1 September 2026 **ASX ANNOUNCEMENT**

CONNEQT Health Shareholder Update

Looking Back on a Year of Execution and Delivery

Dear Shareholders,

I want to take the opportunity to step back from individual quarterly announcements, market movements and short-term commentary and look at what CONNEQT Health has achieved over the past year.

I recognise the frustration many shareholders feel about the current share price. I do not believe it adequately reflects the extent of the change within the Company or the consistency with which we have executed the strategy outlined to shareholders.

FY26 was a strong year of execution and delivery. At the beginning of the year, we set three priorities:

Our FY26 priorities

- Grow CONNEQT Pulse sales
- Establish recurring enterprise revenue
- Continue the evolution of CONNEQT into a software-enabled arterial health platform

Across four consecutive quarters, we made progress against those objectives. We grew Pulse sales, established a new consumer business, demonstrated demand for ongoing digital cardiovascular insights, converted clinical pilots into multi-year recurring contracts, advanced our software infrastructure and reduced our underlying operating cost base. We did all of this while managing the very real capital and supply-chain requirements of scaling an early-stage medical technology business.

Why we changed the business

A little over 18 months ago, we made a deliberate decision to reposition CONNEQT around what we believed was a substantially larger long-term opportunity in arterial health, vascular ageing and clinically validated cardiovascular biomarkers.

Our traditional research and pharmaceutical businesses provided an extraordinary scientific foundation. Commercially, revenues were episodic and predominantly transactional, with academic research exposed to uncertainty around U.S. grant funding and pharmaceutical and clinical-trial revenue dependent on the timing of individual studies.

Our objective became to create a multi-platform company in which our validated technology could generate revenue across consumer, clinical, research, software and data markets.

The model we set out to build

- CONNEQT Pulse: build a large installed consumer base.
- Care+ and Cardiology Report: generate digital revenue from that installed base.
- Enterprise: build subscription, deployment and utilisation-based clinical revenue.
- SphygmoCor Cloud, Pulse SDK and Arterial Intelligence: broaden delivery of vascular biomarkers through software and partner integrations.

That required much more than launching a device. It required us to build much of the commercial infrastructure needed to operate a scalable consumer and enterprise healthcare business. The progress across FY26 shows how far that strategy has advanced.

FY26: four quarters of progress

SEP 2025	DEC 2025	MAR 2026	JUN 2026
Building the commercial engine	**Proving demand and monetisation**	**Demonstrating resilience**	**Growth across the platform**
• Pulse sales maintained average ~50% QoQ growth since inception • ROAS +46%; CPA -38% • A$1.1m U.S. Phase 2b trial contract • Underlying annualised cost base reduced ~30%	• Pulse revenue and units +200% QoQ • Pulse revenue >A$1.1m • 12.2% of new customers bought Care+ • Both enterprise pilots converted to two-year contracts	• Pulse sales slightly ahead of December despite cuff shortage • In-app revenue +51% QoQ • Clinical subscriptions increased from 2 to 10 sites	• Record consumer revenue of A$1.3m • Pulse units +33% to 3,574 • In-app purchases +71% • Clinical subscription customers increased to 17

September 2025 quarter: building the commercial engine

The investments made in the preceding year began translating into measurable commercial performance. Pulse sales maintained approximately 50% quarter-on-quarter growth since inception. Revenue increased 66%, return on advertising spend improved 46% and cost per acquisition declined 38%.

We rebuilt the CONNEQT app and developed in-app purchasing for the Cardiology Report and Care+, ordered a further 5,000 Pulse units to meet forecast demand, began enterprise pilots using a subscription and consumption-based model, and secured an approximately A$1.1 million U.S. Phase 2b clinical-trial contract across 30 sites.

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We also centralised engineering and development activities, reducing the Company's annualised underlying cost base to approximately A$10 million to A$12 million, excluding COGS and marketing, approximately 30% below the peak run rate of costs in the prior year.

December 2025 quarter: proving demand and monetisation

Pulse revenue and unit sales grew by more than 200% quarter-on-quarter, with Pulse revenue exceeding A$1.1 million.

Care+ provided early evidence of digital monetisation. 12.2% of new customers purchased a subscription, 72% of those subscribers selected the annual plan and early monthly subscriber retention was approximately 92%. We subsequently increased the primary Pulse price from US$249 to US$289 and continued to see demand at the higher price.

