

Skin Cancer Evaluation. **Simplified.**





DermaSensor is the world's first non-invasive skin cancer evaluation platform that uses a handheld, point-and-click device.

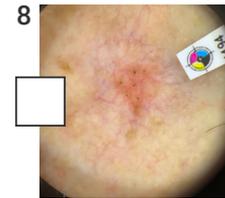
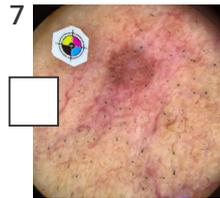
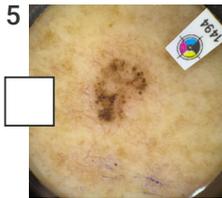
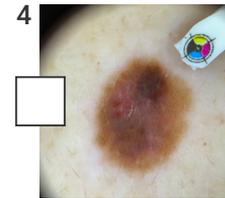
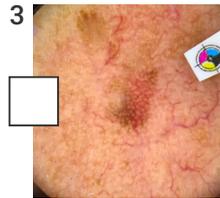
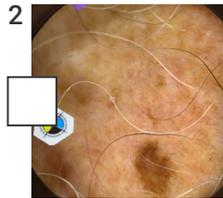
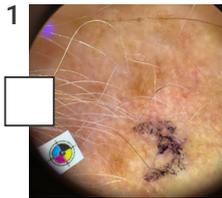
Our groundbreaking technology helps healthcare professionals evaluate skin cancer risk at the point of care.

The device uses light to non-invasively scan skin lesions to detect properties consistent with malignancy at a cellular and subcellular level. It's like an ultrasound, but using light instead of sound. The intuitive handheld device provides an immediate, objective result.

Not all skin cancers are obvious.

Which of these lesions would you biopsy?

Tick the white boxes and see page 19 (inside back cover) for results.



In a randomized, prospective study of DermaSensor utility with 57 GPs, physicians made over 5,000 assessments of skin lesions. The study showed that physicians correctly referred or biopsied cancerous lesions **13% more** when the DermaSensor output was available to them, compared to their evaluation with no device output.¹

¹Tepedino K, Tablada A, Barnes E, Da Silva, T. Clinical Utility of a Handheld Elastic Scattering Spectroscopy Tool and Machine Learning on the Diagnosis and Management of Skin Cancer by Primary Care Physicians. Poster Presentation, SDPA Fall Conference, Nov 4-7, 2021.

▼ **68%**

There was a 68% decrease in missed skin cancers with use of the DermaSensor device.¹

“DermaSensor’s technology holds the promise of improving early detection of skin cancer by equipping healthcare professionals with a tool to better assess it.”



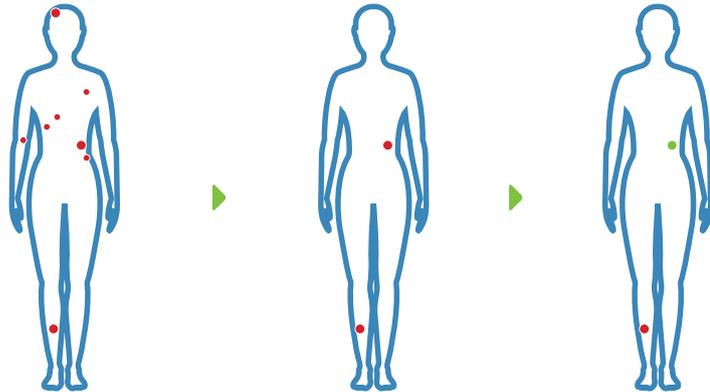
David Leffell, M.D.

Chief, Section of Dermatologic Surgery and Cutaneous Oncology, Yale School of Medicine; Scientific Advisory Board, DermaSensor, Inc.



When to Use the Device

Scan only those lesions where the next step is unclear.



