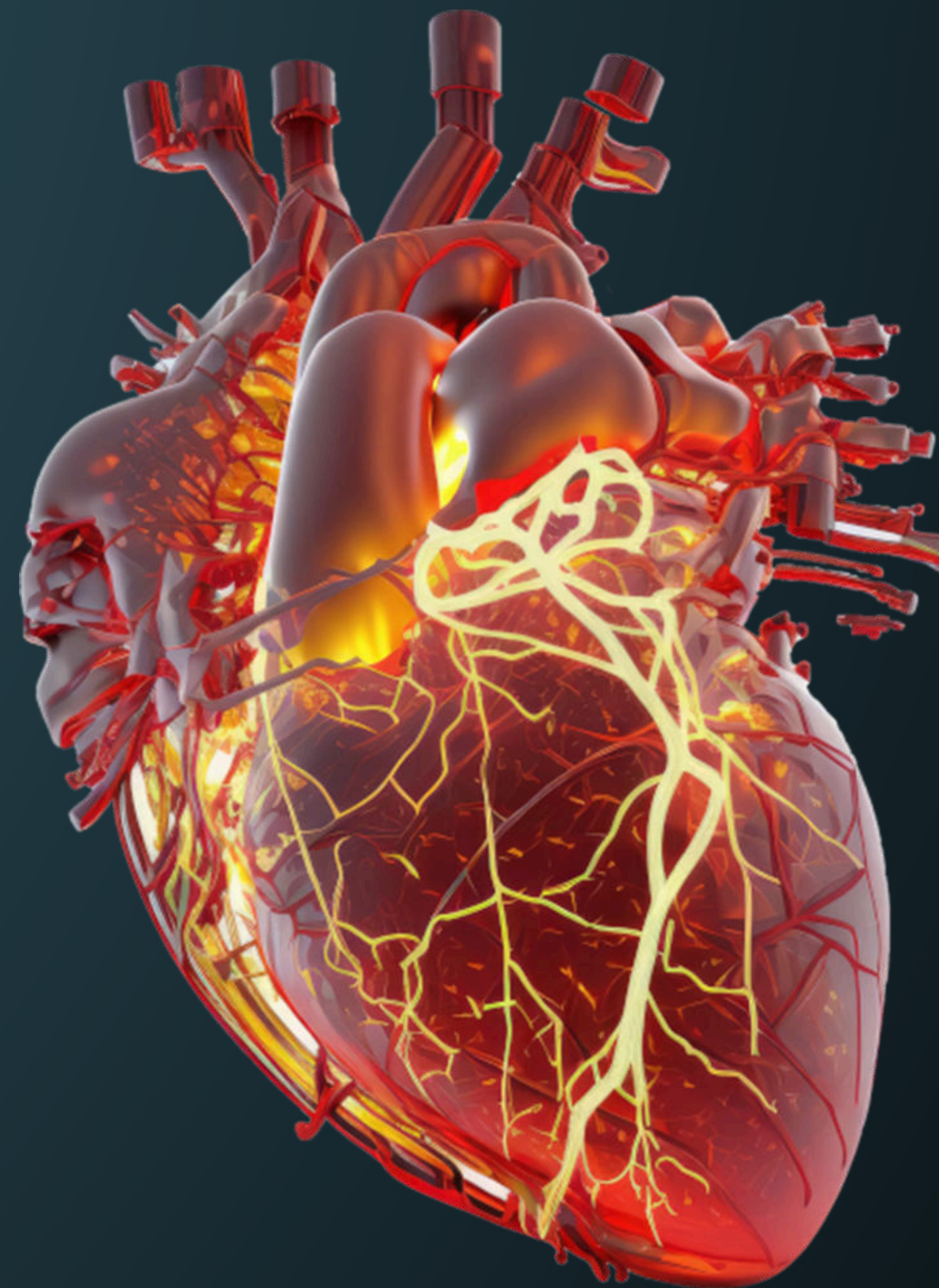# Echo iQ

Early Warning and Enhanced Detection for Heart Disease

ASX:EIQ
Company Presentation: 23 May 2024

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Echo iQ

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%
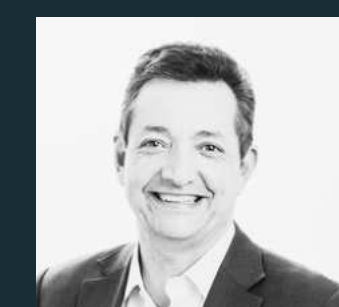Board of Directors & Top 20

