



### ELECTROGENICS LABORATORIES LTD

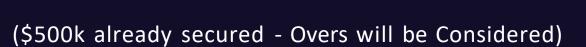
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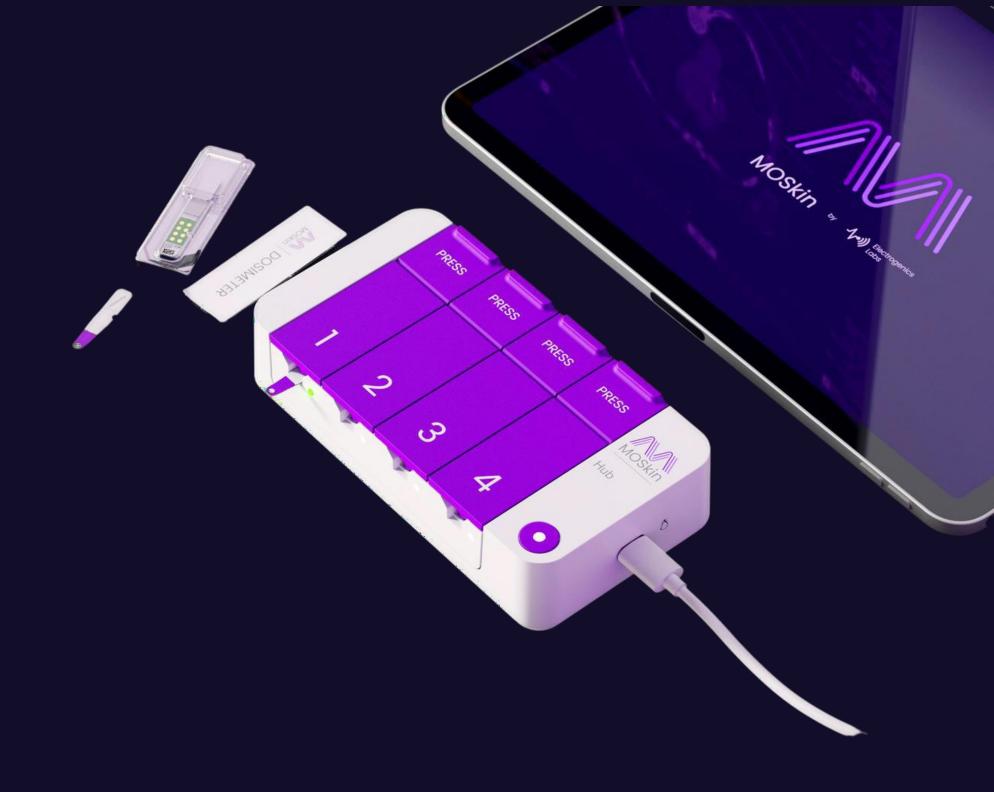
Next-Generation Radiation Dosimetry

### **Investment Overview**

Series C Round In conjunction with

Raising AUD \$1.2M





### **Opportunity Snapshot**

#### **Key Definitions** (Medical Physics)

**Dosimetry:** The science of measuring radiation, calculated through magnitude and specific calculations.

**Radiation Oncology:** A medical specialty using high levels of radiation to treat cancer, delivered through a Linear Accelerator (LINAC).

**Interventional Radiology:** Minimally invasive procedures guided by imaging, where precise radiation measurement is critical.

#### **Key Market Insights**

**Global Need:** Over 20 million new cancer cases annually, with 6 million patients treated using radiation therapy.

**Current Challenges:** Radiation dosimetry is costly, time-intensive, and lacks real-time accuracy, making it rare in mainstream use.

**Significant Market Opening:** MOSkin™ is as the clear option for replacement in market due to the recall of a major competitor

#### **MOSkin<sup>™</sup> Solution**

Innovation: ELL's MOSkin™ dosimeter is fast, low-cost, and provides real-time, accurate radiation measurement—making dosimetry viable for mainstream use.

Market Position: MOSkin™ is fully patented (80% global market coverage) with successful trials in 20+ international institutions.

Unique Advantage: Competitors face market exit due to FDA recalls, positioning MOSkin™ as the clear market leader.

