

nanoX

# Dawn of early detection healthcare

***Investor Presentation***  
*September 2020*

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# Nanox in a glance

## The What

**Nanox aims to build a global infrastructure for medical imaging**

Utilizing innovative, patent protected and disruptive technology, Nanox can offer medical technology that expands access, resulting in better outcomes and lower costs.



Until today, technology was the barrier to medical imaging availability.

Nanox believes it has broken that barrier.

**With global execution starting this year Nanox invites partners to join the potentially next revolution in preventive healthcare.**

## Unmet need

**Massive deficit of medical imaging systems due to high system costs**



2/3 of the world population has no access to medical imaging.

Weeks and months of wait times for radiology diagnostics results.

## Game changing tech

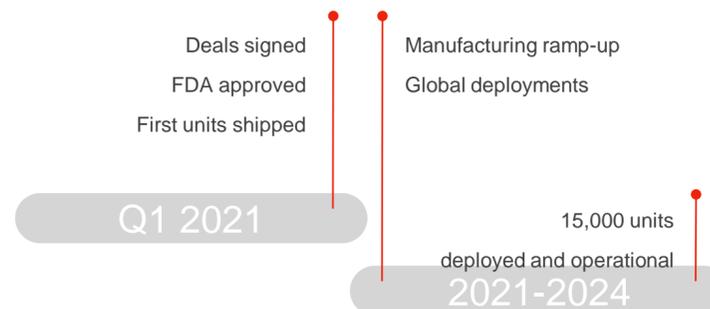
**A novel digital X-Ray source replacing an analog X-Ray that has been used for over 100 years enables significant cost reduction**

A new breed of medical imaging infrastructure that can be deployed in mass due to significantly lower costs and small footprint coupled with a radiology services cloud platform



## Upcoming Milestones

**We are targeting several near term value catalysts such as FDA approval and commercialization**



## Disruptive business model

**Executed contracts for 5,150 units pending regulatory approvals**

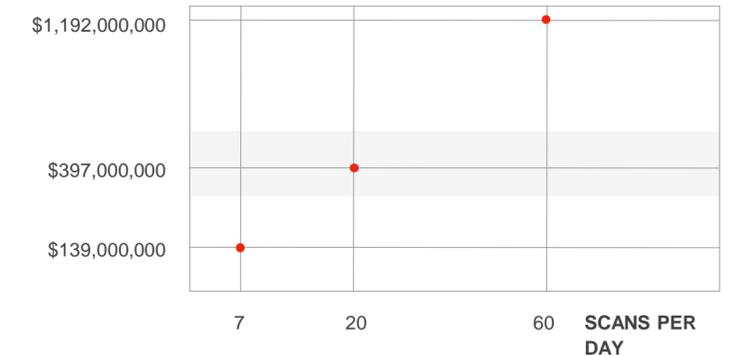
**Medical Screening as a Service (MSaaS) opens a recurring revenue model that has the potential to provide substantial revenues**

Planning global mass deployment of 15,000 systems with a Pay-per-Scan subscription model

See slide 25 for full detail and assumptions

### ILLUSTRATIVE MODEL

POTENTIAL ANNUAL RECURRING REVENUE ASSUMING THE 4,520 CONTRACTED UNITS ARE DEPLOYED AND OPERATIONAL



### Strategic Shareholders



**Exceptionally seasoned execution team**

Healthcare and technology veterans from companies like GE, Philips, and highly successful, game-changing technology entrepreneurs

# Preventive screening

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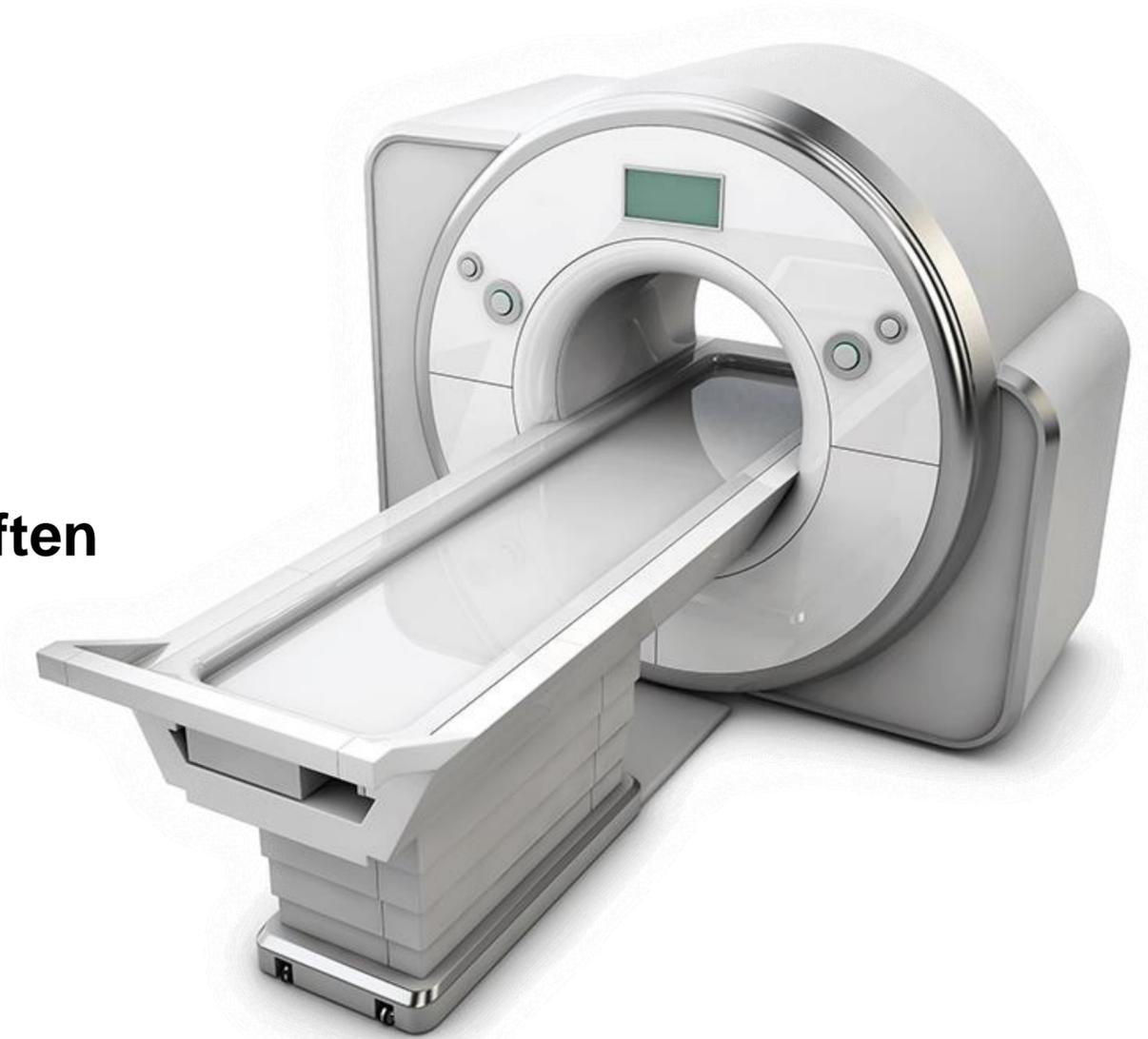
NANOX CLOUD

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SUMMARY

**Early detection is key to preventive healthcare.**

**Treatable conditions, such as cancer, cardiovascular failures and others are often diagnosed too late.**



# Early detection remains theoretical

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**2/3 of the world's population have no access to medical imaging**

**The majority of the remaining 1/3 suffer from weeks and months of wait time for access to medical scanners and diagnostic results.**



# Why?

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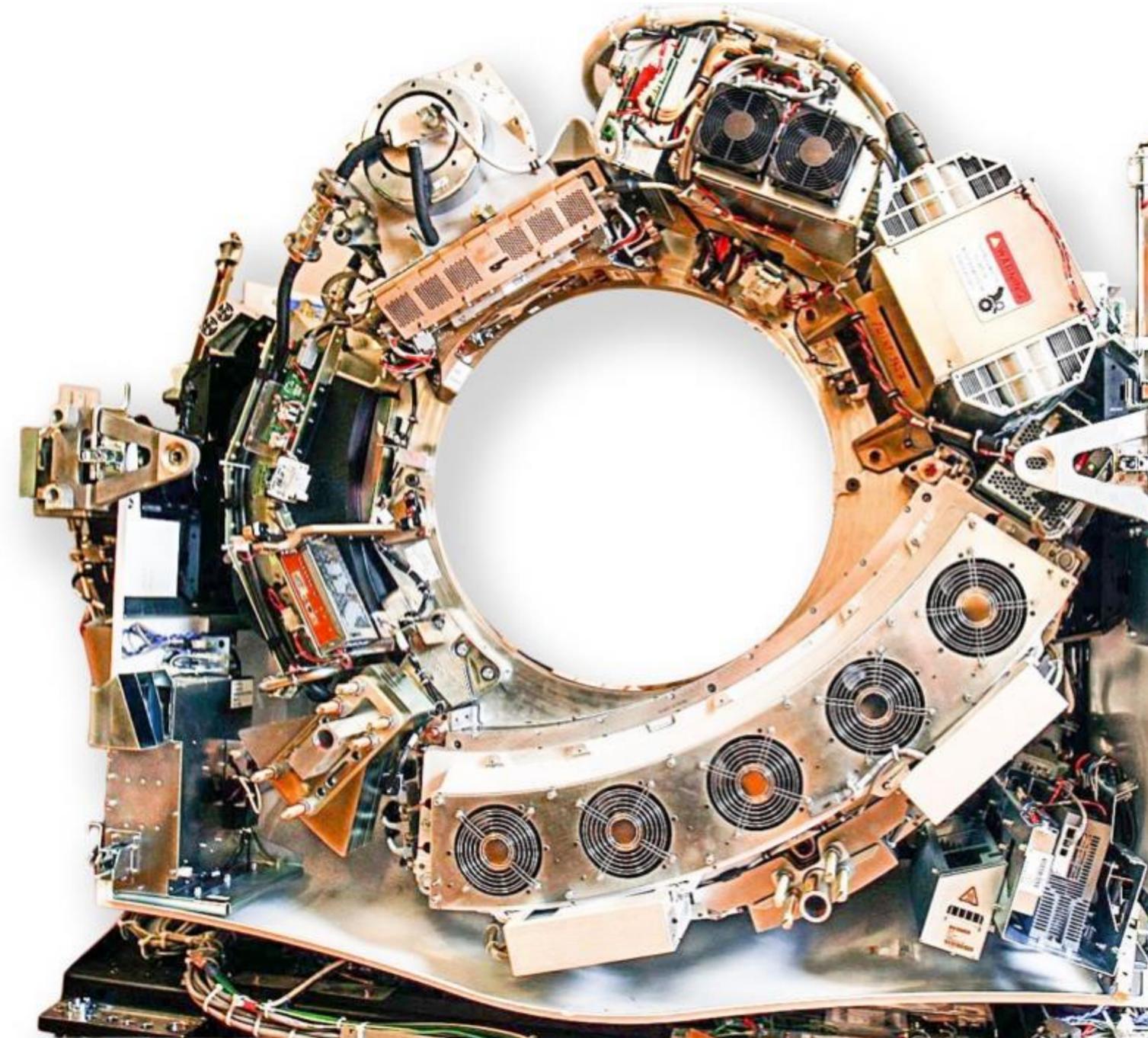
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**Medical imaging systems are too expensive and complex for mass deployment.**



