



## AGM

November 29, 2024





01	Overview	04	Healthcare Partnerships
02	Product	05	Clinical Trials Business
03	Consumer Business	06	Looking Ahead

2







# Product Development

#### 2024 Product Development Highlights



#### This year has marked substantial progress in our product development efforts, including:

- Granted 510(k) clearance for the Pulse device
- Upcoming delivery of 8,000 Pulse units in preparation for launch
- Release of the CONNEQT Mobile App (available on iOS/Android), featuring:
  - Vascular Biomarker Data Visualization & Analytics
  - Curated Content Feed
  - Guided Wellness Program
  - Care+ Physician Connect
  - Quarterly Cardiology Reports
- Release of CONNEQT Android Tablet App for in-clinic use
- Deployment of the Health Care Provider Portal with remote patient monitoring capabilities
- Successful proof-of-concept of the CONNEQT Band, winner of the RADx Prize

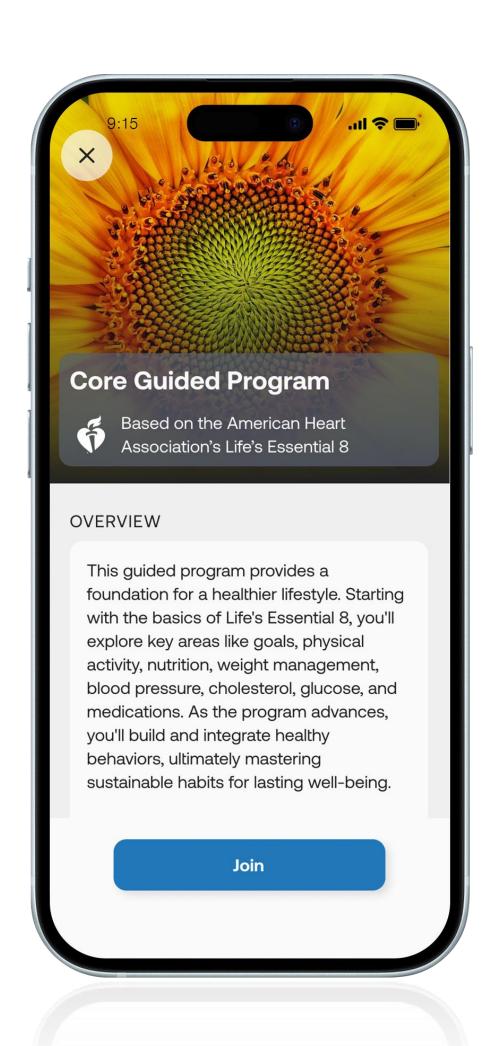


#### 2025 Product Development Highlights



#### As we advance into Q2 of 2025, our priorities include:

- Expanding the CONNEQT Mobile App with additional features, e.g. 'Routines,' a behavioral change module designed to build healthy habits
- Ongoing release of new Guided Wellness Programs and Feed content
- Exploring the use of Generative AI tools to support rich personalized content and insights.
- Finalizing the Clinical Trials Portal, supporting both on-site and decentralized trials
- Broadening third-party integration capabilities within our platform (HealthKit, API, EMR integrations)



### **CONNEQT** Band: Validation and Regulatory Progress







- Completed Validation Study: Demonstrated correlation with gold-standard SphgymoCor CvMS, paving the way for regulatory submissions.
- Pre-Submission with FDA: Initiated FDA presubmission process for Class II clearance to align with clinical-grade standards.

