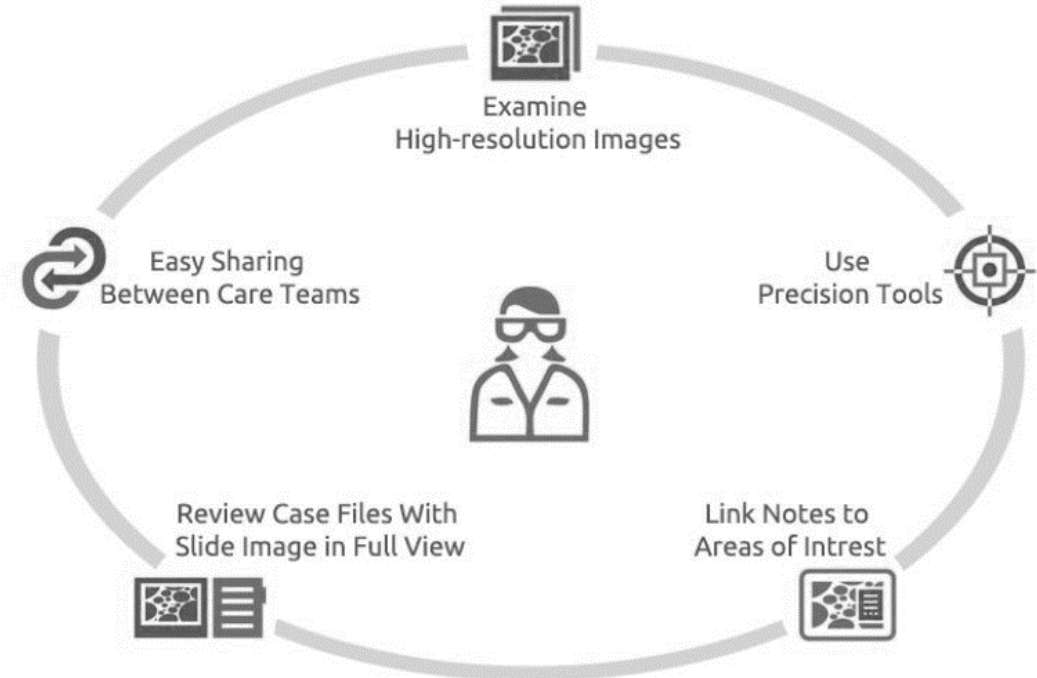


# Motic Digital Pathology



# Open Pathology Platform guiding principles

Compatibility

Efficiency

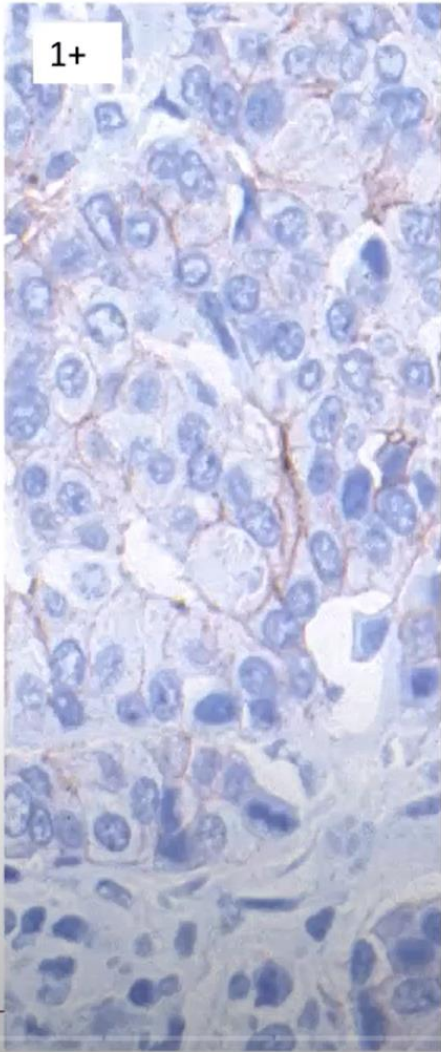
Flexibility

# Digital Pathology makes IHC staining easier to quantify

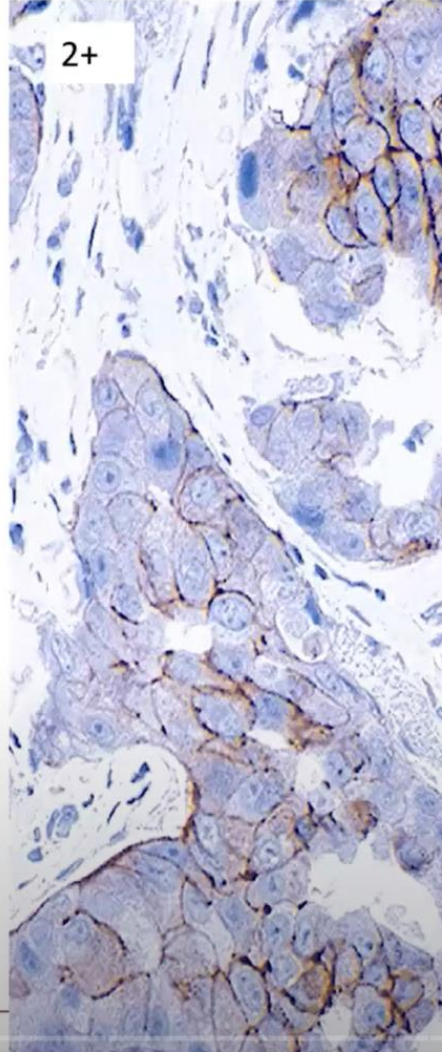
Efficiency



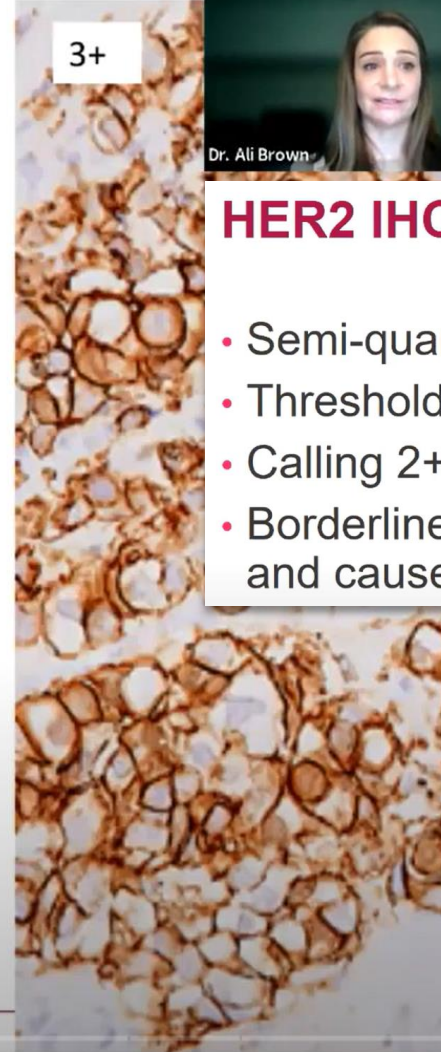
0



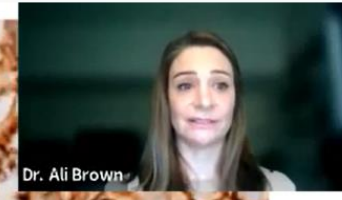
