


**“Man is as Old as his arteries”** - Thomas Sydenham, the Father of English Medicine (1624–1689)



Brachial Blood Pressure 

**120/80** mmHg

Central Blood Pressure 


**112** mmHg

Central Pulse Pressure 

**28** mmHg

Pulse Pressure Amplification 

**145** %

Augmentation Index 

**10** %

Subendo Viability

# CONNQ<sup>T</sup> Health

Corporate Update | May 2026

# Team

Total Global Staff: 36



**Craig R. Cooper**  
CEO & Co-Founder

- Boost Mobile
- Saban Ventures
- Softbank Capital Technology Fund
- EBT Mobile
- NRG Energy



**Niall Cairns**  
Executive Chairman  
& Co-Founder

- Kestrel Capital
- Tambla
- Harri
- Tru-Test



**Catherine Liao**  
Chief Strategy & Commercial Officer

- Blumio
- Riverbed
- Tradeshift
- Cisco
- World Health Organization



**Oliver Shay**  
Chief Digital Officer

- Blumio
- Global Fund
- Cisco
- World Health Organization



**Dr. Sanjeev Bhavnani**  
Medical Officer – Cardiology

- Scripps Clinic
- Food and Drug Administration
- American College of Cardiology
- Anthem AI
- Qualcomm Life



**Scott Finneran**  
VP Engineering

- Rapid Response Revival
- HSBC
- Bell Labs Lucent



42%

# From Cardiex to CONNEQT

16 Months to Predictable, Scalable, Recurring Revenue

## Cardiex

- Mostly one-off unit sales in research & clinical
- No subscription or recurrent revenues
- Less predictable sales markets
- Single product line - XCEL

## CONNEQT

- **Predictable top-line revenues** for the Pulse that we know how to scale
- A model that's based on customer accessible pricing together with **recurrent SaaS and app-based revenues**
- **Potential for consistent 2-3X** return on ad spend on paid advertising platforms
- High **margin annual recurring revenue contracts** with our new enterprise solutions
- A technology pathway that provides us with a **licensable platform for third parties to integrate by year end**
- **Over 50% QoQ growth since day one of launch**

**Strong momentum, driven by consistent execution.**

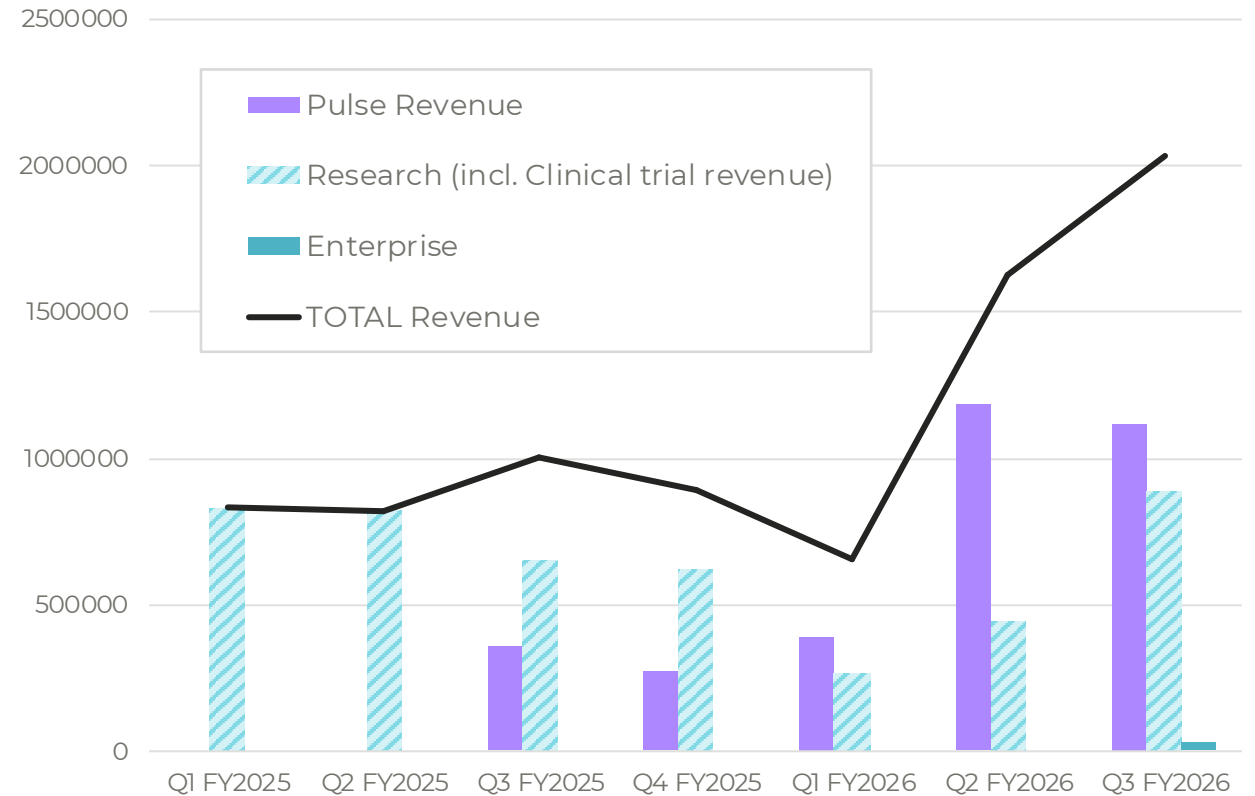
# Q3 2026 | Key Highlights

## Strong quarter

- Q3 revenue reached A\$2.04m, up 25% vs. Q2 (A\$1.62m)
- Pulse now the primary growth driver, contributing **A\$1.12m** and accelerating QoQ momentum.
- Pulse sales accelerating with run-rate approaching A\$7m
- Research revenue remained robust at **A\$0.89m**, supporting overall revenue stability
- Enterprise recurring revenue emerging, contributing **A\$0.03m** with early traction
- Revenue run-rate has scaled to ~A\$10m annualised, with meaningful uplift in average monthly revenue driven by Pulse and Research sales

