START-UPS SHOWCASE

Chris Mckee

Managing Director

Better Medicine

Better Medicine

for everyone

Saving lives through improved **efficiency** and **precision** in **cancer diagnostics.**

RenalVision

Passionate team

Doctors, AI Experts & Entrepreneurs

MARTIN REIM, MD | Chief Medical Officer

President of the Estonian Radiology Society

National representative at International Atomic Energy Agency

DMYTRO FISHMAN, PhD | Chief Science Officer

Publishing in Nature & Cell

Leading biomedical imaging expert at University of Tartu

HELENA IJE | Chief Operating Officer

Strong operational background in pharmaceuticals and digital health

Launched Kry/Livi secondary care service in the UK

BOHDAN PETRYSHAK | Chief of Engineering

1st place in Microsoft AI for Good Idea Challenge

His 2nd medical imaging startup

PRIIT SALUMAA | Chief Executive Officer

Founder of two successful tech companies, former engineer

Involved in building products for Wise, Bolt & Playtech

+6 employees in the current team

Product engineering, medical engineering,, PACS, SaaS, radiology

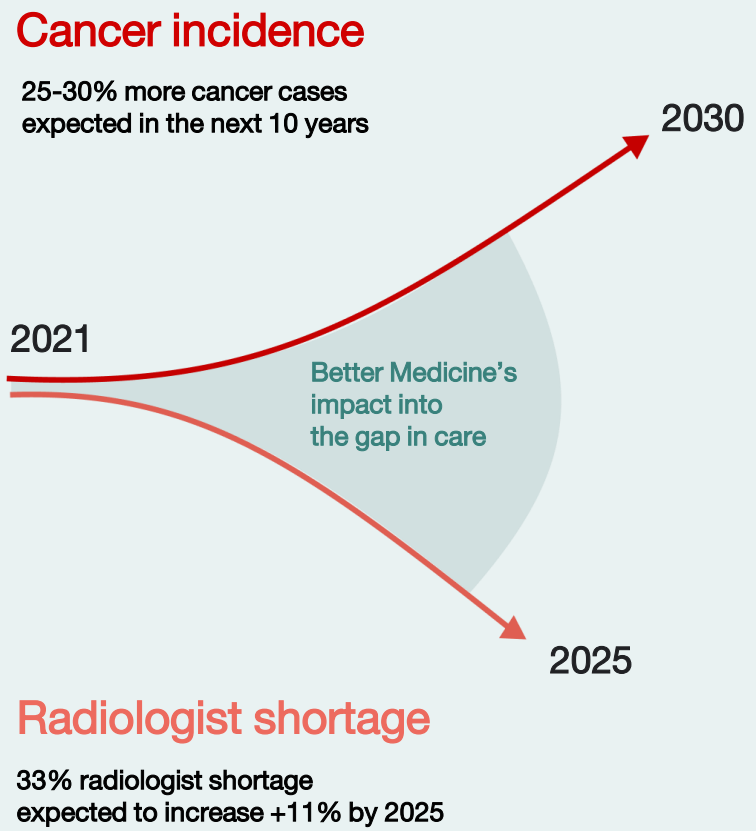
WE ARE HIRING!

7 engineers (deep learning, software medical devices, full-stack engineering), 4 radiologists, 6 sales and marketing experts

Cancer imaging demand is significantly outstripping supply

"**If nothing improves**, *the UK's 33% actual radiologist shortfall will hit **44%** by 2025."*

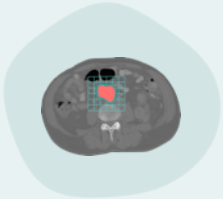
- Royal College of Radiology, UK, 2021



Our Technology

To address the gap, we leverage AI and software to significantly streamline cancer diagnostics workflows

During the first and every follow-up scan for a cancer patient:



