

# Echo IQ

**CORPORATE PRESENTATION  
ISSUED FEBRUARY 2022**

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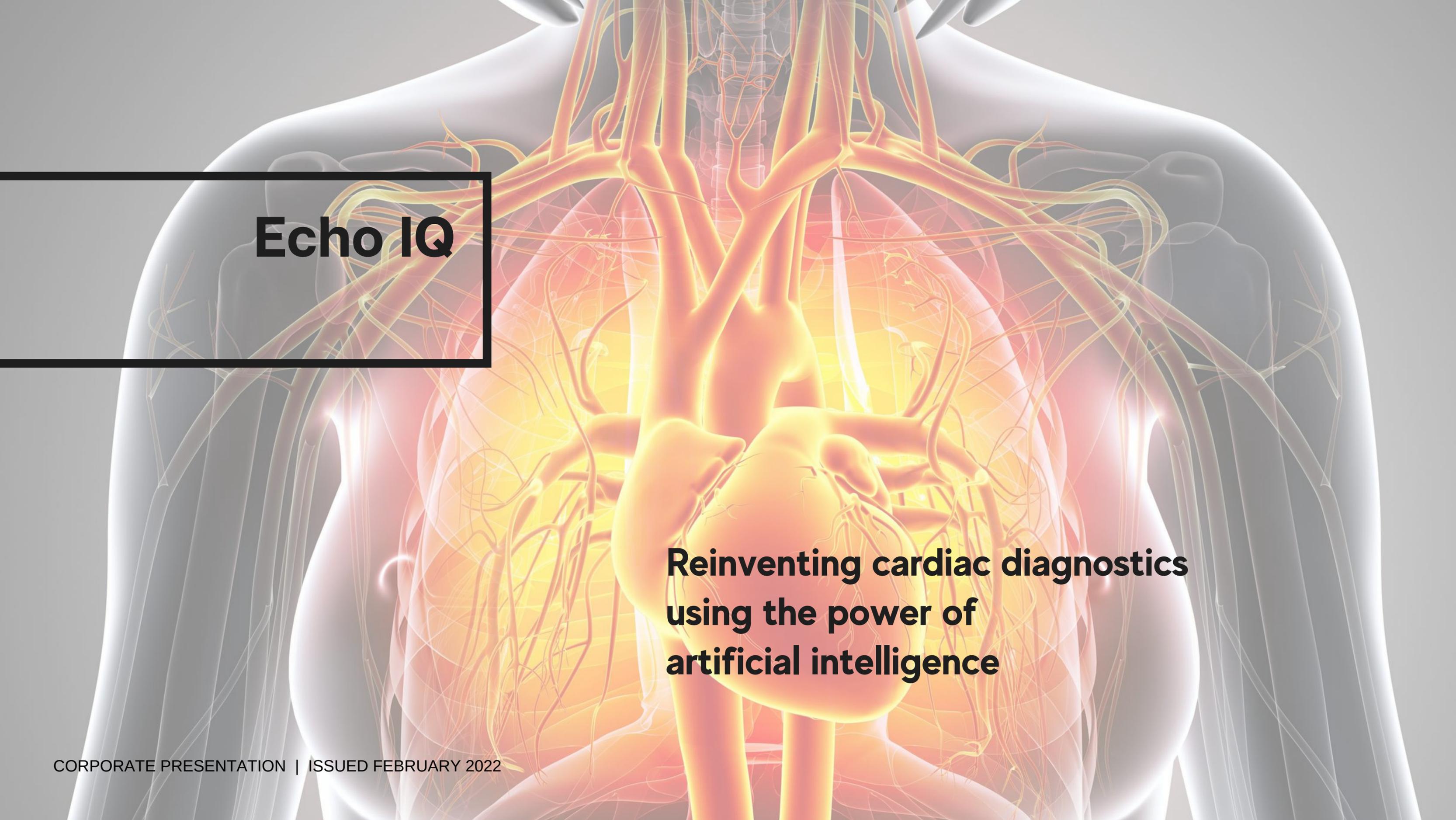
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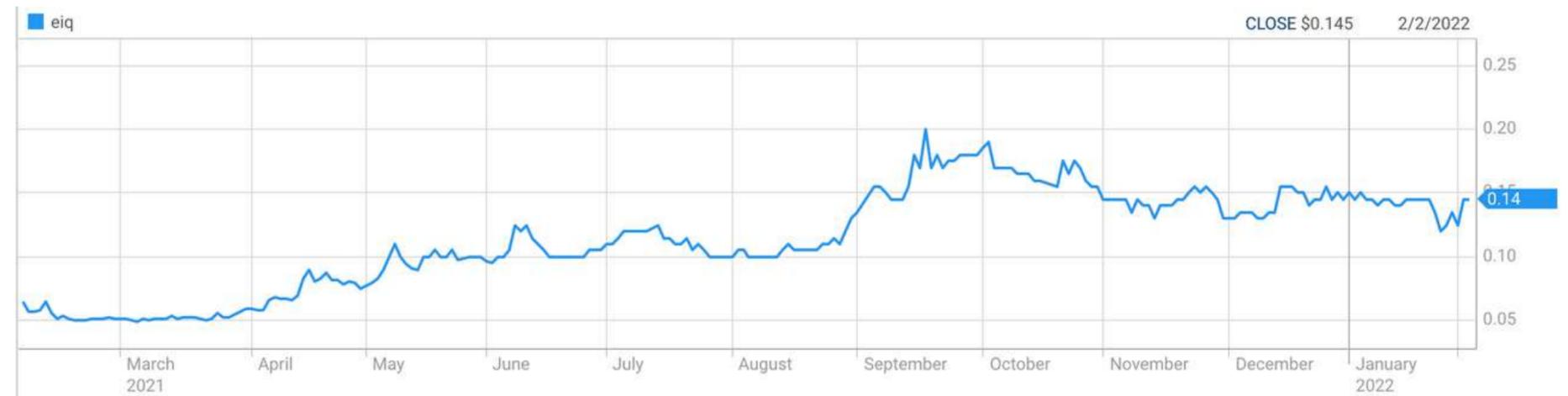
**Echo IQ**

