

Q2 2023



SERIES A

## INVESTOR PRESENTATION

The new standard in heart failure management



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## PROBLEM

Heart failure **costs the US economy \$100B annually**

Inadequate monitoring tools result in poor patient management and **\$6B in preventable hospital losses.**

## The Heart Failure patient journey



### INITIAL DIAGNOSIS

**Lengthy & costly**

- **80% of patients are diagnosed too late<sup>1</sup>**
- Time to diagnosis >11 weeks<sup>1</sup>



### ACUTE (IN-HOSPITAL) CARE

**Inexact & time-consuming**

- **40% of patients are still unstable** at discharge<sup>4</sup>
- Resource-intensive & loss-making admissions<sup>3</sup>



### ON-GOING TREATMENT

**Disjointed community care**

- **Lack of sufficient tools** to manage patients<sup>6</sup>
- Shortage in chronic disease centers

<sup>1</sup>MR Cowie, 2017, <sup>2</sup>Patel J, 2021, <sup>3</sup>Internal calc. Avg Medicare Claims for DRG291 DRG292 DRG293,

<sup>4</sup>Abraham WT, et al. 2021,<sup>5,6</sup>Abrahams W, et al. JACC 2018

Using **intracardiac pressure (ICP)** is the most effective way of understanding and managing heart failure, but there are **no non-invasive solutions in the market**<sup>1,2</sup>.



### WE KNOW THAT ...

Having ICP monitoring enables earlier diagnosis, **reduces admissions and improves mortality rates**<sup>3-5</sup>



### ... BUT ...

All existing monitoring tools are **invasive, high cost and have limited applicability**<sup>6-8</sup>



### ... WE NEED

A **cost-efficient and scalable ICP monitoring solution** to improve patient outcomes<sup>9</sup>

# 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.**

# ACORAI'S CLINICAL STUDY DEMONSTRATES **EQUIVALENCE** TO THE **GOLD STANDARD**

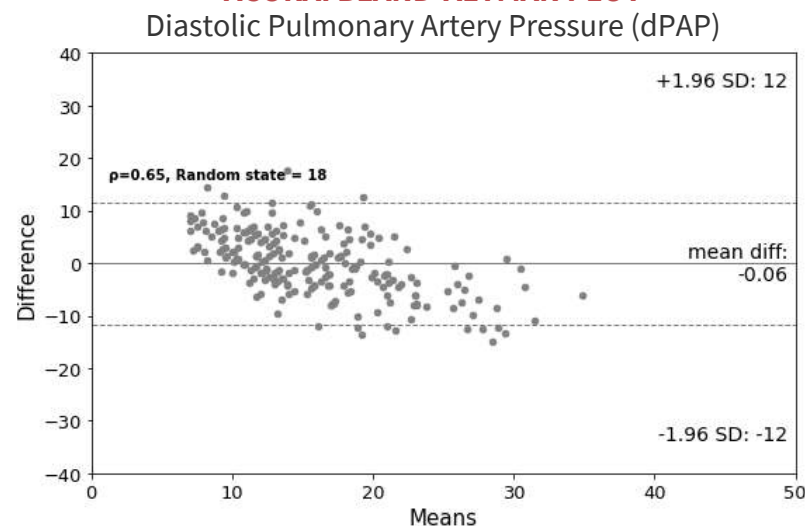
With a cohort of 300 patients, Acorai has met clinical requirements and demonstrated its accuracy vs. right heart catheterization

- ➔ **Superiority to standard of care tools** in identifying critically ill HF patients<sup>3,4</sup>
- ➔ **Similar performance to implantable devices** in estimating pulmonary artery pressure<sup>1,2</sup>
- ➔ **Higher efficiency & measurement repeatability** versus the standard of care

## ACORAI RESULTS SUMMARY

	Mean error vs. RHC	Correlation to Gold-Standard	Sensitivity (mPAP >25 mmHg) <sup>4</sup>	AUC (PCWP >22 mmHg) <sup>3</sup>
<b>Acorai</b>	<b>-0.1 mmHg</b>	<b>0.65 - 0.81</b>	<b>86%</b>	<b>0.87</b>
Standard of care	4.4 mmHg	0.41 - 0.65	48% - 85%	0.55 - 0.63

### ACORAI BLAND-ALTMAN PLOT



**Acorai dPAP** error rate  
(2SD) vs. RHC:

**12.2 mmHg**

**Implantable device  
(CardioMEMS)**  
error rate vs. RHC (2SD)

**11.8 mmHg**

Based on these results **“I am certain that most hospitals in the US would purchase this device even without reimbursement.”**

