# CAIMI 2024

Al-enabled medical device & Medical data analytics solution service



CAIMI, a company specialized in AI-based medical devices

# ALPHAON

# Disclaimer

# CAIMI's technologies are devoted to improve the quality of human life.

We envision a world where everyone can lead healthier, happier, and longer lives.

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# CAIMI's Identity



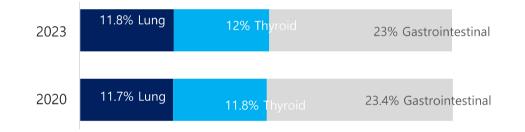
- AI-powered breakthrough development from treatment-centered to prevention, early detection and preemptive therapy
- Superior and lightweight AI algorithm
- Trained on over 40,000 diverse lesion data
- Advanced and reliable AI-enabled medical device
- Secure and process clinical big data
- Offer a diverse Al-enabled medical device portfolio
- Clinical data based on nation, race, and region
- Provide a medical imaging AI platform service

\*Top 3 cancers among 5 major cancers in both genders by age group(2019)

# Core Technologies

#### Continuous occurrence of gastrointestinal cancer due to dietary change and aging The importance of early screening and diagnosis for treatment is critical

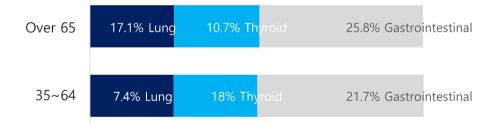
Total number of gastrointestinal(e.g. stomach, colon) cancer patients \*source : National cancer center, 2020



#### > Trends in 5-year survival rate for major cancers during 2020

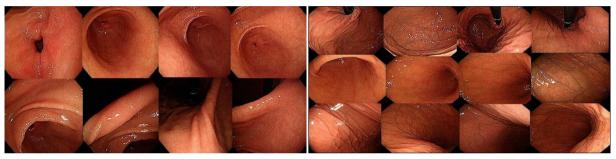
1999-2003 2004-2008 2014-2018 Cancer type 2009-2013 2019-2023 Remark **Stomach** 43.9 47.3 58.0 68.4 77.5 Colon 56.2 73.9 74.3 58.9 66.9 Thyroid 94.5 95.0 98.4 100.0 100.0 Lung 12.5 13.6 16.6 20.3 34.7 Liver 14.1 20.5 28.3 37.7 11.8 64.2 67.0 73.7 78.6 84.7 Kidney

Incidence rates for major cancers by age group during 2020 \*Source : National cancer center, 2020



## Characteristics of Gastrointestinal Diseases

High probability of missing lesions hidden among numerous stomach wrinkles and folds





- Some diseases are associated with regional and racial characteristics.
- There is a possibility of missing stage 1~2 cancer at early endoscopy (4.5%~25.8%. Statistics report by the ministry of health, labour, and welfare of Japan)
- Early detection increases the chances of cure and the survival rate (over 90%)

Endoscopic images of a patient who initially had negative findings in 2021; however, he was diagnosed with terminal gastric cancer upon re-examination three months later.

Analysis and application of a new diagnostic paradigm for R&D of AI-based medical devices for gastrointestinal diseases



- > Understand the characteristics and size of gastrointestinal organs and mark the examination site in real-time for a thorough and omission-free screening process
- > Track and confirm lesion images that are not identified with the human eye, and provide analysis annotations
- > Detect, analyze, annotate, and save abnormal sites in real-time during endoscopy
- > Secure, analyze, and generate big data from abundant clinical info. comprising over 20,000 cases
- Compatible with existing endoscopy systems in real time and equipped with stand-alone Al algorithms

# CAIMI

# ALPHAON: CAIMI's Al-enabled medical device (ALPHAON)



No.	Button name	Function	Description
1	Power	On/Off Power button	Control ALPHAON with an On/Off button
2	Al Analysis	On/Off AI algorithm function button	<ul> <li>Al algorithm analysis function with an On/Off control</li> <li>Indicates whether it's On/Off through backlight color change</li> </ul>
3	Sensitivity Control	AI algorithm sensitivity adjustment button	<ul> <li>Al lesion detection sensitivity adjustment: Increase/decrease it by 1 by pressing the -/+ button</li> <li>Adjustable within a range from 1 to 10 levels</li> </ul>
4	Crop an area of the video	Activate the mode to crop the screening specified area	<ul> <li>Activate it to designate the endoscope area among the frame images received from the endoscopy system connected to ALPHAON</li> </ul>
5	Record screening videos	Video recording On/Off button	<ul> <li>Save the images received from the endoscopy system connected to ALPHAON</li> <li>When the AI analysis is running, its results are overlaid and saved into the video</li> </ul>
6	Back up analyzing videos	Activate the mode to back up videos and images	Activate it to copy the saved videos and snapshot images to an external storage device