**Over 50%** Average QoQ growth since launch

### Quarterly Revenue (AUD)



# Q3 2026 | Key Highlights

## Consumer Momentum & Scale

- Demand strength supported by normalized supply

## Platform Expansion

- Enterprise channel scaling
- Progress toward usage-based revenue model

## Recurring Revenue & Product Ecosystem

- Growing traction in subscriptions and in-app monetisation

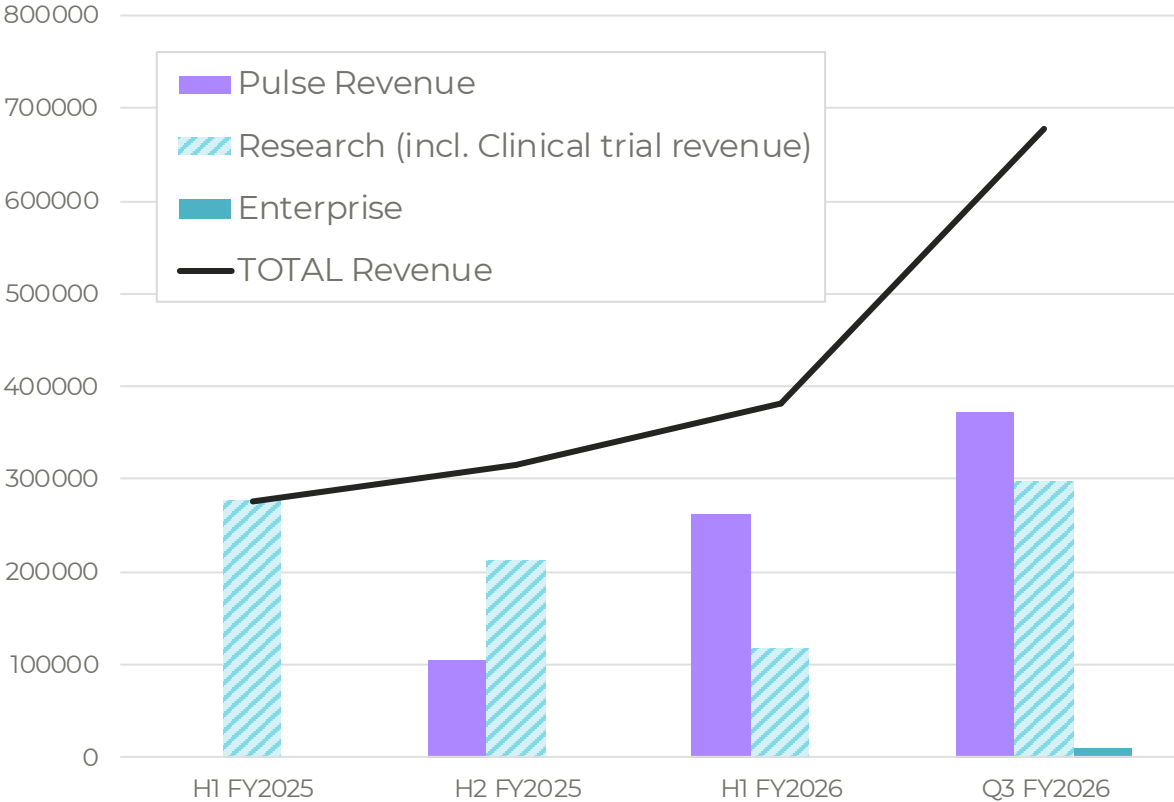
## Market Validation & Demand

- Industry recognition reinforcing product leadership

## Capital & Funding Position

- Strategic capital initiatives completed
- Additional funding in-process post-quarter to support growth

### Average Monthly Revenue (AUD)

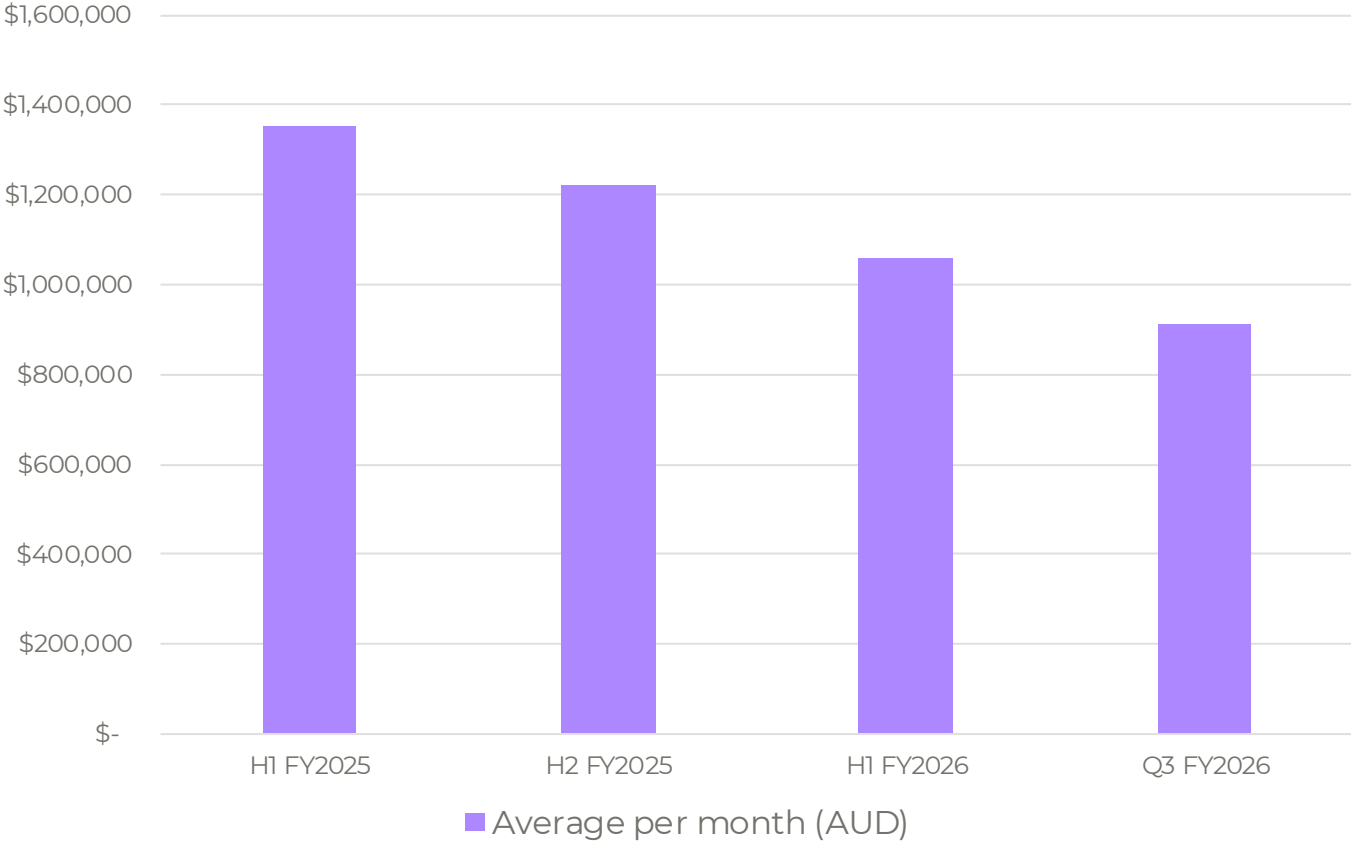


# Q3 2026 | Key Highlights

**Structural reset delivered:** relocation of engineering and development to Sydney has materially lowered the cost base

- 30% reduction in monthly operating expenses (ex-non cash, COGS, CAC) since Q3 FY2025
- Cost discipline driven primarily by reductions in employee benefits and R&D spend
- Leaner operating model now established, improving scalability and path to profitability

**Group Expenses**  
(excluding non-cash, COGS & marketing)



# Growth Drivers



Pulse-led **consumer adoption** expanding installed base at scale



**Recurring revenue expansion** via subscriptions and in-app cardiology reports



**Enterprise adoption** driving high-margin, usage-based clinical revenue




**Two-market flywheel:** clinical credibility drives consumer demand; consumer scale drives enterprise adoption



**Product-led engagement** increasing retention, usage frequency, and LTV



**New distribution channels** across clinics, insurers, pharma, and performance networks



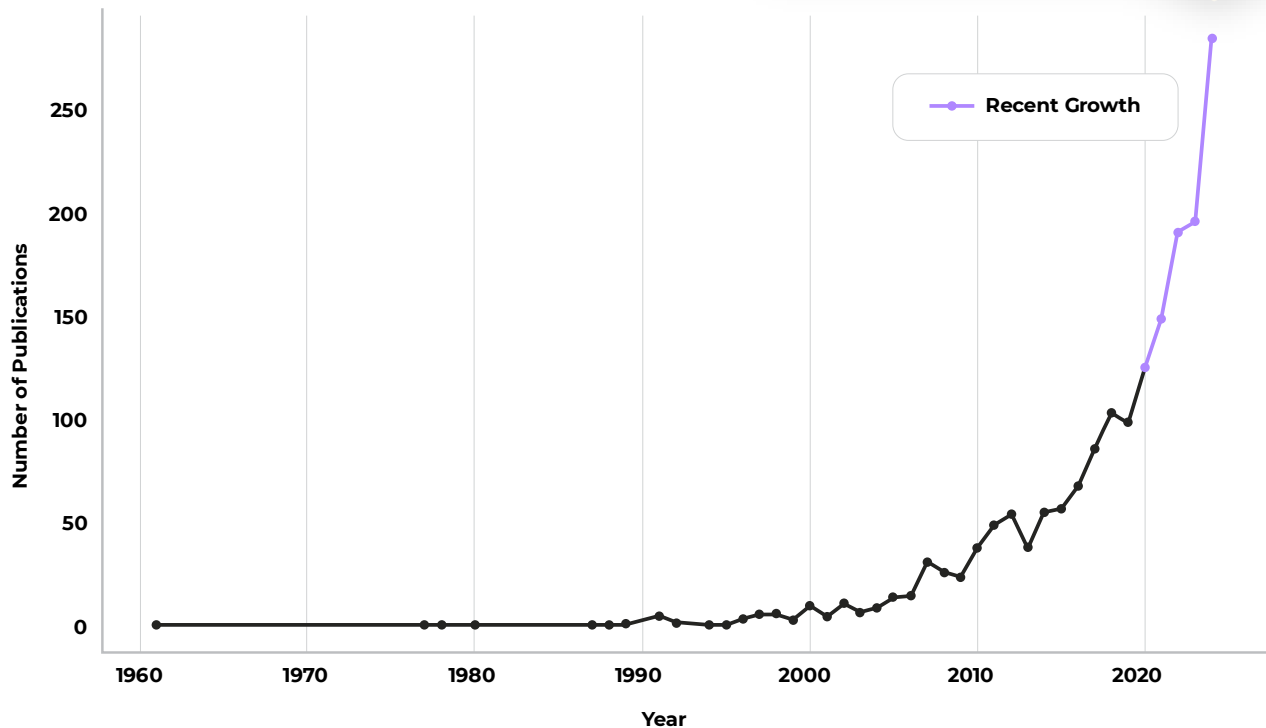
**Expansion** into data, analytics, and Biomarker-as-a-Service (BaaS)



