

# SOLUTION

Acorai has developed the first handheld, non-invasive intracardiac pressure monitor to **improve workflow efficiencies and patient outcomes**



**Strong IP position:** 3 granted patent families, 4 patent families pending large proprietary datasets

## UNIQUE & SUPERIOR TECHNOLOGY

- ➔ **Built on the patented SAVE Sensor System**  
Combining **S**eismocardiography (**SCG**), **A**coustic (**PCG**), **V**isual (**PPG**), and **E**lectrocardiography (**ECG**) sensors
- Combined with one of the largest datasets of its kind

## ACCURATE, ABSOLUTE AND ACTIONABLE

- ➔ **Within minutes, providing direct estimates of**  
Right atrial pressure (**RAP**), pulmonary pressure (**PAP**), pulmonary capillary wedge pressure (**PCWP**)
- Clinically preferred output for heart failure treatment

## IMPROVED TIME AND COST EFFICIENCY

- ➔ **Remove delays in treatment and enable proactive care**  
Acorai allows healthcare professionals to **diagnose**, risk **stratify**, **treat**, and **discharge** plan with fewer **resources**
- Reducing readmissions and hospital costs resulting in **average direct hospital care savings of \$1M p.a.**

# MARKET OPPORTUNITY FOR ACORAI

Acorai target a \$15bn global TAM for heart failure monitoring with an **initial in-hospital SAM of >\$2.8B p.a.**



Price  
p.a. **\$7.5K**

COGS **~\$650**

Avg. per  
provider  
savings **\$1m+**

**78%** Of surveyed physicians would buy the AHM through their operational budget without needing reimbursement codes<sup>3</sup>

## Market opportunity as in-hospital hemodynamic monitoring tool (initial market segment)

	Heart Failure patients	Specialist Hospitals	HCPs* involved in HF management	Hospitalized patients per year	In-hospital market (annual recurring)
	6.3m	3k	210k	~1.2m	<b>\$300m</b>
	10.2m	6k	340k	~3m	<b>\$750m</b>
Rest of World	47.5m	25k	1600k	~7m	<b>\$1.7bn</b>

