

## Medibio launches Corporate Wellness Partner Program for its Corporate Stress product

- Signs agreement with one of the largest private corporate mental wellness providers in Western Australia
- Diverse client base including clients in private, public and not for profit sectors
- Medibio will provide data analytics and reporting on a per test basis
- Discussions progressing with other customers in Australia and internationally

**Sydney, Australia – 25 September 2015:** Medibio Limited (**MEB** or the **Company**) is pleased to announce the launch of its Corporate Wellness Partner Program with the execution of a Commercial Service Agreement to provide its Corporate Stress product to Vital Conversations. Vital Conversations is a large mental wellness provider in Western Australia with a diverse client base. It provides proactive psychological health services to some of the largest corporates in Western Australia as well as the public and not for profit sectors.

Medibio's Corporate Stress product is the first objective test to measure the level of stress and its impact on health and wellbeing. It also includes a series of app based intervention (or treatment) modules tailored specifically for the employees stress level.

Discussions are advancing as programmed with a number of other potential customers both in Australia and internationally. Medibio has also recently been approached by a number of potential Corporate Wellness partners.

### **SERVICE AGREEMENT**

Vital Conversations will offer Medibio's Corporate Stress product to its existing executive and private customers and will also seek to roll Medibio's Corporate Stress product out to Corporate and Public sector clients on a pilot basis. The intention being to proceed with a full commercial rollout upon successful completion of commercial pilots with various organisations. Additional details of the proposed pilots will be released as they are available.

Under the service agreement Vital Conversations will be responsible for the acquisition of the ECG monitors, any other hardware, and the implementation of the test to its client base. Medibio will provide data analytics and reporting and will be paid on a per test basis. Medibio will also provide training and ongoing support to Vital Conversations. The terms of the agreement cannot be disclosed due to commercial sensitivities however it is in line with Medibio's business plan. It is anticipated that that majority of the roll out will commence from 2016 however the agreement should bring some revenue to Medibio in the current year.

In commenting on the agreement Kris Knauer the CEO of Medibio said: ***"We are excited to have signed our first partnership with a Corporate Wellness provider, which is our preferred route to market. This confirms our belief that there are significant financial opportunities in the corporate markets for our technology which is the only available tool to quantitatively assess and monitor employee stress in an evidence based manner."***

## ABOUT VITAL CONVERSATIONS

Vital Conversations are leaders in the provision of psychological services, with innovative service delivery models that are changing the way psychological wellbeing is approached. They have a diverse client base including clients in private, public and not for profit sectors. Specialist areas include Executive Psychological Services and Preventative Mental Health. This encompasses a broad range of industries, including Health, Legal, Engineering, Property, Immigration, Child Protection, Social Services, and includes consultancy contracts with some of the largest corporates in Western Australia.

Vital Conversations provide a broad range of services including:

- Employee and Executive Psychological Health services
  - Psychological Health Check
  - Resilience Programs
  - Leadership Profiling
  - Executive Coaching
  - Emotional Intelligence
  - Depression, Anxiety & Stress Management Risk Screening & Treatment
- Employee Assistance Program (EAP)
- Consulting
- Training
- Psychological Profiling

## ABOUT MEDIBIO'S CORPORATE STRESS PRODUCT

Medibio's Corporate Stress Product comprises the first objective test to measure the level of stress and its impact on health and wellbeing in the workplace. It also includes a series of app (or online) based intervention (or treatment) modules tailored specifically for the employees stress level.

The stress test is based on a series of new algorithms which have been developed to measure the type and degree of deviation of the subject's CHR from normal, and the diagnostic significance of this deviation. Medibio's new algorithms accurately classify individuals into one of three categories based on the impact stress has had on their health and wellbeing:

- **normal to mild:** where no immediate action needed
- **moderate:** the impact of stress is approaching unhealthy levels
- **serious:** stress has had an unhealthy impact and lifestyle changes are recommended

## BACKGROUND ON STRESS AND WORKPLACE MENTAL WELLNESS

According to the most recent surveys, excessive stress is prevalent in approximately one quarter of the population<sup>1 2</sup> with over 70% citing the workplace and financial situation as primary causes of stress. Recent research undertaken by the Workplace Health Association Australia indicated that 65% of Australian employees reported moderate to high stress levels, and 41% had psychological distress levels considered to be at-risk<sup>3</sup>. Workplace stress alone costs Australian employers an estimated \$10.1 billion annually<sup>4</sup>

Stress is known to be the key precipitating factor to many mental health problems including depression. Recent evidence suggests that many mental health problems are preventable<sup>5</sup>, with adverse psychosocial work environments known to be a risk factor for mental disorders<sup>6</sup>. These two points highlight the importance of workplaces working proactively to prevent and mitigate the onset of mental health problems. Therefore, work-based interventions can both reduce a known risk factor<sup>7</sup>, while enhancing individual coping skills and resilience.

High stress levels and depression at the workplace can be linked to frequent staff turnover, poor morale and reduced work performance, resulting in higher costs for employers <sup>7</sup>.

Various US studies of the economic impact of stress variously estimate the cost of stress to US employers between US\$200 billion to US\$300 billion annually. Workplace stress is estimated to cause 19% of absenteeism which has been estimated to cost a typical major enterprise \$3.5 million annually. This impact of stress and other mental disorders is now beginning to be recognised by employers, particularly in the US, where 70% of corporates with 200 or more employees now offer Corporate Wellness programs. With an annual wellness program spend of US\$100-500 per employee the overall size of the workplace wellness market in the US is estimated at US \$8.2 billion annually <sup>8</sup>.

<b>Further Information:</b>		Website: <a href="http://www.medibio.com.au">www.medibio.com.au</a>
<b>Medibio Shareholder Enquiries to:</b> Kris Knauer CEO and Director Medibio Limited <a href="mailto:kris.knauer@medibio.com.au">kris.knauer@medibio.com.au</a> T: +61 (0)411 885979	<b>Medibio Media Enquiries to:</b> Peter Taylor NWR Communications <a href="mailto:Peter@nwrcommunications.com.au">Peter@nwrcommunications.com.au</a> T: +61 (0)412 036 231	

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#### **ABOUT MEDIBIO LIMITED**

Medibio (ASX: MEB), is a medical technology company developing a new objective test to assist in the diagnosis of depression, other mental health disorders and chronic stress. This test utilizes circadian heart rate variability. The technology is based on the scientific finding that circadian heart rate variability is a sensitive measure for depression and other mental health disorders and chronic stress. The technology consists of a heart monitor that sends ECG recordings wirelessly to the cloud where a proprietary algorithms analyse and delivers a quantifiable measure which can be used by a clinician to assist in diagnosis. The Technology has the potential to be the first FDA Approved objective, evidence based approach to the diagnosis of depression and other mental health disorders. The technology has already benefited from 15 years of laboratory research and Medibio is undertaking a number of pivotal studies to validate its clinical utility. Medibio is not just a traditional Medical Device play with revenue dependent upon FDA certification. It has the only new and credible method for the diagnosis of stress and mental wellbeing which can be easily translated to the workplace stress/wellbeing market, wearable technology, and App market. This stress market can be accessed without regulatory approval. Located in Sydney, NSW, Medibio is listed on the Australian Stock Exchange.