#### **ALPHAON**

Screening through real-time integration with the endoscopy system

#### ① Main Video Frame

Real-time display of integrated endoscopy images Display endoscopy system images linked to ALPHAON The lesion site is shown in real time when the AI analysis function is turned on

#### ② Navigation Mode

#### Provides real-time screening locations

Indicate the current location of the endoscope camera through real-time navigation features, preventing omitted areas

#### ③ Marking of Lesion Sites

#### Automatic marking of potential lesions

Al analysis results are displayed in real time The latest analysis results are placed on top and you can view multiple results as you scroll

#### ④ AI Algorithms

#### Al algorithm function On/Off button

Al algorithm analysis function with on/off control. Indicates its status(on/off) through backlight color change

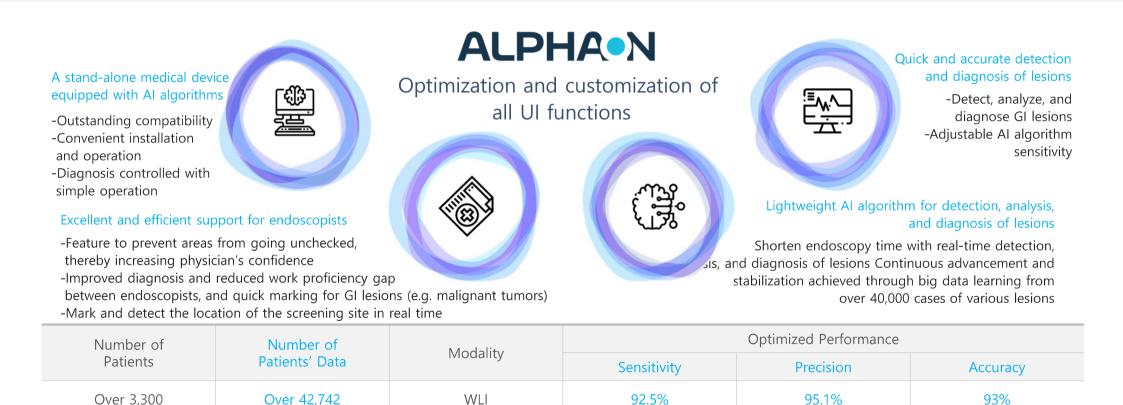


# CAIMI patents

No.	Country	Title of Invention	Patent number	Inventor(s)	Holder	Status
01	Korea	Endoscopic tool having sensing and measuring parts and a system comprising the same	1016701620000	Jun-Won Chung	CAIMI	Registered
02	Korea	A detecting device and method for lesion localization	1018634400000	Jun-Won Chung	CAIMI	Registered
03	Korea	A system that assists endoscopy diagnosis based on artificial intelligence and method for controlling the same	10-2021-0143222	Jun-Won Chung, Kwang Gi Kim	CAIMI	Applied
04	РСТ	A system that assists endoscopy diagnosis based on artificial intelligence and method for controlling the same	KR2022/016127	Jun-Won Chung, Kwang Gi Kim	CAIMI	Applied
05	Korea	Stent for treating obesity	1020260170000	Jun-Won Chung	CAIMI	Registered
06	Korea	Lesion detection method, device and program from endoscopic images using deep learning model	1020200188886	Sungjin Park	CAIMI	Applied
07	Korea	Medical devices for endoscopy with magnetic clips and method for marking and detecting treatment target site using the same	1020210186374	Hyeri Choi	CAIMI	Applied
08	Korea	Method, apparatus, and program for removing unnecessary images from endoscopic images using deep learning models	1024054340000	Sungjin Park	CAIMI	Registered
09	Korea	Artificial intelligence-based lesion detection methods and devices capable of setting sensitivity	1020220163468	Sungjin Park	CAIMI	Applied
10	РСТ	Artificial intelligence-based lesion detection method and devices (in Korean)	KR2022/017721	Sungjin Park	CAIMI	Applied
11	Korea	Method and system for diagnosing lesion using deep learning	1023440410000	Jun-Won Chung, Kwang Gi Kim, Youngjae Kim	Gil medical center, Gachon univ.	Registered