Automatically find, measure & classify lesions with AI

Monitor progression through automated disease dynamics

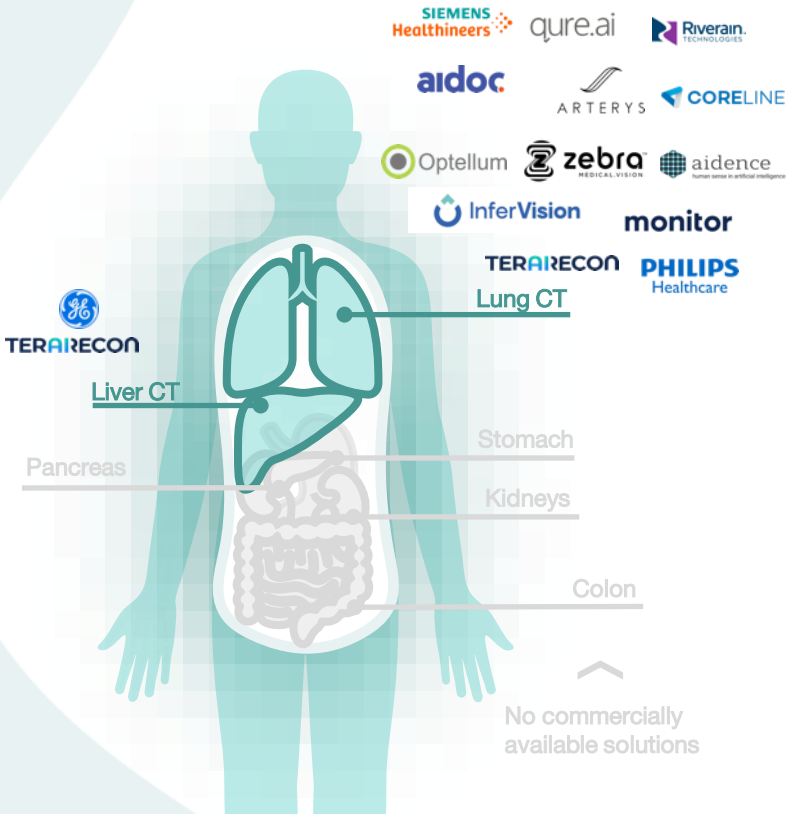
Deliver structured reporting

- We fix general radiology UX and integration issues, leading to time savings for radiology teams.

Full-body as a goal

There are many one organ cancer AI startups, but NO full-body CT cancer detection and tracking solutions for radiologists

- → Players in this space are mainly focussed on **lung** cancer (CT & x-ray), **breast** mammography and **prostate** (MRI).
- → No full-body CT oncology dynamics solutions tracking metastatic spread!!!
- → Other one organ imaging solutions outside oncology
  focus on neurology, bones/fractures (MSK), cardiology.

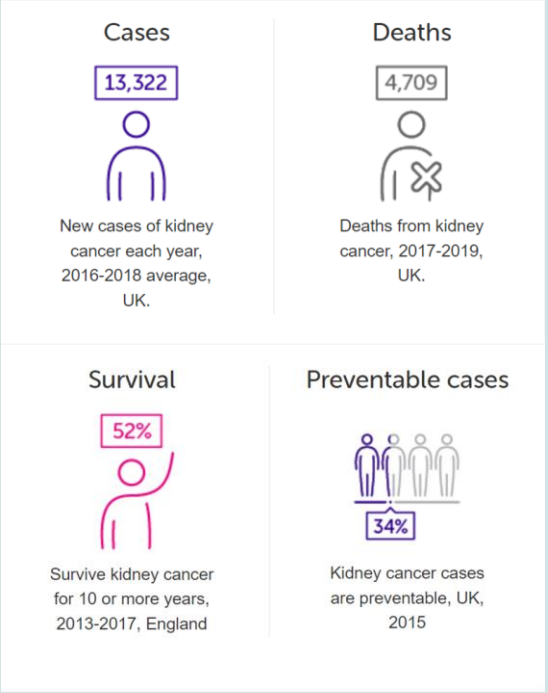


The issues

Kidney Cancer - A Major Urological Disease

“Kidney cancer is a major urological disease globally, with more than 400 000 new cases diagnosed every year.”

- → Kidney cancer incidence increasing globally, (particularly in European countries and the younger population).
- → 60% of patients with RCC diagnosed incidentally
- → 74% during investigation of symptoms unrelated to RCC.



The issues

The AI Diagnostic Imaging Landscape for Kidney Cancer

Currently no known competitors with clinically validated solutions available on the market (yet!).

