

VentriPoint Diagnostics Ltd

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VPT.V (VentriPoint Diagnostics Ltd.) CDNX
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Ventripoint
dot imaging for life
Diagnostics Ltd.

CONNECTING

all the Dots for a
Heart-ful Picture

OCTOBER 2011

TSXV:VPT

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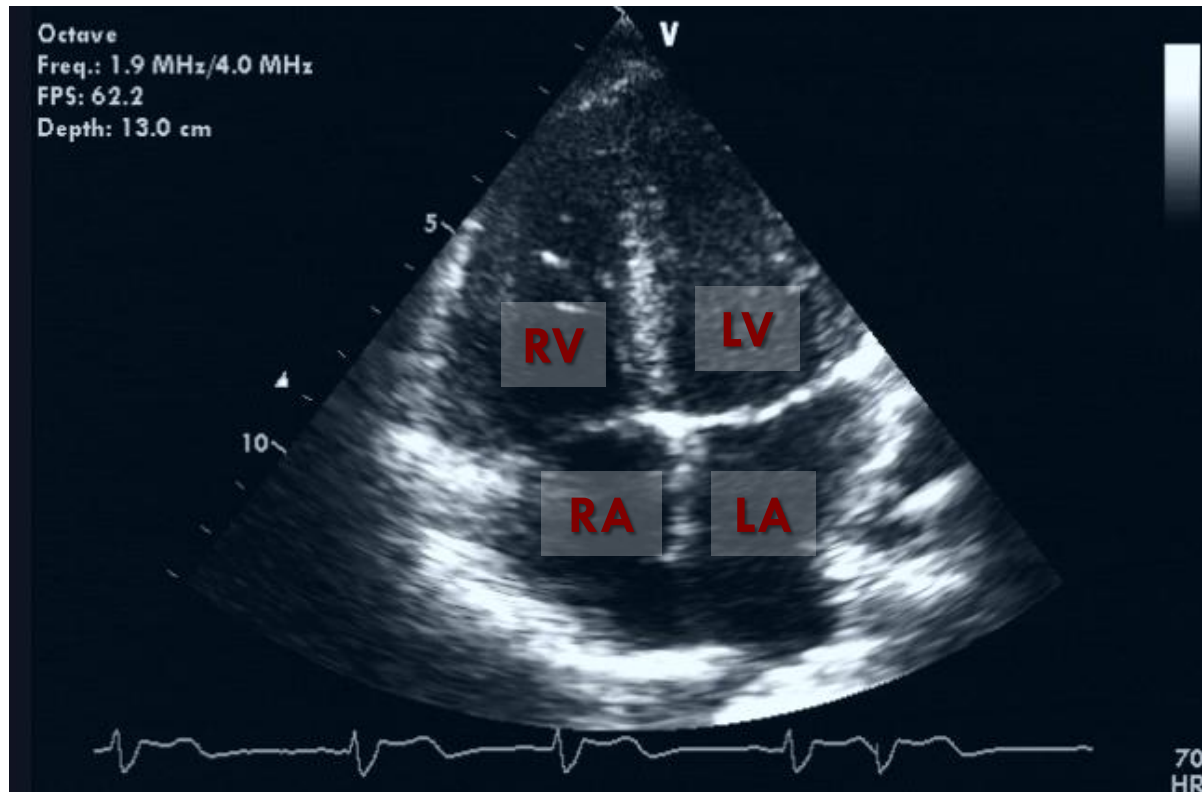


Your Heart

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Current Problem with Heart Diagnostics

