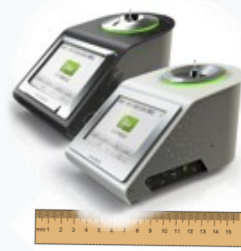
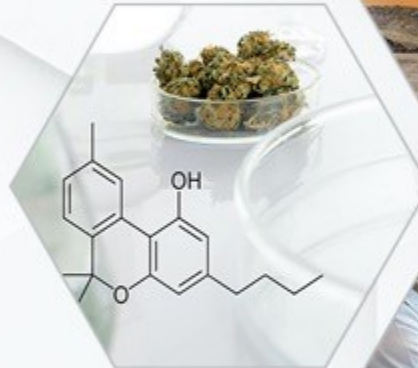




TSXV: NSCI | OTCQX: NSCIF | Frankfurt: 1N1



Portable MRI  
for industrial  
applications



# Imaging & Detection Products & Services

Industrial & Healthcare Applications

**Sean Krakiwsky, CEO**

January 2025

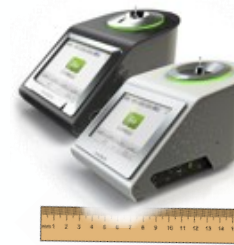
*"We are building a global scientific instrumentation company with proprietary magnetic resonance products as our core and complementing those products with services."*

Information contained in this document has been prepared by Nanalysis Scientific Corp. ("**Nanalysis**" or the "**Company**") and contains information pertaining to the business, operations, and assets of the Company. The information contained in this document (a) is provided as at the date hereof and is subject to change without notice, (b) does not purport to contain all the information that may be necessary or desirable to fully and accurately evaluate an investment in Nanalysis, and (c) is not a recommendation to invest in the Company. Securities are speculative and involve risks that should be considered. Prospective investors should conduct their own analysis and investigation of securities and consult with their own financial, legal, tax, and other business advisors before investing. The information presented herein was prepared or obtained by Nanalysis. Nothing contained herein should be relied on as a promise or representation of the future performance of the Company. All financial numbers are as of latest published financials except as otherwise stated.

**FORWARD-LOOKING STATEMENTS:** In the interests of providing Nanalysis shareholders and potential investors with information regarding the Company, including management's assessment of future plans and operations. This document contains "forward-looking statements" as defined by applicable securities legislation. The use of any words such as "anticipate", "continue", "estimate", "expect", "may", and similar expressions are intended to identify forward-looking statements. Forward-looking statements are often, but not always, identified by such words. These statements involve known and unknown risks, assumptions, uncertainties, and other factors that may cause actual results or events to differ materially from those anticipated in such statements. Forward-looking statements in this document include but are not limited to statements and tables with respect to: Future growth of the Company's business, the ability to graduate to the TSX and pay dividends, the Company's acquisition strategy, the ability to develop future products, and the possible associated results. The Company's actual performance and financial results in the future could differ materially from any estimates or projections of future performance implied by the forward-looking statements.

For additional information, please refer to the Corporation's public filings available on SEDAR at [www.sedarplus.ca](http://www.sedarplus.ca). All forward-looking statements contained in this document are expressly qualified by this cautionary statement.

# Why Buy our Stock?



1. Category-creating global technology company: ***Portable MRI Machines for Industrial Applications***
2. High growth and EBITDA +ive at \$40MM TTM revenue
3. Product Sales + Recuring Service Revenue

*"Our Mission is to improve the quality and safety of our customers' products, with our imaging & detection equipment & services."*

**OTC: NSCIF**

**TSXV: NSCI**

**Compelling Investment**



## **Multiples for Instrumentation Companies** (average, large cap)

- P/E: 30
- EV / EBITDA: 29
- EV / TTM Sales: 5.2

**Agilent Technologies**  
**AMETEK**  
**Bruker Corporation**  
**Danaher**  
**Mettler-Toledo**  
**Oxford Instruments**  
**Perkin Elmer**  
**Sartorius AG**  
**Shimadzu**  
**Teledyne**  
**Thermo Fisher Scientific**  
**Waters**

