

Median Technologies

Corporate Update

October 2022



European Rising Tech
LABEL
www.mediantechnologies.com



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Innovation Is in Our DNA



"Many diseases, including cancer, do not kill if diagnosed early

We help conquer cancer and other diseases through routine Albased imaging tests and imaging services for drug development

Our Growth: Powered by proprietary technology, strong KOL connections, and medical, scientific, technology partnerships

Our People: As of Sep 2022, 230+ employees worldwide (EU, US & China)

Our locations: HQ in France with subsidiaries in the US and in China

Our Products & Services:

- iCRO: imaging services for oncology trials
- iBiopsy®: imaging platform for Al-based routine diagnostic solutions

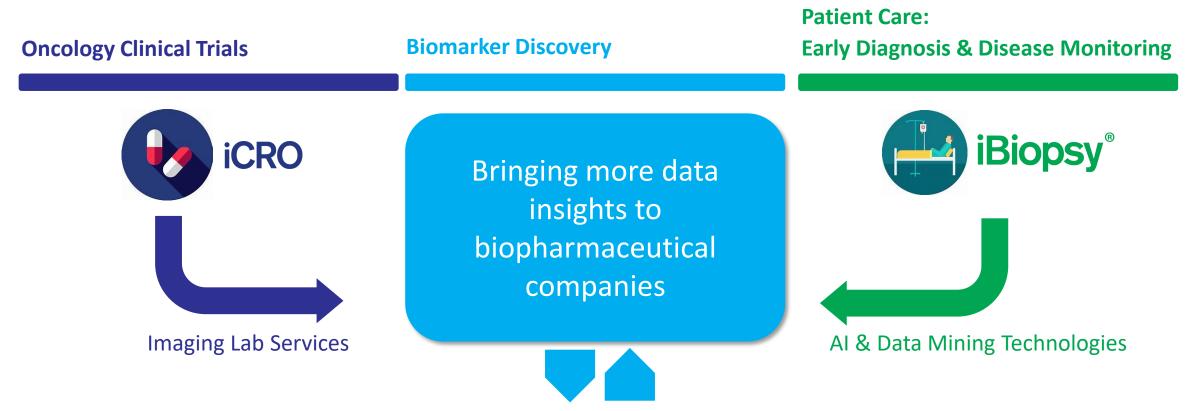
Example of clinical partners





Al-Powered Imaging and Data-Driven Approach Are Redefining the Entire Patient Journey





- Stage shift of biopharmaceutical companies towards early-stage cancers
- Better understanding of drugs mechanisms of action

Company View



Yan Liu, MD, MSc, PhD Chief Medical Officer

- Board-certified radiologist
- Biomarker expert with more than 15 years of clinical research experience
- Former head of translational research, radiotherapy, and imaging department at EORTC





- Co-founded the company in 2002, bringing years of technology company expertise gained in business development, fundraising, and IPOs
- Previously served as board member and Senior Executive VP of Health Center/ Focus Imaging



Corporate Support

Jean-Christophe Montigny

Chief Financial Officer



iCRO Business Unit Nicolas Dano Chief Operating Officer



iBiopsy® Business
Unit
Thomas Bonnefont
Chief Operating and
Commercial Officer

Board of Directors



Bringing significant industry, medical, financial and strategic expertise to the company



Oran Muduroglu *Chairman*



Fredrik Brag

Director



Kapil Dhingra *Director*



Oern Stuge
Director



Tim Haines *Director*

Strong Business Momentum

As of September 30, 2022

Q3 2022 revenue at €6M

- Up 13% compared with Q3 2021
- Total revenue on Sep 30 2022: €18.7M, up 21% vs YAGO

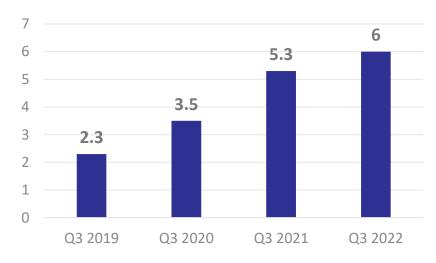
Order backlog at €62.5M

+15% compared to backlog at Sep. 30, 2021 (€54.1 million)

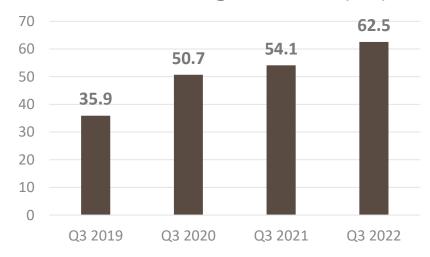
Cash and cash equivalents at €25.9M







Q3 Order backlog 2019-2022 (m€)





iBiopsy® Addressing the unmet medical need

"Many diseases do not kill if diagnosed at their earliest stage"