- Adam E. Berman (Cardiologist, Medical Director, Health Economist and Outcomes Researcher, Mississippi Baptist Health System)



# 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

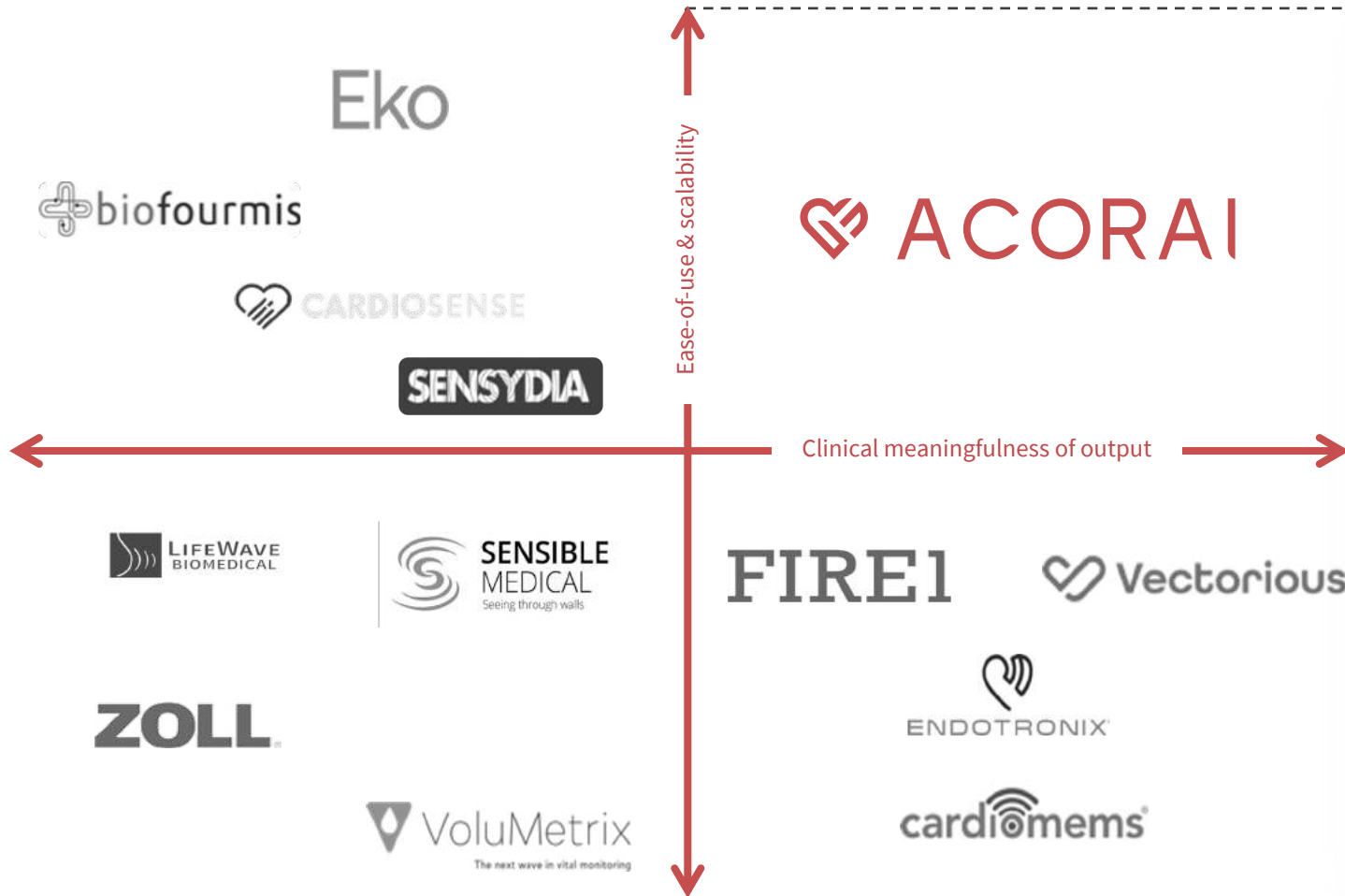


**127%**

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

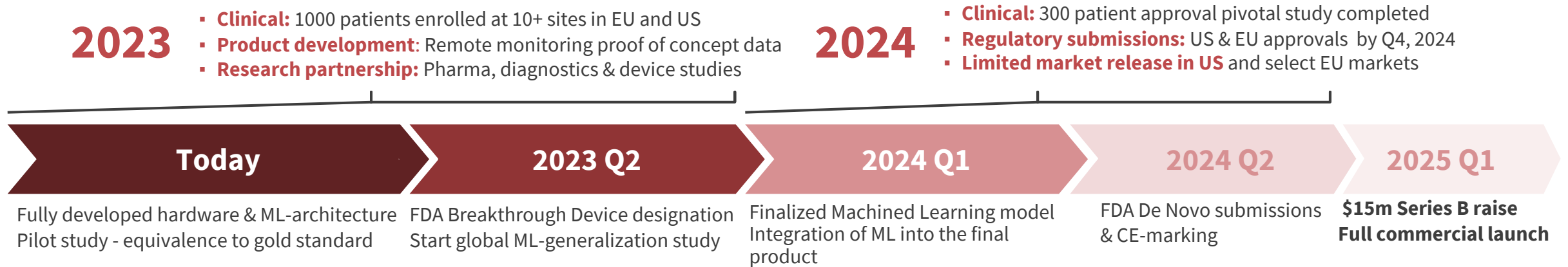
- **Superior** multi-sensor hardware
- **Direct measurements** of ICPs
- Scalability & ease-of-use
- **Cost-efficient** & multi-patient use

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



# PRODUCT AND COMPANY KEY MILESTONES

To confirm equivalence to the gold standard in a global population to enable full market release by 2025



**STUDY SITES**

Skåne University Hospital

REGION VÄSTRA GÖTALAND SAHLGRENKA UNIVERSITY HOSPITAL

**STUDY SITES**

CONWAY REGIONAL HEALTH SYSTEM

Royal Brompton and Harefield hospitals

NHS Guy's and St Thomas' NHS Foundation Trust

Baptist Health

Saint Luke's Health System

Universitetssjukhuset i Linköping

REGION VÄSTRA GÖTALAND SAHLGRENKA UNIVERSITY HOSPITAL

BAPTIST

REGION SKÅNE

# A MULTI-DISCIPLINARY MANAGEMENT TEAM

Bringing deep technical, clinical, and commercial medical device experience to the table



**Filip Peters**  
CEO & Co-founder

8 years in finance, machine learning (ML) & hardware development. Leads hardware & ML development.



**+5 FTE engineers**



**Jakob Gelberg**  
CTO & Co-founder

8 years in software dev, marketing and B2B sales. Software development, product mgmt.



**+3 FTE engineers**



**Kasper Bourdette**  
COO & Co-founder

7 years in strategy & consulting. Responsible for operations & commercialization.



**Matthew Mace**  
Director of Sales

12+ years in MedTech business development. Ex-CardioMEMS at Abbott (clinical and sales). With \$20m+ in B2B Med Device launches.



**Helmine Verhoeven**  
Head of Clinical

20+ years experience leading clinical teams in the US & EU for Class I-III devices



**+1 clinical operations FTEs**



**Saray Ugidos Semán**  
Head of Quality & Reg.

10+ years within regulatory & quality affairs for medical devices (CE-marking & FDA)



**+2 regulatory FTEs**



**Niloufar Zarin**  
Head of Machine Learning

10+ years leading machine learning research teams in healthcare



**Dr. Chris Stokely**  
Cardiology physicist

R&D & IP - 20+ years experience of flow & pressure engineering from the oil & gas and space industries. Author of patents worth over \$30m



