



 **nananalysis**

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

Portable MRI for Industrial  
and Healthcare Applications

June 2021

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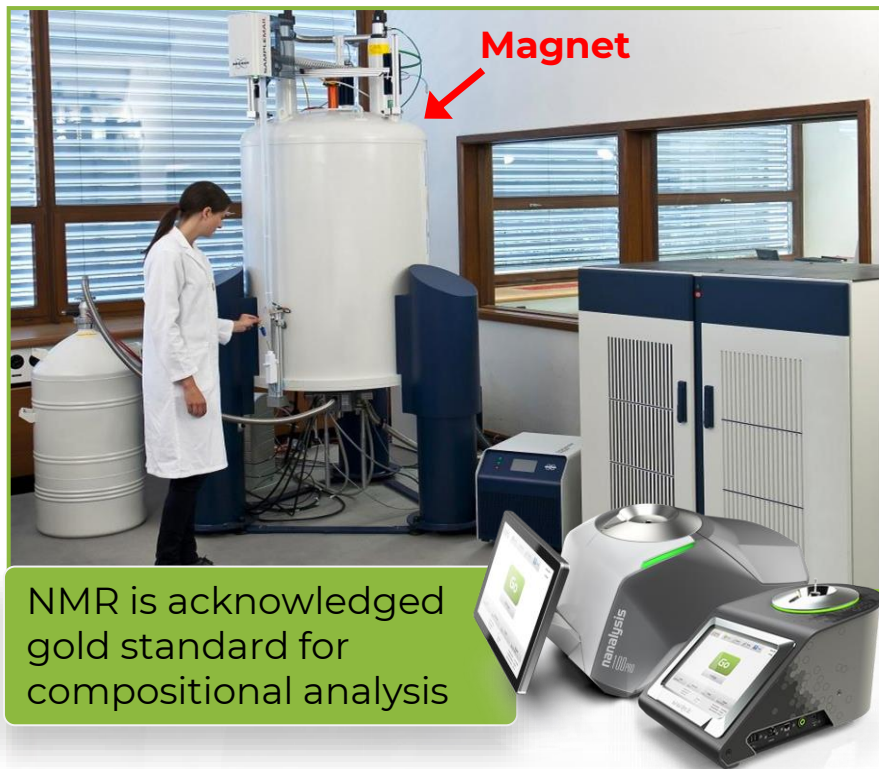
For additional information, please refer to the Corporation's public filings available on SEDAR at [www.sedar.com](http://www.sedar.com). All forward-looking statements contained in this document are expressly qualified by this cautionary statement.

# Paradigm Shift : Massive » Desktop

**Nanalysis Innovation:**

**High-Field NMR » Desktop**

**\$ millions TCO » \$50K-\$150K**



- Nuclear Magnetic Resonance (NMR)**  
**Most Important Analytical Technique**
- Pharma, Food, Mining, Energy...**  
**Measure molecules & amounts**
- Sample in 5 mm glass tube into Magnet**  
**Non-destructive / reliable**
- Unsafe and complex to use**  
**Expensive and not portable**
- Liquid Helium -> Supercon Magnets**  
**Weighs more than your car**

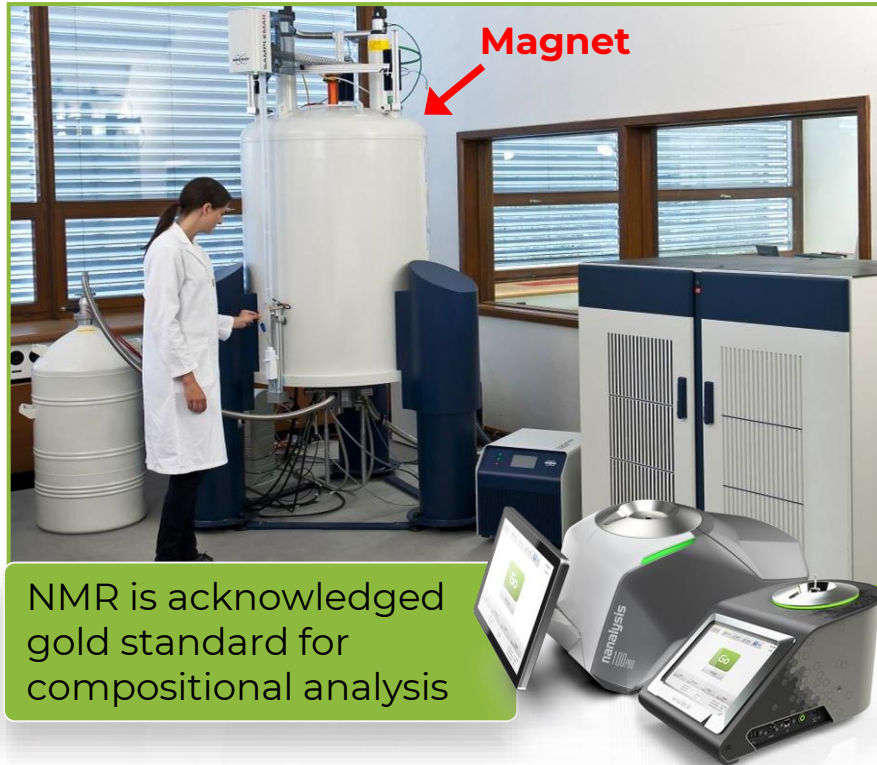
**Miniaturization of industry standard  
will drive adoption and expand market**