# CAIMI

# A novel AI-enabled medical device for the early detection of gastrointestinal diseases



# Market Validation & Effectiveness

# CAIMI

# The analysis of a product demo at Gachon University Gil medical center was completed in December 2022.

General Overview	Participants: 6 Demo equipment: 2	astroenterology Center at G gastroenterologists and me endoscopy systems, 2 units ~5 times a day per unit, tot	edical staffs for the of ALPHAON	
Analysis factors	screening using ALPHA	condition at the time of AON. Satisfactory level after e screening results	Psychological stability of examination (analysis result)	Increased psychological stability by 28% upon using ALPHAON Improved satisfaction after reviewing the screening result by 45%
	Screening rate Examiner v	w/ >3 years experience w/ 3-10 years experience w/ <10 years experience	Improved lesion Screening rate (result)	Examiner with >3 years experience (up by 13.5%) Examiner with 3-10 years experience (up by 7.8%) Examiner with <10 years experience (up by 3%)
Analysis results	<ul> <li>02. Confirmed that unskilled</li> <li>03. Untrained examiners w/</li> <li>04. Examiners with more that excellent application in cross</li> <li>05. Utilization of ALPHAON experience, offering a signification</li> </ul>	an 10 years of experience show ss-validation for misdiagnosis p by untrained examiners show ficant effect.	cant improvement in e showed excellence wed only a small difference prevention. ed an examination re	

# Competitors analysis

# CAIMI

#### Analysis of ALPHAON's competitors in the market

#### Competitor product status and market characteristics

- Over 90% of globally introduced AI devices, including those in Korea, are designed for colorectal applications., especially in the US and Europe.
- The vast majority are AI software products in the pre-release or product release stage.
- Poor compatibility or utilization of hospital database images
- The method analyzes images that have already been acquired, but it is not a real-time operation during an endoscopy examination

Company	Device name	Release date	Anatomical site	Device Type	Real-time	Navigator
CAIMI	ALPHAON GI	0	Esophagus, Stomach, Colon	Stand-alone	Ο	0
AINEX	ENAD	0	Stomach , Colon	algorithm	0	Х
Waycen	WAYMED Endo ST LS	0	Stomach	Stand-alone	Ο	Х
FUJIFILM	CAD EYE	0	Stomach	Stand-alone	0	Х
OLYMPUS	-	0	Stomach	Accessories	0	Х
MEDTRONIC	GI GENIUS	0	Colon	Stand-alone	Х	Х

#### > Domestic and foreign competitors' products

Product release schedule and strategy

#### AI medical device R&D and product release plan

Verify performance through product demos in multiple institutions, promote and expand market access

> ALPHAON product line R&D and its release schedule



# **ALPHA**N

## Product demonstrations at multiple hospitals

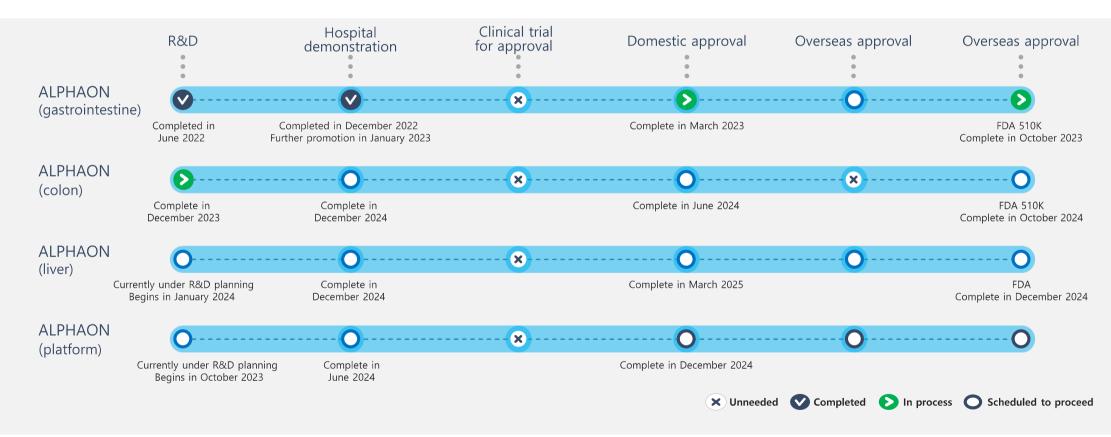
Senior general hospitals, medical examination centers, small-scale hospitals(+30 beds) that have medical examination centers  $\rightarrow$  Promote continuous progress with sequential market expansion targets