**Reinventing cardiac diagnostics  
using the power of  
artificial intelligence**

# Echo IQ Corporate Snapshot

SHARE PRICE 3 FEB, 2022	\$0.145
SHARES ON ISSUE	394,332,713
OPTIONS ISSUED	197,425,713*
MARKET CAPITALISATION	c.A\$57M
NET CASH BALANCE (Dec 2021)	A\$2.519M
(+ up to A\$1.46M in 3/4/5 cent options due by end June 2022)	
*Substantial proportion with aggressive targets before they vest	

## ASX:EIQ



TOP 10 Shareholders - c.39% of Company  
 TOP 20 Shareholders - c.53% of Company

### JUNE 2021

ACQUISITION OF ALERTE ECHO IQ BY HOUSTON WE HAVE

### OCTOBER 2021

STRATEGIC RE-STRUCTURE TO FOCUS ON MEDTECH AND CARDIAC AI / CLINICAL STUDIES ANNOUNCED

### NOVEMBER 2021

COMPANY COMPLETES NAME CHANGE TO ECHO IQ

### JANUARY 2022

LEADERSHIP TEAM EXPANDED TO INCLUDE MEDTECH PROFESSIONALS IN REGULATORY AFFAIRS AND COMMERCIAL DEVELOPMENT

# Investment Highlights

- 1 Echo IQ has developed novel technology and proprietary algorithms designed to transform diagnosis of structural heart diseases, starting with the leading form of valvular heart disease - aortic stenosis
- 2 Exclusive commercial access to NEDA (the world's largest and leading database of its kind) supports the current and future Echo IQ solutions portfolio
- 3 Targeting a highly lucrative market where Echocardiograms are routinely mis-interpreted and repeated, and treatment outcomes are highly successful
- 4 Low regulatory barriers to entry for maiden solutions, with clear pathways for longer term product deployment
- 5 Company re-named and re-structured (December 2021) to maximise commercial opportunities from Echo IQ
- 6 Maiden clinical studies of Echo IQ technology at St. Vincent's Hospitals in Sydney and Melbourne being fully-funded by Edwards LifeSciences (NYSE:EW US\$70B)

