

nanox

# Dawn of early detection healthcare



Corporate  
Presentation  
January 2021

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# Nanox at 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 expected to start this year Nanox invites partners to join the potentially next revolution in preventive healthcare.

## Unmet need

Large deficit of medical imaging systems due to high system costs



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

Weeks and months of wait times for radiology diagnostics results.

## Game changing tech

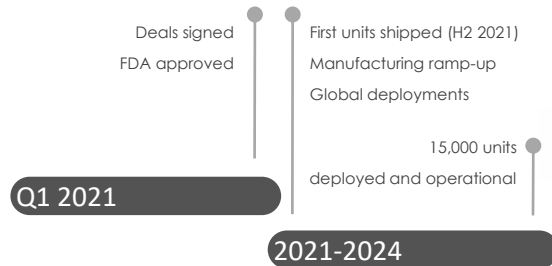
A novel digital X-Ray source replacing an analog X-Ray that has been used for over 100 years enables significant cost reduction



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

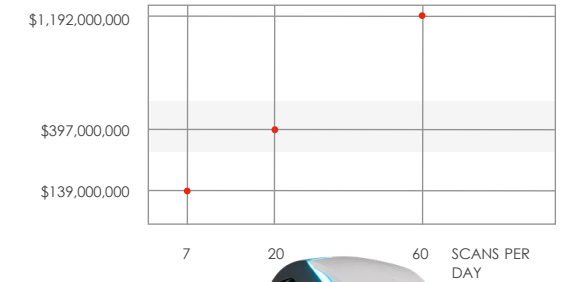
Medical Screening as a Service (MSaaS) opens a recurring revenue model that has the potential to provide substantial revenues

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

See slide 27 for full detail and assumptions

### ILLUSTRATIVE MODEL

POTENTIAL ANNUAL RECURRING REVENUE ASSUMING THE 5,150 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 BENEFITS

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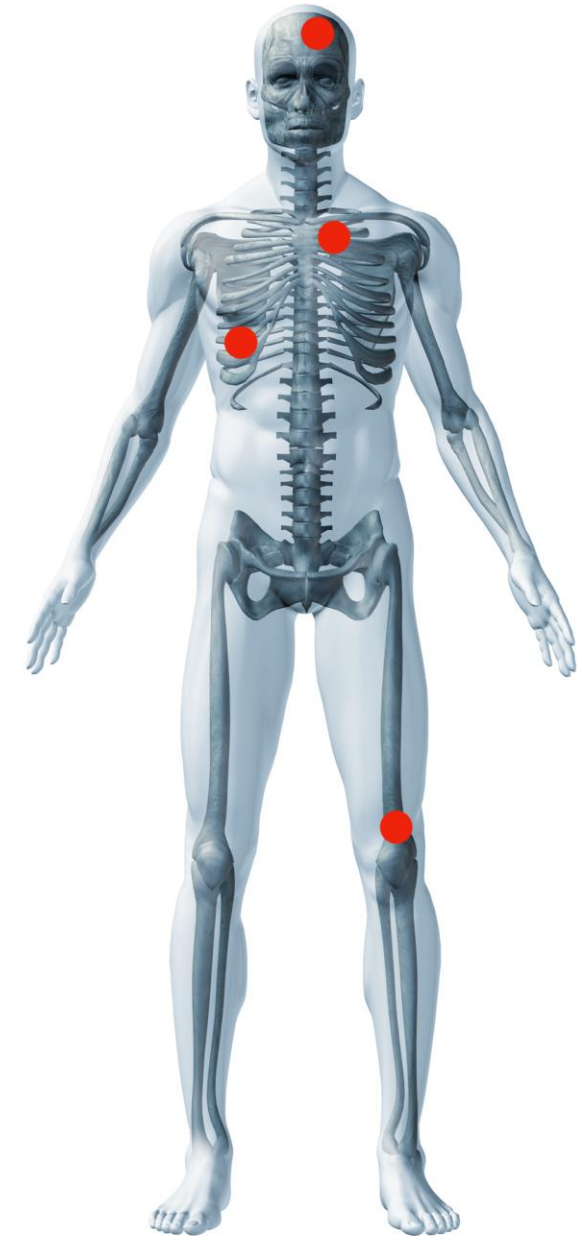
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## Early detection is key to preventive healthcare.

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



# Early detection remains theoretical

**2/3 of the world's population have no meaningful 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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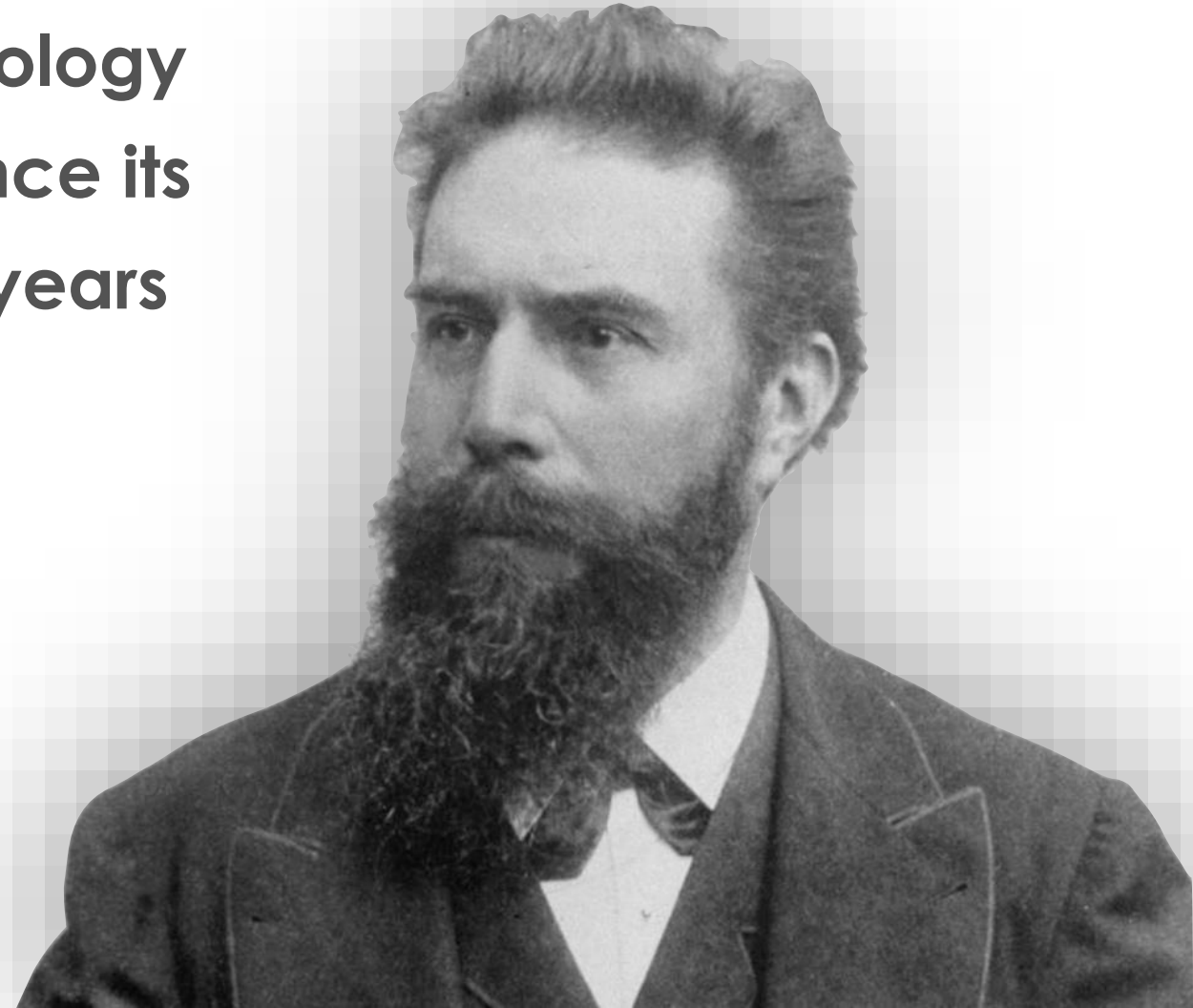
**Medical imaging systems are too expensive and complex for mass deployment.**



