EXO FAQ

What is point-of-care ultrasound (POCUS) and how does it differ from traditional ultrasound?

- POCUS is a newer set of customer users/clinical segments whereby the physician performs the ultrasound scan at the patient's bedside or other location (i.e., in an ambulance). Images captured can be immediately interpreted by the physician.
- POCUS differs from traditional ultrasound, where patients are referred to other departments to schedule an imaging appointment. After images are captured, patients typically need to make another appointment with their doctor to discuss the findings.
- POCUS clinical segments include emergency medicine, critical care, anesthesiology, vascular access, musculoskeletal (sports medicine, rheumatology, etc.), primary care, and other specialties.

How is Exo different from other handheld ultrasound companies?

- Exo uses its patented piezoelectric Micromachined Ultrasound Transducer (pMUT) rather than capacitive Micromachined Ultrasound Transducer (cMUT) because it has advantages, including increased bandwidth, reduced voltage requirements and superior image quality through a unique form of harmonic imaging.
- Exo has the technology and vision to modernize medical imaging with a high-performance ultrasound platform that will utilize artificial intelligence. To bring this vision to life, Exo is currently developing a handheld ultrasound device that aims to provide a window into *every* body, and an intuitive ultrasound workflow solution that works with virtually any POCUS device, EMR or PACS.
- While other companies have focused exclusively on POCUS, Exo is looking at building an entire ecosystem including a handheld ultrasound device, data and workflow apps, and a platform technology that will transform diagnostics and therapeutics well into the future.
- Exo's executive team — hailing from Apple, Google, GE, Maxim, Medtronic, Johnson & Johnson, Siemens and more — approached handheld ultrasound with a unique mix of experience in chip technology, MEMS, hardware and medical innovation. That combination of experience allowed Exo to transform the technology behind its handheld ultrasound device and its intuitive ultrasound workflow software.

How is pMUT different from cMUT?

- Piezoelectric Micromachined Ultrasound Transducers (pMUT) and Capacitive Micromachined Ultrasound Transducers (cMUT) are two ultrasound technologies that utilize semiconductor chip manufacturing technology.
- pMUT creates its acoustic imaging through a thin piezoelectric film, leveraging a proven ultrasound imaging method based on traditional bulk piezoelectric transducers.
- cMUT technology is based on changes in capacitance to produce sound waves.
- Exo's proprietary version of pMUT imaging technology miniaturizes the proven image quality of traditional cart-based ultrasound so that the superior imaging technology can fit into a handheld device.

What are Exo's flagship products?

- Exo's handheld ultrasound device, Exo Iris™, has been developed, refined, and tested for use in some of the most demanding medical settings in the world. Powered by advanced ultrasound silicon (pMUT technology) with powerful real-time artificial intelligence (AI) features, Exo Iris delivers high-performance imaging that fits in a caregiver's pocket—without breaking the bank.
- Thanks to advanced signal processing and artificial intelligence, Exo's platform technology will be miniaturized into an intuitive ultrasound handheld device that can be used for the body, such as observing the heart, organs, or imaging a person's vasculature or musculoskeletal features.
- Exo's intuitive ultrasound workflow solution, Exo Works™, solves the decades-long POCUS infrastructure issue, streamlining the ability to review ultrasound exams, document findings, apply billing codes and archive images in one platform — in no time.

Who are Exo products intended for?

- Exo is reinventing the way frontline healthcare practitioners use technology to triage, diagnose, treat and document patients at the bedside.
- Exo's affordable technology will enable best-in-class medical imaging to be carried in the pocket of every caregiver and clinician worldwide.

How much experience does the Exo's leadership team have?

- Exo's founders include Chief Executive Officer Sandeep Akkaraju, the late Executive Board Chairman Janusz Bryzek, Ph.D., Chief Technology Officer and Executive Vice President of Engineering Yusuf Haque, Ph.D., and Advisory Board Member John Kokulis. They have nearly 20 startups among them, along with several large exits.
- Many of Exo's leaders have held leadership positions at some of the most prestigious companies including Apple, Google, Medtronic, Maxim, GE, Siemens and Johnson & Johnson.

How much funding has Exo received?

- Exo's has raised nearly $320 million.

Who are Exo's investors?

- Investors include Action Potential Venture Capital (a GlaxoSmithKline venture fund), AJU, Applied Ventures, LLC, Avidity Partners, BlackRock, Bold Capital Partners, Compal, Creative Ventures, Ferretto Capital, Fiscus Ventures and Reimagined Ventures (Magnetar Capital affiliates), HM Capital, Intel Capital, Longevity Vision Fund, Nautilus Venture Partners, OSF Ventures, Pura Vida Investments, RA Capital Management, Rising Tide, Sands Capital, Sony Innovation Fund by IGV (Innovation Growth Ventures Co., Ltd. (IGV) is managed by Sony Innovation Fund and Daiwa Capital Holdings.), TDK Ventures, Wanxiang Healthcare Investments and Wilson Sonsini.

How will Exo's handheld ultrasound be used?

- High-quality ultrasound is a critical diagnostic tool that is underutilized today because of the cumbersome nature of the ultrasound process. Putting an Exo handheld device that is easy to use in the pocket of every provider means ultrasound scans can be conducted immediately on *every* body, leading to rapid improvement in triage and diagnosis.

This FAQ contains forward-looking statements regarding Exo's future expectations, plans and prospects and are based on Exo's current expectations and speak only as of the date hereof. Exo disclaims any intention or responsibility for updating or revising any forward-looking statements contained in this FAQ in the event of new information, future developments or otherwise.