51%
Other Shareholders

BOARD OF DIRECTORS

Andew Grover
Executive Chair

Steven Formica
Director

Steven Picton
Director

Jessamyn Lyons
Company Secretary

Simon Tolhurst
Director

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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 cardiovascualar 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

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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-effectve

> 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

Echo iQ harnesses the power of **artificial intelligence** and exclusive access to world-leading **cardiac big data** to help healthcare profesionals 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

REGULATORY APPROACH

> Echo IQ has submitted application for FDA clearance unique AI-phenotyper for aortic stenosis

> This extends EchoSolv's commercial application

STRUCTURAL HEART SOLUTION

+ Current: aortic stenosis and mitral regurgitation

+ AI-backed heart failure solution

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

USER EXPERIENCE

> Proprietary cloud-based SaaS platform

> Assessments almost instantly

> Cardiologist's alerts

> Multiple implementation models

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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

ALGORITHM DEVELOPED

CLINICAL STUDIES:
> ST VINCENT'S
> BETH ISRAEL DEACONESS

ECHOSOLVE APPLICATIONS
> ST VINCENT'S

US READER STUDY

FDA SUBMISSION

COMMERCIALISATION READY

2021	2022-2023	2023-2024	COMPLETED	SUBMITTED	NOW

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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.
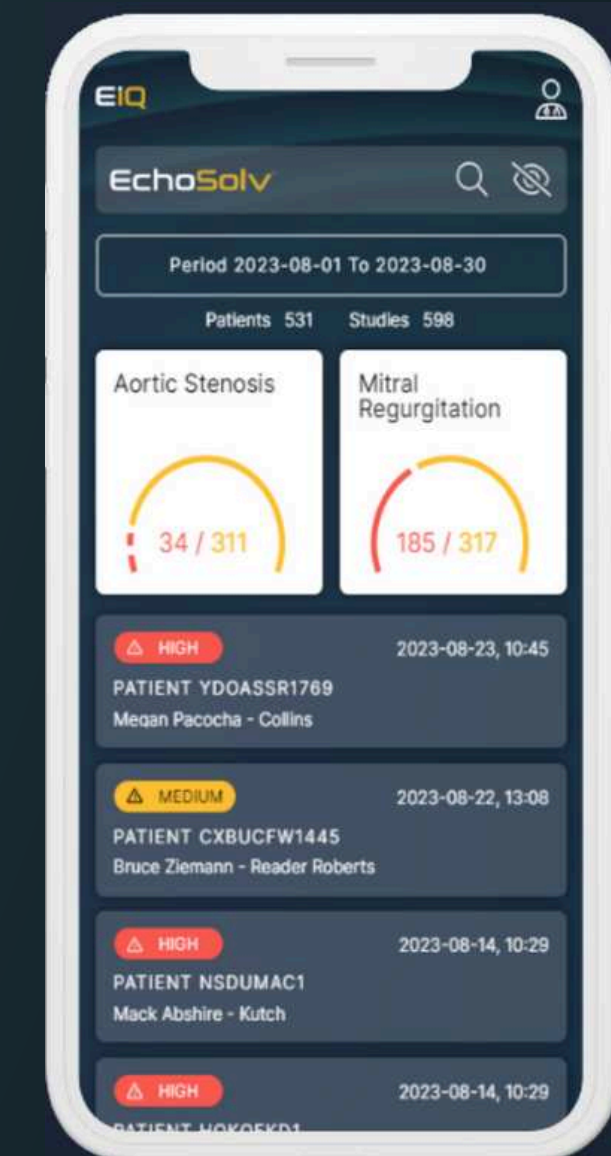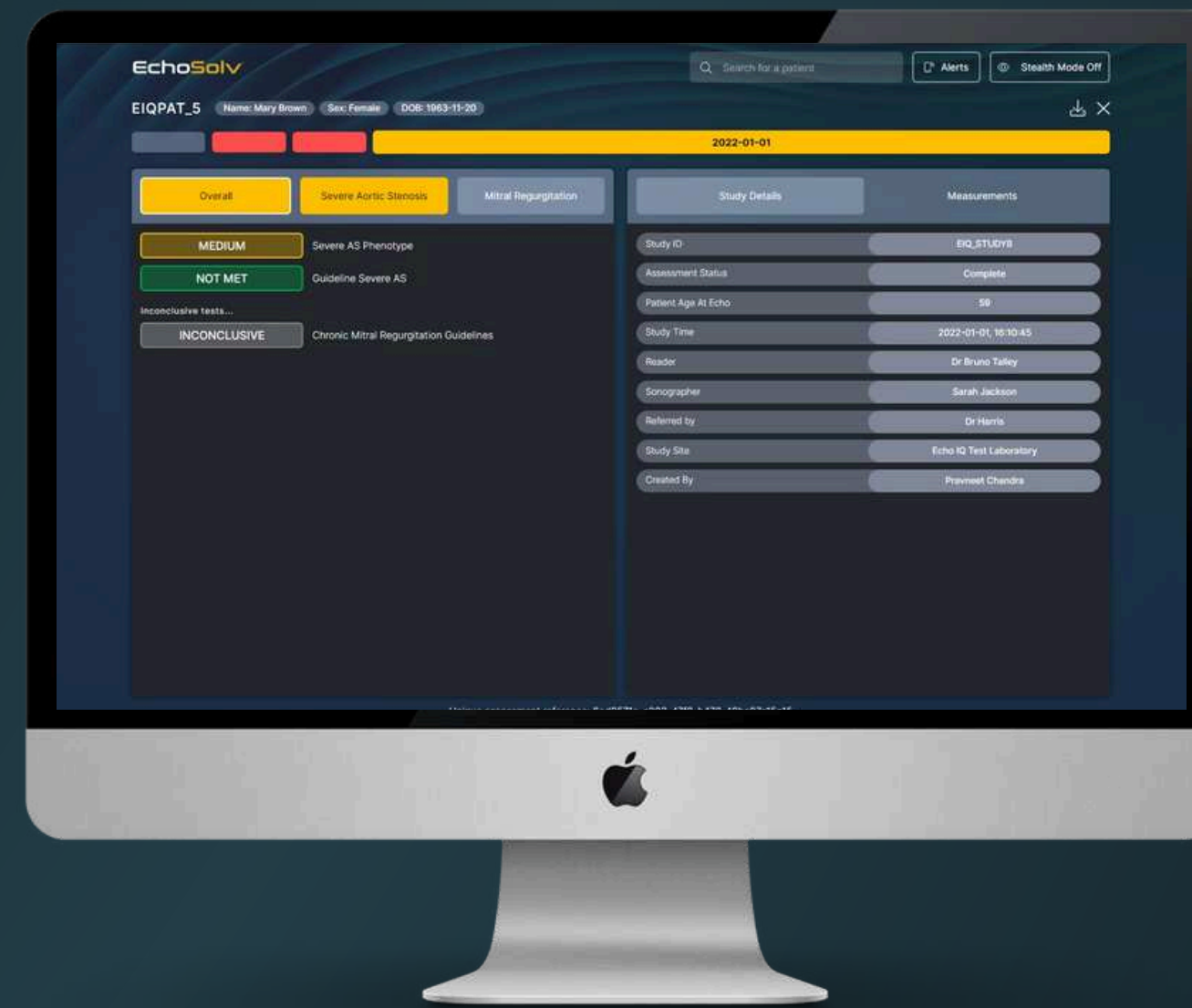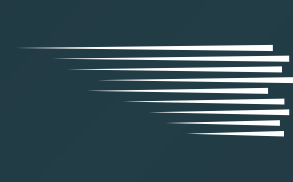