# The key inhibitor

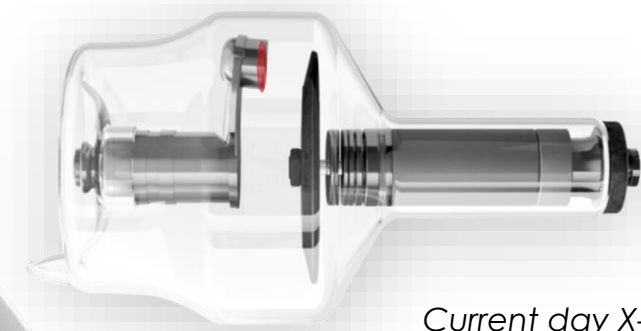
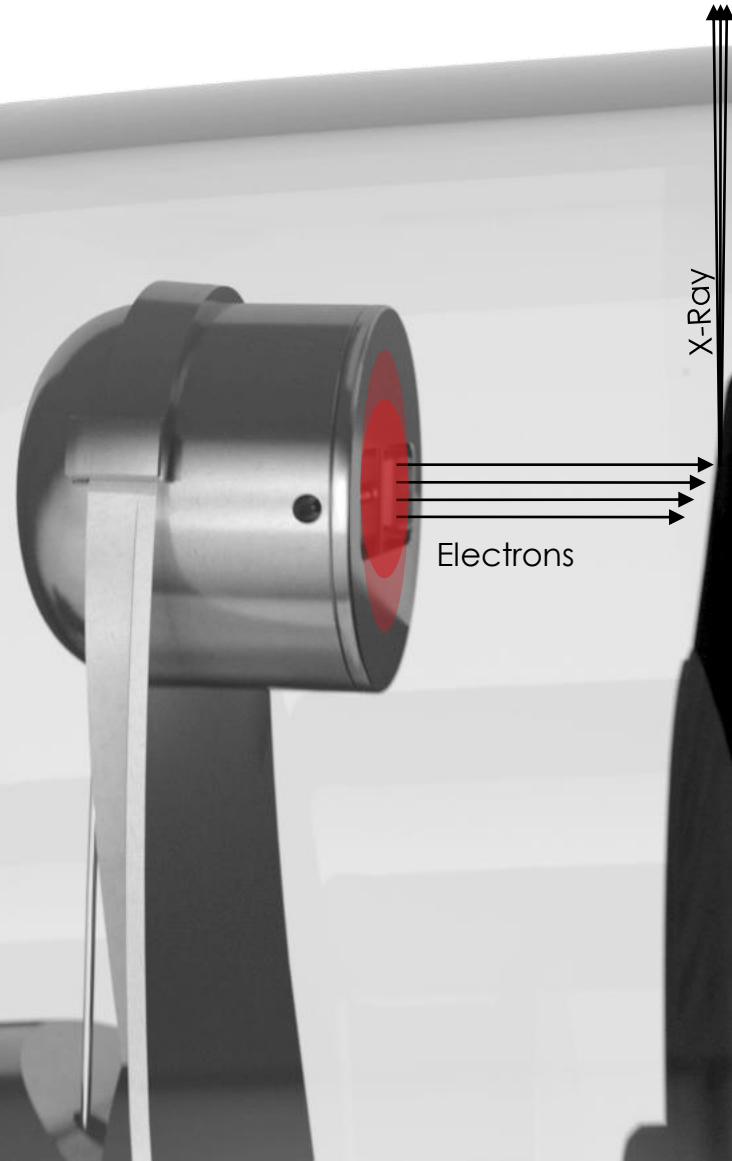
**X-Ray source technology  
has not changed since its  
discovery over 120 years  
ago**

Wilhelm Conrad Röntgen



# The hot cathode

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*Current 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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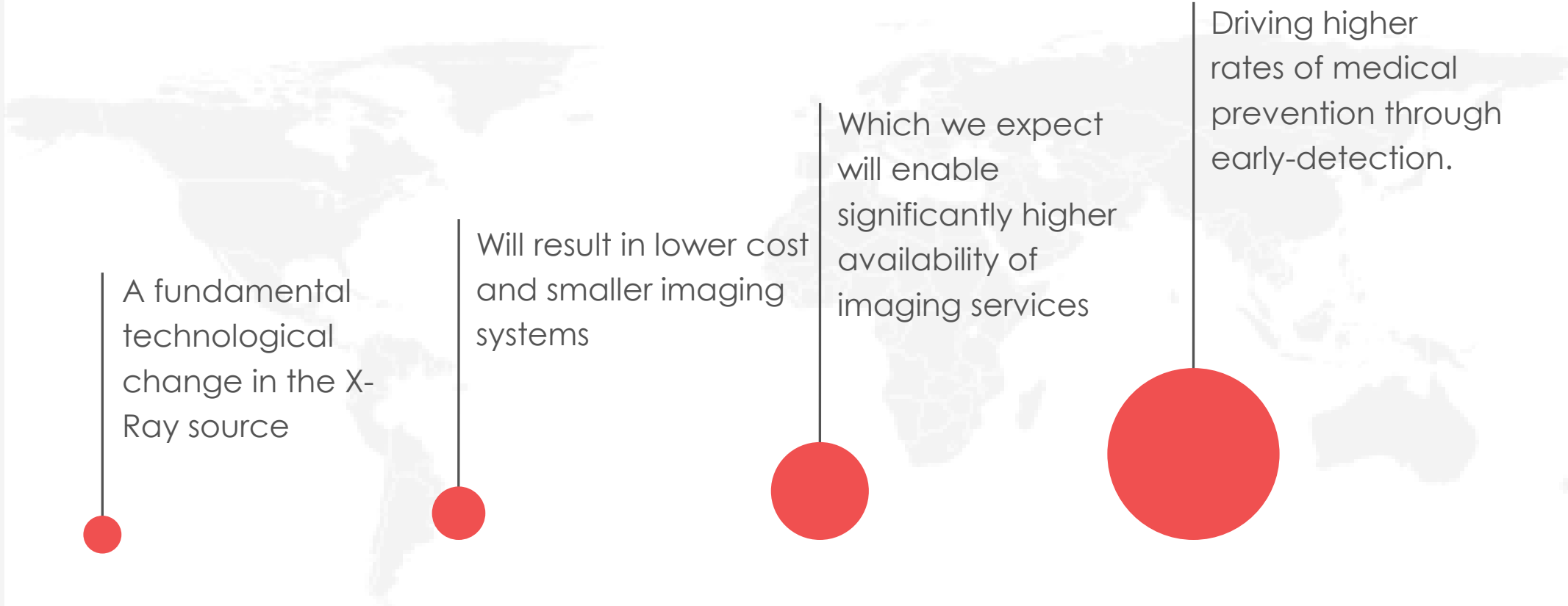


## The legacy analog X-Ray source

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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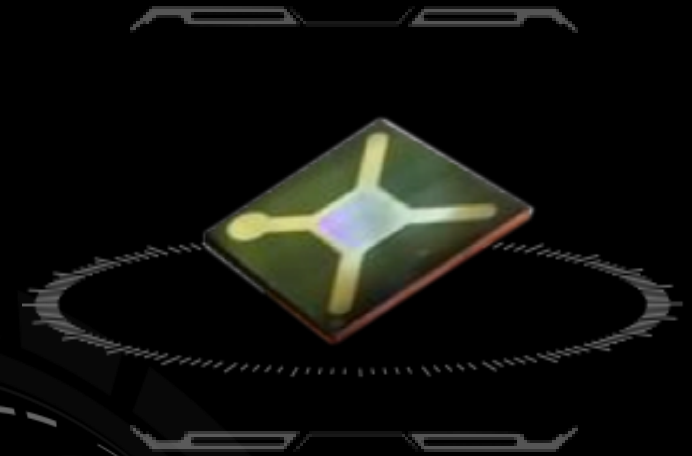
# Introducing the novel Nanox X-Ray source

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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*

