POLAREAN

Polarean Imaging plc (AIM: POLX)

Company Summary

Investment Profile

- Commercialising XENOVIEW® FDA-approved MRI platform visualising lung ventilation
- Compatible with GE HealthCare, Philips, and Siemens Healthineers scanners
- \$2B+ U.S. TAM in obstructive lung disease, and further \$3B+ opportunity through label expansion
- Recurring revenue razor/razor blade model for Clinical, Research, and Pharma Trials
- 21 global customers, with revenue guidance for FY 2024 of \$2.5 - \$3.0m
- Attractive reimbursement driving hospital adoption
- Highly experienced management team and Board with strong track record of execution

Share Information

Ticker	POLX
Share Price	1.35p
Shares in issue	1,207,032,781
Market Cap	£16.29m

(Source: The London Stock Exchange, December 2024)

Major Shareholders (as of December 2024)

Name	%
NUKEM Isotopes GmbH	18.99
Bracco Imaging S.p.A.	14.40
David and Monique Newlands	5.02

Virtual Investor Day



<u>Click here</u> to view the Company's Virtual Investor Day

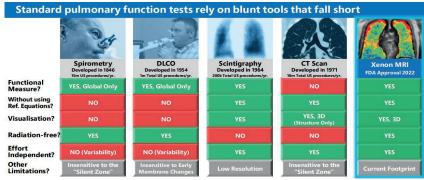
Follow Polarean news on its **Twitter** and **LinkedIn** pages.

Company Overview

Polarean is a revenue-generating medical imaging technology company revolutionising pulmonary medicine through direct visualisation of lung function by introducing the power and safety of MRI to the respiratory healthcare community. The Company strives to address the global unmet medical needs of more than 500 million patients worldwide suffering from chronic respiratory disease.

December 2024

Polarean has successfully developed the first and only hyperpolarised Xenon MRI inhaled contrast agent, XENOVIEW®, which is now FDA-approved in the U.S., with multiple benefits over existing technologies.

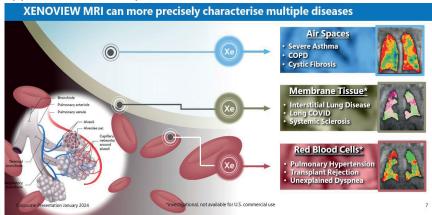


XENOVIEW® - FDA approved and first sales made

XENOVIEW provides an enhanced visualisation of lung ventilation, providing respiratory specialists with regional ventilation maps to aid in managing conditions such as severe asthma, COPD, or cystic fibrosis, without the risk of exposing their patients to ionising radiation. Utilising a straightforward breath-hold technique, XENOVIEW harnesses hyperpolarised inert xenon gas to amplify MRI signals, facilitating the assessment of lung function and regional ventilation in MRI scans.

To date, Polarean has a total of 21 academic medical centers with installed or ordered systems, with the Company's first de novo orders received (centers without a prior research use polariser).

Polarean is also actively pursuing the expansion of XENOVIEW's FDA labelling to include the regional evaluation and visualisation of pulmonary gas exchange, encompassing interstitial lung and pulmonary vascular diseases, unlocking significant new market opportunities for the product.





Game-changing drug-device imaging product with per patient consumable

Hospital Hyperpolarisation Lab









Production

Measurement

Strategic growth pillars

Polarean's management has established five strategic growth pillars:

- 1. Drive utilisation at current sites: Polarean's commercial team regularly visits its clinical sites, educating pulmonologists and radiologists on the benefits of XENOVIEW® and encouraging greater utilisation.
- 2. **Grow user base:** Polarean is working to transition its high priority research sites to clinical status, and secure further de novo sales of polariser systems. The Company will have 6 full-time salespeople from January 2025.
- 3. Broaden reimbursement coverage: A new reimbursement code and rates has improved the economic benefit for hospitals to use XENOVIEW, and Polarean is working towards broadening coverage with private US
- 4. Expand total addressable market: The Company has submitted a request to the FDA to lower the on-label patient age for XENOVIEW from twelve to six years of age. Additionally, the Company is working to expand its labelling for gas exchange and cardiopulmonary applications.
- 5. Further develop partnerships: Polarean has established key relationships with Philips, VIDA, and NUKEM Isotopes, designed to further the XENOVIEW technology and increase customer access. The Company continues to work closely with these partners and look for additional partners that can help further Xenon MRI technology.



Convert Research Base

- Our Strongest Champions
- o Enable handful of sites to begin utilising clinical gas
- Develop additional Research



Drive Utilisation

- Target pulmonologists, surgeons, and radiologists
- Focus on multiple clinical applications, starting with ventilation imaging
- Future growth magnified through utilisation



Target Top-100 U.S. **Pulmonary Hospitals**

- Build credibility with early influencers and publishers
- Leverage early success with research-base customers
- Pre-existing MRI compatibility
- Promote profitable ROI with reimbursement codes

Polarean's three-pronged commercial strategy in the early market development phase for XENOVIEW

Entering The Lung 'Silent Zone' Airway Network XENO (xenon Xe 129 hyperpolarized) for oral inhalation Deoxygena Blood

Blood

Hospital MRI Suite

Alveolar Capillary Network

Management Team



Dr. Christopher von Jako, CEO - with over 30 years of global healthcare leadership experience, Dr. von Jako has led both private and publicly listed businesses, with a proven track record of commercialisation while developing and executing sound business and

operating strategies, with experience in early-stage entities, expansion, and turnaround environments with five instances resulting in M&A. He has experience across a multitude of healthcare sectors, including radiology, pulmonology, and various surgical interventions.

Dr. Bastiaan Driehuys, founder and CSO, co-invented hyperpolarised gas MRI while completing his Doctorate in Atomic Physics at Princeton University. He was founder and CEO of MITI until its acquisition by Amersham Health, continuing as its Chief Scientific Officer



thereafter. He has authored more than 100 publications on hyperpolarisation physics and holds 30 granted US patents.

Research

Click **HERE** to access a research note from Capital Access Group on Polarean - including financial forecasts through to FY 2028.

Company Timeline

Jan 2020 Phase 3 trials FDA approval successfully meet primary and clearance endpoint

Dec 2022 for XENOVIEW for Siemens MRI chest coil

May 2023 First clinical scan using **XENOVIEW** takes place

Jun 2023 Dr. Christopher von Jako appointed CEO

Aug 2023 Clearance received for Philips MRI chest coil

Oct 2023 New reimbursement code received

Dec 2023 First de novo polariser order

Jul 2024 Submitted paediatric application to **FDA**

Key appts: Dr Chase Hall (Chief Medical Advisor) & Dr Alan Huang (VP Sales)

Aug/Sep 2024

Nov 2024 Clearance **GE HealthCare** chest coil



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