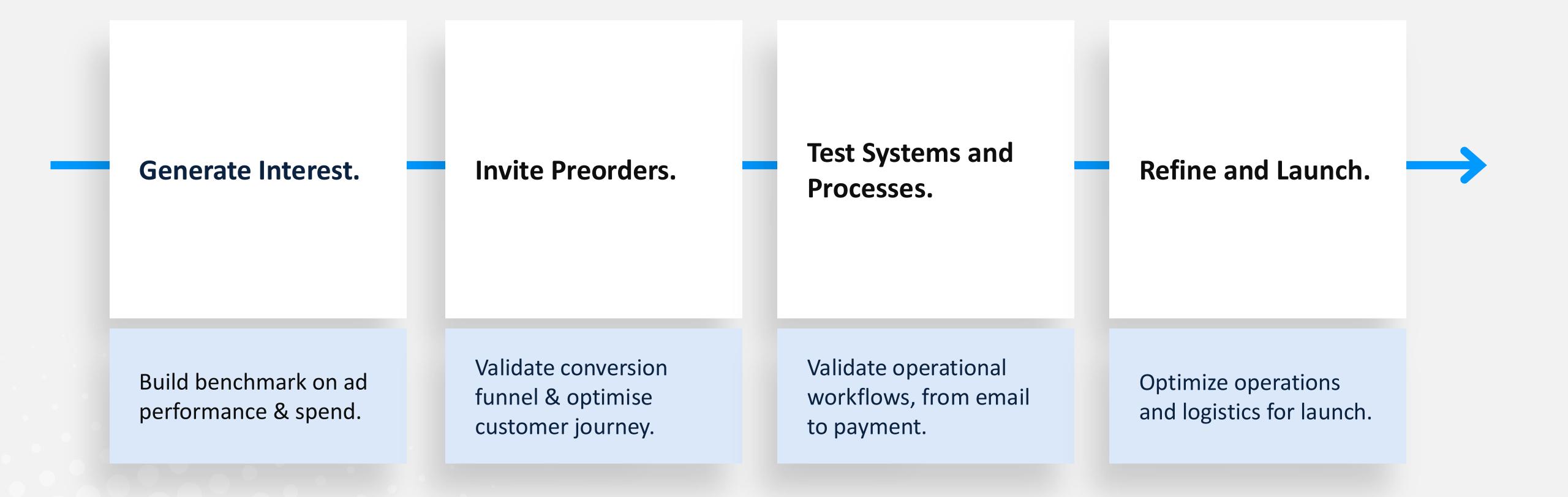




## Consumer

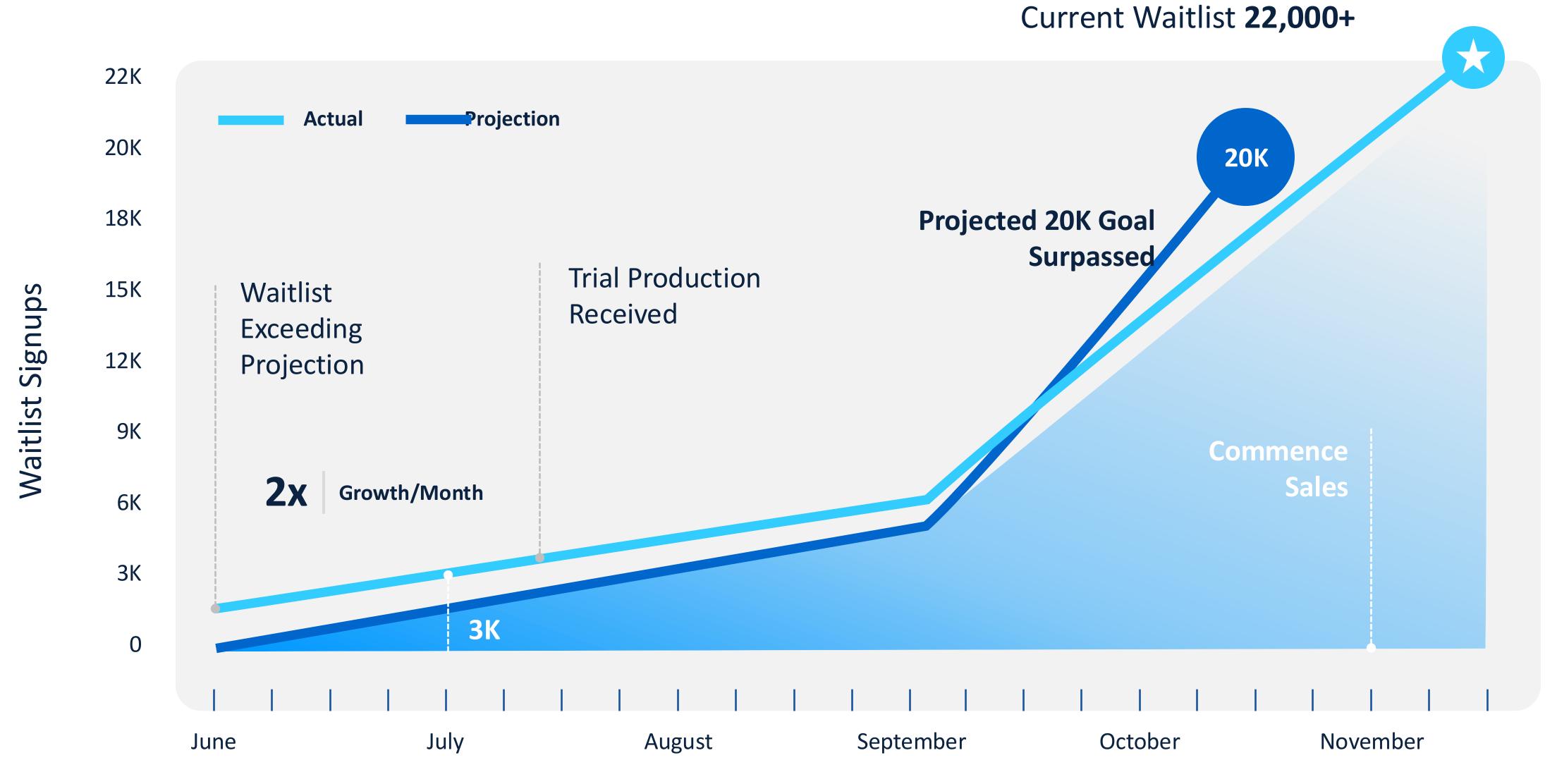
### **Building Momentum and Perfecting the Buying Experience**