Both initial enterprise pilots converted into two-year commercial agreements. We had moved from concept to pilot to contracted recurring revenue.

March 2026 quarter: demonstrating resilience

For approximately one month, a shortage of large cuffs affected a product configuration that historically represented around 70% of Pulse sales. In practical terms, we were trying to grow while operating for part of the quarter without the configuration required by the majority of customers. Pulse sales still finished slightly ahead of the December quarter. In-app purchase revenue increased approximately 51% quarter-on-quarter.

For me, that was an important test of the underlying demand for Pulse. We still delivered sequential sales growth through a meaningful supply constraint.

We also added eight enterprise accounts, taking active clinical subscriptions from two to ten sites, and continued work to move our core SphygmoCor algorithms toward a cloud-based architecture supporting SphygmoCor Cloud, Software as a Medical Device and Biomarker-as-a-Service.

June 2026 quarter: growth across the platform

Consumer revenue reached a record A$1.3 million, up 21% quarter-on-quarter, or approximately 34% on a constant-currency basis. Pulse unit sales increased 33% to 3,574 devices. In-app purchases increased 71%, from A$40,000 to A$68,000, and digital revenue increased from 4% to 5% of consumer cash receipts.

This is why the installed base matters. Every Pulse sold adds another customer who can potentially generate recurring digital revenue over time.

Clinical subscription customers increased from 10 to 17. Contracted enterprise ARR increased 70% to A$94,200 and cumulative contracted value increased 65% to A$163,800. We also lodged our FDA Pre-Submission for SphygmoCor Cloud.

For FY26, total revenue increased 77% to A$6.3 million. Consumer revenue reached approximately A$4.0 million, research contributed approximately A$2.3 million and enterprise established a new recurring revenue stream. Including other income, the business exited the year at an annualised Group revenue and other income run-rate of approximately A$8 million.

What we set out to prove

When we embarked on this strategy, there were several fundamental commercial questions we needed to answer. During FY26, we began answering them with real customer behaviour and contracted revenue.

Commercial questions answered during FY26

- Consumer demand: customers are paying for access to advanced arterial health biomarkers.
- Digital acquisition: CONNEQT has acquired customers through digital channels while improving acquisition efficiency.
- Digital monetisation: customers are purchasing premium insights and subscriptions after the hardware sale.
- Enterprise adoption: initial pilots converted to multi-year agreements and subscriptions expanded from 2 to 17 sites.
- Operating capability: the Company built infrastructure to support device sales, fulfilment, customer interactions, subscriptions and clinical deployments.
- Cost structure: the annualised underlying cost base was reduced by approximately 30% compared with the previous year.

These are no longer theoretical milestones. We have demonstrated them commercially. The next task is to continue scaling them.

What we heard from customers

Customer feedback across consumer, clinical and research markets has reinforced several themes:

- Consumers are looking for health information beyond traditional blood pressure and fitness metrics and are paying for premium cardiovascular insights through reports and Care+ subscriptions.
- Clinical customers value a subscription model that lowers the upfront financial hurdle to introducing arterial health assessment into routine care.
- Research and pharmaceutical customers continue to value CONNEQT's decades of published evidence, regulatory experience and clinical validation.

For management, these conversations are every bit as important as the financial metrics we report. Revenue tells us what customers purchased. Customer feedback tells us why they purchased it, how they are using it and where we can create additional value. That understanding will continue to shape the CONNEQT platform.

Growth requires capital – particularly when creating a new category

One area where I believe additional context is important is capital.

Early-stage hardware and healthcare companies consume capital before they reach scale. That is particularly true when they are creating a new category rather than entering a market where consumer awareness and established acquisition channels already exist.

That is precisely what we are seeking to do in arterial health. Our vision is not simply to compete for share within the traditional blood pressure monitor market. It is to establish arterial health and vascular ageing as a distinct and important category across preventative health, longevity, concierge medicine and consumer healthcare, and to build CONNEQT as the brand most closely associated with that category.

That requires us to think differently about what we are building. The long-term asset is not simply the technology or the device. It is the audience, the brand, the installed base and the direct relationship we establish with potentially hundreds of thousands, and ultimately millions, of consumers interested in understanding and improving their arterial health.

The audience we are targeting is also substantially broader than the traditional blood pressure customer.