1 Assess
Identify equivocal lesions where an objective risk assessment would be helpful.

2 Analyse
Use our device to analyze, and receive an "Investigate Further" or "Monitor" result.

3 Act
Counsel your patient on next steps using the objective result to assist in your decision making.



Rapid and Reliable Recording

Scan each lesion five times and receive an objective result within seconds.

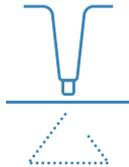


Easy To Learn and Use

No training seminars needed. Just 15 minutes of simple instruction on how to incorporate the device into your workflow.

Your New Assistant for Skin Cancer Care.

We enable early detection with non-invasive optical spectroscopy. Make more confident decisions with our objective risk analysis tool.



Groundbreaking, Non-Invasive Technology

Show your patients that their skin health is your priority.



No Up-Front Capital Expense

An affordable way to add an additional service for your patients, without a large up-front expense.

- ▶ AI-Powered
- ▶ Non-Invasive
- ▶ Ultra-Minimized ESS Technology

Over a decade of science. Tens of millions in R&D. **All in the palm of your hand.**

Non-Invasive Sub-Cellular Analysis:

- ▶ Device tip is painlessly touched to the surface of a lesion, emitting hundreds of different wavelengths of light to receive spectral data from below the skin's surface
- ▶ Precision optics within the tip capture pathological irregularities at a cellular and subcellular level
- ▶ The device can be used on skin lesions as small as 2.5mm



The only skin cancer detection tool designed specifically for HCPs.

Simple Design. Effortless Application.

- ▶ Intuitive on-screen user interface guides you step-by-step throughout the evaluation
- ▶ Scan the lesion using either the touch-screen interface or the conveniently positioned side buttons

Connect your practice to a world of more reliable skin cancer assessments.



Capped Price Repairs



Database Access



Algorithm Updates from our Server



Real-Time Customer Support



Cloud Storage and Access



DermaSensor

DermaSensor



Remote Performance Monitoring



Expert-Hosted Webinars

One subscription. No surprise fees. More confident skin cancer checks.



Real-Time Customer Support

Get real-time customer support, supplementary literature for ongoing education, and access to the latest publications.



Database Access

Our handheld spectrometer device uses a database of thousands of known malignant and benign lesions to return a risk assessment score, designed to augment the physician's own clinical assessment.



Algorithm Updates from our Server

Software and algorithm updates are sent to the device from DermaSensor's server as they become available. Stay updated and you'll always be connected to the latest in assessment technology.



Cloud Storage and Access

Connect to Wi-Fi to access DermaSensor's cloud-based server. This allows spectral data to be transferred from your device and stored in the DermaSensor system cloud, where data is automatically checked for quality and calibration accuracy.



Remote Performance Monitoring

Device is monitored remotely for sensor performance. If degraded reliability is identified, alerts are automatically sent to our field support team to either remotely diagnose and resolve, or arrange for a replacement device.



Capped Price Repairs

For complete peace of mind, we offer capped price repairs for accidental damage that may occur during the life of the equipment. Our capped price repair cost is \$350 per incident, so whoopsies won't break the bank.



Expert-Hosted Webinars

Get ongoing exclusive invitations to DermaSensor-hosted CME events and webinars with expert thought leaders.

A handheld skin cancer assessment tool never existed.

So we built one.



2nd-gen device

1994

ESS invention by collaborator Professor Bigio

2009

Company founded

2011

Start of algorithm training study for melanoma with 1st-gen devices

2020

CE Mark, TGA and WAND listings; Start of FDA pivotal study.