# What's the problem?



**More people die from cardiovascular disease every year than any other cause. It claims the lives of 18 million people annually.**

**Whilst treatment options have never been better, mis-diagnosis and under-diagnosis remain common.**

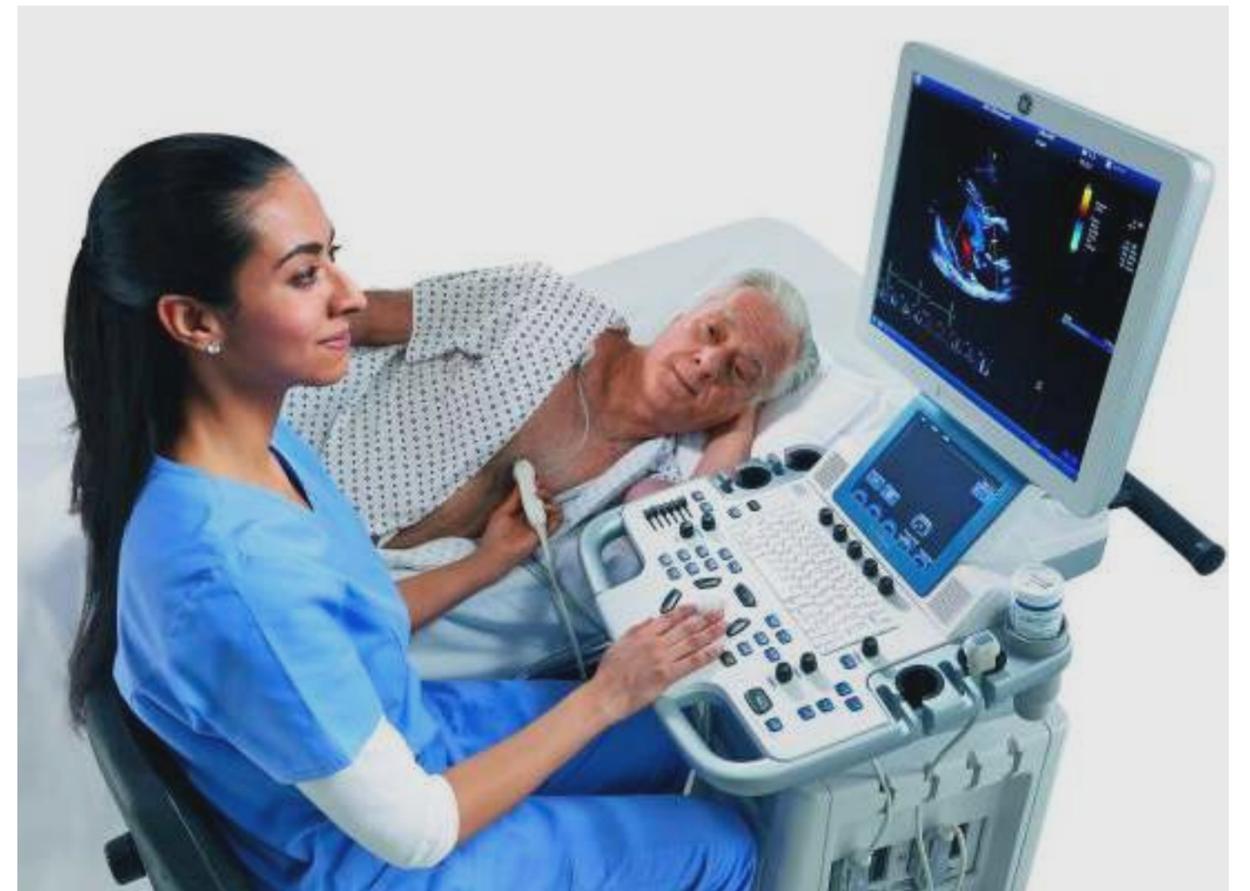
**In Australia, for example, it is estimated that half of all people with heart valve disease don't even know they have it.**