#### **Recent Achievements**

**Grant Funding:** Awarded a \$1.1m Industry Growth Program grant after detailed review by AusIndustry. This is 2<sup>nd</sup> federal Industry grant awarded to the Company.

**Regulatory Pathway:** FDA 510k submission completed in March 2025, with market entry expected around July ~ Aug 2025.

Engineering & Production Ready: Supply Chains enabled & QA certified

**USA Distributors:** Identified and negotiations commenced.

# Current Medical Radiation Measurement Tools Are Outdated and Inefficient

Globally, there are 8,000 + Radiotherapy centres and over 15,000 Linear Accelerators, with 5,800 in the USA & China alone.



Competitor technologies have not changed in over 30 years



Expensive with large capex, servicing costs, and device disinfection



Risks patient safety with inaccurate dosage and delayed results



Completely out of touch with modern clinical pathways

# Existing Dosimeters Have Major Flaws



**Time consuming** and **difficult** to calibrate and use, 1 ~ 3 hrs.



Require post processing which delays results for hours or days and cannot provide immediate feedback of radiation dose.



Don't measure the dose at skin depth, per an internation standard.



Are **not single use**, therefore require disinfection and cleaning.

Are not Radiolucent, blocking clinician vision.



**Impedes LINAC patient throughput** and lower productivity.









Cumbersome for routine use, needing large capital outlays and expensive radiation physicist skills.



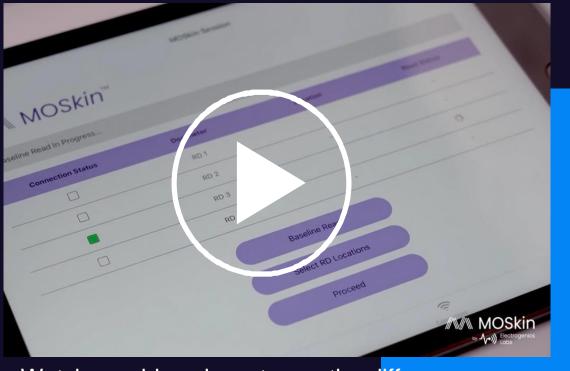
Introducing MOSkin™
Simple, Immediate,
Affordable, & Accurate
Radiation Dosimetry

The MOSkin system materially improves clinical pathways, making use of the medical physics laboratory, redundant.



### **Explanatory Videos**





Watch our video above to see the difference between MOSkin™ and competitive systems

Affordable

# Materially Improves Clinical Workflow

The MOSkin™ system improves facility outcomes by delivering accurate, real-time dosimetry at point-of- care, rather than after slow laboratory-based post processing.

Easy to Use

•

**Fast** 



### **Clinical Benefits**

Can be set up in minutes by nurses or lab technicians (no longer needing specialist staff)

**Real-time** radiation measurement to support clinicians.

Cost-effective, disposable, and easy to use.

Provides **instant results** directly at the treatment site.



# Important Patient Benefits



Reduces risk of overdosing – skin burns + increased risk of secondary cancers



Reduced risk of underdosing – Potential for more visits and recurrence



Much quicker set up at the LINAC, reducing patient time in treatment

# How MOSkin™ Works

(((•))) Easy to use sensors



**Immediate and accurate results** 



Integrates easily into existing systems

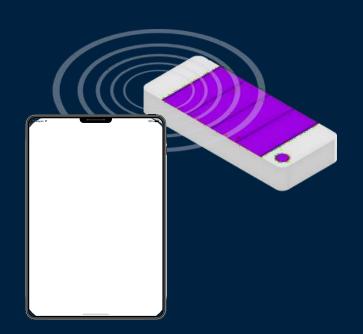
I.Initial Setup



2. Dose measured During Treatment



3. Immediate Data Transmission



4. Real-Time Results at the Bedside



# Simplified Clinical Pathway





Use of lower skilled medical staff



Faster recording and analysis of results

I. RegisterDosimeter AtHub

2. Stick on patient

3. Dose measured at LINAC

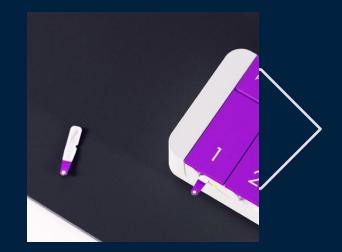
4. Dosimeter placed in hub and result wirelessly transmitted to tablet

