imaging innovation

# Affinity PET-CT 4D 64-Slice Scanner

Advanced design provides optimal operator control/user experience

Internally self-shielded quality control source

Intelligent QC

Optimum image fusion creates excellent clinical performance

High specificity and sensitivity

High resolution

Core technology matching provides more accurate information for diagnosis

High-quality imaging with minimal dose

Low tracer dose

Increased safety



# Key factors driving growth in cardiac PET imaging

#### **Industry Trends:**

Shift from SPECT to PET modality.

Improved patient care requires cutting-edge technology for sustainability and value.

#### **Market Advancements:**

Introduction of new radiopharmaceuticals boosts market confidence.

Soon to be released Flurpiridaz (F18/single dose) streamlines PET imaging processes, similar to SPECT, enhancing availability and efficiency.

Expansion in compact cyclotron production and doubled capacity for RB82 generators anticipate rising demand.

#### Technological Innovations:

New diagnostic and software advancements, notably CFR for PET imaging.

Expected increase in reimbursement for flow diagnostics.

#### **Economic Drivers:**

Significant increases in reimbursements. PET-CT vs SPECT is ~\$2,000 per scan.

Medicare/CMS is advocating and promoting PET-CT for efficient use and aims to reduce equivocal downstream imaging.

PET-CT generates significantly more revenue per scan compared to PET and SPECT.

#### Positron's Advantage:

Offers superior technical and clinical services.

Positron systems are the best value in the industry.

PET-CT offers the greatest sensitivity and specificity in nuclear imaging.

Provides innovative solutions for practices to acquire PET-CT systems.



## Adoption and growth

With its dominance in the nuclear imaging device market, technological advancements, vast applications in cardiac and oncology, and strong demand from hospitals and practices, the PET-CT industry presents significant growth opportunities and revenue potential for companies operating in this space.

## PET-CT Dominance and Technological Advancements

PET-CT will dominate the global nuclear imaging device market for the foreseeable future, owing to its advanced sensors that allow accurate counting of scintillation photons during a scan and enhanced image quality.

The PET-CT scanner device segment accounted for the largest share in the medical device market, driven by its higher reliability, enhanced performance, and ability to offer a better patient experience compared to other devices, as well as its higher multi-use demand in hospitals.

#### Hospital and Practice Segment: The Dominant End-User

Based on end-user demand, the hospital and practice segment remains the dominant participant in the global PET-CT imaging device market, fueled by the rising demand for diagnostic imaging procedures, advancements in healthcare infrastructure, and innovations in advanced medical devices.

The shift from SPECT to PET-CT and/or practices adding PET-CT to imaging services will generate the highest demand in nuclear cardiology history.

#### Oncology: A Vast and Revenue-Driving Segment

The oncology segment is vast and will contribute significantly to Positron's future revenues, as PET-CT imaging devices are extensively used globally for the detection, diagnosis, and treatment planning of cancer.



### **Evolution to PET-CT**

#### **Market Dynamics:**

Growing universal demand for improved healthcare outcomes.

Disruption in traditional imaging through advanced technology and software, notably in Coronary Flow Reserve (CFR) only available with PET imaging.

Practices adopting PET to stand out competitively.

#### **Economic and Diagnostic Shifts:**

Transition towards superior PET diagnostics, driven by chronic disease prevalence and CMS-backed increased reimbursements.

Enhanced performance and broader application through multi-modality PET-CT systems.

Shifting away from outdated systems towards cutting-edge diagnostic technologies.

#### **Technological Advancements:**

PET-CT imaging infrastructure outpaces other modalities with stronger long-term viability.

Introduction of single-dose F18 fluoride-based pharmaceuticals, enhancing PET's efficiency and diagnostic superiority.

#### **Industry Evolution:**

Significant shift from SPECT to PET reflecting technological progress and better economics.

Less than 500 PET & PET-CT systems currently focus on cardiac imaging in the US, expected to increase fivefold in the next five years.

Currently there are 13,000 SPECT scanners in the US with a large portion that need to be upgraded to the PET modality.