# Product Portfolio

# CAIMI

# ALPHAON product portfolio and progress status



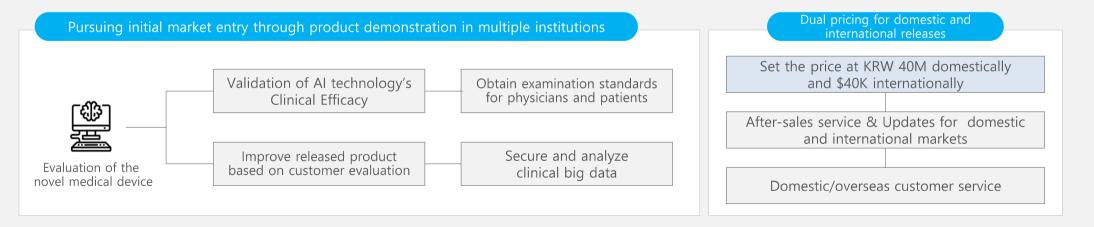
# Analysis and Strategy for Market Entry

## Target market analysis

#### Current status of key clients(Domestic)

Provider Types	Number of hospitals	Endoscopy systems in use	Number of units available for sale	Remarks
Major hospitals & Senior general hospitals (> 100 beds)	356	8 units on average	2,848	Expect to increase w/ additional emergency rooms
Health examination center	1,515	4 units on average	6,060	
Clinic-level hospitals with 30-100 beds	1,489	1 or more units on average	1,489	Has at least one
Clinic-level hospitals (< 30 beds)	Over 35,000	1 unit at the hospital with health examination center	-	Expect the sales sources to be maximized if expanded to health examination center

#### > Initial market entry and pricing strategy for ALPHAON



# Target Market Analysis

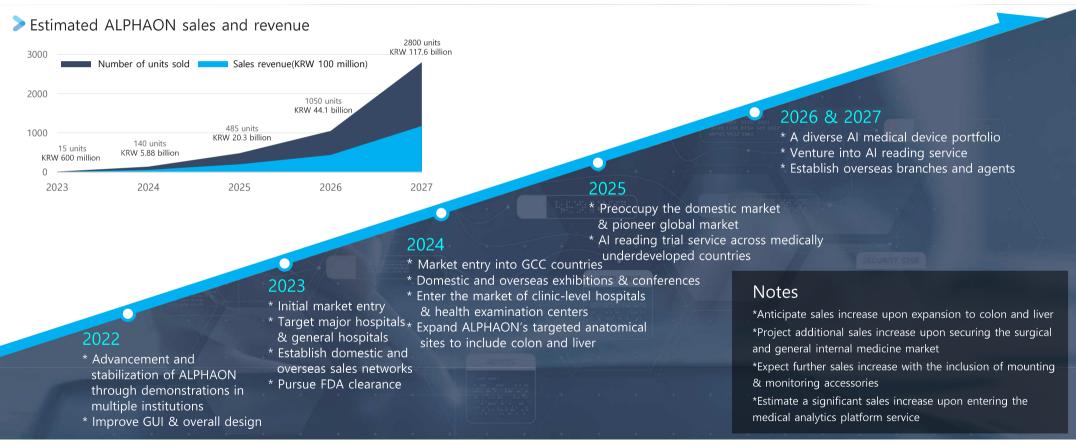
# Market landscape and target market analysis

Primary target market, analysis of market needs, and expected outcomes upon release of ALPHAON