5. Immediate results on ipad and emailed for medical records.











# Why MOSkin™ Stands Out

- Superior to competitors in all key facets
- Largest competitor has exited the market due to an FDA recall, clearing the path for MOSkin™
- Fully patented and tested in over 20 global institutions

Feature	Old Technology	MOSkin™
Setup Time	1-2 hours per use	3 minutes
Results Delivery	Delayed (1.5+ hours after treatment)	Real-time, instant data during treatment
Accuracy	Moderate (70-85%)	High (>95% accuracy)
Usability	Requires specialist staff for calibration	Operable by nurses/technicians, minimal setup
Patient Safety	Limited monitoring during treatment	Real-time monitoring reduces patient & facility RISK
Cost per Use	High (due to reusable devices needing cleaning), etc	Low (single-use, disposable sensors)
Data Transfer	Wired, often delays in analysis	Wireless, instant data transfer



# A Large & Underserviced Global Market



20 million new cancer cases annually



\$300M-\$400M annual market potential in Radiation Oncology



\$80M-\$100M annual market potential in Interventional Radiology

### Proprietary Technology

- ◆ Patents are fully assigned to and owned by Electrogenics Laboratories Ltd.
- ◆ ELL has first rights to all new IP developed by UoW in this field.
- ◆ Further ELL IP in development
- Considerable key Trade Secrets around design & manufacturing not disclosed in the patent

Image shows patents granted in 3 regions, with international patent pending.



#### The Details

- Expected FDA approval circa July ~ Aug 2025, following a 510(k) Filing in March
- Access to ~8,000 radiotherapy centres globally, with LINAC installations growing at a CAGR of 6%.
- Lower cost per use vs. legacy products due to single-use design and ease of setup.

### A Lucrative & Scalable Business Model ... Underpinned by Platform Technology, for Application in New Markets



Consumables: Single-use MOSkin™ dosimeters (recurring revenue)



Capital Equipment: MOSkin™ Hubs (one-time purchases) + Utilising iPad



**Software:** Annual licenses (recurring revenue stream)







### Fast Path to Market Entry

R&D, Product
Development &
supply chain
enablement complete





March 2025

510(k) submission complete with FDA as a Class II device.



Engage and Establish USA distributors and fill supply chains with Product ready for Sales



**July ~ Aug 2025** 

FDA 510(k) clearance anticipated by July ~ Aug, enabling immediate US market entry.



Q3 2025

Initial sales and distribution launch following FDA approval.



Q4 2025

Pursue EU Regulatory
Approvals and distribution
development activities .

### **Key Points:**

- FDA clearance expected circa July 2025
- Distributor-based model for rapid growth
- Positive Distributor negotiations started
- o 1st sales in Qtr. 3, CY 2025.

4,000 LINACS at 2,700 Treatment centres

#### **United States**

Primary initial target market due to high demand and straightforward regulatory pathway to FDA approval.



2.

#### **Europe**

Strategic European countries with high LINAC installations, including UK, Germany, France, and Italy.

### Distribution Network



3.

#### Asia

Initial targets in Japan and China due to growing healthcare infrastructure and need for advanced dosimetry.