# Paradigm Shift : Massive » Desktop

**Nanalysis Innovation:**

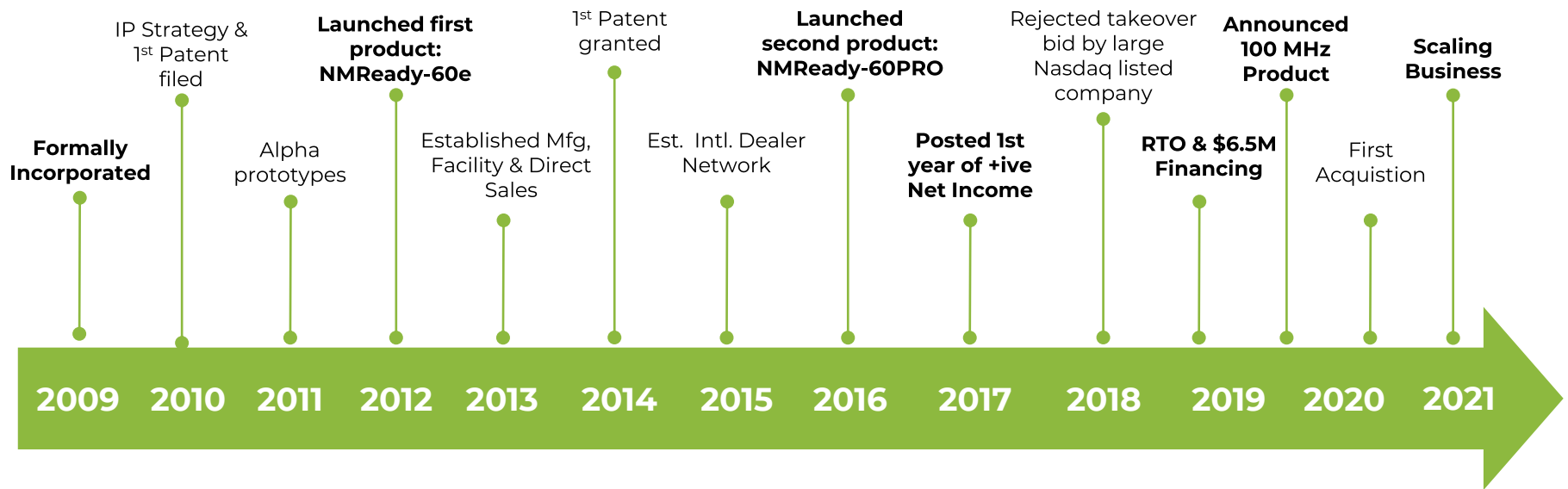
**High-Field NMR » Desktop**

**\$ millions TCO » \$50K-\$150K**



**Miniaturization of industry standard  
will drive adoption and expand market**

# Company History



**Building a Global Fully Vertically Integrated Scientific Instrumentation Company, from the IP Up!**

# 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

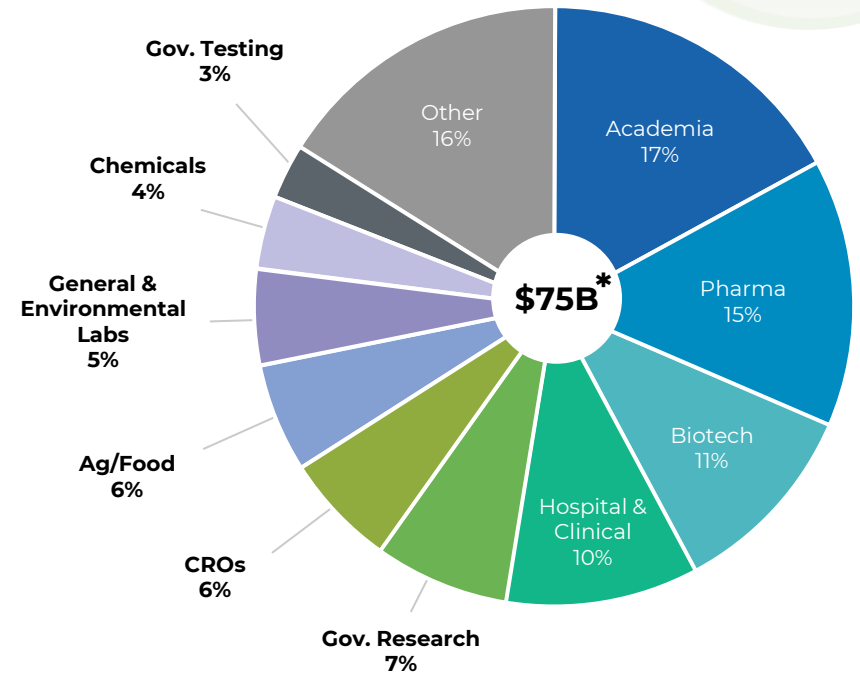


### Strong Balance Sheet and Financial Position

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

# Market Opportunity: Test & Measurement

- **Scientific Instrumentation market was \$75B per year in 2020**
  - Growing by over 5% per year
- **Miniaturization - Growth Drivers**
  - Miniaturization is making equipment standard in every lab and other places
  - New industry-specific applications with global market potential
  - Compact MRI, Cloud, and AI will create opportunities for personalized healthcare in MRI space



*Everything in the modern world is tested & measured  
