



 **nananalysis**

Nananalysis Scientific Corp. ([TSXV: NSCI](#) | [OTCQX: NSCIF](#) | [FRA: 1N1](#))

Portable MRI for Industrial  
and Healthcare Applications  
工业用和医用便携式磁共振成像

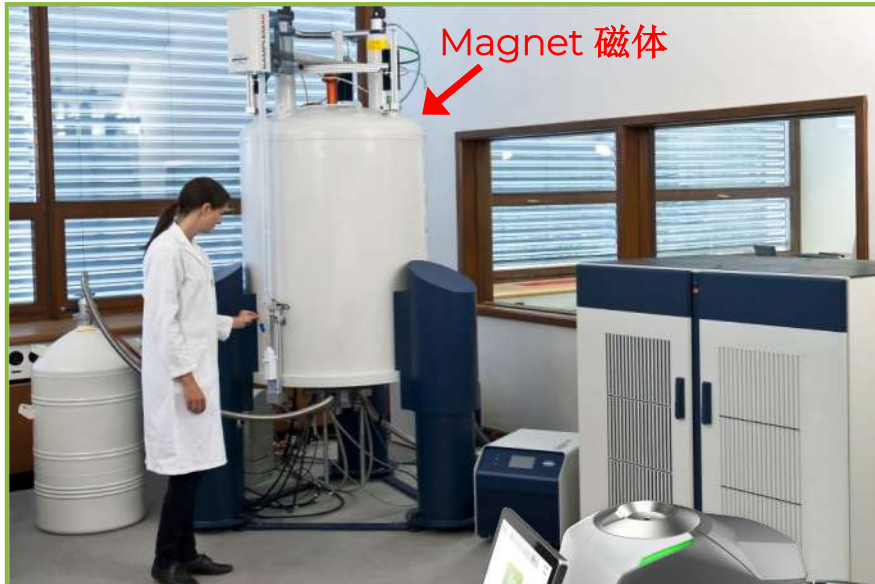
June 2021 / 2021年6月

# Paradigm Shift : Massive » Desktop 范式转变:巨大»台式机

**Nanalysis Innovation / Nanalysis创新 :**

**High-Field NMR » Desktop 高磁场核磁共振 »台式机**

**\$ millions TCO » \$50K-\$150K 总拥有成本(百万元) » \$ 5万- \$ 15万**

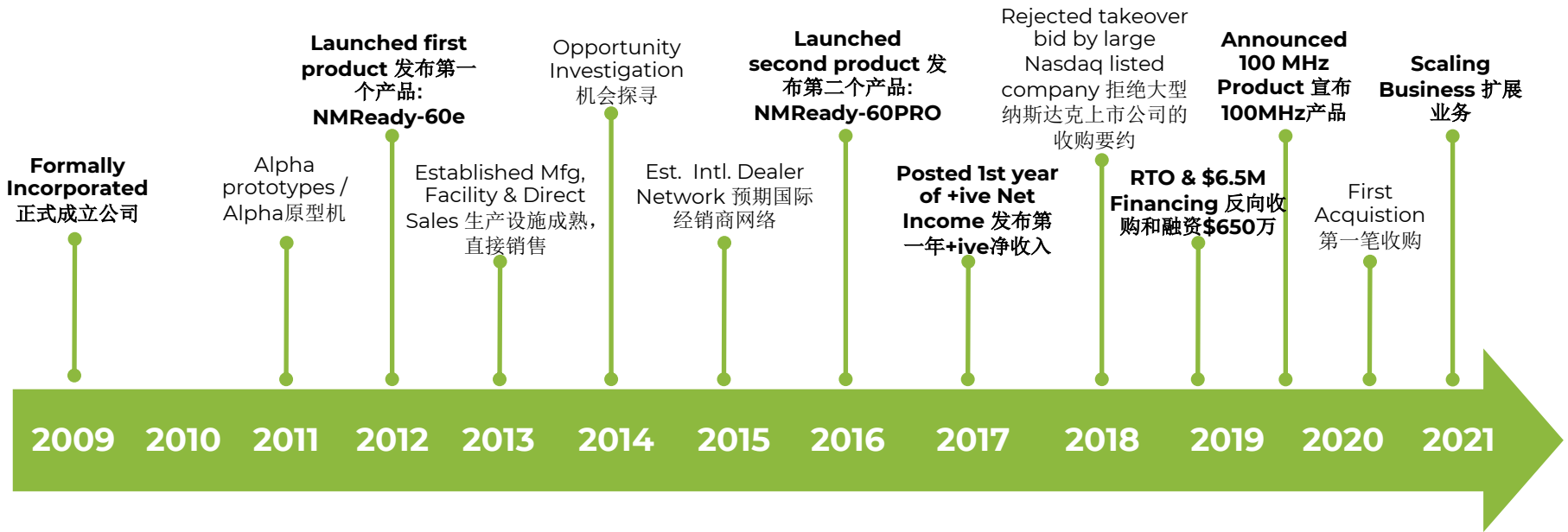


NMR is acknowledged gold standard for compositional analysis 核磁共振是公认的成分分析的黄金标准



Miniaturization of industry standard will drive adoption and expand market 工业标准的小型化将驱动普及率和扩大市场

# Company History 公司



Buliding a Global Fully Vertically Integrated Scientific Instrumentation Company, from the IP Up!从知识产权入手，打造全球垂直整合的科学仪器公司！



# Company Snapshot

## Nanalysis Scientific Corp.

TSXV : NSCI | OTC: NSCIF | FRA : 1N1

Market-leading, category-creating global technology company offering accessible, affordable and automatable analysis solutions for pharmaceuticals/biotech, cannabis, nutraceuticals, oil & gas, mining, forensics, and teaching.



**Sell Direct in USA, Canada, Germany, Switzerland, France.  
Network of 45 dealers in the rest of world.**



### Global Leader in Industrial Technology

- Calgary manufacturing facility has capacity to support growth
- Revolutionary technology category: Portable MRI for Industry & Healthcare
- Patent protected IP & strong product pipeline



