





Confidential

### About American Shared Hospital Services (NYSE American: AMS)

American Shared Hospital Services (ASHS) is a leading provider of creative financial and turnkey solutions to Cancer Treatment Centers, hospitals, and large cancer networks worldwide. The company works closely with major global Original Equipment Manufacturers (OEMs) that provide leading edge clinical treatment systems and software to treat cancer using Radiation Therapy and Radiosurgery. Major products the company is able to provide financial support for include MR Guided Radiation Therapy Linacs, Advanced Digital Linear Accelerators, Proton Beam Therapy Systems, Brachytherapy systems, and through the Company's GK Financing partnership with Elekta, the Leksell Gamma Knife product and services. ASHS is a leading global provider of Gamma Knife radiosurgery equipment, a non-invasive treatment for malignant and benign brain tumors, vascular malformations, and trigeminal neuralgia (facial pain). For more information, please visit: <u>www.ashs.com</u>.



www.ashs.com

### **Our Purpose**

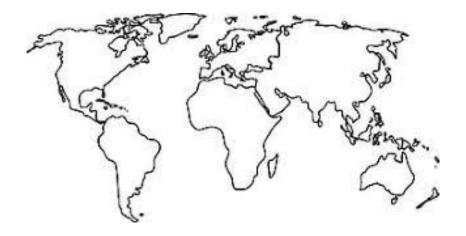
Simply put, we finance medical equipment but not in traditional terms, We make best medical technology accessible to you via innovative models. We are also doing our fair share of delivering critical equipment in underserved markets and we are very proud of our achievements!

At ASHS's, we give our clients, hospitals & clinics, the means and the resources to take on and combat deadly diseases and we are looking forward to seeing how we can help you achieve the same.

#### **Our Highlights**

- ✓ Geography driven
- ✓ Wholesale and Retail
- ✓ Allowing "Accessibility" to growth markets
- ✓ Extensive Product offerings
- ✓ Strong balance sheet to support growth
- ✓ innovative financing solutions creativity to meet your needs
  - ✓ On and off-balance sheet structures
  - ✓ Risk Sharing, Investment, and Equity position
- ✓ Turnkey Solutions OEM Equipment, Construction, Building

#### **Global Reach**





**ASHS** 

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## Vendor Agnostic – Single/Multi-Rooms

#### Financial services to help procure your treatment technology selections for your institution!



**MEVION PBRT** 



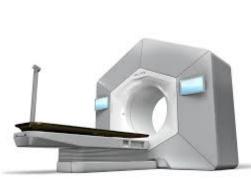
ELEKTA HARMONY



VARIAN TRUE BEAM



ELEKTA VERSA HD



VARIAN HALCYON



**ELEKTA HARMONY** 



**ELEKTA BRACHY SUITE** 



**ELEKTA ESPRIT** 



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## **Company Overview**

American Shared Hospital Services (ASHS) is a publicly traded company that provides turnkey technology solutions to healthcare providers, primarily in the area of radiation therapy equipment. ASHS is OEM/Vendor agnostic. The company was founded in 1984 and is headquartered in San Francisco, California

A leading provider of creative financial and turnkey solutions to Cancer Treatment Centers, hospitals, and large cancer networks worldwide. The company works closely with major global Original Equipment Manufacturers (OEMs) that provide leading edge clinical treatment systems and software to treat cancer using Radiation Therapy and Radiosurgery. Major products the company provides financial support for include MR Linacs, Advanced Digital Linear Accelerators, Proton Beam Radiation Therapy Systems, Brachytherapy systems, and through the Company's GK Financing partnership with Elekta, the Leksell Gamma Knife Radiosurgery product and services

#### We Offer:

- ✓ Provides clients with access to these advanced technologies through its shared hospital services model.
- ✓ Allows clients to benefit from the latest technology & expertise without having to bear the full cost of ownership.
- ✓ Provides related services such as installation, maintenance, & training ensuring clients effectiveness & safely.
- Shared hospital services model helps smaller clients access advanced technologies that they may not be affordable on their own.
- ✓ Particularly important in rural/underserved areas where access to advanced healthcare technologies may be limited.
- ✓Allows clients to share best practices & expertise, leading to improved patient outcomes & more efficient use of resources.

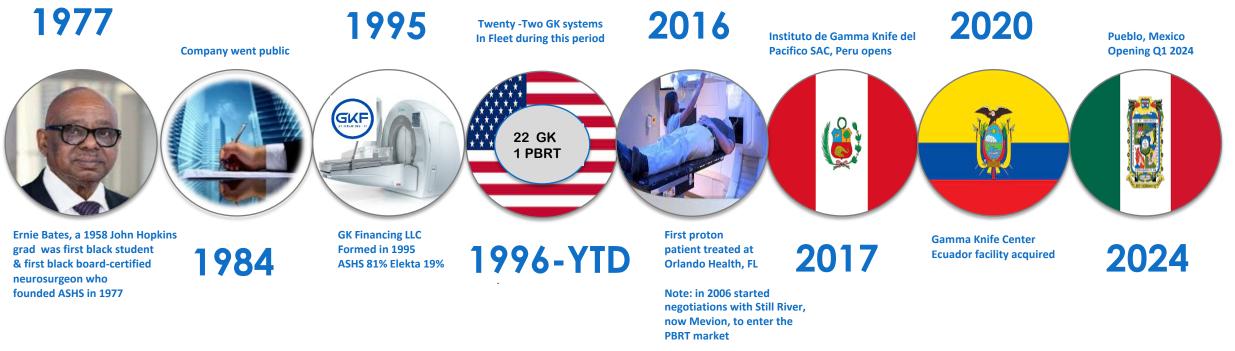


# **Company Mission & Key Milestones**

### ASHS

#### **Our Mission:**

"Our mission is to address and promote health equity globally by increasing access to advanced healthcare technologies that treat cancer in all markets. Through our efforts, we strive to elevate hope and improve health outcomes for all individuals including those in underserved markets, making the latest cancer treatment systems more easily accessible for patients."