We are developing the next generation imaging tests to help:

- Detect, diagnose & monitor early-stage cancer patients
- Detect, diagnose & monitor early-stage NASH patients



iBiopsy® Platform: Look Beyond What You See



Designing the most advanced AI/ML tech-based SaMD to enhance diagnostic performance & support clinicians to achieve the most accurate diagnosis at the earliest disease onset



The iBiopsy® CADe/CADx SaMD leverages Median's expertise and capabilities in:

- Medical device & Pharma
- Signal & Image processing
- AI & data science
- Software engineering
- Clinical development
- Regulatory, Marketing, Market access

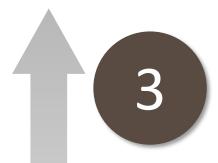
To:

- Create the next generation of automatic AI/ML tech-based
 CADe/CADx SaMD portfolio
- Achieve unprecedented accuracy
- Decrease false negative & false positive results
- Improve patients lives
- Reduce unnecessary procedures and healthcare spending

Our Differentiators



iBiopsy®, the unique fully automatic CADe/CADx SaMD



CADe/CADx: Computer-aided detection & characterization

- Completely automatic lesion detection and characterization into benign/malignant
- Better accuracy for less false negative & false positive results
- Better patient care due to early diagnosis & treatment
- Less healthcare spending due to unnecessary procedures



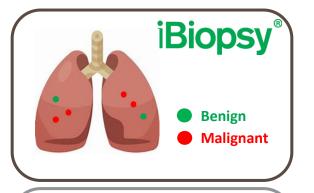
CADx: Computer-aided characterization

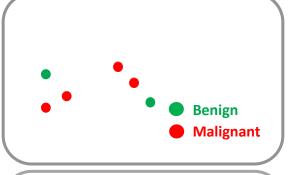
- Automatic lesion characterization into benign/malignant
- Higher diagnostic accuracy
- Reduction of false positive & negative results
- Reduction of unnecessary procedures (like biopsies)

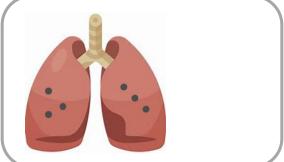


CADe: Computer-aided detection

- Automatic organ detection
- Automatic lesion detection & quantification
- Reduction of time to find a lesion
- Increased accuracy





