

VISIUS Surgical Theatre

— seeing is better

by IMRIS 



Corporate Presentation
Q3/2011

Forward-Looking Statements

This presentation contains "forward-looking information" and "forward-looking statements" within the meaning of applicable Canadian and United States securities laws. Forward-looking statements and information may be identified by terms such as "may", "will", "should", "continue", "expect", "anticipate", "estimate", "believe", "intend", "plan" or "project", or similar terms or the negatives of these terms. All statements relating to plans, strategies, projections of results of specific activities or investments, and other statements that are not descriptions of historical facts, may be forward-looking statements. Forward-looking statements and information are inherently subject to risks and uncertainties, and actual results could differ materially from those currently anticipated due to a number of factors, which include, but are not limited to, operational risks, the effects of general economic conditions, changing foreign exchange rates and actions by government authorities, uncertainties associated with legal proceedings and negotiations, industry supply levels, competitive pricing pressures and other risks and uncertainties disclosed under the heading "Risk Factors" in the Company's Annual Information Form in respect of the year ended December 31, 2010 and the Risks and Uncertainties disclosed in the Management's Discussion and Analysis for the year ended December 31, 2010. As a result, undue reliance should not be placed on the forward-looking statements and information contained in this presentation. Although we believe that the expectations reflected in the forward-looking statements and information are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements. The Company's forward-looking statements and information reflect the beliefs, opinions and projections on the date the statements are made. The Company assumes no obligation to update forward-looking information should circumstances or management's estimates or opinions change, except as required by law.

Reporting Currency and Gross Margin

All currency amounts in this presentation are denominated in US dollars and gross margins are expressed as a percentage of revenues.