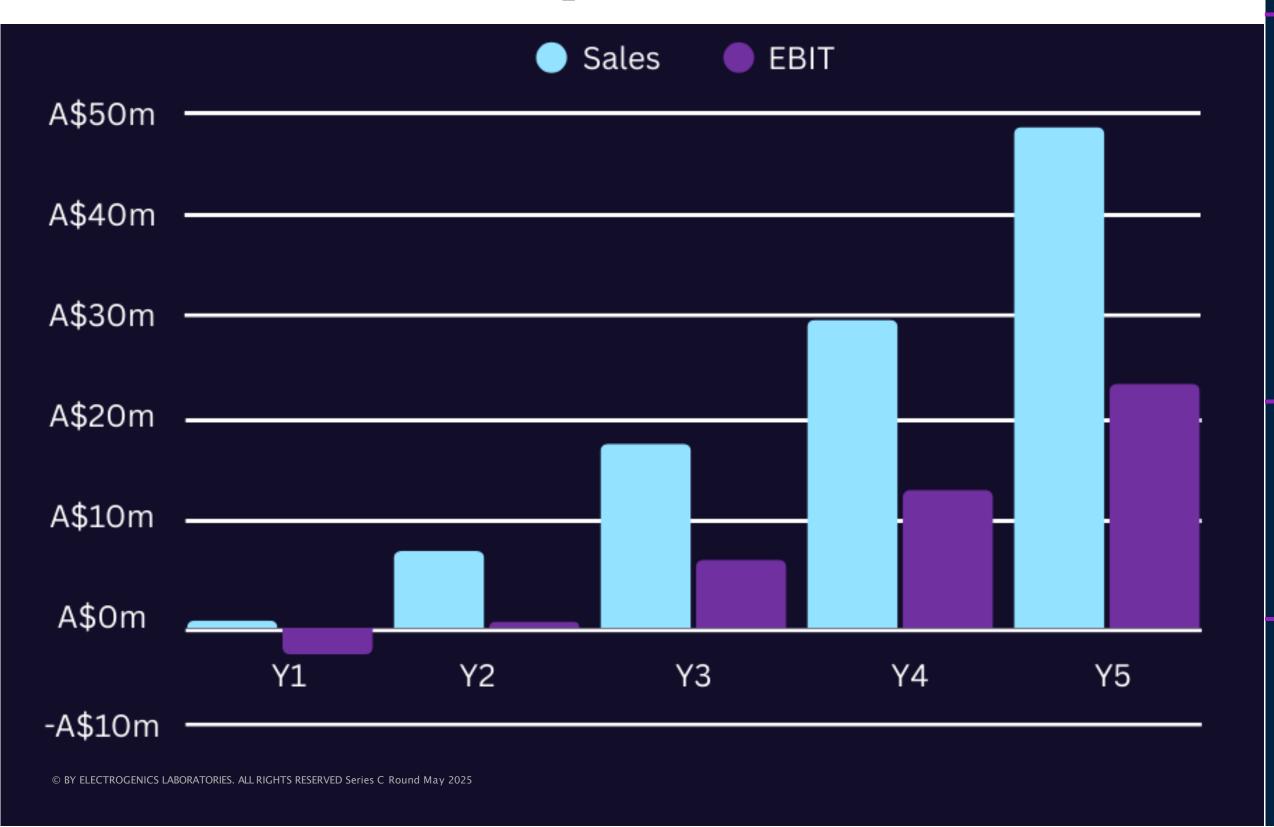
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#### Australia & NZ

Existing clinical partnerships and trial locations make this a target market for expansion.

Out GTM strategy is indirect via in-country channel partners

# Linear Growth & Profitability



Break even expected in Year 2

Revenue growth driven by market penetration, replacing old technologies, and competitor withdrawal

IPO or Exit Planned Q4 2026

45% + EBIT by year 3

# The Projected Numbers

P&L Projection - Existing Market Only*						
Year (Base Year 2025)	1 - (6mo)	2	3	4	5	Total
Sales						
Sensors Sold (MOSkin™ Units) (rounded)	9,000	92,000	240,000	450,000	750,000	
Software Licenses Active (Units) rounded	70	810	2,250	4,140	7,000	
Hub Sales (New Customers)	70	740	1,450	1,890	2,850	
LINAC Population (6% CAGR) Rounded	15,000	15,900	17,000	18,100	19,200	
Market Share of LINAC machines	0.47%	5.09%	13.25%	22.91%	36.42%	
Total Sales	699,000	7,458,000	17,889,000	29,931,000	48,694,000	AUD\$104,671,000
Royalty/License fees #	48,000	543,000	1,244,000	2,066,000	3,298,000	
COGS	353,000	2,212,000	4,557,000	6,998,000	11,341,000	
Gross Profit	298,000	4,703,000	12,089,000	20,867,000	34,055,000	AUD\$72,012,000
Gross Margin %	43%	63%	68%	70%	70%	
Other income R&D rebates etc.	319,000	224,000	215,000	269,000	438,000	
Expenses						
Sales & Marketing Expense	216,000	766,000	1,189,000	1,713,000	2,539,000	
R&D Engineering & Technical Expense	950,000	746,000	716,000	898,000	1,461,000	
Tech Support & SW Maintenance	69,000	654,000	1,456,000	2,411,000	3,615,000	
Corp Overheads	1,960,000	2,153,000	2,327,000	2,730,000	3,154,000	
Total Expenses	3,195,000	4,319,000	5,688,000	7,752,000	10,769,000	AUD\$31,723,000
Expenses as a % of Sales	457%	58%	32%	26%	22%	
EBIT	-2,577,000	608,000	6,616,000	13,383,000	23,725,000	AUD\$41,755,000
EBIT % of Sales	-369%	8%	37%	45%	49%	NPV 14.5 ***
EBIT NPV <sup>14.5</sup>	-2,363,970	480,065	4,496,363	7,828,681	11,945,671	AUD\$22,386,811
		 	Potential Valuation ##		3x EBIT NPV <sup>14.5</sup>	AUD\$ 67,160,000