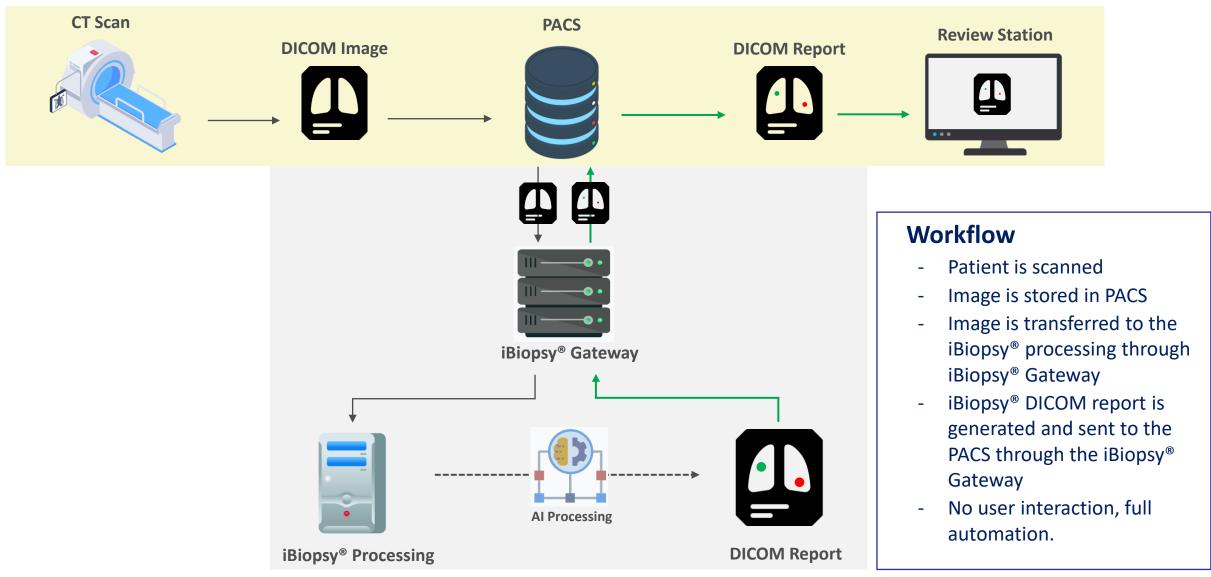


Clinical value

iBiopsy® LCS Workflow

M median

Available as Saas or On-Premise



How Big Is the Market Opportunity, Market Segments M median



U.S. ANNUAL TOTAL ADDRESSABLE MARKET (TAM): \$30-\$130B			
Early Cancer Detection/Screening	High Risk Detection/Screening	Cancer Recurrence Monitoring and MDR	
~\$5-50B	~\$2-5B depending on the indication	~\$20-75B	
 Key Assumptions 107MM individuals aged 50-79 \$100-500/test Annual or biennial testing Age expansion would increase TAM 	 Key Assumptions Examples include monitoring tools for smokers, liver disease, and esophageal cancer TAM is highly dependent on number of cancers included 	 Key Assumptions ~1.8MM new cancer dx/year Assuming use in new survivors, total survival penetration could be ~50% in 5 years ASP: ~\$1-3K/ test at varied intervals 	
Major Cancer Indications Lung, Breast, Colorectal, Liver, Ovarian, Esophagus, Pancreas and many others	Major Cancer Indications Lung, Liver, esophageal, hereditary	Major Cancer Indications Colorectal, Blood-based, Breast, Lung	

Source: Cowen report, 2020

Lung Cancer Screening



I-ELCAP study showed a 92% survival rate at 15 years when diagnosed at stage 1 vs. 5% for stage 4 $^{(1)}$ - Lack of diagnosis accuracy is a major hurdle to screening adherence & programs implementation

Facts & Figures

- 1st cancer killer worldwide 18% of all cancer deaths in 2020, equals to colorectal & liver cancers combined (2)
- 1.8M deaths in 2020, 2.4M projected in 2030 (2)
- 5-year overall survival rate 18%, 5% for distant tumors (3)
- <25% cases diagnosed in stage 1 when 5-y survival rate is between 68%-92% (4)
- >40% cases diagnosed in stage 4 when 5-y survival rate is <10% (4)
- Rising frequency among never-smokers, 20% in the US & UK (4)
- Only 870K screenings performed in the US in 2021 6% compliance (5)

	LCS Programs	Target population
US	Implemented - USPSTF guidelines	14.5M (USPSTF)
Europe	- Under discussion at EU level- Implemented in Croatia - Developing in IT - Pilots in FR & UK	EU T5: 22M (Estimate)
Asia	Implemented in South Korea - Developing in China (CNCLSG guidelines), Japan (JSCTS)	ASIA T3: 102M (Estimate)

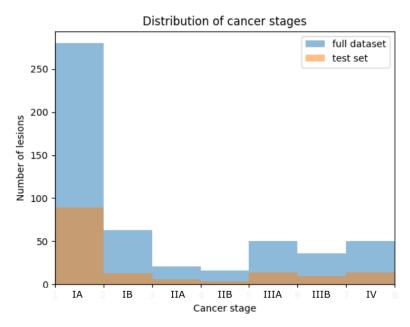
Our medical device: iBiopsy® LCS

- ✓ The only AI/ML technology-based end-toend CADe/CADx SaMD indicated for early diagnosis in a high-risk population including but not limited to patients eligible for LCS programs
- ✓ Allows early detection, localization, characterization into benign/malignant & volumetric longitudinal tracking of lung nodules
- ✓ Unprecedent sensitivity & specificity performance that allows to identify tumor onset at the earliest stage versus Standard-of-Care

iBiopsy® Lung Cancer Screening (LCS)

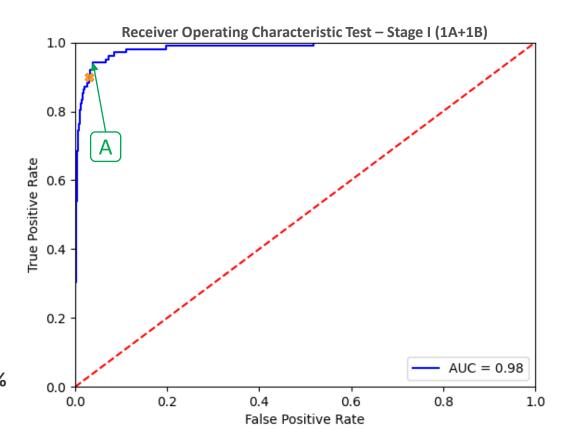


Automatic lung nodule characterization on Stage 1 lung cancer - unprecedented lung cancer characterization performance, beyond the state-of-the-art