Patient triage on-the-go
Assessments available wherever you are

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

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Case Study:
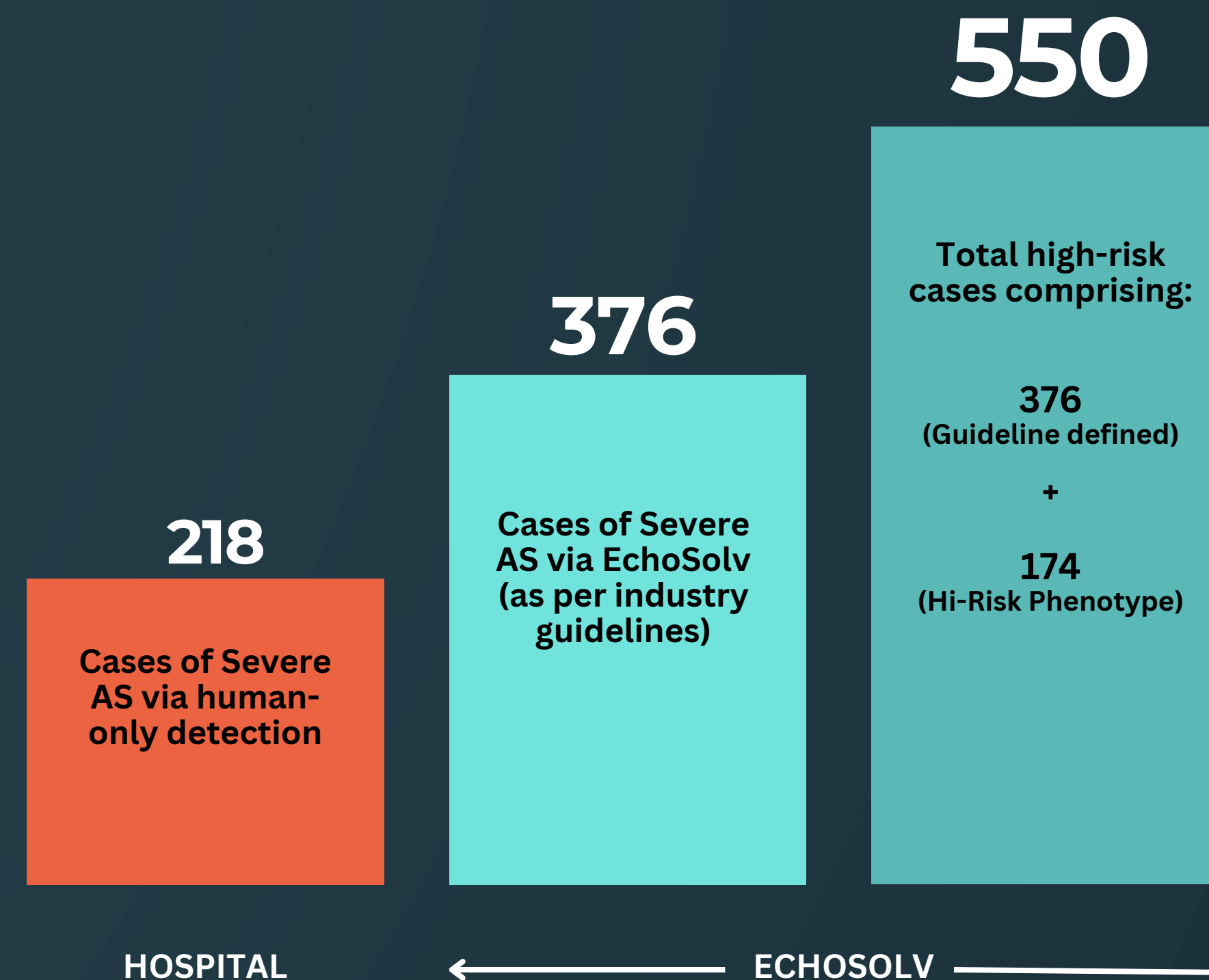# **EchoSolv-AS**

ST VINCENT'S HEALTH AUSTRALIA

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.

218
Cases of Severe AS via human-only detection

376
Cases of Severe AS via EchoSolv (as per industry guidelines)

550
Total high-risk cases comprising:

376
(Guideline defined)

+

174
(Hi-Risk Phenotype)

HOSPITAL

← 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 EchoSolvTM 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."

