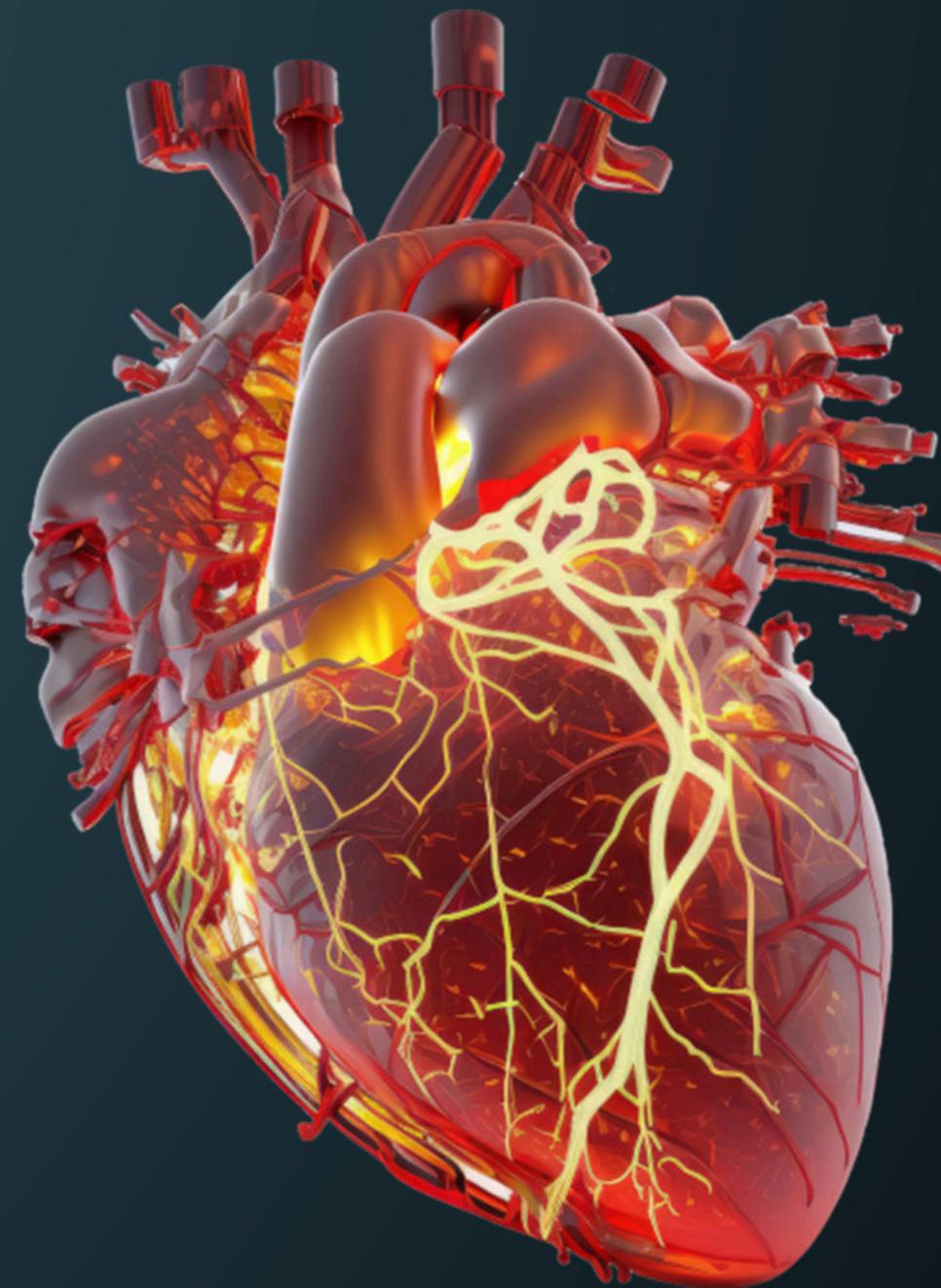


Echo IQ

Early Warning and Enhanced
Detection for Heart Disease

ASX:EIQ

Company Presentation: 23 May 2024



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Corporate Snapshot

495,154,376

Shares on issue



A\$0.135

Share Price (22.05.2024)



A\$66.8M

Market Capitalisation



A\$1,677,000

Cash (31.03.2024)