# 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**



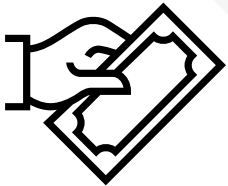
## Heart Failure Prevalence is Growing

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

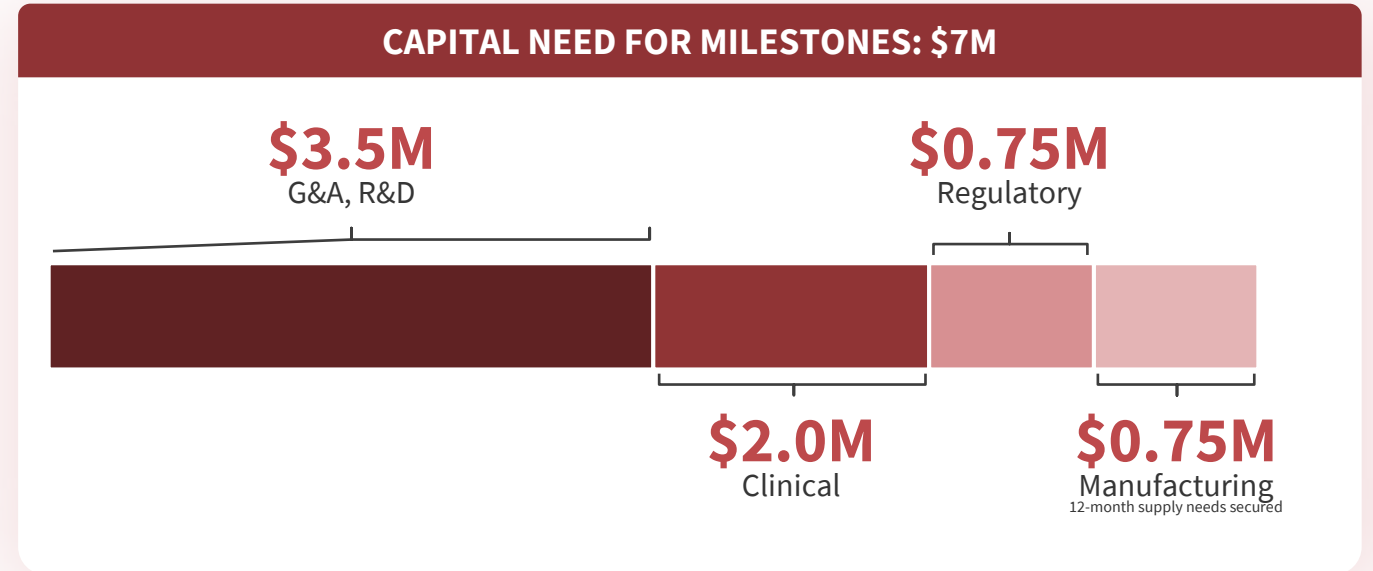
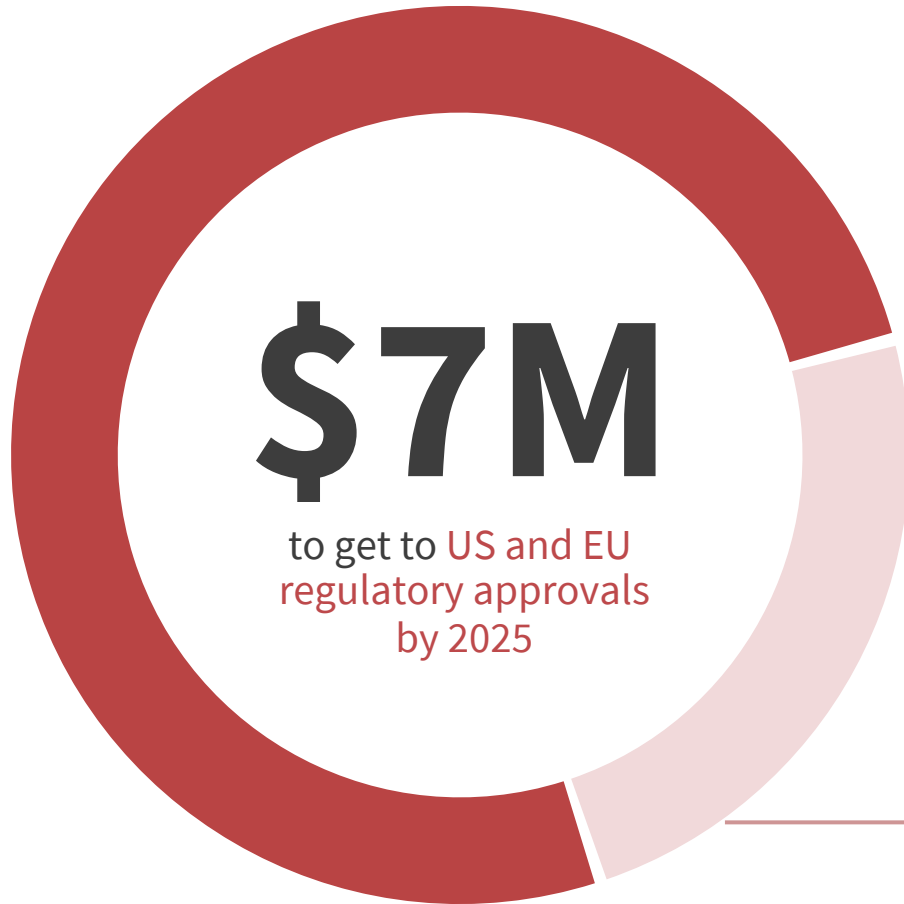


## Unique & Patented Technology

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.

# CAPITAL NEEDS

Covering clinical validation, US & EU regulatory approval and initial market launch



## CURRENT INVESTORS

\$2.5m invested to date





# ACORAI

Join us in building the heart failure  
management platform of the future.



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