- ♥ Cardiologists use ultrasound but often get “blurry” images



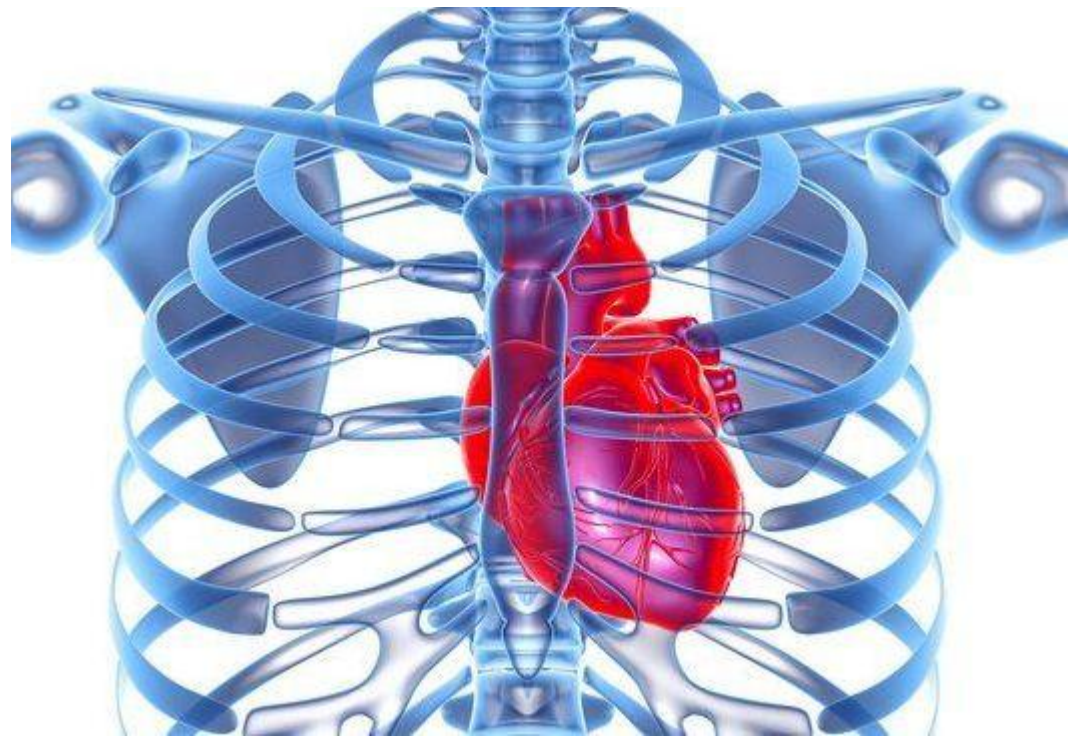


Your Heart

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Current focus is right heart Diagnostics