Test AUC = 0.984

• Operating point A: Sensitivity 93.1% at Specificity 96.2%



iBiopsy® LCS: Setting the Bar in Lung Cancer Screening M median

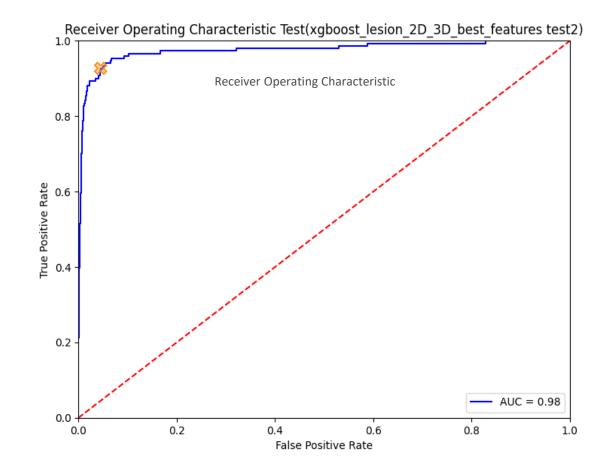


Automatic lung nodule detection & characterization on all lung cancer stages - our first results confirm our unrivalled accuracy in detecting & characterizing nodules

- **Automatic Nodule detection and Characterization**
 - Cohort: 1,760 NLST patients (16,789 Nodules)
 - Test set:
 - > 4,681 nodules (151 malignant, 4,531 benign)
 - > 471 patients (146 malignant, 325 benign)
- Model: Combination of Deep Neural Networks, 3D-**Morphological and Radiomics features**
- **Lesion Level Performance**
 - AUC = 0.976
 - Max Youden index

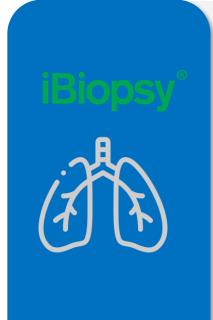
Sensitivity = 94.7 %

Specificity = 93.3 %



iBiopsy® LCS Value Proposition





The only fully automatic AI tech-based CADe/CADx SaMD:

- Currently, only CADe or CADx SaMD available in the market
- Not all SaMD are completely automatic, need for radiologist intervention

Unprecedent Accuracy (sensitivity & specificity) vs:

- Radiologist alone
- All other CADe & CADx SaMD
- Liquid Biopsy

100% designed on market needs:

- Median's expertise with on-premise or cloud deployment
- Multidisciplinary global market research

Clinical validation of the highest standard:

- Standalone trial
- Multi-reader Multi-cases trial

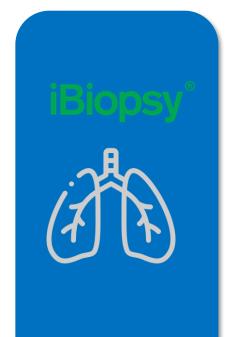
360° Customer's support:

• Trainings, hotline 24/7, applications & engineers to enhance customer's experience

iBiopsy® LCS Value Proposition



Unprecedent Accuracy vs other CADe & CADx



COMPANY	PRODUCT	TEST TYPE	SENSITIVITY	SPECIFICITY	FP/SCAN
MEDIAN TECHNOLOGIES	iBiopsy [®]	AI CADe	94.9%	N/A	1
RIVERAIN TECH	CLEAR READT CT	AI CADe	83%	N/A	0.75
INFERVISION	INFERREAD CT LUNG	AI CADe	Not Found	N/A	Not Found
CORELINE SOFT	AVIEW LCS	AI CADe	93%	N/A	1
VITAL – CANON	VISIA CT (MeVis)	AI CADe	75%	N/A	1
ARTERYS	LUNG AI	AI CADe	93%	N/A	1.53
AIDENCE	VEYE LUNG NODULES	AI CADe	88%	N/A	1.04
VUNO	MED-LUNGCT AI	AI CADe	92.8%	N/A	1
MEDIAN TECHNOLOGIES	iBiopsy [®]	AI CADx	95.3%	96.2%	N/A
OPTELLUM	VIRTUAL NODULE CLINIC	AI CADx	99%	28%	N/A
MEDIAN TECHNOLOGIES	iBiopsy [®]	AI CADe/CADx	94.7%	93.3%	N/A

Sensitivity: the ability to correctly generate positive results for cancer patients

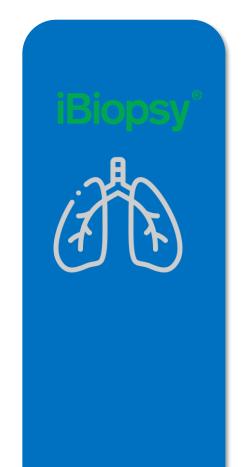
Specificity: the ability to correctly generate negative results for non cancer patients

