

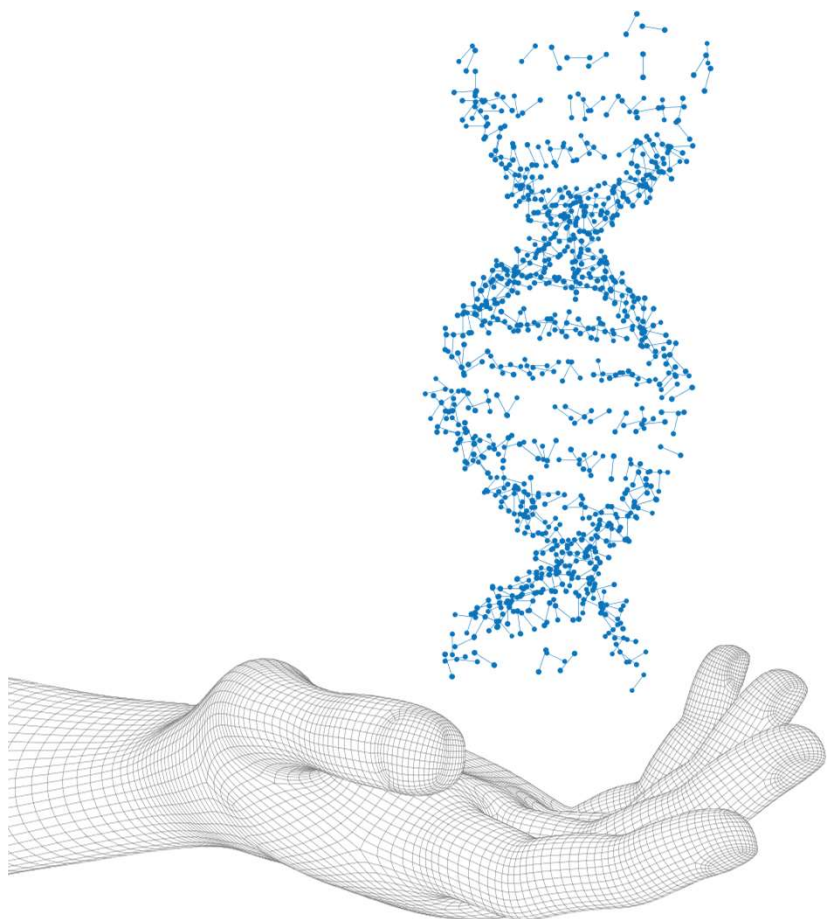


**Qualisure**  
DIAGNOSTICS INC.

Personalizing Your  
Cancer Journey

# Qualisure Diagnostics: Fast Facts

Genomics-based precision diagnostic tests that address both the overtreatment and optimal treatment of early-stage cancer - significantly increasing quality of life while substantially decreasing costs.



## KEY HIGHLIGHTS



Rapid development of diagnostic tests for Precision Oncology, driven by proprietary machine learning algorithm



3rd party assessment predicts an exceptional 7x to 9x savings on cost of treatment



A unique cloud-based solution that enables rapid centralized test interpretation and transmission of test results



**WINNER:**  
International startup pitch competition, Inventures 2019



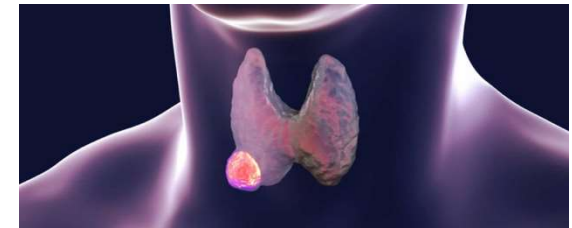
Filed an international (PCT) patent for Thyroid GuidePx™



Agreements with two partner labs: OncoHelix (Calgary, Canada) & Protean BioDiagnostics (Orlando, FL)