**Operating leverage** through improving unit economics

# The Rising Science of Arterial Health







a paper published every  
1.3 days in 2024



- PubMed publications on “vascular aging” have **surged sharply in the last decade.**
- **Growing recognition** that arterial stiffness drives heart failure, stroke, and reduced longevity.
- **Reinforces** the need for arterial health insight in clinical practice and consumer health.

# Arterial Health

The World's Largest Category Ownership Opportunity

Metabolic Health	 LEVELS	US \$400m*
Blood Biomarkers	 Function	US \$2.5B*
Performance Fitness	 WHOOOP	US \$10B*
Sleep Monitoring	 OURA	US \$11B*
ECG Assessments	 ALIVECOR®	US \$950M*
Arterial Intelligence	 CONNECT Health	Largest unclaimed biomarker category

CONSUMER

# Two Markets One Platform



ENTERPRISE

# Each Market Strengthens the Other

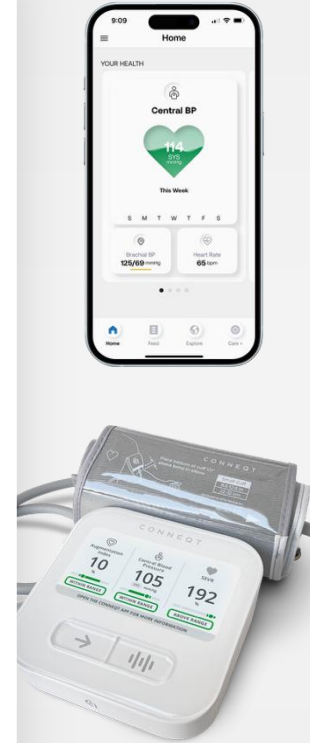
## Why Enterprise Matters

- Clinical Credibility
- Distribution & Validation
- Institutional Relationships
- Recurring Account Revenue
- Shared Platform Flywheel



## Why Consumer Matters

- Visibility & Engagement
- Consumer Acquisition
- Recurring User Revenue
- Brand Reach & Engagement
- Longitudinal Relationship



## Two Markets, One Platform

- Enterprise builds credibility and strategic leverage.
- Consumer builds reach, retention, and user insight.

# One Unified, Standardized Cardiology Assessment Across Home + Clinic

## Results & Clinical Interpretation of CONNEQT Arterial Health Biomarkers

Measurement	Central Blood Pressure	Central Pulse Pressure	Pulse Pressure Amplification	Augmentation Pressure	Augmentation Index
<b>Threshold</b>	>130 mmHg	>50 mmHg	<130%	Each 10 mmHg increase in AP	Each 10 % increase in Alx
<b>Risk of Cardiovascular Events</b>	<b>3x</b> increased risk of cardiovascular events*	<b>2-3x</b> increased risk of cardiovascular events*	<b>2-3x</b> increased risk of cardiovascular events*	<b>30%</b> Increase risk of cardiovascular events*	<b>35-40%</b> Increase risk of cardiovascular events*

\*Cardiovascular events are defined as a myocardial infarction, coronary revascularization, stroke, heart failure, or cardiovascular mortality.

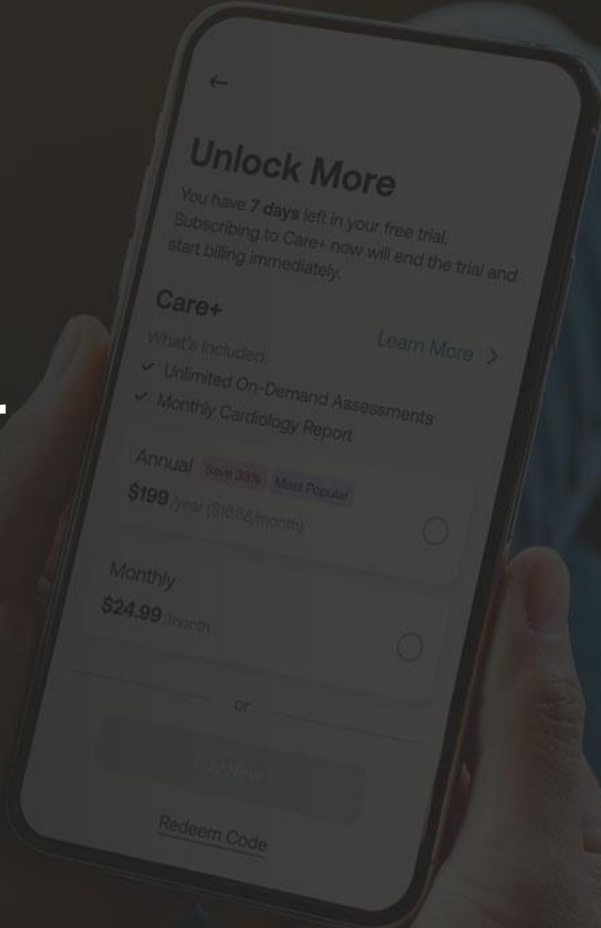
A 4-mmHg reduction in central pressure can lower cardiovascular risk by 20%. Reductions in arterial stiffness have been shown with ACE-inhibitors, calcium channel blockers, statins, PCSK9 inhibitors, and SGLT2 inhibitors.