1+



2+



3+



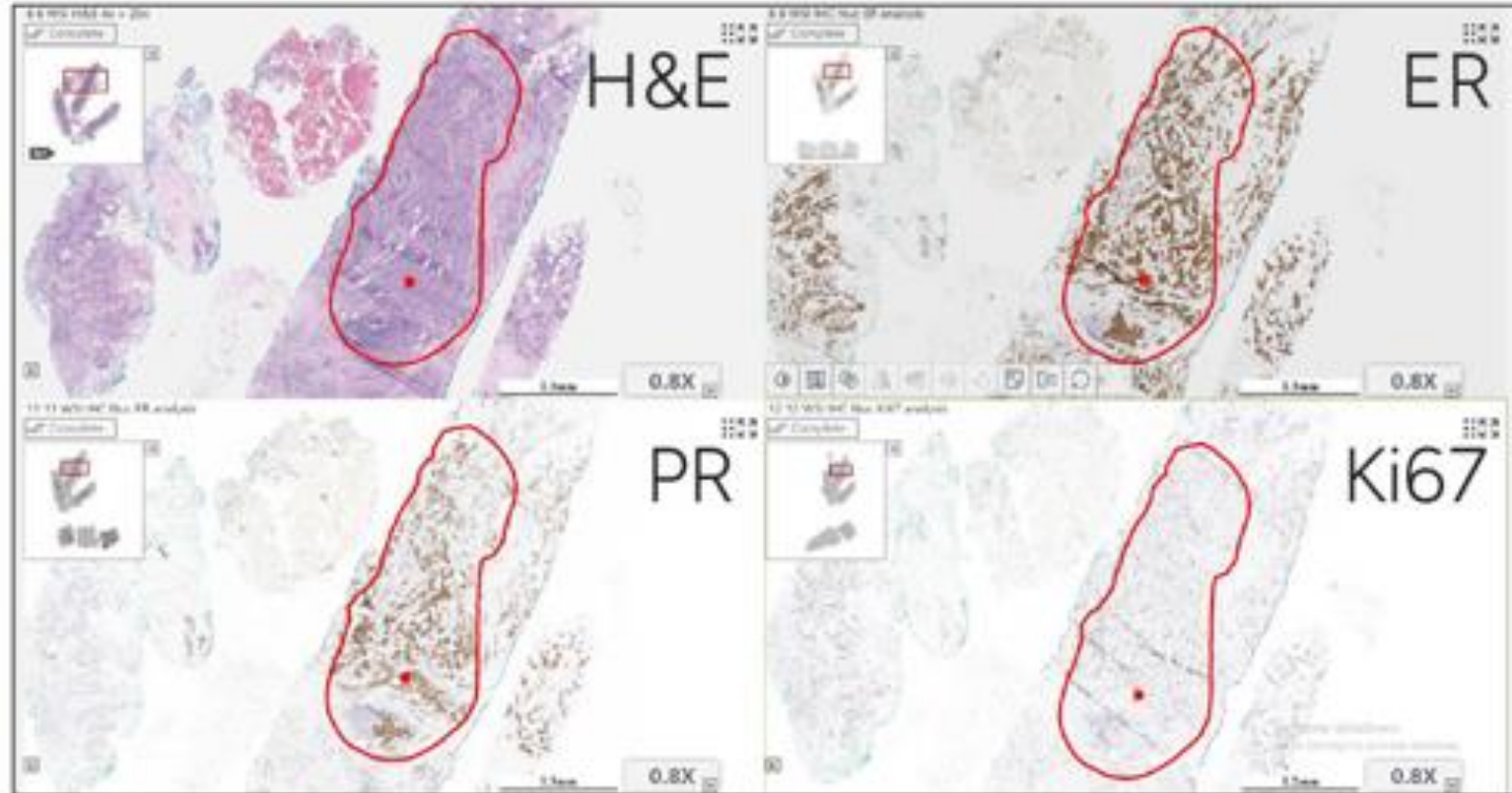
Dr. Ali Brown

## HER2 IHC Scoring Variation

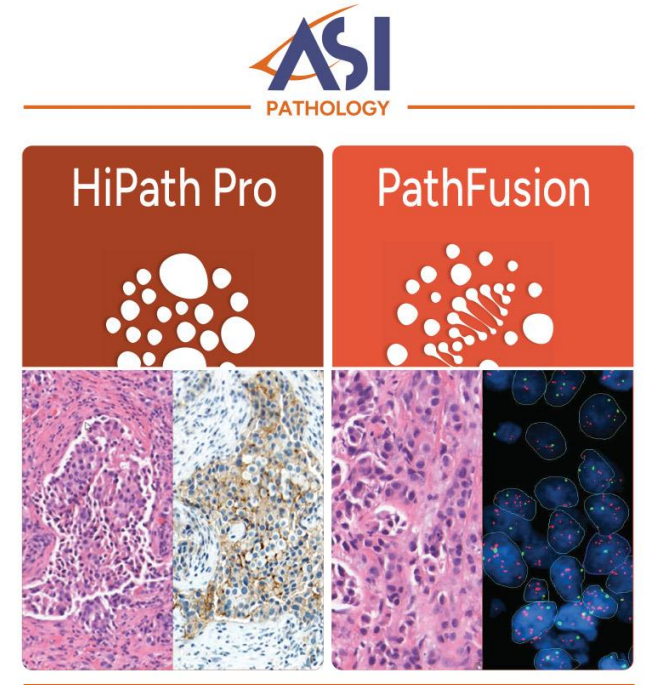
- Semi-quantitative assessment
- Threshold for 1+ versus 2+
- Calling 2+ will reflex to FISH
- Borderline cases will still occur and cause some subjectivity



# Motic's open-source imagery is widely compatible with quantification tools



*Motic + ASI collaboration features analysis software that can automatically fit annotations from H/E onto their IHC serial sections*



# Motic's FS-Live software now available on all EasyScanner models



## Review slides live from anywhere

A ground-breaking system built for real-time remote diagnosis and intraoperative consultations on frozen sections, FNAs, and other cytology adequacy checks.

