

## MISSION STATEMENT

**Mission Statement:** Innovative X-ray everywhere.

## PROBLEM

Research has shown that over 2 billion X-ray procedures are carried out annually making X-ray the most used imaging modality globally. The key challenge with X-ray is limited tissue differentiation. This makes soft tissue visualization challenging due to the overlying bone e.g., for lung cancers, tuberculosis, pneumonia, pneumothorax, catheters and retained surgical objects. This may lead to misdiagnosis, or a follow-up CAT scan. The problem is CAT scans are not ideal because of significantly larger radiation to the patient, slower workflows and much higher lifetime ownership cost.

## SOLUTION

Just like your eye sees 3 colors and creates a world of amazing color, KA Imaging's detector can "see" different X-ray energy levels, which enables better soft tissue visualization by enabling the subtraction of bone and other unwanted materials. KA Imaging's detector creates 3 images: the traditional Digital Radiography (DR), as well as bone and soft tissue images. By separating bone and tissue with our product, physicians can better detect diseases such as pneumonia, coronary calcifications, as well as lines and tubes and retained surgical objects. Our detectors can upgrade any existing X-ray systems. Fundamentally, our technology has changed X-ray imaging, which allows for unprecedented soft tissue contrast at the low dose and price point of conventional digital X-ray.

## MARKET OPPORTUNITY

We have identified multiple markets exceeding \$40B USD, including healthcare, security, industrial imaging, and veterinary imaging that will use our standard x-ray product.

## OUR MANAGEMENT TEAM

- Amol Karnick, CEO ( 22+ years in medical imaging)
- Dr. Karim S. Karim, CTO ( 20+ years building digital X-ray detectors, multiple awards, 250+ publications, 50+ patents, start-up experience)
- Dr. Phil Templeton, CMO ( Board certified radiologist with over 38 years in academic and entrepreneurial medicine)
- Robert Moccia, VP Sales (20+ years in radiology sales)
- Fernanda Fraga, Marketing Manager (10+ years in marketing and communications)
- Ruben Romero, Controller (Chartered Professional Accountant with 20+ years of experience)
- Femi Adeoye, Manager, QA/RA (25+ years in multi-regional regulatory affairs and quality management)

## INVESTMENT OVERVIEW

Company Name	KA Imaging Inc.
HQ Location	Waterloo, Ontario, Canada
Sector(s)	Medical Device
Company Stage	Commercial
Investment Stage	Series B
Seeking	\$25M in Series B Financing

## MILESTONES

- ✓ Global regulatory clearances including approval in USA, Canada, Australia, Taiwan, Indonesia, Malaysia, and Pakistan.
- ✓ Strong sales traction with installs at 10 hospital networks globally, \$13M in the sales pipeline, 7 distributors signed with volume commitments, and strong interest for integration from several OEMs.
- ✓ Accomplished management team with extensive experience in medical imaging and radiology in both startups and multinationals.
- ✓ Robust intellectual property portfolio which includes 80 global patents, including 22 unique patents and 19 patents issued in the United States.

## KEY FINANCIALS

	FY2022	FY2023	FY2024
Revenue	\$9.2M	\$33.7M	\$50.1M
EBITDA	\$(2.1M)	\$2.5M	\$4.7M

Assumes additional \$25M in funding  
All figures in USD

## FINANCING AND EXIT HORIZON

We are seeking \$25M in Series B financing to focus on commercialization, develop new AI and software products, secure additional IP, and continue obtaining regulatory approvals. We anticipate an exit within 2 years via IPO or acquisition by a large OEM with an expected ROI of at least 3x.

## CONTACT INFORMATION

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