

## CardiacSense Ltd – April 2022 report

### **1. The watch**

- 1.1. After long process of solving problems our in-house assembly line is running and producing watches!
- 1.2. In addition, watch software and mobile are stable.
- 1.3. Cloud software and portals are moving forward fast and are almost stable. We expect stabilization within the next month

### **2. Sales**

- 2.1. Due to the above, we have updated the distributors that we are ready to collect orders. Our salespeople visited the distributors to give demos of the updated system. Feedbacks are very good, and we collected orders of \$250K already.
- 2.2. We expect the first year to be the hardest as we are launching a unique device and it will take time until physicians and patients will get to know and thrust it.
- 2.3. By the end of the year, we expect all the distributors to get the regulatory approvals such that additional distributors will be able to order watches.

### **3. R&D**

- 3.1. In parallel to watch assembly we are working to improve the assembly line by adding semi-automatic tools. In addition, We are adding features to the watch continuously and will continue to support the users and new bugs that will be found
- 3.2. We have started development of a new product (that we cannot elaborate on due to the fact we have not registered all the IP elements yet) and discuss several partnerships related to it and the System On Module (SOM)

### **4. Clinical trials and Regulatory:**

- 4.1. blood pressure:
  - 4.1.1. During the last 6 months we have conducted 4 clinical trials in the US. The trials were all to collect data for our blood pressure algorithm. Performance is very good and improving

constantly.

4.1.2. In parallel we continue our clinical trial in Internal Care Unit in Ichilov.

4.2. A clinical trial of heart arrhythmias is continuing in Rambam.

## **5. CE and FDA certifications:**

5.1. We have submitted two weeks ago a new product (called CS Watch4) for approval by CE! This watch has 2 additional indications to the current watch indications.

Review is supposed to be finished within 5 months.

Once these indications are approved, Cardiacsense will become the company with the highest number of cleared medical indications of a marketed watch

5.2. FDA submission is expected this month. Review process is expected to be finished by September-October timeframe.

## **6. Business development and marketing**

6.1. As you know, we are in the early stages of SOM (System On Module) development.

SOM is a strategic component and will allow the change of our business model from hardware based to service based.

6.2. Talks with international medical companies (Such Medtronic) and consumer companies (like Apple that will meet us here in Israel by the end of the month) are continuing.

## **7. Finance:**

7.1. We were in discussion with few investment banks and planed a pre-IPO towards the end of the year and IPO (NASDAQ) by the end of 2023.

During the last couple of months 2 additional tier-1 banks were added to the loop. We met one of them (deutsche bank) in our offices this week and will meet Goldman Sachs towards the end of the month.