

## Nick Garofoli appointed Head of Business Development – USA

- Brings over 15 years of leadership experience across the technology and aged care sectors
- Former CEO of RCare and US Operations leader at Nobi, an AI-based fall detection company
- Deeply embedded in the aged care industry with a passion for improving outcomes through innovation

**Sydney, Australia, 20 May 2025** – PainChek Ltd (ASX: PCK) (“PainChek” or “the Company”), developer of the world’s first smart device-based pain assessment and monitoring application, is pleased to announce the appointment of Nick Garofoli as Head of Business Development – USA.

Mr Garofoli joins PainChek with more than 15 years of leadership experience in technology, with a particular focus on the aged care and senior living sectors. His appointment marks a key step in PainChek’s strategic growth plans for the United States, bringing deep industry relationships, commercial acumen, and a strong commitment to advancing care outcomes through innovative technologies.

Prior to joining PainChek, Mr Garofoli served as Chief Executive Officer of RCare, a leading nurse call solutions provider in the United States, where he led company-wide strategic initiatives and oversaw national expansion efforts. He also held the position of Head of US Operations at Nobi, a European-based AI-driven fall detection technology company, where he was responsible for introducing and scaling the solution across the US market.

Mr Garofoli has worked extensively with senior living organisations across the USA, from single-site operators to large-scale aged care networks. His product-focused leadership style and strong grounding in care delivery have made him a trusted partner in driving operational and clinical improvement. He has also contributed to shaping technology standards and innovation adoption at a national level, having served as a Commissioner on LeadingAge’s Center for Aging Services Technologies (CAST).

Well-regarded for his pragmatic leadership, customer-first approach, and a passion for translating innovation into meaningful outcomes, Mr Garofoli brings a valuable skill set to PainChek as the company accelerates its footprint in the US aged care sector in anticipation of FDA clearance and market entry.

Philip Daffas, Chief Executive Officer of PainChek, said:

“We are delighted to welcome Nick to the PainChek team. His deep experience in the aged care and health technology sectors, combined with a clear track record of commercial delivery, positions him perfectly to lead our market entry into the United States. Nick shares our vision of transforming the way pain is assessed and managed, and his leadership will play an integral role in building and accelerating our current strategic partnerships and improve quality of care outcomes for older adults.”

Mr Garofoli commenced in the role on Monday 12 May 2025 and is based in Rochester, New York.

This announcement has been approved for release by the Board.

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### About PainChek

[PainChek](#)® is the world's first regulatory-cleared medical device for the assessment of pain, enabling best-practice pain management for people living with pain in any environment, from those who cannot reliably self-report their pain, those who can, and for those whose ability to self-report their pain fluctuates.

The PainChek® app is available on smartphones and tablets and combines PainChek's AI pain assessment tool, which intelligently automates the multidimensional pain assessment process, with the Numerical Rating Scale (NRS). This hybrid functionality allows accurate, consistent pain assessment at the point of care, and for care to be considered in PainChek's detailed reporting suite, PainChek® Analytics.

Globally, PainChek® has attained regulatory clearance as a medical device in Australia, Canada, the European Union, New Zealand, Singapore, Malaysia, and the United Kingdom, with FDA review in the United States currently in progress.

PainChek® has contracts with over 1,800 aged care facilities, with more than 10,000,000 digital pain assessments conducted to date, and is trusted by thousands of nurses, carers, and clinicians.

Using PainChek®, facilities can:

- Ensure greater consistency, continuity, and diagnostic certainty in pain assessment and management by decreasing subjectivity and removing unintentional assessor bias
- Streamline the pain assessment process for time-poor carers, with access to the PainChek® tool, the NRS, pain trends, and charting in one solution
- Simplify record-keeping and documentation to demonstrate compliance and support funding claims, with all historical pain assessment data in one place
- Enhance engagement with GPs and allied healthcare professionals

Clinical studies conducted in Australian and UK residential aged care centres have been published in various peer-reviewed journals including the [Journal of Alzheimer's Disease](#). An article in [BMC Geriatrics](#) indicates that PainChek® is a valid and reliable instrument to assess the presence and severity of pain in people with moderate-to-severe dementia living in aged care. Further information on clinical studies can be found [here](#).

PainChek® has successfully supported accurate pain assessment and management for thousands of adults worldwide living with dementia, disability, or other conditions impacting their ability to self-report pain. Building on the success of this technology, the clinically validated [PainChek® Infant app](#) identifies and detects six facial action units indicative of pain in infants aged one month to 12 months.

The need for PainChek as a best-practice pain management solution also extends to older people living at home and with access to home care packages that enable long-term home living. PainChek is expanding into home care by partnering with home care and disability service providers.

For more information, visit: <https://painchek.com>