VISIUS Surgical Theatre



Unmatched intraoperative vision

Better information for decision making

Enhanced precision in treatment

Improved patient outcomes

Multiple clinical applications

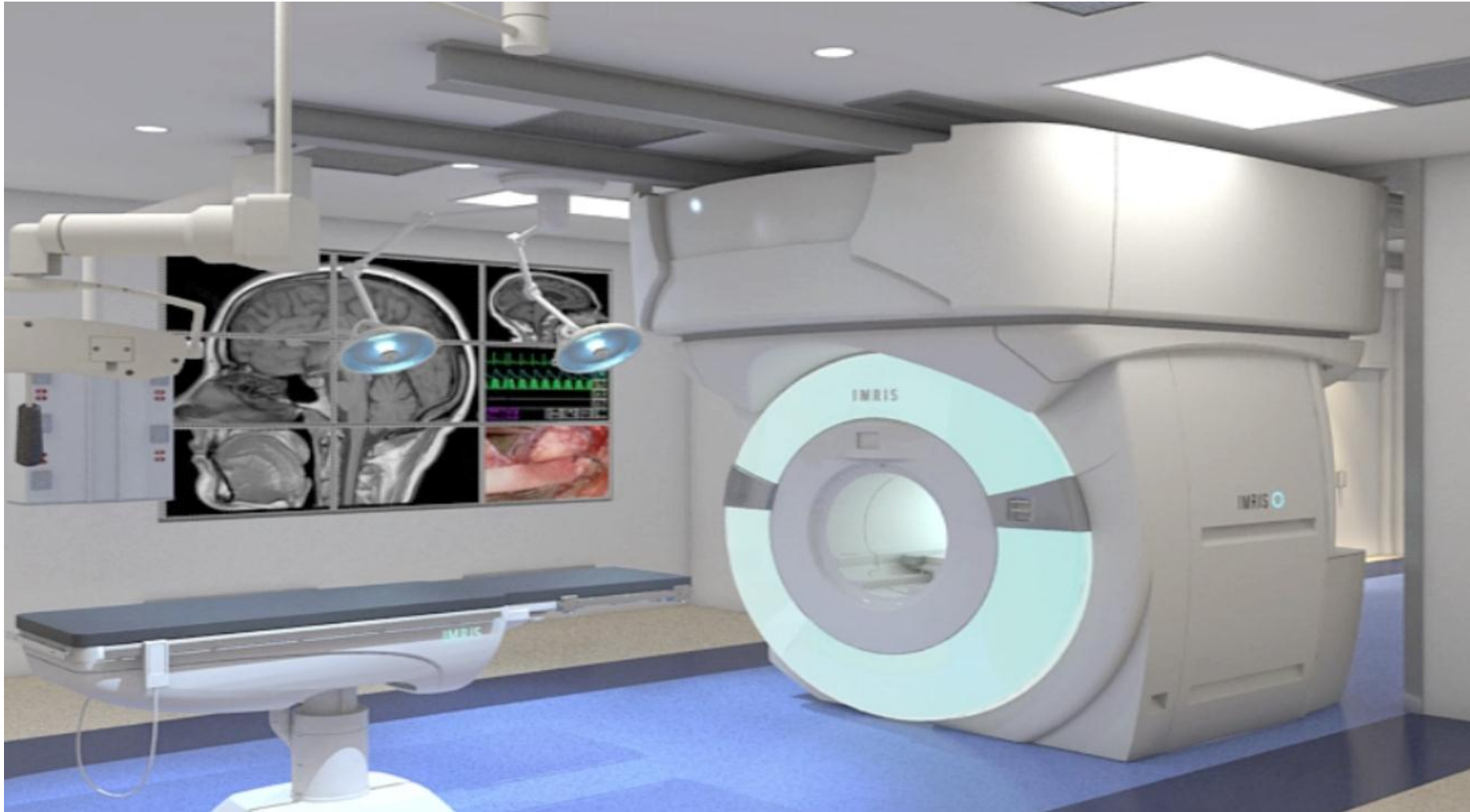
Seeing is Better

54%

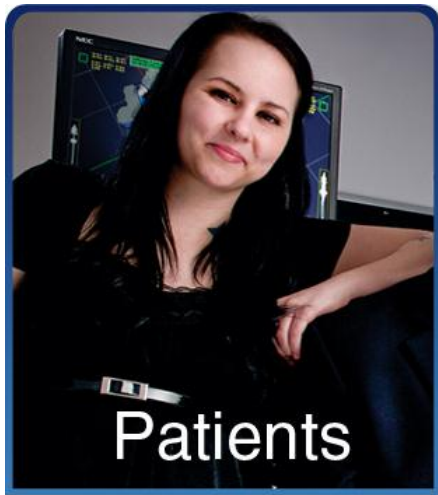
In 54% of glioma cases, additional tumor was resected after iMRI



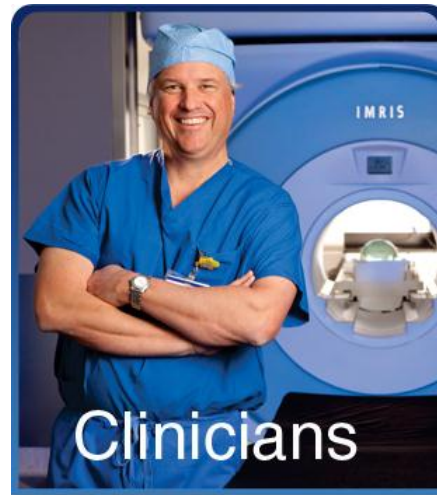
VISIUS Surgical Theatre



VISIUS Surgical Theatre Delivers Value Across Customer Stakeholder Groups



Improved Outcomes

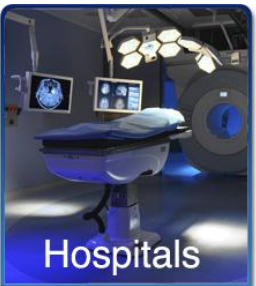
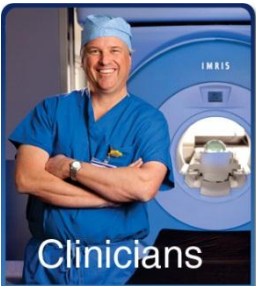