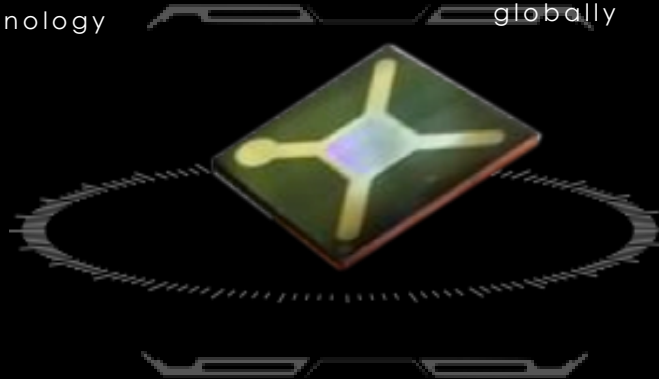
*X-Ray Reimagined*



# Nanox MEMs X-Ray technology

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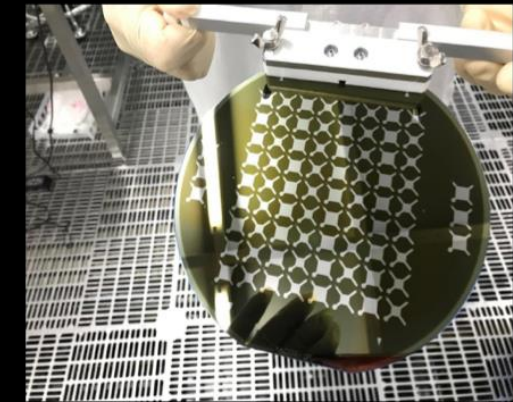
- Technology originally developed by Sony and its partners to achieve a higher quality image for screens and monitors
- Sony invested substantial resources in the development of this technology for over a decade
- After acquiring the technology, our Japanese-Israeli team invested **over 8 years** developing 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)



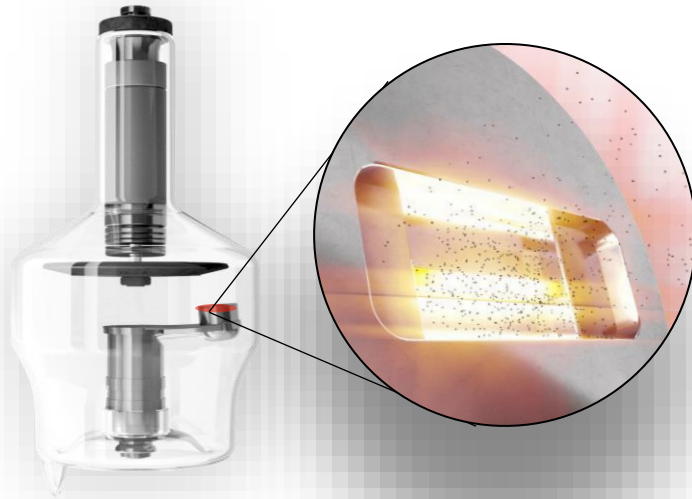
NANOX WAFER



# Tech transformation

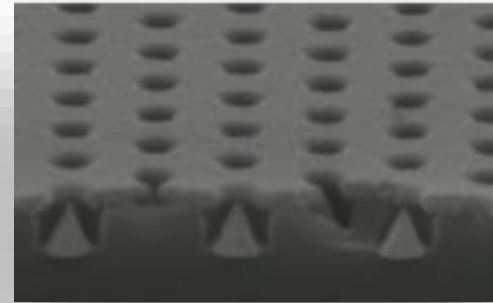
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| From

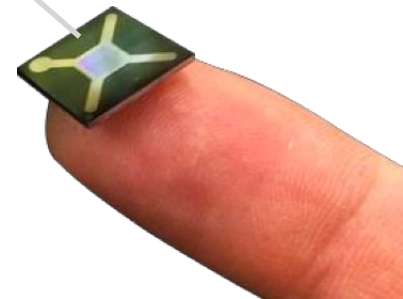


**One metal** filament heated to 2,000° Celsius requiring special cooling and rotation mechanics

| To



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



# The Nanox tube

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Commercially available  
Digital X-Ray source