Many of these consumers are interested in cardiovascular health, longevity, prevention, healthy ageing and performance, but would not necessarily consider themselves candidates for a traditional blood pressure monitor. Historically, the incumbent blood pressure companies have largely been built around established retail, pharmacy, healthcare and medical-device channels. Building a new consumer category through direct-to-consumer marketing, digital education, content, community, social engagement and continuous customer relationships has generally not been central to those business models.

That creates an opportunity for CONNEQT. We are not simply trying to persuade someone to buy a different blood pressure monitor. We are trying to introduce a much larger audience to information about their arterial health that historically they could not easily access, explain why those insights matter, and establish an ongoing relationship with them around that information.

There is an important broader consumer-market trend that helps explain why we believe building that audience matters.

Recent transactions across consumer health and wellness demonstrate that some of the world's largest consumer companies are paying substantial amounts to acquire brands and audiences in categories where they ***already*** possess enormous manufacturing, scientific, regulatory and distribution capabilities. Recent announced or completed transactions involving Thorne, Grüns, Huel, Purell and Olaplex collectively represent approximately US$9.8 billion in transaction value based on announced and reported values.

The strategic lesson is not that these companies are directly comparable to CONNEQT, nor that their valuations should be applied to our business. The lesson is what large strategic buyers increasingly recognise as difficult to recreate internally. Manufacturing can be replicated. Products can be developed. Distribution can be purchased. What is much harder to manufacture is a trusted brand with an engaged audience that repeatedly buys its products, responds to new product launches and has an established direct relationship with the company.

In modern consumer health, that relationship with the customer can become one of the most valuable assets a company builds.

That is particularly relevant to our strategy.

Our objective is to deploy as many Pulse devices as we responsibly can at attractive unit economics and build the largest possible installed base of engaged arterial health consumers. Every Pulse placed into the market is more than an individual hardware transaction. It represents another customer entering the CONNEQT ecosystem and another potential long-term relationship that can subsequently be monetised through Care+, Cardiology Reports, additional digital cardiovascular insights, software and other products and services we develop over time.

The initial hardware transaction therefore creates the customer relationship. The longer-term opportunity is to progressively increase the lifetime value of that relationship through higher-margin recurring digital products and services.

This is why audience growth, brand growth and installed-base growth matter so much at this stage of the Company's development. We are investing today to create a consumer asset that becomes progressively more valuable as the audience expands.

- That requires investment ahead of revenue.
- Inventory must be manufactured before it can be sold.
- Marketing investment precedes customer acquisition.
- Brand awareness must be created before organic demand becomes meaningful.

Category awareness has to be created before consumers begin actively searching for arterial health products.

Customer-support infrastructure must exist before volumes arrive.

Software platforms and regulatory pathways have to be funded before they can generate recurring revenue.

And, in our case, we are educating the market about an entirely new consumer health category, **arterial health and vascular ageing**, while simultaneously building the products through which that category can be measured and monetised.

For a new consumer brand, marketing and customer acquisition are naturally most capital-intensive during the earlier years. Paid platforms such as Meta and Google need time, conversion data, creative iteration and customer history to improve performance. At the same time, the Company must build owned channels, including email, organic search, content, social audiences, customer referrals and strategic partnerships, that progressively reduce dependence on paid acquisition.

Over time, this should create a compounding effect. Every additional customer increases the installed base. A larger installed base creates a larger audience with whom we can communicate directly. That audience creates more opportunities for repeat purchases, digital subscriptions, new product adoption, referrals and organic growth. It also generates more data through which we can improve acquisition, engagement and monetisation.

We can already see this infrastructure developing.

Our focus therefore is not simply on reducing marketing expenditure. It is on improving what every marketing dollar produces while expanding higher-margin revenue from the customers we acquire.

Metrics such as average selling price, return on advertising spend, conversion efficiency, customer acquisition cost, digital attachment and customer lifetime value are therefore just as important as headline unit growth, and management continues to focus on improving those economics.

There is also a direct relationship between growth and working capital.

If we want to sell more Pulse devices, we must manufacture more Pulse devices. That inventory has to be funded before the associated customer receipts arrive. Faster growth therefore creates a larger working-capital requirement, even when the underlying unit economics are improving.

This capital requirement therefore needs to be considered in the context of the asset we are attempting to build. We are investing not simply to sell hardware, but to create and lead a new category in arterial health, expand the audience for that category, establish the CONNEQT brand within it and build an increasingly valuable installed base capable of generating recurring digital and software revenue for many years.

That is one of the most important realities of our current stage of development.