Enhanced, Efficient
Treatments



Strong Business
Model

VISIUS Surgical Theatre – Value Proposition



Vision

Precision

Utility

Imaging before, during, after procedure

MR, CT and fluoroscopic imaging

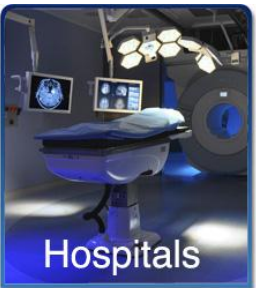
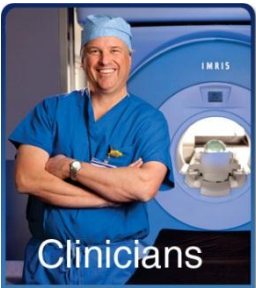
Real-time verification of effectiveness

Improved Decision Making

Surgeons modified procedures in **48.9%** of cases, based on iMRI information from VISIUS Surgical Theatre¹

1. Xiaolei Chen, et al. Dual-room Intraoperative a Magnetic Resonance Imaging Suite with Movable Magnet: Implementation and Preliminary Experience, 2011

VISIUS Surgical Theatre – Value Proposition



Vision

Precision

Utility

Optimal patient positioning

Patient movement eliminated

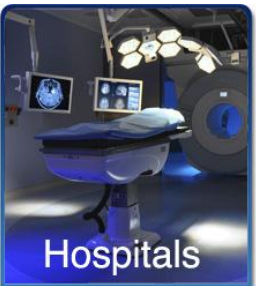
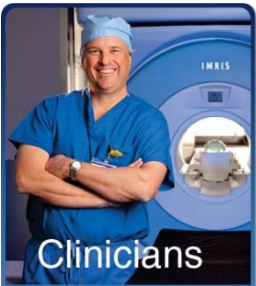
Integrated anatomical navigation

Better Patient Outcomes

93% of glioma procedures achieved gross/near total tumor resection using iMRI from VISIUS, versus 65% when iMRI was not used.¹

1. Chicoine MR. et al. Implementation and Preliminary Clinical Experience with the Use of Ceiling Mounted Mobile High Field Intraoperative Magnetic Resonance Imaging Between Two Operating Rooms, 2011.