Key challenges	Anticipated benefits upon the release of ALPHAON	Remark
<ul> <li>Limited profitability due to the examination unit price</li> <li>Medical lawsuits resulting from physicians' failure to confirm and misdiagnose</li> </ul>	<ul> <li>Increase profits by shortening examination time and securing profits by reducing examination costs</li> <li>Enable additional screenings due to shortened examination time</li> <li>Reduce and prevent medical lawsuits through misdiagnosis prevention</li> </ul>	
<ul> <li>Challenges in recruiting due to a shortage of qualified examiners</li> <li>Continuously rising physician compensation</li> <li>Challenges in hospital positioning</li> <li>Medical lawsuits resulting from physicians' failure to confirm and misdiagnose</li> </ul>	<ul> <li>Enable additional screenings due to shortened examination time</li> <li>Hiring inexperienced physicians allows the hospital to achieve results comparable to hiring experienced physicians.</li> <li>Enhance the hospital's reliability and positive image by introducing an advanced medical device</li> <li>Reduce and prevent medical lawsuits through misdiagnosis prevention</li> </ul>	
<ul> <li>Continuously rising physician compensation</li> <li>Challenges in recruiting due to a shortage of qualified examiners</li> <li>Demands securing reliability compared to large hospitals</li> <li>Challenges in hospital positioning</li> </ul>	<ul> <li>Enable additional screenings due to shortened examination time</li> <li>Hiring inexperienced physicians allows the hospital to achieve results comparable to hiring experienced physicians.</li> <li>Enhance the favorability and reliability of hospitals by introducing an advanced medical device</li> <li>Increase the number of inpatients through early medical checkups</li> <li>Reduce and prevent medical lawsuits through misdiagnosis prevention</li> </ul>	
<ul> <li>Enter the medical examination market and generate profits</li> <li>Enter the market without additional manpower investment</li> </ul>	<ul> <li>Enable practitioner-centered medical examination using ALPHAON</li> <li>Enter the health examination market to generate profit</li> <li>Reduce medical lawsuits through misdiagnosis prevention</li> </ul>	
	<ul> <li>unit price</li> <li>Medical lawsuits resulting from physicians' failure to confirm and misdiagnose</li> <li>Challenges in recruiting due to a shortage of qualified examiners</li> <li>Continuously rising physician compensation</li> <li>Challenges in hospital positioning</li> <li>Medical lawsuits resulting from physicians' failure to confirm and misdiagnose</li> <li>Continuously rising physician compensation</li> <li>Challenges in recruiting due to a shortage of qualified examiners</li> <li>Continuously rising physician compensation</li> <li>Challenges in recruiting due to a shortage of qualified examiners</li> <li>Demands securing reliability compared to large hospitals</li> <li>Challenges in hospital positioning</li> <li>Enter the medical examination market and generate profits</li> <li>Enter the market without additional manpower</li> </ul>	<ul> <li>unit price</li> <li>Medical lawsuits resulting from physicians' failure to confirm and misdiagnose</li> <li>Challenges in recruiting due to a shortage of qualified examiners</li> <li>Continuously rising physician compensation</li> <li>Challenges in hospital positioning</li> <li>Medical lawsuits resulting from physicians' failure to confirm and misdiagnose</li> <li>Enable additional screenings due to shortened examination time</li> <li>Hiring inexperienced physicians allows the hospital to achieve results comparable to hiring experienced physicians.</li> <li>Enhance the hospital's reliability and positive image by introducing an advanced medical device</li> <li>Reduce and prevent medical lawsuits through misdiagnosis prevention</li> <li>Continuously rising physician compensation</li> <li>Challenges in necruiting due to a shortage of qualified examiners</li> <li>Demands securing reliability compared to large hospitals</li> <li>Challenges in hospital positioning</li> <li>Enter the medical examination market and generate profits</li> <li>Enter the market without additional manpower</li> <li>Enter the market without additional manpower</li> <li>Enter the market without additional manpower</li> </ul>

# Sales forecast

## Sales forecast for ALPHAON



#### 17

# Plan for the utilization of investment and projection of sales and revenue

#### Plan for the utilization of investment and projection of sales and revenue

> Plan for attracting investments and securing funding

Division	Amount	Remark	Category	Amount
Paid-in capital			GMP and mass-production	KRW 800 million
increase	KRW 3 million	Jan. 2023 – May 2023	Demonstration and R&D, marketing	KRW 1.3 billion
TIDC		March 2022	Operational funds and marketing	KRW 900 million
TIPS	KRW 500 million	March 2023	total	KRW 3 billion