**WINNER:**  
Best Scientific Presentation from the International Society of Surgery 2019



**ONCOHELIX**  
**PROTEAN**  
BIODIAGNOSTICS

## **INDUSTRY**

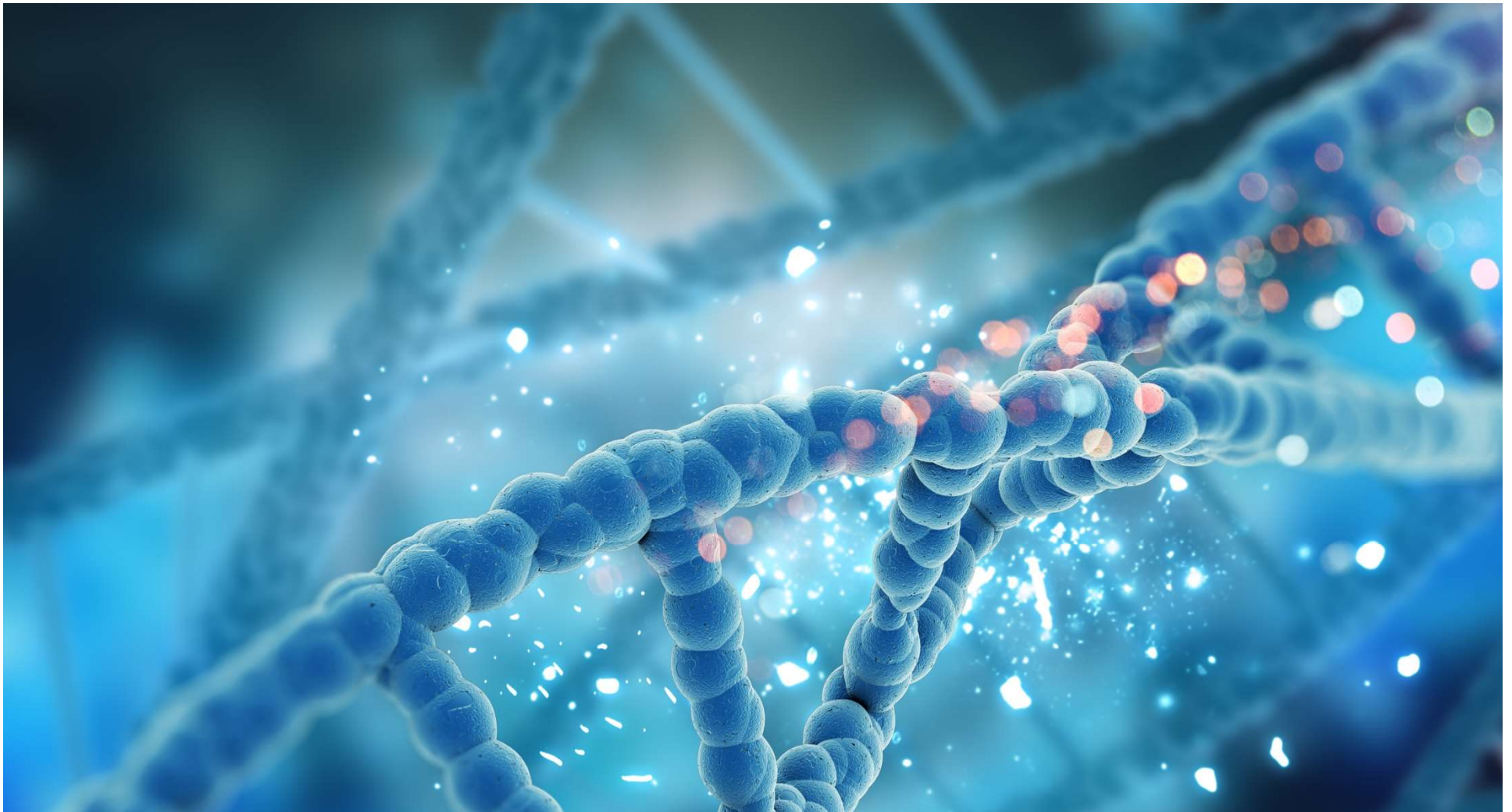
Biotechnology, Health  
Care, Software

## **MARKET SIZE**

TAM: 17M newly-diagnosed  
cancer patients each year

## **TARGET CUSTOMERS**

Users (clinicians and patients) and  
Payers (healthcare providers)





# Toxic Treatments

Cancer treatments are well-known to be toxic and invasive:



**Surgeries** for cancer are extensive



**Chemotherapy** has profound side-effects



**Radiation** has significant functional effects

Focusing on the example of thyroid cancer:

**>6%**

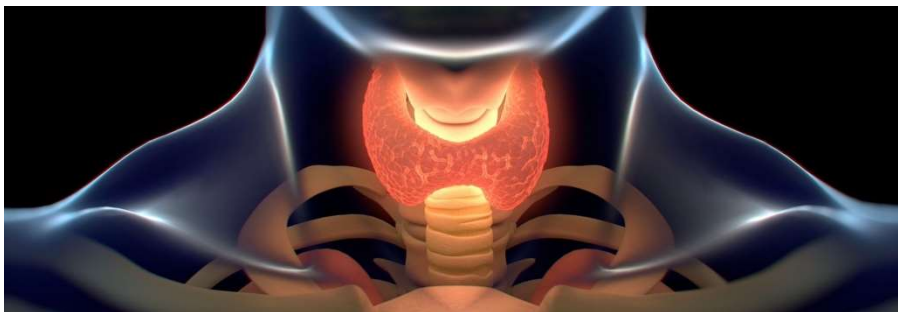
The incidence is increasing rapidly by >6% annually

**10-15%**

Yet only 10-15% of thyroid cancers recur after surgery or cause death

**How do doctors distinguish which cases need which interventions?**

# The Prognosis Problem



Currently, surgeons use the ATA (American Thyroid Association) system to estimate the risk of recurrence after surgery, including patient data such as age, lifestyle, family history and size of tumor.