The Nanox Silicon  
MEMs cold cathode



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# The Nanox tube



LEGACY TUBE

\$150,000 average cost

Significantly smaller  
*Substantially more cost effective*

NANOX  
~\$100 estimated cost in mass-  
production



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# Clinical quality imaging

Nanox | kVp: 50 | mAs: 0.4 |

Commercial device | kVp: 60 | mAs: 3.5



**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

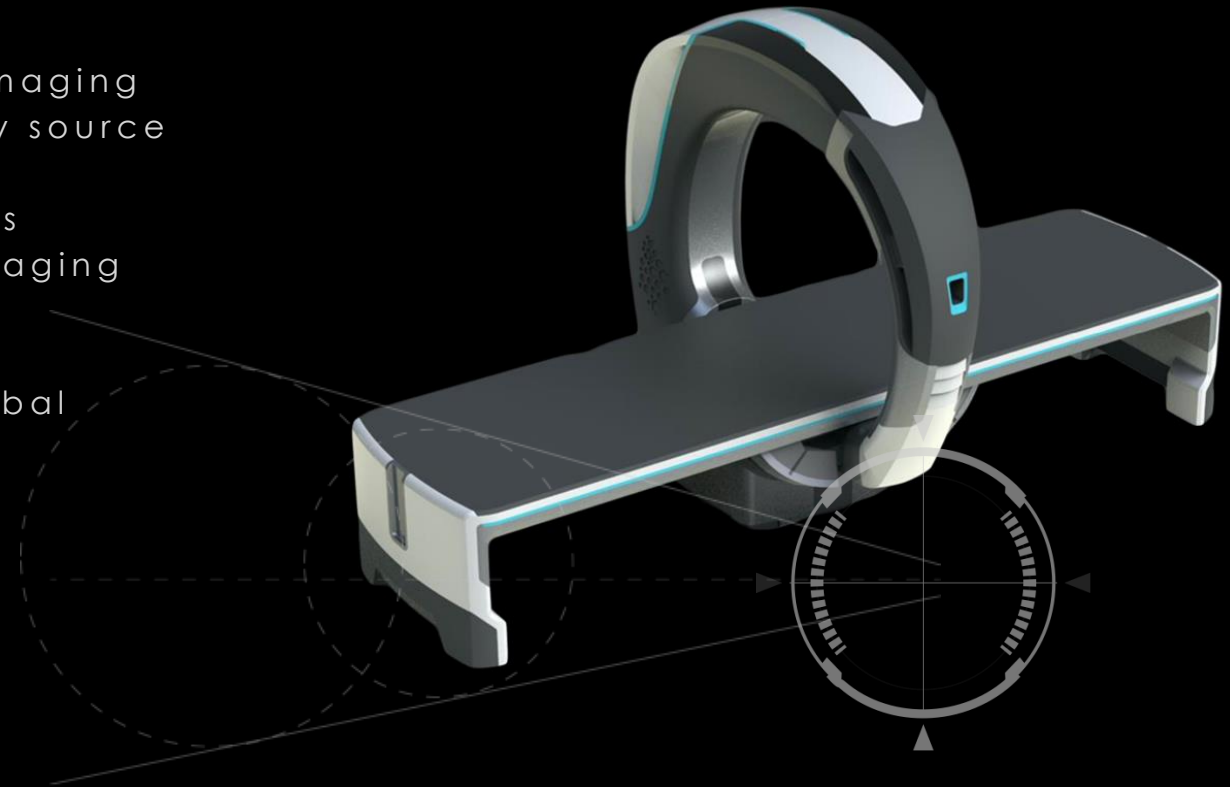


NANOX X-Ray TUBE 40Kv, 2.5mA

# The NanoX.ARC 3D computerized tomosynthesis

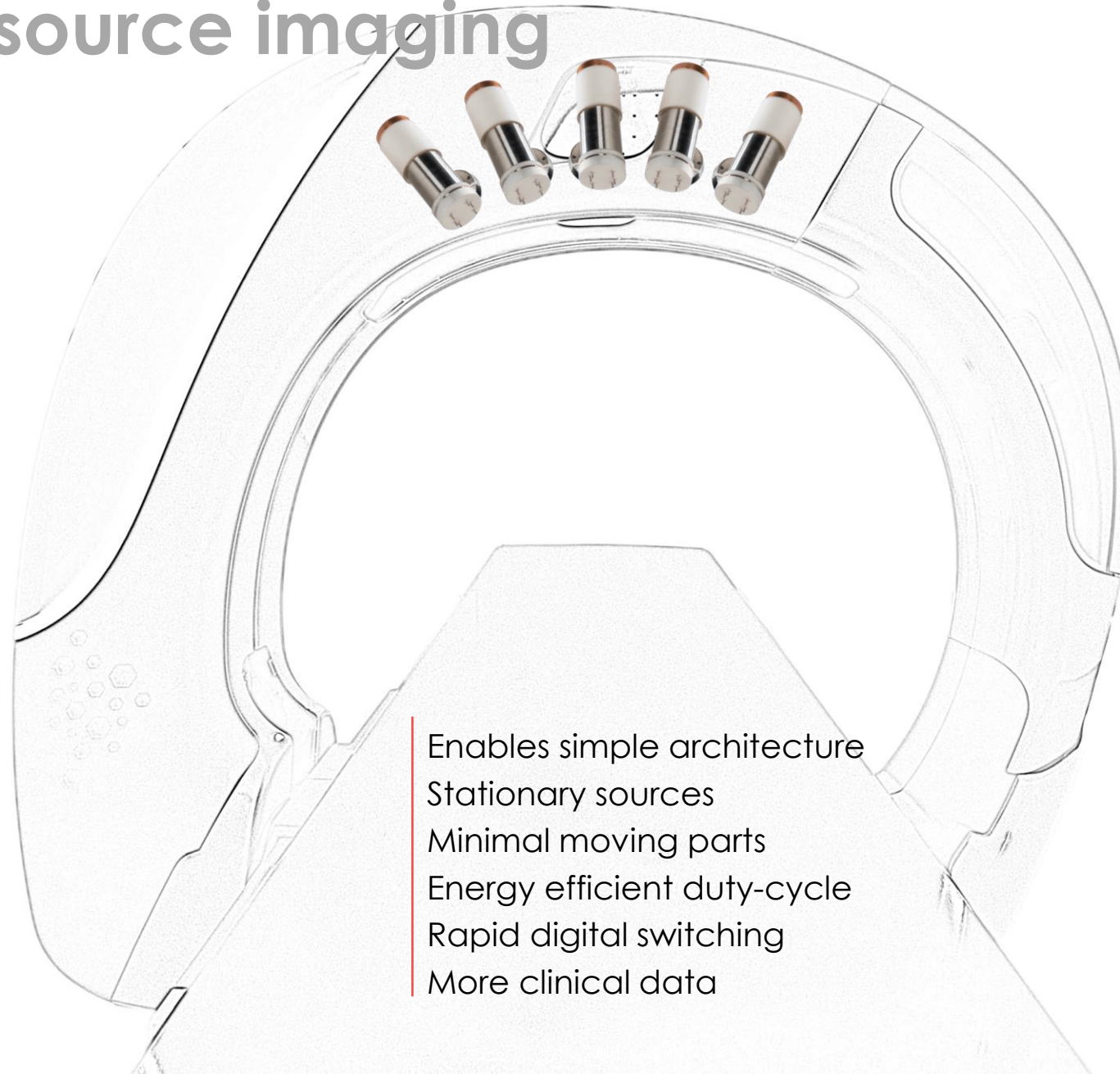
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- ⑩ New breed of medical imaging using revolutionary X-ray source
- ⑩ Results in lower cost, less complex, and smaller imaging system
- ⑩ Aims to democratize global availability



# Multi-source imaging

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- Enables simple architecture
- Stationary sources
- Minimal moving parts
- Energy efficient duty-cycle
- Rapid digital switching
- More clinical data



# The benefits

## Multi-modalities

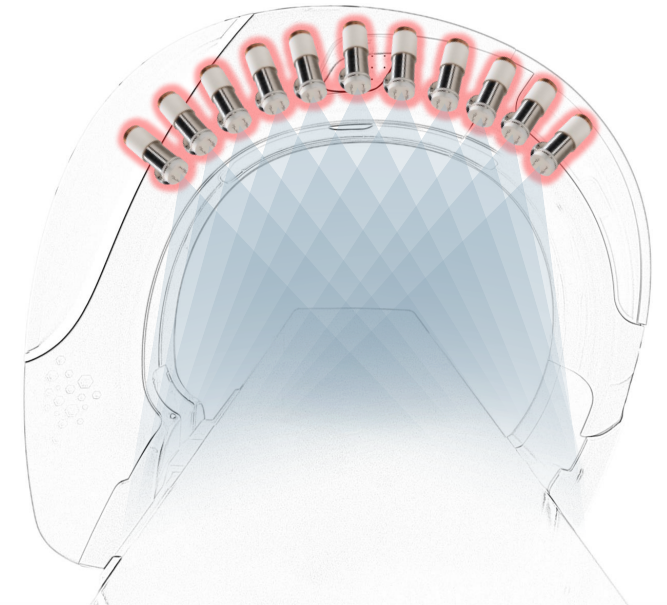
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Single source 2D X-ray



3-Source 3D Fluoroscopy



11-Source Axial Imaging

# RSNA 2020

- Live streaming presentation was performed with global audience of thousands
- Nanox single source live imaging
- Nanox.ARC multi-source live imaging



# RSNA 2020

Nanox single source live imaging and radiologists diagnostics

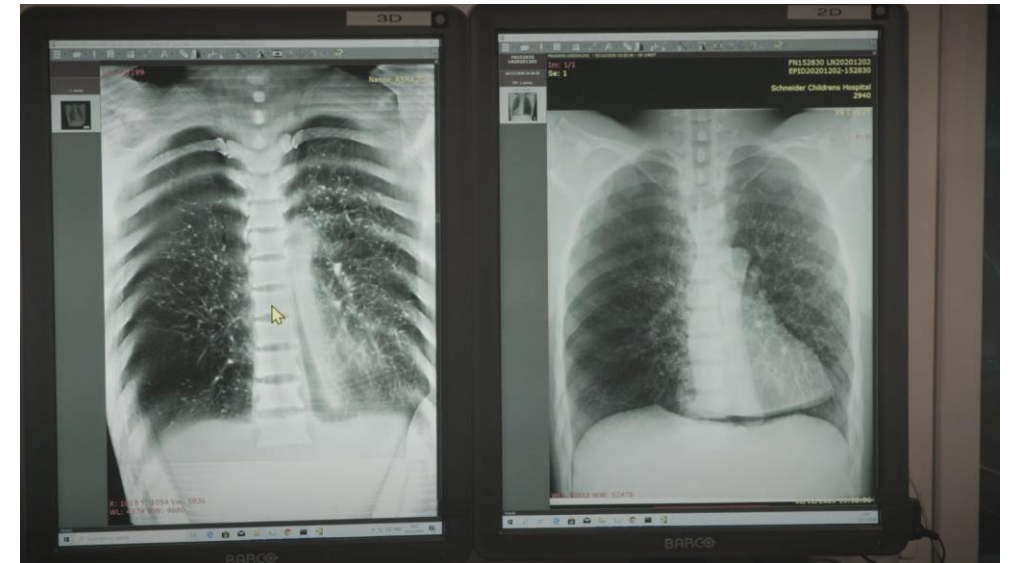
Nanox multi-source 3D tomosynthesis

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On the left - the hand of Ran Poliakine, Nanox's CEO, as was taken during the 2020 RSNA live demo, using the Nanox single source device with the Nanox tube;

On the right - the hand of Anna Bertha Ludwig, Röntgen's wife. Röntgen himself took this iconic image in 1895



On the left - single slice from a reconstructed 3D tomosynthesis image that was taken during the 2020 RSNA live demo using the Nanox.ARC, a multi-source device containing Nanox X-Ray tubes

On the right - a single 2D plain (conventional) chest image was taken in a leading hospital in Israel one day before the RSNA live demo. The same phantom (w/lesions) was used for both images

# Post-RSNA Press

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## Radiologists Name Nanox As a 'Game Changing' Technology At RSNA 2020

A recorded testimonial at the Nanox RSNA booth included support statements for the Nanox technology by Norbert Pelc, Ph.D., from Stanford University; Ehsan Samei Ph.D., from Duke University; Geoffrey Rubin MD, MBA, FACR - University of Arizona, and Peter Dawson Ph.D. from UCL Hospitals in the UK

Next Article

HOME / TECH BUZZ / PEOPLE

## The 'Father' of modern radiology, Stanford University's Prof. Norbert Pelc, names Nanox as a "Game Changing" technology

30 November 2020, 3:34 pm EST By Staff Reporter Tech Times

Nanox Imaging is a new entrant into the world of high-end radiology. They debut no less than a new digital x-ray source. This is a bold statement from a relatively young company out of Israel since the chase after a cold-cathode digital x-ray tube has been the aim of some of the largest conglomerates in the world.