NIL

Long Term Debt



\$385,000

Average monthly cash burn adjusted to incorp. R+D rebate (past 12 mos)

\$2.2M

Options due prior to 30.06.2024, expected to be exercised

\$1.2M

R+D Rebate received for FY23, expected to be similar for FY24

SHAREHOLDER BREAKDOWN

49%

Board of Directors & Top 20

51%

Other Shareholders

BOARD OF DIRECTORS



Andrew Grover
Executive Chair



Steven Formica
Director



Steven Picton
Director



Jessamyn Lyons
Company Secretary



Simon Tolhurst
Director

The Problem

Diseases of the heart are the **leading cause of death** worldwide.

However, even though treatment options are improving, accurate **diagnosis remains complex**.

And delayed or missed diagnosis and treatment **costs lives**.



30%⁽¹⁾

of all deaths worldwide attributed to cardiovascular disease



1 in 2⁽²⁾

people with heart valve disease don't know they've got it



2 yrs⁽³⁾

mortality rate for certain forms of untreated structural heart disease

Challenges in Diagnosis

Trans-Thoracic EchoCardiogram

- > Images of the heart captured using ultrasound (soundwaves)
- > Most widely used tool in the diagnosis of structural heart disease
- > Widely-available and relatively cost-effective
- > More than 30M “echo’s” performed in the US alone each year ⁽⁴⁾



Diagnostic Complexity

- > Cardiologists are often looking for multiple conditions at once
- > Many conditions share similar symptoms and features
- > Underdiagnosis can be an issue that leads to missed treatments
- > Certain conditions see women even more likely to be misdiagnosed than men

Echo IQ harnesses the power of **artificial intelligence** and exclusive access to world-leading **cardiac big data** to help healthcare professionals obtain earlier and more accurate diagnoses for structural heart disease.

Our Competitive MOAT



BACKED BY CARDIAC BIG DATA

- > Exclusive AI access to National Echo Database of Australia (NEDA) echo measurement data (world's largest)
- > Trained on more than 200M datapoints



CLINICALLY VALIDATED

- > US study demonstrated 100% accuracy in detection of AHA defined severe aortic stenosis
- > Australian study showed significant increase in accuracy of detection vs human-only diagnosis



STRUCTURAL HEART SOLUTION

- + Current: aortic stenosis and mitral regurgitation
- + AI-backed heart failure solution



REGULATORY APPROACH

- > Echo IQ has submitted application for FDA clearance unique AI-phenotyper for aortic stenosis
- > This extends EchoSolv's commercial application



USER EXPERIENCE

- > Proprietary cloud-based SaaS platform
- > Assessments almost instantly
- > Cardiologist's alerts
- > Multiple implementation models

Focus on Aortic Stenosis

Aortic Stenosis is a common form of heart valve disease.

It's known to be fatal when left untreated, but can be hard to diagnose accurately.

The focus of Echo IQ's early research and development in AI application.

FDA submission lodged May 7, 2024.