<sup>\*</sup>Projections are for the existing market only and do not take into account that the enhanced MOSkin™ functionality, low cost and convenience that will most likely result in a considerably expanded market as oncologists and surgeons specify the use of dosimeters in more and mare cases.

# Royalty & License Fees are subject to expiry of the US patents in 2032

# Capital Strategy & Offer Overview

Offer Details	Information			
Raise Amount (Series C Round)	A\$1.2M			
Price per Share	A\$0.065			
Issue Instrument	Ordinary Shares			
Pre-Money Valuation	A\$12M*			
Target Liquidity Event Horizon	Q4 2026			

#### **This Round**



Series C Round Initiation

USE OF FUNDS: Initial setup for US market entry pending FDA 510(k) clearance.
A \$1.2M @ A\$0.065 per share



**FDA Submission** 

510k Class IIa.

FDA submission lodged in

March of 2025



Expect FDA 510(k) clearance in July~Aug of 2025.

Prepare for market entry and establish early sales channels.



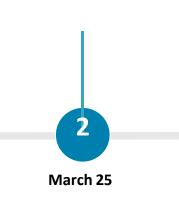
**Initial Sales & Distribution** 

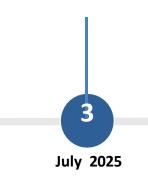
Launch initial sales Q3 CY 2025, pre-IPO if required. Supports commercial readiness.

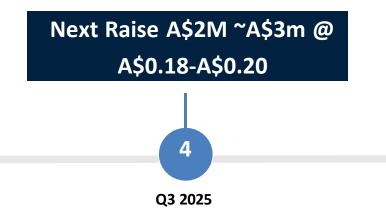


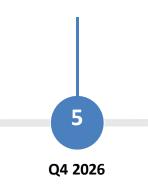
Planned for Q4 2026 Est. **A\$0.25-A\$0.30 +per share** based on market conditions IPO or Trade sale