LATESTLY

## Nanox Delivers on Their Promise at RSNA, and Much More

Team Latestly  
December 3, 2020 · 4 min read

Thousands of attendees from around the world have applauded online when Ran Pollakine, Nanox CEO, has delivered a stunning live demonstration of the Nanox-ARC futuristic prototype, and gave us all a glimpse into a better future of healthcare

Also Read | [WebHi Technology Offers Reliable VPS Servers and Fast SSD Dedicated Servers With Small Prices](#)

Josh Horowitz

I will start from the end; Ran Pollakine has indeed crushed all allegations against Nanox and proven them to be nothing more than stock price manipulations by short traders. If Nanox delivers on the global deployment vision as well as it has performed in this demonstration, it will mean a game changing standard-of-care on a global scale for billions of people.

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TRENDING

- FOREX Dollar drops as progress on U.S. stimulus, Brexit deals sour safety bid
- INSIGHT-Need a ventilator? Polish arms dealer has plenty
- Bitcoin Tops \$22,000 and Strategists Say Rally Has Further to Go

## Nanox shows off its Star Trek-inspired 'biobed' to the world

With a mission to make medical X-rays cheaper and faster

Daniel Cooper, @danielwcooper  
December 4, 2020

19 Comments · 640 Shares

# Our plan

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

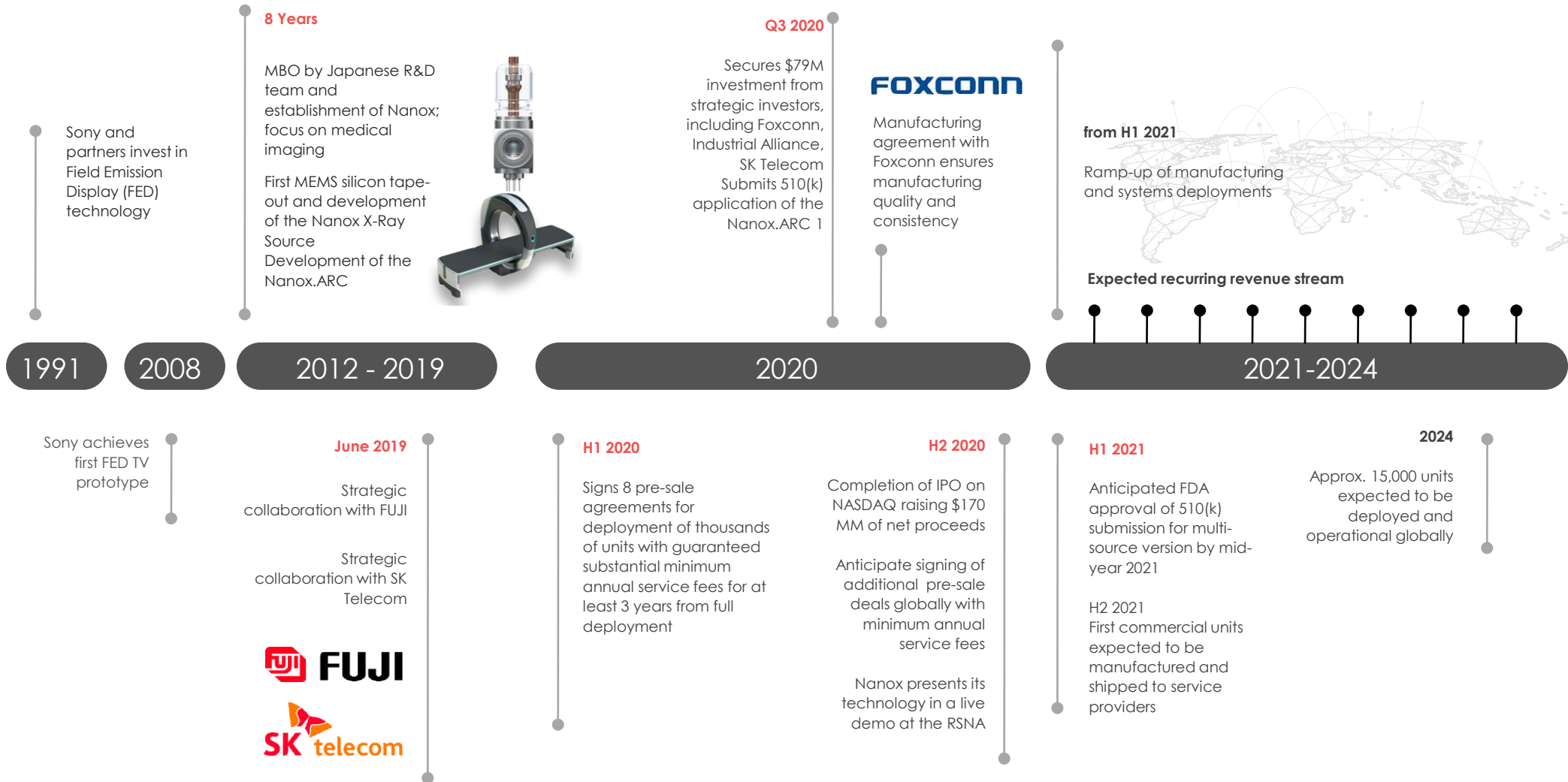
- Increase significantly medical imaging availability
- Deploy 15,000 units globally by YE2024 subject to Company financing & regulatory clearance
- Invest CAPEX and own the systems
- Operate a Pay-per-Scan, MSaaS business model
- Generate substantial recurring revenue stream once fully deployed





# Timeline and key milestones

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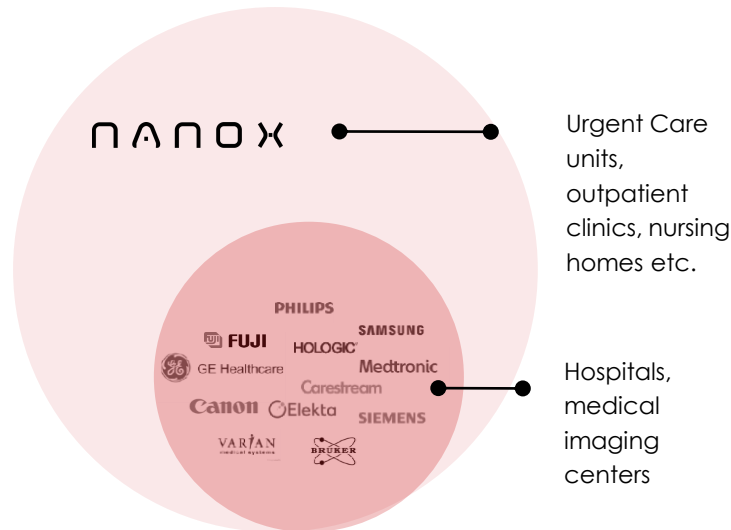


# Addressable market

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

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The X-Ray-based imaging market 2021-2024  
 Nanox addresses the market segments  
 legacy vendors do not traditionally sell to



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

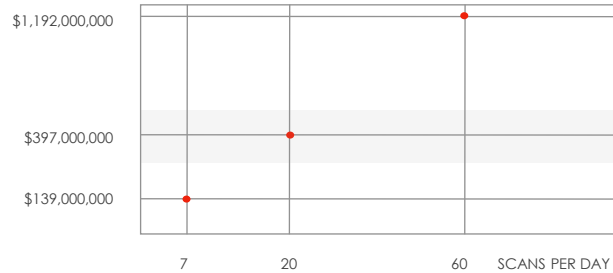
- We sell medical imaging availability
- We expect to provide systems to market segments existing X-Ray vendors don't target
- We target Urgent Care units (over 9,600 in the US alone), outpatient clinics, rural areas, countries with limited medical imaging availability (e.g., India, China, Africa)
- We believe the CAPEX market of hospitals, medical centers and clinics 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