Innovation, Health & Safety, Quality, Economic Efficiency*

# Customers Include: Over 800 Units Shipped





# Current Products: 65% Gross Margins

## 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™

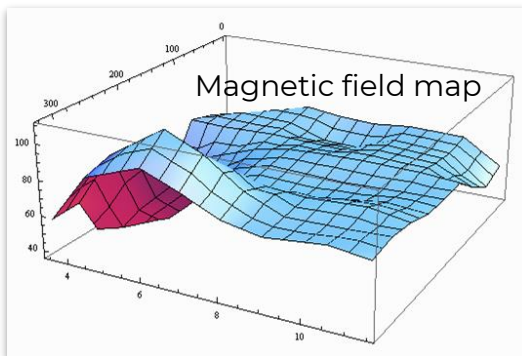
SPINit

PR<sub>im</sub>

\*There is also an exciting pipeline of future products

# Intellectual Property

- **Three Patents on main technical challenges of miniaturizing NMR**
  - Patents granted 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 developed by in-house specialists
- **Proprietary manufacturing processes**
  - Specialized techniques and algorithms make our products very difficult to reverse engineer



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!

## US Patent Office Numbers:

- 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!

# Growth Strategy

## ● **Baseline Business**

- Numerous large-scale industrial applications
- Academic teaching, research labs, and
- New, best-in-class product coming soon
- Over \$4.5M in pre-sales