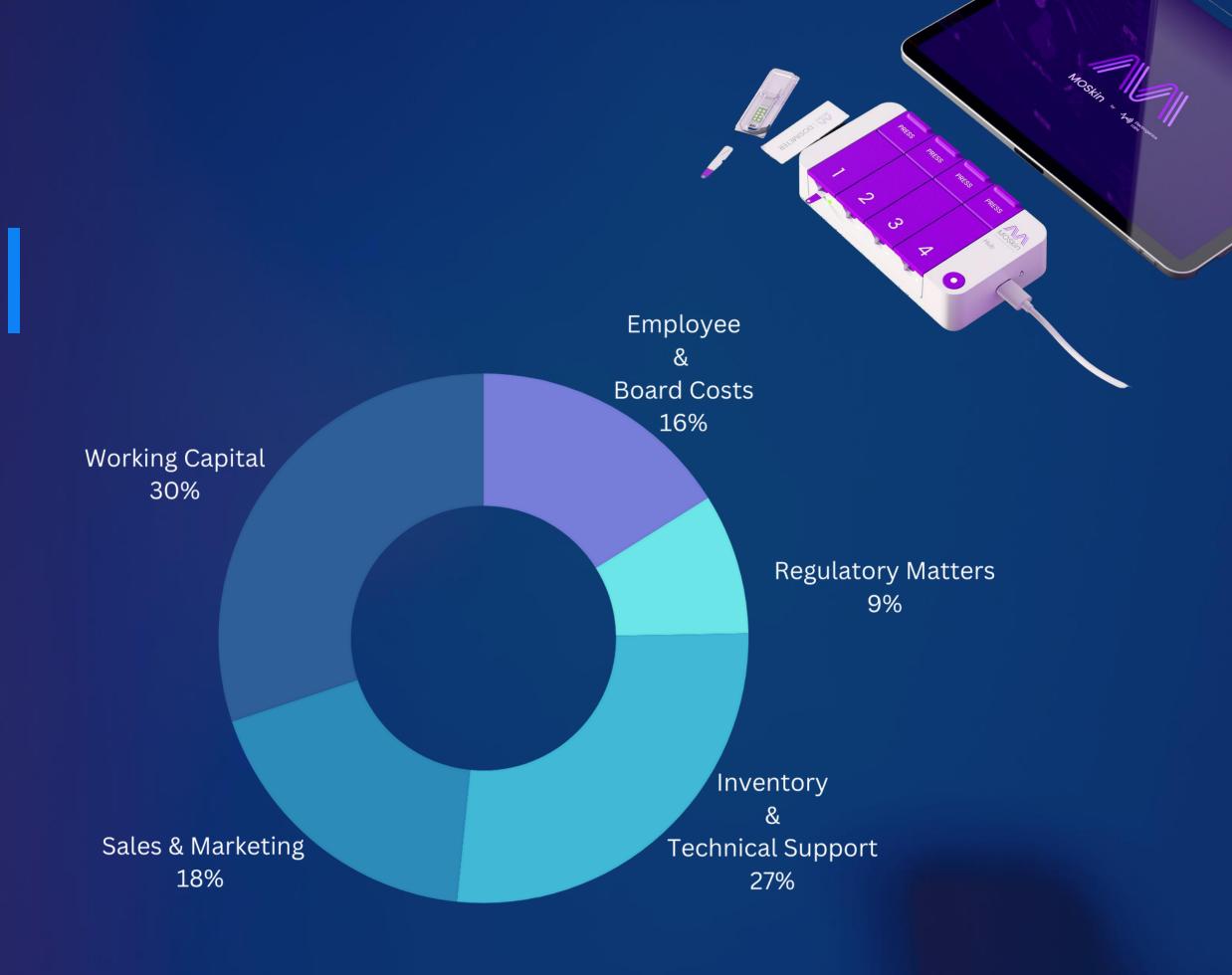
### Pro Forma Capital Structure

Pro Forma Capital Table – Post Series C Raise							
Shareholders	Shares	Holding					
University of Wollongong	11,475,000	5.66%					
Founders (3 people)	43,861,254	21.63%					
ELL Trust shares & Board & Management	30,631,811	15.1%					
Service Providers and Advisors	2,049,996	1.01%					
Other shareholders from A & B rounds (93 shareholders)	96,306,133	47.49%					
Current Round Series C @ 6.5 cents per share	18,461,538	9.10%					
TOTAL Shares	202,785,732	100.00%					

# How we will spend \$1.2M

### **Primary Allocation:**

- Regulatory Matters
- Inventory build-up
- Employee & Board Costs
- Sales & marketing
- Working capital



# Experienced Leadership with Proven Expertise



David Rundell, CEO

Extensive experience within the Medical Device and Radiopharmaceutical industries with an exceptional track record.

Previously 9 years as the CEO of Laudauer's Nanodot Dosimetry business in Australia and NZ, substantially growing Laudauer's Dosimetry business. He is an expert in the commercial sphere of medical physics.



Geoff Neilson, Non-Executive Director

Over 30 years in Medical Devices including and senior VP level roles at ResMed across multiple business functions including Product Development, Commercial, and Supply Chain Management roles



Mario Pennisi AM, Non-Executive Director

Over 30 years in life sciences, experienced in commercialisation and strategic leadership. Director of several successful healthcare businesses in Australia and the USA.