# The key inhibitor

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**X-Ray source  
technology has not  
changed since its  
discovery over 120  
years ago**



**Wilhelm Conrad Röntgen**

# The hot cathode

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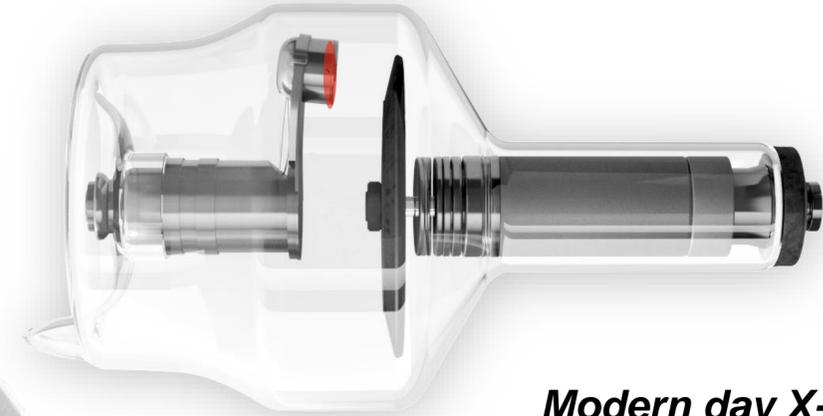
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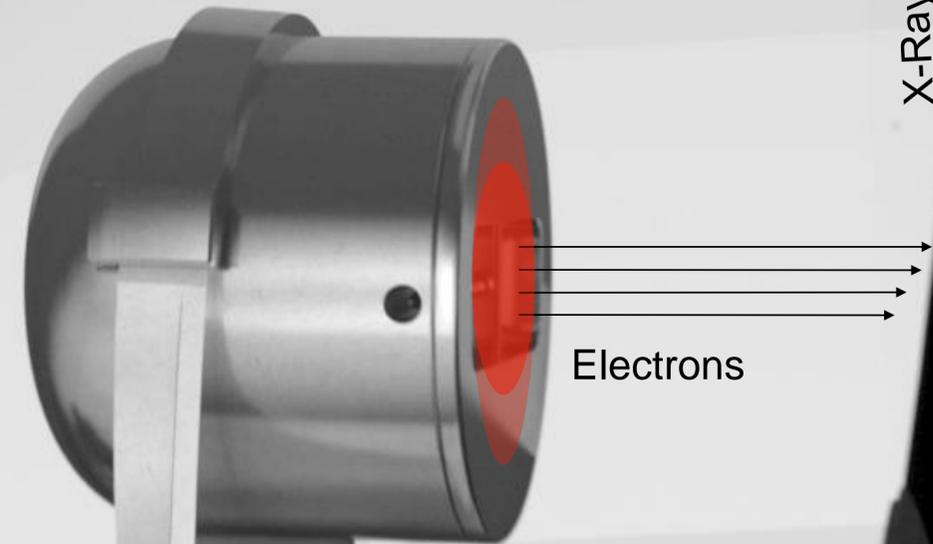
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**Modern day X-Ray tube**  
**Analog X-Ray source**

Heats up a metal filament to **2,000° Celsius** to produce the electron streams necessary for X-Ray emission



# Main contributor to high-cost of imaging systems

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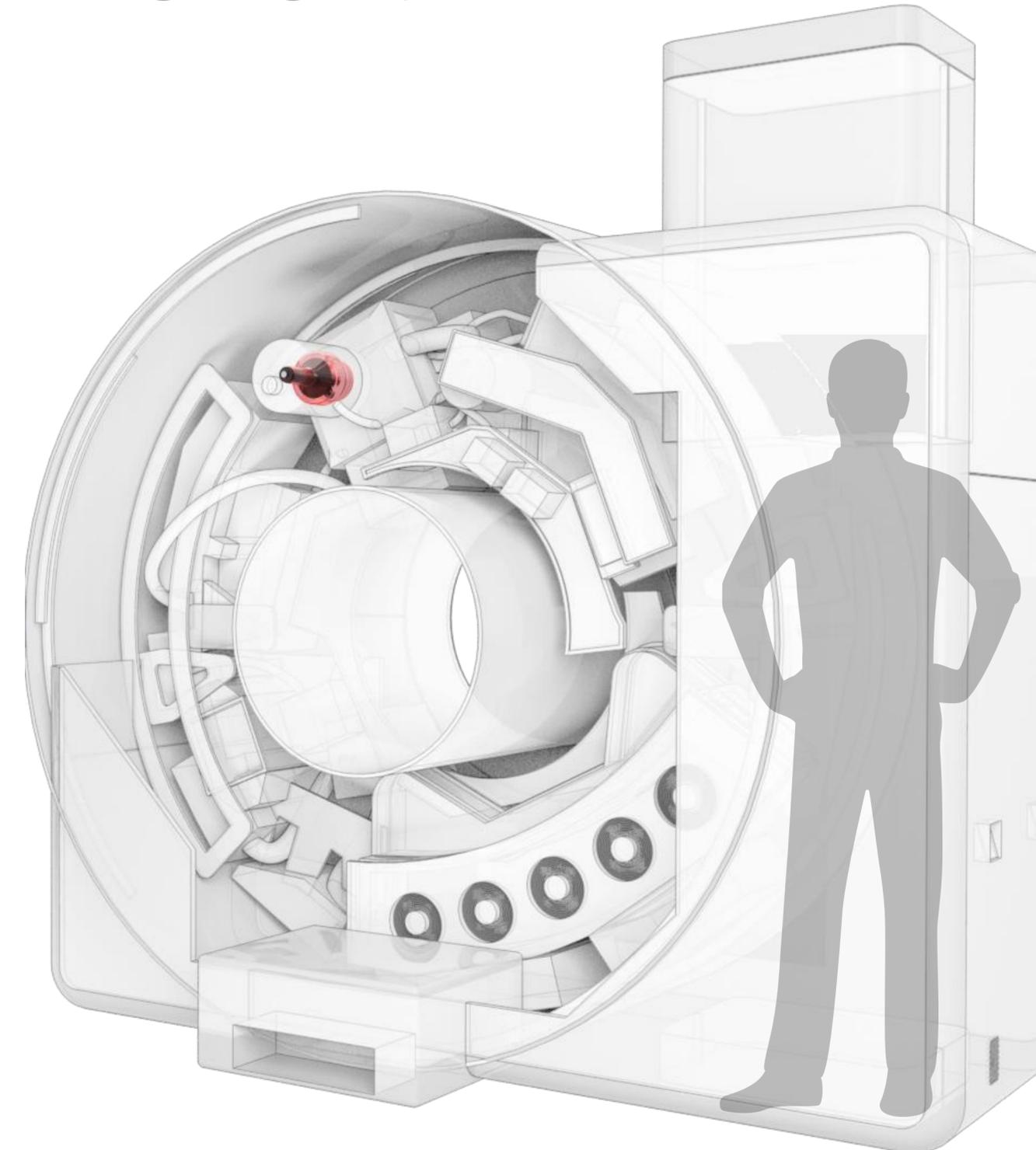
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## The legacy analog X-Ray source

Requires extremely high-voltage, complex mechanics and special cooling to produce the electrons needed for X-Ray emission, resulting in an average \$150,000 cost for the source alone



# The Nanox paradigm

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**A  
fundamental  
technological  
change in the  
X-Ray source**

**Will result in  
lower cost  
and smaller  
imaging systems**

**Which we expect  
will enable  
significantly  
higher availability  
of imaging  
services**

**Driving higher  
rates of medical  
prevention  
through  
early-detection.**

# Introducing the novel Nanox X-Ray source

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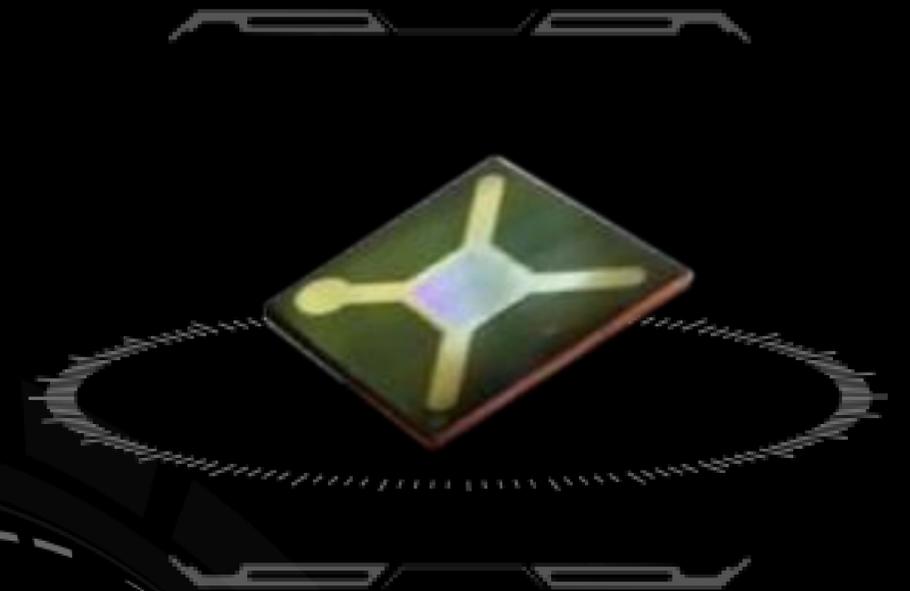
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## Novel silicon-based, low voltage, nano-scale cold cathode