## Evolution to the PET modality

Certain healthcare providers are transitioning from SPECT imaging to PET imaging, whereas others are opting to incorporate PET as a complementary modality.

#### **Industry Transformation:**

Transition from SPECT to PET-CT is reshaping nuclear imaging.

Positron systems are at the forefront of this significant shift.

#### **SPECT Challenges:**

Dominated by SPECT, the current cardiac imaging landscape is evolving due to its limitations and the better medicine provided from PET imaging.

Issues include supply and cost challenges, lower reimbursements, and inefficiencies (two-day scans vs. one-day for PET-CT).

Higher patient radiation exposure and outdated technology exacerbate SPECT's decline.

#### **Market Shift:**

A significant move from SPECT to PET-CT is underway, driven by PET-CT's superior efficiency and effectiveness.

We anticipate 25% of the 13,000 existing SPECT scanners in the US are expected to convert to PET-CT within five years.

Positron is well positioned to meet this growing demand.



### Market demand

#### **Market Trends and Demands:**

PET is emerging as the premier modality for cardiac imaging, recommended as the primary diagnostic test.

Shift towards PET driven by advancements in quantitative imaging, diagnostic software, and device technology, particularly PET-CT.

#### **Economic and Supply Factors:**

PET-CT enjoys significantly higher reimbursement compared to SPECT.

Stable supply of key PET pharmaceuticals, contrasted with SPECT isotope shortages.

Introduction of new radiopharmaceuticals as GE HealthCare acquired exclusive global commercialization rights for flurpiridaz F 18 in 2017 from Lantheus, facilitating the shift from SPECT to PET.

#### Technological and Clinical Advances:

Coronary Flow Reserve (CFR) software, a pivotal development in cardiac imaging, is the new standard, with Positron's PET-CT 4D 64-Slice scanner system leading the way.

Increased reimbursement rates for PET-CT incentivize its adoption over SPECT, reflecting the industry's commitment to superior patient care and outcomes.

#### **Market Dynamics:**

There is a market need for system replacement as nearly half of existing PET-CT units approach end of life, impacting particularly the SPECT and oncology segments.

Competitive healthcare market demands top-tier diagnostic capabilities.

Positron is currently expanding into the growing oncology imaging market with its Affinity and NeuSight PET-CT systems.



#### Sales Channels and Strategy

### Positron is the best value

Positron offers systems and services at the most economical price in the industry with annual service agreements as the high margin income generator.

Direct marketing efforts and directly sell to the existing 10,000 nuclear cardiology practices and hospitals base.

Leverage Positron's alignment and support with ASNC for cardiac PET adoption, showcasing industry backing and Positron's strategic positioning in advancing PET technology.

Leverage co-marketing and co-promotion partnerships with leading pharmaceutical companies (e.g., Bracco, Lantheus, Ionetix) and industry societies to reach the same customer base and influence the path of medicine.

Collaborate with turnkey providers who require PET scanners to offer comprehensive services.

Utilize Positron's connections with key industry-leading nuclear cardiologists, and leading institutions for lead generation, while also mining the expanding current customer base for new opportunities.



#### **Meet the Team**

### Our Leadership

### Adel Abdullah President and Chairman

Mr. Abdullah has a master's degree in aerospace and mechanical engineering from the University of Arizona and brings 30 years' experience with device companies in the nuclear imaging technologies field. Adel led Positron in the development of its product mix and now leads the company's market entrance, sales, and continued performance of its new PET-CT systems and Positron services. Adel performs a critical role in the cooperative business agreement between Neusoft and Positron and also sits on the Board of Neusoft Position Medical System.

#### Aaron Hargrave Vice President, Clinical Applications

Mr. Hargrave has a degree in Nuclear Medicine
Technology from University at Buffalo and serves as
Positron's Clinical Applications Specialist. Aaron has been
a Certified Nuclear Medicine Technologist for almost two
decades and has performed PET imaging in the cardiac,
oncologic, and neurologic subsets. Aaron provides
clinical/software support and training for Positron's clients
and sales support for new customers. Mr. Hargrave
specializes in assisting customers with image quality
assurance and interpreting technical marketing data to
ensure proper product use for optimal patient outcomes.