Source: https://www.healthnewsreview.org/toolkit/tips-for-understanding-studies/understanding-medical-tests-sensitivity-specificity-and-positive-predictive-value/

iBiopsy® LCS Value Proposition



Unprecedent Accuracy vs Liquid Biopsy



COMPANY	PRODUCT	TEST TYPE	SENSITIVITY	SPECIFICITY
GRAIL	GALLERI	LIQUID BIOPSY LUNG – Early Detection	59% stage I 18%; stage II 43%; stage III 81%; stage IV 93%	99%
GUARDANT HEALTH	360 CDX	LIQUID BIOPSY CGP*	63%	96%
EXACT SCIENCE	CANCERSEEK	LIQUID BIOPSY LUNG – Early Detection	27%	99%

Sensitivity: the ability to correctly generate positive results for cancer patients

Specificity: the ability to correctly generate negative results for non cancer patients

Source: <a href="https://www.healthnewsreview.org/toolkit/tips-for-understanding-studies/understanding-studies

medical-tests-sensitivity-specificity-and-positive-predictive-value/

Very Early HCC Detection/Diagnosis & Recurrence



A randomized control trial showed that biannual screening reduces mortality by 37% after 5 years ⁽¹⁾- Current imaging diagnostics offer poor sensitivity thus limit HCC surveillance program effectiveness

Facts & Figures

- HCC accounts for 90% of all primary liver cancers (2)
- 3rd cause of cancer mortality worldwide, accounting for 8% of all cancer deaths in 2020 (3)
- 830K deaths in 2020, 1.1M projected in 2030 (3)
- 5-year survival rate 10-20%, 3% for distant tumors (4)
- Risk factors: HBV, HCV, heavy alcohol use, cirrhosis, NAFLD, obesity, T2DM
- Surveillance rates range from 10 to 40% (5)

	HCC Surveillance Programs	Target population
US	AASLD guidelines for cirrhotic patients & other high-risk patients	US: 2.3M (Estimate)
Europe	EASL guidelines for cirrhotic & other high-risk patients	EU T5: 7.4M (Estimate)
Asia	APASL guidelines for cirrhotic & & other high-risk patients	ASIA T3: 48.4M (Estimate)

Our target candidate: iBiopsy® HCC

- ✓ The only AI/ML technology-based endto-end CADe/CADx SaMD indicated for surveillance of cirrhotic & other patients at high risk of HCC
- ✓ Allows early detection, localization, characterization into benign/malignant of liver nodules
- ✓ Unprecedent sensitivity & specificity performance based on iBiopsy® LCS know how allowing tumor onset identification at the earliest stage versus Standard-of-Care

NAFLD/NASH Detection/Diagnosis



Preventing NAFLD to progress to NASH is possible if detected & managed at an early stage Urgent need for non-invasive & cost-effective biomarkers to facilitate widespread surveillance

Facts & Figures



- NAFLD prevalence 25% worldwide ⁽¹⁾, affecting both adults & children 55.5% prevalence among T2DM population
- NASH prevalence 1.5%-6.5% worlwide (1)
- NASH prevalence expected to grow by 63% between 2015 & 2030 (1)
- NAFLD may become a leading contributor to cirrhosis, HCC, liver transplantation & mortality (2)
- Risk factors: Obesity, T2DM, hypertriglyceridemia, metabolic syndrome