*Generating the electrons streams needed for  
X-Ray via cold field-emission technology*

*X-Ray Reimagined*



# Nanox MEMs X-Ray source

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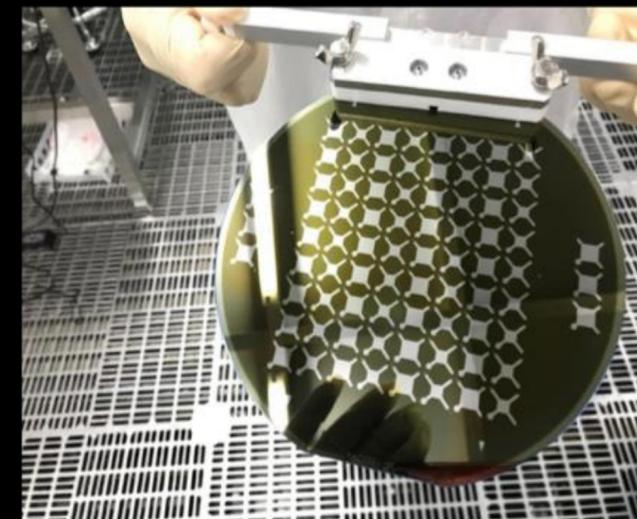
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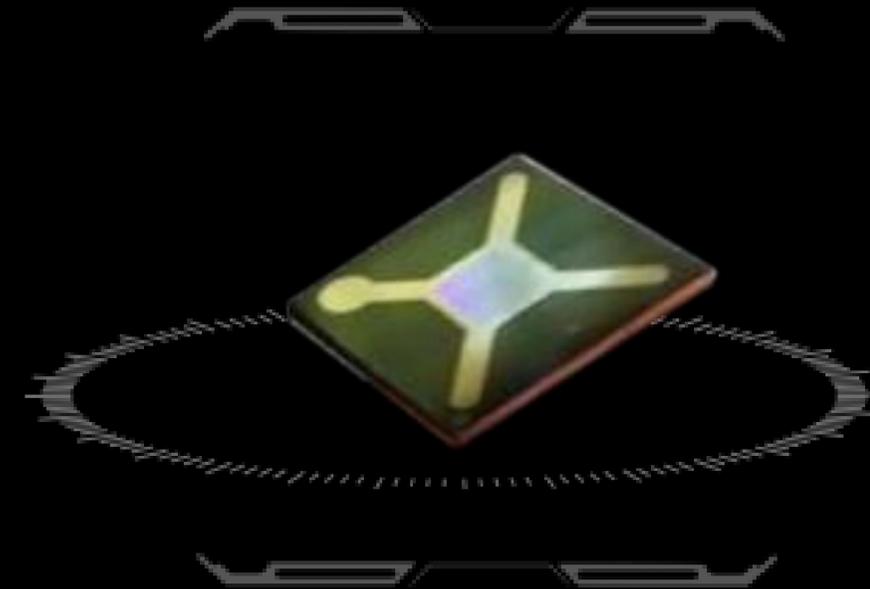
- Technology originally developed by Sony and its partners to achieve a higher quality image for screens and monitors
- Sony invested substantial resources in the development of this technology for over a decade
- After acquiring the technology, our Japanese-Israeli team invested over 8 years developing a source for the medical imaging industry based on this technology
- Nanox-owned manufacturing facilities in Japan
- Signed agreement with SK Telecom for collaboration on a new Korean factory to increase Nanox MEMs production capacity
- Mature and optimized proprietary technology and production process with an exceptionally high-yield
- Strong IP portfolio with patents granted in USA, Israel, Japan and pending globally



NANOX CLEAN ROOM (JAPAN)

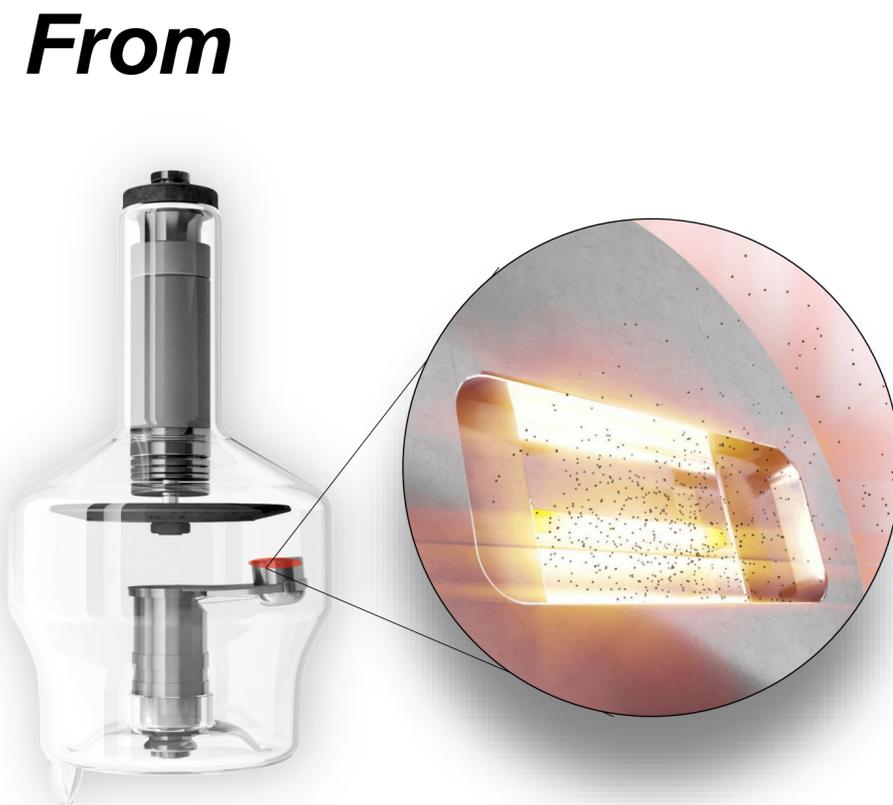


NANOX WAFER

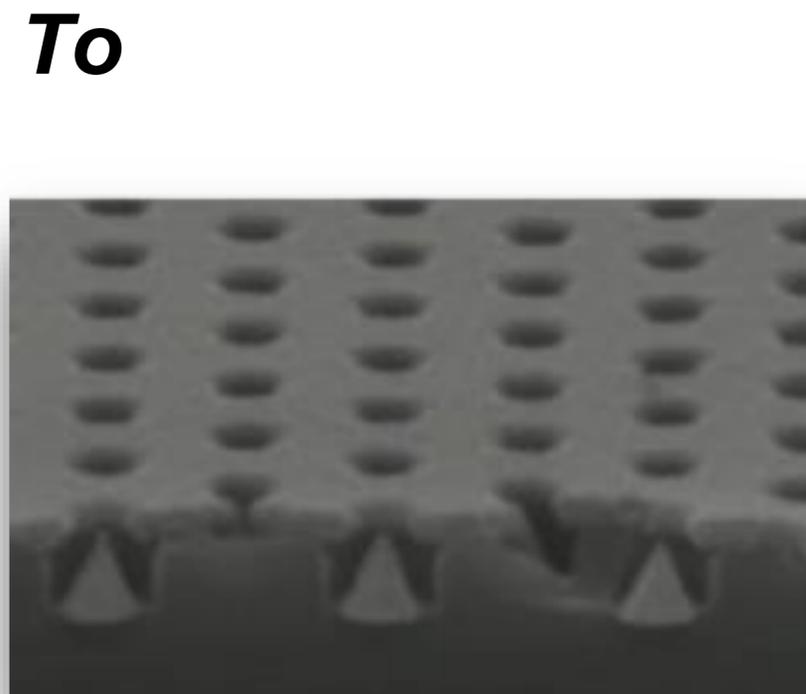


# Tech transformation

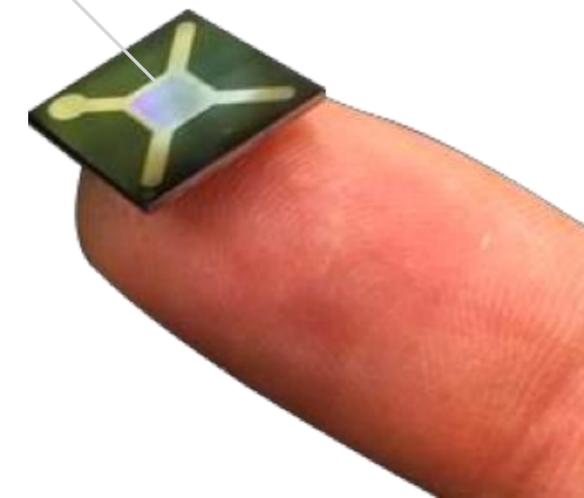
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**From**  
**One metal** filament heated to 2,000° Celsius requiring special cooling and rotation mechanics



**To**  
**100 Million** nano-cones field on a silicon chip emitting digitally controlled electron streams under low voltage



NANOX

# The Nanox tube

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**Commercially available  
Digital X-Ray source**



**The Nanox Silicon  
MEMs cold cathode**



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**LEGACY TUBE**  
**\$150,000 average cost**

