EchoiQ

For personal use only

Webinar Presentation

November 2025

ASX: EIQ

OTC: ECHQF

EchoIQ

Disclaimer and Forward-looking Statements

For personal use only

This presentation has been prepared by ECHOIQ LIMITED "EIQ". This document contains background information about EIQ current at the date of this presentation. The presentation is in summary form and does not purport to be all inclusive or complete. Recipients should conduct their own investigations and perform their own analysis in order to satisfy themselves as to the accuracy and completeness of the information, statements and opinions contained in this presentation.

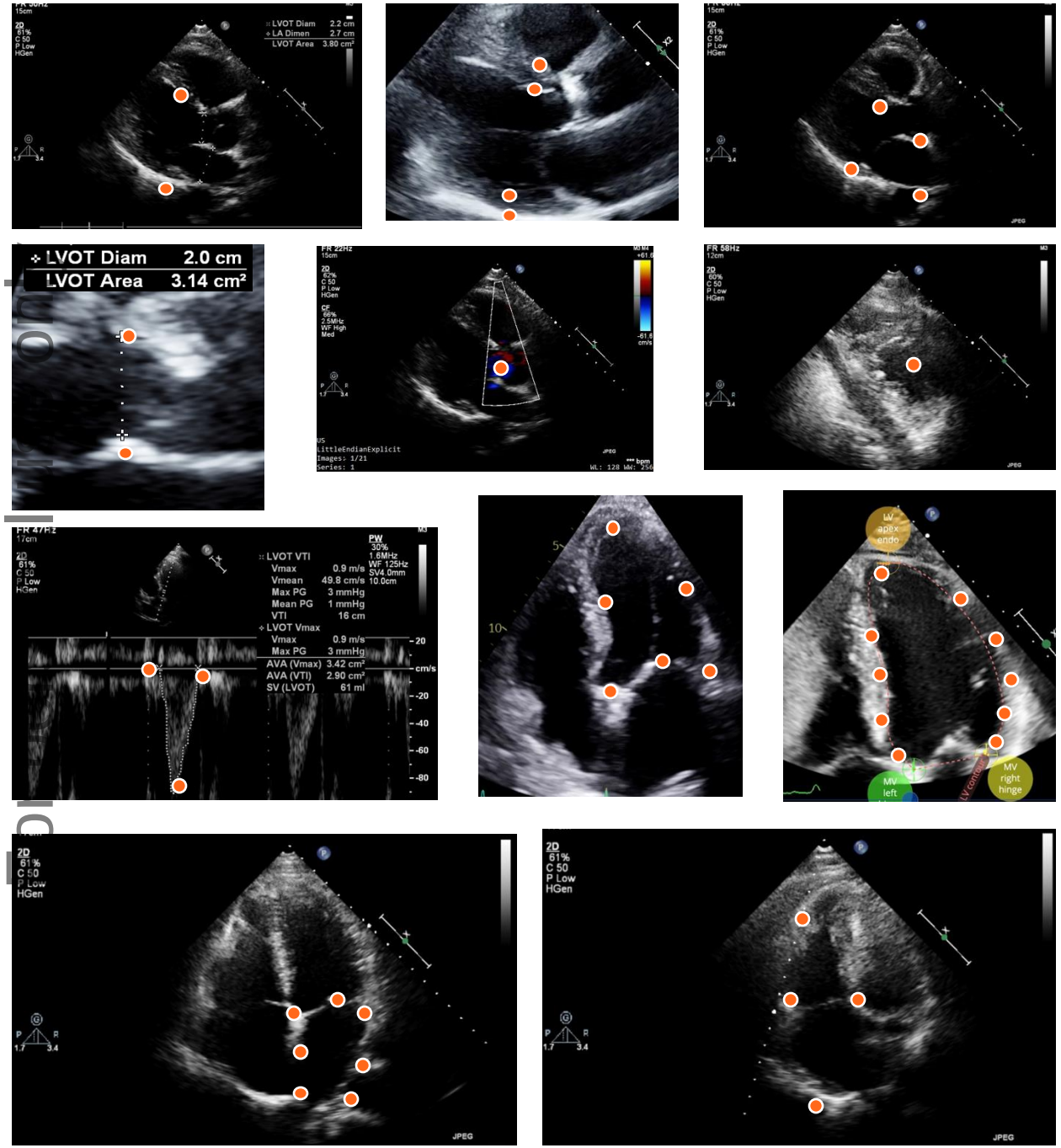
This presentation is for information purposes only. Neither this presentation nor the information contained in it constitutes an offer, invitation, solicitation or recommendation in relation to the purchase or sales of shares in any jurisdiction.

This presentation does not constitute investment advice and has been prepared without taking into account the recipient's investment objectives, financial circumstances or particular needs and the opinions and recommendations in this presentation are not intended to represent recommendations of particular investments to particular persons. Recipients should seek professional advice when deciding if an investment is appropriate. All securities involve risks which include (among others) the risk of adverse or unanticipated market, financial or political developments.