1.5m⁽⁵⁾
people have AS
in the USA alone

\$10bn⁽⁶⁾
direct US healthcare
costs now

11 days⁽⁷⁾
extra hospital time due
to underdiagnosis

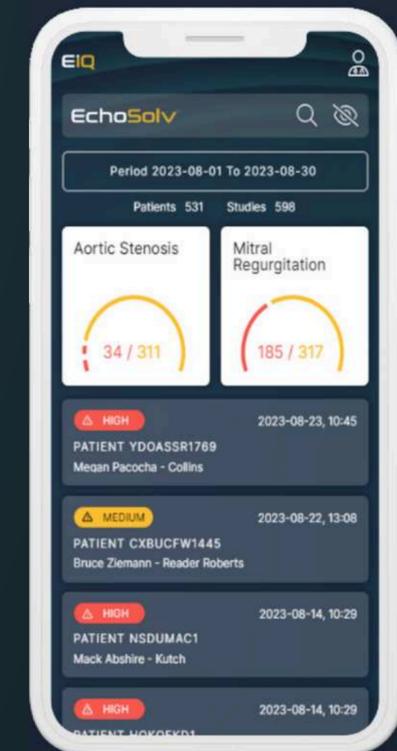
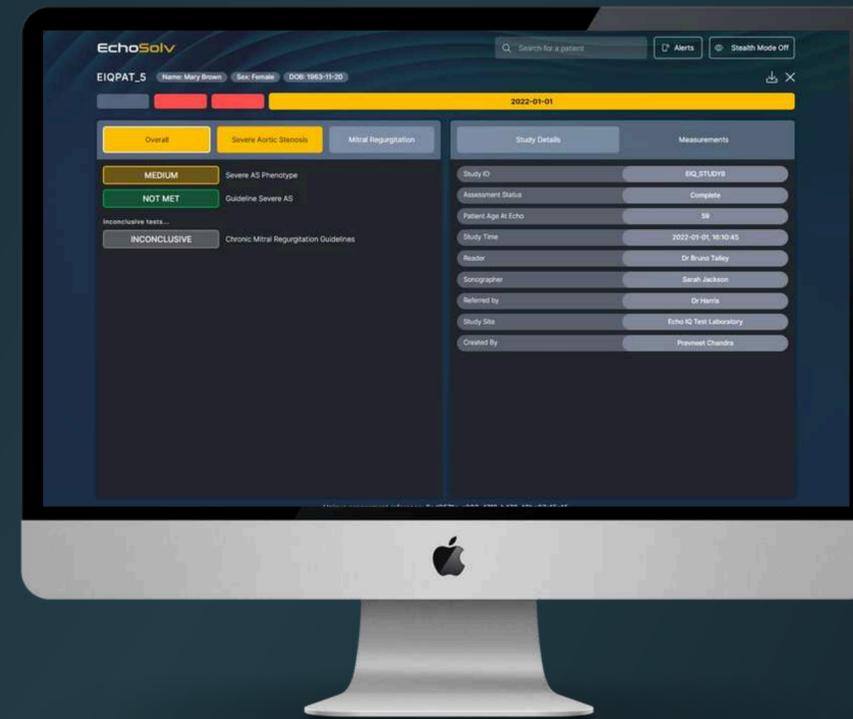
50%⁽⁸⁾
2-year mortality rate
when untreated



EchoSolv™ - AS

FDA APPLICATION
MAY 7, 2024

EchoSolv removes the labour intensiveness, user-dependency and unconscious bias in diagnosis which can lead to greater accuracy compared to traditional methods.