**Strong Economic Moat via IP and Customer Service Relationships**

# Market Opportunity

## Growth Drivers

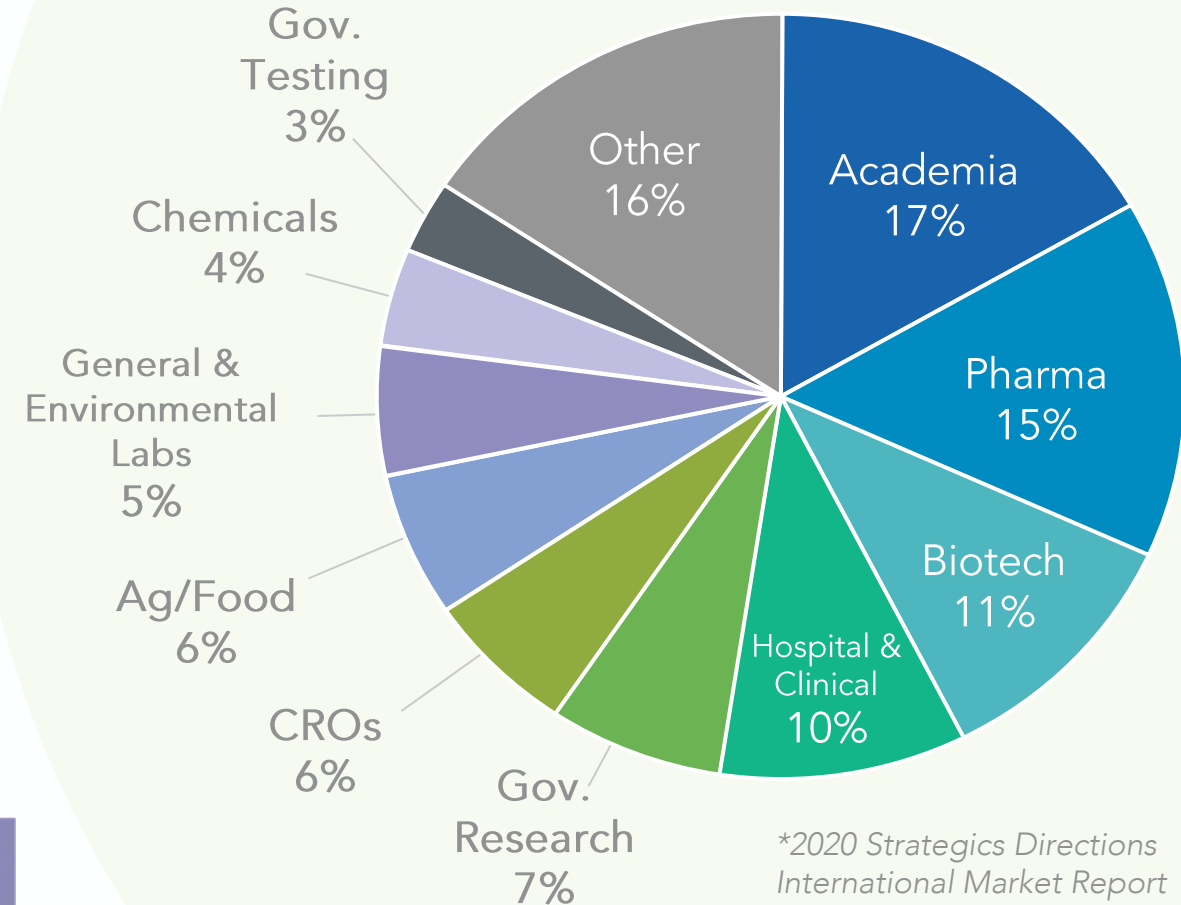
- Miniaturization is making equipment standard
- New industry-specific applications
- Cloud and AI is creating opportunities for personalized healthcare in MRI space
- Growing services business

## TAM is \$4B and Growing

## Competitive Landscape Includes



## Scientific Instrumentation market over \$75B per year\*



Everything in the modern world is tested and measured for: Innovation, Health & Safety, QA/QC, and efficient manufacturing

## United States, Europe, Canada

- 20 dedicated technical sales professionals
- 5 Product/Application Experts
- 22 Sales Reps via partner companies (commission only)
- 3 sales professionals and growing in Europe

