

Reseller agreement secured with SARC MediQ to significantly broaden EchoSolv AS uptake in the USA

Highlights:

- SARC MediQ is a leading, US-based provider of imaging workflow solutions to over 300 US healthcare facilities and clinics catering to more than 1,500 physicians
- Reseller agreement provides Echo IQ with immediate access to this network, as well as SARC MediQ's dedicated sales force to fast-track adoption of EchoSolv AS
- EIQ to initially receive a fee per scan from hospitals and clinics in the SARC MediQ network, which will be renegotiated higher upon receipt of Category III CPT code and Category 1 CPT code with both payments in line with previous guidance provided to the market.¹
- Sales force training well advanced with integration stage into existing network imminent – SARC MediQ to also focus on utilising EchoSolv AS to broaden their own network in the US

Sydney, Australia: AI and Medical Technology company Echo IQ Limited ("Echo IQ" or the "Company") (ASX:EIQ, OTCQB:ECHQF) is pleased to advise it has entered into a reseller agreement (the "Agreement") with leading US-based AI-imaging platform provider, SARC MediQ to considerably expand the use of EchoSolv AS through an extensive network of hospitals and cardiology practices in the US.

SARC MediQ has over 20 years of combined medical software development experience and provides a unique partnership-based PACS (Picture Archiving and Communication) Solution. The group provides a total imaging workflow solution to over 300 healthcare facilities, catering to over 1,500 physicians, including a large number of cardiologists.

As part of the Agreement, SARC MediQ will act as a reseller of EchoSolv AS to its large network of existing healthcare facilities which includes university hospitals and other large multi-clinic sites. SARC MediQ will also utilise the solution to drive new business growth and further expand its reach into US hospitals and clinics.

Echo IQ will receive payment on a per scan basis from hospital and clinics that integrate from SARC MediQ's network. At such time Echo IQ gains a Category III CPT code, this per scan amount will be renegotiated to the increased reimbursement rate.

The Agreement builds on the recent Partnership and Integration Agreements with ScImage and MedAxiom to facilitate the deployment of EchoSolv in 36 affiliated hospitals and cardiology practices across the US (refer ASX announcement 31 March 2025), which has provided the Company with an expanded distribution footprint to demonstrate EchoSolv AS' ability to enhance detection rates for severe Aortic Stenosis.

¹Refer ASX Announcement 7 March 2024 (Investor Webinar Presentation – Slides 16-18)

Currently, Echo IQ is undertaking several initiatives to train SARC MediQ's existing sales force on the application and benefits of EchoSolv AS, prior to integration into existing hospitals and clinics in the group's network. The Agreement is expected to considerably reduce Echo IQ's sales and distribution costs, provide faster market access and scale across the US and has the potential to provide a predictable and ongoing revenue stream in the coming quarters. The Company looks forward to providing additional updates as integrations in the SARC MediQ network commence.

Management commentary:

President, Echo IQ USA, Don Fowler added: *"This Agreement marks an important development for the Company as it advances its US commercialisation strategy and highlights the potential opportunity for third party EchoSolv AS sales to deliver consistent revenue, on a lower cost base for the Company. Over the recent weeks, I have had the pleasure of engaging with SARC MediQ's executive team to highlight the considerable benefits that EchoSolv AS can deliver to cardiologists and hospitals more broadly. We look forward to further supporting them in the integration and expansion phase over the coming months."*

Chief Executive Officer, Asaad Hakeem, SARC MediQ: *"Our mission at SARC MediQ has always been to give physicians smarter, faster tools that translate into better patient care. EchoSolv AS slots perfectly into that vision. By bringing Echo IQ's AI-driven early aortic-stenosis detection to the health facilities we already serve, we can help cardiologists surface critical findings earlier, streamline their workflows, and ultimately improve outcomes for tens of thousands of patients across the United States."*

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Authorised for release by the Board of Directors of Echo IQ Limited.

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ABOUT ECHO IQ

Echo IQ uses AI-driven technology and proprietary software to improve decision making in Cardiology. The company is based in Sydney, Australia.