**Significantly smaller**  
**Substantially more cost effective**

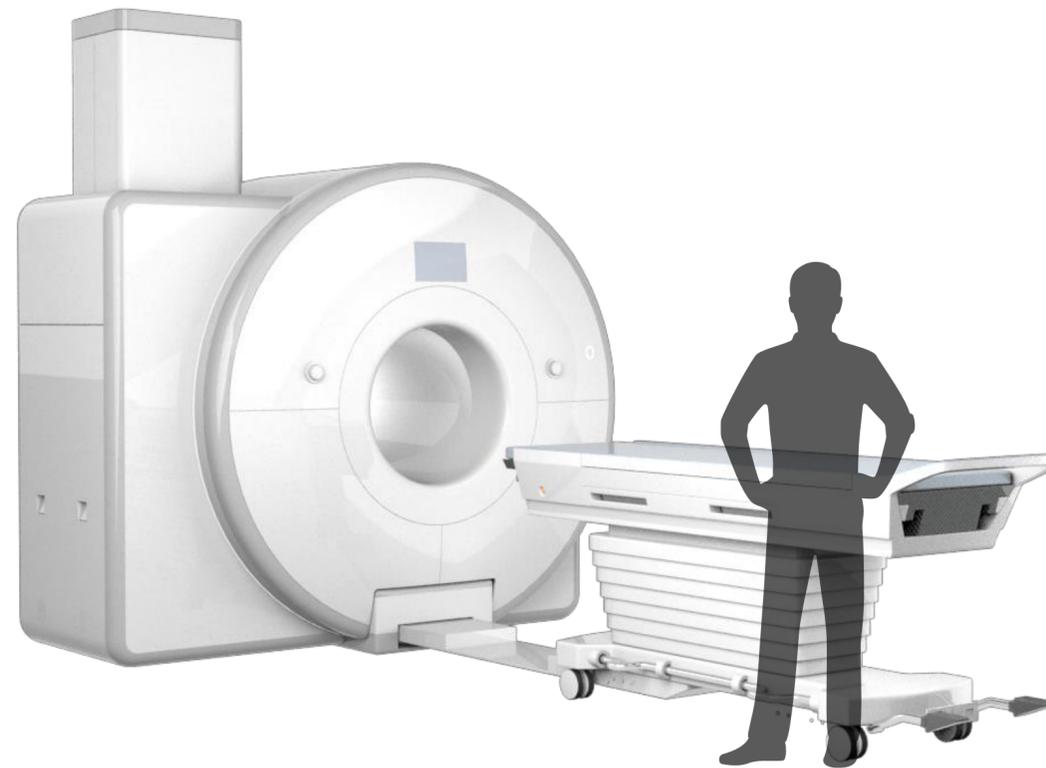
**NANOX**  
**~\$100 estimated cost in**  
**mass-production**



# Enabling a system-level quantum leap

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## From



Analog  
Large and complex  
Costs millions of dollars

## To

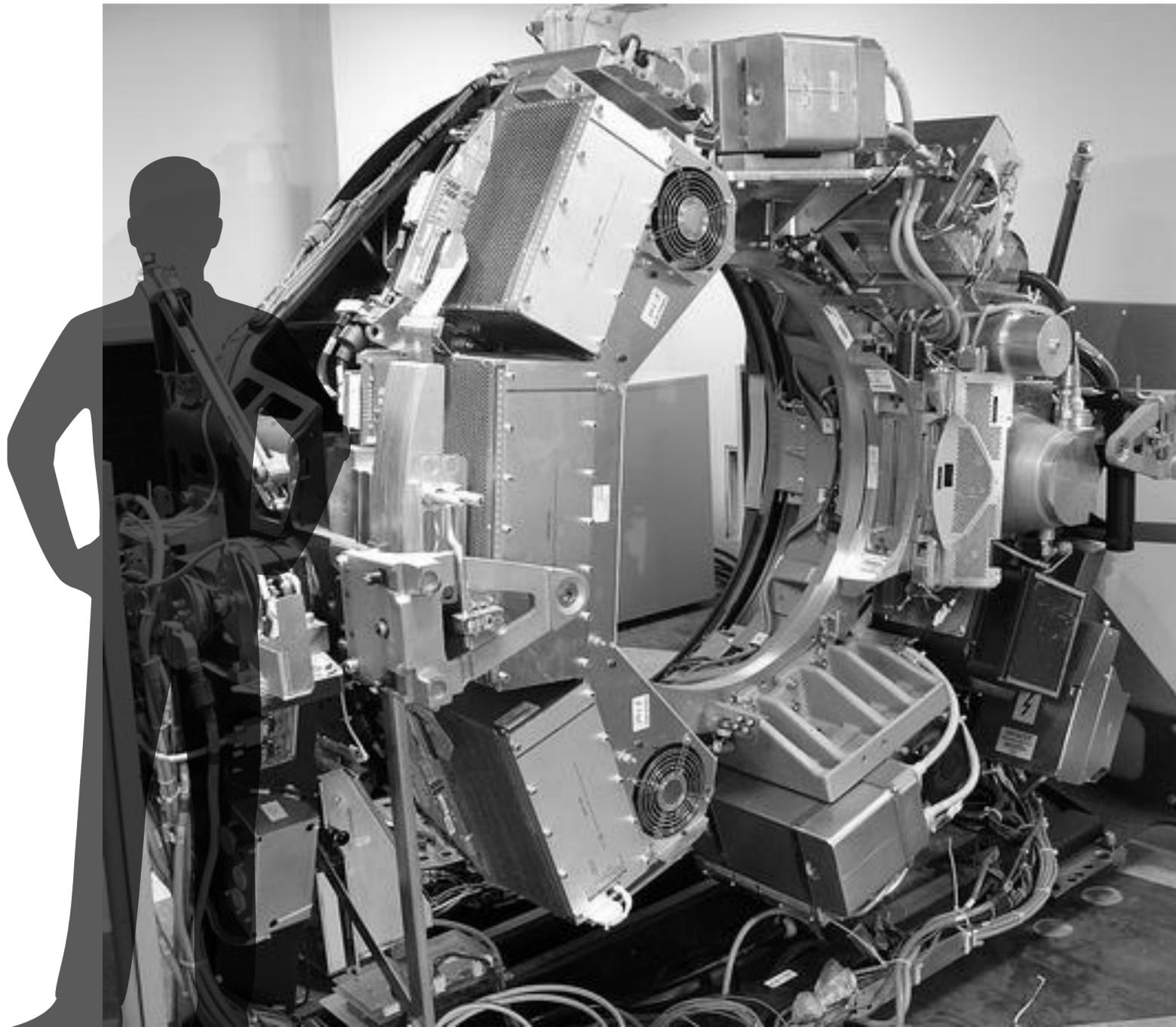


Digital  
Small footprint  
Costs tens of thousands of dollars



# Footprint practicalities

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# Clinical quality imaging

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**kVp** - Kilovolt Peak. kVp is the component that controls the X-Ray penetration strength and subsequently QUALITY of the X-Ray beam produced. It is also what controls the CONTRAST or GRAY SCALE in the produced X-Ray film. The Higher the kVp the LOWER the CONTRAST.

**mAs** - MilliAmps per Second. This parameter controls the QUANTITY or the AMOUNT of X-Ray photons produced. This is also what dictates the radiation dose. The higher the mAs the higher the radiation exposure.

# Clinical quality imaging

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## 3D Image Reconstruction



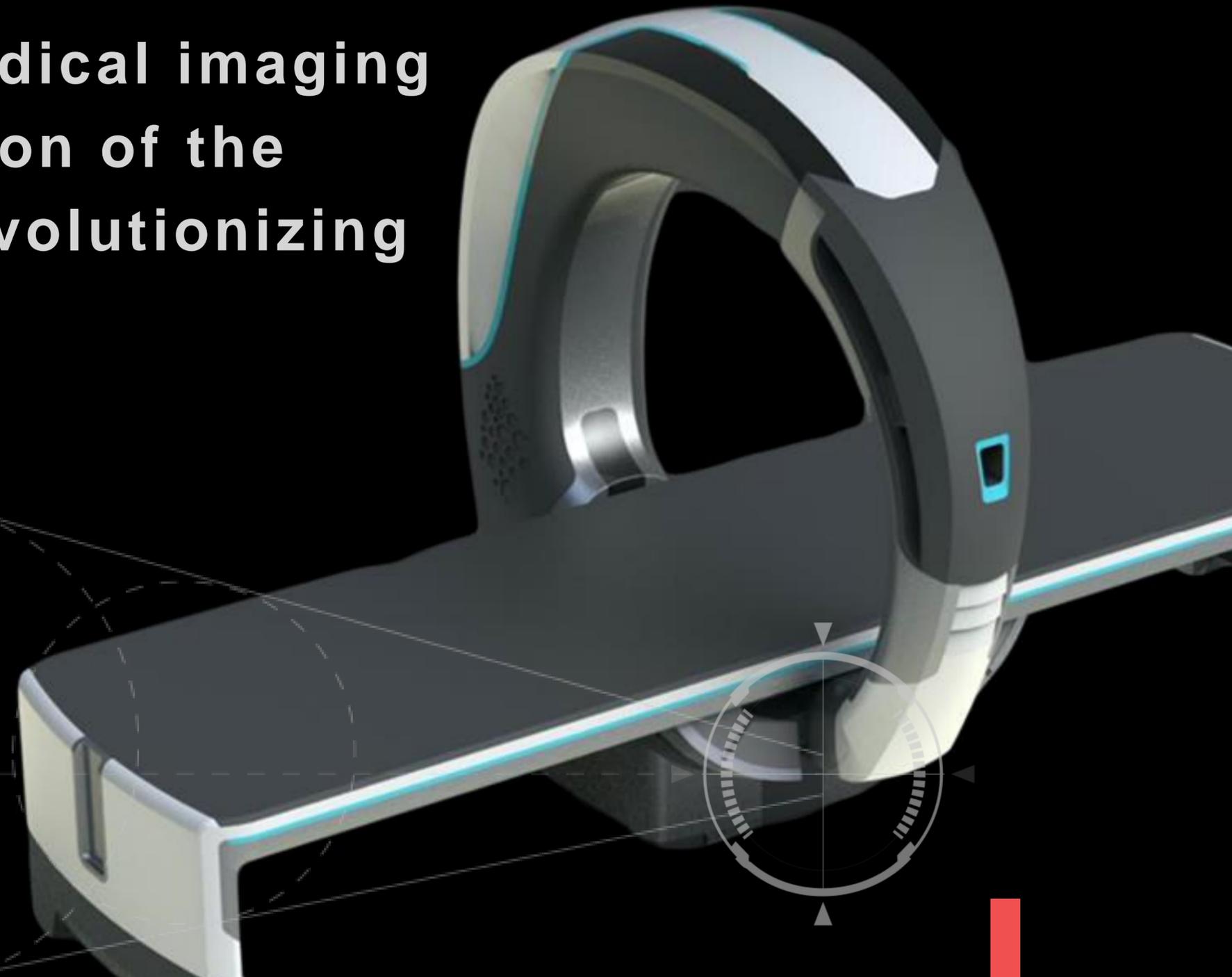
## SHOULDER

NANOX X-Ray TUBE  
40KV, 2.5MA



# The Nanox.ARC 3D computerized tomosynthesis

**A new breed of medical imaging systems at a fraction of the cost potentially revolutionizing global availability**



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# Regulatory clearance

## FDA

- We expect to take a multi-step approach to the regulatory clearance process:
  - Submitted a 510(K) application in January 2020 relating to a single digital X-ray source version of the Nanox.ARC
  - Received an additional information request in March 2020, which we responded to in September 2020
  - Plan to submit an additional 510(k) application with respect to the multiple-source Nanox.ARC which, if cleared, will be our commercial imaging system
  - We do not believe the Nanox X-ray source (the core component of the Nanox.ARC) will require a separate regulatory approval or clearance because the source is a Class 1 device, which is exempt from the 510(k) application process
- If cleared, we plan to deploy the first Nanox.ARC in the first half of 2021

