

AURA

Breakthrough Skin Cancer
Detection in Real Time



VITA IMAGING



The High Cost of Skin Cancer in USA

Most common Cancer in the US. Annual cost of Melanoma treatment surpasses cost for all cancers

1 in 5

9,500

5 Million

\$8.1 Billion

Americans will develop skin cancer by age 70

People are diagnosed with skin cancer daily

People are treated for skin cancer yearly

Annual cost for treating all skin cancers; \$3.3B for Melanoma & \$4.8B for non-Melanoma

3 Major Categories of Skin Cancer

Malignant Melanoma

Lentigo MM



Lentigo Maligna



Basal Cell Carcinoma

Ulcerated Nodular



Ulcerated Nodular



Squamous Cell Carcinoma

Invasive



In situ



“When detected early, the five year survival rate for Melanoma is 99%”

-Skin Cancer Foundation



Skin Cancer: The Opportunity

Current Detection Methods Are Inadequate

Effectiveness of Visual Inspection Can Vary

- Subjective based on doctor's experience
- ABCDE Guidelines unreliable & error prone

Biopsies are Inaccurate & Subjective

- No standard classification for skin cancer
- Low accuracy requiring repeat biopsies
- Multiple biopsies needed: Invasive & costly

"There is no objective measurement.

They are are making a judgment call."

— Joann Elmore, M.D., M.P.H.



Visual Inspection



A

Asymmetry

One half does not match the other half



B

Border

Uneven borders



C

Color

Variety of colors like brown, tan or black



D

Diameter

Grows larger than the size of a pencil eraser (1/4 inch)



E

Evolution

Change in size, shape, color, elevation another trait or new symptom

"Visual inspection of suspicious skin lesions using naked eye alone is not enough to ensure the accurate diagnosis of skin cancer."

- University of Birmingham Study (2018)



Skin Cancer: The Solution

Presenting the Vita Imaging AURA

- **Non-invasive Raman Spectroscopy device identifies benign vs. malignant lesions**
- **Fastest results (under 1.5 seconds) and higher accuracy for ruling “in” disease**
- **90% sensitivity accuracy in correctly identifying patients with skin cancer**
- **82.1% specificity accuracy in correctly identifying benign skin lesions**
- **Settings are adjustable based on Physician need or preference**
- **User friendly with little training required by healthcare professionals**
- **CE Marking & FDA Market Clearance In Progress**