Income statement and M/S estimation (In units, KRW 100 million)

#### > Plan for utilizing the investment

Category	Amount	Remark
GMP and mass-production	KRW 800 million	
Demonstration and R&D, marketing	KRW 1.3 billion	
Operational funds and marketing	KRW 900 million	-
total	KRW 3 billion	

Division	2022	2023	2024	2025	2026	2027
Sales revenue	-	6.30	58.80	203.70	441.0	1176.0
Quantity of equipment shipped	-	15	140	485	1050	2800
Market share (domestic and intl.)	N/A	0.2%	1.1%	3.3%	5.6%	8.6%
Operating profits	(5.5)	(2.9)	26.46	91.66	198.45	529.20

The estimation of domestic and overseas sales of ALPHAON does not include sales of a new AI medical device, overseas sales, and sales of analytics service. 

 Anticipate a significant sales increase upon entering the market for analytics platform services, which include diagnostic images based on already secured clinical data.

Continue to expand ALPHAON's targeted anatomical site to include colon, liver, and others, thereby continuously enhancing our AI medical device portfolio.

# CAIMI

• Establish AI analytics and a system for value-added

# ALPHAON release and a business growth strategy

Profit

		Continuous acquisition and analysis of medical data (2023~2026) Platform-based analytics solution & solution service (2024~2027)	<ul> <li>services by securing big data</li> <li>Set up a data center for platfor service &amp; expanding into valu domestically and internationa</li> </ul>	ie-added services, both
	Momentum2 Develop AI medical device portfolio(2023~2025) Establish overseas sales network (2023~2024)	<ul> <li>Establish AI medical device pother organs(e.g. colon, live</li> <li>Establish and expand the sa Asia, Americas, and Europe,</li> </ul>	er and others) les network to Southeast	
Momentum1 Release ALPHAON: AI medical device (2022~2023)	examination centers, and s	t advancement, including major ho mall hospitals both domestically a entry through domestic strategic agencies	and overseas	

Momentum3

# Introduction

# Company Overview



CEO	Jun-Won Chung	
Feb. 2020		

Founding date

Capital Number of

Employees

**Business** area

Main office

February 20th 2020

About KRW 526 million

Al data reading platform service

#### CEO of CAIMI

~ present

July 2022

~ present

2007 ~ 2009

Jan 2021 ~ present Director of the Dept. of Gastroenterology at Gachon University Gil Medical Center

Professor of Gachon University Gil Medical Center

Member of Korean College of Upper Gastrointestinal Al Research Manager of the Dept. of Gastroenterology at Gachon University Gil Medical Center Manager of Al Watson Gastric Cancer program of Gachon Univ. Gil Medical Center Asan Medical Center, Clinical Assistant Professor

Category		Summary of Qualifications and Work Experience
Main academic activities	present	<ul> <li>Member of The Korean Society of Digestive Endoscopy</li> <li>Member of Korean Society of Gastrointestinal Endoscopy</li> <li>Member of Korean College of Helicobacter and Upper Gastrointestinal Research</li> </ul>
License	present	<ul> <li>Internal Medicine Specialist</li> <li>Endoscopy Specialist</li> <li>Gastroenterology Specialist</li> </ul>
Educational backgroun d		M.D. College of Medicine, Kyung Hee University M.S., Ph.D. College of Medicine, Ulsan University Research Scholar, School of Medicine, New York University
Main Publication s		+95 papers with SCI level and 15 domestic papers, Main publication: GIE 2017 Jun;85(6):1255-1262.
National R&D projects		<ul> <li>Development of a system that assists gastrointestinal endoscopy diagnosis based on artificial intelligence</li> <li>Development of an automatic polyp detection system using artificial intelligence</li> </ul>
Awards		<ul> <li>Best Paper Award, Korean College of Helicobacter and Upper Gastrointestinal Research</li> <li>Young Researcher Award, Korean College of Helicobacter and Upper Gastrointestinal Research (3 consecutive years)</li> <li>Young Researcher Award, The 9<sup>th</sup> Korea-Japan Helicobacter Research Symposium</li> <li>Excellent Paper Award; Asia Pacific Gastroenterelogy Week travel grant, Seoul Int'l Gastroenterelogy Symposium</li> </ul>

