EchoiQ

Webinar Presentation

November 2025

ASX: EIQ

OTC: ECHQF

EchoiQ

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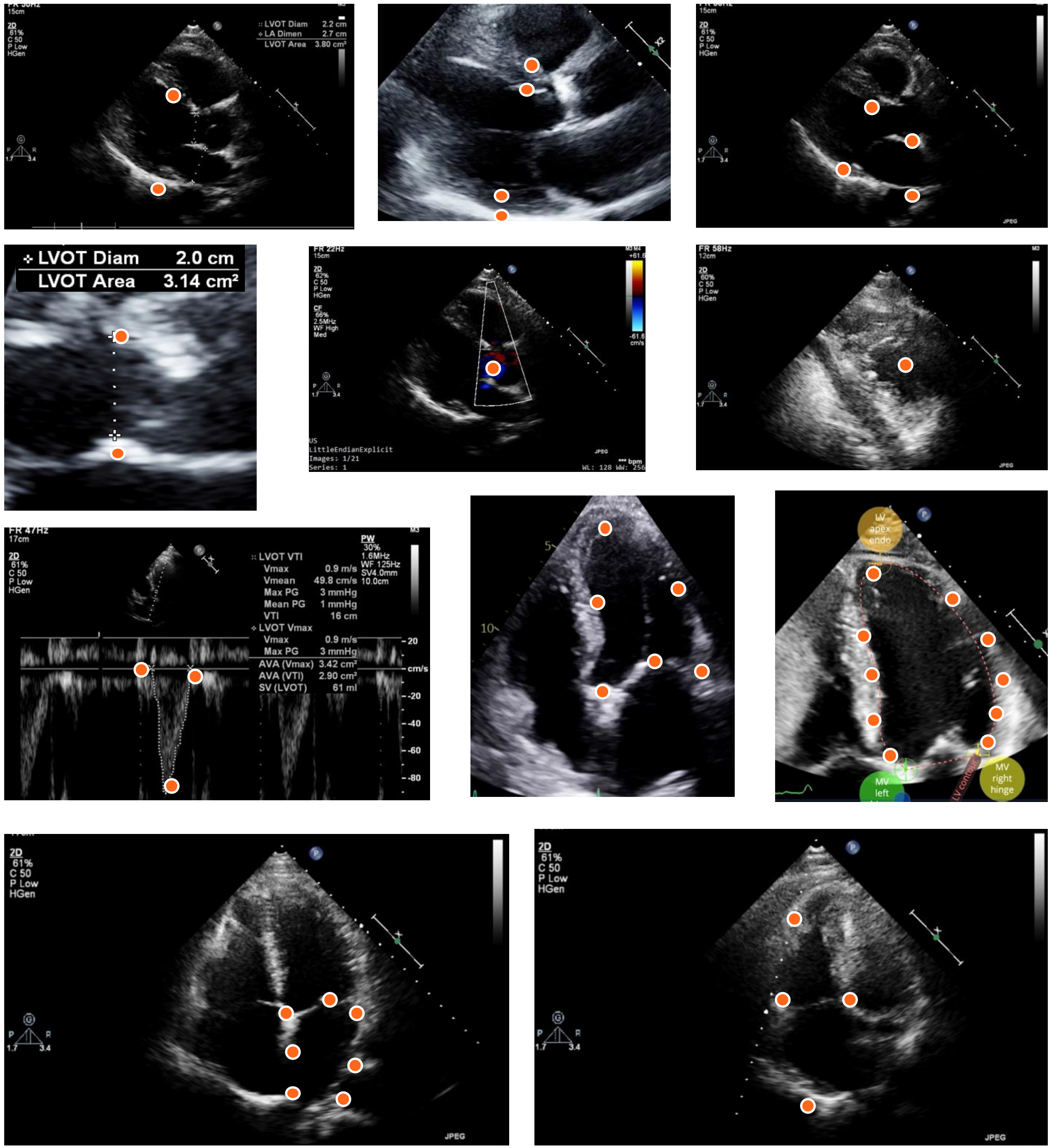
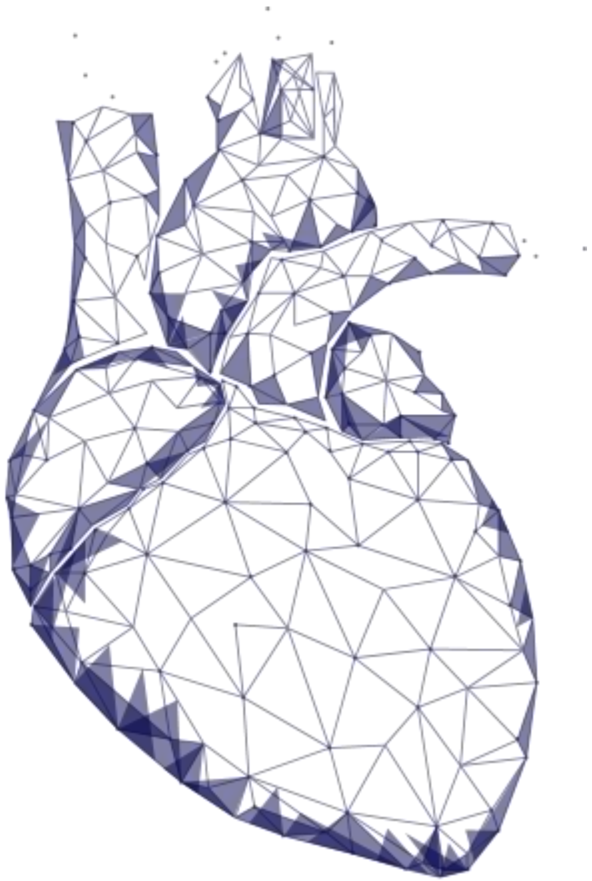
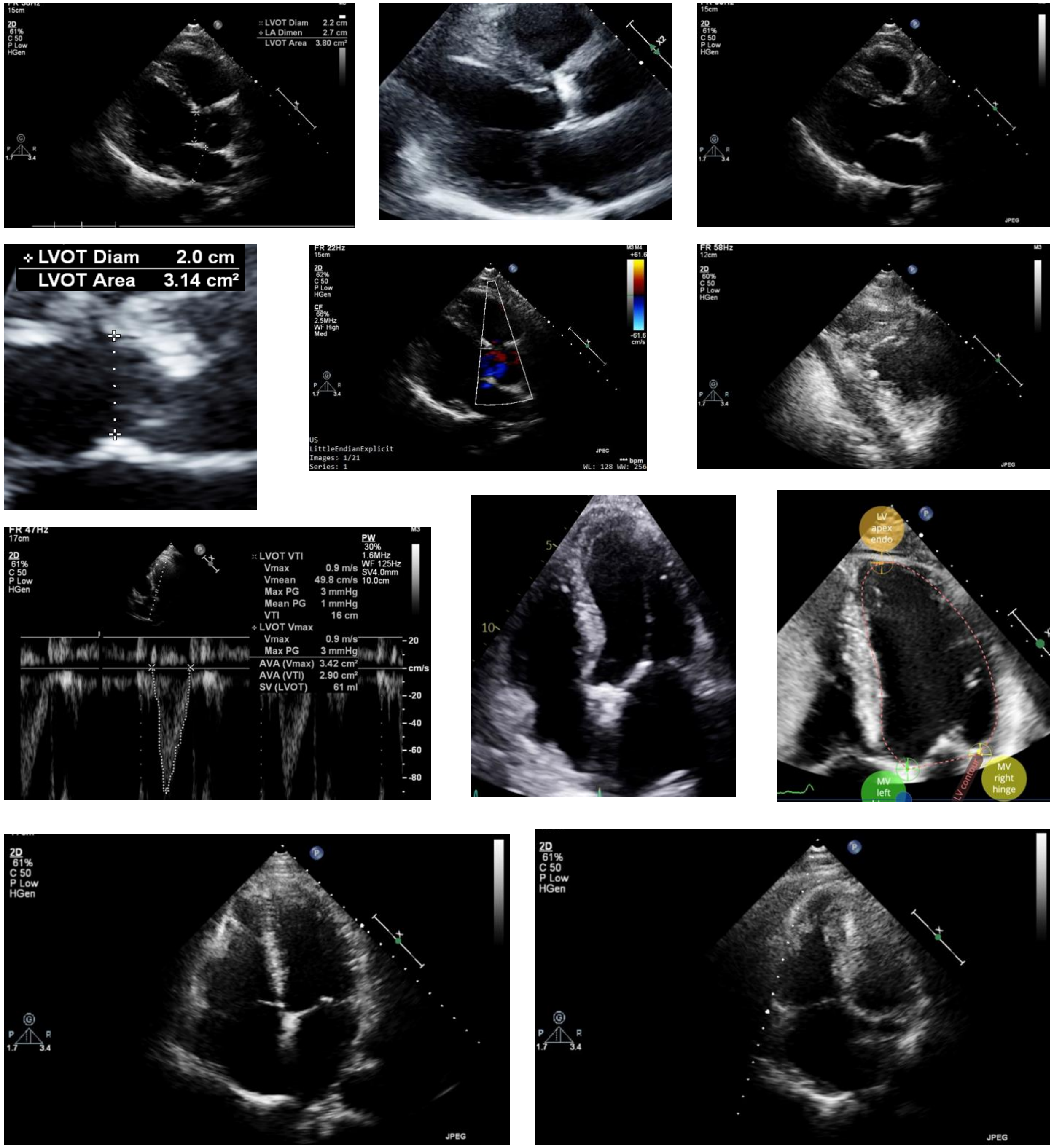