## CE and ROW

- CE submission and clearance expected in H1 2021
- Majority of ROW countries accept FDA and CE as a reference for local clearance
- Other countries will require separate submissions

## ADVISORS



**Daniel Schultz, MD, F.A.C.S.**

Former Director of the Center for Devices and Radiological Health (CDRH) at FDA



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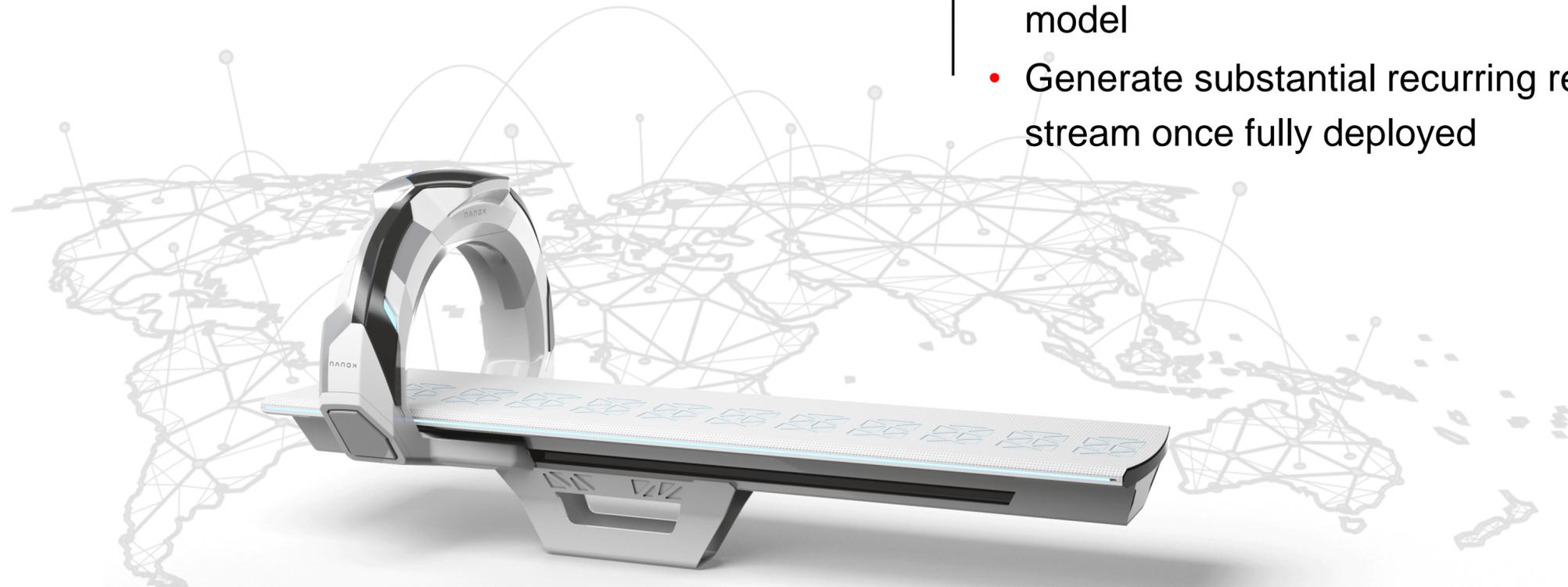
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# Our plan

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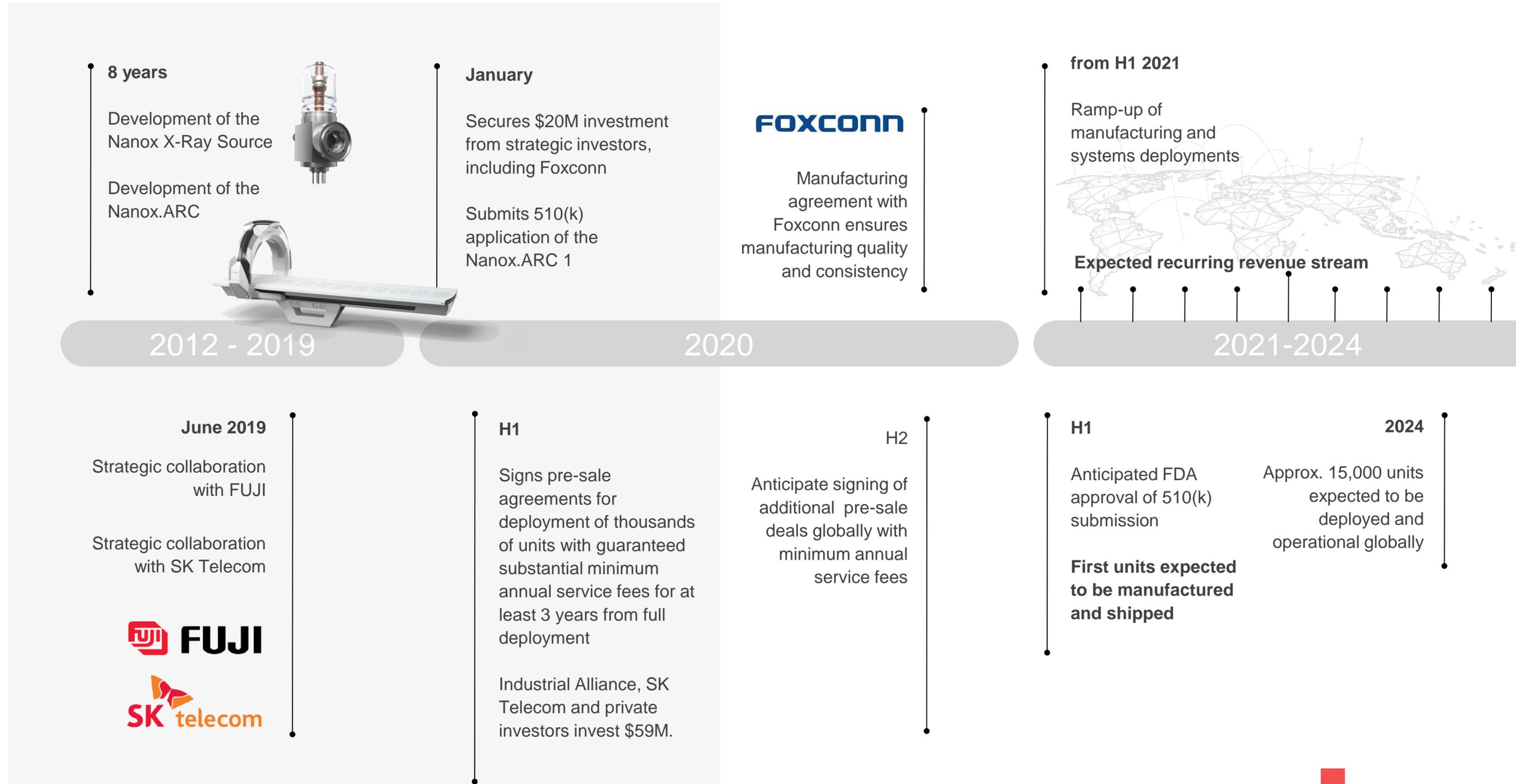
## Disrupt the imaging market with a global service infrastructure for medical imaging

- Increase significantly medical imaging availability
- Deploy 15,000 units globally by YE2024 subject to Company financing & regulatory clearance
- Invest CAPEX and own the systems
- Operate a Pay-per-Scan, MSaaS business model
- Generate substantial recurring revenue stream once fully deployed



# Timeline and key milestones

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# Addressable market

Expansion of the \$21 Billion global medical imaging market through shift from CAPEX to MSaaS model

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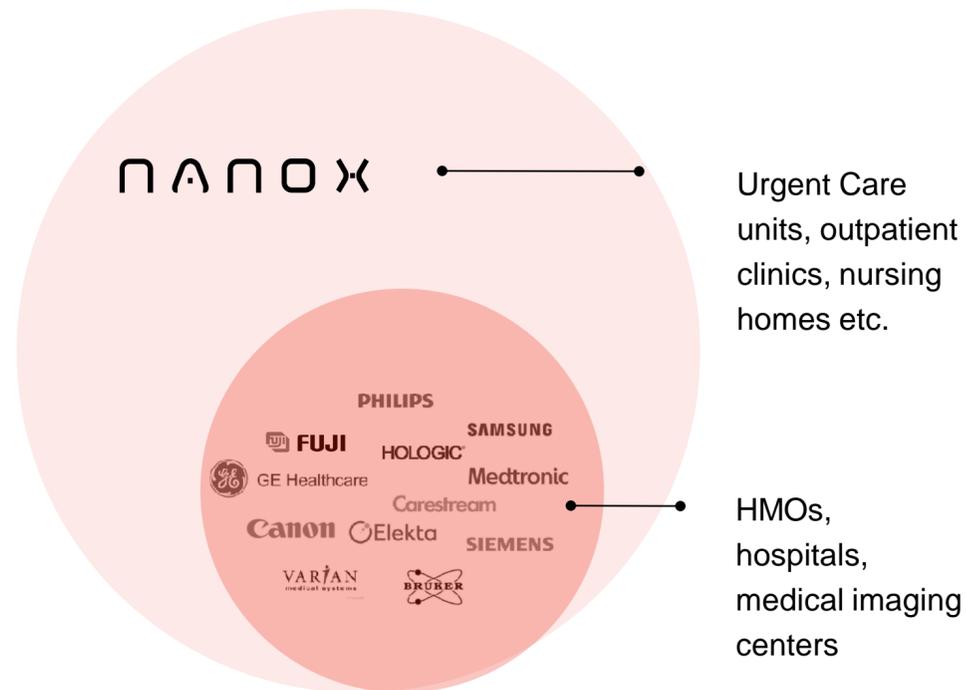
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## The X-Ray-based imaging market 2021-2024

Nanox addresses the market segments legacy vendors do not traditionally sell to



Urgent Care units, outpatient clinics, nursing homes etc.