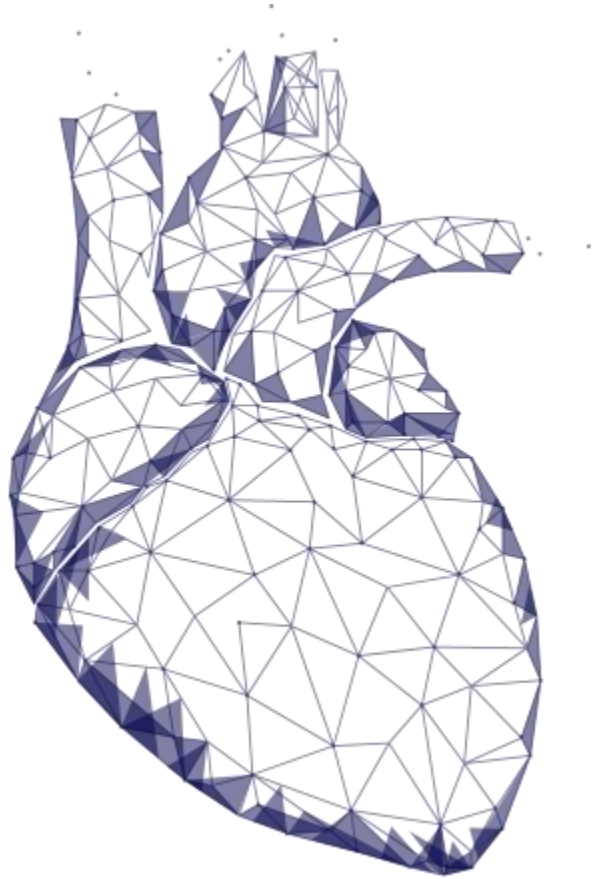
This document does not constitute any part of any offer to sell, or the solicitation of an offer to buy, any securities in the United States or to, or for the account or benefit of any "US person" as defined in Regulation 5 under the US Securities Act of 1993 ("Securities Act"). EIQ's shares have not been, and will not be, registered under the Securities Act the or the securities laws of any state or any other jurisdiction of the United States, and may not be offered or sold in the United States to any person without being so registered or pursuant to an exemption from registration including an exemption for qualified institutional buyers.

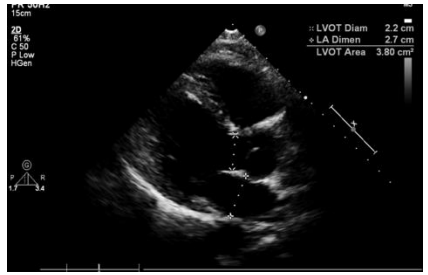
To the fullest extent permitted by law, EIQ, its officers, employees, agents and advisors do not make any representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of any information, statements, opinions, estimates, forecasts or other representations contained in this presentation. No responsibility for any errors or omissions from this presentation arising out of negligence or otherwise are accepted. Images are used to illustrate concepts only and are not intended to represent commercial EIQ images.

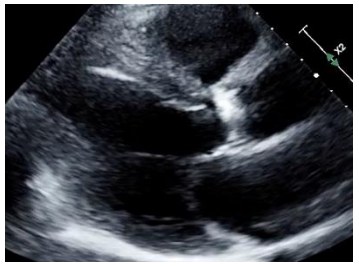
This presentation may include forward-looking statements. Forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions which are outside the control of EIQ. Actual values, results or events may be materially different to those expressed or implied in this presentation. Given these uncertainties, recipients are cautioned not to place reliance on forward looking statements. Any forward-looking statements in this presentation speak only at the date of issue of this presentation. Subject to any continuing obligations under applicable law, EIQ does not undertake any obligation to update or revise any information or any of the forward- looking statements in this presentation or any changes in events, conditions, or circumstances on which any such forward looking statement is based.