### Huge Market Opportunity

- Potential for accelerating organic growth
- Rich acquisition pipeline of complementary companies
- Numerous industry partnership opportunities
- Margins over 65%



### Strong Sales Backlog

- 100 MHz NMR product
- Newly acquired products



### Strong Balance Sheet and Financial Position

- Over \$4M in cash
- No material long-term debt

# 公司概况

## Nanalysis Scientific Corp.

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市场领先的、创造类别的全球技术公司，为制药/生物技术、大麻、保健品、石油和天然气、采矿、法医和教学提供可获得的、可负担起的自动分析解决方案。



在美国、加拿大、德国、瑞士、法国直接销售。在世界其他地区有**45**个经销商组成的网络。



### 全球工业技术的领导者

- 卡尔加里生产设施有能力支持增长
- 革命性的技术类别。用于工业和医疗的便携式磁共振成像
- 受专利保护的知识产权和强大的产品管线



### 巨大的市场机会

- 加速有机增长的潜力
- 丰富的互补性公司的收购渠道
- 众多的行业合作机会
- 毛利润率超过65%



### 强大的销售订单

- 100 MHz核磁共振产品
- 新收购的产品



### 强劲资产负债表和财务状况

- 现金超过\$ 400万
- 没有重大的长期债务

# Customers Include: Over 800 Units Shipped

客户包括：已发运800多台



# Current Products:

## Benchtop NMR

## Traditional NMR

## MRI

### 60 MHz

### 100 MHz

### Pulse Console

### MRI Console

PLATFORM



US \$45K-70K  
since 2013

US \$125K-155K  
since 2019

US \$115K  
since 2019

US \$45K  
since 2019

Academic and commercial research labs, as well as security agencies

Better performance - improved sensitivity & resolution allows for wider adoption

High-performance, affordable, easy-to-use alternative to traditional options

High-performance, affordable, easy-to-use modular alternative for clinical or pre-clinical MRI