# How We Compare to Patient-Centric Cardiovascular Screenings

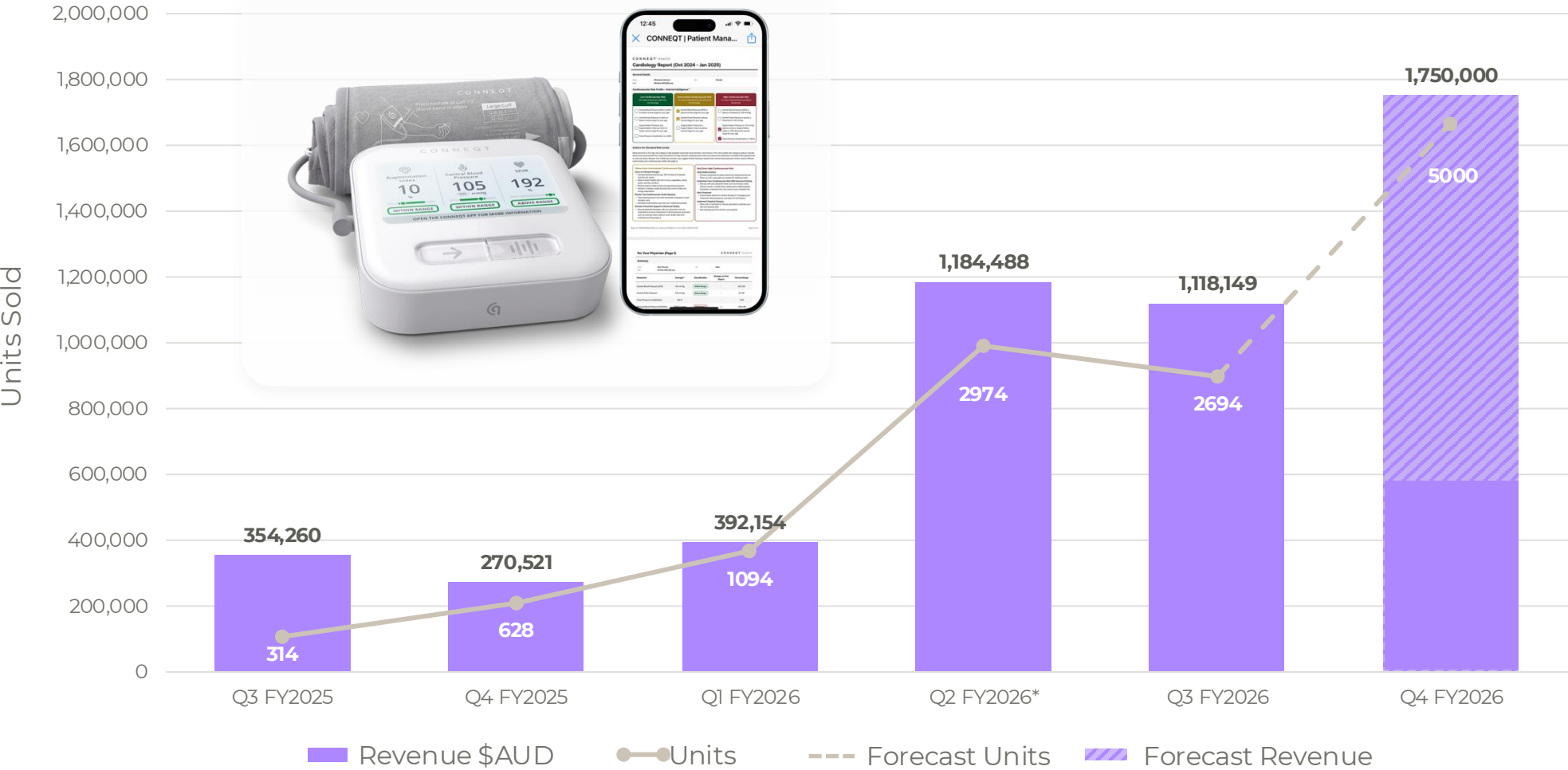
Test	Price	Heart Risk Assessed	# of Reports	In-Home Test
Full-Body MRI Scan	Up to \$2,500	None	One-Time	No
Cleerly Heart Scan	Up to \$1,500	Detailed coronary artery plaque analysis	One-Time	No
Coronary Calcium Scan	Up to \$500	Measures calcium buildup in arteries	One-Time	No
DEXA Scan	Up to \$500	None	One-Time	No
<b>CONNECT<sup>®</sup></b> Arterial Health Assessment	<b>\$289</b>	Quantifies risk of heart attack & stroke	<b>Unlimited via In-App Purchase</b>	Yes
Carotid Artery Screening	Up to \$300	Detects blockages in carotid arteries	One-Time	No
Lipid Panel	Up to \$40	Measures cholesterol and triglycerides levels	One-Time	No

# Consumer



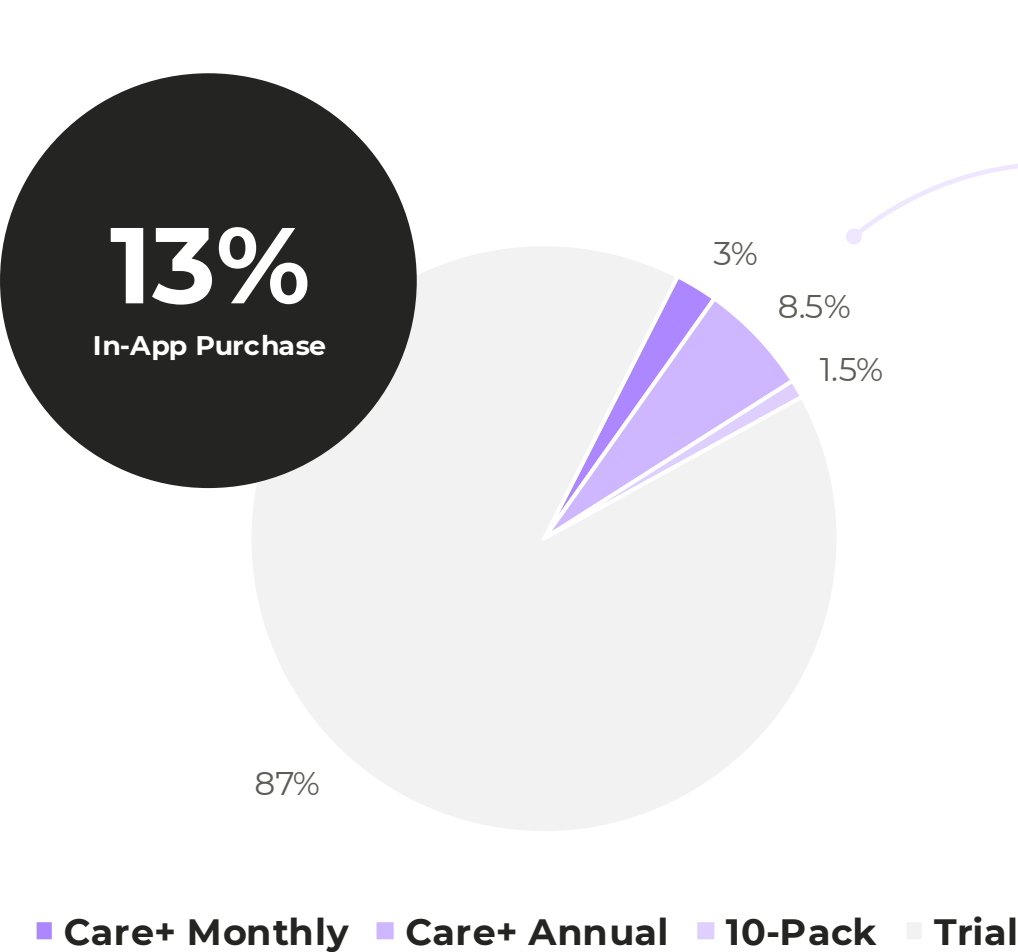
# B2C – Over 50% Average QoQ Growth

Since 2025 Launch



\*Q2 FY2026 includes ~\$200k of deferred revenue (from pre-October 2025 sales model).

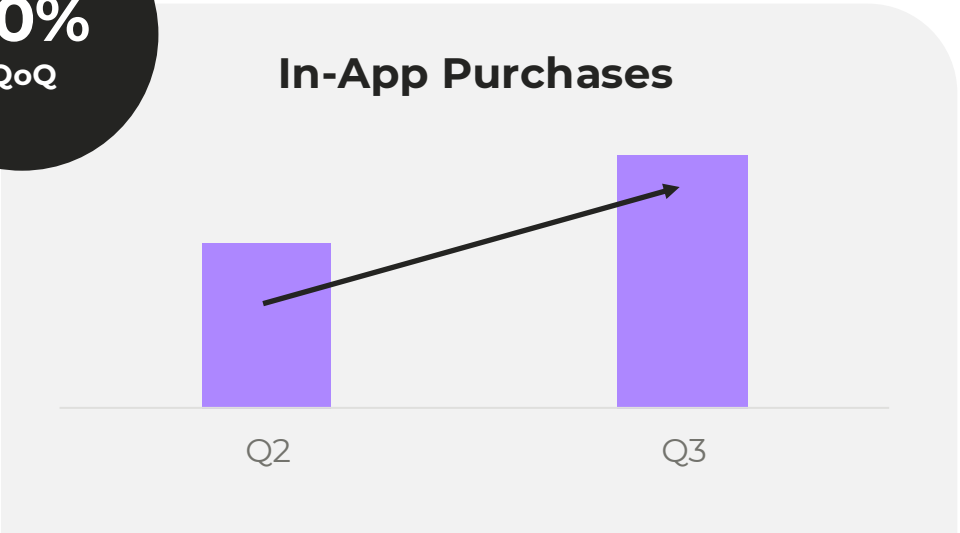
# Care+ Trial vs Purchase



■ Care+ Annual ■ Care+ Monthly



**50% QoQ**



# Holistic Acquisition Engine

Our acquisition framework is built on **six critical pillars** that transform cold awareness into loyal partnerships.



