

ECHO IQ LICENSES SOFTWARE TO RESPIRI (ASX:RSH) FOR REMOTE PATIENT MONITORING

Highlights:

- **Licensing agreement with leading provider RespiRI (ASX:RSH)**
- **Licensing agreement for US Remote Patient Monitoring (RPM) and Accountable Care Organisations (ACO)**
- **Application of EchoSolv to RespiRI's US RPM user-base**
- **Offering designed to help reduce costly hospital re-admissions**
- **Ongoing channel exclusivity linked to minimum revenue targets**

Sydney: AI and Medical Technology company Echo IQ Limited (ASX: EIQ) ("Echo IQ" or the "Company") is pleased to announce that it has entered into a commercial licensing agreement with medical technology company RespiRI Limited (ASX: RSH) (RespiRI) to apply Echo IQ's AI-backed EchoSolv™ cardiovascular decision support to RespiRI's remote patient monitoring user base.

RespiRI's Remote Patient Monitoring (RPM) business, used widely in the US Accountable Care Organisations (ACO) sector, allows Healthcare Providers to provide ongoing patient care continuity and clinical engagement after the patient consultation or discharge from hospital. RPM is shown to improve health outcomes and to reduce unnecessary healthcare expenditure associated with the provision of emergency and other forms of unscheduled care. In recognition of the important role played by high quality RMP, it enjoys Centers of Medicare and Medicaid Services (CMS) reimbursement as well as coverage under private insurance.

The exclusive addition of EchoSolv™ to RespiRI's RPM solution adds strong cardiology capability to an offering already well-established in the monitoring of respiratory conditions. RespiRI has recently completed a \$6.5 million capital raising to fund significant expansion of its solution in the US and has secured access to an additional \$20 million to fund potential future US acquisitions.

Under the terms of the agreement, RespiRI will incorporate Echo IQ's EchoSolv™ cardiovascular solutions into its US RPM value proposition and will pay a monthly license fee for each patient identified as meeting current American Heart Association guidelines for severe aortic stenosis as well as heart failure. Pending FDA clearance, the Company will also earn recurring monthly license royalties for patients identified by Echo IQ's decision-support platform, EchoSolv™, as displaying high-risk aortic stenosis and heart failure risk profiles, in line with its proprietary AI algorithms. These undiagnosed cardiovascular (CV) patients are at serious risk of expensive medical complications and significantly reduced life expectancies. RespiRI will also be promoting EchoSolv in the US ACO sector.

Andrew Grover said "We are pleased to be working with RespiRI on this extension of Echo IQ's AI-backed decision support capability in cardiology. The application of our solutions to remote patient monitoring in the ACO sector demonstrates the value of our technology in a variety of commercial healthcare settings. We look forward to working with the RespiRI team on this opportunity. This agreement signals another step forward in the evolution of Echo IQ as does the commencement of the Company's new CEO, Kimber Rothwell, who starts in his new role on Monday. We wish him great success."

Respiri CEO, Marjan Mikel said “Respiri continues to grow our RPM US business across all chronic conditions, cardiovascular included, with our customer charter to improve patient health outcomes thus reducing cost burdens. The Echo IQ partnership aligns with this resulting in better identification of high-risk patients who may require medical intervention or clinical review, followed by ongoing RPM support, all of which is core to us. Response to this kind of extension to our services from ACO’s, providers and leading insurers has been very positive, and we are confident that this will be added to our service suite with new and existing clients growing our RPM patient pool.”

The licensing agreement between Echo IQ and Respiri includes a number of standard commercial terms for a contract of this nature. These include an initial term of 12 months with exclusive rights for the defined territories (being the US RPM and ACO sectors), as well as minimum sales achievements in order to maintain exclusivity. Should this be achieved, automatic renewal for a further 24 months will be activated. At this stage, the Company is unable to provide any meaningful guidance as to the potential financial impact arising from this agreement given the software as a service (SaaS) usage-based model for monthly license fees. The financial impact will be dependent on the degree of commercial uptake of the EchoSolv™ solution by users in the RPM/ACO and healthcare organisation sectors, as well as the ongoing usage of Respiri’s patient monitoring solutions.

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Authorised for release by the Board of Directors of Echo IQ Limited.

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ABOUT ECHO IQ

Echo IQ uses AI-driven technology and proprietary software to improve decision making in Cardiology. The company is based in Sydney, Australia.