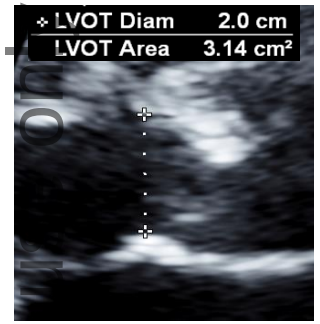


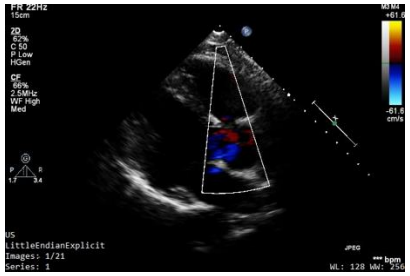
EchoSolv™ AI processing

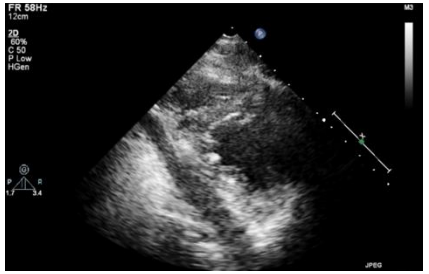


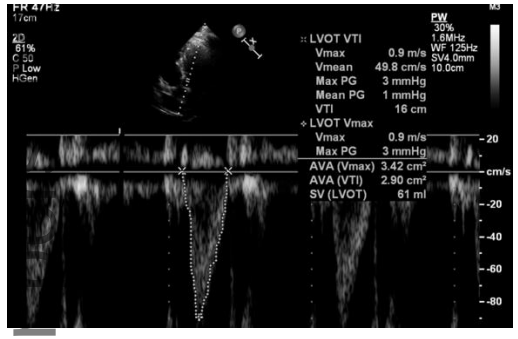


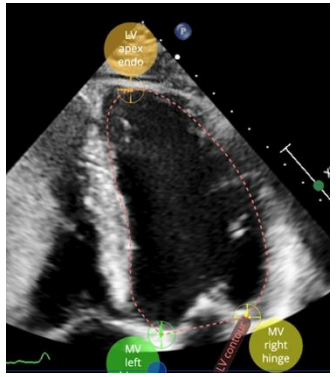


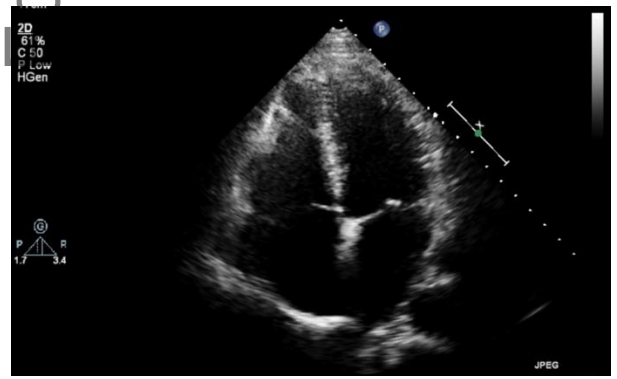


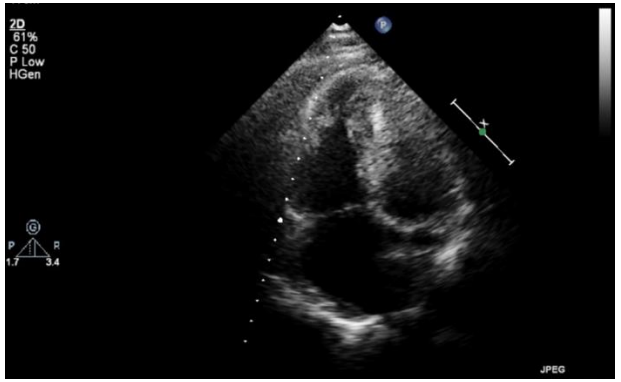




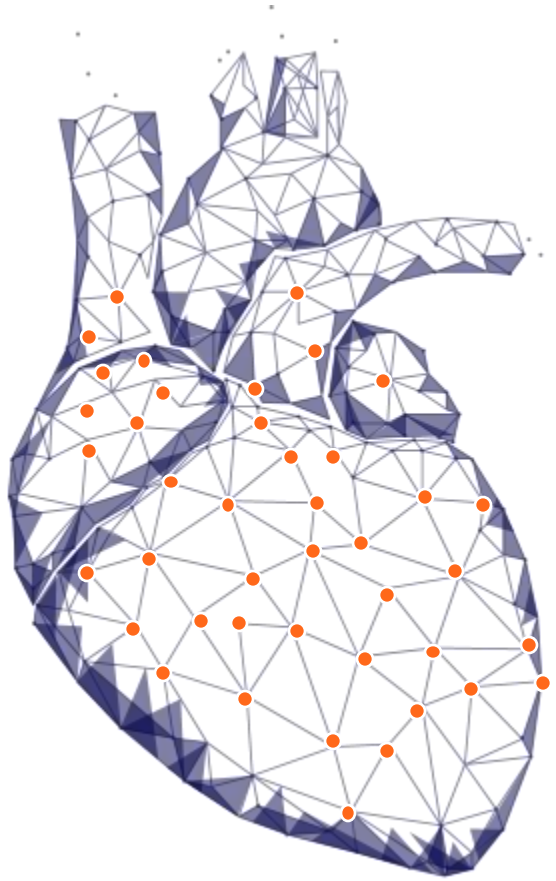








EchoSolv™ AI processing



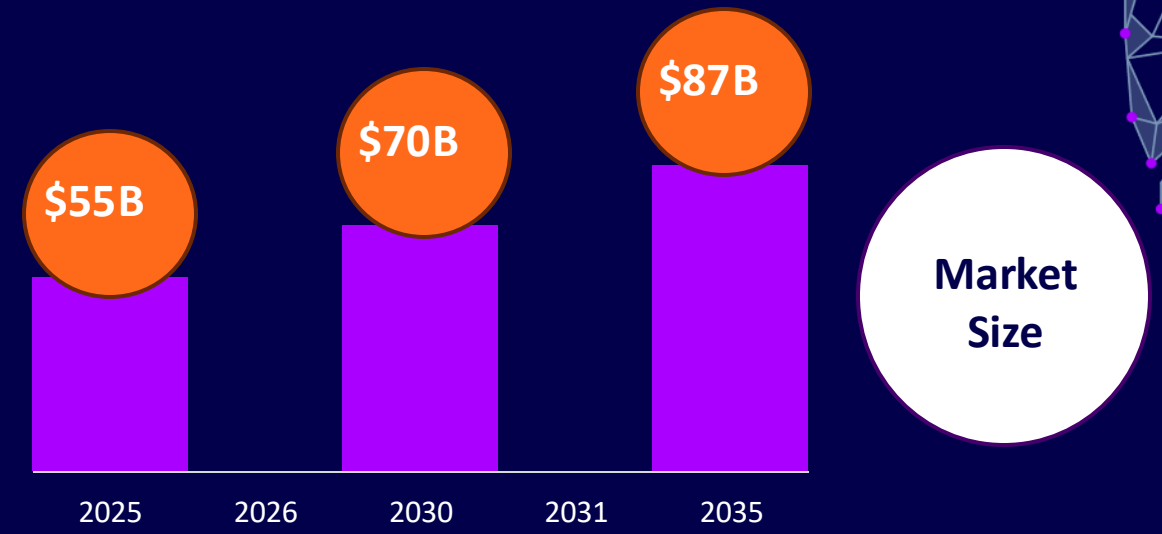
A major US market opportunity: US$65B and growing