## Organic Search / SEO

High intent queries, comparison pages, FAQs, explainers, insight articles



## Paid Media

Demand capture, testing, retargeting



## Social & Creators

Awareness, authority, community proof



## PR / Earned Media

Clinical credibility, trend stories



## Email / CRM

Lead capture, cart recovery, activation, and Care+ conversion



## Referral / Partnerships

Affiliates, physicians, strategic partners

# The Metrics That Matter



## Blended CAC

Efficiency of growth



## COGS / GM

Hardware discipline



## Care+

Recurring mix



## Retention

Durability



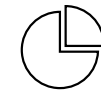
## LTV / CAC

Quality of growth



## Usage Frequency

Product usefulness



## Revenue Mix

Hardware vs recurring



## Sales Growth

Sales trajectory

# Accelerating Market Awareness

Social and Lifestyle Marketing Metrics

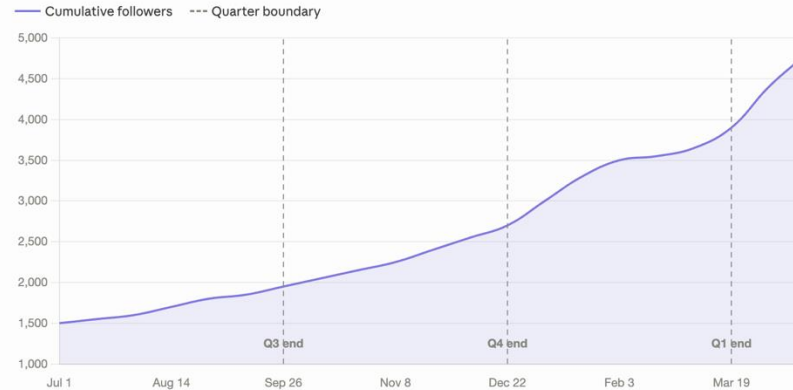
## Instagram Followers



Jul 1, 2025  
**1,500**

Total followers  
**4,800**

9-month growth  
**+220%**

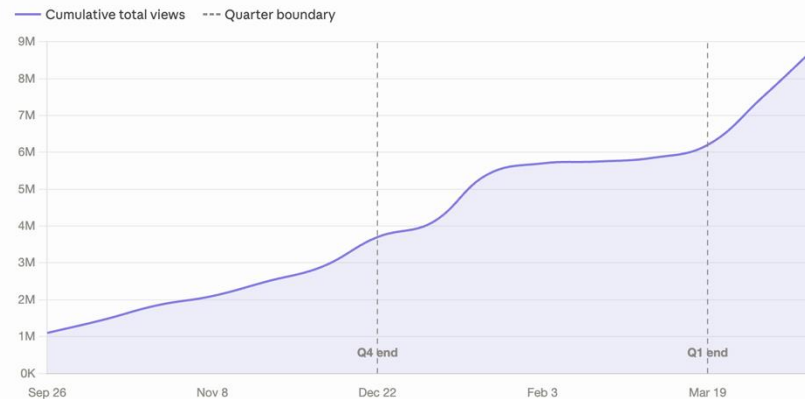


## Instagram Views

Starting point (Q4 start)  
**1.1M**

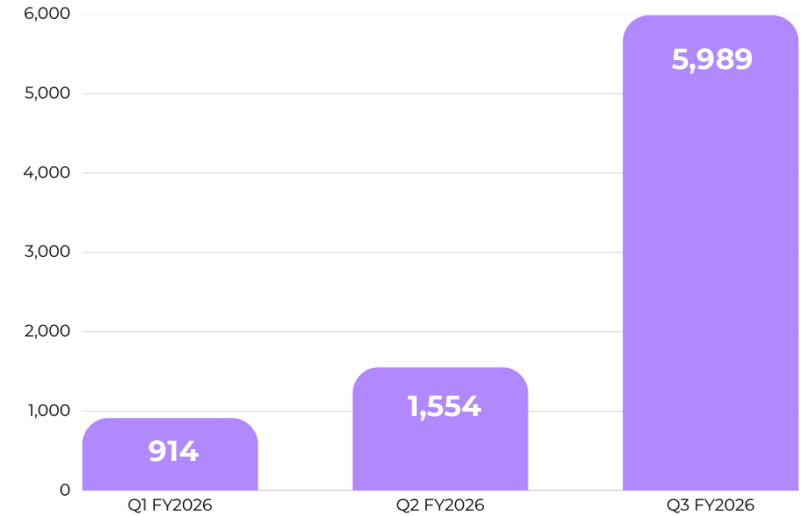
Total views  
**8.9M**

Growth since Q4 start  
**+709%**



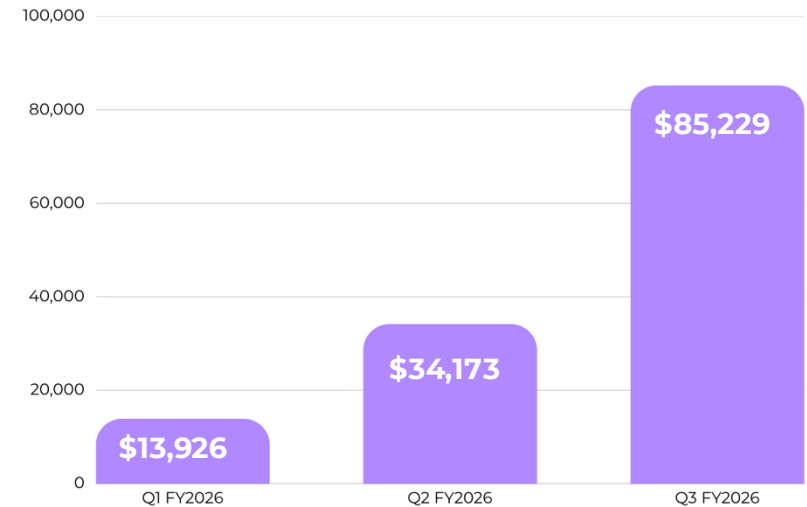
## List Growth

Attributed to Welcome Popup



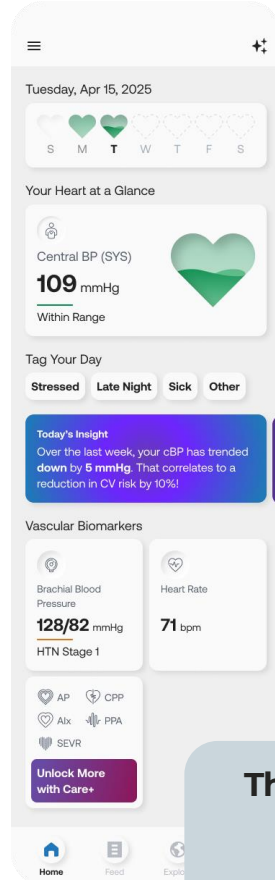
## Automated Email Attributed Revenue (\$AUD)