10 employees (additional recruitment in progress), 1 advisor, 1 counselor

AI medical device, manufacturing and selling surgical accessories,

No.202, Instar II building, 204 Convensia Daero, Yeonsu-Gu, Incheon,

# Our team

#### > R&D



Yongjun Youn Senior engineer Python, C++

- 5 years in medical device R&D
- Development of a detection algorithm for lesions in endoscopic images by deep learning
- Engineer, Medical Devices R&D Center of Gil Hospital



Jihee Kim Senior data scientist

- 8 years in medical device R&D
- Datafication of clinical information using deep learning
- Biomedical engineer, Medical Research Center of Gil Hospital • B.S., Korea University

- Bachelor of Science in SW Engineering Lahore Leads University

AI Engineer

- Master of Computer Engineering Gachon University
- Study on the Al Analysis Algorithm of Endoscopic Images

Ahmad Sheeraz





Jinyoun Ha Assistant manager Regulatory affairs

CAIMI

- 5.5 years in medical device RA
- QA & RA, Monitor corporation
- RA, Ultrasound system and imaging

- Bongsik Yoon Sales / Director
- Dreamwell C&S Co., Ltd Director
- Gyerim Medical Co., Ltd Vice president
- MTEG Co., Ltd Vice president



> Management Support • Regulatory Affairs • Commercialization

Doohwan Byun Team lead commercialization

- 10 years of experience in commercialization of medical device & industrial equipment
- Commercialization and mass production of R&D innovations, GMP
- Technical sales of electric electronic measurement
- B.S., Bio management, Incheon Univ.



Sungook Chung Director

- Doctor of Pharmacy, University of Tokyo
- Harvard Medical School Post Dr.
- Visiting Professor, Yonsei University Institute of Convergence Science and Technology



Youngrok Son Team lead Sales

- 15 years of experience in marketing medical and beauty devices
- Hospital and Skin Clinic Operations



# Info & History

> List of Shareholders

Name of shareholders	Number of shares	%
CEO	79,586	75.59%
Korea Technology Finance Corporation	9,809	9.32%
TAB Bio Investment Fund No.2	7,163	6.80%
Shinhan Capital	5,770	5.48%
SUP-No private investment fund	1,591	1.51%
TAB Scale-up Investment Fund No. 3	1,373	1.30%
Total	105,292	100%

### > Company History

Feb 2020 ~ Dec. 2020	<ul> <li>Technology transfer of 2 registered domestic and 1 US applied medical device patents</li> <li>CAIMI's own application of 2 patents related to AI</li> </ul>	
Feb. 2020 ~ Dec. 2020	<ul> <li>Korea Technology Finance Corporation U-TECH Valley KRW 2 billion guarantee certificated</li> <li>Selected into Scale-Up Challenge Lab #1, Shinhan Innovative Growth platform and others</li> </ul>	
Feb. 2020 ~ Dec. 2020	Invested by TAB Bio Investment Fund, SUP Investment Fund, Korea Technology Finance Corporation	
Jan. 2021 ~ Dec. 2021	<ul> <li>Finish Pre-Startup package R&amp;D project with highest honor</li> <li>Selected into Scale-Up Challenge Lab #2, Minimally Invasive Medical Device Program by Gachon University, Shinhan HERO IR Day, and ITP S/W Convergence business</li> </ul>	
Jan. 2021 ~ Aug. 2022	Invested by Shinhan Capital (KRW 9 billion), TAP Scale-up Investment Fund	
Jan. 2022 ~ present	• Selected into Early-Stage Startup Package R&D project(KRW 1 billion), Stepping Stone for Successful Startup R&D project(KRW 1.2B)	
Jan. 2022 ~ present	<ul> <li>Selected as OPEN NEST 200 company by Korea Credit Guarantee Fund</li> <li>Selected into Boost startup, KOTRA IKMP business, IP Narae business, and K-Biohealth regional center, etc.</li> </ul>	
Jan. 2022 ~ present	• Sign an agreement for 'AI medical device demonstration'-Gachon University Gil Medical Center(scheduled for October) & Korea University Hospital (scheduled for November)	



We will make every effort to become a global company that satisfies both customers and shareholders