#### Tis Prager Advisor and Director

Dr Tis Prager, founder of Prager Dreifuss law firm, has specialized for more than 40 years in advising entrepreneurs, in particular in the succession planning of their business and personal assets and its practical implementation. Tis is the largest investor in Positron Corporation and is also Chairman of Hotel Zürich AG (Marriott) and Scherer & Bühler AG. These and other directorships with Hilti AG (Schaan), Bourquin SA, IE Engineering etc. underlie his expertise in strategy and governance.



#### Support

## Positron Support Team and Partners

#### Positron is supported by a highly qualified team consisting of:

Sales, service, and installation technicians who are specialists in nuclear imaging systems and experts in Positron's Attrius dedicated PET and the new NeuSight PET-CT 64-Slice scanner and Affinity PET-CT 4D 64-Slice scanner systems.

Technical support personnel and operations administrator.

Third-party CPA and legal services responsible for compliance, financials, and OTC Market quarterly and annual filings.

Consultants on staff focused on business development, strategy, and marketing.

The company is in process of adding a head of sales and sales liaison(s) to work directly with radiopharmaceutical representatives.

#### Neusoft Medical Systems, Support/R&D/Manufacturing/ Innovation

Neusoft Medical Systems Co., Ltd. (Neusoft) is a leading global clinical diagnosis and treatment solution provider. Founded in 1998 and headquartered in China, Neusoft has continuously focused on innovation and value creation for Neusoft and its Partners. Neusoft is dedicated to becoming an excellent value innovator of global healthcare services.

Positron, through an exclusive cooperation agreement with Shenyang Intelligent Neuclear Medical Technology Co. Ltd., a wholly owned subsidiary of Neusoft Medical Systems, has developed Positron's new PET-CT 4D system which Positron will manufacture and sell, service, and provide clinical services and full support over the lifetime of the system throughout North America.

Neusoft serves Positron in its support of its nuclear imaging technology/ software products, research & development and next generation product innovation.

#### **Recent Developments**

### Positron milestones

#### PET-CT Acquisition Milestone

Positron has acquired ownership of the 510(k) for the NeuSight PET-CT from Neusoft Medical Systems which is a prerequisite for FDA market clearance for current and subsequent PET-CT systems.

#### Affinity PET-CT Efficacy and Performance Research

Positron and Ochsner Clinic of New Orleans are performed a clinical study with the Affinity PET-CT 4D that gained key data as to the performance and efficacy of the system. The results of the study enabled Positron to properly market and commercialize the Affinity system.

#### Positron's PET-CT Lineup Expands

Positron received distribution rights to Neusoft Medical System's NeuSight PET-CT 64-Slice scanner. Both systems will serve as the company's entry/economy system for cardiac and oncology segments.

#### Promoting Cardiac PET Accessibility

Positron joins the new Cardiac PET Industry Coalition (CPIC) to promote federal policies that advance health outcomes for patients with cardiovascular disease and improve the availability of cardiac PET diagnostics.



#### **Total Addressable Market**

# PET-CT device market is the future of molecular imaging

With its substantial market value, projected growth, and a sizeable customer base spanning private practices and hospitals, the PET-CT device market presents a promising opportunity for companies to capitalize on the increasing demand for advanced imaging technologies in the medical field.

#### **Global Market Value and Dominance**

The global PET-CT device market value in 2020 was USD \$1.8 billion, with North America being the dominant market leader.

#### **Projected Demand and Growth**

The estimated demand for PET-CT systems is approximately 3,000 units through 2030, driven primarily by the cardiac imaging segment.

According to Polaris Market Research, the global annual PET-CT device market size is expected to reach a remarkable \$3.34 billion by 2028, with a Compound Annual Growth Rate (CAGR) of 6.6% from 2021 to 2028.