- ♥ Hard to see right (front) heart with ultrasound





Your Heart

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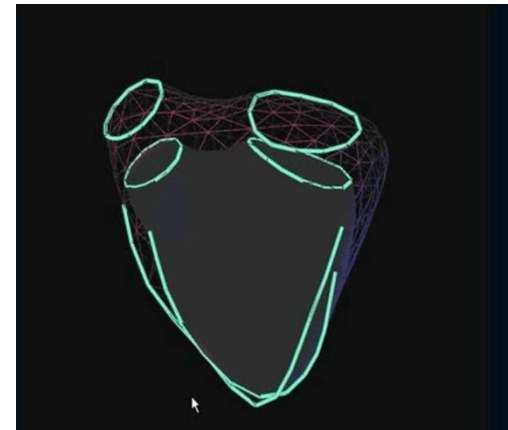
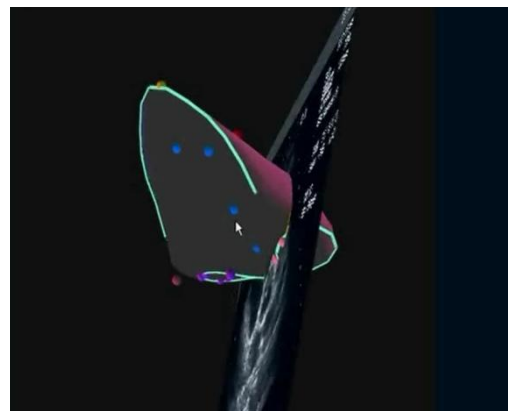
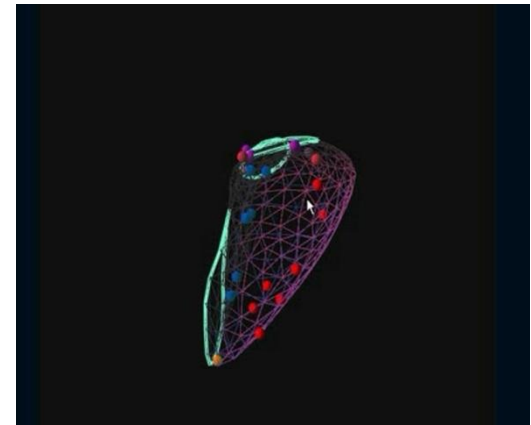
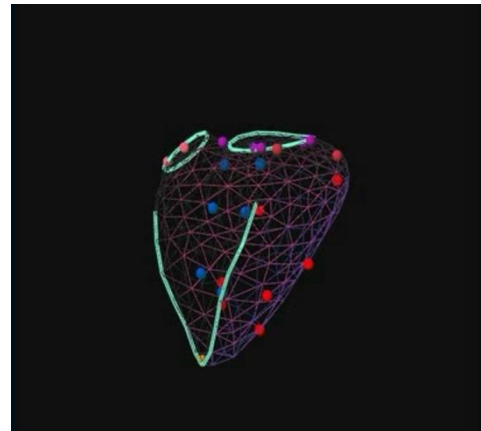
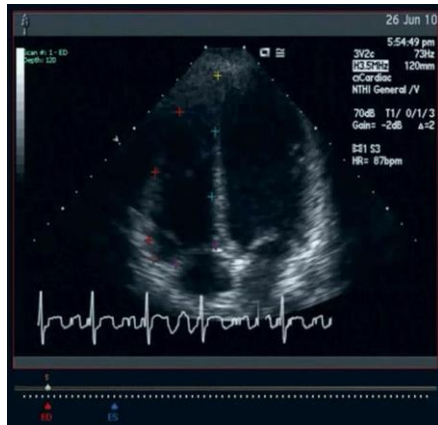
Current Problem with Heart Diagnostics

- ♥ For clearer view, Cardiologists order MRI or CT – expensive & timely

	MRI
Time	1-2 hours
Cost	\$1,500-3,000
Reimbursement	\$1,000-\$1,200
Capital Cost	\$2-4 million
Convenience	Second visit to hospital

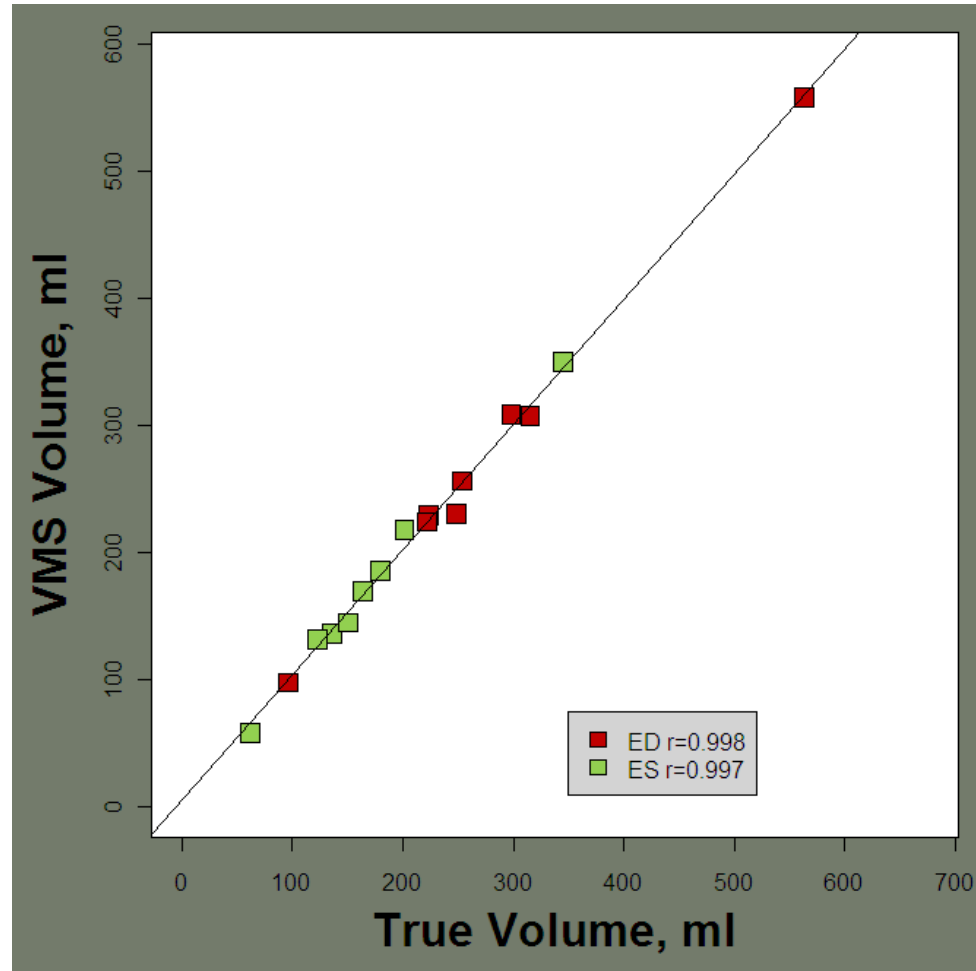
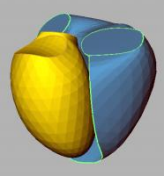
VMS™ - Connecting the Dots