40 Years of partnering with Hospitals, Medical Centers, & Multi-Disciplinary Cancer Centers.



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# Strategic Partnership In Radiosurgery



GKF is a subsidiary of ASHS, dedicated to radiosurgery and Gamma Knife
acquisition GKF is an Elekta Global OEM Partner where ASHS owns 81% and
Elekta 19%. GKF is a leading global provider of Gamma Knife radiosurgery
equipment, a non-invasive treatment for malignant and benign brain tumors,
vascular malformations, and trigeminal neuralgia (facial pain).

- ✓ Worldwide implementation capabilities
- ✓ Joint sales support
- Access to international sites and resources
- ✓ Joint marketing support

- Combined support for KOLs
- ✓ Pass thru service contracts

Additionally, Elekta is an active member of GKF's Product Advisory Board and provides strategic product insights and suggestions. Our relationship with Elekta provides our partners with integration to seminars, lectures and case studies

Worldwide leader in Leksell Gamma Knife<sup>®</sup> unit ownership through GK Financing, LLC (GKF) Authorized financial provider of Leksell Gamma Knife products and Services through GKF



# **Featured Management Expertise**



#### Ernest Bates, MD,

Founder & Board Director

- > Formal Board Chairman & CEO
- Acclaimed Neurosurgeon

Craig K Tagawa,

> CEO GK Financing, LLC

Joined ASHS in 1988

Ernest R Bates, Jr,

International BD

> Joined ASHS in 2007

> Merryll Lynch, HSBC

& BD

Vice President, International Sales

Prior ASHS CFO

President, ASHS

> Philanthropist & Entrepreneur



#### 20+ Years



#### 25+ Years

### **Ray Stachowiak**,

**Executive Chairman Of The Board** 

- $\succ$  Director since 2009
- > CEO, ASHS from 2020 3/2023
- Founder-Shared Imaging
- 40+ Years



- Fortune 100 to Startups
  - GE, Abbott Senior Management
  - Joined February 2023



**Chief Executive Officer, ASHS** President & COO, GK Financing, LLC

- Formally President/CEO Elekta Inc. and EVP North & South America
- Member Global Elekta Exec Committee

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- Former President, Myocardial Solutions
- > Former CEO ExecInsights, Inc.

#### Ranjit Pradhan,

Head Of Marketing, Customer Advocacy, **Business Development** 

**GK Financing** 

Subsidiary Of ASHS

Formally SVP, Software Portfolio Elekta Inc.



Curtis Ellis,



40+ Years

20+ Years



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30+ Years

**Bob Hiatt**, Chief Financial Officer, ASHS /( Public and Private Companie



**Director, Sales Western Region** 

Radiation Oncology, Brachytherapy

Formally Director, Sales Elekta

Accuray, CR Bard, ADAC Labs

Joined ASHS in 2023

Financing, LLC



Eyecare & Surgical Facilities

### **Proven Business Model**

- Traditional Joint Venture Structures
  - All costs and earnings to be shared on a % basis determined by equity investment
  - Clinical Management responsibilities maintained by our cancer center partner to maintain provider-based status. Alternatively, JV partners may share responsibilities.
- American Shared Hospitals / GKF Services Benefits
  - No development fees
  - No ongoing management fees
  - Industry best economic returns for our partners



**ASHS** 

### **Proven Business Model**

**Alternative Joint Venture Structures** 

Shared Risk

Fee For Use – No Minimums

Reduced capital outlay

ASHS / GKF Responsibilities

Bear Equipment Cost

Equipment related OpEx

Jointly fund marketing

Cancer Center Responsibilities

**Bear Site Costs** 

Non-equipment related OpEx

Jointly fund marketing



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## Value Added Reseller Model

- Straight out purchase, no financing, unless desired
- Most OEM vendors do not like Turnkey projects
- ASHS/GKF works with the OEM's and 3rd parties
- Customer states what products & services are needed
- ASHS present one package(s) to Customer working with each OEM & 3rd party as applicable
- Customer receives same response (specifications, etc.) from
  - ASHS as they would receive from each OEM or 3rd party
  - But from one source, who handles it all!
- Customer only needs to deal with ASHS/GKF
  - Entire order process Through delivery, rigging, installation, training, & acceptance!



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### ASHS

# **Complete Design-Build Construction**

#### Total Turnkey Solution Provider

- If your hospital or healthcare facility is planning a new imaging suite, cancer treatment replacement, a new addition, a complete renovation, or a freestanding facility
- We coordinate and manage a unique combination of services that involve all phases in the planning, design, and construction of healthcare facilities
- Complete Design-Build Construction and Hospital Renovation Services
- Complete Architectural/Engineering Services
  - MRI Linear Accelerators
  - Proton Therapy Systems
  - Linear Accelerators
  - \* Radio-Surgery Systems including Leksell Gamma Knife, CyberKnife, and others



# **Key Clinical Customers & Partners**

ASHS/GKF is the largest provider of Radiosurgery via Gamma Knife in the world. We have worked closely with our current clients who are recognized in the field of neurosurgery and radiation oncology.





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### **AMERICAN SHARED HOSPITAL SERVICES**

### Making the Best Healthcare Technology Accessible





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