For internal use only

Heart Failure

The US Healthcare expenditure Heart Failure CAGR

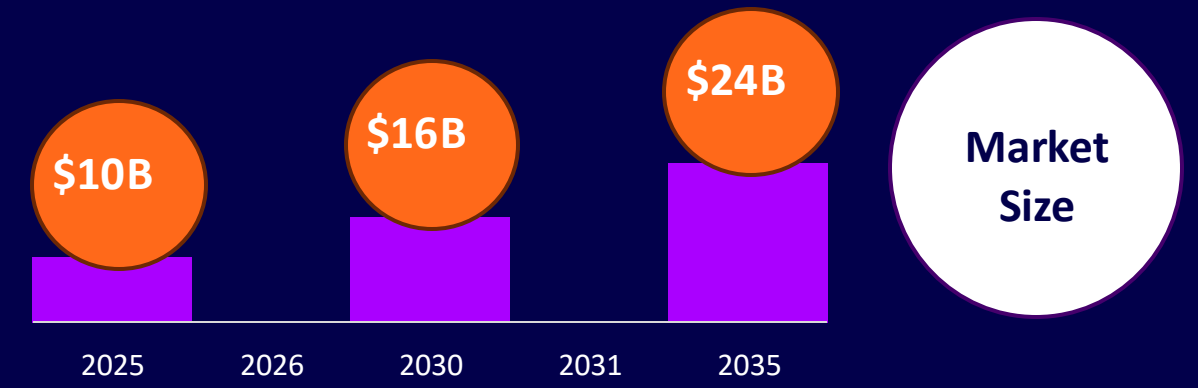
4.5%



Aortic Stenosis

The US Healthcare expenditure Aortic Stenosis CAGR

8.1%



Aortic Stenosis is the most common valvular heart disease in adults over 75

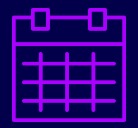
For personal use only

1 in 2

people with heart valve disease don’t know they have it

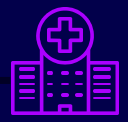
760K

American adults over 65 impacted by Aortic Stenosis



2 years

50% mortality rate for untreated symptomatic severe aortic stenosis (sAS)



11.5 hospital days

per year sAS patients who do not undergo treatment

$20K per patient

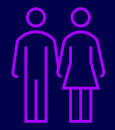
Additional yearly cost of missed or underdiagnosed sAS

5-year

survival rate of untreated symptomatic sAS is worse than several metastatic cancers

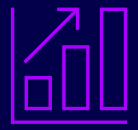
Heart Failure is a significantly larger issue

For personal use only



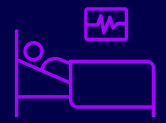
6.5M

Adults (>20 years) in the US who have heart failure



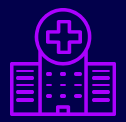
1M

New heart failure cases Per annum



25%

of Medicare patients with HF are readmitted within 30 days

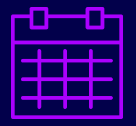


5.2 hospital days

Mean length of stay (LOS) for acute HF hospitalisation

US$24K

Average per-patient annual cost of heart failure in the US



5 years

50% of people with HF die within 5 years

Commercial Pathway

Three critical stages to accelerate revenue growth into 2026

For personal use only

Hospital Integrations → Integrated

Free trial for all customers

- [Converts to subscription model at conclusion]

3 Distinct targets:

- Premier Institutions “Key Logos”
- Individual hospital systems
- PAC and Image provider partnerships

Key Management in place

- Strategic hires to expedite and execute hospital integration strategy

Reimbursement & Revenue → Accelerated Sales CY26

Subscription Model

- Subscription solution with Reimbursement support

Reimbursement Strategy

- **Aortic Stenosis:** Utilise ~$150 misc. code → Progress towards unique code in CY2026
- **Heart Failure:** Utilise existing ~$250 code → Progress towards unique code in CY2026