EchoSolv™ AI processing





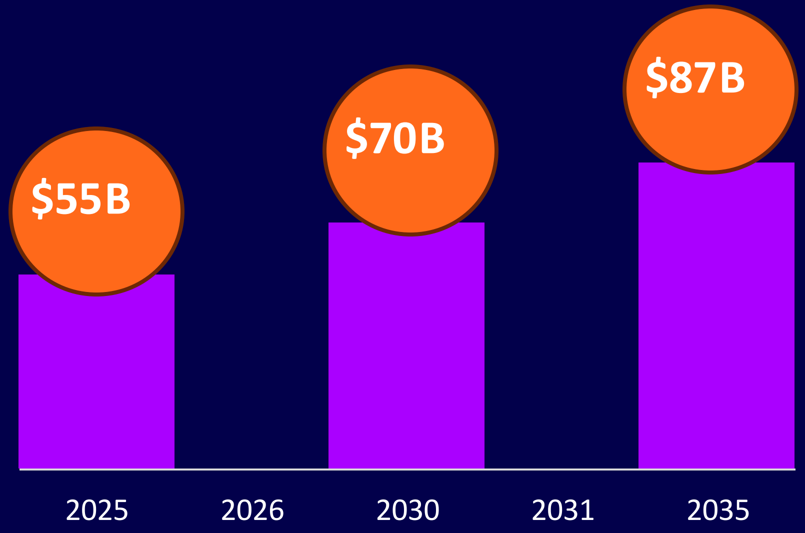
EchoSolv™ AI processing

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

Heart Failure

The US Healthcare expenditure
Heart Failure CAGR

4.5%

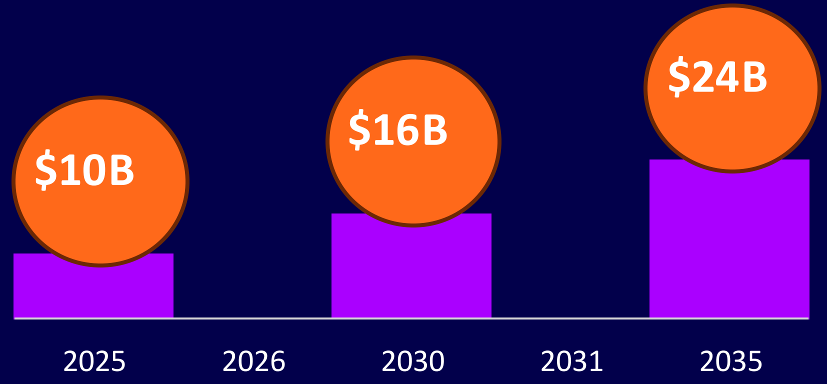


Market Size

Aortic Stenosis

The US Healthcare expenditure
Aortic Stenosis CAGR

8.1%



Market Size

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

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

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

Hospital Integrations

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

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

Validated

✓ **Aortic Stenosis –** FDA 510K

✓ **Heart Failure –** FDA 510K Pending

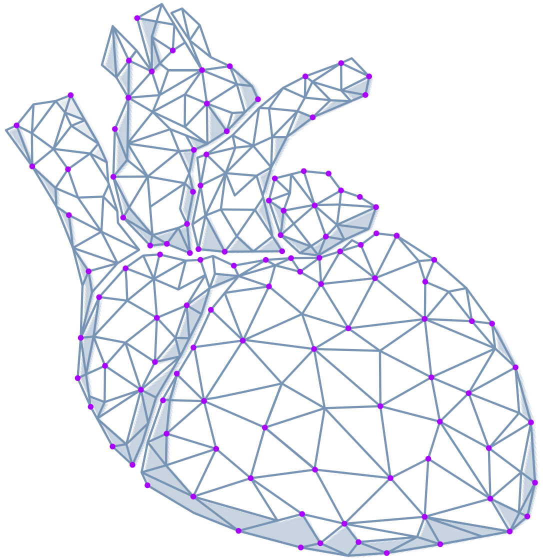
In Development

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

Integrated

Accelerated Sales CY26

6 Product Platform



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.

EchoIQ

Subscription Model

Graduated model based on reimbursement approval rates

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**)

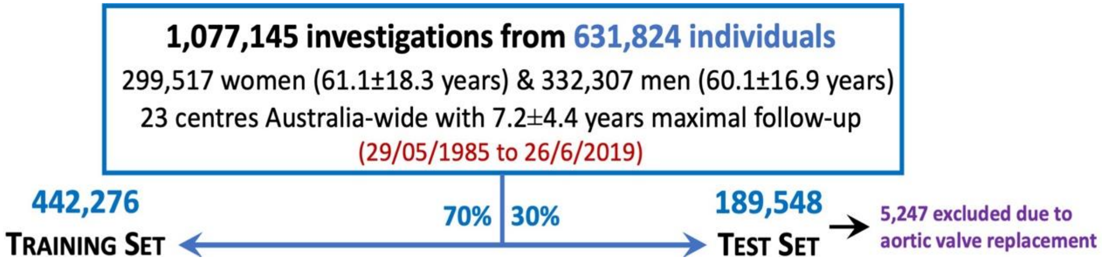
Approval rate increases as code graduates