## International (e.g., Japan, India)

- 45+ dealers
- Dealers sell complementary laboratory product/services

## Developing new OEM & VAR Partnerships

- Application Specific Opportunities (e.g., Food Quality/Safety)
- Partner branded with Nanalysis ingredient branding



Over 1,000 Portable Units Shipped! Strengthening Sales Pipeline. Customers include:



# Nanalysis Scientific Corp.

## Cap Table and Financial Metrics

SHARE PRICE (Jan 2025)	\$0.35
COMMON SHARES OUTSTANDING (approximate)	114MM
MARKET CAP (approximate)	\$40MM
EBIDTA (adjusted Jan-Sep 2024)	\$316K
Revenue (TTM)	\$40MM



**Sean Krakiwsky**  
CEO & Founder

- BSc & MSc, Electrical Engineering from U of Calgary
- 25 years of tech start-up experience



**Randall McRae**  
CFO

- CPA, CA from U of Calgary
- 15+ years of finance, public/private
- Excellent operational acumen



**Julien Muller**  
CTO

- BSc in Electrical Engineering, U of Strasbourg
- 16 years of MR tech experience



**Sime Buric**  
EVP, Services

- BSc in Chemistry, SFU, MBA
- 22 years of sales & service experience
- Scientific instrumentation

# Senior Independent Board of Directors



## CHAIR OF THE BOARD

### Martin Burian

CPA, ICD.D

Mr. Burian has a 30-year career in investment banking, is currently Managing Director at RCI Capital Group and held similar senior positions at Haywood Securities, Bolder Investment Partners and Canaccord Capital. He is an independent member of several other public company boards as well as privately-held Heffel Gallery Limited where he is also part-time CFO.



### Werner Gartner, Audit Committee Chair

CPA, CMA and Technology Investor

Mr. Gartner has over 25 years executive/board experience with technology based businesses (e.g., NovAtel Inc., Hemisphere GNSS Inc., 4iiii Innovation Inc, Psyko Audio Labs Inc. & Novariant Inc.).



### Dr. Michal Okoniewski

CSO & Co-Founder, Acceleware

Dr. Okoniewski is a Professor of Electrical & Computer Engineering Schulich School of Engineering U of Calgary), Fellow of IEEE with over 350 technical publications and holds several patents. He is a world renowned expert in electromagnetics.



### Jennifer Stubbs

CPA, CFO of Flint Corp.

Ms. Stubbs is a Chartered Professional Accountant, with 30 years of experience as a financial professional, and she holds a Bachelor of Commerce from the University of British Columbia. Ms. Stubbs started her career at KPMG, and went on to hold financial roles in various industries, including engineering, manufacturing, and energy infrastructure, including an 11 year stint at Pembina Pipeline Corporation.



### Dr. René Lenggenhager

Co-CEO bNovate Technologies SA

Dr. Lenggenhager is an experienced CEO, Group Head and General Manager with a successful career in globally leading technology companies, including at Bruker Biospin, COMET, Mettler Toledo and Siemens. He holds a PhD from ETH in Switzerland and an MBA from University of St. Gallen.

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Sean Krakiwsky, CEO, is also a Director

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# Magnetic Resonance Techniques: MRI & NMR share same fundamental math & physics

## INCUMBENT/OLD:

High-Field, Superconducting Magnetic Resonance  
Gold Standard of Analysis & Imaging



**MRI**



**NMR**

- Expensive
- Liquid Helium
- Unsafe
- Gatekeeper
- Huge/heavy

*Used in all industries: gold standard*

## NEW:



**Benchtop NMR**

**MRI Console**

**HF NMR**

- Affordable
- No cryogenes
- Easy to use
- Point of need
- Portable
- AI driven apps

✓ **Miniaturization & Democratization of standard will drive adoption and expand market**