HMOs, hospitals, medical imaging centers

## We do not compete over market share, we expand the total market

- We sell medical imaging **availability**
- We expect to provide systems to market segments existing X-Ray vendors don't target
- We target Urgent Care units (over 9,600 in the US alone), outpatient clinics, rural areas, countries with limited medical imaging availability (India, China, Africa...)
- We believe the CAPEX market of HMOs, hospitals and medical centers will migrate to an OPEX service-based model over time
- Nanox is pioneering this model today
- For certain medical imaging market participants, we plan to tailor our X-Ray source technology to their specific imaging systems and we expect to charge a one-time licensing fee upfront and receive recurring royalty payments for each system sold

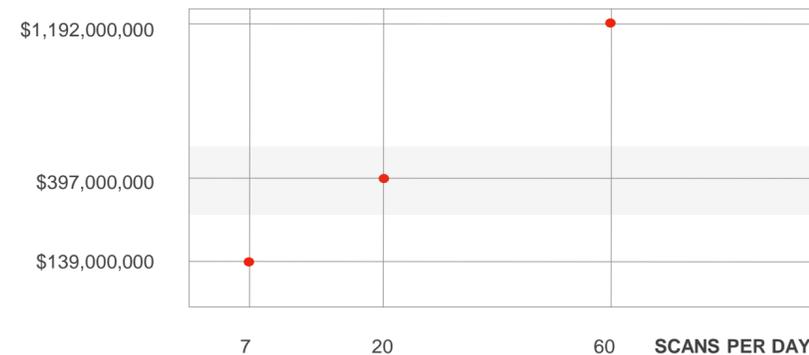
# Flexible business model to drive adoption

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## MSaaS

### ILLUSTRATIVE MODEL

POTENTIAL ANNUAL RECURRING REVENUE ASSUMING THE 4,520 CONTRACTED UNITS ARE DEPLOYED AND OPERATIONAL



At 20 scans per day, and \$14 per scan revenue to NANOX and 23 days per month, the MSaaS model potentially generates over \$397 Million in recurring revenues annually

### Scans per day - LEGEND

- 7 - Minimum scans per day per system
- 20 - Nanox operational objective
- 60 - Estimated current global average

## Pricing model & minimum annual service fee

- Pay-per-scan service business model
- Nanox covers CAPEX investment of systems and deployment
- **\$40 total cost per scan as a global average based on current contracts**
- **Nanox revenue \$14 (out of the \$40) per scan based on current contracts**
- Contracting regional service providers for marketing and operation of the service
- Current contracts provide a minimum annual service fee for 7 scans per day per system against regional exclusivity
- Total number of systems deployed may vary as per financing and final unit cost
- Price-per-scan will vary based on regional economics
- Minimum annual service fees will be backed by a standby letter of credit upon receipt of local regulatory approval

# Contracted deployments



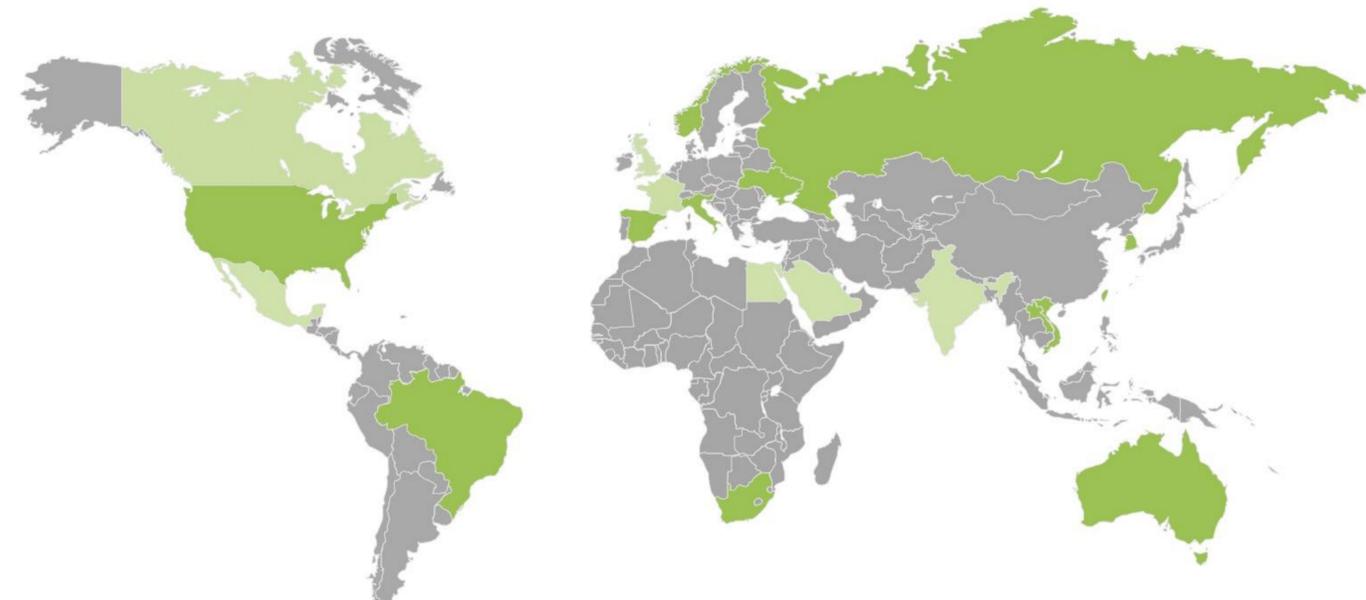
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## Current contracts for deals - 5,150 units (Pending local regulatory approval)

- Australia, New Zealand, Norway - 1,000 units
- Taiwan, Singapore - 500 units
- Italy - 500 units
- Spain - 420 units
- Russia - 500 units
- Belarus - 100 units
- South Africa - 500 units
- Brazil - 1,000 units
- Mexico and Guatemala – 630 units



### Minimum annual service fees

Nanox current contracts require a minimum annual service fee backed by a standby letter of credit upon receipt of local regulatory approval and satisfaction of all conditions precedent under each agreement

### Strategic Collaboration Agreement - 5,500 units

- USA - 3,000 units
- Korea, Vietnam - 2,500 units

■ Closed pre-sale agreements    ■ In negotiations

- Units of contracted pre-sale deals, with experienced service providers, are expected to be delivered from H1 2021
- Deliveries are conditioned upon acceptance test approval and local regulatory clearance in each region
- Active pipeline of additional countries aiming to join initial wave of deployment

# Select Customer Profiles

## The Gateway Group

- One of Australia's largest independent product distributors including health, wellness, medical supplies and devices
- Provides a wide range of products to over 20,000 locations with representation of medical device companies such as BrainsWay and others
- **Entered into an initial 3-year contract to deploy 1,000 Nanox Systems, consisting of the Nanox.ARC and Nanox.CLOUD, across Australia, New Zealand and Norway<sup>1</sup>**
- **Anticipated \$27 million<sup>2</sup> minimum annual service fees to Nanox**



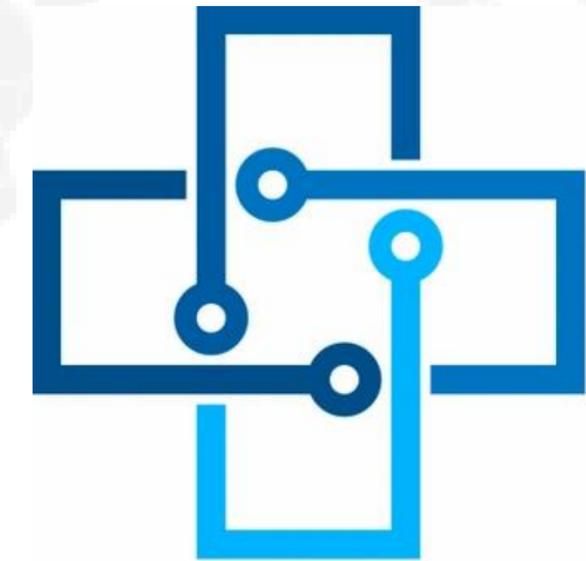
<sup>1</sup> Subject to regulatory approval and customer acceptance test

<sup>2</sup> Assumes 7 scans/day x 23 days/month x at \$14 per scan x 1,000 units deployed

# Select Customer Profiles

## SPI Medical, S.A. de C.V. (Mexico)

- SPI Medical, S. A. de C.V. is a distributor of specialty pharma products and medical devices, operating with global leaders such as Abbott, Merck, Bayer and Eli Lilly, and medical imaging systems from Phillips, GE, Siemens, Planmed and Toshiba.
- Distributes to both the public and private sectors in Mexico and Guatemala.
- **Entered into an initial 7-year MSaaS agreement to distribute 630 Nanox Systems across Mexico and Guatemala<sup>1</sup>**
- **Anticipated \$17 million<sup>2</sup> minimum annual service fees to Nanox**



SPI MEDICAL, S.A.P.I. DE C.V.