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

EchoSolv HF:
The potential solution



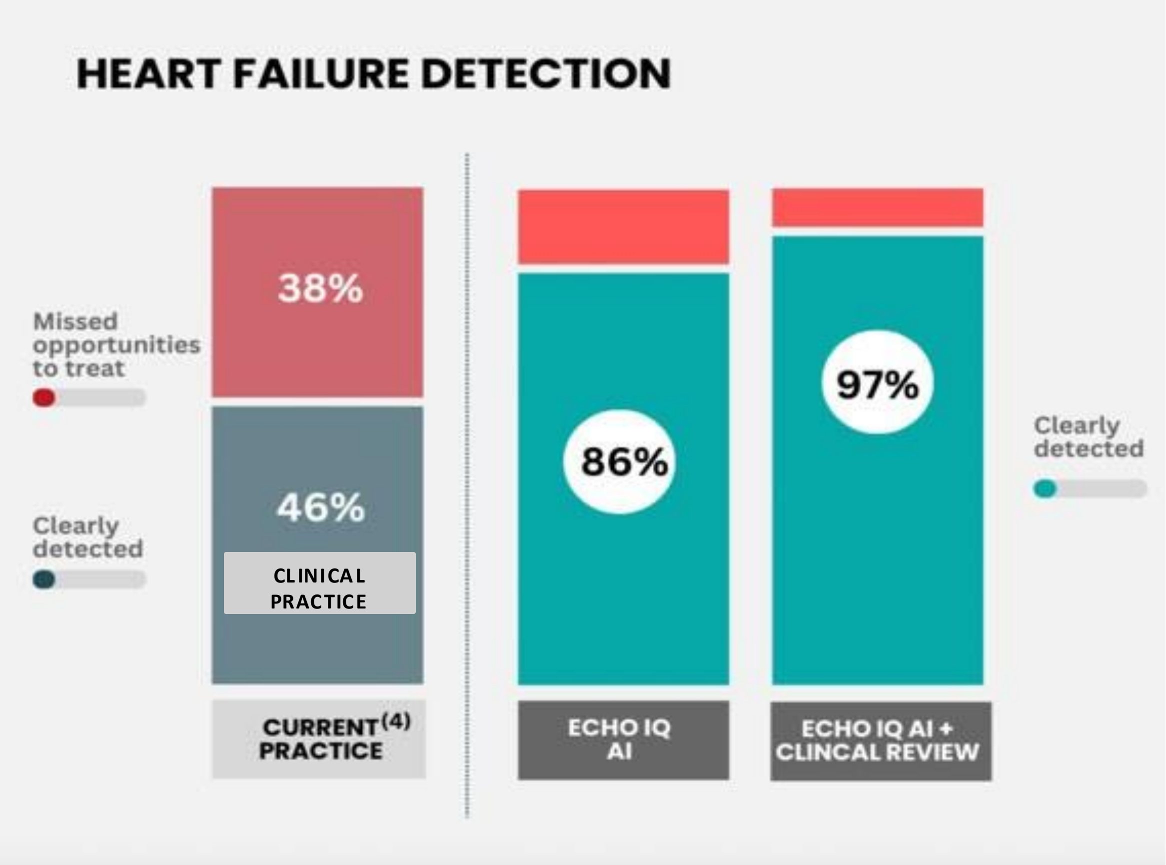
Study Outputs:

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



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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.