#### **Pulse Waitlist Demand**





## The **CONNEQT** Arterial Health Assessment

Powered by the World's Most Advanced Personal Arterial Health Monitor

Starting at

\$250 \$200 USD

**Exclusive Early Access** 

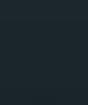
**CONNEQT Early Access** is available exclusively to our waitlist members, at our best pricing. Choose the plan that works best for you and get started today.

**Order Today** 

Shipping January 2025













#### ESSENTIAL CARE

\$250 \$200 USD

Early Access | One Time Fee

For those who value staying informed about their cardiovascular health.

#### Includes:

- CONNEQT Pulse Biometric Monitor
- Arterial Health Tracking & Insights
- Guided Wellness Programs

#### PROACTIVE WELLNESS

\$350 \$280 USD

Early Access | One Time Fee

Ideal for individuals taking a more active role in their health management.

#### Includes:

- Essential Care +
- 2 Cardiologist Reports\*

#### TOTAL VITALITY

\$450 \$360 USD

Early Access | One Time Fee

Perfect for those who prioritize longterm well-being and want comprehensive care.

#### **Includes**:

- Proactive Wellness +
- 4 Cardiologist Reports\*
- Priority Access to Updates and Guided Wellness Programs

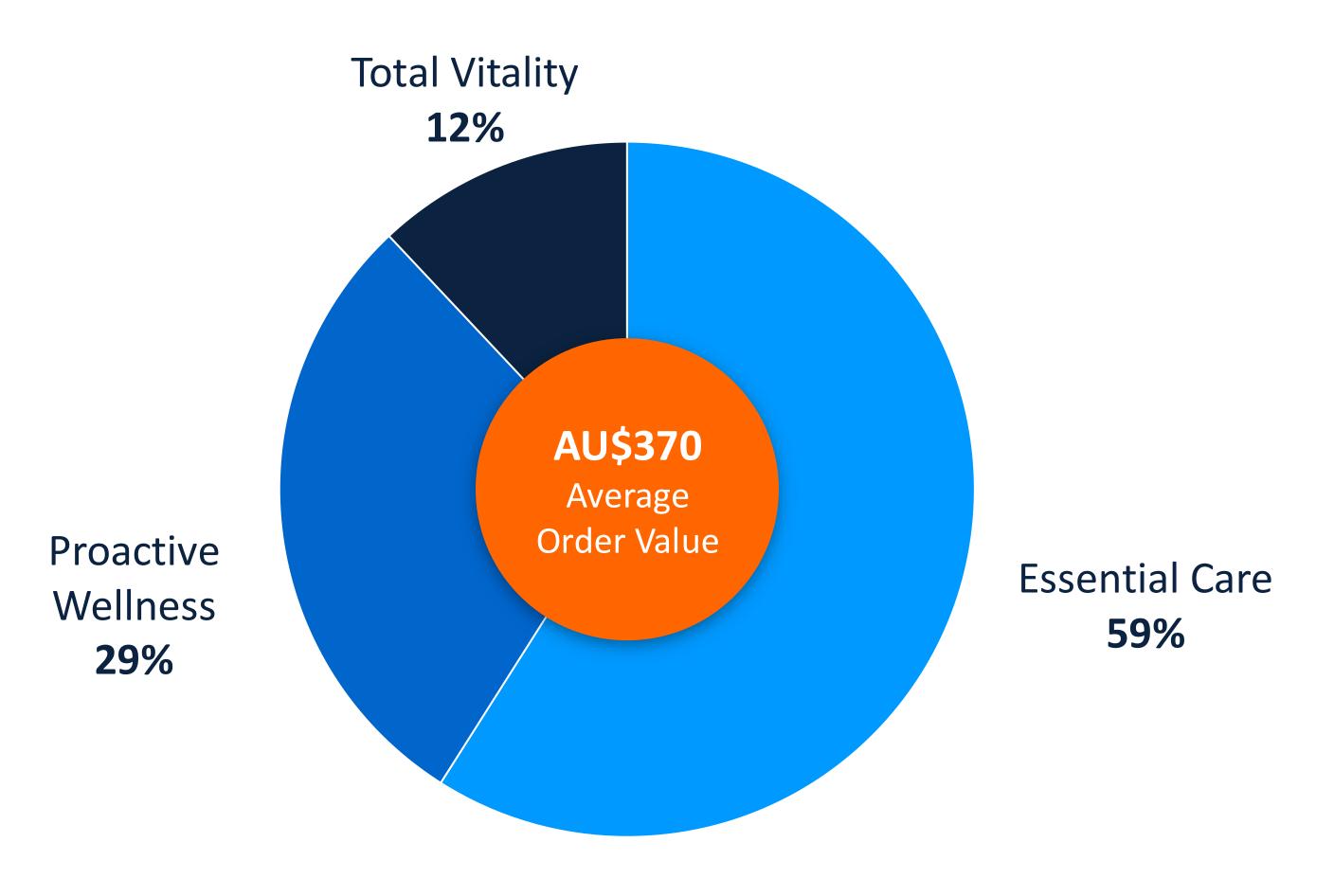
**Order Today** 

<sup>\*</sup> Cardiologist Reports are sent after 7 days of use and then quarterly.

#### Insights from First 14 Days



- 41% of buyers selected higher-tier packages, showcasing strong demand for value-added features and premium offerings.
- Buyers in their 40s is the largest demographic, followed 30s, 50s, and 60s, highlighting a broad appeal across midlife and older demographics.
- Validated end-to-end systems, from ad campaigns to preorder payments, ensuring operational readiness and identifying opportunities for refinements.



### Pathway to Recurring Revenue



Establish
Widespread
Adoption

\$

Build a member base for upsell opportunities.

#### Value-Added Upsells



- Cardiologist Reports
- Telehealth
   Consultations

Increase average revenue per user.

## **Subscription Memberships**



- Guided Wellness & Nutrition Programs
- Supplements

Transition to a recurring revenue model.

## Capturing the Attention of 40Mil Quantified Selfers (US)



## Influencer Partnerships:

Collaborate with trusted health and wellness influencers to amplify messaging and drive credibility for the service.

#### **Digital Advertising:**

Invest in targeted campaigns across Google, Facebook, and Instagram to reach audiences interested in proactive health solutions.

#### **Content Marketing:**

Educate consumers on arterial health through engaging content, building awareness and interest in the assessment service.

#### **Email Marketing:**

Deploy email campaigns to nurture leads, emphasizing the benefits of early detection and prevention to drive conversions.