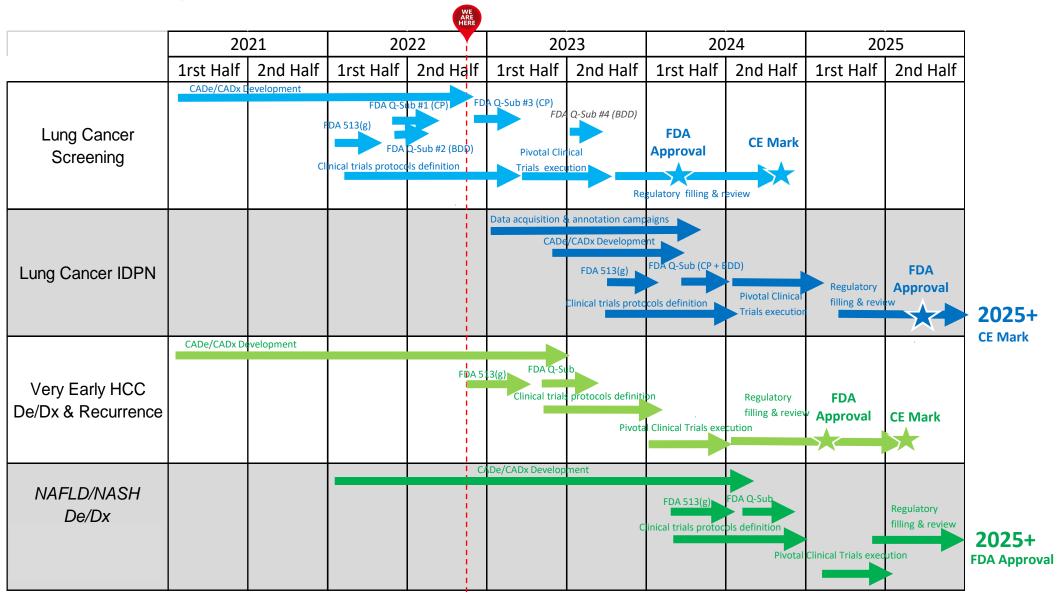
	NAFLD Fibrosis Screening Programs	Target population
US	AASLD guidelines for high-risk patients / No systematic screening	US: 83M (Estimate)
Europe	EASL guidelines for high-risk patients / No systematic screening	EU T5: 81M (Estimate)
Asia	APASL guidelines for high-risk patients / No systematic screening	ASIA T3: 405M (Estimate)

Our target candidate: iBiopsy® NAFLD/NASH

- ✓ The only AI/ML technology-based end-toend CADe/CADx SaMD indicated to early identify and score fibrosis in NAFLD patients
- ✓ Unprecedent sensitivity & specificity performance based on iBiopsy LCS® know how allowing fibrosis identification when still reversible

iBiopsy® Lung & Liver SaMD suites - roadmap





Clinical Validation Plan: A Two Study Approach



Objective: meet the regulatory requirements (USA, EU, etc.) for End-to-End CADe/CADx

Standalone Performance Study

- 2-6 Centers, ≥312 cancer, ≥571 benign
- Objectives:
 - Assess software's standalone performance in characterizing positive and negative patients.
 - Assess system's standalone performance in detecting and characterizing nodules

Cohort: 2-6 Centers in EU and US ≥312 cancer, ≥571 benign

Reference Standard Generation

 Radiologist Identified lesion: location, segmentation, malignancy score

iBiopsy® Software Image Analysis

- Automated analysis via AI based
 CADe/x
- Detection, localization, and malignancy score

Statistical Analysis / Report Generation

> Compared AI output to the Radiologist Reference Standard.

"How good is iBiopsy®"

Multi-Reader Multi-Case Study

- 360 total Patients, 4-6 Centers: 120 Cancer, 240 Benign
- 16 Readers analyze each case with and without iBiopsy® Software
- Objectives:
 - Demonstrate iBiopsy® improves clinician performance in analyzing LDCT lung screening scans, reducing FPs and unneeded follow-up procedures



Control Arm



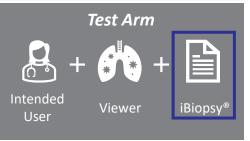
Intended

User

+

*

Viewer



Calculate Endpoints

"How much better is the clinician with iBiopsy®"



iCRO Business

Solutions and Services for Image Management in Clinical Trials



iCRO Landscape and Differentiators

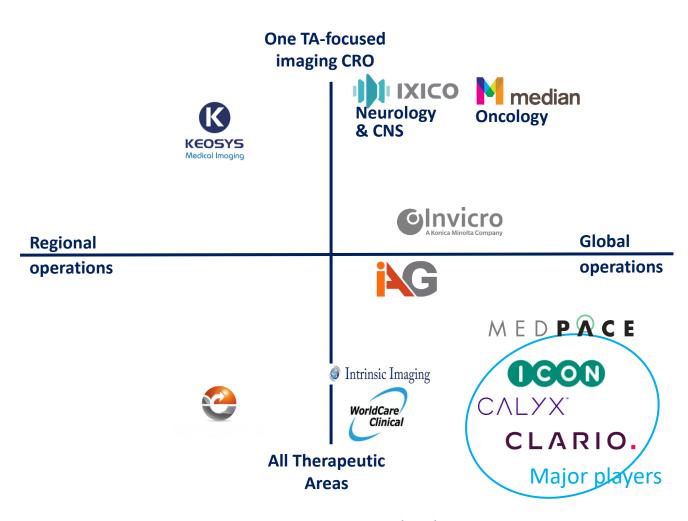


Landscape

- The global contract research organization (CRO) services market size was valued at USD 38bn in 2018 and is projected to reach USD 91bn by 2026
- The imaging CRO market size was valued at USD 1.3bn in 2020. The largest market segment is for oncology.
- On April 28, 2021, ERT and Bioclinica closed their merger in a \$7.8bn deal -> Clario