Foundation career in Health tech including Mayne Health.



Dr. Arthur
Brandwood,
Non-Executive
Director

40 years in MedTech, expert in regulatory and product commercialisation.

Senior roles in the TGA and adviser to international regulators over many years.



Geoff Marshall, Chair

Deep experience in medical and non-medical sectors. Former big 4 Accounting Partner, investment banker, and founding MD of Nanosonics Ltd.

Previous roles include COO of Mayne Health Private Hospital Group and founder of several start ups.

### Specialist Advisors, Key Team & Partners



Prof. Michael Jackson, Medical Advisor, MD

25 years in MedTech and business development, ex-VP at ResMed.



Prof. Anatoly Rozenfeld, Scientific Advisor.

World renowned leader in radiation therapy instrumentation, founder of the Centre for Medical Radiation Physics.



Matthew Harrington, Product Development & Supply

20+ years in MedTech and CleanTech, former ResMed product lead.



Brad Tvedt, Sales & Marketing

Senior sales leader, previously at ResMed and Philips Healthcare, scaled sales from start-up to multi-million revenue.



Grant Palmer, QA/RA/Clinical

30 years in regulatory affairs, clinical research, and quality assurance; experience with global market approvals.

### **GTM Partners**









### Recap



#### **Strong Market Need**

- Immediate demand for accurate radiation dosimetry following regulatory induced competitor exit.
- Over 20 million new cancer cases annually; 6 million treated with radiation therapy.



#### Regulatory & Market Readiness

- Minimal regulatory risk with FDA approval expected within 4 ~ 5 months from submission in March 25 (Q1 CY 2025).
- Successful trials in over 20 international institutions testing product reliability.



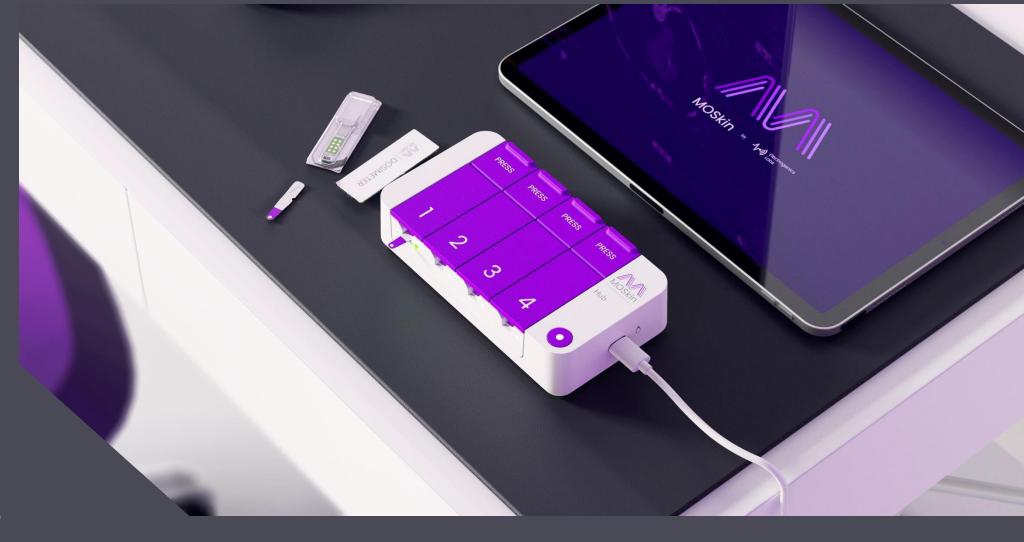
#### **Compelling Business Model**

- Recurring revenue from single-use dosimeters and software licenses.
- Proven 'razor/razorblade' model, maximising customer lifetime value (est. \$60k-\$100k per LINAC over 10 years)



#### **Experienced Leadership**

 Highly skilled team with decades of MedTech expertise and strong R&D backing from leading institutions (UoW & CMRP)





#### **Attractive Investment Potential:**

- Conservative valuation with potential for 2-3x uplift post-FDA approval.
- Near-term liquidity event planned via a trade sale or IPO, anticipated Q4 2026



#### **Solid IP Portfolio**

Fully owned and patented in all significant global markets.