# How Does Echo IQ help?

**Echo IQ uses its AI-driven technology to enhance the diagnosis of structural heart disease.**

**The company's algorithms, developed using advanced data science and machine learning, utilise world-leading cardiac big data.**

**Our mission is to help reduce the number of patients currently being missed for life-saving and extending treatments.**



# Access to world-leading cardiac Big Data

Lack of access to large and highly relevant medical datasets has been a significant obstacle to transformational AI innovation in healthcare.

However.

Echo IQ has a 17 year (7+10) agreement with the National Echo Database of Australia (NEDA) for EXCLUSIVE commercial access to the world's largest database of echocardiographic measurements (linked to mortality).

The NEDA research database has been developed over more than 6 years, is internationally recognised.



1.8M

**Patients'  
Records**

200M

**Cardiac  
Datapoints**



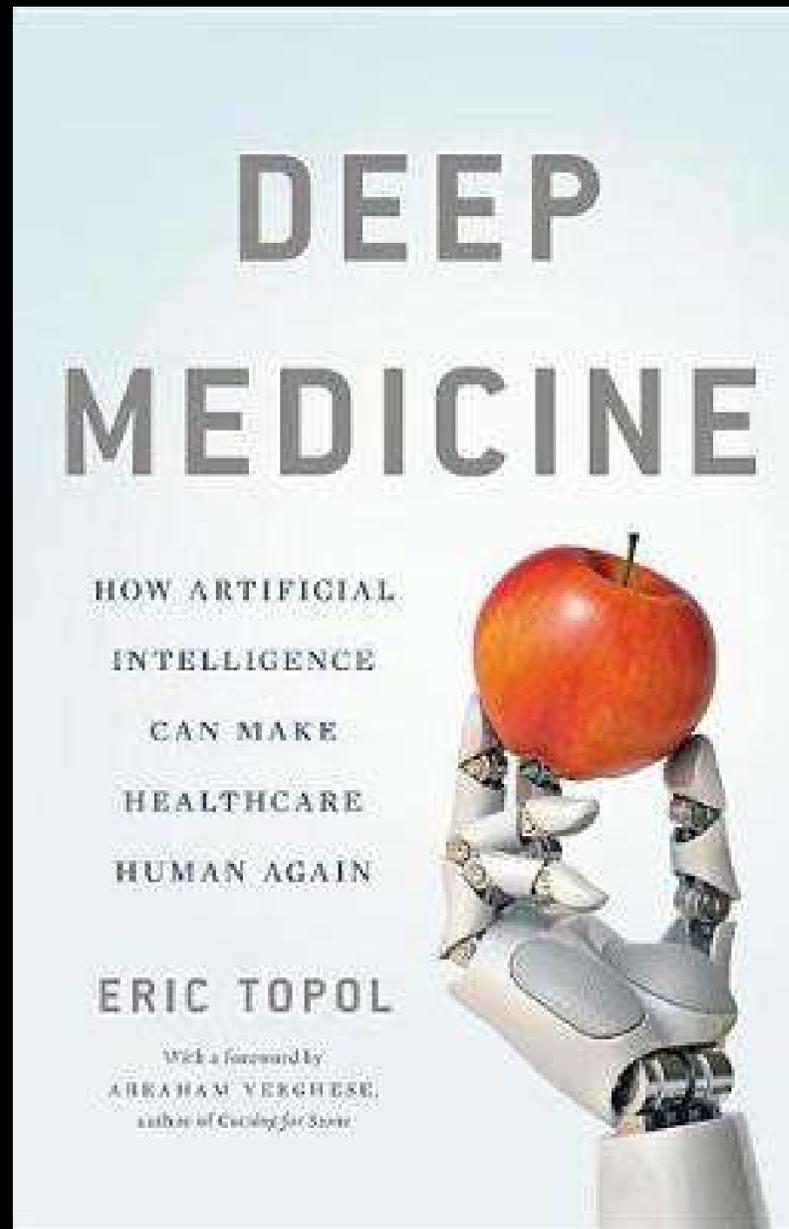
**Mortality  
Linked**

## NEDA Sponsorship Partners



Echo IQ

# How BigData and AI can make healthcare MORE human



In DEEP MEDICINE, leading physician Eric Topol reveals how artificial intelligence can help make healthcare human again.

He explains how AI has the potential to transform everything doctors do, from note-taking and medical scans to diagnosis and treatment, greatly **cutting down the cost of medicine and reducing human mortality.**

By freeing physicians from the tasks that interfere with human connection, Topol foresees how **AI will create space for the real healing that takes place between a doctor who can listen and a patient who needs to be heard.**

#impactinvesting  
#aiforgood

# Introducing Echo IQ Enhanced Screening Program (ESP)



A proprietary AI-backed system that identifies patients **at risk of mortality** from structural heart disease.

**Assistive technology** that also gives cardiologists extra time to care for their patients. A support tool for cardiologists, not a replacement.



Our **flagship solution** is designed to address under and mis-diagnosis in Aortic Stenosis, the highly treatable but most common form of heart valve disease.