2018

Completion of 4th-gen devices, start of DERM-ASSESS II validation study for CE Mark

2015

Start of algorithm training study for all skin cancers with 2nd-gen devices

2021

Completion of DERM-ASSESS II utility study, DERM-ASSESS III, and PATIENT-SELECT validation studies

2022

Completion of FDA pivotal study with over 1,000 subjects

2023

FDA De Novo Clearance [Expected]

Strong Results from Five Recent Clinical Study Readouts

1	97% skin cancer detection sensitivity^{1,2}	
	DERM-ASSESS II Clinical Validation Study	169 cancers

2	3X as many cancers missed without device use³	
	DERM-ASSESS II Clinical Utility Study	57 physicians

3	98% Negative Predictive Value (NPV)^{2,4,6}	
	DERM-ASSESS III Validation Study	88 melanomas

4	99% NPV, 60% PPV for high spectral scores^{2,5}	
	PATIENT-SELECT Validation Study	156 subjects

5	96% skin cancer sensitivity²	
	DERM-SUCCESS FDA Pivotal Study	224 cancers

Building a Groundbreaking Device

DermaSensor was founded in 2009 to improve patient access to effective skin cancer assessments. By harnessing the power of elastic scattering spectroscopy (ESS) we created the world's first skin tissue sampling system that uses hundreds of different wavelengths of light to painlessly and non-invasively scan skin lesions. We use the light to detect properties consistent with malignancy at a cellular and subcellular level. It's like an ultrasound, but using light instead of sound.

When it was first developed, ESS technology was the size of a microwave oven. Today, thanks to a decade of our team's engineering advancement, you can hold it in the palm of your hand.

¹Benvenuto-Andrade C, Manolagos D, Cognetta AB. Safety and Effectiveness of Elastic Scattering Spectroscopy and Machine Learning in the Evaluation of Skin Lesions. Poster Presentation, World Congress of Teledermatology, Dec 5-7th 2021. ²Algorithm v3.0 results have not yet been published for this study, Data on file, DermaSensor Inc. ³Tepedino K, Tablada A, Barnes E, Da Silva, T. Clinical Utility of a Handheld Elastic Scattering Spectroscopy Tool and Machine Learning on the Diagnosis and Management of Skin Cancer by Primary Care Physicians. Poster Presentation, SDPA Fall Conference, Nov 4-7, 2021. ⁴Melanoma sample size includes highly atypical melanocytic nevi ⁵PPV for spectral score group 8-10. ⁶DA III- Hartman, R, Tepedino, K, Fung, MA., McNiff, JM., Grant-Kels, J. Clinical Validation of a Handheld Elastic Scattering Spectroscopic Device in the Evaluation of Lesions Suggestive of Melanoma, Presentation at the American Academy of Dermatologists Annual Meeting, Mar 24-28th, 2022.

Harnessing the Power of AI

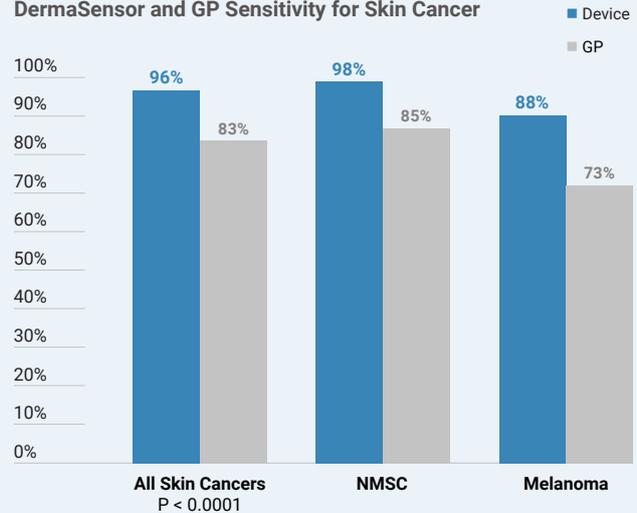
Even with cutting-edge ESS technology, there was no way to assess lesions objectively and efficiently. That's why we developed an algorithm using machine learning. To build it, we collected thousands of dermatopathology-confirmed malignant and benign tissue samples. Then we compared the spectral data to the pathology report, testing and fine-tuning the algorithm in a process that continues today, as we constantly identify and analyse new data, providing ongoing updates to our DermaSensor users.