	<b>MRI - Nuclear Magnetic Resonance Imaging</b>	<b>NMR - Nuclear Magnetic Resonance Spectroscopy</b>
<b>Uses</b>	Medical imaging technique	Chemical analysis, testing and measurement
<b>Industries</b>	Health care, industrial imaging	Pharmaceuticals / biotech, cannabis, nutraceuticals, oil & gas, mining, forensics, education, etc.
<b>Current Innovation</b>	Early stages of exploiting promise of MRI which is to go beyond creating quality images and extend to analyze cells and add AI	Miniaturization of magnet and electronics, democratization via software
<b>Limitations</b>	"Cartel" of big three GSP companies stifling innovation	"Monopoly" in HF NMR by incumbent globally (except for Japan)
	<b>REGULATED MARKET</b>	<b>UNREGULATED MARKET</b>

# Proprietary Products & Services

	Benchtop NMR		High Field NMR	MRI
FAMILY	<p><b>60 MHz</b></p> <p><b>US \$45K-70K</b></p> <p>R&amp;D labs, QA/QC</p>	<p><b>100 MHz</b></p> <p><b>US \$125K-155K</b></p> <p>Superior performance</p>	<p><b>300-600 MHz</b></p> <p><b>US \$400K-\$2MM</b> via Quad Systems partner</p> <p>Up-market, USPs, and innovative alternative to incumbent</p>	<p><b>MRI Console</b></p> <p><b>US \$45K</b></p> <p>High-performance, affordable, easy-to-use modular alternative</p>
ACCESSORIES	<p><b>Flow Kit</b> <b>US \$7K</b></p>	<p><b>Autosampler</b> <b>US \$13K</b></p>	<p><b>Hyperpolarization</b></p> <p><b>US \$45K</b> sensitivity enhancement</p>	
SOFTWARE	<p><b>OneTouch™</b></p>		<p><b>NMRFx</b> Integrated Software for NMR Analysis</p>	<p><b>PR<sub>im</sub></b></p>
SERVICE	<p>On Nanalysis and 3<sup>rd</sup> Party Equipment: Large contract win!...CATSA</p>			

## Patents on main technical challenges of miniaturizing & high throughput NMR

- Over 10 Patents granted/pending in United States, and other jurisdictions such as China and Japan
- Patents protect key barriers to main technical challenge of compact NMR system development
- Additional patent applications ongoing in support of growing product line

## Proprietary electronics, firmware, software, enclosure

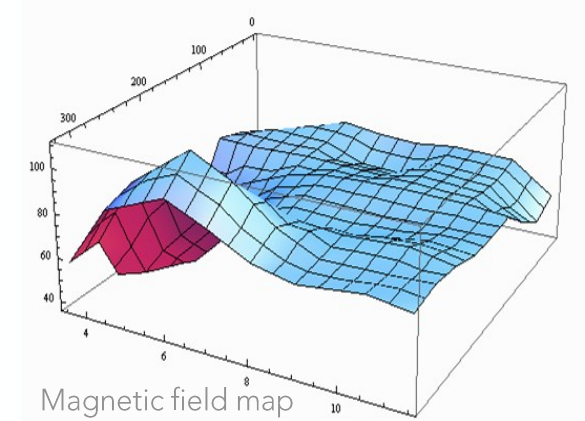
- Custom boards designed and assembled in the Calgary manufacturing plant
- Firmware and software developed by in-house specialists
- Engineers & Scientists developing a massive amount of proprietary IP every day!

## Proprietary manufacturing processes

- Specialized techniques and algorithms make our products very difficult to reverse engineer

## Example US Patents

- US 8,712,706 B2; US 9,341,690 B2; US 9,952,294 B2; US 11,815,574 B2
- Several others

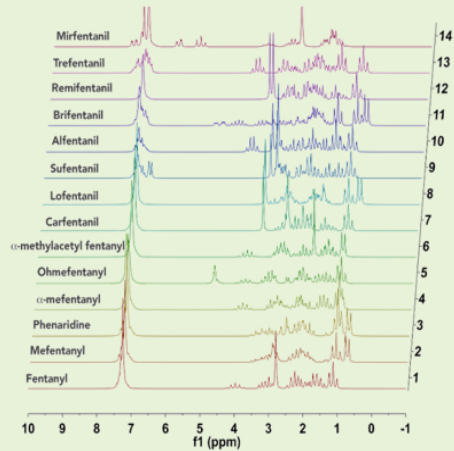


Maintaining thermally stable magnetic fields to 9 decimal places of uniformity in all three vectors  $\langle x,y,z \rangle$  is hard... Nanalysis is a global leader in the shaping stable accurate magnetic fields!