Welcome, Abandoned Cart, Post Purchase, 28-day

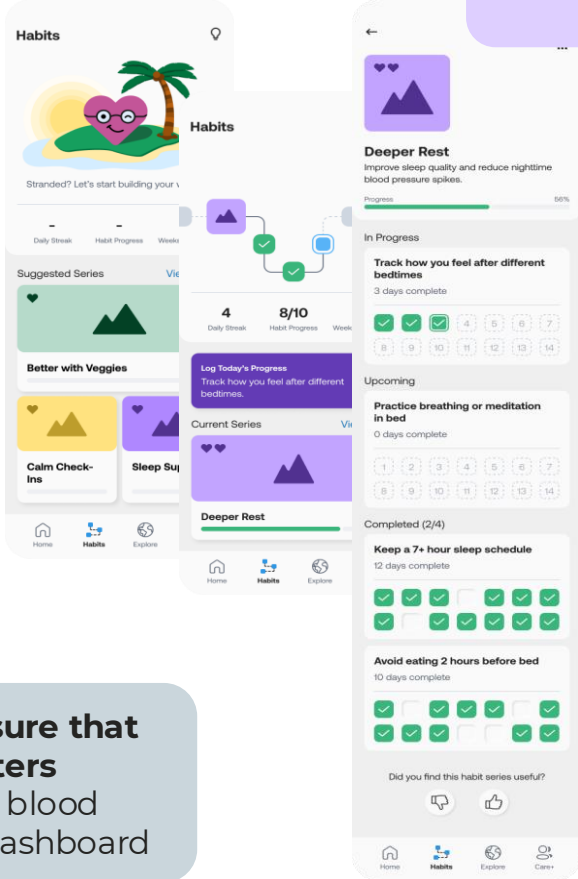


# Driving Recurring Revenue Through Stickiness

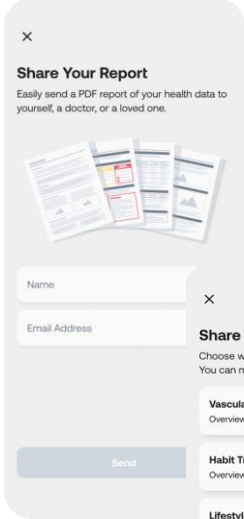
## CONNQ T Health App



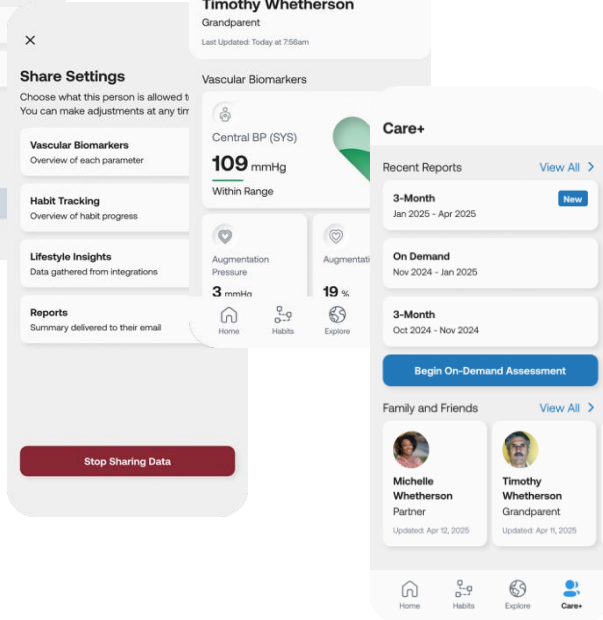
The pressure that matters  
Central blood pressure dashboard



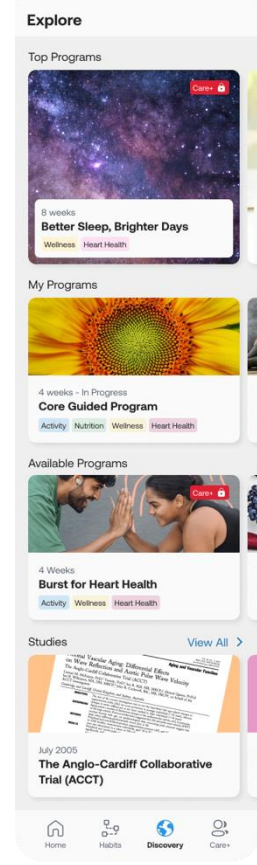
Better Heart Health  
Habit-centric experience



Your Care Circle  
Engaging with clinicians, family, and others



Comprehensive Guidance  
Expanding guided programs



# Scaling Market Validation

Winning technology includes wearables, home-based tests and mobile apps  
Tuesday, October 15, 2024

**RADx® Tech for Maternal Health Challenge**

Credit: NICHD

The National Institutes of Health (NIH) has announced winners of the Rapid Acceleration of Diagnostics (RADx® Tech) for Maternal Health Challenge prize competition to encourage development of maternal health diagnostics for use in regions with limited access to maternity care. The eight winners developed home-based and point-of-care diagnostic wearables and other accessible technologies to improve postpartum health outcomes during the period when maternal deaths occur—up to one year after delivery, end of a pregnancy.

**Grand Prize Winners**

- **Cardiex, Naperville, Illinois**  
A continuous, wearable monitor for cardiovascular health  
Cardiex's CONNEQT Pulse delivers central and brachial blood pressure readings along with critical arterial health insights, while its CONNEQT Band continuously tracks arterial health in real time during daily activities, providing data for managing cardiovascular risks during pregnancy. Both devices can integrate with health care providers through cloud-based connectivity.



**Best Blood Pressure Monitors of 2026**  
These top-performing models from our lab and at-home tests are accurate and easy to use

By Taylor Leamey, AARP | Medically Reviewed by Merle Myerson, MD  
Published December 01, 2025 | Updated March 26, 2024

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**Most Popular**  
AUTO  
The Surprising Way Selling a Car Could Cost You



“ We're proud to be a Champion at the 2025 AHA CHTI Health Tech CarePlan Challenge!

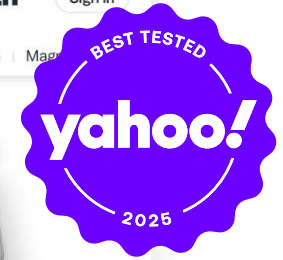
November 7-10, 2025 | New Orleans, LA  
www.healthtechcompetition.com

## Personal Digital Health Devices / Wearables

Remote Monitoring  
**GOLD**  
CONNEQT Health  
CONNEQT Health  
Division: Consumer Product Company  
Audience: Consumers and Health Professionals



7:53  
yahoo!health Sign in  
Trending: Healthier pumpkin spice picks | More  
192 10 105  
ConneQT Health



**Best advanced monitor**  
**ConneQT Health Blood Pressure Monitor**  
Monitor type: Upper arm | Cuff sizes: 12.6"-16.5" (32cm-42cm) and 8.6"-12.6" (22cm-32cm) | **Bluetooth:** Yes | **Number of users:** One | **Readings stored:** Unlimited | **Power source:** USB

The ConneQT Health Blood Pressure Monitor is one of the best at-home blood pressure monitors out there — and then some. It not only measures BP, but

In The News: CONNEQT recognized by the American Heart Association

**American Heart Association Recognizes Three Digital Health Innovators in Inaugural CarePlan Challenge**  
NOVEMBER 4, 2025

We're proud to be named one of three digital health innovators in the Inaugural CarePlan Challenge, hosted by the AHA's Center for Health Technology & Innovation.

@american\_heart

MedicalExpo Marketplace Advertise **Subscribe**

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What are you looking for?

Home » Finding the Hidden Danger with the CONNEQT Pulse Device

CARDIOLOGY | FEATURED | SPECIALTIES | TECHNOLOGIES

**Finding the Hidden Danger with the CONNEQT Pulse Device**

Share on



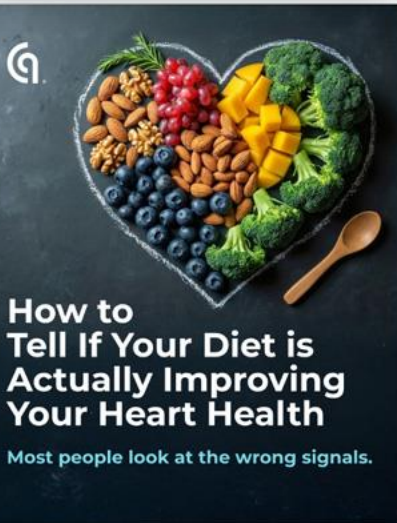
ApoB

WHAT I'M DOING ABOUT IT

# Building Social Media Awareness



Brachial Blood Pressure  
**128/79** mmHg  
ELEVATED  
7 Day Average  
**121/82** mmHg

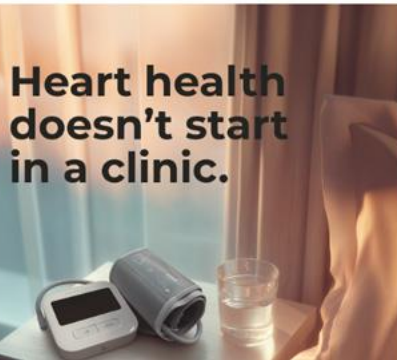


## How to Tell If Your Diet is Actually Improving Your Heart Health

Most people look at the wrong signals.