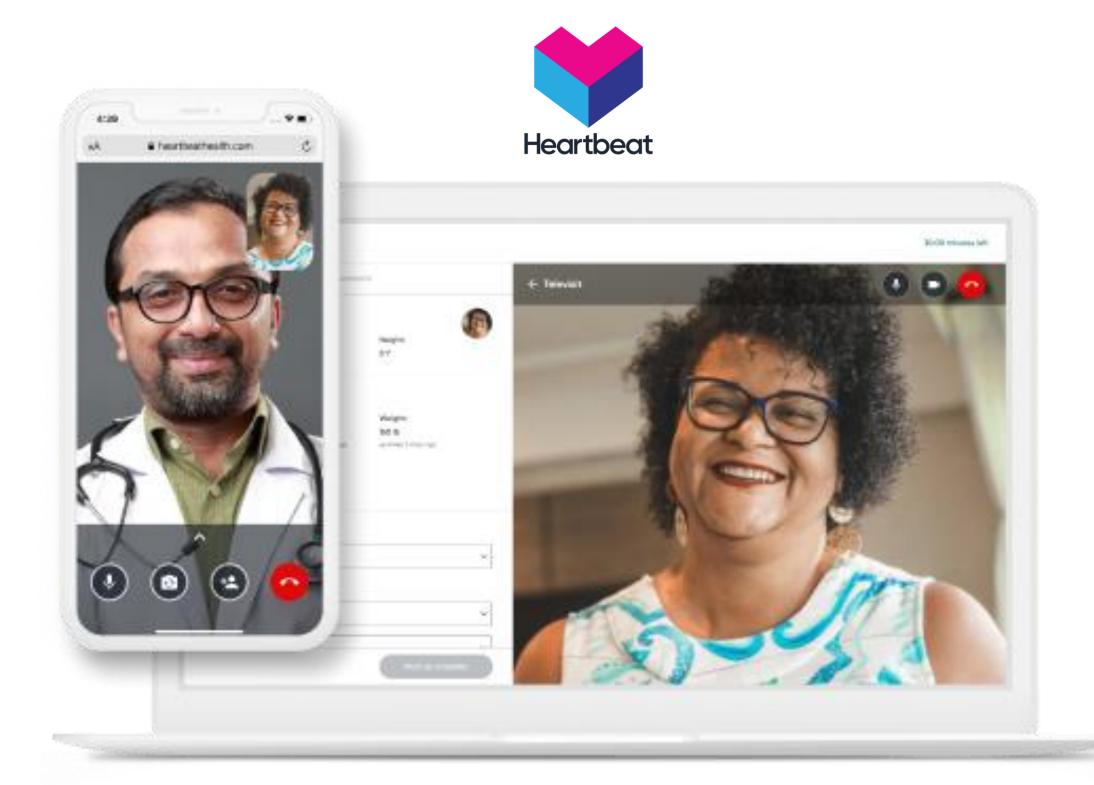
## Healthcare Partnerships

#### **Heartbeat Health**



National-wide virtual cardiovascular care platform that underpins our direct-to-consumer Arterial Health Assessment offering.

- Provides prescriptions to eligible buyers
- (Future, paid add-on) Telehealth consultation