Today, thanks to our proprietary DermaSensor algorithm, our device processes spectral data in a matter of seconds, rather than waiting days for a physician or laboratory to return results.



Backed by Science. Powered by Data.

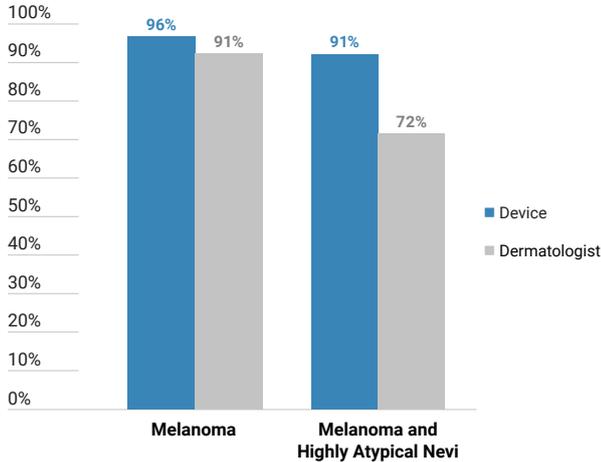
DermaSensor and GP Sensitivity for Skin Cancer



High-performance that could benefit GPs:

DermaSensor sensitivity across all skin cancers was **96%**, **98%** for non-melanoma skin cancer and **88%** for melanoma, compared to the GPs' sensitivity of **83%**, **85%** and **73%**, respectively.

DermaSensor and Dermatologist Sensitivity for Melanoma and Highly Atypical Nevi



High-performance that could benefit dermatologists:

DermaSensor sensitivity for melanomas and highly atypical nevi was **96%** and **91%**, respectively. This compares to the Dermatologists sensitivity of **91%** for melanoma and **72%** for melanoma and highly atypical nevi combined.

Device NPV and PPV for Melanoma and Skin Cancers with Real World Estimates

Performance Metric	Melanoma	All Skin Cancers
NPV	98%	97%
Real World Estimate	98%	98%
PPV	16%	17%
Real World Estimate	15%	12%

Note: Real World Estimates based on biopsy prevalence of 10% for melanoma by skin specialists and 10% for all skin cancers by non-skin specialists.

Spectral Scores Groupings	NNB	Frequency of 'Investigate Further' Lesions
1-5	14	64%
6-10	3	36%

1-4	14	56%
5-7	4.5	25%
8-10	2.5	19%

Note: Number needed to Biopsy (NNB) assumes all positive device results were biopsied by the HCP. It is calculated by dividing 100 by the PPV of 7% for score grouping 1-5, 33% for score grouping 6-10, 7% for the score grouping 1-4, 22% for the score grouping 5-7 and 40% for the score grouping 8-10

- ▶ NPV is 98% for melanoma with a negative "Monitor" result
- ▶ When evaluating positive result spectral scores, PPV increases as scores increase

Need more data before you decide?

Request a copy of our clinical data sheet today.





Great Science. Good Business. Here's how the device works for you.

The DermaSensor device is not a screening tool—lesions that clearly warrant a biopsy should be biopsied per normal clinical practice. And clearly benign lesions do not require the use of the DermaSensor Device.

Provide your patients with confidence when deciding whether to refer or biopsy a lesion of concern.

The device can be used an unlimited number of times per month, but we estimate the average practice might use the device between 10 and 50 times per month. Therefore, we suggest that practices charge a nominal fee for an optical scan of a lesion with our device which could rule out the need for a more invasive biopsy.

DermaSensor May Help You

- ▶ Make better and more confident decisions
- ▶ Increase your reimbursement level by augmenting your typical skin assessment routine
- ▶ Increase revenue by introducing a value-based skin health service with out-of-pocket contributions by patients
- ▶ Improve your practice's image by incorporating new and innovative technology

DermaSensor May Help Your Patients

- ▶ Avoid unnecessary biopsies
- ▶ Avoid additional visits to a dermatologist, along with the associated out-of-pocket expenses
- ▶ Feel more confident about questionable lesions

Potential Use Cases

Elderly patient has a questionable lesion, but also has skin that would require lengthy healing time.