## ● **Industry Partnerships**

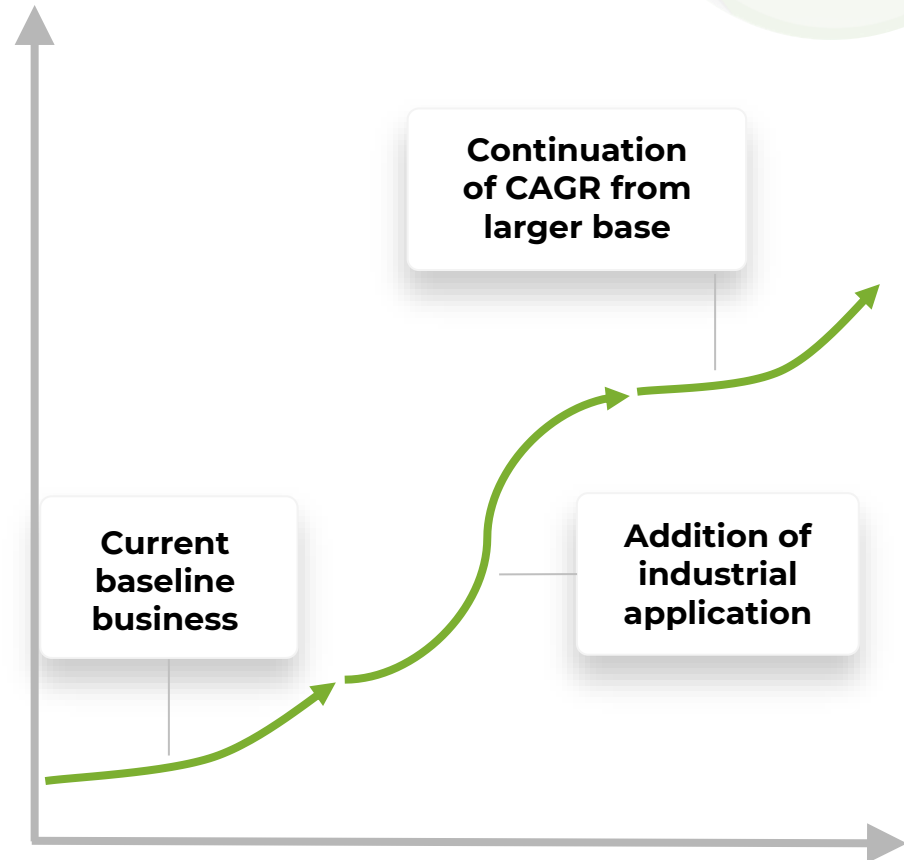
- **Bosch** – Shipping vessel fuel analyzer
  - Total possible market size of 110k units
- **German Police** – Mobile police labs
  - Total annual global spend by major security forces in the billions for analytical instrumentation
- **SARTEC** – Energy and petrochemical
  - Current oil refinery applications indicate market size of 3,500 with more applications under development

## ● **Execute an M&A strategy**

- Complimentary businesses such as sales and software
- 1<sup>st</sup> Acquisition Closed in March 2020

## ● **NMR -> MRI**

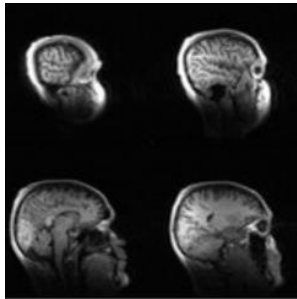
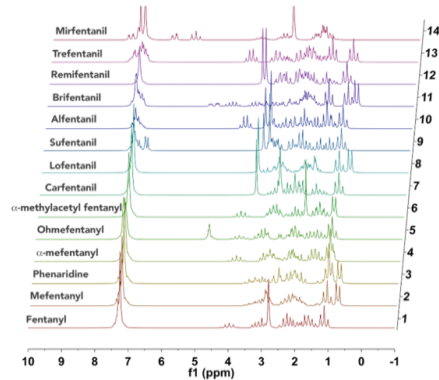
- Future MRI products and applications
- Machine Learning, AI, and Cloud



# 'Appification' through Software: Key Growth Driver

## Traditional MR Output

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



## Compact MR + AI + Cloud Output

Uses application-specific MR output and compares with databases, computer software analysis etc. to eliminate need for expert.

Applications can be easily integrated into existing software.

Output look like this:



There **is** fentanyl in suspicious powder



There **is no** fentanyl in suspicious powder

*Output data, whether image-based or spectroscopic,  
Must be simpler so non-experts can understand and take action*

# Management Team



**Sean Krakiwsky**  
**CEO & Founder**

- B.Sc. & M.Sc., Electrical Engineering from U. of Calgary
- 3<sup>rd</sup> tech. start-up (incl. Acceleware TSXV: AXE)



**Luke Caplette**  
**CFO**

- CPA, CA
- 12 Years of Finance, M&A Experience



**Dr. Susanne Riegel**  
**Director of Marketing**

- M.Sc. in Chemistry, Dalhousie U.  
Ph.D. in Chemistry, U. of Calgary
- Over 14 Years of NMR experience



**Julien Muller**  
**CTO**

- B.Sc. in Electrical Engineering, U of Strasbourg
- Over 15 years of MR tech experience



**Neal Gallagher**  
**Head of Product Development**

- B.Sc. & M.Sc. in Electrical Engineering, U. of Calgary
- Over 10 years of experience in EM modelling