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

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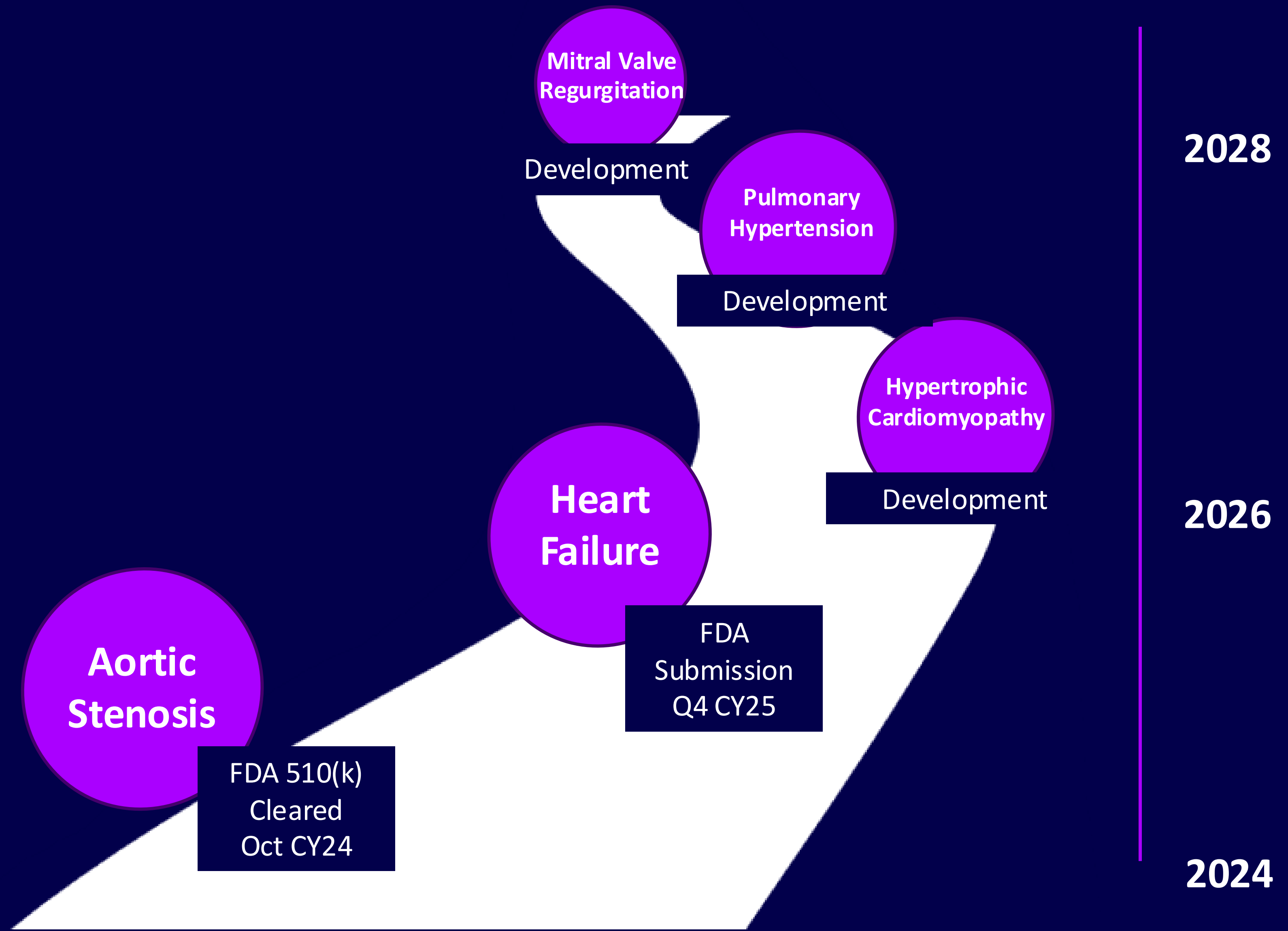
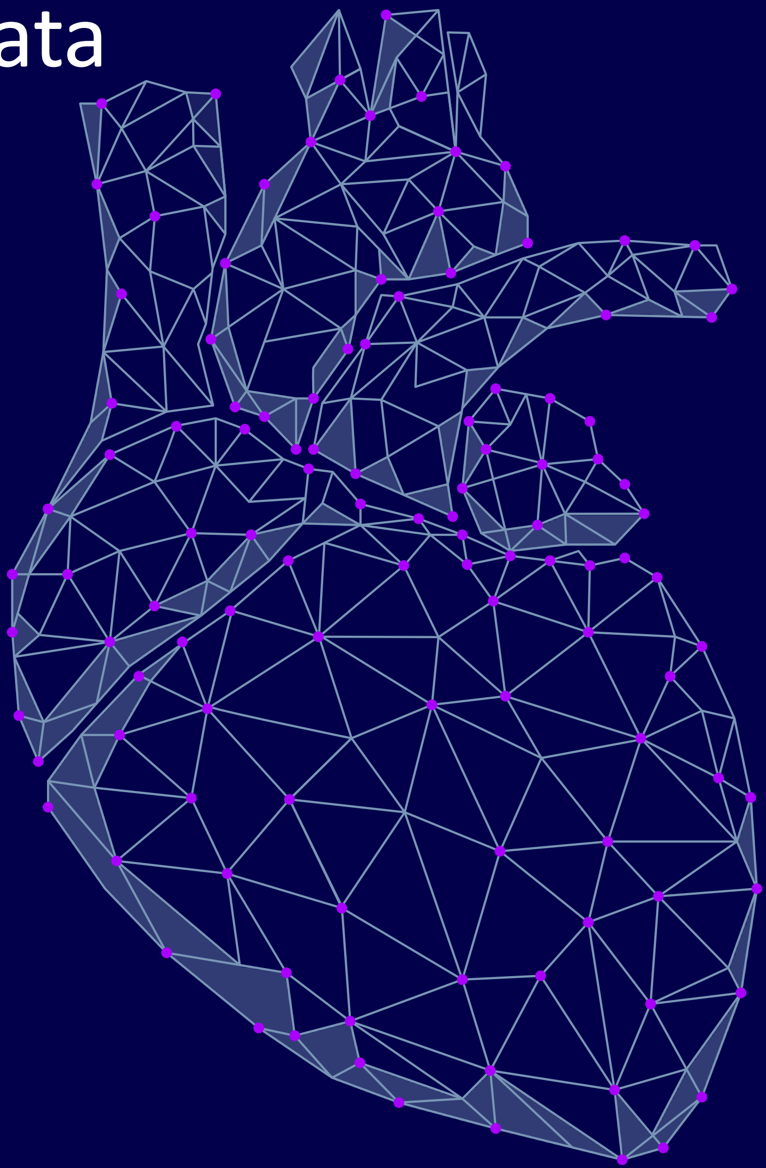
Near term regulatory pathway