## Size & Growth<sup>1,2</sup>



**> 64m**

Heart Failure patients globally with 20% hospitalized per year



**46%**

Increased HF prevalence by 2030

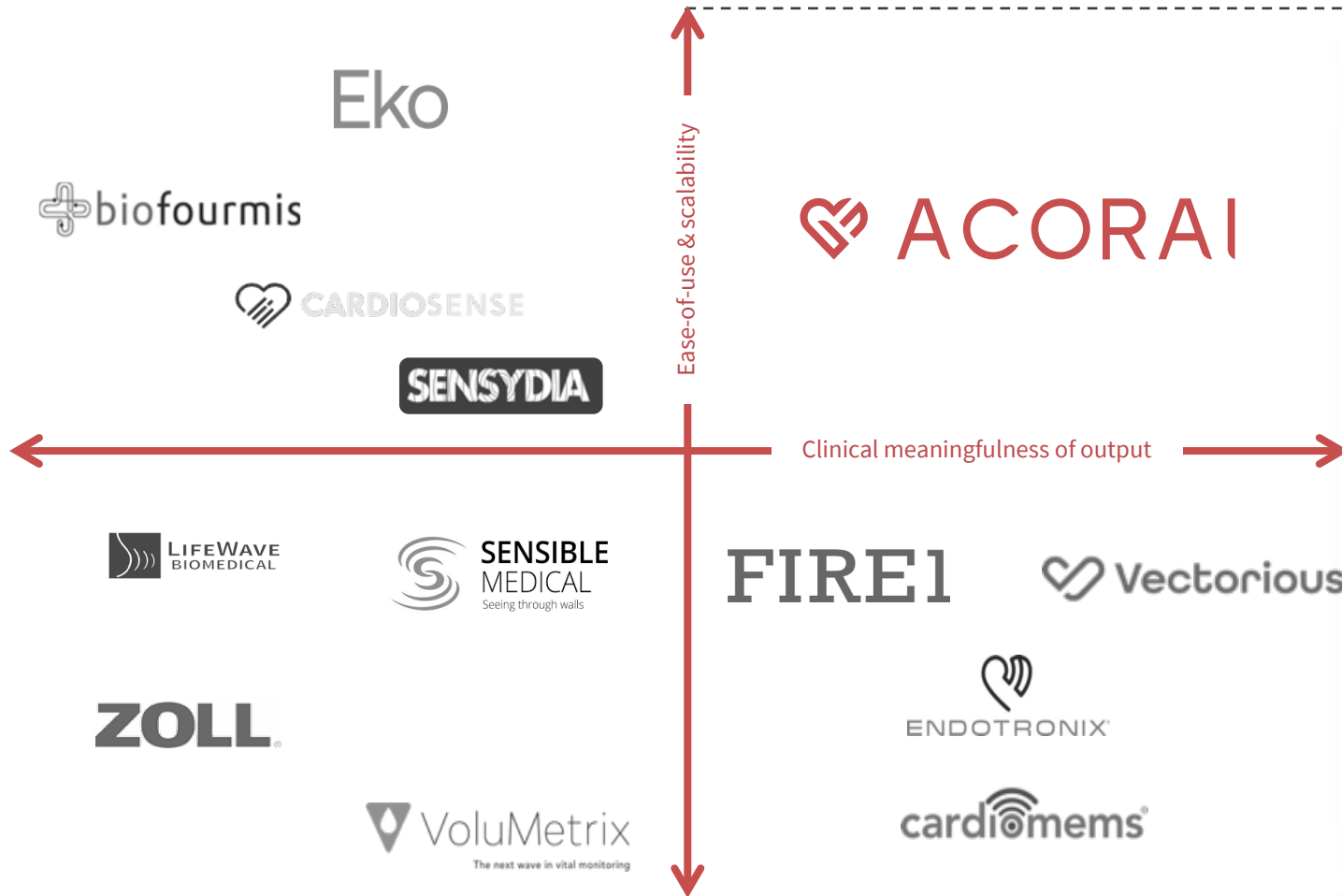


**127%**

Growth in HF costs by 2030

# DIRECT & NON-INVASIVE ESTIMATION OF INTRACARDIAC PRESSURES

The Acorai Heart Monitor aligns with Physicians' preference for interpretable results and seamless workflow integrated



## ACORAI COMPETITIVE ADVANTAGE

- **Superior** multi-sensor hardware
- **Direct measurements** of ICPs
- Scalability & ease-of-use
- **Cost-efficient** & multi-patient use

Product portfolio is being further developed to enable Acorai to penetrate the entire HF workflow

# EXECUTIVE SUMMARY



## Introducing The Acorai Heart Monitor

Acorai has developed a handheld, non-invasive device allowing **direct measurements of the intracardiac pressures, validated in over 350 patients** vs. right heart catheterization gold standard



## World Class Executive Team

With a **combined 50+ years** of product, clinical, sales, marketing, and corporate experience. Acorai has the **right team and blend of skills to successfully commercialize a medical device**



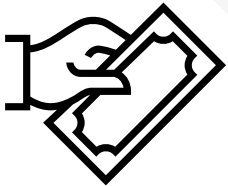
## Heart Failure Prevalence is Growing

With annual costs of \$100B. Acorai is a measure of the **ONLY vital sign for managing HF effectively**, driving significant hospital savings of over \$6bn p.a.



## Commercially Scalable

Attractive unit economics with **COGS of ~\$650** and average **subscription cost of \$7,500 per year**. Supported by world-leading HF experts and **collaboration with Mayo Clinic**. Acorai is backed by **Bayer & KHP and has raised \$2.5M** raised to date.



## High Willingness to Pay

Acorai has identified a unique G2M segment with **decision-makers that are willing to pay** for the Acorai Heart Monitor **within existing operational budgets** and without reimbursement



## Unique & Patented Technology

The **SAVE Sensor System uniquely quadrangulates** four non-invasive sensor technologies & leverages Acorai's **proprietary datasets and machine learning engine**. Acorai has 3 granted patent families and 4 pending.