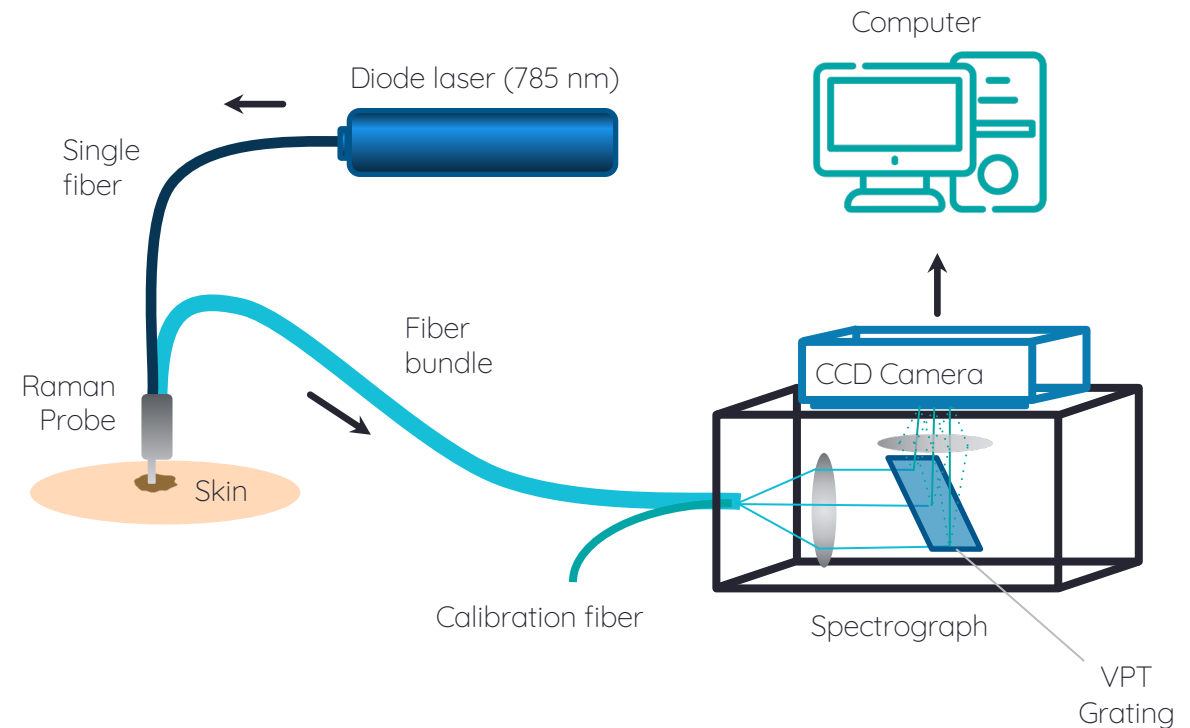
AURA



AURA: How It Works

Non-Invasive Raman Spectroscopy Ideal for Cancer Detection Applications

Raman spectrometer schematic



- **Handheld probe provides rapid tissue assessment**
- **Light based tool provides a “molecular fingerprint”**
- **High sensitivity & specificity with rapid results**
- **Aids Physicians in determining if biopsy is needed**



AURA: Three Easy Steps

AURA Is Incredibly Fast & Easy To Use



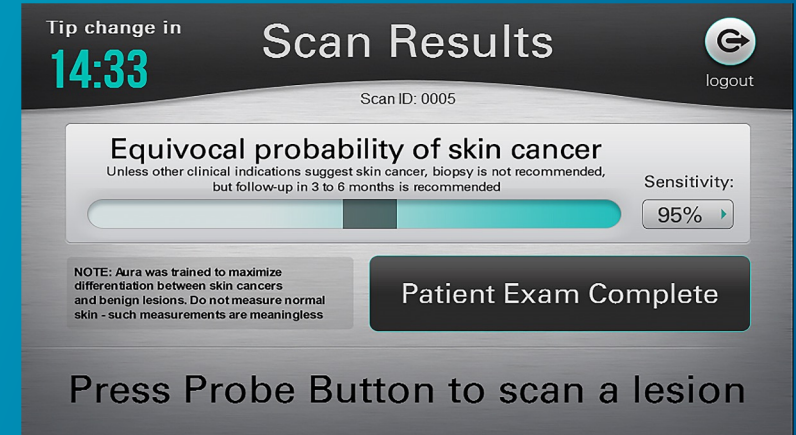
Step 1

Power up the AURA Imaging Device



Step 2

Scan the Affected Area Using the Light Probe
Instant Result (< 1.5sec)



Step 3

Review Display for Diagnosis & Recommended Next Steps



AURA DEVELOPMENT - PAST TO PRESENT



SIR CV RAMAN'S ORIGINAL SYSTEM
(1928)



RAPID RAMAN SYSTEM BUILT AT
THE BC CANCER AGENCY (2002)



BETA TEST VERSION



RETAIL PRODUCT (2012)



VITA IMAGING'S AURA
(2023)

Over 20 years R&D by British Columbia Cancer Agency (BCCA), University of British Columbia, Verisante.
Industry & Research investment of **\$20** million to commercialize AURA