GENITOURINARY CANCER—KIDNEY AND BLADDER

Artificial Intelligence in Kidney Cancer

Robert Rasmussen, MD, PhD[1]; Thomas Sanford, MD[2]; Anil V. Parwani, MD, PhD, MBA[3]; and Ivan Pedrosa, MD, PhD[1,4,5]

“Despite widespread enthusiasm, the use of U.S. Food and Drug Administration–approved AI tools to improve the clinical care of patients with RCC remains limited”

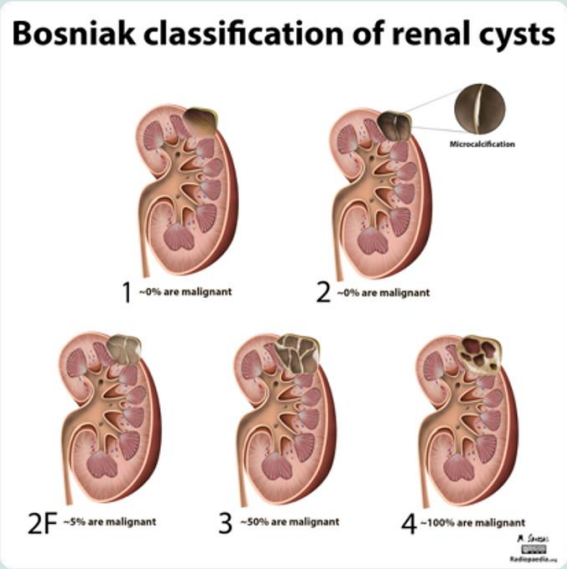
The issues

Unmet Needs in Kidney Cancer Diagnosis

‘The Untapped Potential for Bosniak Classification’

Despite reclassification in 2019 Bosniak method is still quite subjective:

- → Inter and intra-observer variability.
- → Patients often overtreated and diagnosed incorrectly between IIF and 3 = unnecessary surgery and treatment.
- → There is also a limited predictive value for IIF and III currently so any solution to improve this would be desired.



Solution

Introducing RenalVision

- → A unique and **first of its kind cloud-based solution** for Kidney Cancer diagnosis.
- → A cutting-edge radiological software that is poised to transform the **assessment and characterisation of kidney lesions using contrast-enhanced CT scans**.
- → A solution already able to **distinguish between benign and malignant lesions.**
- → RenalVision **employs machine learning** (ML) algorithms for segmentation and visualisation of localised suspicious renal lesions to estimate their measurements.
- → An ever-evolving platform – Developing solutions for consistent **full Bosniak Classifications**

The Benefits

Introducing RenalVision

- → Speed up the clinical workflow.
- → Standardised templates available as well as pre-generated results to the radiologist.
- → Faster diagnosis and improved patient outcomes.
- → No unnecessary surgery or treatment-based complications.
- → Incidental findings for lower abdominal scans.
- → **Benefits to be introduced with Bosniak update** = A collaborative approach to enhanced accuracy and reduced inconsistency between radiologists.

Precision in Lesion Detection

Detailed Visualisations

Supplementary Diagnostic Information

Collaborative Diagnostic Approach

Benefits

Who benefits?

Radiologists

Safety net utilising collaboration between AI and Clinician

Urologists

Faster diagnosis and more confidence on chosen treatments.

Pathologists

Reduced discrepancy in reporting reporting.

Oncologist

Faster diagnosis and more confidence on chosen treatments.

Patient

Confidence from the patient that they are treated ‘correctly’ with improved outcomes.

Traction

Current Pipeline

We are developing our first 2 models **under a 10-year framework agreement**

DEVELOPMENT PHASES

	Product discovery & feasibility	Design & Development	Clinical Validation	MDR Submission	Product launch
Kidney model	✓	✓	In progress …	Q1 2024	Q3 2024
Lung model	✓	In progress …	Q1 2024	Q2 2024	Q4 2024

SOON **Next models in the pipeline:** liver (PoC available), pancreas (PoC available), lymph nodes

Final Goal – Full body CT solution!

collaboration

Our partners

Tartu University Hospital • A.D. 1804 •

NHS
The Leeds Teaching Hospitals
NHS Trust

NIHR | Surgical MedTech Co-operative

Pärnu Haigla

Ask

Come collaborate with us!

- → Collaborate to refine our Bosniak Model
- → Long term partnerships for future models towards full body CT solution.
- → Health Economic modelling
- → Investors interested in Medtech for bridge round funding for EIC grant self finance
- → Aiming for follow up round 2025 - up to 5 million Euro
- → Looking to translate to large corporate settings - CRO’s and Pharma collaborations welcome.


Thank you!