### Novus Capital

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for More Information Or
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DOSIMETRY





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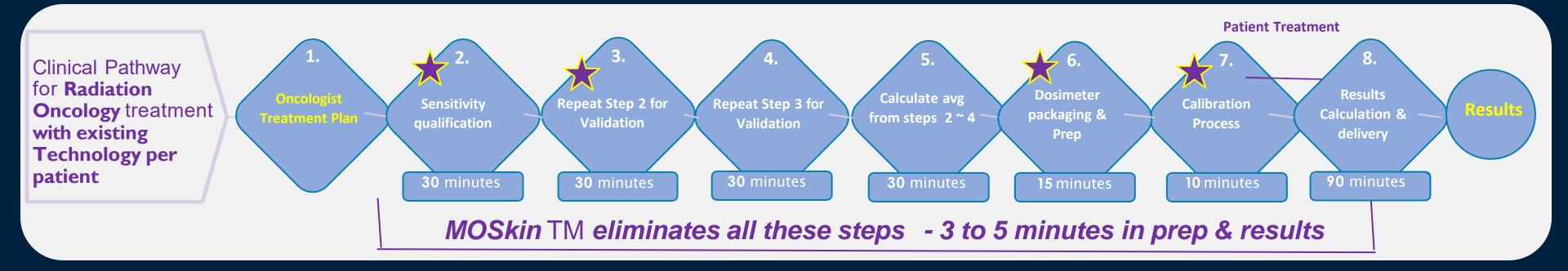
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### APPENDIX

### Detailed Clinical Pathway & Competitor Analysis





	A\$ Capital Outlay	A\$ Service cost~10yrs	A\$ Cost for Sensors^	Prep time before Dose	Time to results	Max Patients /day/ #	Typical Accuracy	Application Coverage	Realtime	WED Std
TLD Sensors	Ave \$60K	Ave \$350K	\$30-\$60	~2.5 hrs	>1.5 hrs	5~10	70~80%	~80%	NO	NO
Existing Technology  DIODES	Ave \$20K	Ave \$100K	\$1.5-\$2.5K	~1 hr	Real Time	12~15	75~85%	~70%	YES	NO
<b>MOSkin</b> TM	Ave \$12K	\$50K**	\$35	~3 mins*	Real time / Instant	20~25	>95%+	99%+	YES	YES

^Per Sensor. Sensors can be used multiple fractions for same patient

# = Linear accelerator, uses electricity to generate high energy beams of electrons

<sup>\*</sup> Assumes pre-calibrated

<sup>\*\*</sup> Annual Software license over 10 yrs.

### Fully Patented and Tested at More than 20 Specialist Clinics & Hospitals Around the World



- MOSkinTM has been tested and validated in Australia & internationally in >20 hospitals & clinics
- •Tested on over 2,000 patients and simulations
- Over 40 published scientific papers
- A subject of 21 PhDs
- > 500 references in Google scholar
- Over \$10 million in equity, cash and grants invested to date
- oSt George Public Radiation Oncology unit has been using the Company's prototypes under ethics committee approval for over I2 months, recently expressing interest to extend the use of prototypes in preference to existing in market technology

INTERNATIONAL	AUSTRALIA				
Argon National Lab, USA	St George Cancer Care Centre, Prostate Cancer Institute, St George Hospital, Sydney				
Mass General, Boston, USA	St Vincent's Hospital, Sydney				
Wisconsin University Hospital, USA	Liverpool Hospital				
Brookhaven National Lab, USA	Calvary Mater Hospital – Newcastle, Australia				
University of Malaya Medical Centre, Kuala Lumpur, Malaysia	Royal Adelaide Hospital				
Italian National Institute of Tumours, Milan, Italy	Illawarra Cancer Care Centre				
CERN Switzerland	Perth Hospital				
KEK Japan	Prince of Wales Hospital				
Sun Yat-Sen University Cancer Centre, Guangzhou China	Mater Hospital, Newcastle				
Radiation Dosimetry Lab, Federal University of Pernambuco, Brazil	Peter MacCallum Cancer Centre				
City University Hong Kong Hospital	Geneva Hospital				

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