In a published validation study, Echo IQ ESP identified **100%** of in-guideline patients with Aortic Stenosis, and an **ADDITIONAL** population at risk of mortality from AS **at least as large again**.

# Commercial Roadmap - Initial focus on US

More than 20M  
Echocardiograms are  
performed, at an average  
cost of US\$2500, in the  
US annually

**20M**

The US has more  
practicing  
cardiologists than any  
other country

**31,050**

TAVR replacements  
and associated  
hospitalisation  
estimated at more than  
\$3.5bn per year

**\$3.5bn**

# Revenue Sources: Echo IQ ESP

		Solution Integration	Regulatory Settings	Timeframe
1	<b>RETROSPECTIVE ASSESSMENT</b>	Software & Reporting	Potentially Excluded from FDA oversight or subject to 510(k) Clearance*	H2 2022 - H1 2023
2	<b>REAL-TIME PROFILING + REPORTING INTEGRATION</b>	Software & Reporting	Potentially Excluded from FDA oversight or subject to 510(k) Clearance*	H1 2023
3	<b>SCREENING GUIDANCE IN REAL TIME</b>	Hardware	Subject to FDA Oversight	H2 2023 +

*\*Regulatory Consultants advise some versions of ESP could sit outside the FDA oversight framework, or within the 510(k) clearance protocols but investigating commercial benefits of pursuing voluntary clearance*

# Retrospective Assessment Market Sizing

**20M**

Echocardiograms performed  
in the US annually

**60M**

Three year "recent archive"  
available for ESP review

**\$10M**

Attainable revenue from scanning  
100,000 at \$100 each  
(0.17% of 3yr archive)

**Retrospective Assessment** would give clinics and hospitals the ability to apply another layer of analysis to echocardiographic measurement data captured in the previous, week, month or even year.

Patients flagged as exhibiting the AS risk phenotype could be prioritised for further assessment or surgical therapies.

# Real-Time Profiling Market Sizing

**20M**

Echocardiograms performed  
in the US annually

**\$10M**

Attainable revenue from  
scanning 100,000 at \$100 each  
(0.5% of mkt)

**Real-Time Profiling** would give clinics and hospitals the ability to apply another layer of analysis to echocardiographic measurement data captured as echo's are performed.

Patients flagged as exhibiting the AS risk phenotype could be prioritised for further assessment or surgical therapies.