Short Sales Cycle

- Targeting 4-month sales cycle from integration to revenue

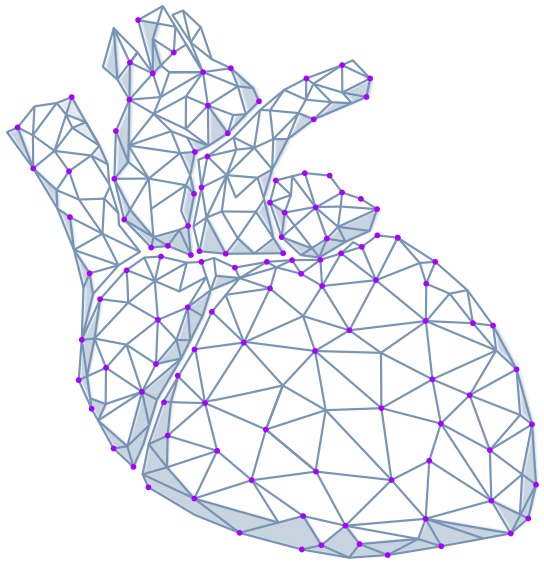
Pipeline – Platform → 6 Product Platform

Validated

- ✓ **Aortic Stenosis –** FDA 510K
- ✓ **Heart Failure –** FDA 510K Pending

In Development

- Pulmonary Hypertension
- Hypertrophic Cardiomyopathy
- Mitral Regurgitation (MR)
- Cardio-Oncology



Disclaimer: EchoSolv HF, HCM, PH, or MR are not FDA or TGA cleared. This is intended to demonstrate pipeline opportunities. This data is not to be used for promotional or commercial use; this data is being shared as information only.

Subscription Model

Graduated model based on reimbursement approval rates

For personal use only

Sites range from **5,000 → 200,000** p.a

$150-$299 / Claim

Annual Subscription Fee = **Number of Echocardiograms p.a.** X **Average Approval of CPT Code (10-100%)** X **Reimbursement Value**

Approval rate increases as code graduates

Miscellaneous	Category III	Category I
Avg approval **10-30%**	Avg approval **40-60%**	Avg approval **80-100%**

Subscription Model Mechanisms

- ✓ Removes reimbursement approval rate approval risk
- ✓ Fast-tracks sales cycle
- ✓ Maintains market value
- ✓ Incentivises sites to improve reimbursement processes to increase approval rates
- ✓ Will be reviewed with hospital annually
- ✓ Agreement will graduate as CPT code changes and reimbursement value over time

EchoiQ

EchoSolv HF:
The potential solution

For personal use only

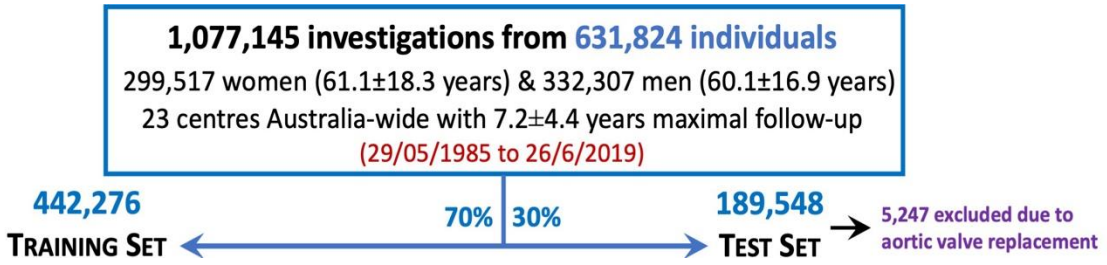
Study Outputs:

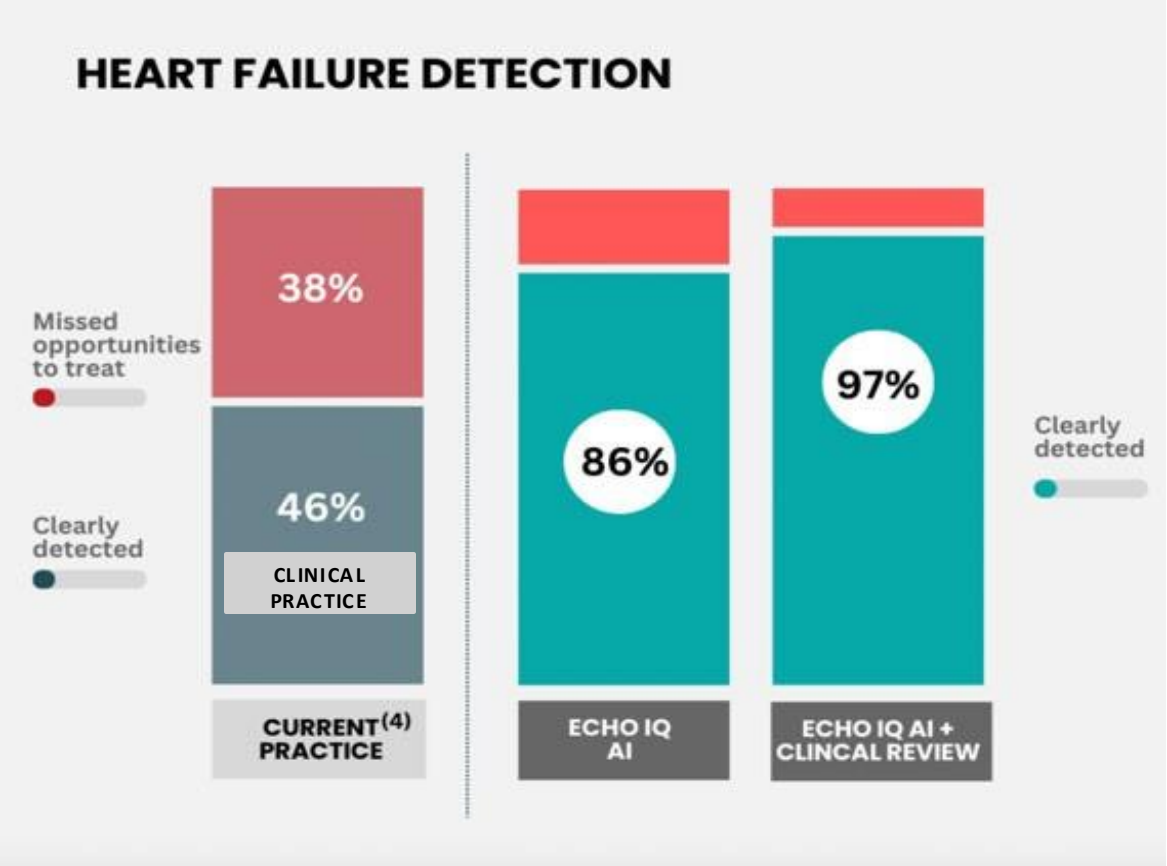
50% of patients in this cohort were misdiagnosed or underdiagnosed

