

VISION STATEMENT

Innovative X-ray everywhere

PROBLEM

X-ray is the most used imaging modality globally with over 2 billion procedures carried out annually. However, 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 higher radiation to the patient, slower workflows and much higher lifetime ownership cost.

SOLUTION

We have created SpectralDR (color x-ray) to solve the tissue differentiation problem. KA Imaging has developed a breakthrough detector that possesses the remarkable capability to discern various X-ray energy levels, revolutionizing soft tissue visualization by facilitating the elimination of bone and other undesired materials. Our cutting-edge detector generates three distinct images: the conventional Digital Radiography (DR), along with bone and soft tissue images. By effectively separating bone and tissue, medical professionals can significantly enhance their ability to identify diseases like pneumonia, coronary calcifications, as well as accurately locate lines, tubes, and retained surgical objects. What sets our detectors apart is their compatibility with existing X-ray systems, offering a seamless upgrade path.

Fundamentally, our pioneering technology has transformed X-ray imaging, delivering unparalleled soft tissue contrast at a fraction of the radiation dose and cost associated with conventional digital X-ray solutions.

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)
- Charlie Hicks, VP Sales (25+ 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)

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. CE Mark in Europe.
- ✓ Strong sales traction with installs at 15 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.
- ✓ Agreement with 4 distributors in the US.

KEY FINANCIALS

	FY2024	FY2025	FY2026
Revenue	\$10M	\$18M	\$29.2M
EBITDA	\$(2.7)M	\$(3.8M)	\$(5.9M)

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

FINANCING AND EXIT HORIZON

We have closed \$7M out of \$25M in Series B financing, with additional soft-circled \$15M, 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 a strong ROI.

CONTACT INFORMATION

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