### View and control live

- Take full control and operate the scanner like a robotic microscope

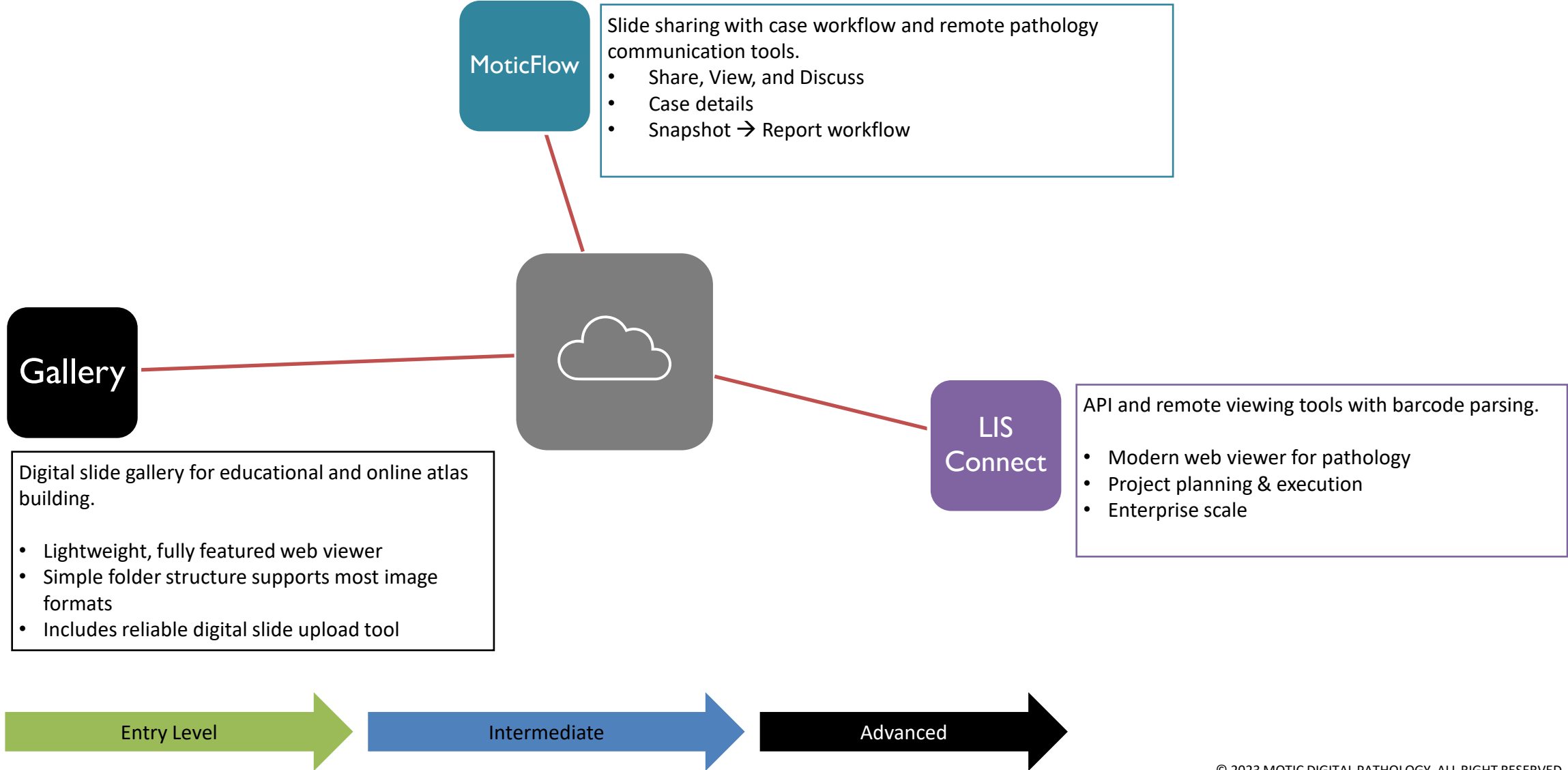
### Intuitive and easy to use

- Designed for live slide review and seamless pathologist-technician communication.