AI alone detected **86%** of patients with

HF AI with Cardiologist review detected

97% of patients with HF





Disclaimer: EchoSolv HF is not FDA or TGA cleared. This data will be part of the future filings, such as FDA 510k submission. This data is not to be used for promotional or commercial use; this data is being shared as information only.

Validation Results

The clinical validation was designed to evaluate the EchoSolv HF model's ability to detect heart failure on an independent dataset of ~17,000 individual echo studies.

For personal use only

Sensitivity:	**Specificity:**
Identifying patients accurately with Heart Failure	**Identifying patients accurately without Heart Failure**
99.5%	91.0%

Disclaimer: EchoSolv HF is not FDA or TGA cleared. This data will be part of the future filings, such as FDA 510k submission. This data is not to be used for promotional or commercial use; this data is being shared as information only.

Near term regulatory pathway

Completion of the clinical validation marks the final clinical requirement prior to a formal submission for clearance by the US FDA

EIQ will shortly complete its formal submission to advance the clearance of EchoSolv HF via the FDA's 510(k) regulatory pathway with submission in the coming weeks

For personal use only

Accelerating innovation through exclusive data access

For personal use only

Aortic Stenosis

FDA 510(k) Cleared Oct CY24

Heart Failure

FDA Submission Q4 CY25

Hypertrophic Cardiomyopathy

Development

Pulmonary Hypertension

Development

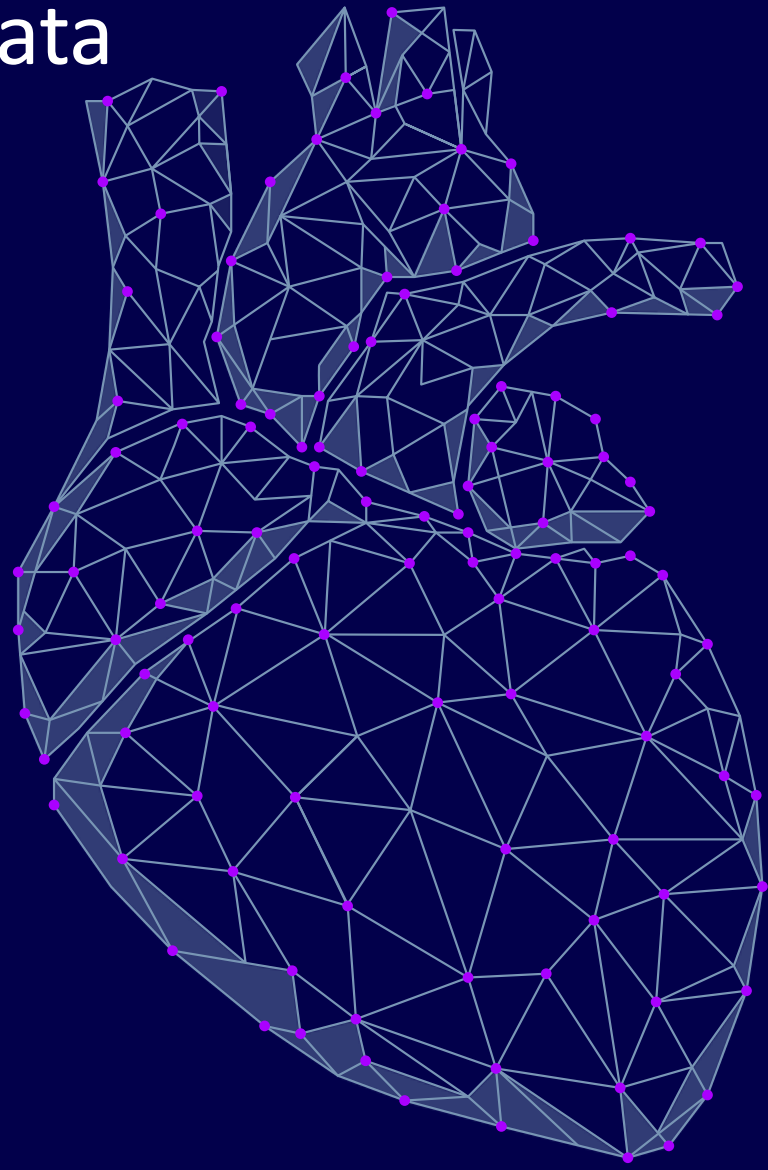
Mitral Valve Regurgitation

Development

2028

2026

2024



Disclaimer: EchoSolv HF, HCM, PH, or MR are not FDA or TGA cleared. This is intended to demonstrate pipeline opportunities. This data is not to be used for promotional or commercial use; this data is being shared as information only.

For personal use only

Upcoming presentations:

Consider removing depending on final length

PIPER | SANDLER

- Piper Sandler Healthcare Conference Dec 2-3

JPMorgan

- JP Morgan Healthcare Conference Jan 12-15

EchoSolv

EchoSolv

For personal use only

Head of Commercial

Nick Lubbers

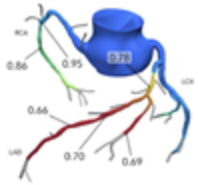