Proven Technology With Clinical Data & Real-World Application



Extensive R&D

20 years development at
BCCA & UBC



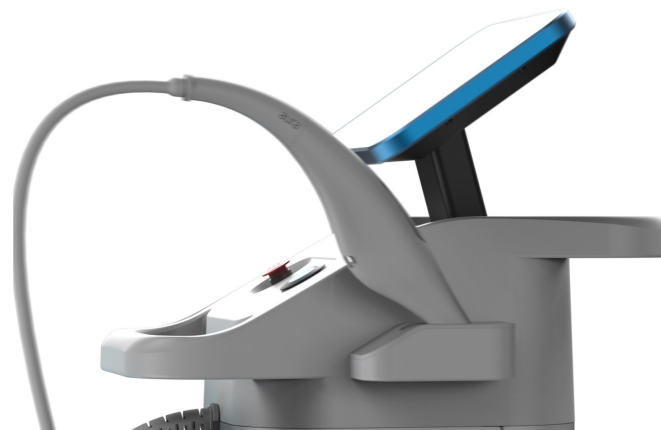
Comprehensive Clinical Study

Largest Study using Raman for skin cancer
detection. Peer reviewed publications



Real-World Application

Previous CE Mark & HC approval
Physician use in Europe & Canada



AURA: IMPROVED DESIGN

Optimize Portability & Reliability, Remote diagnostics, Mass Production

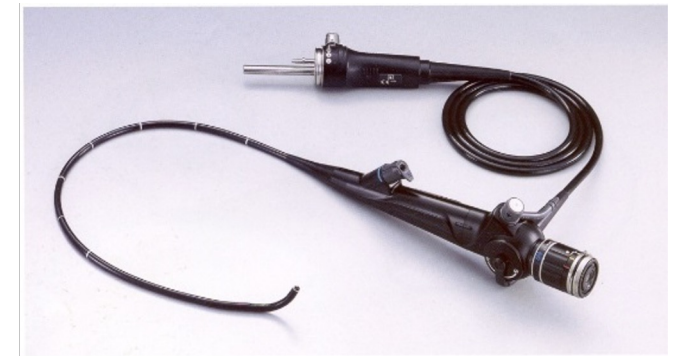


Future Products from Platform Technology

Introducing the Vita Imaging CORE for Internal Organ Cancer

- Built on the same Raman Cancer Imaging Platform as the Aura which accelerates product development and FDA/Regulatory approval.
- CORE Probes are fiber probes that are inserted into standard endoscopic probes to detect cancer in different areas of the body.
- Extensive CORE studies already completed:
 - Lung Cancer: 110+ patients at BCCA
 - Oral Cancer: 69 Patients at Harvard School of Dental Medicine & BCCA
 - Nasal Cancer: 60+ patients at Fujian Provincial Tumor Hospital
 - Colon Cancer: Study currently commencing at BCCA

CORE



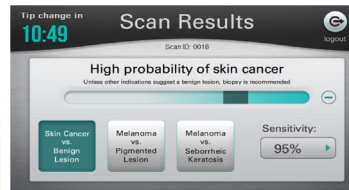
INTELLECTUAL PROPERTY(IP)/PATENT ASSETS


Comprehensive patent portfolio for skin cancer detection (AURA) and internal organ cancer

Patent License from BCCA	Country
In Vivo Raman endoscopic probe	USA
Multimodal detection of tissue abnormalities based on Raman and background fluorescence spectroscopy	USA
Integrated spectral probe for Raman, reflectance and fluorescence spectral measurements	USA
Optical standard for calibration of spectral measuring systems	USA, China
Method and apparatus for Optical Measurements Under Ambient Light conditions	USA, China
Reflectance confocal microscopy (RCM) Guided Confocal Raman Spectroscopy	USA
Apparatus and methods relating to high-speed Raman Spectroscopy	USA
Endoscopic Raman Spectroscopy Device	USA, Canada



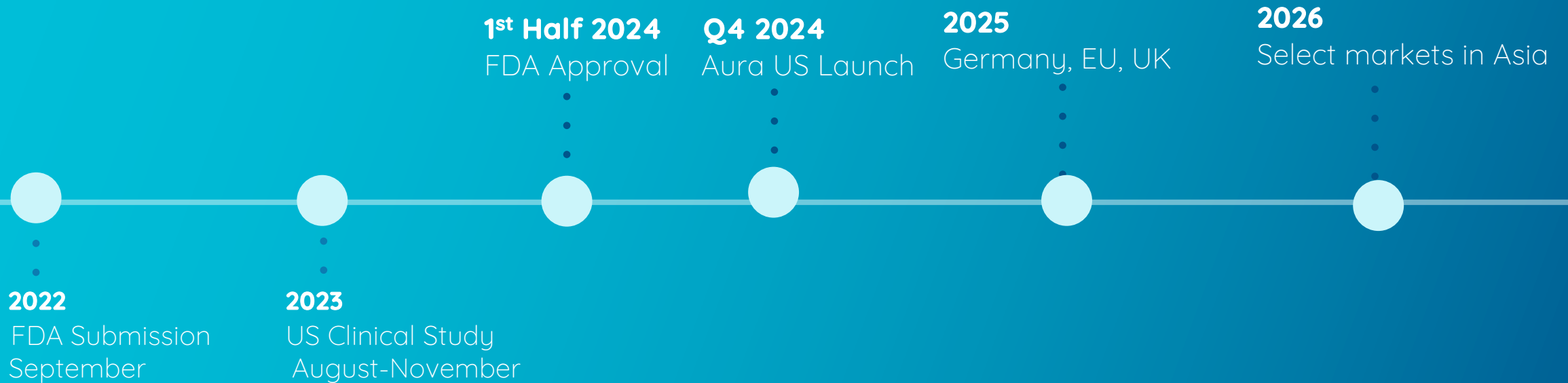
Competition: Point of Care (POC) Hand-Held Scanners