<sup>1</sup> Subject to regulatory approval and customer acceptance test

<sup>2</sup> Assumes 7 scans/day x 23 days/month x at \$14 per scan x 630 units deployed

# Select Customer Profiles

## Promedica Bioelectronics s.r.l. (Italy)

- Promedica Bioelectronics s.r.l. has over 25 years of experience representing diagnostic imaging vendors such as Fujifilm, Siemens Medical Systems and GE Healthcare
- Also manages commercial strategic activities for multinational companies for the marketing of systems with MR-guided Focused Ultrasound (InSightec) and robotic systems for interventional radiology procedures (iSYS)
- **Entered into an initial 4-year MSaaS agreement to distribute 500 Nanox Systems across Italy<sup>1</sup>**
- **Anticipated \$13.5 million<sup>2</sup> minimum annual service fees to Nanox**



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<sup>1</sup> Subject to regulatory approval and customer acceptance test

<sup>2</sup> Assumes 7 scans/day x 23 days/month x at \$14 per scan x 500 units deployed

# Select Customer Profiles

## APR Tecnologia Salud (Spain and Portugal)

- A distributor of diagnostic imaging equipment across Spain and Portugal
- Offers a full-service integrated approach to its customers comprising both equipment and service
- Expertise across broad range of OEM diagnostic equipment: CT, MRI, Radiology and Ultrasound
- Entered into a 5-year MSaaS agreement for deployment of 420 Nanox Systems in Spain<sup>1</sup>
- Anticipated \$11.4 million<sup>2</sup> minimum annual service fees to Nanox

## PRIVATE HEALTHCARE COMPANIES



## PUBLIC SECTOR HEALTHCARE



<sup>1</sup> Subject to regulatory approval and customer acceptance test

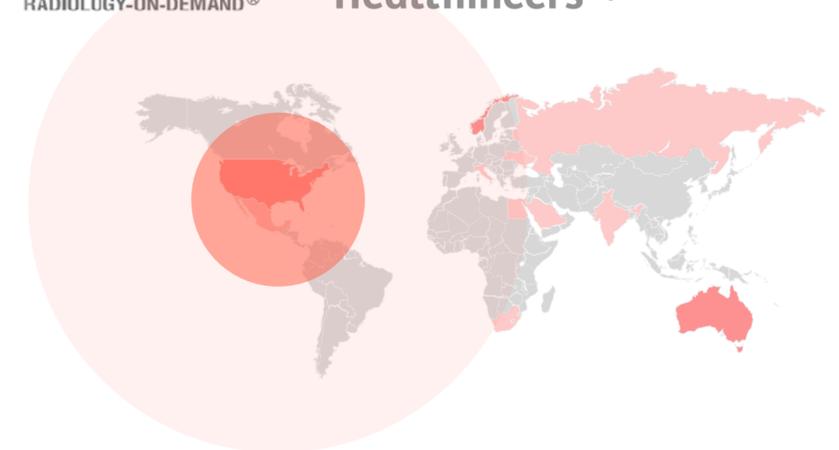
<sup>2</sup> Assumes 7 scans/day x 23 days/month x at \$14 per scan x 420 units deployed

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## Strategic collaboration with USARAD

- Over 250+ U.S. certified radiologists organization
- Providing online, remote radiology services across the U.S.
- 25% owned by Siemens Healthineers



- Working with one strategic partner for nationwide deployments instead of operating a large direct sales force
- Aiming to place 3,000 systems nationwide in the next 2 years
- Urgent care centers, primary care physicians, outpatient imaging centers, chiropractors, veterinarians and more
- Over 9,600 potential locations with unmet needs for medical imaging

**Once cleared by the FDA we expect the Nanox.ARC imaging procedures will be covered by radiology CPT reimbursement codes**

# Strategic Alliance with SK Telecom

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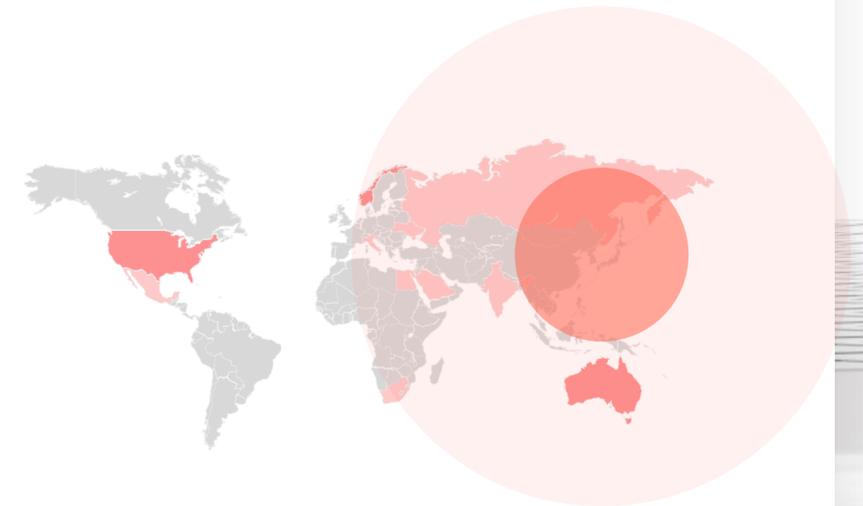
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## Collaboration with SK Telecom announced June 2020

- SK Telecom has made two investments in Nanox:
  - \$5 million (June 2019)
  - \$20 million (June 2020)
- SK Telecom CEO Park Jung-ho joined the Nanox Board of Directors in August 2020
- Collaboration aims to deploy 2,500 Nanox Systems to clinics in South Korea and Vietnam
- Nanox to work toward establishing a wholly-owned subsidiary in Korea to support production of its MEMs X-ray source and leverage SK Telecom's expertise in semiconductors



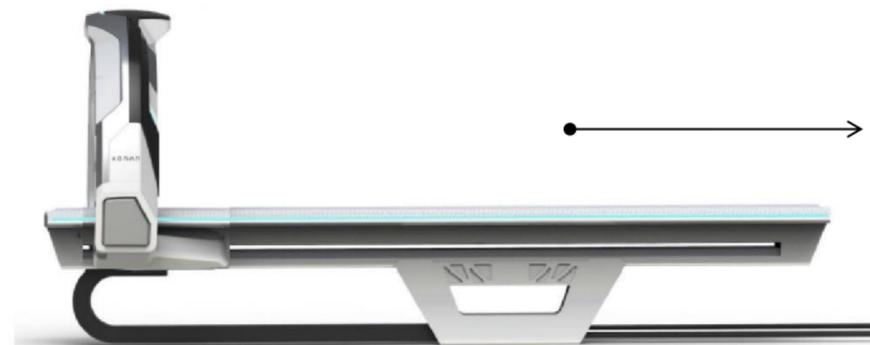
# The Nanox infrastructure management platform

**Increasing availability of medical imaging systems solves only half of the problem**

**Purpose built proprietary radiology software platform streamlines operations and analytics**

- Radiology diagnostics remain a significant bottleneck
- All Nanox.ARC systems will be connected to the **Nanox.CLOUD**
- A proprietary software platform designed to streamline the radiology diagnostics services and provide billing control

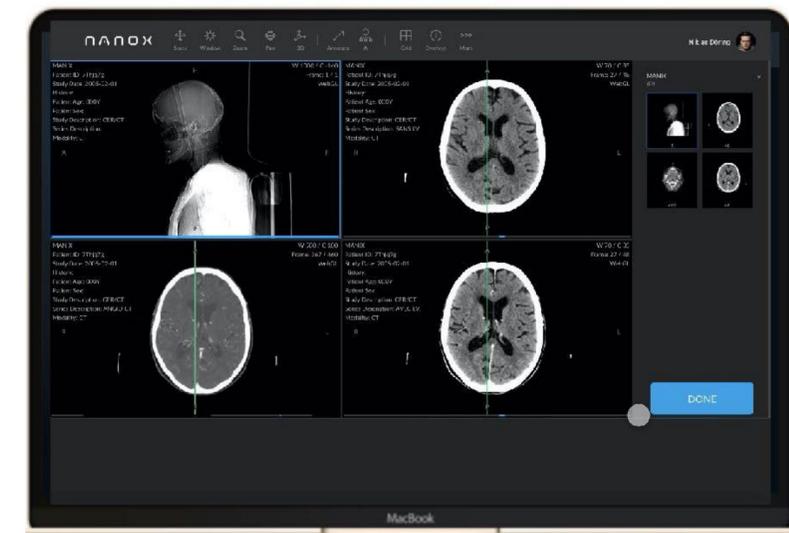
Nanox.ARC



Nanox.CLOUD



Radiology and AI services



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# The Nanox.CLOUD

A central backbone of our imaging infrastructure that will provide the ability to scale with connectivity to robust services

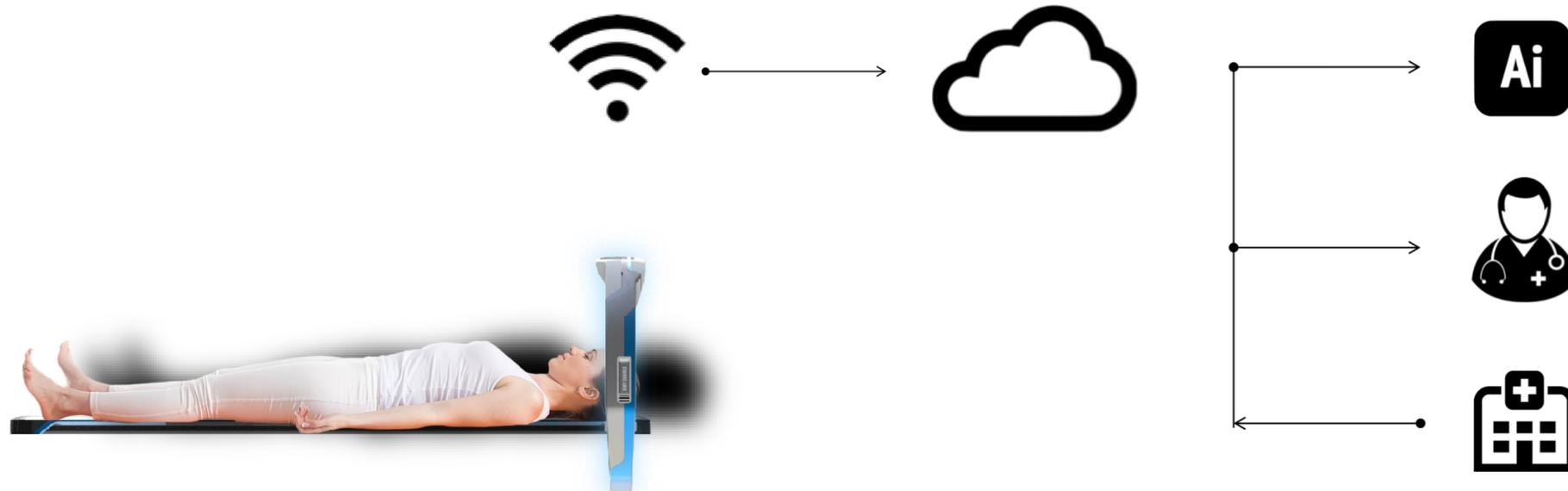
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- Built ground-up with automation, privacy and security in mind
- Expected to be HIPPA and GDPR compliant
- Enables integration into medical systems via APIs
- Full administrative and billing services