BACKGROUND

For personal use only

Boston Scientific

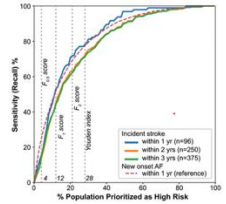
- New market creation, Left Atrial Appendage Closure (LAAC)
- Established CMS Nation Coverage Decision and CPT codes
- Fastest growing business unit in BSC
- LAAC is now an estimated US$1Bn market in America

Heartflow



- New market creation, Fractional Flow Reserve via CT (FFRct)
- Established CMS Local Coverage Decision across 13 MACs and Private Payers
- One of the first Software As a Medical Device (SaMD)
- IPO: August 2025 at a $2.3B market capitalisation

TEMPUS



- New market creation, predictive ECG algorithm for AF, AS and PAH.
- Initial FDA clearance for ECG-AI AF, June 2024
- CMS coverage established via APC 5734
- IPO: June 2024 at a $6.1B market capitalisation

EchoIQ OPPORTUNITY

For personal use only

Real world evidence

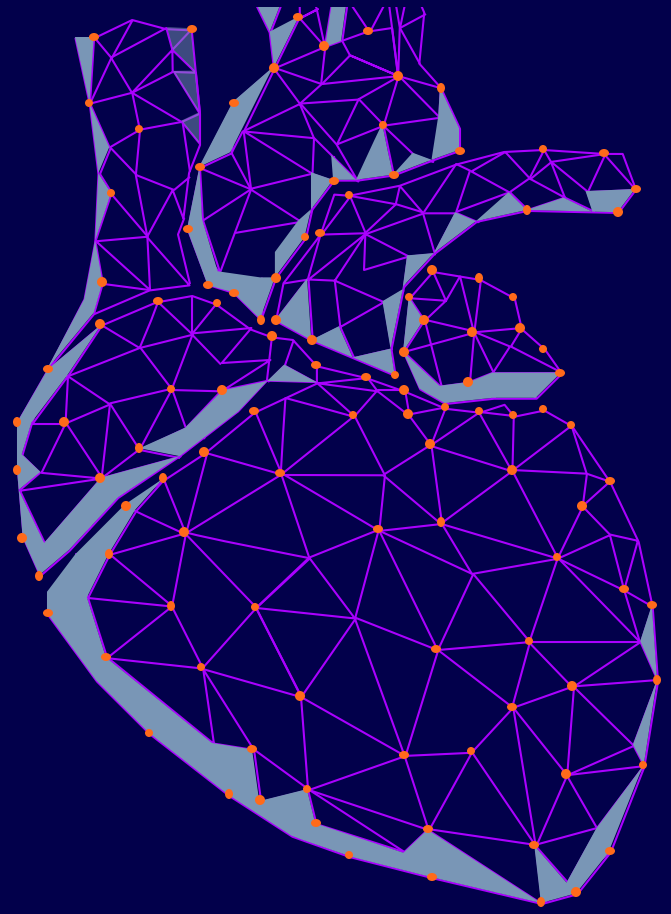
Trained on **>2M echocardiogram** measurements linked to mortality

Seamless integration into existing clinical workflows

EchoSolv results are *delivered within the existing* PACS and Reporting platforms in seconds

Reimbursement pathway

CMS has recognised hospital outpatient, inpatient and **professional codes** for echo AI in heart failure



ECHO AI LANDSCAPE

For personal use only

Adjacent Technologies

SCREENING AI

ECG-AI and POCUS as screening tools to Echo

ACQUISITION AI

Measurement automation and image capture for the sonographer

Competitive Landscape

Impacted by image quality
Access to DICOM
Smaller datasets for training
And
Longer turn around time (TAT) for reporting

ULTROMICS

Image dependent Heart Failure algorithm specific performance for HFpEF Sensitivity & Specificity under 90%

EchoSolv

AI trained on >2M echocardiogram measurements

FDA cleared EchoSolv AS

Heart Failure performance Sensitivity 99.5% and Specificity 91.0%

EchoSolv AS and HF* (not FDA or TGA Cleared)

Disclaimer: EchoSolv HF is not FDA or TGA cleared. This data will be part of the future filings, such as FDA 510k submission. This data is not to be used for promotional or commercial use; this data is being shared as information only. This data is not intended for comparisons.