## MSaaS

### ILLUSTRATIVE MODEL

POTENTIAL ANNUAL RECURRING REVENUE ASSUMING THE 5,150 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 in 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 or financial guarantee upon receipt of local regulatory approval

# Contracted deployments

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

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

## Strategic Collaboration Agreements - 5,500 units

- USA - 3,000 units
- Korea, Vietnam - 2,500 units
- Units of contracted pre-sale deals, with experienced service providers, are expected to be delivered from H2 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



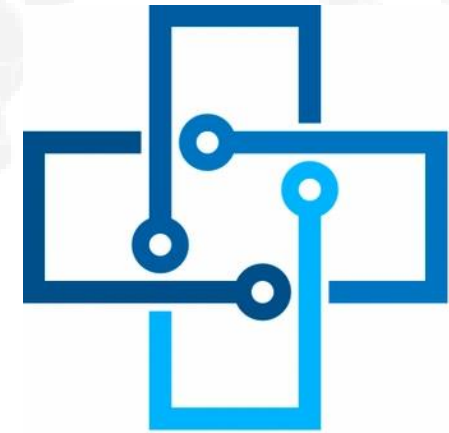
## Minimum annual service fees

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

# Selected 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> of minimum annual service fees to Nanox**



SPI MEDICAL, S.A.PI. 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

# Selected 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**

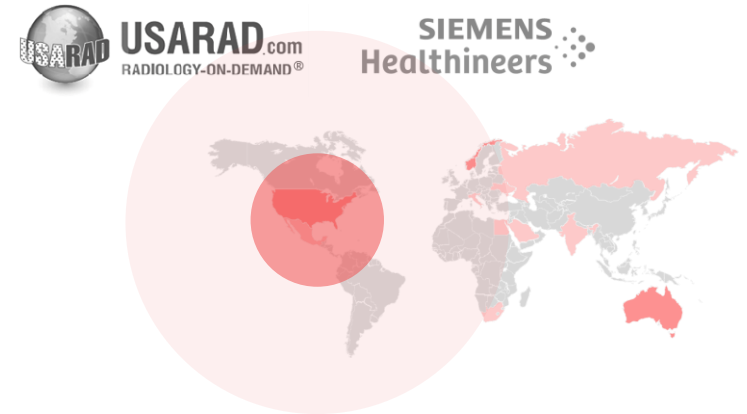


<sup>1</sup> Subject to regulatory approval and customer acceptance test  
<sup>2</sup> Assumes 7 scans/day x 23 days/month x at \$14 per scan x 500 units deployed

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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



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

# The Nanox infrastructure management platform

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

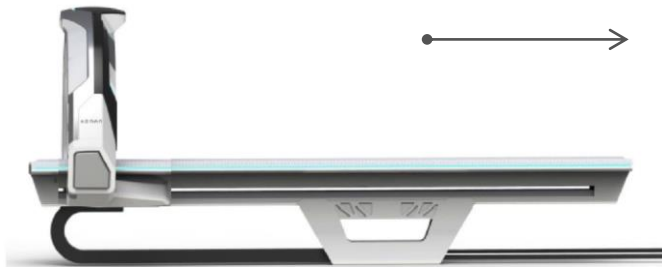
## Purpose built proprietary radiology software platform streamlines operations and analytics

- 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

3D Image Reconstruction



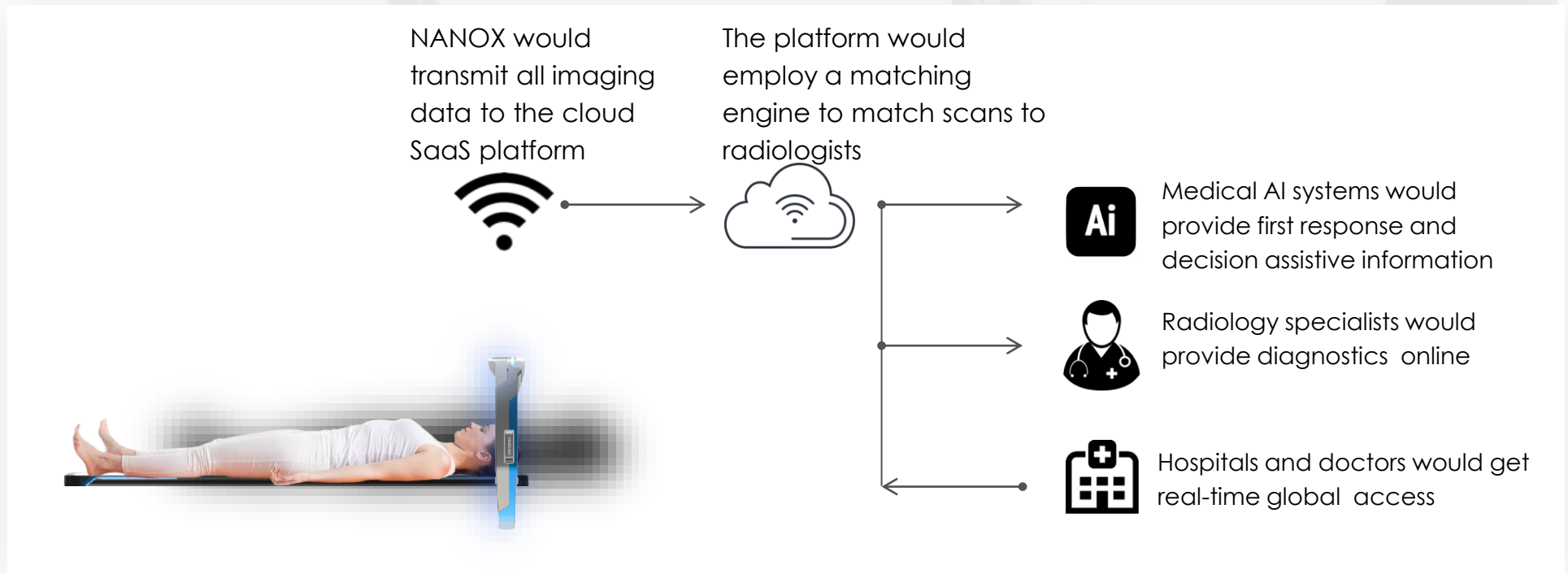
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# The Nanox.CLOUD

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

- 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



# 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 source digital X-ray 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 [multi-source](#) Nanox.ARC and Nanox.CLOUD, 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 second half of 2021