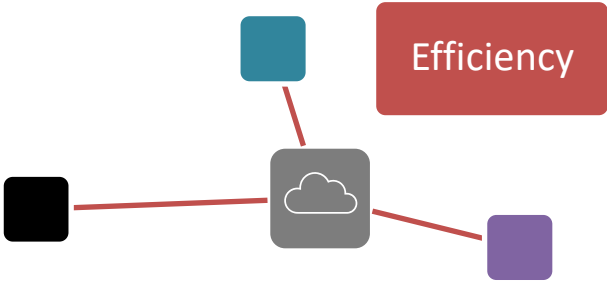
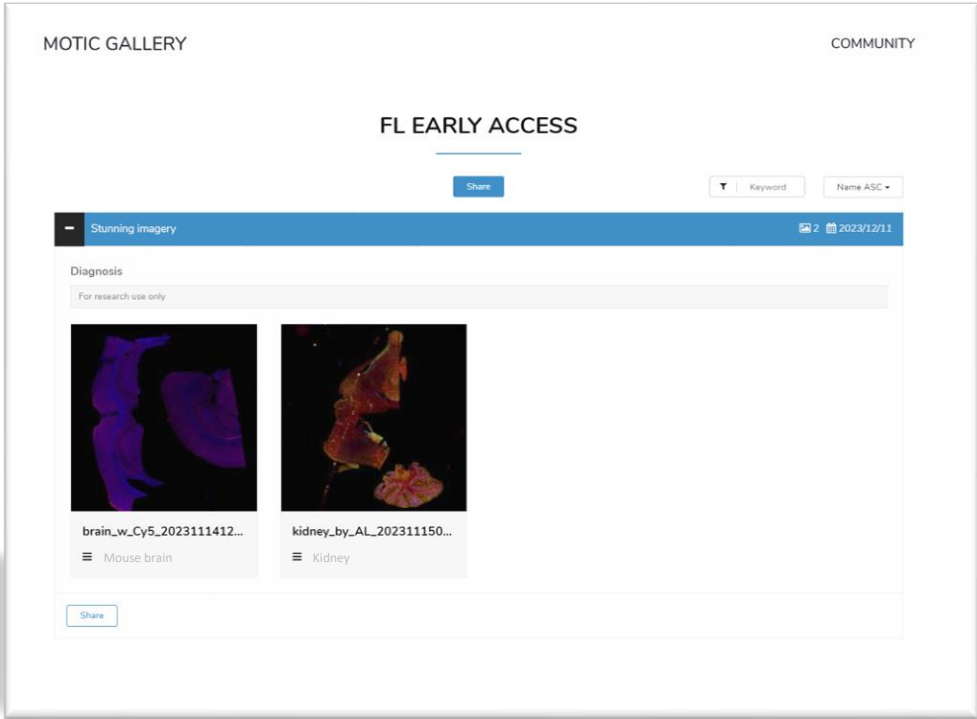
### Save time and money

- Check slides from remote sites or the home office, eliminating cross-campus travel and shipping of glass slides.

# Motic Cloud Sharing Platform



# Motic Cloud Gallery



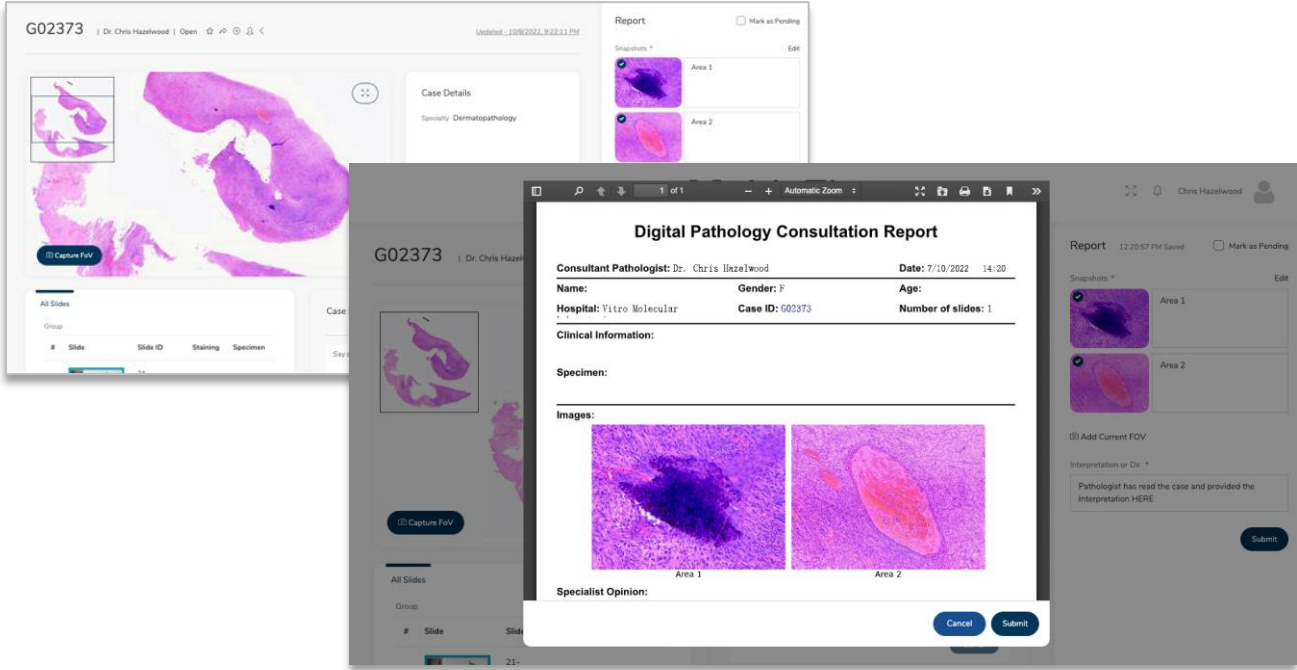
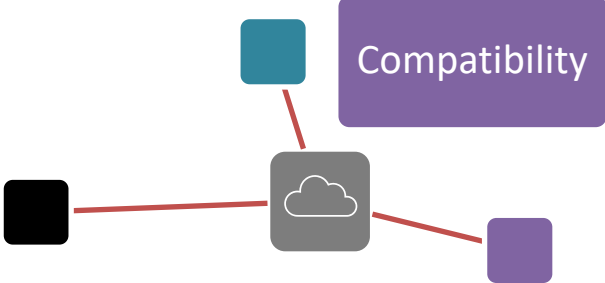
- Reliable upload from EasyScanner
- Simple folder view
- Shareable hyperlinks