VISIUS Surgical Theatre – Value Proposition



Vision

Precision

Utility

Intraoperative/diagnostic capabilities

Multiple clinical applications

Neurosurgery

Cardiovascular

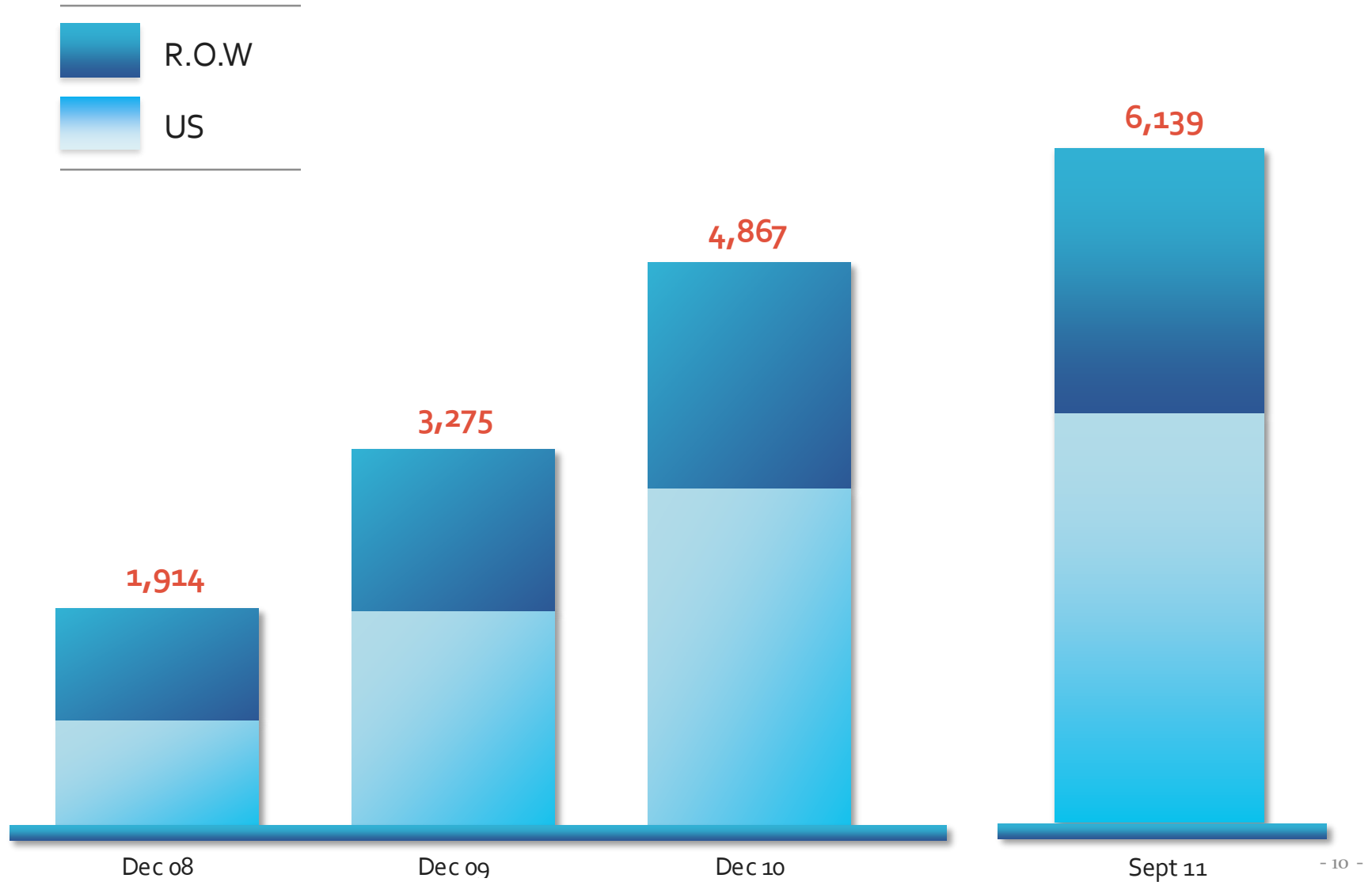
Cerebrovascular

Reduced Hospital Costs

Length of hospital stay decreased **54.9%** when iMRI was used in brain tumor resections¹.

1. Hall WA, et. al. Costs and Benefits of Intraoperative MR-Guided Brain Tumor Resection, 2003

Cumulative VISIUS Surgical Theatre Procedures



Broad International Customer Base



49 VISIUS Surgical Theatres worldwide

VISIUS Surgical Theatre

Image Guided Surgical Robotics

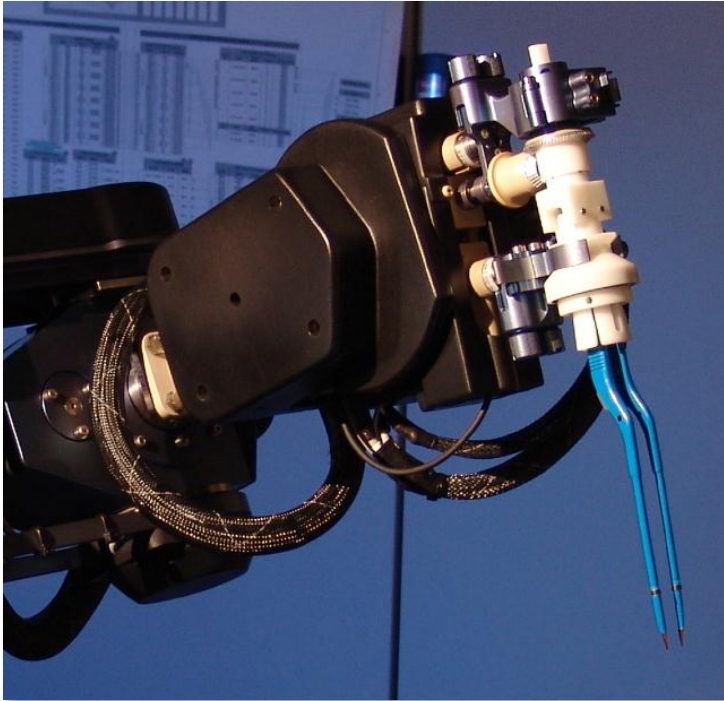


MR Guided Radiation Therapy



Robotics and MRgRT are works in progress and not for sale.