## Traditional MR Interpretation

Complex, information rich, requires an expert to interpret and looks like this:

NMR



## Automated MR Interpretation with AI + Cloud

- ✓ Uses application-specific MR output and compares with databases, ML, AI computer software analysis etc. to eliminate need for expert.
- ✓ Applications can be easily integrated into existing software.

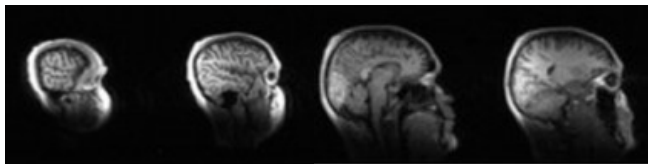


**There is fentanyl in suspicious powder**



**There is NO fentanyl in suspicious powder**

MRI



**Healthy brain, no tumor present**

**Image-based or spectroscopic output data must be simpler so non-experts can understand and take action**

# Milestone & Catalysts



2022

- ✓ Acquisition of KPrime, sales & service company (offices in Phoenix & Calgary).
- ✓ Acquisition of 43% of Zurich-based company called Quad Systems, product & technology synergies.
- ✓ Large service contracts (\$160MM)

2023

- ✓ Partnering deals
- ✓ New high-end product to market
- ✓ Ongoing patent filings
- ✓ Targeting high revenue growth
- ✓ Roll-out of large service contract

2024-7

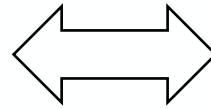
- Graduating to TSX from TSXV
- Expanded global market presence
- Possible acquisitions in 2027 if...
- Medical Imaging products - FDA
- Partnering Deals