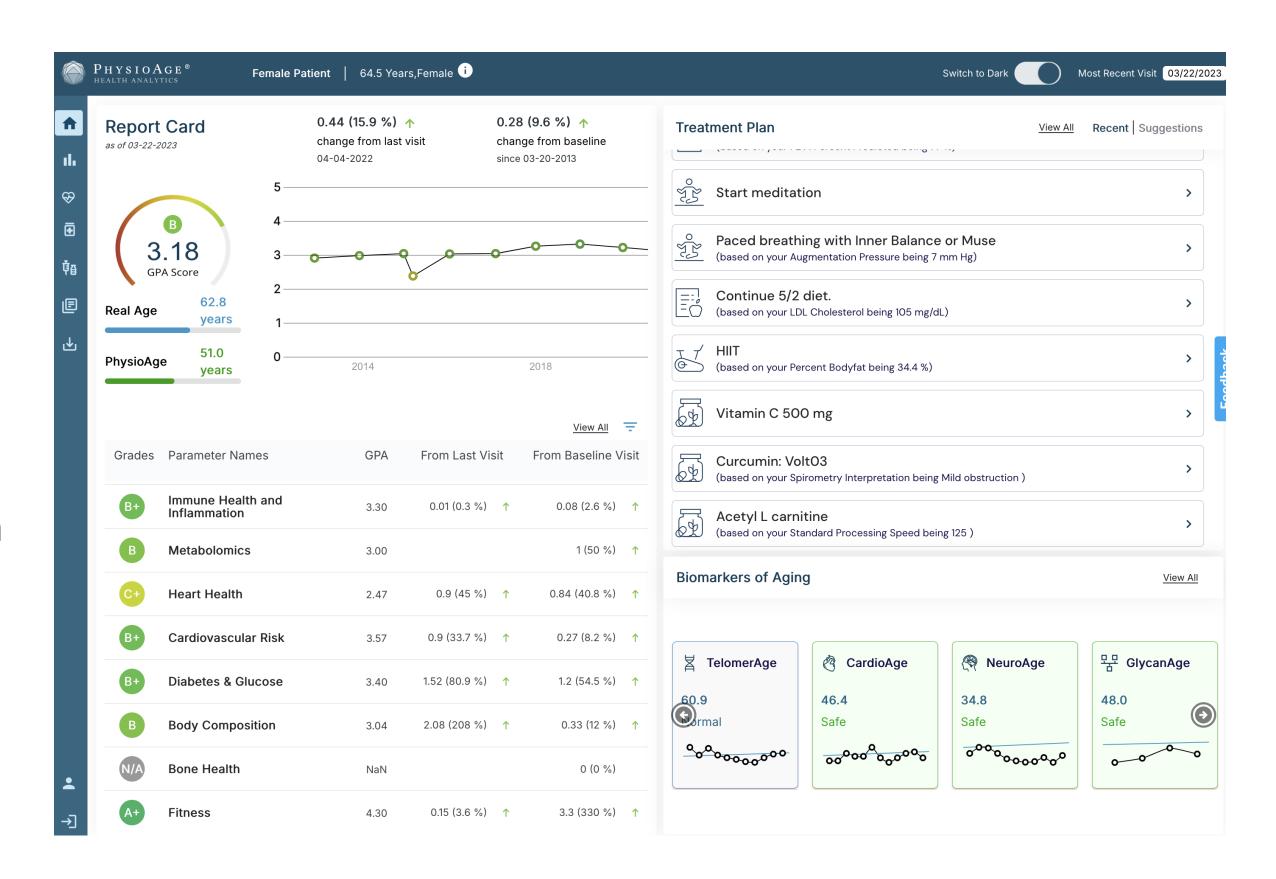


### **PhysioAge®**



## Aging-focused health analytics platform complementing CONNEQT Pulse.

- Provides integration of advanced vascular health monitoring into PhysioAge's subscription service.
- Expanded insights and personalized health optimization tools for high-touch concierge practices.



## Co-Marketing with PhysioAge





A4M Longevity Fest 2024

## The Future of Longevity and Arterial Health

Lifespan

Healthspan

55

85

85+

Friday, December 13th, 2024 12:30-1:30pm

Hosted by: Cardiex



Craig Cooper CEO, Cardiex



Dr. Joseph Raffaele CEO, PhysioAge



MODERATOR
Catherine Liao
Chief Strategy Officer, Cardiex

#### Other Partnership Activities Under Development



- Heart Failure Management Pilot: Developing a pilot program to manage heart failure patients post-discharge, leveraging arterial health monitoring to improve outcomes and reduce readmissions.
- 2. Women's Health Screening Program: Initiating a program to screen women for health risks, focusing on cardiovascular and arterial health as part of a broader preventive care initiative.
- 3. Cognitive Health Program: Collaborating to incorporate arterial health monitoring into cognitive health initiatives, aiming to support early intervention and monitoring of neurodegenerative conditions.







## Clinical Trials

### **Intensifying Our Pharma Presence**



3 million new clinical trial subjects enrolled annually in the U.S.

Broaden
Therapeutic Use
Cases.

Partnerships with CROs.

Expand Pharma-Specific Capabilities.

Scalable Pricing for Clinical Trials.

Demonstrate the versatility of vascular phenotyping.

Integrate vascular phenotyping into service offerings.

Enhance workflows and capabilities for diverse trial modalities.

Consumption-based pricing model aligned with trial structures.

## **Elevating Awareness of Arterial Health's Role in Drug Development**





### Strategic Engagement with Key Value Chain Stakeholders

















































#### **Looking Ahead**

(6-12 months)





Record company revenues for 2025.

- **Multiple** new product launch, distribution and sales partnerships.
- Full launch of brand, education, and demand generation campaigns for CONNEQT.

Full launch of Pulse eCommerce & clinical sales.

• Launch of Nationwide cardiology telehealth platform.



#### **Additional FDA clearances:**

- Pulse OTC ("over the counter")
- CONNEQT Band
- Other therapeutic areas (maternal health)

- Launch of CONNEQT Patient Management Portal.
- Launch of CONNEQT Decentralized Clinical Trials Portal.



**Strong revenue growth** from our Clinical Trial Solutions group.

- Continuing new product development announcements.
- Accelerating revenue contributions from new product releases (SaaS, app subscription, lease revenues, product sales, eComm, premium app features).
- Consistent cadence of news and investor updates (webinars, newswires, industry journals, conferences, seminars).



## Questions?