#### **Potential Customer Base**

The vast potential customer base includes over 10,000 private practice cardiac diagnostic centers and more than 6,000 hospitals worldwide.



#### Data Points Scope Stats (Mortality Rates)

## The burden of cardiovascular disease and cancer in America

Cardiovascular disease and cancer pose significant health and economic challenges for the nation, highlighting the critical need for advanced diagnostic and treatment solutions.

#### Cardiology

Cardiovascular disease is a leading cause of death and economic strain in the US.

According to the CDC, Americans suffer 1.5 million heart attacks and strokes each year, contributing to \$320 billion in annual healthcare costs and lost productivity.

Heart disease is the leading cause of death in the US, with an American suffering a heart attack every 30 seconds, and a 40% mortality rate.

More than 12 million Americans have been diagnosed with Coronary Artery Disease (CAD), and an estimated 25% of the middle-aged population are unaware of their illness until they succumb to an attack.

Heart Disease or CAD accounts for one-third of all deaths each year, approximately 700,000 lives lost.

#### Oncology

Cancer is the second leading cause of death and economic strain in the US.

Each year, more than 1.9 million people are diagnosed with cancer, resulting in approximately 600,000 deaths, making it the second leading cause of death in the US.

The economic cost of cancer tops \$200 billion per year in the US alone.

Despite the challenges, mortality rates dropped by 1.5% from 2019 to 2020, and overall cancer mortality has decreased by 33% since 1991, an estimated 3.8 million lives saved due to improved diagnosis and treatment.

#### **Market Factors**

## Why Positron?

With its cutting-edge technology, industry partnerships, and competitive advantages, Positron's Affinity PET-CT 4D 64-Slice scanners and NeuSight's PET-CT 64-Slice scanners are poised to revolutionize nuclear imaging and provide superior solutions for cardiac and oncology imaging. Positron provides the best value of technology and services in the industry.

#### **Differentiators**

Positron's new PET-CT 4D 64-Slice scanner includes advanced proprietary imaging software offering Coronary Flow Reserve (CFR) and low-dose radiation protocols.

Positron's partnership with industry-leading Neusoft Medical Systems provides the latest technical developments and continued R&D advancements.

The cardiac imaging industry is evolving from the traditional SPECT modality to the superior PET modality, driven by significant increases in reimbursement for PET, new radiopharmaceuticals entering the market, and terminal supply shortages of the SPECT imaging isotope.

#### **Key Features**

Positron Affinity PET-CT 4D 64-Slice scanner is a combination PET and CT device, meeting the needs of both cardiac and traditional oncology imaging.

Designed for hospital and private practice settings, offering a perfect solution for various healthcare facilities.

Supported by nuclear societies such as ASNC, SNMMI, and ACC, which guide the acceptance and utilization of technology through reimbursement rates.

#### Competitive Advantage

Positron's PET-CT systems are better, faster, smaller, and less expensive than any other system on the market, positioning Positron to play a key role in the future of molecular imaging.

Positron's economical NeuSight PET-CT is a perfect system for entry level cardiology and SPECT practices to upgrade to the PET modality.



#### Catalyst

# Positron and the PET modality are the future of molecular imaging

### PET-CT Reimbursement Soars

Now the preferred cardiac diagnostic

#### SPECT to PET-CT Shift

Driven by doubling reimbursements and medical advancements

#### Coronary Flow Reserve Revolution

Driving demand for PET-CT imaging

#### Flyrcado™

Single dose cardiac pharmaceutical will be a game changer for SPECT to PET adoption. Flyrcardo™ is expected to be available in early 2025

#### **Modernization Urgent**

Aging PET & PET-CT systems in need of upgrade

#### Oncology's Dominance

PET-CT demand surges, seeking innovation

#### **Global Expansion**

New frontiers in PET-CT imaging emerges

#### **Pharmaceutical Boost**

Scaling up supply for cardiac imaging agents

#### **Diverse Models**

From sales and leasing to per scan and collaborative ventures

#### **Partnership Potential**

Exploring collaborations across industries in imaging



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