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US Exposure - June 2024

CRF®

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 performace 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

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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]
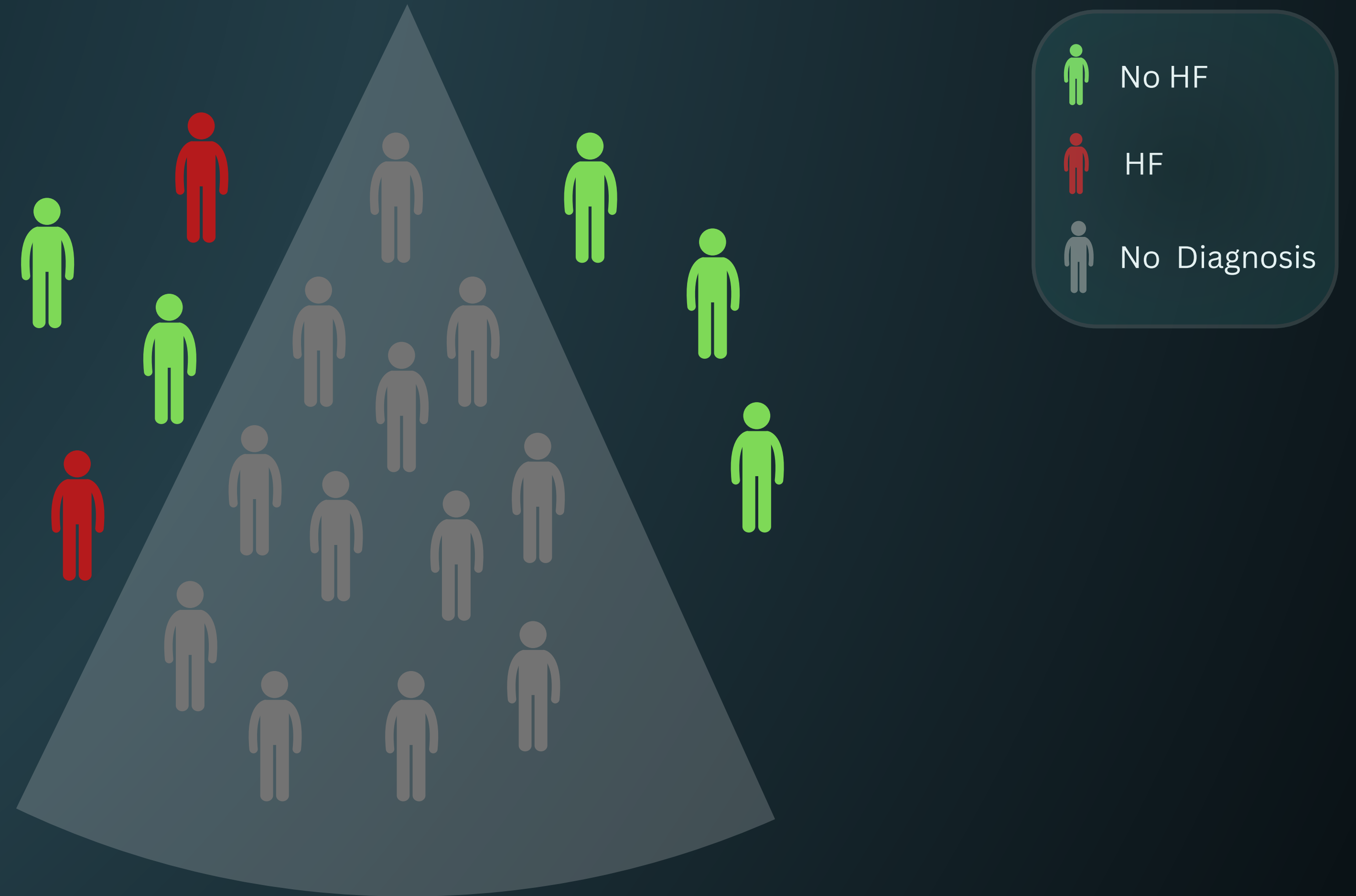anticipated healthcare
costs by 2030

25%[15]
30-day hospital re-
admission rate

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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.