Patient triage on-the-go

Assessments available wherever you are



Real-time alerts

Tailored alerts to reduce missed patients



Rapid results

In under 3 seconds per patient



AI Phenotyper

Novel risk prediction for AS



View 360

Wide view of heart health for better decision-making



Guideline detection

Set to local standards and rules

Case Study: EchoSolv-AS



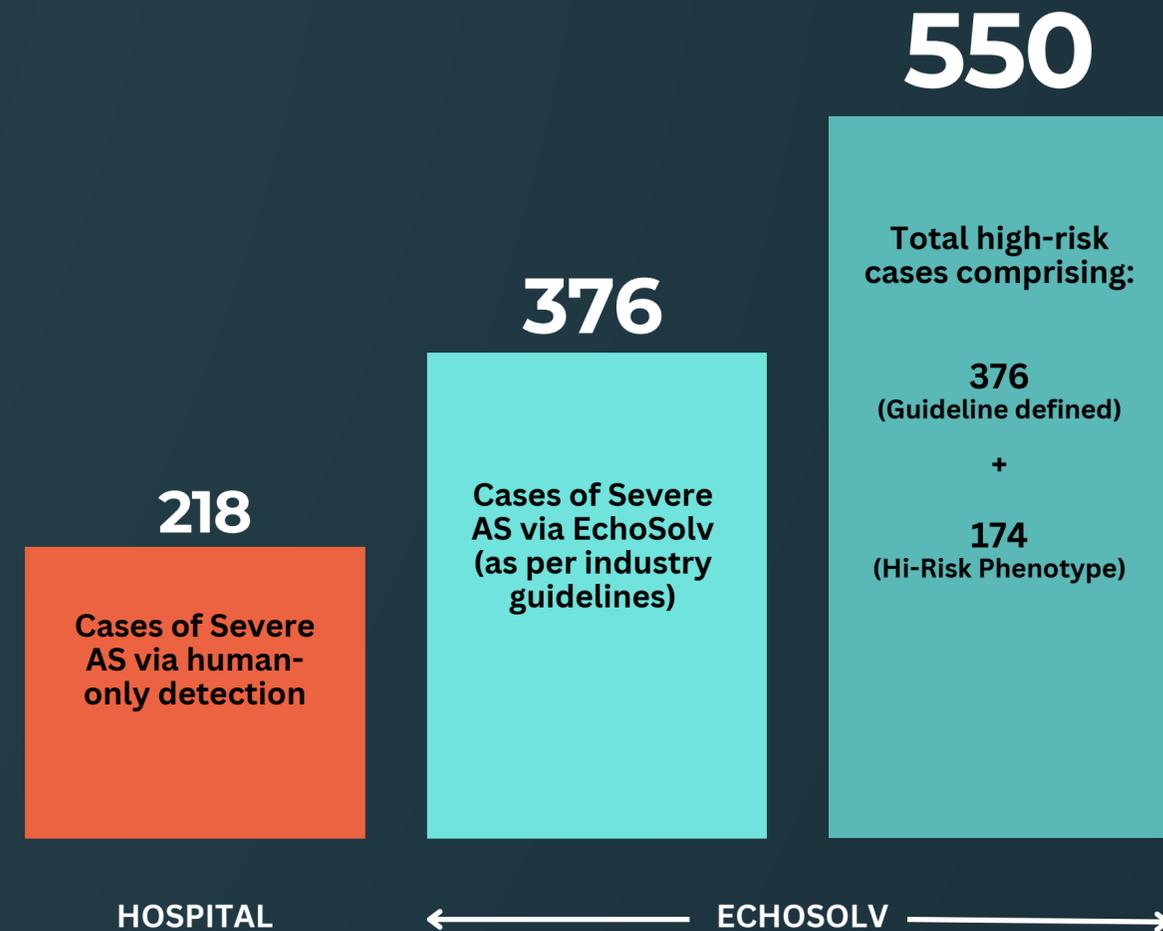
Location: St. Vincent's Sydney + Melbourne
Population: 9,189 patient's echocardiograms
Study Funding: Edwards Lifesciences

Key Findings:

Where human-only diagnosis identified 218 patients with severe AS, EchoSolv-AS identified 376. This is a 72% increase vs human-only diagnosis.⁽⁹⁾

EchoSolv-AS identified a further 174 patients at high risk using Echo IQ's AS algorithm.

Women were 66% more likely than men to have been misdiagnosed – a gender gap closed completely by EchoSolv.



Prof. David Playford
Chief Medical Advisor
Echo IQ

“The EchoSolv clinical decision support platform is the first in the world to show such a clear improvement in detecting severe AS compared with current clinical practice. We expect the automatic highlighting of patients with significant AS risk using EchoSolv™ to assist doctors in decision-making for aortic valve intervention and follow-up in a highly consistent, systematic and efficient manner. Our goal is to support improved diagnosis free of unconscious bias and irrespective of age, gender, background or socioeconomic status. These findings are a significant step towards Echo IQ’s goal of assisting doctors in finding the right patients, every time, for the right intervention for heart valve disease.”

US Exposure - June 2024



NEW YORK VALVES

THE STRUCTURAL HEART SUMMIT

JUNE 5-7, 2024

JACOB K. JAVITS CONVENTION CENTER, NORTH

NEW YORK, NY

Formerly **TVT**®

#NYValves2024



AATS

Exclusive Cardiothoracic Surgical Society
Partner for New York Valves

- Independent presentation of findings from recent EchoSolv-AS pilot with major US hospital group
- Results to include data on performance of EchoSolv vs human-only diagnosis from US sites, covering more than 200,000 sets of patient records
- Third-party, independent presentation to leading practitioners in structural heart disease

Product Development: Heart Failure

Heart Failure is a complex life-threatening syndrome that leads to ill-health, risk of death and high costs of care.

It affects more than 64m⁽¹⁰⁾ people worldwide. It is the leading cause of hospitalisation for the over 65⁽¹¹⁾, and the number 1 cause of re-hospitalisation overall⁽¹²⁾.

Decreasing the impact of Heart Failure has become a major global public health priority.

Treatments can include drug therapies as well as lifestyle changes.