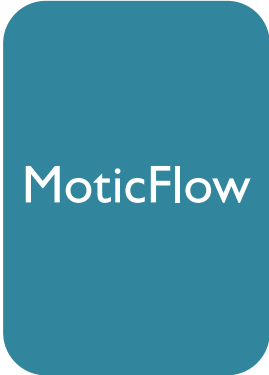
	Pathologist logins	TB storage	Price	Product code	Billing term	Comment
Setup Fee	(waived)					
Motic Cloud Gallery	1	1	\$2,500	ES-MF-GAL	12 mo	Basic folder view
Add-on storage	n/a	10	\$415	ES-MF-TEN-TB	1 mo	Add on storage of 10 TB for one month



# MoticFlow consultation platform



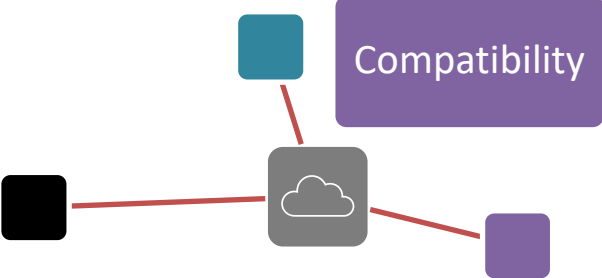
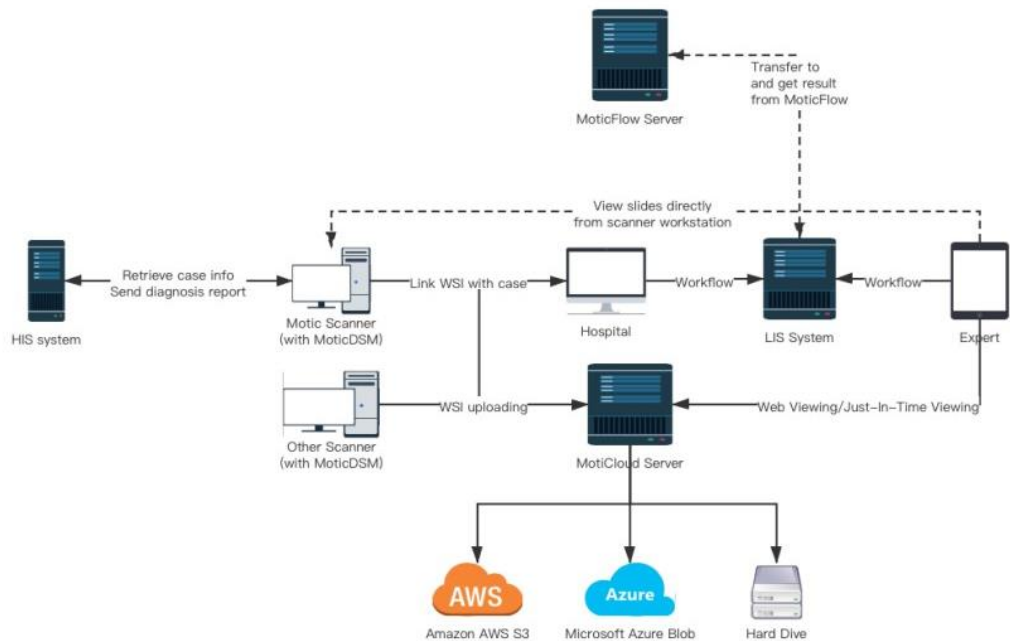
- View & Discuss
- Organize screenshots for reports
- Physician sign off
- PDF output tailored for labs needs



	Pathologist logins	TB storage	Price	Product code	Billing term	Comment
Setup Fee	n/a	n/a	\$1,200	ES-MF-SETUP	One time	User setup and training for moticflow case sharing.
MoticFlow Pathologist	2	3	\$5,000	ES-MF-SUP-02	12 mo	For small practices and INTL case review.
MoticFlow Enterprise	50	10	\$23,000	810518	12 mo	Large scale deployment for multiple sites scanning to a central hub.
Add-on storage	n/a	10	\$415	ES-MF-TEN-TB	1 mo	Add on storage of 10 TB for one month.