NANOX would transmit all imaging data to the cloud SaaS platform

The platform employs a matching engine to match scans to radiologists



Medical AI systems would provide first response and decision assistive information

Radiology specialists would provide diagnostics online

Hospitals and doctors would get real-time global access

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# Global partnerships

Nanox's cloud-based service will enable medical imaging services globally through its partnerships

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## Strategic Partners



5G, MEMs manufacturing and APAC distribution



Mammography OEM



Manufacturing

## AI Diagnostics



Cancer detection



Stroke



Chest & Head



Mammography

## Deployments



United States



Taiwan, Singapore



Italy



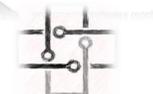
Russia, Belarus



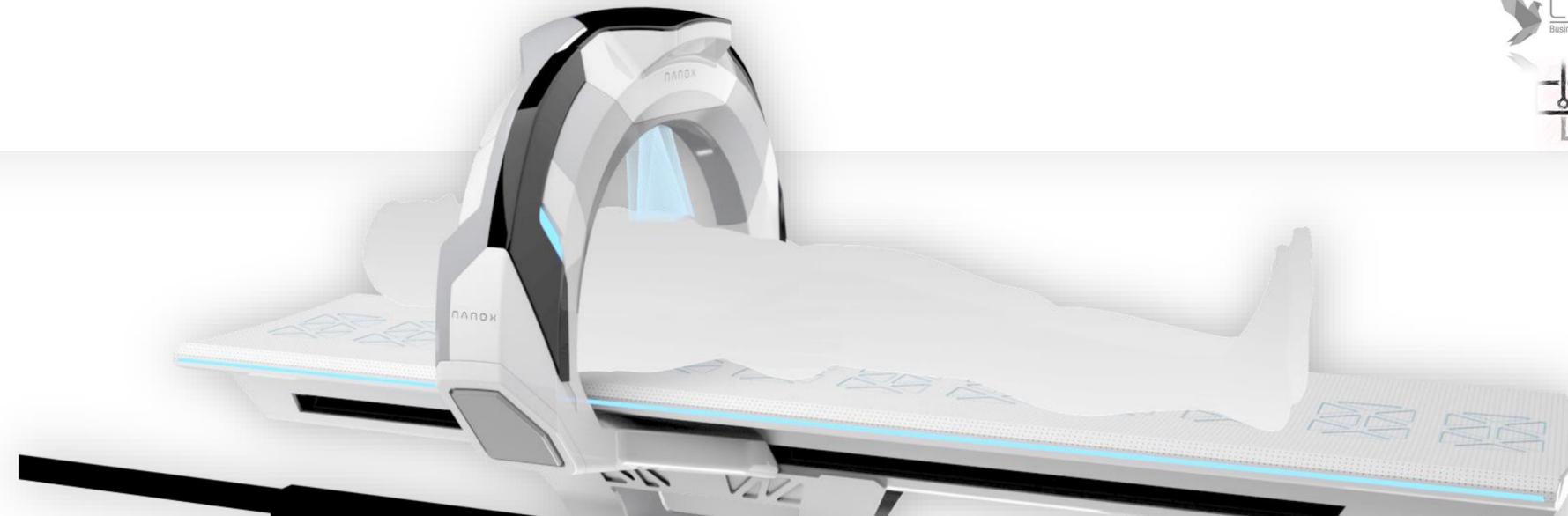
Australia, Spain, New Zealand, Norway, Korea Vietnam



Brazil, S.Africa



Mexico, Guatemala



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# The team

A strong execution team with decades of relevant experience and proven track record of large-scale global projects, medical business expertise and bringing innovation to market

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**Ran Poliakine**  
Founder & CEO

The founder of the wireless charging industry, a serial entrepreneur focusing on global life-changing technologies and inventions in across multiple categories



**Hitoshi Masuya**  
Co-Founder and Head of NANOX Japan

Originally co-invested in the Nanox project with Sony, now leading the Japan operation and a member of the board



**Tal Shank**  
SVP Corporate Development

Over 15 years of international experience in commercial law and global business development. Tal has a substantial track record with private & public companies



**Lydia Edwards**  
President NANOX USA

Lydia has spent the last 15 years in the medical field, focused on the sales of pulmonary and critical care solutions in the U.S. and international markets



**Itzhak Maayan**  
CFO

Over 25 years of financial leadership roles in multi-national public companies including Perrigo, Cisco Systems, Xtivia Technologies, and Elscint.



**Yoel Raab**  
CTO

Ex-Intel and Orbotech Medical exec., Yoel has BSc. and MSc. degrees in Applied Physics and Microelectronics with a proven track record in product development



**Anat Kaphan**  
VP Product Marketing

Ex Mazor Robotics, Philips Medical, and Lumenis, Anat has an extensive record with over 20 years of experience in medical systems development and marketing



**Dr. Amir Ben Shalom**  
CSO

With over 250 patents granted & pending, Amir is a scientist, engineer, author, teacher and a renown expert in high-power, analog circuits and electro-optics



**Bruce Edwards**  
VP Business Development

A serial entrepreneur in the medical and high-tech fields with an established track record in global marketing, sales, and strategic business development

# Advisory board

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**Morry Blumenfeld**  
GE Healthcare



**Prof. Geoffrey D. Rubin**  
Duke University



**Prof. Norbert Pelc**  
Stanford University



**Dr. Achille Mileto**  
UNIVERSITY of WASHINGTON



**Dr. Rafael Grossman**  
TED



**Michael Jackman**  
GE Healthcare



**Dr. Michael Yuz**  
USARAD



**Prof. Peter Dawson**  
University College London Hospitals NHS Foundation Trust



**Prof. Yong-woo**  
SAMSUNG KANGBUK SAMSUNG HOSPITAL



**Thomas Deckle**  
IBM

**Professional and involved advisory board of physicians, radiologists, business veterans and global opinion leaders. The Nanox advisory board is an integral part of our think-tank for product roadmap and strategy.**

# Financial Snapshot

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<b>Pro-forma cash*</b>	<b>Approx. \$244 mm</b>
<b>Debt</b>	<b>\$0</b>

<b>Expected use of cash</b>	<b>Amount (\$mm)</b>
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Manufacture of 15,000 Nanox.ARC units and investment in manufacturing capacities**	\$144 - \$194
The shipping, installation and deployment costs of the 15,000 Nanox Systems **	\$18 - \$30
Continued research and development of the Nanox.ARC, the development of the Nanox.CLOUD and for regulatory clearance in various regions	\$5 - \$9
The remaining funds, if any, to be used for research and development expenses, sales and marketing expenses, general and administrative expenses and general corporate purposes.	

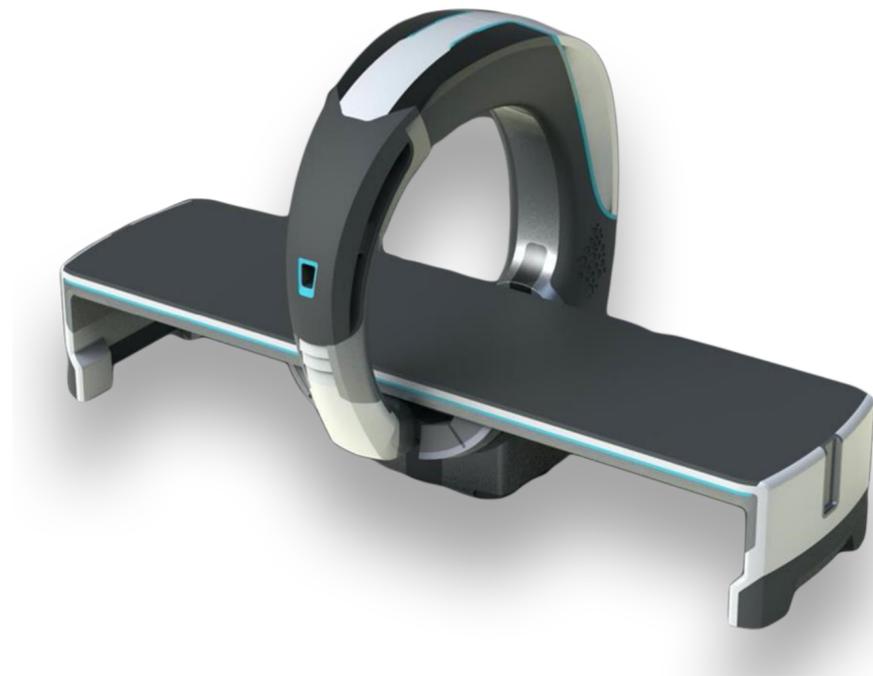
\* Cash and cash equivalents as of June 30, pro-forma for subsequent cross-over funding net proceeds, net IPO proceeds, including full exercise of the 15% underwriters' overallotment option

\*\* To the extent the cost-per-unit of the Nanox.ARC is higher than we expected, we plan to reduce the number of units to be manufactured accordingly.

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# Key investment highlights

**Nanox is a global company building a disruptive medical imaging infrastructure for early detection preventive healthcare**



**We are well positioned to serve an untapped market representing a significant part of the world's population**

- Revolutionary model to transform and grow the already large medical imaging market
- Unique patented technology innovation
- We expect our technology and imaging as a service model will allow us to sell systems into markets and sites that do not have imaging systems and where our traditional imaging competitors cannot play
- Transformative business model disrupts by no longer focusing on high cost capital equipment, but instead, into a recurring revenue service model with software-like gross margins
- Business model allows company to focus on a handful of key deployment partners like radiology groups in the US vs thousands of hospitals and imaging centers, with a small focused clinical support team
- Anticipated 510(k) regulatory path for the Nanox.ARC in US and well-known ROW regulatory paths
- No reimbursement hurdles expected and stable codes familiar to all physicians
- Significant positive economic impact on radiology groups and individual practices
- **Nanox has a first mover advantage**
- **Developed a novel digital X-Ray source**
- **Global strategic partnerships with industry leaders**
- **Exceptional execution team**
- **A strong business model with contracts for 5,150 units that include a minimum annual service fee backed by a standby letter of credit upon receipt of regulatory approval**

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ΠΑΝΟΧ

*Thank you*



NANOX

# Presenters



**Lydia Edwards**  
President Nanox USA



**Ran Poliakine**  
Founder & CEO



**Itzhak Maayan**  
CFO



**IU Kim**  
President SK Telecom  
HK Office