	AURA	NEVISENSE	MOLEMATE/SIMSYS	DERMASENSOR
Technology	Laser based Raman spectroscopy. Measures molecular vibrations, providing fingerprint type signals for analyzing tissue biochemical changes that are directly related to lesion malignant changes.	Uses electrical currents. Measure electrical impedance/EIS within skin tissue for cell analysis.	Light scanner for Dermatoscopic images. SIAscopy views up to 2mm, beneath lesion. Mole map.	Elastic light scattering spectroscopy & AI. Rapid Point & Click. Receive & analyze data from lesion's cellular & sub-cellular structures. Small footprint for quick desk set-up.
Performance	90% sensitivity; 82% specificity 95% sensitivity; 68% specificity	97% sensitivity; 34% specificity.	82.7% sensitivity; N/A specificity.	Increase physician detection sensitivity from 81% to 94%; no significant loss in specificity (45%)
Application	Non-invasive probe lightly gently placed on lesion for 1 second. Rapid 0.5 second data processing time. No skin preparation required.	5 mm size electrode Probe with micro-invasive pins poking into skin Total test time up to 5 min/lesion Skin preparation; Soak for > 30 sec	Handheld light scanner. <1 minute to complete test. No skin preparation. 2 days for results	Handheld unit tip pressed on lesion. Emits light pulses > 40 wavelengths 5 quick recordings; AI analysis; High or low-risk result up to 30 sec/lesion
Business Model	Risk free leasing with initial investment to cover cost of AURA. 60/40 risk sharing with Physicians.	Purchase instrument & electrodes, consumables (ongoing basis). Single use electrode per patient.	Scanner purchased alone or with mole mapping.	Traditional sales model targeting GPs or Primary Care Physicians. Sold in Australia, New Zealand, EU.
Regulatory Approval	MDR CE Mark, FDA in progress. Previously approved: CE, HC & TGA.	CE Mark, TGA in Australia, FDA.	CE Mark, Health Canada, FDA.	CE Mark, AU, New Zealand 

Regulatory & Go-To-Market Timeline

The Road Ahead



Business Model

Bringing AURA To The World

- **Target Customers:** Primary Care Physicians, General Practitioners, Dermatologists, Skin Clinics, Medical Spas, Healthcare Providers
- **Recurring Revenue Model:** Two streams of recurring revenue in addition to sales of Aura:
 1. Sales of disposable probe tips (one per patient) that are necessary to ensure calibration and prevent cross-contamination; and
 2. Service contracts based on the industry standard of charging customers annually the equivalent of 10% of the original sales price of the device
- **Data Collection:** Vita intends to collect valuable spectral data of AURA lesion scans to build a comprehensive spectral imaging database with AI/Machine Learning



Financials: Profit & Loss

Steady Road to Profitability

	2023	2024	2025	2026
Total Revenue (Risk Share)	\$0	\$3,300,000	\$19,462,000	\$31,699,000
Less: COGS (50 units in 2024; 270 units in 2025; 400 units in 2026)	\$0	\$1,075,000	\$5,969,000	\$8,330,000
Less: Expenses				
Regulatory/Engineering/Product Development/Manufacturing	\$ 823,000	\$ 927,000	\$2,469,000	\$2,865,000
Sales & Business Development	\$ 105,000	\$ 479,000	\$2,994,000	\$4,568,000
General & Administrative	\$ 290,000	\$ 613,000	\$2,524,000	\$2,929,000
Total Expenses	\$ 1,218,000	\$2,019,000	\$7,987,000	\$10,362,000
Profit/(Loss)	\$(1,218,000)	\$ 206,000	\$5,506,000	\$13,007,000

Key Revenue Assumptions

- Patients Screened: 24 Patients Per Week; Total of 1,152 patients per year
- Revenue Per Unit: \$60,000
- Revenue Per Replacement Tips: \$10



Reasons to Invest

Helping Save Lives One Diagnosis At A Time

- AURA developed by leading scientists and physicians at the well-respected BCCA
- Over 20 years R&D by BCCA and UBC - \$20 million investment in commercialization of the AURA
- Robust patent portfolio asset and strong IP position is a competitive advantage
- Future revenue opportunity from Platform Technology: CORE & other cancer detection products
- Vita plans to collect data from lesion scans by Providers and build a comprehensive database using AI/Machine Learning. Data is a valuable asset commanding high valuation upon exit.
- Billing code application in planning (for insurance re-imburement)



Think Tran

CEO



Victoria Reade

Chief Operations Officer
(COO)



Seasoned Leadership

Introducing Our Executive Team

Mr. Tran is currently the Chairman and CEO of Vita Imaging Inc. Prior to Vita Imaging, Mr. Tran was Chairman and CEO of V-Silicon, a leader in the Smart TV market delivering best in class picture and audio quality.