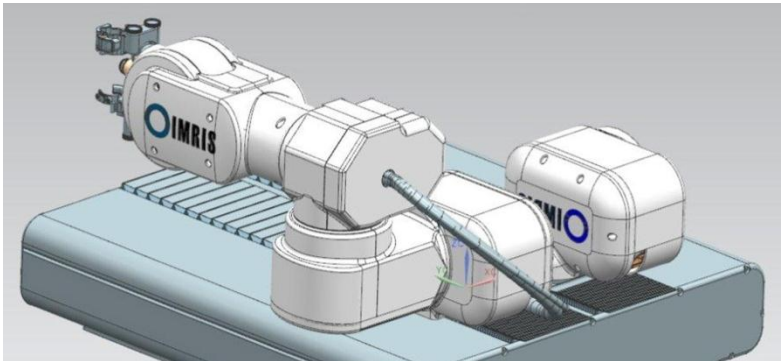
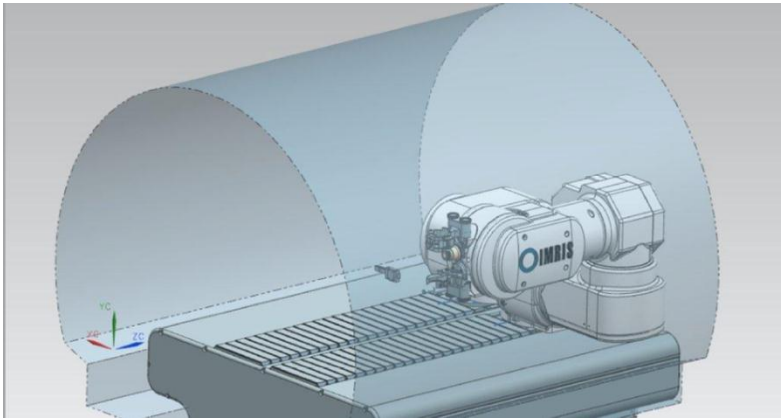
Image Guided Surgical Robotics



First generation robot – clinical trial
120 patient study
26 procedures completed

Image Guided Surgical Robotics

Second Generation System Under Development



Growing recognition and demand for medical robotics

MR Guided Radiation Therapy



MRgRT Planned Benefits

- Enhanced targeting with MR imaging
- Fewer treatment sessions
- Reduced impact on healthy tissue
- No exposure to radiation during imaging

MR Guided Radiation Therapy

Product development underway with Varian

Anticipated FDA clearance requirement
510(k)

First preclinical site: Princess Margaret Hospital
Leading cancer center

Global RT Market¹

\$4B market

10% CAGR (2006-2010)

5,600 Linacs worldwide

8-10 year replacement cycle
in U.S.

¹ Source: Varian Medical Systems

Revenue Model

VISIUS Surgical Theatre		
Systems ASP	\$6M	Capital
Service	\$1.5M	Recurring
Image Guided Surgical Robotics		
Systems		Capital
Service		Recurring
Instruments & Accessories		Recurring
MR Guided Radiation Therapy		
Systems		Capital
Service		Recurring

Service revenue assumes 5% of systems capital cost annually over typical 5 year service contract term

Large Addressable Markets

Current VISIUS Surgical Theatre Applications

	U.S. ¹	ROW ²
Major neuroscience centers	1,297	1,300
Major cardiac centers	669	670
Advanced primary stroke centers	781	780

Annual Revenue Potential

	Penetration		
	5%	10%	18%
Systems	\$207M	\$413M	\$743M
Service	\$83M	\$165M	\$297M
Total	\$290M	\$578M	\$1.04B

1. US News, WorldReport, 2010; The Joint Commission
2. Company estimates

2011 Financial Summary

(\$Millions)

	Q3/11	YTD Sept 30/11
Revenues	7.2	37.1
Gross Profit	2.1	12.9
Gross Margin	29%	35%
Operating Expenses	9.2	28.1
EBITDA	(6.3)	(12.7)
Net Loss	(8.5)	(16.0)

	Sept 30, 2011
Cash, accounts receivable	55.8
Total assets	101.1
Total liabilities	21.9
Shareholders equity	79.2

	Sept 30, 2011
System Orders	70.1
Service Contracts	32.2
Total Backlog	102.3

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