# LIS Connect w/ Motic Cloud



- Project support
- Integrate viewer into existing systems
- Central hub for multiple scanners
- Apps menu adds 3<sup>rd</sup> party image analysis



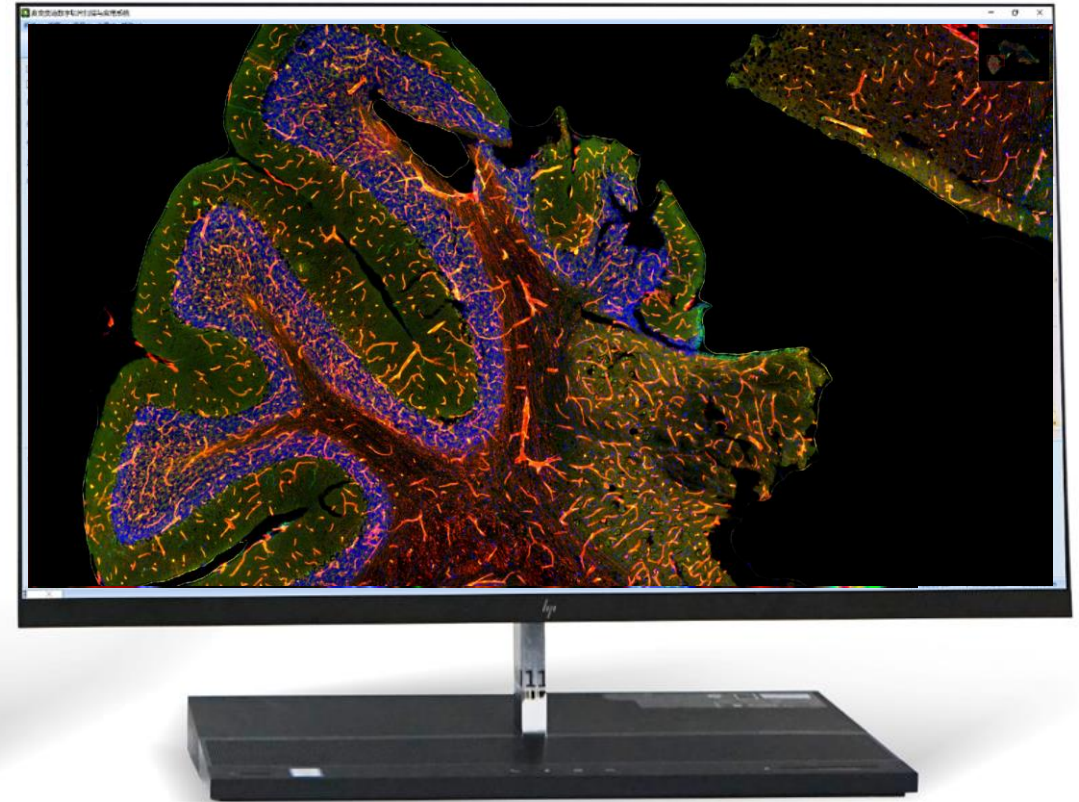
	Pathologist logins	TB storage	Price	Product code	Billing term	Comment
LIS Integration	n/a	n/a	\$5,000	810512	Scoped to project	Integration for small (4wk) project to insert viewing tool into LIS.
Motic Cloud Unlimited	n/a	Unlimited	\$15,000	810516	12 mo	Unlimited slide storage for LIS connected systems or larger galleries