64m

sufferers
worldwide (6m USA)⁽¹³⁾

\$70bn⁽¹⁴⁾

anticipated healthcare
costs by 2030

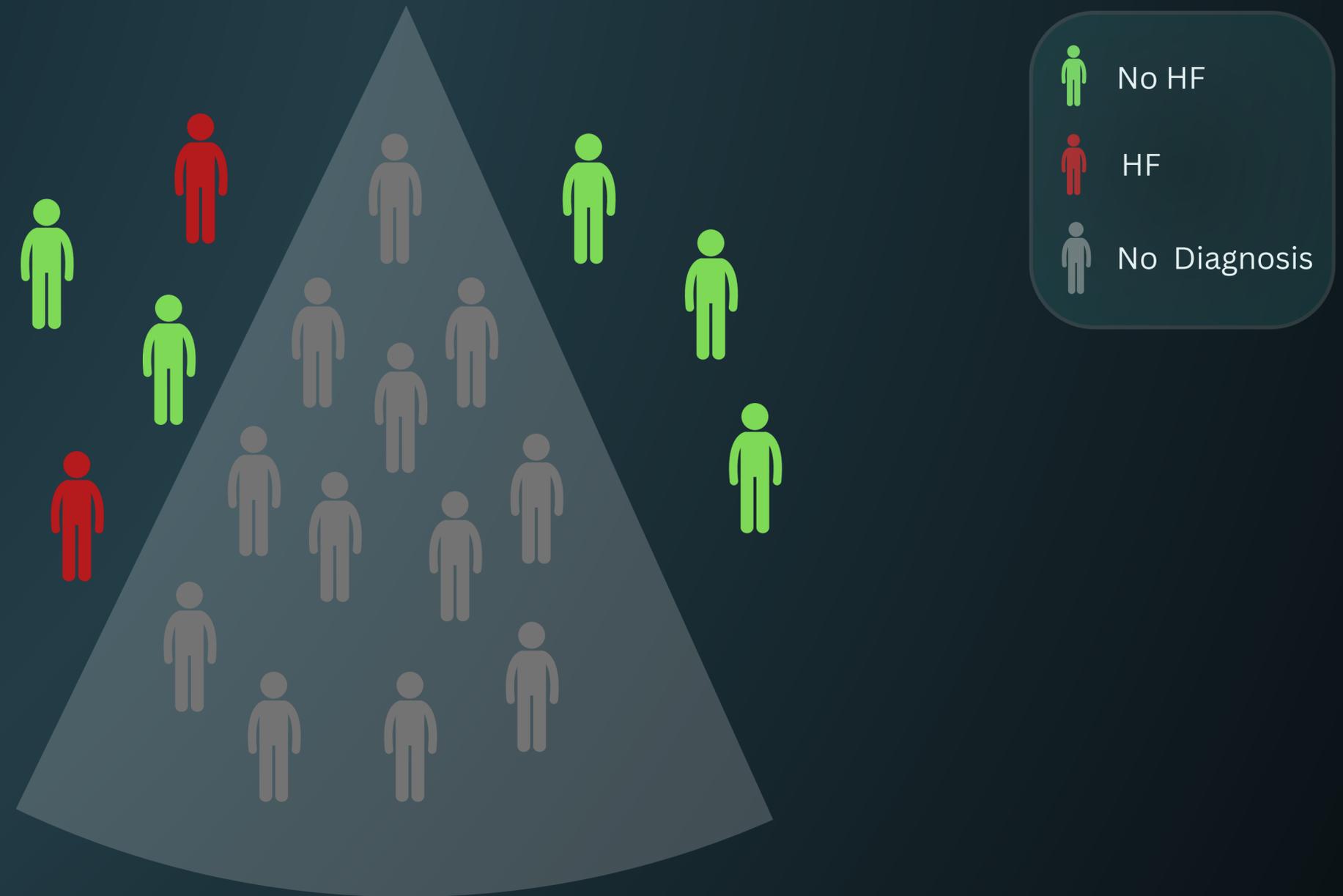
25%⁽¹⁵⁾

30-day hospital re-
admission rate

Heart Failure

Current diagnostic tools only rule in or rule out the presence of Heart Failure in 40% of cases sent for echocardiographic evaluation.⁽¹⁶⁾

More than half of all patient echocardiograms generate no clear diagnosis.