He was previously the Founder, Chairman, & CEO of Sigma Designs since its inception in 1982 – which he built from a humble start-up into a multi-billion dollar publicly traded NASDAQ company – making him one of the longest serving CEOs on the NASDAQ. Mr. Tran also has extensive experience raising capital, executing M&A transactions, and providing guidance to many start-ups.

Prior to Sigma Designs, Mr. Tran was employed by Amdahl Corporation and Trilogy Systems Corporation, leaders in the IBM mainframe computer market. Mr. Tran holds a B.S.E.E. from the University of Wisconsin & M.S.E.E. from Stanford University.

Ms. Reade has 25+ years of executive leadership and consulting experience including: Executive Director, MCO Operations & MSO at Scripps Clinic & Green Hospital La Jolla; VP, Medical Management at HMO Pacificare, Healthcare/IT Consultant at Big 4 Deloitte, TMI, Pharma and Medtech companies.

Previously, she was the Founder and CEO of, iontherapeutics, a medical device & biologics company where she successfully secured FDA device approval; served as CEO & Chief Administrative Officer (CAO) of College Medical Center(157 bed hospital); Site Director, Quest Clinical Research conducting Phase 1 to 3 Pivotal Studies; and led pre-clinical, Stem Cell Studies at UCSD & Schepens Harvard Research Institute.

Ms. Reade holds an MBA from Pace University, a Bachelor of Science Nursing (BSN) from University of Tennessee Center for Health Sciences, and NY & CA RN license. She is an Advisor for Business and Academic Accelerator Programs. Victoria is a Fellow of the Royal Society of the Arts (FRSA).



Seasoned Scientific Partners

Introducing Our Scientific Research Collaborators

Michael Short, PhD

Scientific Collaborator & Co-Inventor

Dr. Short has been a Research Associate & Senior Scientist at BCCA for over 12 years.

He is the Lead and/or co-author of 31 scientific papers in peer reviewed journals featuring medical applications for Raman spectroscopy.

He is a named co-inventor on 6 Raman Spectroscopy patents. He holds a PhD in Physics from Simon Fraser University in Canada.

Haishan Zeng, PhD

Distinguished Scientist & Lead Inventor

Dr. Zeng is a Distinguished Scientist with the Integrative Oncology Department (Imaging Unit) of the BCCA & Professor of Dermatology and Skin Science at UBC.

He has 150+ Peer Reviewed Publications and 28+ patents related to optical diagnosis and therapy.

Dr. Zeng holds a PhD in Biophysics from UBC and is the lead Inventor of the Rapid Raman Spectroscopy Platform Technology developed at BCCA, including the AURA and CORE.

Jianhua Zhao, PhD

Scientific Collaborator & Co-Inventor

Dr. Zhao is a Research Associate at BCCA. He has published 80+ scientific papers and has 4+ patent applications based on his specialized work in Raman Spectroscopy, diffuse reflectance, and fluorescence for skin and lung cancer diagnosis.

He holds a PhD in Optical Engineering from Shandong University in collaboration with University of California Santa Barbara.



Seasoned Clinical Partners

Introducing Our Physician Partners

Harvey Lui, MD, FRCPC

Principal Investigator of Clinical Studies & Co-Inventor

Dr. Lui is the co-inventor of the Aura. He has been the principal investigator in over 45 research projects, published over 130 peer-reviewed papers, 11 book chapters, and is the co-inventor of 6 patents for dermatology.

He has been the Medical Director of The Skin Care Centre, the Lions Laser Skin Centre, and the Psoriasis & Phototherapy Clinic since 1994. He is also a Professor in the Department of Dermatology and Skin Science at the University of British Columbia.

Barry Lycka, MD, FRCPC

Physician Advisor

He was an early adopter of AURA around 2012 and successfully utilized the device until his recent retirement in 2019.

Practicing in Edmonton since 1989, he authored 17 books, over 30 academic papers and hosted one of the number one internet radio shows on cosmetic surgery: Inside Cosmetic Surgery Today.

Dr. Lycka is a graduate of the University of Alberta, Edmonton, Canada medical school. He is a member of the American Board of Dermatology; Fellowship Royal College of Physicians of Canada.

Sunil Kalia, MD

Co-Investigator of Clinical Studies

Dr. Kalia is co-Director of the Psoriasis & Phototherapy Clinic at Vancouver General Hospital and Assistant Professor in Dermatology at UBC. He is President of the Dermatology Society of British Columbia & Board Director, Dermatology.

Dr. Kalia is a graduate of the University of Calgary and has a Masters in Healthcare and Epidemiology. He completed photodermatology training in the USA, Australia, and Europe.





VITA IMAGING

Thank You & Contact Information

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