



## Current Agreements

### Dealdoc

#### **Cco-development agreement for cath-lab x-ray image derived FFR or iFR solution**

Royal Philips Electronics  
Heartflow

Aug 28 2017

## Cco-development agreement for cath-lab x-ray image derived FFR or iFR solution

<b>Companies:</b>	<a href="#">Royal Philips Electronics</a> <a href="#">Heartflow</a>
<b>Announcement date:</b>	Aug 28 2017
<b>Deal value, US\$m:</b>	n/d

- [Details](#)
- [Financials](#)
- [Termsheet](#)
- [Press Release](#)
- [Filing Data](#)
- [Contract](#)

### Details

<b>Announcement date:</b>	Aug 28 2017
<b>Industry sectors:</b>	Diagnostic Research tools Services
<b>Asset type:</b>	Technology
<b>Therapy areas:</b>	Cardiovascular » Coronary artery disease
<b>Technology types:</b>	Diagnostics Enabling technology
<b>Deal components:</b>	Co-development

### Financials

<b>Deal value, US\$m:</b>	n/d
---------------------------	-----

### Termsheet

Philips and HeartFlow have entered into an exclusive agreement to co-develop an improved cath-lab x-ray image derived FFR or iFR solution, to significantly enhance workflow while improving the diagnosis and subsequent treatment of patients with CAD.

### Press Release

Royal Philips Electronics N.V. And HeartFlow Announce Global Collaboration Agreement

AMSTERDAM and REDWOOD CITY, California, August 28, 2017 /PRNewswire/ --

Global collaboration aims to accelerate access to tools to determine extent of coronary artery disease and improve patient care

Royal Philips (NYSE: PHG, AEX: PHIA) and HeartFlow, Inc. announced today that they have entered into a collaboration agreement with the goal of improving access to diagnostic and planning tools for interventional cardiologists evaluating and treating patients with suspected coronary artery disease (CAD). Under the agreement, Philips will promote the use of the HeartFlow® FFRct Analysis in conjunction with Philips' advanced catheters for imaging and assessing measurements of the inside of a patient's coronary arteries. The advanced catheters from Philips that will be promoted in conjunction with HeartFlow's technology include Philips' coronary fractional flow reserve (FFR), instant wave-free ratio (iFR) and intravascular ultrasound (IVUS) solutions.

Philips and HeartFlow's commercial collaboration will initially focus on the United States, with the intention to expand joint efforts globally in the near term. The two companies are also exploring further collaborations in diagnostic imaging and advanced informatics.

First and only

The HeartFlow FFRct Analysis is the first and only commercially available non-invasive technology to provide insight into both the extent of CAD and the impact of the disease on blood flow to the heart. Data from a patient's non-invasive coronary CT angiogram are securely uploaded from the hospital's system to the cloud. HeartFlow leverages deep learning to create a personalized, digital 3D model of a patient's coronary arteries, which is then analyzed by powerful computer algorithms to evaluate millions of complex equations to simulate blood flow in the model and assess the impact of blockages on coronary blood flow. The HeartFlow FFRct Analysis technology provides results to the clinician via a secure web interface. To date, more than 13,000 patients have benefitted from the HeartFlow FFRct Analysis [1].

In the United States, 16.8 million people are affected by CAD, which develops when the coronary arteries narrow, reducing blood flow to the heart [2]. CAD causes chest pain and heart attack and can lead to death. As part of a standard protocol, many of these patients are referred to the cardiac cath-lab where more than half are discharged on medicines or non-treatment. Improvements in the non-invasive space have the potential to allow physicians to safely defer invasive testing, reducing risks to the patient and the overall cost of care for all.

"Our commitment is to transform the patient experience and identify pathways that are personalized, high quality and at a lower price point," said Christopher Barys, Business Leader of Philips Image Guided Therapy Devices. "To address the burden that CAD is placing on healthcare systems and to transform the patient experience, hospitals are focused on adopting new technology that can improve the diagnosis and care of these patients while reducing unnecessary invasive procedures. HeartFlow shares our mission of improving clinical outcomes and, through collaboration, we can advance our goal of helping healthcare providers decide, guide, treat and confirm the right therapy at the point of care."

#### Exclusive agreement to co-develop

In addition to the commercial collaboration agreement between Philips and HeartFlow, the two companies have entered into an exclusive agreement to co-develop an improved cath-lab x-ray image derived FFR or iFR solution, to significantly enhance workflow while improving the diagnosis and subsequent treatment of patients with CAD.

"Our collaboration agreement with Philips, which has an integrated solution within cath-labs, will help bring HeartFlow's technology to more patients with suspected and potentially life-threatening CAD," said John H. Stevens, M.D., President and Chief Executive Officer of HeartFlow. "We look forward to continuing to address unmet needs in cardiology in collaboration with Philips to further support our goal of improving patient lives and reducing the total cost of care."

Philips' seamlessly integrated solutions, such as CORE IVUS and SyncVision, are valuable tools in the diagnosis of CAD. The HeartFlow FFRct Analysis, is an additional diagnostic tool that expands clinicians' capabilities.

#### About Royal Philips

Royal Philips (NYSE: PHG, AEX: PHIA) is a leading health technology company focused on improving people's health and enabling better outcomes across the health continuum from healthy living and prevention, to diagnosis, treatment and home care. Philips leverages advanced technology and deep clinical and consumer insights to deliver integrated solutions. Headquartered in the Netherlands, the company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care. Philips' health technology portfolio generated 2016 sales of EUR 17.4 billion and employs approximately 71,000 employees with sales and services in more than 100 countries. News about Philips can be found at <http://www.philips.com/newscenter>.

#### About HeartFlow, Inc.

HeartFlow, Inc. is transforming the way cardiovascular disease is diagnosed and treated. The company's HeartFlow® FFRct Analysis is the first available non-invasive solution that enables a physician to more appropriately evaluate whether an individual has significant coronary artery disease (CAD) based on both anatomy and physiology. The HeartFlow FFRct Analysis, which leverages deep learning to create a personalized 3D model of the patient's arteries, is well positioned to become an integral part of the standard of care for patients who are at risk for CAD because of its potential to improve both clinical outcomes and the patient experience while reducing the cost of care. The HeartFlow FFRct Analysis is commercially available in the United States, Canada, Europe and Japan. For more information visit <http://www.heartflow.com>.

## Filing Data

*Not available.*

## Contract

*Not available.*