**Our next decade will be better than our first decade!**

# Service is Major Part of Revenue



**Products**

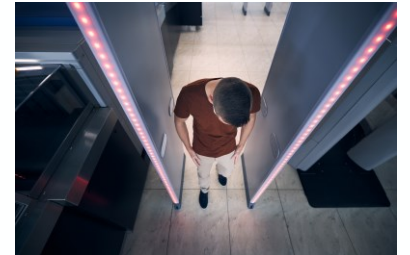


**Service**

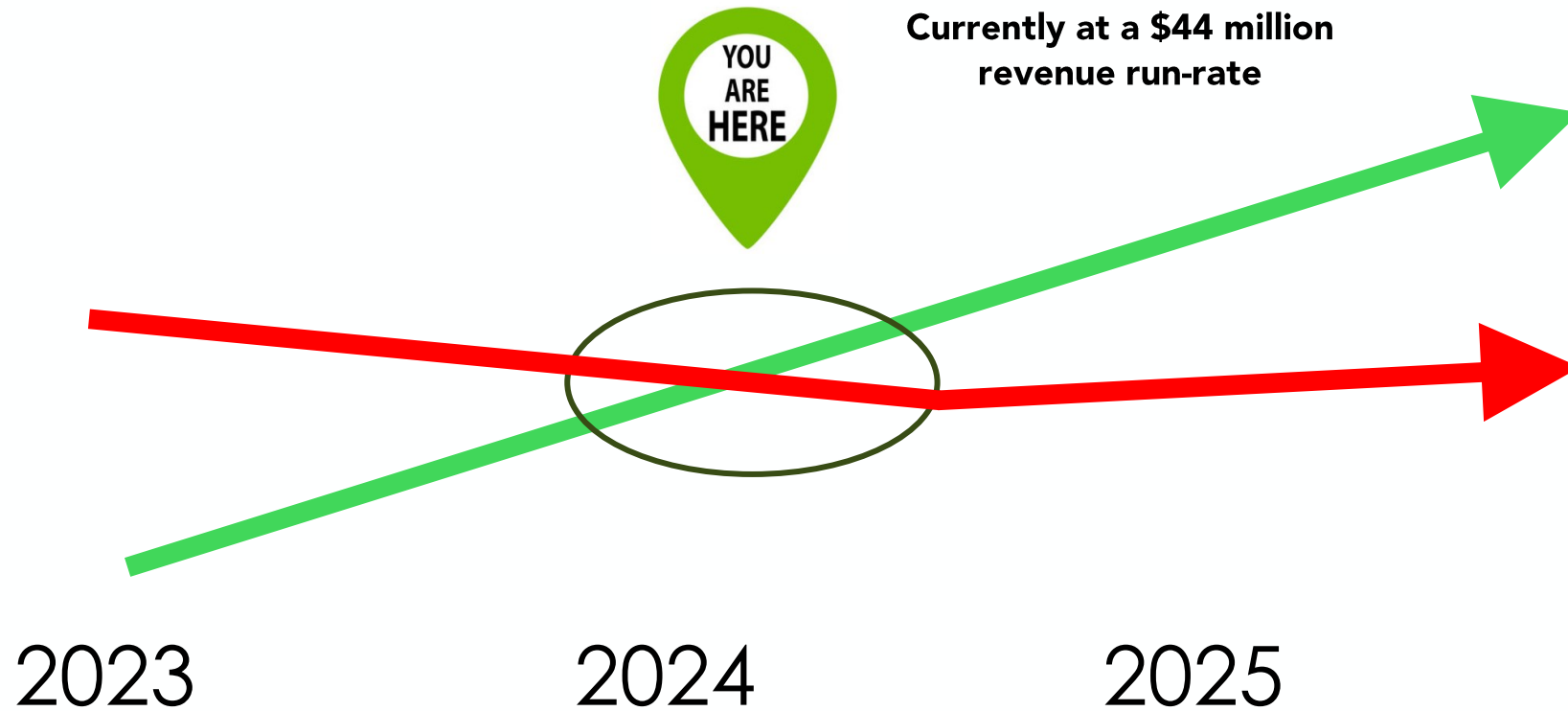
**Synergistically Working together: Will lead with Service in some verticals, like Security**

# \$160 Million Service Contract Win

- Contract signed with Canadian Air Transport Security Authority (CATSA) on May 25, 2022
  - First term ends in June 2028
  - Two 5-year potential renewal terms, for total of 15 years and **\$480 million**
  - Indexed to inflation
- Preventative and Corrective Maintenance, Special Projects
  - Imaging and detection equipment in all Canadian airports
- Phase-In Period Ending Soon: Currently have active presence in all 89 locations. *Project is now EBITDA positive and improving sustainably!*
- Revenue is currently over \$2 million per month
- Expect to exceed \$30 million per year in revenue from 2025-27
- Targeting strong EBITDA margins: Project is now profitable
- Staff are billed out between \$228 and \$304 per hour
- Global opportunity and synergistic with service needs of our products



# Navigating our Financials: Profitability Trajectory



**Significant Cash-Flow Generation Potential Going Forward!**



# Investment Highlights



## Leading Edge Technology Company

All IP developed in-house, is patent protected, and innovation is ongoing. We continue to extend market leadership with up-market and high throughput products.



## Proprietary Manufacturing

Proprietary domestic manufacturing allows company to control quality & costs, and makes technology very difficult to reverse engineer offshore



## EBITDA +ive Growth Story

Nanalysis is a rapidly growing business with line-of-sight on future bottom-line profitability. New product and eventual resumption of targeted M&A will keep rapid growth a trend for years to come.



## Sticky Recurring Service Revenue

Large contract win and global growth opportunity in equipment services, will result in reduction of revenue lumpiness and increase in organic growth.



## High-end People

20 PhDs, 20 MScs, 30 BScs, that are the best and brightest in their fields, that act like owners, not employees. We believe you're only as good as your people!



## Global Sales & Service

The company is controlling its own destiny by building out direct sales and service capabilities, eventually in every major market in the world.

A photograph of an industrial facility, likely a pharmaceutical or chemical plant, featuring a complex network of metal structures, pipes, and large cylindrical tanks. A prominent orange safety railing runs across the middle of the frame. The background is a bright, overcast sky.

# Thank you!

**Investor Relations Contact**

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+1.415.572.8152**