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Tetralogy of Fallot Accuracy – 99%

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VMS™ Versus MRI

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	MRI	VMS™
Time	1 -2 hours	10 minutes
Cost	\$1,500-3,000	\$50
Reimbursement	\$1,000-\$1,200	\$100-\$150
Capital Cost	\$2-4 million	\$100,000
Convenience	Second visit to hospital	In doctor's office

Installation

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General Electric
2D echo



Ventripoint Medical
System and Bed

SALES AND MARKETING

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Congenital Heart Disease (CHD)

Largest group is
Tetralogy of Fallot or
“Blue Baby Syndrome”

Approved in Canada (3 sites)
Approved in Europe (2 sites)
Doing clinical trial in USA (6 sites)

Next Application is Pulmonary Hypertension (PHT)

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- New drugs work best with early detection
- Only way to detect PHT now is dangerous invasive catheterization
- 20 million people in USA at risk and no one knows how many have PHT
- 10 million scans per year in USA (Conservative estimate)
- It would take 5,000-10,000 VMS™ machines to equip all of the hospitals and cardiologists offices in the USA
- **Ventripoint is already in discussions with 2D ultrasound OEMs to jointly build a PHT dedicated integrated device**

Immediate Market

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Market Application	Hospital units (NA + EC)	VentriPoint Market (\$Millions)
Congenital Heart Disease (Pediatric and Adult)	2,200	\$ 300
Pulmonary Hypertension	10,000	\$ 1,500
Total	12,200	\$ 1,800

Product Expansion

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RV monitoring for efficacy of pharmaceuticals

Heart failure (300,000 deaths/yr in the US)

Pulmonary hypertension (10 million scans/yr)

Solid cancers

Other organs

Valve disease

Coronary heart disease and wall motion

Other congenital heart defects

Pregnancy (40% increase load on heart)

♥ All of the above with MRI, CT or 3D echo

Business Model

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- Same as GE Healthcare, Phillips, Siemens and Toshiba
- Capital purchase - \$100,000/unit
- Recurring revenue
 - \$15,000/yr/unit for access to databases, software support and hardware maintenance
 - \$20,000/yr/unit for software upgrades, access to new databases and training
 - \$5,000-10,000/yr/unit for training services and certification as FDA has said must be recertified if you have not used software for 3 months
- Replace system every 5 years

Projections

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- 2011 sales of \$1M
 - 10-15 machines with priming the pump sales for 1H12
- 2012 sales of \$10M with cashflow positive Q2 and profitability in Q4
 - 50-100 machines with recurring revenue from 2011 sales due to introduction of other CHD databases and PHT
- 2013 sales of \$40M with \$15M in operating profits
 - 250-300 machines with recurring revenue from 2011 and 2012 sales for support, maintenance and training
- 2012-13 Acquisition by major imaging company