No HF

HF

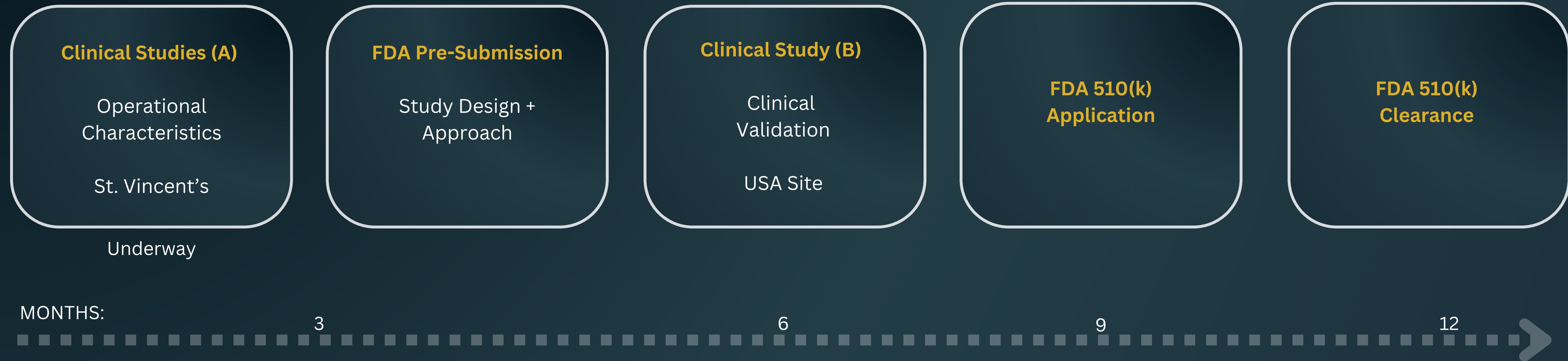No Diagnosis

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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.

HF HIGHEST RISK

HF LOWEST RISK

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Heart Failure: Pathway to Clearance

Clinical Studies (A)

Operational Characteristics

St. Vincent's

Underway

FDA Pre-Submission

Study Design + Approach

Clinical Study (B)

Clinical Validation

USA Site

FDA 510(k) Application

FDA 510(k) Clearance

MONTHS:

3   6   9   12

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.

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Commercialisation - Reimbursement

US Insurance Coverage

US health insurance is estimated to cover approximately 90%[17] of Americans, either through private of 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.

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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 Respiri sees a PPPM fee where we identify hiigh-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

Echo iQ

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

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

Echo iQ

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
MD FACC FASE
Cedars Sinai Medical Center, Los Angeles

Hashim Khan
MD FACC
San Diego Cardiac Centre

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Beth Israel Deaconess, Boston Harvard University

Madeline Jankowski
BS ACS RDCS FASE
Advanced cardiac sonographer. Northwestern University.

Michael Mack
MD MACC
Editor JACC, Director Maylor Scott & White Cardiovascular Governance.

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(4) Estimates based on clinical observations of Echo IQ's Scientific Advisory Board

(5) https://www.johnmuirhealth.com/services/cardiovascular-services/intervention/transcatheter-aortic-valve-replacement/facts-and-figures.html

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(10) https://world-heart-federation.org/what-we-do/heart-failure/

(11) https://my.clevelandclinic.org/health/diseases/17069-heart-failure-understanding-heart-failure

(12) https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7186095/#:~:text=Congestive%20heart%20failure%20%28CHF%29%20is%20the%20most%20common,up%20to%2026.9%25%20of%20the%20total%20readmission%20rates.

(13) https://www.cdc.gov/heart-disease/about/heart-failure.html?CDC_AAref_Val=https://www.cdc.gov/heartdisease/heart_failure.htm

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(15)https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7186095/#:~:text=Congestive%20heart%20failure%20%28CHF%29%20is%20the%20most%20common,up%20to%2026.9%25%20of%20the%20total%20readmission%20rates. (leading re hosp hf)

(16) Estimates based on clinical observations of Echo IQ's medical experts.

(17) https://www.census.gov/library/publications/2023/demo/p60

(18) https://www.proxydocs.com/branding/966143/2024/ar/32/

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AI with heart

ASX:EIQ

www.echoiq.ai