# How Patients benefit from



**For every  
100,000  
Echo Records  
Assessed**

## Patient Benefits

Our data indicates that **c. 2,500** (2.5%) are currently receiving valve replacements.

However, our solution identifies an **additional cohort of c. 2,500** that suffers from (in-guideline) severe AS that is currently NOT receiving treatment.

Our AI also identifies a third group, similar in size at **c. 2,500 that is at risk of death** from aortic stenosis (and would benefit from valve replacement that is missed by current guidelines).

## Relevant Evidence

Playford D, Bordin E, Mohamad R, et al.

[Enhanced Diagnosis of Severe Aortic Stenosis Using Artificial Intelligence: A Proof-of-Concept Study of 530,871 Echocardiograms. JACC Cardiovasc Imaging 2020;13\(4\):1087-90. doi: 10.1016/j.jcmg.2019.10.013](#)

Baker Insitute: White Paper  
Time to Listen to the Heart, 2021

Validation Study on Risk Identification of AS phenotype in 330,000 patients

*\*Patient Benefits figures indicative only, based on internal data as well as published research in JACC and JACC Imaging Journals 2019.*

# How HealthCare Sector benefits from



## Sector Impacts

## Relevant Evidence

**Per 100,000  
Echo Records  
Assessed**

**Reduction in emergency presentations, with improved ability to plan treatment**

**Validation Study on Risk Identification of AS phenotype in 330,000 patients**

**Up to \$137M in incremental replacement valve sales\***  
(vs \$10M in additional scanning fees)

**Baker Insitute: White Paper  
Time to Listen to the Heart, 2021**

**Up to \$100M in incremental surgery and hospital fees\***  
(vs \$10M in additional scanning fees)

*\*Figures indicative only, based on internal data as well as published research in JACC and JACC Imaging Journals 2019.*

# Progress to commercialisation

## Clinical Application Study

### Retrospective observation and evaluation study

- St Vincent's Sydney & Melbourne
- NEDA + Echo IQ + Extential
- Fully funded by Edwards LifeSciences\*

*\*NYSE:EW / Mkt. Cap. US\$70B  
World's largest replacement aortic valve maker*

Commenced Q4 2021  
Expected conclusion Q2 2022

## Commercial MedTech Team Build-Out

Commercial Lead with 20yrs MedTech & US experience

> Recruited / Start March '22

International Regulatory Affairs (Medical) Lead

> Recruited / Start March '22

Expand Medical Advisory Board (US focus)

> Q2 2022

# Who are we talking to?

## Replacement Valve Manufacturers

Valve manufacturers benefit from additional suitable patients identified by Echo IQ's ESP.

## Echocardiography Equipment Makers

Added value services that help turn a one-time hardware sale into a source of recurring subscription and SAAS revenues.

## PACS & Reporting Software Suppliers

Enhancements that differentiate PACS suppliers from competitors, and increase value to clinicians.

## Cardiologists and Surgical Centres

Systems that increase suitable candidates for AVR procedures are commercially valuable to this community.