## CE and ROW

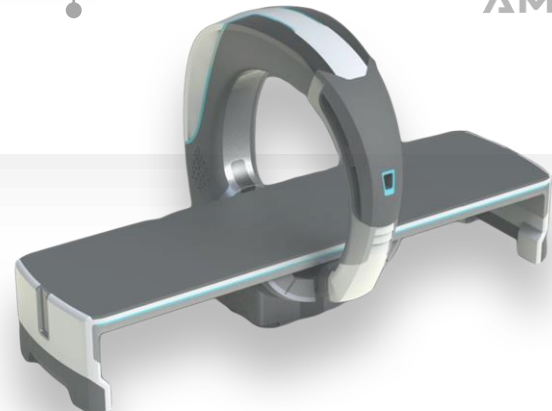
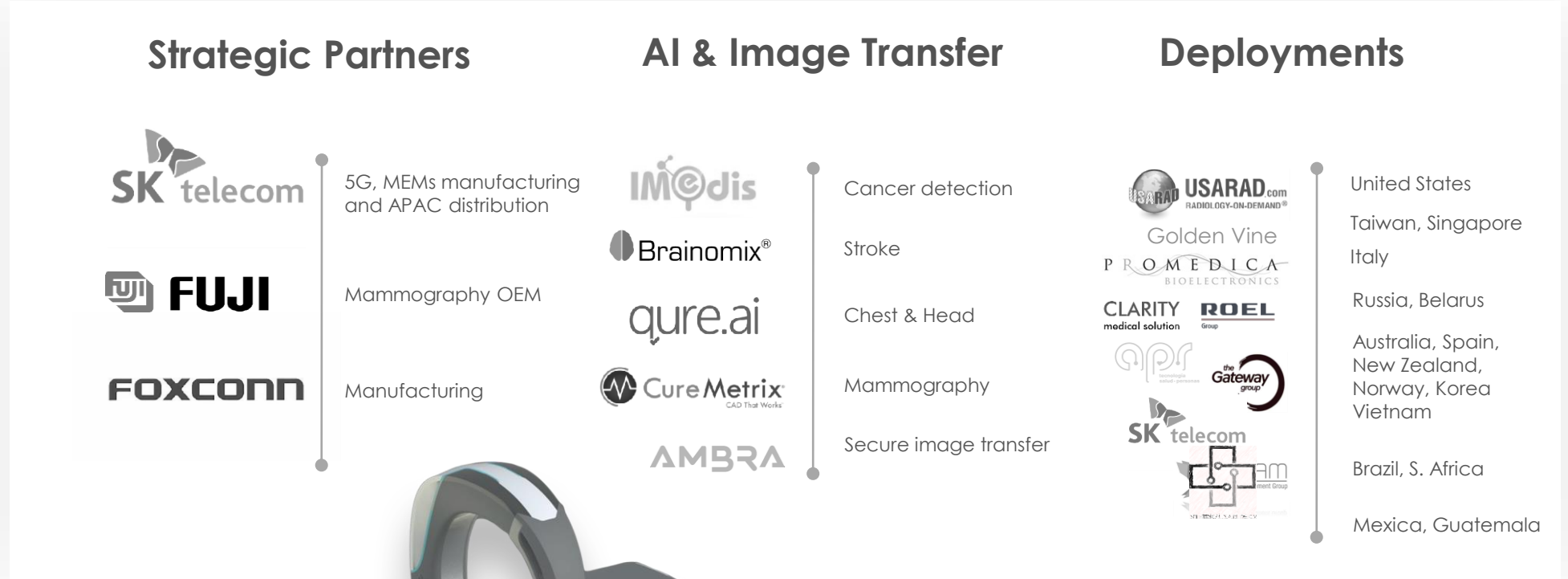
- CE submission expected in H1 2021. Clearance expected in H2
- Majority of ROW countries accept FDA or CE as a reference for local clearance
- Other countries will require separate submissions



# Global partnerships

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



# 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**  
Chief Executive Officer and  
Chairman of the Board

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



**Anat Kaphan**  
VP Product Marketing

Past VP Product and Marketing at Mazor Robotics, and a senior executive at Philips Medical and Lumenis, Ms. Kaphan holds an M.B.A. in international marketing from Tel Aviv University.



**Itzhak Maayan**  
Chief Financial Officer

Mr. Maayan has served in financial leadership positions in multi-national companies including Ferrigo, Cisco Systems, and Elscint.



**Yoel Raab**  
Chief Technology Officer

A former medical executive at Intel and Orbotech, Mr. Raab has decades of product development experience, and a B.Sc. and M.Sc. in applied physics & microelectronics.



**Adv. Tal Shank**  
VP Corporate Development

Mr. Shank has a background of development and counsel to a number of companies, starting as partner at Guy, Bachar & Co. Law Firm. Mr. Shank holds an M.B.A. and LL.M. from Tel Aviv University.



**Gilad Yron**  
Chief Business Officer

Coming from Kornit Digital where he was Executive VP Global Business, and Stratasys, where he held the position of Senior VP Products, Mr. Yron is a veteran of international corporations.



**Lydia Edwards**  
President, Nanox US

Ms. Edwards has spent 3 plus decades in management and leadership roles for medical and technology companies, including Packard Bell, The Ensign Group, and Nationwide Medical.



**Hitoshi Masuya**  
Co-Founder, Japan Laboratories  
Manager

Mr. Masuya is a senior executive and investor who established and led a number of venture capital firms, corporates and startups worldwide.



**Amir Ben Shalom, Ph.D.**  
Chief Science Officer

With over 250 patents granted and pending, Dr. Ben Shalom is a scientist, engineer, author, and a renowned expert in high-power analog circuits and electro-optics.



**Shirly Kaufman Kirshenbaum**  
VP Human Resources

Former Human Resources Director of Israeli-American Council and HRBP EMEA and Canada at ZIM Shipping Services Ltd.



**Oren Vrubel**  
VP Research and Development

Former head of the R&D Division in the Israel Prime Minister's office and a graduate of the Technion Program of Excellence, Mr. Vrubel is experienced in solving unique challenges.



**Elad Toister**  
VP Engineering

Mr. Toister has worked in R&D and engineering positions at various capital equipment companies; and holds an MBA and a B.Sc. in mechanical engineering from the Technion.



**Omer Aviad**  
VP Software Development

15 years of experience in building system architecture and software design, and in leading software development projects for international technology companies



**Guy Yoskovitz, Ph.D.**  
VP Clinical Innovation

A genomic expert with extensive knowledge in digital health, Dr. Yoskovitz holds a Ph.D. in Human Genetics, an M.Sc. in Medical Sciences and a B.Sc. in Computational Biology.



**Bruce Edwards**  
VP Business Development

Mr. Edwards is an accomplished executive with extensive experience in growing successful businesses, and has founded several companies including Sunset Sleep Labs and Cambrix Publishing.



**Ukyo Jeong**  
Director of Manufacturing

Mr. Jeong has decades of experience in semiconductor architecture, device physics and manufacturing operations, including front and back-end silicon device fabrication.



**Joon Ho Jang**  
Head of Nanox Korea

Mr. Jang has been in the semiconductor industry for over 25 years, and has a long record of accomplishment in engineering work, global business development, and senior management.



**Myung Keol Lee**  
General Manager AP Business  
Development

Mr. Lee is a veteran of the semiconductor industry with experience in international business development and in establishing of business networks in the Asia Pacific market.

# Advisory board



Morry Blumenfeld



Prof. Geoffrey D. Rubin



Prof. Norbert Pelc



Ruth Atherton, Ph.D., J.D.