Your heart adapts. But not to how hard you push.



## Heart health doesn't start in a clinic.

to understanding your arterial health. No clinic required.



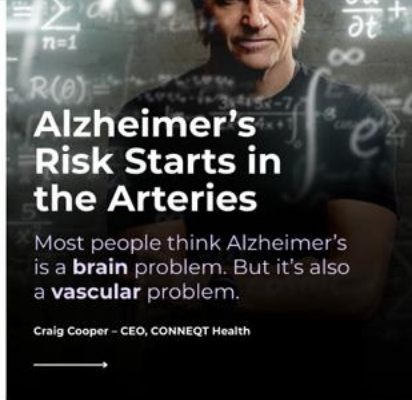
# 10,000 steps is a low bar.

You can hit that number every day and never once challenge your cardiovascular system.



## What is arterial stiffness?

Most people have never heard of it. But it may be one of the most important signals your body sends.



## Alzheimer's Risk Starts in the Arteries

Most people think Alzheimer's is a brain problem. But it's also a vascular problem.

Craig Cooper - CEO, CONNEQT Health



STRESS AWARENESS MONTH

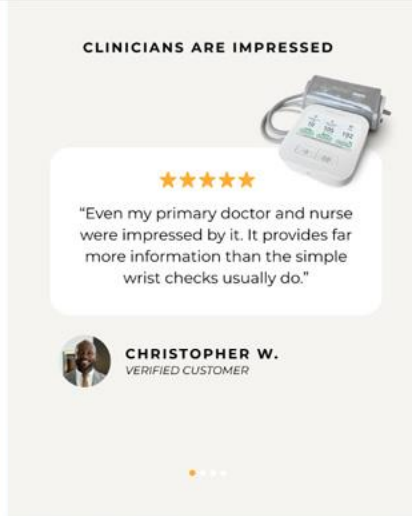
## April is Stress Awareness Month.

And stress does more to your heart than most people realize.

MedicalExpo

## In their words.

MedicalExpo e-Magazine review of the CONNEQT Pulse.



CLINICIANS ARE IMPRESSED



"Even my primary doctor and nurse were impressed by it. It provides far more information than the simple wrist checks usually do."

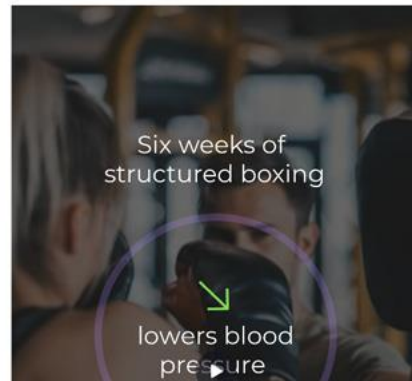


CHRISTOPHER W. VERIFIED CUSTOMER



Real biohacking isn't cold plunges or red light therapy. It's preventing what will most likely kill you.

Craig Cooper Founder/CEO - CONNEQT Health



Six weeks of structured boxing

lowers blood pressure

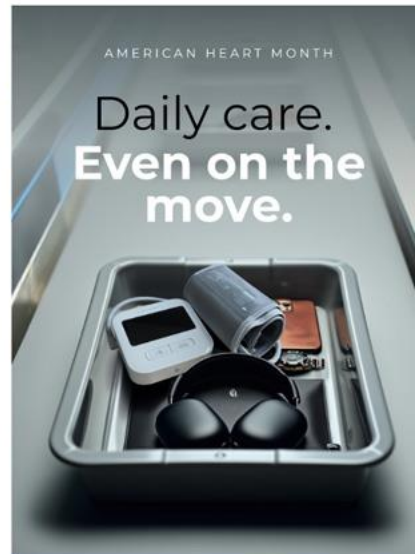


APRIL IS

# Stress Awareness Month

20% off + free shipping

Code: STRESS20



AMERICAN HEART MONTH

## Daily care. Even on the move.

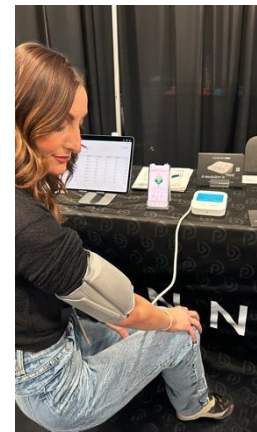
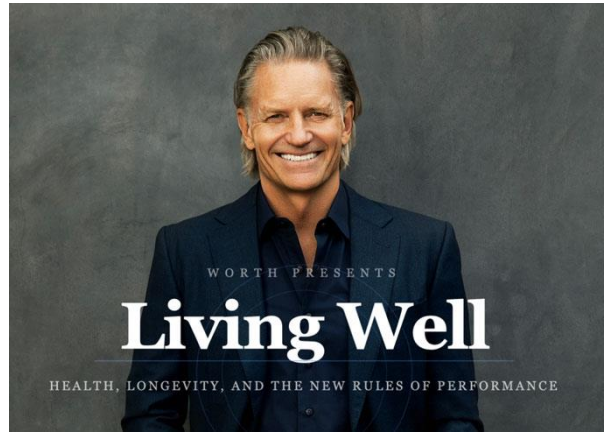


My ApoB was high,

# Amplifying CONNEQT

Industry & Media  
Impact

CONNEQT Health



# Future Revenue Levers: Telehealth and Vascular Age



For Your Physician (Page 1)

CONNECT<sup>™</sup> Health

## Summary

Name	Michaela Johnson	Sex	Female
DOB	08-Dec-1972 (52 yrs)		

Parameter	Average <sup>1</sup>	Classification	Change vs Previous Report	Normal Range
Vascular Age	62 yrs	Above Age	↑ 2	52
Central Blood Pressure (SYS) <sup>2</sup>	120 mmHg	Above Range	↓ 2	99-126

9:41

← Vascular Age

62<sup>+2</sup>

**60**

Previous Month

**+10**

From Actual Age

What This Means For You

Your Vascular Age is currently 10 years above your actual age. This means your heart and arteries may be working harder than expected for someone your age. This insight gives you a powerful starting

### Vascular Age

**What is Vascular Age?**

Vascular Age estimates how old your arteries appear based on their stiffness. It provides a vascular age to that of healthy individuals, offering insight into whether your arteries are younger or older than your age.

Arterial stiffness increases with age and is a known predictor of cardiovascular risk. When you have a higher Vascular Age, it may reflect accelerated vascular aging. Vascular Age helps identify these changes (PWA), a clinically validated, non-invasive method for assessing arterial function.

**How is Vascular Age Measured?**

The Pulse uses SphygmoCor<sup>®</sup> PWA to capture your central pressure waveform—the pressure that exits the heart. The shape of this waveform reflects your heart's pumping cycle and how your arteries respond. These features are directly tied to aortic stiffness and elasticity.

Your waveform is analyzed alongside your sex, height, and weight using a formula developed in the Anglo-Cardiff Collaborative Trial (ACCT), which included over 10,000 adults. Among 4,000 participants aged 18–90, with normal cholesterol and blood pressure, waveform features were strong predictors of cardiovascular risk, making it possible to estimate a vascular age.

While there's no single standard for measuring vascular age, this method is one of the most accurate and non-invasive tools available.