Competitive positioning and differentiators

- Median is the only oncology-focused imaging CRO with a global footprint and partners with global CROs
- Strong technology differentiators with our proprietary platform, iSee® and evolutions
- Unique Al competitive advantages



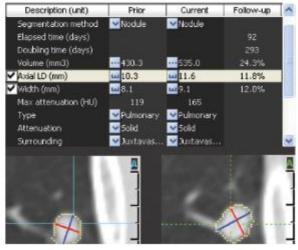
Competitive imaging CRO landscape: Fragmented with 3 major players

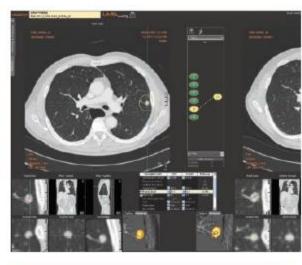
Imaging CRO Solutions and Services



Bringing more meaning to image data: iSee®







Identify

Quantify

Track

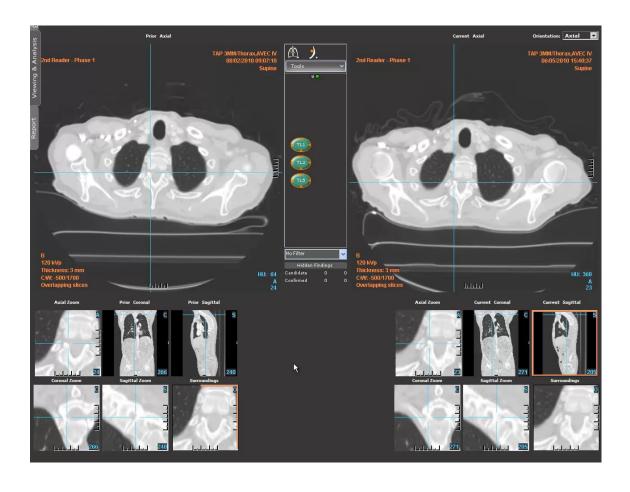
- Image analysis and data management platform
- Extracts more data from an image than any other system
- Delivers the highest quality data for better informed decisions

- Limit variability and increases reproducibility by automatically identifying, quantifying, and tracking lesions across all time points
- All readers use this advanced proprietary tool, accessed through a web-browser
- Based on a 510K FDA cleared platform

Imaging CRO Solutions and Services

median

Bringing more meaning to image data: iSee®





iCRO

Imaging Services for Clinical Trials

- Independent Central Review
- Collect & Hold

nal Insig

Imaging Lab

Al

Data Mining

Radiomics

Major partnership with a pharmaceutical company

Step by step approach, developing a biomarker attached to a drug

Patient Care

- Early Diagnosis
- Disease Monitoring

Imaging Lab Internal capabilities

- Academic partners
- Industrial partners

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Median's Al Competitive Advantage



Provide additional insights for clinical trials

- Better selection of patients
- Prediction of response to therapy
- Accurate monitoring for disease progression
- Safety assessment

Ex. 1: Better uderstanding of the MoA (1/2)



Example of work done on molecular features



iBiopsy® CD8+ in NSCLC

Journal of Clinical Oncology®

An American Society of Clinical Oncology Journal

Journal of Clinical Oncology > List of Issues > Volume 39, Issue 15 suppl >

Meeting Abstract | 2021 ASCO Annual Meeting I

LUNG CANCER—NON-SMALL CELL METASTATIC

Machine learning based biomarkers to predict CD8 infiltration in non-small cell lung cancers using CT imaging.



Yan Liu, Danny Francis, Vladimir Groza, Charles Voyton, Afef Baili-Laya, Benoit Huet, ...

Methods: To study CD8 infiltration we extracted patients that included CT scans and CD8 transcript data from publicly available cohorts (TCGA-LUSC, TCGA-LUAD, NSCLC-Radiogenomics) to produce the Lung3 cohort (104 patients). Using this cohort, we trained (80 patients) and tested (24 patients) an AI model to predict tumor CD8 infiltration using patient CT scans as the sole input. CD8 expression (high and low) was characterized using transcriptomic quantification and served as surrogate for CD8+ infiltration, following previously described methods. Supervised and unsupervised models previously trained to identify lung features were trained to identify CD8 status using the CD8 expression data provided in the Lung3 dataset. Algorithm performance was tested on a randomly chosen subset of the cohort (24 patients) and compared against transcriptomic confirmed CD8 expression. AUC were calculated for supervised and unsupervised models. Results: AUC for the supervised and unsupervised models generated using the Lung3 cohort are shown below. Our results suggest that the derived supervised and unsupervised models could identify the CD8 infiltration status using only patient CT scans in the test dataset. Conclusions: The machine learning based models described here show encouraging results suggesting that CT imaging of NSCLC lung cancers contain sufficient information to predict the CD8 infiltration status of tumors. Although these results are just a proof of concept, the promise of a CT based noninvasive marker for tumor immune status is encouraging to help advance treatment efficacy in the ever-growing field of ICI therapy. References: (1)Wu, X. et al. (2019). (2) Schulze, A. B. et al. (2020). (3) Sun, R. et al. (2018).