## HOWEVER:

1. These metrics only determine appropriate treatment with 60% accuracy.
2. The details required to estimate risk are only available after surgery, once most of the major clinical decisions have already been made.

## THE RESULT

**A large proportion of cancer patients receive very costly treatments that adversely affect their quality of life - yet ultimately do not improve their outcome**



ENTER

**Qualisure**  
DIAGNOSTICS INC.

# Precision Medicine

## Appropriateness of Care

Qualisure reduces the burden - both physical and financial - through precision diagnostic tools that enable the selection of the best available treatments for each individual. The lead product in our pipeline focuses on thyroid cancer.



## Thyroid GuidePx™



**Accurate.** Identifies low risk of recurrence (reducing need for total thyroidectomies and radioactive iodine treatments) and high-risk cancers (requiring escalation of treatments and intensification of follow-up) with >85% accuracy.



**Immediate.** Generates results from a small-needle biopsy, producing prognostic information before surgery, helping clinicians to make important decisions on treatment pathways.



**Economical.** 3rd party assessment indicates savings range of 7x to 9x.

**Higher quality of life, lower costs and lowest risk of tumor recurrence**

# How It Works



**Test.** Thyroid GuidePx™ is a method for molecular risk stratification that relies on a gene signature panel quantified by Next Generation Sequencing (RNASeq). Tests are ordered by physicians and reimbursed by insurers.



**Analysis.** Our own machine-learning algorithm examines genomic information, producing proprietary biomarkers to distinguish harmless cancers from harmful ones. Thyroid GuidePx™ analyzes these biomarkers in tumor tissue using third-party FDA-cleared gene-sequencing instruments.



**Prognosis.** The molecular data are decoded by our cloud software (Molecular deCodeR) to create a prognostic score and a physician report that guides patient treatment. Three risk categories (low, intermediate and high) have been defined based on recurrence-free survival at 5 years.



# Medical Validation



**2017**

- Analytical validation of Thyroid GuidePx™.



**2019**

- Developed Molecular deCodeR prototype.
- Dr. Steven Craig presented results at the 48th World Congress of Surgery.
- Received the Dr. Selwyn Taylor Award for Best Scientific Presentation from the International Association of Endocrine Surgeons and the International Society of Surgery.



**2020**

- Awarded a favorable health economics study for Thyroid GuidePx™.
- Received a letter of support from Alberta Health Services in Canada.
- Completed our FDA Q-Sub meeting for Thyroid GuidePx™.
- Letters of support from four endocrine surgeons from the US, Canada and Australia.

# Commercial Validation



## Patents

**2019.** Developed an IP strategy with Gowling WLG LLP and completed assignment of IP from the University of Calgary for 11 technologies in exchange for an equity position in the company.

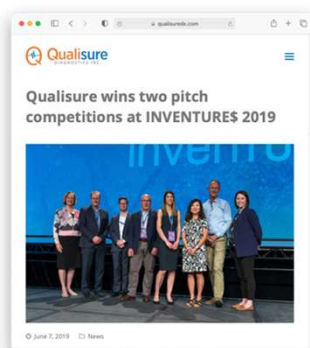
**2020.** Filed a provisional patent for Thyroid GuidePx™.



## Partnerships

**2020.** Established work agreements with two partner labs. OncoHelix Inc. (Calgary, Canada) and Protean BioDiagnostics Inc. (Orlando, FL).

**2020.** Developed a custom panel with Illumina Inc. for Thyroid GuidePx™.



**Winner of international startup pitch competition, Inventures 2019**  
**3rd place in the TENET Innovation to Commercialization (TENET i2c) program 2019**

# Meet The Team



**Oliver Bathe, MD - CEO & FOUNDER**

Surgical oncologist with 30 years of clinical experience. Professor of Surgery and Oncology with translational research and clinical trial experience.



**Farshad Farshidfar, MD, PhD - CTO & CO-FOUNDER**

Physician-scientist with 10 years of experience in biomarker development, bioinformatics, machine learning and cancer biology.



**Cynthia Stretch, PhD - CSO & CO-FOUNDER**

Oncology researcher with 11 years experience with biomarker development in lab settings and computational biology.



**Brandon Friedt, CPA - CFO**

CPA with 10 years of corporate finance, equity research, corporate development and industry accounting experience.



**Sally Abou-Zeki - DIRECTOR OF COMPLIANCE**

Experienced medical laboratory technologist holding MLT and MLS (ASCP) practice certifications.

## Why Invest?

**Perfectly Positioned.** With over 30 years of clinical oncology experience as well as free access to an established network of cancer specialists and a large tumor bank, we are able to identify and focus on unmet clinical needs.

**Salient Solution.** Qualisure's solution for thyroid cancer not only raises the 60% accuracy rate to >85%, it is also predicted to enable a financial saving of 7-9x, while vastly increasing quality of life for patients and lowering risk of tumor recurrence.

**Exit Potential.** Genomic Health, a developer of prognostic tests much like our products, was acquired by Exact Sciences in 2019 for \$2.8 billion.

**For more information,  
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