**What Do My Results Mean?**

**Vascular Age**

Average **62 years**

Below Age
Current Age
Above Age

Ranges are based on the Anglo-Cardiff Collaborative Trial (ACCT) Study

A Vascular Age above your actual age suggests your arteries may be stiffer than expected for your age. This may increase your risk for conditions like hypertension, coronary artery disease, and stroke. Discuss these results with your doctor. They may recommend lifestyle changes, further testing, or medication to improve arterial flexibility and reduce risk.

Learn more about Vascular Age.

Enterprise



# Recurring Assessment Revenue In-Clinic

Launched January 2026, \$8 – 15 per assessment



**Pricing Structure**

**Base subscription**

<b>\$375</b> per month 25 assessments included (month-to-month)	<b>\$300</b> per month 25 assessments included (annual commitment)
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**Additional assessments**

<b>\$15 each</b> beyond 25 (month-to-month)	<b>\$12 each</b> beyond 25 (annual)
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**Add-on packs** (annual plans only)

<b>+50 assessments/month:</b> \$500/month (\$10 per additional assessment)
<b>+100 assessments/month:</b> \$800/month (\$8 per additional assessment)

**One-time setup fee**

**\$2,500 per site** for device preparation, staff training, and onboarding  
*Reduced setup fee available with multi-year commitment*

Customer Type	Use Case
<b>Sports &amp; Performance Labs</b>	Athlete testing and recovery optimization
<b>Primary Care &amp; Preventive Clinics</b>	Annual wellness and early risk detection
<b>Specialty Clinics</b> (Cardiology, Nephrology, OB-GYN)	Diagnostic adjunct and longitudinal monitoring

# Untapped Clinical Opportunity: Cardiology Report

- **Lower the Barrier:** Use subscription or bundles to make adoption easy for clinics.
- **Prove the Value:** Show how reports lift practice revenue, efficiency, and quality of care.
- **Embed in Workflow:** Make reporting part of every standard clinical visit.
- **Drive Pulse Demand:** Clinical use builds patient awareness and drives at-home Pulse adoption.
- **Grow Recurring Revenue:** Each report adds predictable, scalable revenue.



**CONNNECT Health**  
**Cardiology Report (Oct 2024 - Jan 2025)**

**General Details**  
 Name: Michaela Johnson, Sex: Female, DOB: 08-Dec-1972 (52 yrs)

**Cardiovascular Risk Profile - Arterial Intelligence™**

Low Cardiovascular Risk	Intermediate Cardiovascular Risk	High Cardiovascular Risk
All measurements are within the normal range.	1 or more measurements are above the normal range.	1 or more measurements are above thresholds.
<input type="checkbox"/> Central Blood Pressure (SYS) is within or below normal range for your age.	<input checked="" type="checkbox"/> Central Blood Pressure (SYS) is above normal range for your age.	<input type="checkbox"/> Central Blood Pressure (SYS) is above a threshold of >130 mmHg.
<input type="checkbox"/> Central Pulse Pressure is within or below normal range for your age.	<input checked="" type="checkbox"/> Central Pulse Pressure is above normal range for your age.	<input type="checkbox"/> Central Pulse Pressure is above a threshold of >50 mmHg.
<input type="checkbox"/> Augmentation Pressure and Augmentation Index are within or below normal range for your age.	<input type="checkbox"/> Augmentation Pressure or Augmentation Index are above normal range for your age.	<input type="checkbox"/> Augmentation Pressure is >10 mmHg above normal or Augmentation Index is >10% above the normal range for your age.
<input type="checkbox"/> Pulse Pressure Amplification is >130%.		<input checked="" type="checkbox"/> Pulse Pressure Amplification is <130%.

**Actions for Elevated Risk Levels**  
 Measurements in the high-risk category (red) highlight areas that need attention, while those in the intermediate risk category (yellow) indicate factors that could benefit from early intervention to help maintain cardiovascular health and reduce the likelihood of conditions like hypertension or coronary artery disease. Your healthcare provider may suggest further testing to explore how central pressure and arterial stiffness impact your cardiovascular health (see page 9).

**Yellow Zone: Intermediate Cardiovascular Risk**  
**Focus on Lifestyle Changes**

- Increase physical activity (e.g., 150 minutes of moderate exercise per week).
- Adopt a heart-healthy diet rich in fruits, vegetables, whole grains, and lean proteins.
- Reduce sodium intake to help manage blood pressure.
- Maintain a healthy weight by balancing calorie intake and

**Red Zone: High Cardiovascular Risk**  
**Seek Medical Advice Immediately**

- Consult a physician to review abnormal measurements and follow up with a specialist as needed for additional tests.

**Understand Your Cardiovascular Risk With Advanced Testing**

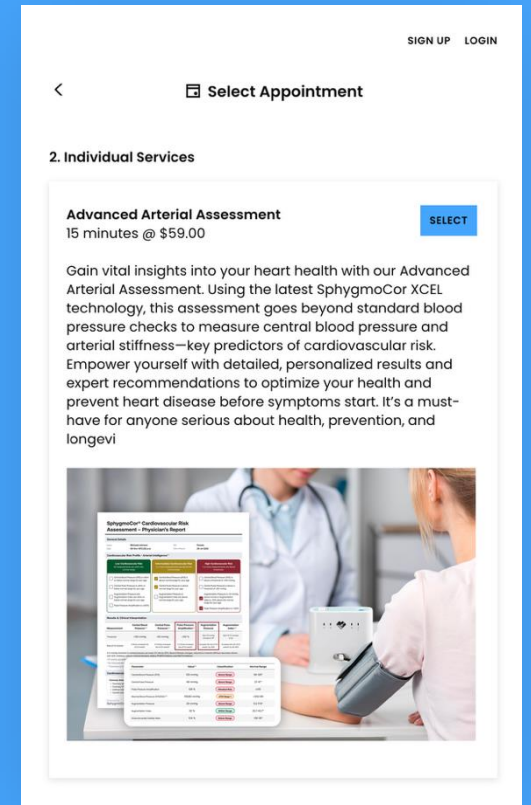
- Discuss with your physician tests such as coronary artery calcium score or carotid artery ultrasound to detect plaque and better understand the root cause of your elevated risk.

# Case Study: 70-Location Sports Performance Franchise

## Go Beyond Blood Pressure with Deeper Cardiovascular Insight

Reveal the unseen stress on your heart. The Arterial Assessment shows how your arteries are aging compared to what is expected for your stage of life. It provides a clearer picture of cardiovascular strain and long-term risk than any standard blood pressure cuff.

Book an Advanced Arterial



Looking Ahead



# Looking Ahead

## Powering the Arterial Health Economy

	Now	0-12 Months	12-18 Months
CONSUMER	<ul style="list-style-type: none"><li>Sustain strong double-digit quarterly Pulse sales growth</li><li>Deliver best in class app solution to drive adoption and retention</li></ul>	<ul style="list-style-type: none"><li>Expand CONNEQT app with Arterial Age, telehealth, and premium subscription features</li><li>Pulse V.2 OTC</li></ul>	
ENTERPRISE	<ul style="list-style-type: none"><li>Scale enterprise adoption &amp; recurring in-clinic assessment revenue (ARR's)</li><li>Optimize sales and product metrics to reduce cash burn and establish a clear, measurable path to profitability</li></ul>	<ul style="list-style-type: none"><li>Net positive contributions from consumer and enterprise to fixed costs/cash flow positive</li><li>Launch arterial health analytics services</li></ul>	<ul style="list-style-type: none"><li>Expand analytics services to pharma and clinical trial partners</li><li>Scale enterprise distribution across clinics, insurers, and performance networks</li></ul>
TECH		<ul style="list-style-type: none"><li>Introduce PPG integration kit for wearable and device partners</li><li>Launch SphygmoCloud enabling Biomarker-as-a-Service (BaaS)</li></ul>	<ul style="list-style-type: none"><li>Transition from device-led business to SaaS and data platform</li><li>Enable SphygmoCor-powered integrations across wearables and medical devices</li></ul>

**C O N N E Q T.®**

Health