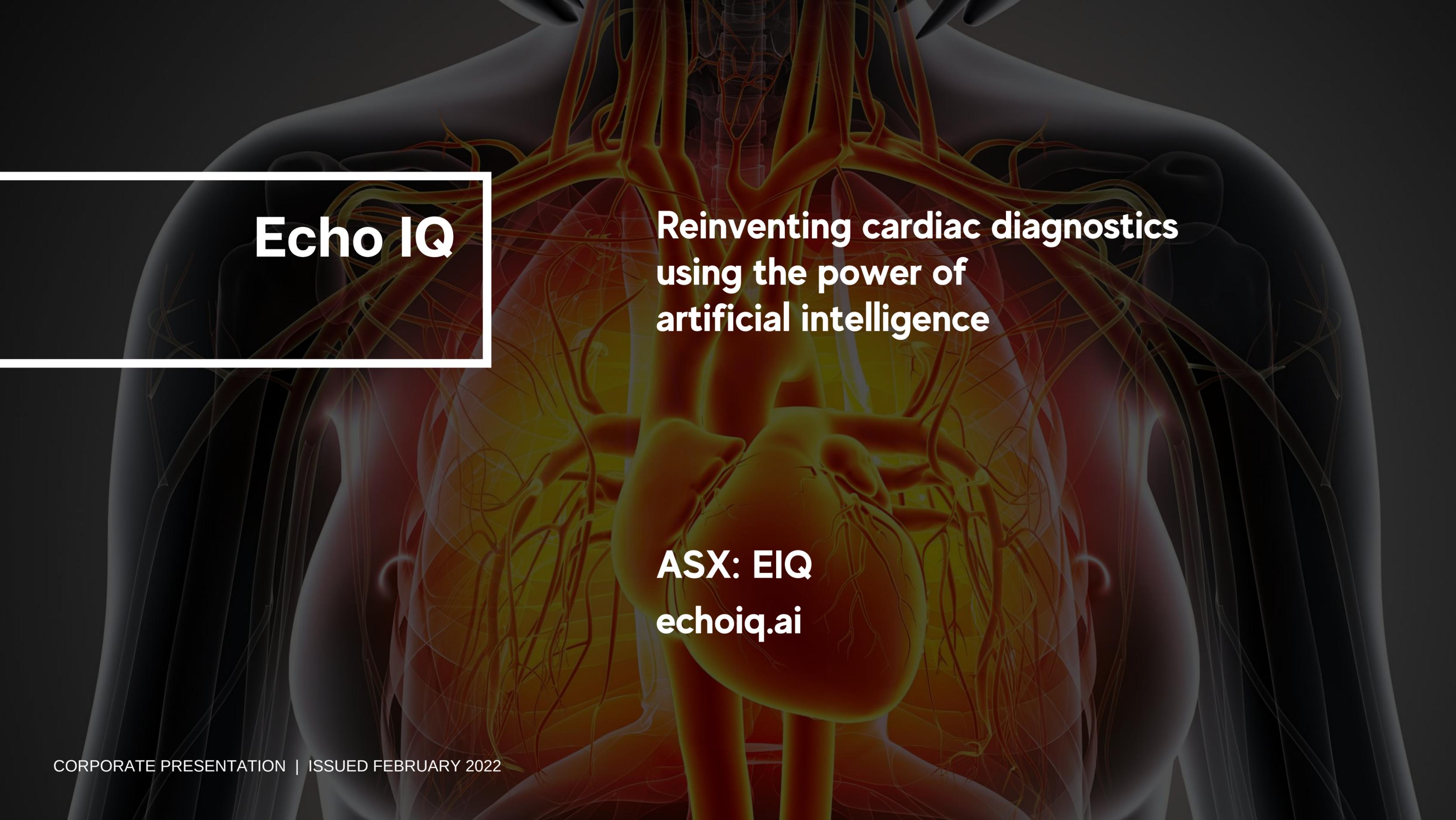
## Insurance Providers

Early identification of risk, and the ability to treat, reduces ongoing care costs and improves health outcomes.

**Echo IQ: Technology designed to leave no patient behind**

# Where to from here?

- 1 Receiving data from clinical study sites (St. Vincent's Sydney and Melbourne) with anticipated study conclusion approx. May 2022.
- 2 Leveraging early interest from key players in the global valve, hardware and software sectors with plans for pilots, new test sites and commercial collaboration.
- 3 Accelerating US commercialisation, focussing on leading cardiology clinics and hospital groups - to be driven by new Chief Commercial Officer commencing March 2022.
- 4 Advancing software and reporting integration development work by extending collaboration with Extential in two test sites, running in real-time.
- 5 Progressing pathways to regulatory clearances and/or exclusions under the leadership of a newly appointed VP Regulatory Affairs.
- 6 Incorporating newly acquired data from NEDA into our solutions suite with focus on other forms of structural heart disease beyond aortic stenosis.



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echoiq.ai**