Advancing a defined commercial strategy

For personal use only

Top 250

- Active outreach to the Top 250 healthcare sites by adjudicated echocardiography volume.
- Segmented by volume/usage, logo and implementation speed.
- Dedicated messaging and content for the 75 American Heart Association Target: Aortic Stenosis™ pilot programs. **EchoSolv AS** aids in the goal of early and timely AS detection.

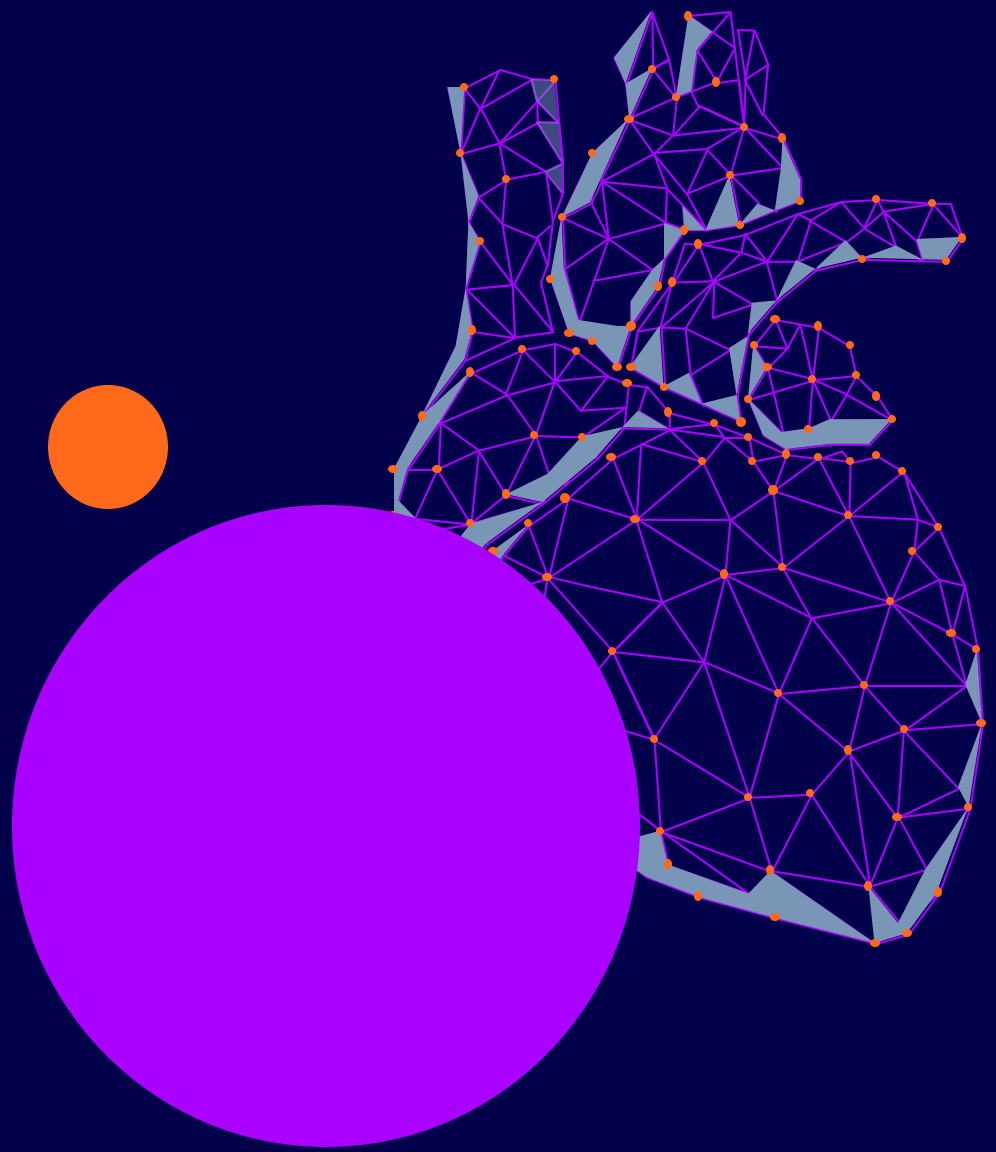
200%

- 200% increase in customer engagement for **EchoSolv AS** across:
  - Academic Medical Centers
  - National and Regional Health Systems
  - Cardiology Practices (PE/Private)

- **EchoSolv AS** creates an FDA cleared point of entry to deliver upon an echocardiography operating system across multiple cardiovascular disease states:
  - **EchoSolv HF***
  - **EchoSolv HCM***
  - **EchoSolv PH***
- **EchoSolv HF** *will enter the market with a clear pathway to CMS reimbursement via CPT 0932T*

*These products are not FDA Cleared. The information is for company planning and not intended for promotional or commercial use.

EchoSolv

For personal use only

Q&A