	Supervised Model	Unsupervised Model
One-layer Neural Network	0.721	0.657
K nearest neighbors (K =1000)	0.700	0.750

Ex. 2: Real life data and data mining

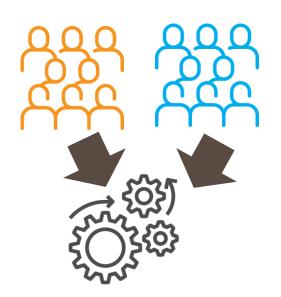


Retrospective: Need to explain why a study has failed





Deep Imaging Analysis of the Study Population using existing databases



- Side Analysis of the central independent reading performed for efficacy or eligibility assessment
 - No mandatory reread & cost saving for all imaging biomarker
- **Baseline is sufficient** for most of the analysis
 - Ongoing initial analysis
 - No mandatory imaging needed after baseline (cost saving)
- Understanding of non-responder/responder patients
 - Predictive / Prognostic Imaging Biomarker
- Deep analytics at the population level centered on 2 Regions Of Interests:
 - Tumor Typology
 - Host (patient) Health Status
- Automatic or Semi-Automated Analysis pipeline

Experience by Phase

As of September 30, 2022





- 10 supported regulatory approvals
- 2,500+ hospitals (investigator sites)
- + 40% of trials is for immuno-oncology
- 60+ clients in the US and in Europe
- 20+ clients in China
- 3 successful FDA inspections (2017, 2019 and 2021)
- 8 successful NMPA inspections (3 in 2022)
- 23,750 patients enrolled
- QCd scanners: 110,000

iCRO Business Development Accelerator

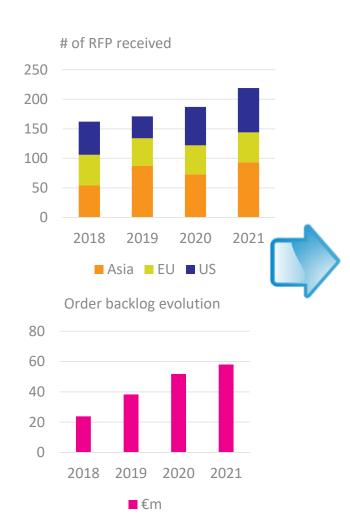


Median Technologies confirmed as a preferred vendor by one of the Top 3 pharmaceutical companies in the world

- Renegotiation of terms of an existing Master Service Agreement (MSA) with this major big pharmaceutical company.
- The new scope of the MSA covers Phase III clinical trials for major indications in oncology and the terms are valid for 3 years.
- This partnership will contribute to sustain Median's future bookings and revenues growth.

iCRO Growth Opportunities





iCRO Business Development Triggers

- 1 Access to RFPs
- Win rate
- 3 Phase III #
- 4 Al offering

Tactics



- Develop partnerships with global CROs
- Increase repeat business with Top Pharmas
- Target Top 200 biotech companies

2022 and Beyond



iBiopsy®

- iBiopsy®LCS pivotal study initiation in 2022
- iBiopsy® LCS Expected FDA approval Q1 2024
- iBiopsy® HCC and iBiopsy® NASH validation studies in 2022/2023

iCRO

- Major potential for growth in a very dynamic market
- Very strong AI technology differentiators for clinical trials





Our Core Values

Leading innovation with purpose

Combine the spirit of innovation with our passion and conviction to help cure cancer and other debilitating diseases.

Committing to quality in all we do

Be dedicated to quality in everything we do. Quality begins with us and we are committed to it.

Supporting our customers in achieving their goals

Listen to the needs of our customers and help make their goals our goals through our innovation, imaging expertise, superior services, and quality solutions.

Putting the patient first

There is a person at the other end of the images we analyze who is counting on us to do everything we can to help make them healthier.



European Rising Tech

www.mediantechnologies.com

Sources



LCS (slide 13):

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- (2) https://www.nature.com/articles/s41572-020-00240-3
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