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

Accelerating innovation through exclusive data access





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Upcoming presentations:

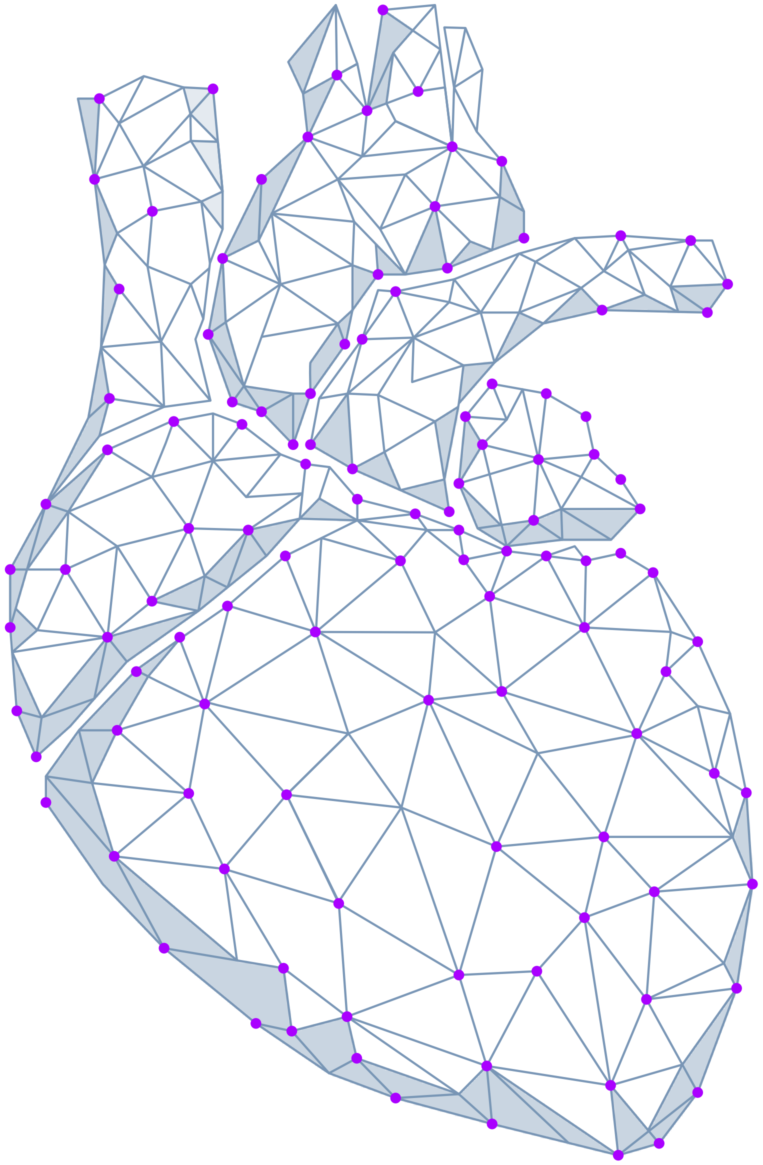
Consider removing depending on final length