- Introducing MoticFlexScan



# MoticFlexScan 1

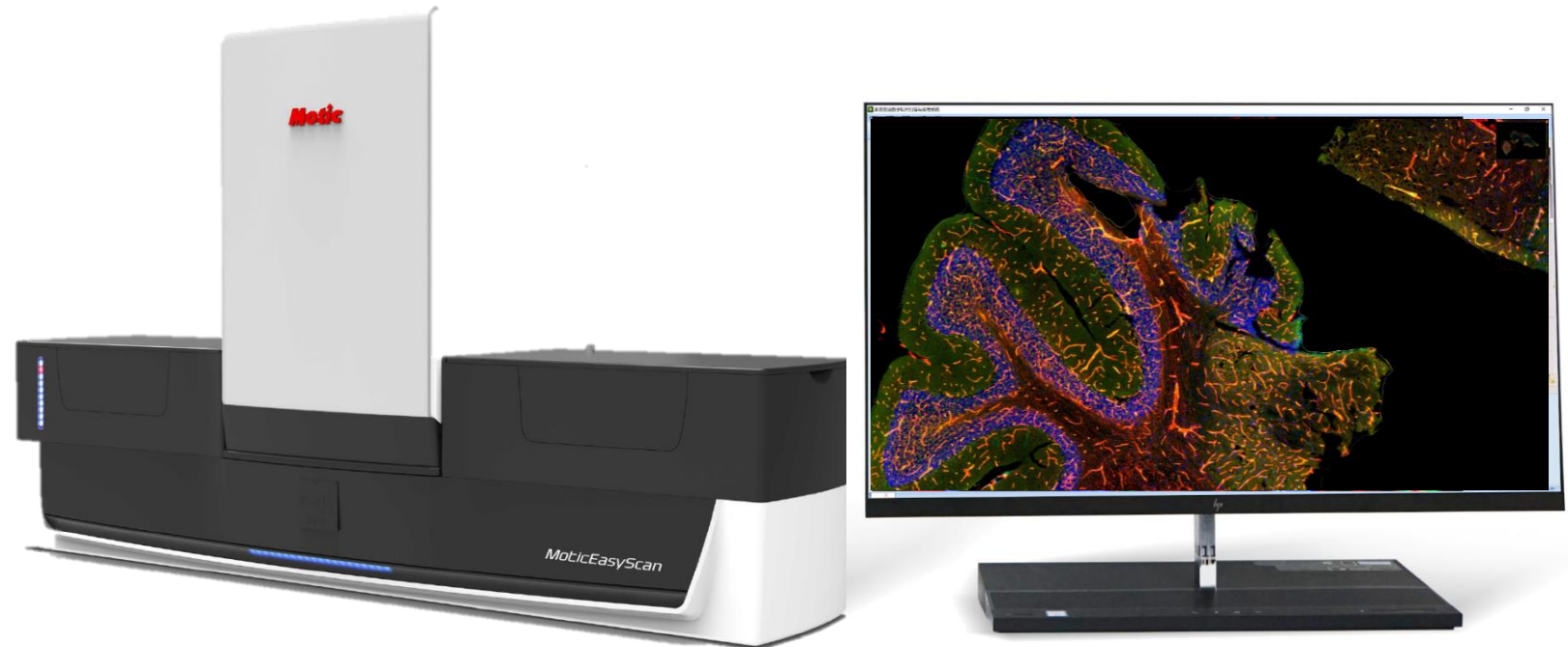
- Combo BF and FL desktop whole-slide scanner
- 3-Color FL (DAPI, FITC, TRITC)
- 40x or 80x whole-slide scanning
  - 3min BF scan time  
15x15mm @40x
  - 15min FL scan time  
15x15mm, 3 colors @40x
- Single slide capacity





# MoticFlexScan 60

- Combo BF and FL benchtop whole-slide scanner
- Tray-based continuous loading for up to sixty slides
- BF and FL whole-slide scanning at 20x or 40x
- 3-Color FL (DAPI, FITC, TRITC)
- ROI detection w/ DAPI
- Preview mode
- Batch apply exposure settings



# Motic Digital Pathology for compatibility, efficiency and flexibility

"MoticEasyScan Series"	Two	Pro 6	Pro 24	Infinity
Capacity	2	6	24	102
FS Live	Yes	Yes	Yes	Yes
Preview Mode	Yes	Yes	Yes	Yes
Smart Tray image QC	No	No	No	Yes
			***New in 2024: Infinity upgrade kit for Pro24 scanners allows users to start small and scale capacity when ready	

Reliable high-quality scalable brightfield scanning and industry leading live mode

Scalable application support for;

- Low, medium or high-volume frozen section live
- Routine H/E + IHC panels
- Non-coverslip smears

"MoticFlexScan Series"	FlexScan 1	FlexScan 60
Capacity	1	60
FL Plex	3	3
Preview Mode	Yes	Yes
Smart Tray image QC	No	No

Fast brightfield & low-plex fluorescence in one box

For higher volume applications including;

- Kidney
- Skin
- FISH

## Positioning Statement

*“ Motic’s **open pathology platform** is more accessible and easier for labs to adopt than most big-box digital pathology systems because it features high quality, compact slide scanners that can be upgraded from small-medium to high volume in a scalable way that is affordable for the everyday lab while also outputting images that are compatible with a wide range of image management, LIS and image analysis solutions to help unlock the value held within a library of high-resolution whole slide images”*