ACCESSORIES



**Flow Kit**

US \$7K  
since 2015

**Auto sampler**

US \$13K  
since 2018

To be released in 2021

### Hyperpolarization



US \$45K  
since 2019

Facilitate sensitivity enhancement

SOFTWARE

**OneTouch™**

**SPINit**

**PR<sub>im</sub>**

\*There is also an exciting pipeline of future products

# 当前产品:

## 台式核磁共振

## 传统核磁共振

## 磁共振成像

60 MHz

100 MHz

脉搏控制台

磁共振成像控制台

平台



\$4.5万-7.0万美元  
2013 以来

12.5万 – 15.5万美元  
2019 以来

11.5万美元  
2019 以来

4.5万美元  
2019 以来

学术和商业研究实验室，以及安全机构

更好的性能—改进的灵敏度和分辨率允许更广泛的采用

高性能、经济实惠、易于使用，可替代传统方案

用于临床或临床前磁共振成像的高性能、经济实惠、易于使用的模块化替代品

配件



2021年将发布

Flow 套装

自动取样器

7000美元  
2015 以来

1.3万美元  
2018 以来

超极化



4.5万美元  
2019 以来

促进敏感性的提高

软件

OneTouch™

SPINit

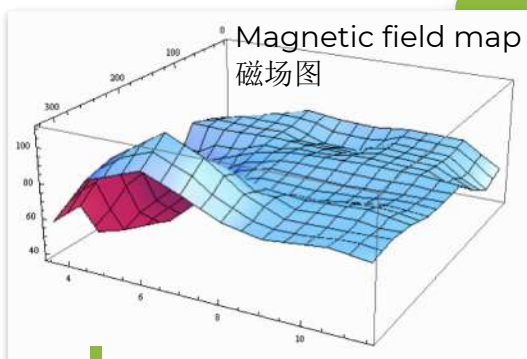
PRim

\*\*还有一个令人兴奋的未来产品管线



# Intellectual Property 知识产权

- **Three Patents on main technical challenges of miniaturizing NMR**关于核磁共振小型化的主要技术挑战的三项专利
  - Patents granted in United States, and other jurisdictions such as China and Japan在美国以及中国和日本等其他司法管辖区授予的专利权
  - Patents protect key barriers to main technical challenge of compact NMR system development 专利保护紧凑型核磁共振系统开发的主要技术挑战的关键障碍
  - Additional patent applications ongoing in support of growing product line正在申请更多的专利，以支持不断增长的产品系列
- **Proprietary electronics, firmware, software, enclosure**专有的电子器件、固件、软件、外壳
  - Custom boards designed and assembled in the Calgary manufacturing plant在卡尔加里制造厂设计和组装的定制板
  - Firmware developed by in-house specialists由内部专家开发的固件
- **Proprietary manufacturing processes**专有的制造工艺
  - Specialized techniques and algorithms make our products very difficult to reverse engineer专门的技术和算法使我们的产品很难通过逆向工程被破解。



Maintaining thermally stable magnetic fields to 9 decimal places of uniformity in all three vectors  $\langle x,y,z \rangle$  is hard... Nanalysis is best in world! 保持热稳定的磁场在所有三个向量  $\langle x,y,z \rangle$  中达到小数点后9位的均匀性是很难的.....Nanalysis 是世界上最好的!

## US Patent Office Numbers

美国专利局编号:

- US 8,712,706 B2
- US 9,341,690 B2
- US 9,952,294 B2

Five more patents pending, and huge amount of IP developed every day!  
还有五项专利正在申请中，每天开发大量的知识产权!

# Growth Strategy 增长策略

## ● **Baseline Business 基线业务**

- Numerous large-scale industrial applications 众多的大规模工业应用
- Academic teaching, research labs, and 学术教学、研究实验室
- New, best-in-class product coming soon 新的、一流的产品即将问世
- Over \$4.5M in pre-sales 预售超过\$450万