Comparable Companies

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Sentinelle Medical



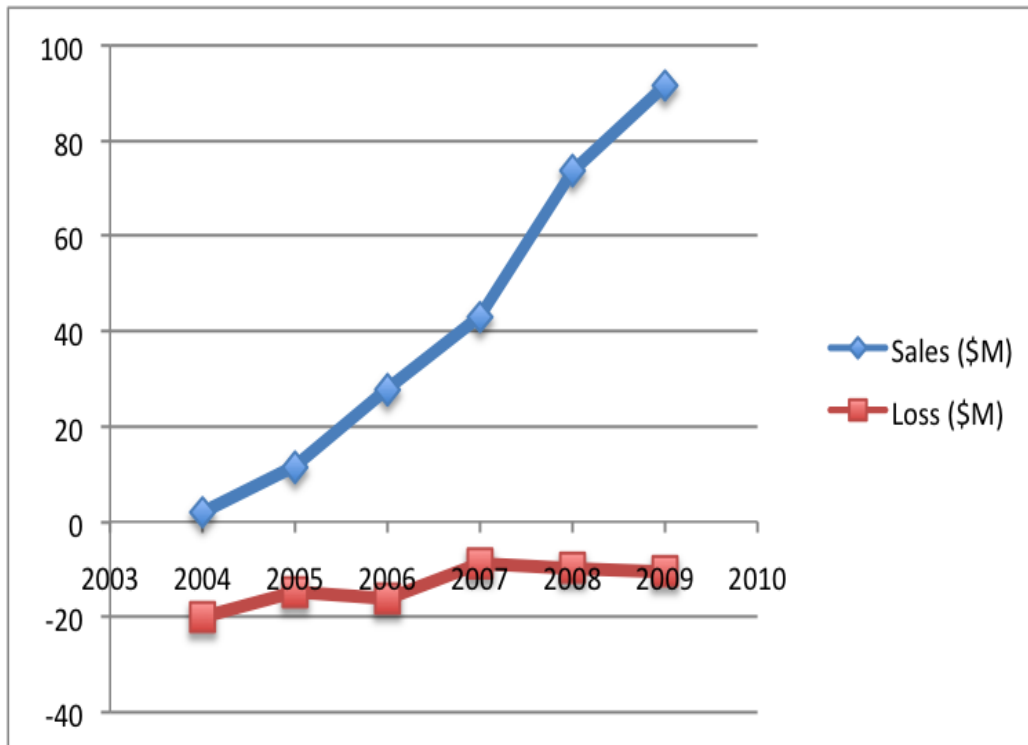
Acquired by Hologic Inc. (NADQ: HOLX)

- 3D MRI imaging for breast cancer
- 2004 - founded
- 2009 - \$15M in sales
- 2010 - purchased for \$335M
- 2011 - FDA approval of first 3D mammography imaging system

Comparable Companies

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Clariant Inc (NASDAQ: CLRT)



Acquired by GE Healthcare
in 2010 for \$580M (\$5/sh)

- **Cancer Diagnostics**
- 2009 sales \$92M with loss of \$10M
- Accumulated loss \$165M

Recent Events

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- ✓ \$3.5M financing at \$.17 with 1/2 warrant at \$.25
- ✓ Trading at \$.20-\$.25
- ✓ Expanded the Board of Directors to include Don Black and Hugh Cleland
- ✓ 11 devices installed in 11 months (6 more sites selected)
- ✓ 230 hospitals in sales funnel (target to sell 80-100 next year)
- ✓ FDA trails – 1 initiated and 2 starting soon - approval 1H2012

Summary

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- ♥ \$Billion Dollar Market Opportunity, 80% gross margins
- ♥ Well described clinical unmet need
- ♥ Patented and proprietary technology
- ♥ Excellent clinical validation by respected experts
- ♥ Canada & Europe regulatory approvals; FDA in process
- ♥ Product installations started to leading research centers
- ♥ Through the “Valley of Death”
- ♥ Many expansion opportunities

Contacts

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