Why our experience is not unusual

I often look at companies such as WHOOP, Oura and AliveCor/KardiaMobile because each helped define a category at the intersection of hardware, healthcare data and recurring digital revenue. Those businesses required years of development, substantial private capital and considerable iteration before reaching their current scale.

CONNEQT is undertaking its commercial development as a public company. Every investment in inventory and marketing, every supply-chain issue and every short-term movement in revenue is visible each quarter. That can make a normal early-stage growth curve appear more volatile when individual quarters are viewed in isolation.

What gives us confidence is where we are in our own development. Our core vascular biomarker technology is built on decades of research, clinical use and regulatory development. We now also have the device, consumer platform, subscription monetisation, enterprise contracts, cloud architecture under development and a growing installed base. The commercial markets are relatively new; the core technology beneath them is mature. That distinction is important.

Growth versus profitability is not a binary decision

Shareholders should also not expect every quarter to follow a perfectly linear revenue curve.

That is not how businesses at our stage develop.

There will be periods where inventory timing affects sales. There may be quarters where we choose to prioritise marketing efficiency or contribution margin over maximum top-line growth. Enterprise contracts may be signed unevenly. Research and pharmaceutical revenues will continue to be influenced by project timing.

For that reason, I believe the business should be judged over a sequence of quarters against the strategy we have communicated rather than by extrapolating any single quarter in isolation.

Our objective is not growth at any cost, nor is it short-term profitability at the expense of building the opportunity in front of us.

The objective is to find the appropriate balance.

We want increasingly attractive economics on each device sold. But we also want to expand the installed base because that installed base creates the opportunity for future recurring software revenue.

We want enterprise contracts that provide attractive initial economics, but more importantly establish multi-year customer relationships in which revenue can expand through utilisation, reporting, software and additional locations.

And we want to continue building the infrastructure, the "plumbing" of the business, that allows those revenues to scale without requiring a corresponding increase in our fixed-cost base.

That is the business we are building.

Capital alignment and the shareholder register

C2 Ventures, associated with the Chairman and CEO, has continued to provide substantial financial support to the Company and has participated alongside other shareholders and investors in funding CONNEQT's growth. That support reflects our own conviction in the long-term opportunity.

Management is also focused on opportunities to introduce strategic and long-term shareholders who can bring capital, industry relationships, commercial capability and a longer-duration perspective. Our objective is to build a capital base capable of supporting the opportunity and reducing short-term funding constraints.

The share price and our response

I understand the frustration of a share price that has not reflected the operating progress we believe the Company has made. We see a disconnect between progress within the business and the way the Company is currently valued in the public market.

Our responsibility is to communicate transparently, allocate capital carefully and continue executing the strategy. Over the past four quarters, we believe that is what we have done.

What changed during FY26

- Pulse grew in every quarter.
- Recurring consumer revenue was established.
- Enterprise progressed from pilot to contract and from 2 subscription sites to 17.
- Digital monetisation grew faster than hardware.
- Consumer revenue reached a quarterly record.
- Total FY26 revenue increased 77%.
- The underlying cost base was reduced by approximately 30% from the peak run rate of costs in the prior year.
- The software platform and FDA regulatory strategy advanced.

There is still considerable work ahead. We remain an early-stage growth medtech company. Capital, supply-chain and inventory management, customer acquisition, brand building, enterprise adoption, software development and regulatory execution all remain important.

No single quarter guarantees the next. The progress demonstrated across FY26 gives us stronger commercial evidence for the opportunity than we had twelve months ago.

We will remain disciplined, maintain our focus and continue executing the strategy we have spent the past 18 months building.

The technology opportunity has not changed. The market opportunity has not changed. Importantly, the commercial evidence supporting that opportunity is considerably stronger today than it was twelve months ago. That is why we remain confident in what we are building.

On behalf of the Board and management, thank you to those shareholders who continue to support CONNEQT and the long-term vision for the Company.

Craig Cooper

Chief Executive Officer
CONNEQT Health Limited

Approved by the Board of Directors and Released by the Company Secretary

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About CONNEQT HEALTH

CONNEQT Health's mission is to increase longevity through medical technology advancements in vascular health. The Company's suite of products includes medical and home health devices and digital solutions for hypertension, cardiovascular disease, and other vascular health disorders - all based on the Company's market-leading SphygmoCor® vascular biomarker technology. CONNEQT Health is listed on the Australian Stock Exchange ("ASX: CQT").