**Dr. Heather Phillips**  
**Director of Operations**

- Ph.D. Chemistry, Dalhousie University
- 15 years of experience technology commercialization, strategic intellectual property management, and project coordination



**Dr. Greg McFeeters**  
**Head of Manufacturing**

- B.Sc. & Ph.D. from U. of Calgary
- Experienced in NMR miniaturization & chip-based NMR



**Remy Schimpf**  
**Senior VP of Sales**

- Founder of RS2D, which was acquired in March
- Proven sales manager, with many years at Bruker

# Independent Board of Directors



CHAIRMAN OF THE BOARD

**Martin Burian**

**CPA-CA, CBV, ICD.D**

Mr. Burian sits on several public company boards and actively seeks investments in private operating companies through Burian Investments Inc., and helps businesses looking to go public leveraging his 25 years of Canadian investment banking experience which includes senior positions at Canaccord Capital and Haywood Securities.



**Werner Gartner**

**CPA/CMA and Technology Investor**

Mr. Gartner has over 24 years executive/board experience with technology based businesses (e.g., NovAtel Inc., Hemisphere GNSS Inc., 4iiii Innovation Inc, Psyko Audio Labs Inc. & Novariant Inc.).



**Guido Cloetens**

**CEO & Chairman, Elysee Development**

Mr. Cloetens is the CEO and Chairman of Elysee Developments Corp. and serves as a director at Edgemont Gold Corp. He has over 30 years of capital market experience.



**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 holding several patents. He is a world renowned expert in electromagnetics.

**Sean Krakiwsky (CEO & Founder)** is also on Board of Directors

# Cap Table

Nanalysis Scientific Corp. (TSXV : NSCI   OTCQX : NSCIF)	Securities Outstanding
<b>Common Shares Issued &amp; Outstanding</b>	66,035,280

- ~ C\$43 million marketcap
- 2021 Revenue Target of over C\$16 million
- Loyal long term investors
- No warrants

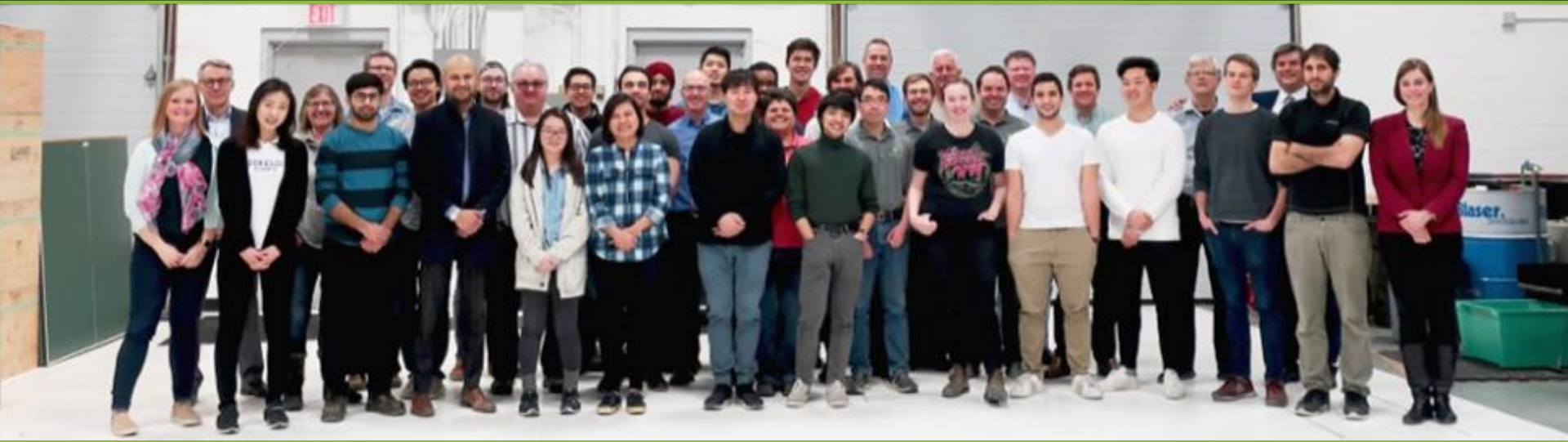
1D 5D 1M 6M YTD 1Y 5Y Max | 📈



# People of Nanalysis

Highly educated global workforce of over 85 people  
Are Employees are Shareholders!

21 PhDs | 20 MScs | 25 BScs



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# Thank You!