## ● **Industry Partnerships 行业合作伙伴**

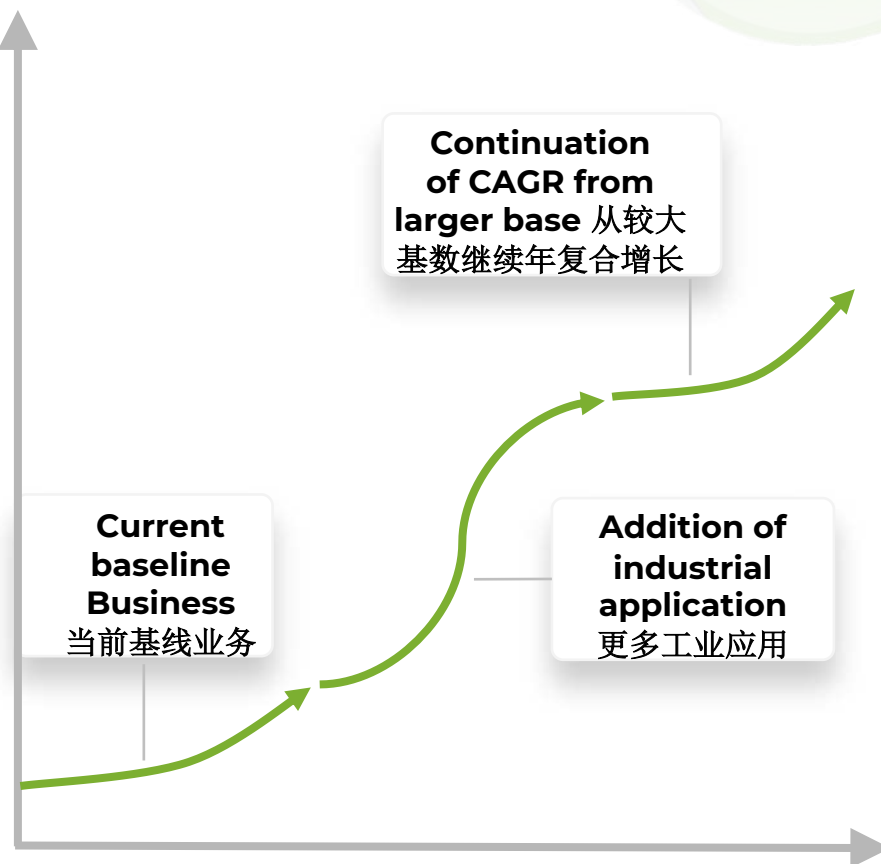
- **Bosch 博世** – Shipping vessel fuel analyzer 航运船舶燃料分析仪
  - Total possible market size of 110k units 可能的市场总规模为11万套
- **German Police 德国警察** – Mobile police labs 移动警察实验室
  - Total annual global spend by major security forces in the billions for analytical instrumentation 主要安全部队在分析仪器方面的全球年度总支出为数十亿美元
- **SARTEC** – Energy and petrochemical 能源和石化
  - Current oil refinery applications indicate market size of 3,500 with more applications under development 目前炼油厂的应用表明市场规模为3500个，更多的应用正在开发中

## ● **Execute an M&A strategy 执行并购战略**

- Complimentary businesses such as sales and software 赠送的业务，如销售和软件
- 1<sup>st</sup> Acquisition Closed in March 2020 第一笔收购于2020年3月完成

## ● **NMR -> MRI 核磁共振->磁共振成像**

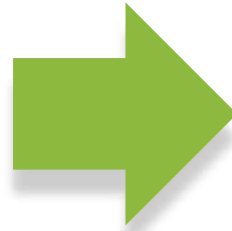
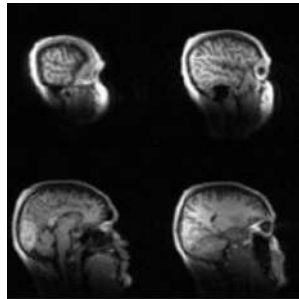
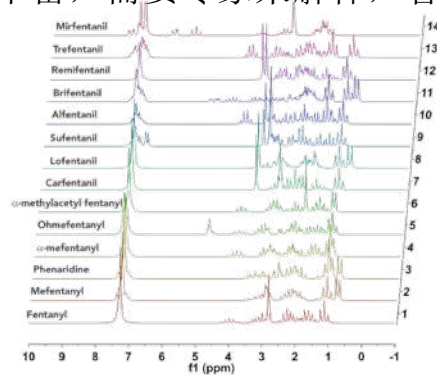
- Future MRI products and applications 未来磁共振成像产品和应用
- Machine Learning, AI, and Cloud 机器学习、人工智能和云计算



# 'Appification' through Software: Key Growth Driver 通过软件实现'应用程序化': 主要增长驱动力

## Traditional MR Output 传统磁共振输出

Complex, information rich, requires an expert to interpret and looks like this 复杂, 信息丰富, 需要专家来解释, 看起来像这样:



## Compact MR + AI + Cloud Output 紧凑的磁共振+人工智能+云计算输出

Uses application-specific MR output and compares with databases, computer software analysis etc. to eliminate need for expert. 使用特定应用的磁共振输出并与数据库、计算机软件分析等进行比较, 以消除对专家的需求。

Applications can be easily integrated into existing software. 应用程序可以很容易地集成到现有软件中。

Output look like this 输出结果是这样的:



There **is** fentanyl in suspicious powder  
有芬太尼的可疑粉末



There **is no** fentanyl in suspicious powder  
没有芬太尼的可疑粉末

Output data, whether image-based or spectroscopic, 输出数据, 基于图像或光谱的数据  
Must be simpler so non-experts can understand and take action 必须更简单, 以便非专业人士能够理解并采取行动

# People of Nanalysis 员工

Highly educated global workforce of over 85 people

Are Employees are Shareholders! 拥有超过85人的高学历全球员工队伍，员工就是股东!

21 PhDs | 20 MScs | 25 BScs



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## Thank You! 谢谢!