Heart Failure

Echo IQ's novel AI algorithm generates a risk score for **ALL** patients sent for screening vs **fewer than 50%** today.

This could **double** the number of patients being effectively **treated** for heart failure.



Heart Failure: Pathway to Clearance



Timeframes

Updated FDA guidance (as of May 2024) removes the need for a US Reader Study.

Echo IQ expects FDA clearance to be achievable in under 12 months.

NB: Timeframes are a considered estimate and are subject to variation.

Commercialisation - Reimbursement

US Insurance Coverage

US health insurance is estimated to cover approximately 90%⁽¹⁷⁾ of Americans, either through private or public programs.

CMS Codes

Securing CMS codes for Echo IQ's AI solutions for Aortic Stenosis and Heart Failure would mean supply of service by hospitals and other healthcare providers, using EchoSolv, generates a fee FOR the provider. Echo IQ would share in this fee.

Heart Failure

The case for reimbursement in the heart failure sector is especially relevant in light of the high rates of re-hospitalisation and the costs typically incurred by this.

Fee-per-use
EchoSolv™

Reimbursement

CMS Codes for insured patients

- Hospitals
- Echo Labs
- ACO's

Aortic Stenosis

No. Applicable Echo's per yr:
5,000,000⁽¹⁶⁾

Anticipated Reimbursement:
US\$68 (25% EIQ)

Market Penetration	Potential A.R.R
2% Penetration	US\$1.3M
10% Penetration	US\$6.5M
25% Penetration	US\$16.25M

Heart Failure

No. Applicable Echo's per yr:
6,000,000⁽¹⁶⁾

Anticipated Reimbursement:
US\$284 (25% EIQ)

Market Penetration	Potential A.R.R
2% Penetration	US\$8.5M
10% Penetration	US\$42.6M
25% Penetration	US\$106.5M

NB: Figures prepared solely to indicate size of market and are not intended as revenue forecasts.

Commercialisation - Licensing

Licensing

Echo IQ has engaged with a number of prospective licensing partnerships with a view to leverage EchoSolv to help unlock additional market share for their products and services.

Device Manufacturers

Identifying additional patients who would benefit from a new artificial valve, for example, is a potentially valuable service we can offer.

Pharmaceuticals

Where treatment options include drug therapies, the identification of suitable patients is of interest to major companies in the sector.

Hardware/Service

Our licensing partnership with Respire sees a PPPM fee where we identify high-risk patients in remote patient monitoring settings.

Fee-per-partnership or PPPM

EchoSolv™

Licensing

Partnership pricing for therapeutics providers

Device Manufacturers

Pharmaceutical Majors

Hardware Producers

Aortic Stenosis

Aortic Valve Sales (Mkt Leader)
US\$3.9B⁽¹⁸⁾

US Healthcare Costs AS:
US\$10B p.a.

Number of sufferers US:
1.5M

Heart Failure

US Healthcare Costs AS:
US\$70B p.a. by 2030

Number of sufferers US:
6M

Investment Highlights

- 1 Exclusive access to NEDA - world leading cardiac big data
- 2 FDA application for aortic stenosis submitted - response due early Aug '24
- 3 Strong product development with rapid delivery plan for heart failure solution
- 4 Significant commercial opportunity to impact world's biggest health challenges
- 5 World class scientific advisory board and engaged management team with financial incentive to succeed

Scientific Advisory Board

- > Comprises a team of globally recognised experts in cardiovascular medicine, echocardiography, sonography, applied artificial intelligence and public health
- > More than 1,200 peer-reviewed publications
- > Former Presidents and Chairs, Am. College Cardiology and Am. Soc. Echocardiography
- > TedMed speaker
- > NASA's lead scientist in ultrasound
- > Member of team performing world's first TAVR using transapical approach



Prof. Huon H. Gray,
CBE MD
Former National Clinical Director CVD, NHS
England Am. College Cardiology Chair
(International Council)



Partho Sengupta
MD MBBS FACC FASE
Henry Rutgers Professor of Cardiology,
Chief of Division, Robert Wood Johnson
Medical School



James Thomas,
MD MD FACC FASE FESC
Former President Am. Society of
Echocardiography. Director Center Heart
Valve Disease



David Ouyang
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Cardiovascular Governance.

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Echo IQ

AI with heart

ASX:EIQ

www.echoiq.ai