A young patient has a questionable lesion on their face, and is concerned about disfigurement.

Overcome challenges in communicating risk assessment and treatment urgency between the HCP and patient.

Extend lesion evaluation to other trained team members.

Technology that pays for itself.
No up-front capital expense.
Affordable payment plans.

Specialist skin cancer clinics typically charge an out-of-pocket fee ranging from \$95 to \$350, on top of the Medicare Rebate for a professional attendance by a general practitioner, recommending annual checks to their patients.

We provide the device. You select a testing plan that fits your practice, and pay as little \$2.58 per test. Many practices who use our device charge an out-of-pocket fee to patients, as you would for any normal biopsy, excision or test. A typical fee charged to the patient may be \$20 to conduct an optical scan to test for skin cancer.



One-time Activation Fee

On completion of the free trial, a one-time activation fee of \$99 (+GST) applies to initiate the subscription (waived if selecting one of our premium plans).



Affordable Monthly Payments

Pay just \$79 per month (+GST) for up to 10 patients per month.



\$5 Per Patient Thereafter

Continue using for as little as \$5 (+GST) per patient thereafter (auto-billed). Excludes Unlimited Plan.



Unused Credits Rollover

Unused credits will be rolled over to the next month, so you never have to worry about changes in device use frequency.

Sample Pricing Model

$$(\$2.58) + \$20 = \$17.42$$

Cost Per Test

Patient Out-of-Pocket Fee

Profit Per Test

Pricing listed is for illustrative purposes only



Flexible Pricing Plans.

Pick the testing plan that fits your practice.

- ▶ No contracts or commitments
- ▶ Try the device free for 30 days risk-free
- ▶ No hidden fees, costly consumables or surprise costs

	Most Popular			
	30 Days	Individual Plan	Practice Plan	Unlimited
	Ideal for: Risk-free trial to see how our device integrates into your workflow.	Ideal for: Low volume users that want to provide value-add services to a small number of patients.	Ideal for: Practices that regularly see patients who would benefit from enhanced skin cancer exams.	Ideal for: Practices specialising in skin cancers assessment and management.
Number of tests included at no additional cost	FREE Trial	10 Patients per Month	50 Patients per Month	Unlimited
Cost per test if all monthly tests are used	\$0	\$7.90	\$2.58	N/A
Easy setup with a DermaSensor Expert	✓	✓	✓	✓
Free training for you and your staff	✓	✓	✓	✓
Continual software and algorithm updates	✓	✓	✓	✓
DermAssure service and support plan included at no charge	✓	✓	✓	✓
Additional tests* available with easy auto top-up in packs of 5		✓	✓	N/A
\$99 activation fee waived			✓	✓
Unlimited tests included	✓			✓
Monthly cost	\$0	\$79	\$129	\$179

*Additional test credits never expire when purchased.

Skin Cancer Evaluation. Simplified.

Add DermaSensor's system to your practice today and get access to a world of better skin tests with the power to save lives.

- ▶ Improve confidence and decision-making in lesion assessment
- ▶ Integrate into your practice with a FREE 30-day trial
- ▶ Enable early detection using non-invasive technology

Make DermaSensor
your new assistant for
skin cancer care.



Point and click your way to better skin cancer detection.

Results from pg. 3

1. Squamous Cell Carcinoma
2. Severely Atypical Nevus
3. Malignant Melanoma
4. Severely Atypical Nevus
5. Basal Cell Carcinoma
6. Malignant Melanoma
7. Squamous Cell Carcinoma
8. Basal Cell Carcinoma

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1300 LESION (1300 537 466)



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