PIPER | SANDLER

- Piper Sandler Healthcare Conference Dec 2-3

JPMorgan

- JP Morgan Healthcare Conference Jan 12-15



EchoSolv

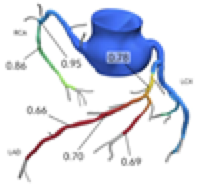
Head of Commercial

Nick Lubbers

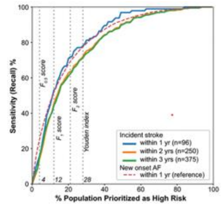
BACKGROUND

Boston Scientific | Heartflow | TEMPUS

- 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



- 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



- 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

Real world evidence

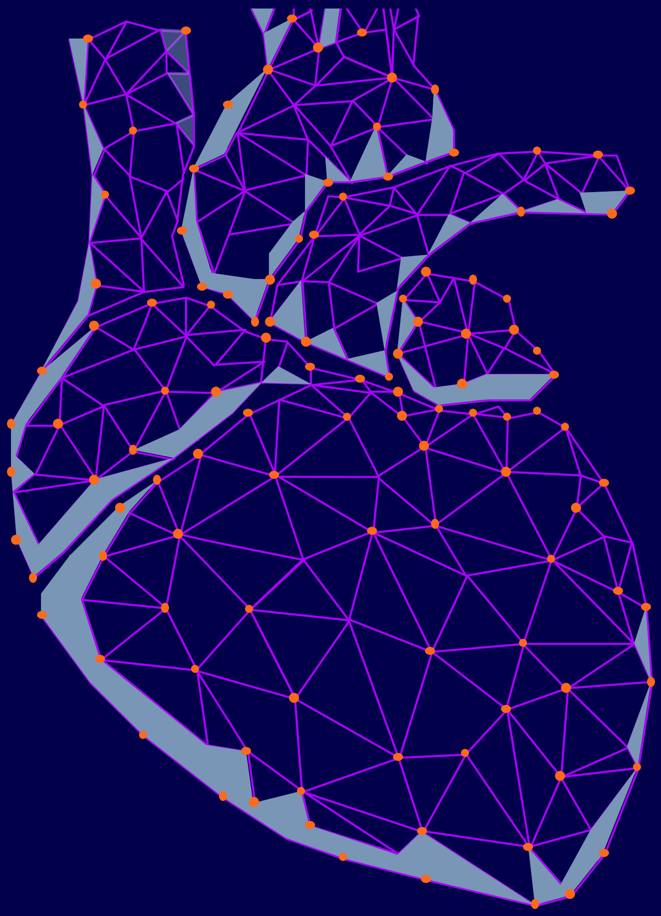
Trained on **>2M echocardiogram** measurements linked to mortality

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

Adjacent Technologies

ACQUISITION AI

SCREENING AI

ECG-AI and POCUS as screening tools to Echo

Measurement automation and image capture for the sonographer

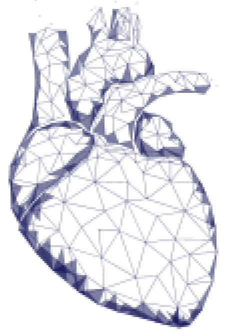
Competitive Landscape

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)

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Advancing a defined commercial strategy

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

Q&A