Dr. Rafael Grossman



Michael Jackman



Dr. Michael Yuz



Prof. Peter Dawson



Prof. Yong-woo



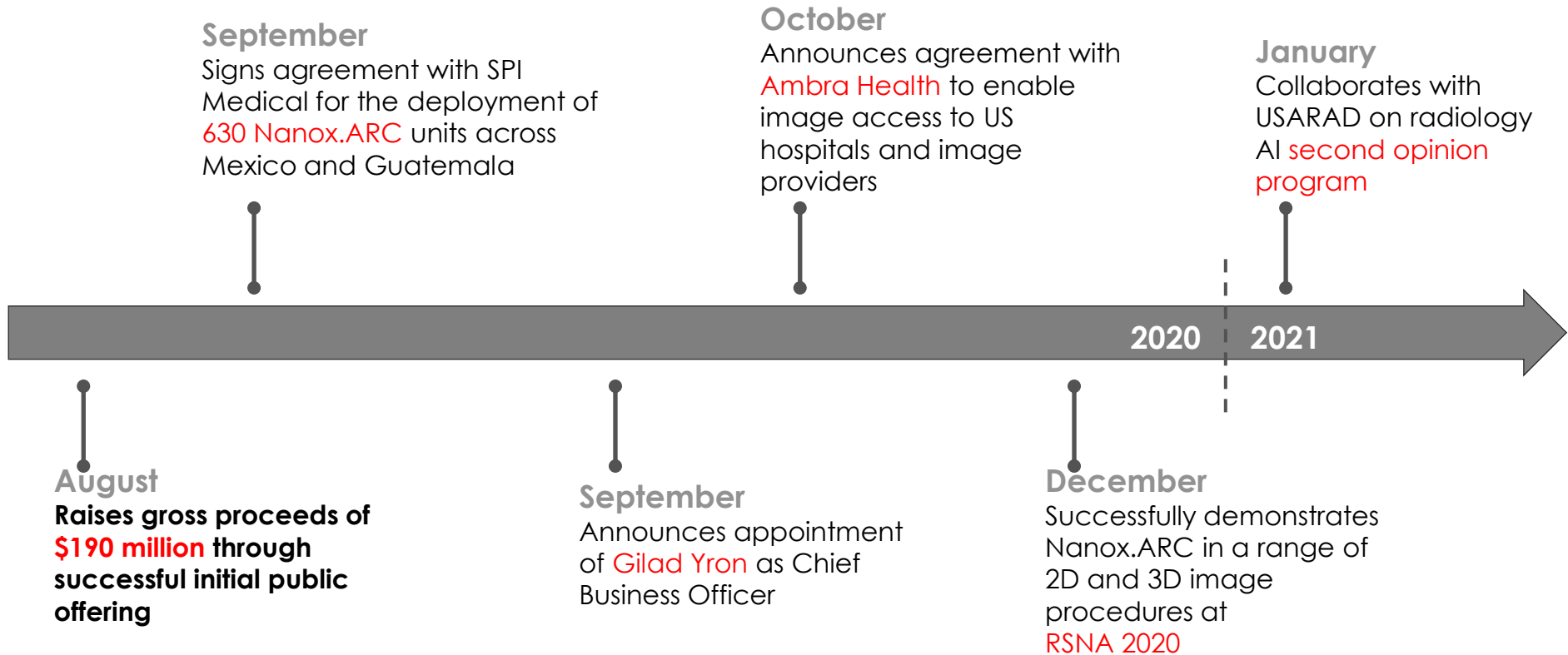
Thomas Deckle



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.

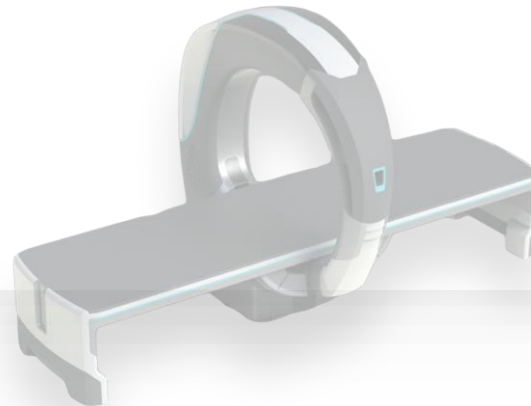
# Progress since August IPO

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# Summary

- Nanox is developing a [digital source x-ray technology](#) enabling a new generation of imaging devices that could significantly reduce the costs of medical imaging systems
- Allows for [multi-source scanning](#) due to the low cost of the x-ray source – which opens the door for innovative imaging systems and improved clinical value for diagnostics
- Aiming to significantly increase medical imaging [availability](#) and [affordability](#) worldwide
- We believe the industry should [shift to a service based, pay-per-scan \(MSaaS\) business model](#) vs. the legacy capital investment model
- We believe that the industry should [migrate to an open platform “App Store” model with multiple diagnostics support applications](#) to choose from instead of a one “walled-off” software package
- We believe medical imaging should [migrate to a universally-connected, global cloud service with superior accessibility to medical data and its analysis](#) (in conformance with all applicable privacy laws) for the benefit of preventive healthcare and global health analytics and studies
- We plan to [proactively promote our business plan](#) via deployment of 15,000 units globally by year end 2024 and through partnerships





nanox



Thank You



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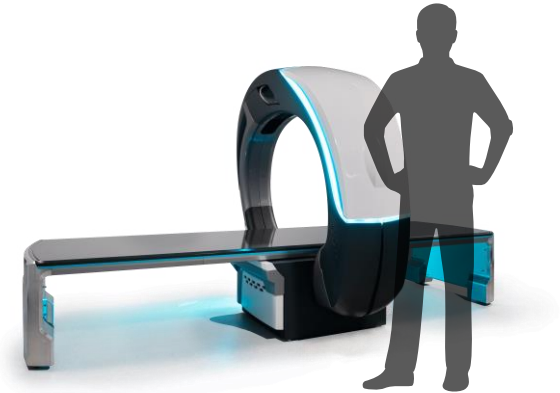
# Enabling a system-level quantum leap

| From



Analog  
Single-source  
Single-modality  
Large and complex  
Costs Millions of dollars

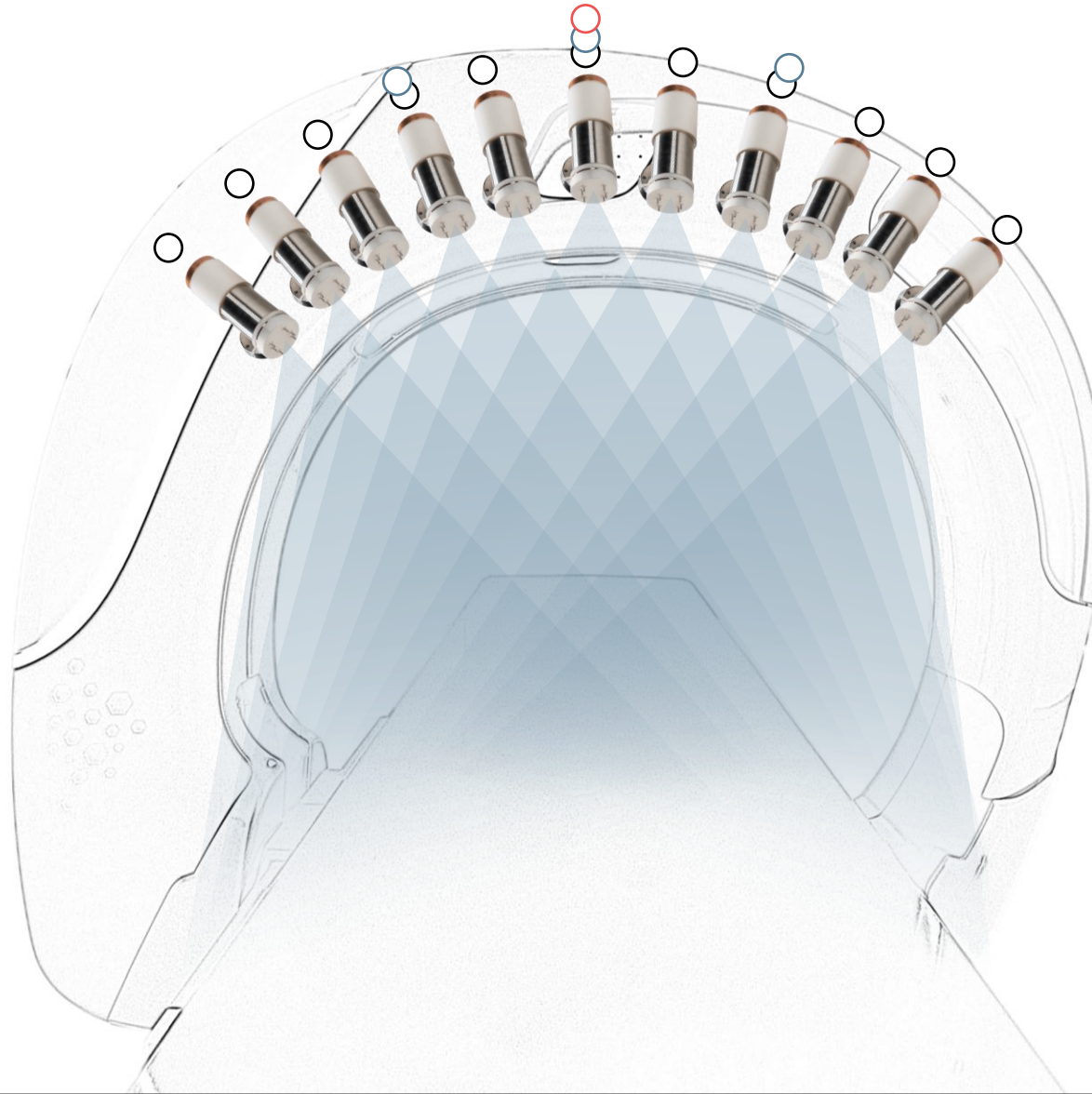
| To



Digital  
Multi-source  
Multi-modalities  
Small footprint  
Costs tens of thousands of dollars

# The benefits Multi-modalities

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- Single source 2D X-ray
- 3-Source 3D Fluoroscscopy
- 11-Source Axial Imaging

