# medibio

**Investor Update** 

February 2019

LOOKING AT MENTAL HEALTH, OBJECTIVELY

### **Forward Looking Statements**

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# medibio

The mental health technology company leveraging objective digital biomarkers for products and services that assist in screening, diagnosing, monitoring, and managing of depression and other mental health conditions.

### **Corporate Structure**

CAPITAL STRUCTURE (ASX:MEB) (OTCQB:MDBIF)

**Market Cap** 

Share price as of 12 February 2019

Shares on Issue

Cash<sup>1</sup>

### **Significant Institutional Investors**

<b>Fidelity</b>
E- 1 10

9.1%

Fidelity

REGAL FUNDS MANAGEMENT

7.0%

Regal Funds Management

#### Shareholder Mix<sup>2, 3</sup>

Private Holders 57.2%
Institutional Holders 40.1%
Board and Management 2.7%

**AU\$4.26M** 

AU\$0.021

**AU\$2.2M** 

203M

<sup>1.</sup> Cash balance as of 31 December 2018.

<sup>2.</sup> Percentages based on available information, including share registry, options listing, ASX filings, and other reported data

<sup>3.</sup> Includes shares on issue and vested board & management options

### **NEW FOCUS STRATEGY**

Medibio is pleased to have implemented its new focus strategy

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- ✓ Restructured Board and Key Management
- ✓ New Cost Controls to Reduce Cash Burn
- ✓ Strengthened Regulatory Path
- ✓ Prioritised Business Segments
- ✓ Enhanced Communication with Stakeholders

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### RESTRUCTURED BOARD AND KEY MANAGEMENT

#### 4 February 2019

Peggy Morgan appointed as Corporate Controller

### 1 January 2018

Brian Mower, as part of cost savings, ceased as CFO

#### **31 December 2018**

Claude Solitario appointed as a Non-Executive Board member

#### **31 December 2018**

Peter Carlisle appointed Interim Chairman of Board

#### **31 December 2018**

Christopher Indermaur ceased as Non-Executive Chairman

#### 5 November 2018

David B. Kaysen, Seasoned MedTech Executive, appointed CEO and Managing Director



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### **Board of Directors**



PETER CARLISLE
Interim Chairman
Managing Director, Olympics &
Action Sports, Octagon Worldwide



DR FRANKLYN G PRENDERGAST
PhD MD, Non Executive Board Member
Former member board of Trustee and Board of
Governors Mayo Clinic and board member Eli Lilly



PATRICK KENNEDY
Non Executive Director
Former US Congressman
Founder, Kennedy Forum



ANDREW MAXWELL

Non Executive Director

MBA, MAcc, ACPA



MICHAEL PHELPS
Non Executive Director
Mental Health Advocate



CLAUDE SOLITARIO

Non Executive Director



**DAVID KAYSEN**CEO & Managing Director



**MELANIE LEYDIN**Company Secretary
B. Bus. (UTS), Grad. Dip. DP (UTS), CA, AGIA

### **Executive Team**



**DAVID KAYSEN**Chief Executive Officer



PEGGY MORGAN
Corporate Controller



ARCHIE DEFILLO
Chief Medical Officer



JEREMY SCHROETTER
Chief Technology Officer



**LINDSEY HAGAN**Vice President Integrated Health



JENNIFER SOLITARIO
Senior Vice President Corporate Health



PATRICK MIDDEN
Chief Privacy Officer

### **COST CONTROLS TO REDUCE CASH BURN**

Focus on reducing cash burn over past 45 days

Significant reduction in force, U.S. office

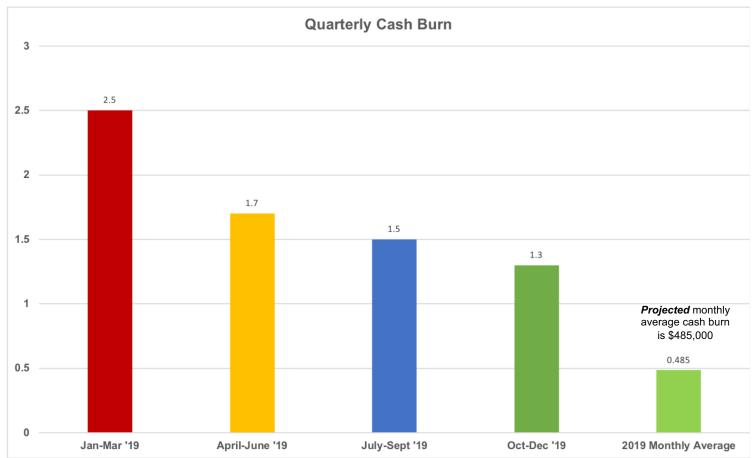
Cash compensation eliminated for NED's, effective 1
 January 2019

- All line item spending scrutinised & reduced
- Reduction in spending in Australian office

Goal with Entitlement Offer is expected to provide 12+ months of cash



### **QUARTERLY CASH BURN**



### **BUSINESS Objectives – Pipeline to deliver against new strategy focus**

Next 12-18 Months

Longer Term Objectives

#### **FDA Clearance**

- FDA clearance will assist clinicians to better assess patient's mental health
- 510(k) decision expected by April May 2019
- MEB to respond to FDA De Novo application questions April 2019

### Commercialisation Strategy – Regulated Products

- Finalise commercialisation strategy upon 510(k) clearance
- Expect commercialisation by end of CY2019
- Continue to refine De Novo process

### ilumen<sup>™</sup> Expansion

### Expand selectively with new pilot projects As appropriate apple pilots to large partner

- As appropriate, scale pilots to large partnerships with corporate clients
- Explore international expansion opportunities

### Future Commercialisation Efforts

- Develop a Commercialisation strategy that is cost effective, productive and managed for success
- Explore CE mark opportunities and potential EU partners
- Leverage U.S., Australian and European relationships clinical partners, universities/hospitals, Scientific Advisory Board

### **PRODUCT OVERVIEW – Two Core Offerings**

### FDA De Novo FDA 510(k)





- Mental Health Regulated Product FDA Clearance Process in the U.S.
- Expect 510(k) decision within first 4 5 months of 2019
  - Product focused on providing clinicians new data points
  - Gather data on Heart Rate Variability (HRV)
  - Gather additional data from in-patient sleep studies
- Improve Clinician assessment of patient's mental health
- Continue to respond to FDA De Novo Application
  - 29 April 2019 MEB to respond to FDA questions
  - Time consuming process
  - Outcome is yet to be determined

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### **PRODUCT OVERVIEW – Two Core Offerings**

#### **Australia**

ilumen™ in Corporate Health Market



- Start small with Pilots
  - Marketed to large corporations with goal to scale up partnerships
- App based system provides feedback to individual
  - Provides de-identified feedback to Corporate partner
- One pilot completed with very high participation
- AIAA pilot to start by March 1
- Receiving unsolicited inquiries from large corporations
- Being selective due to constraints with funding and people



- Focus on Better Use of Biometrics
- Continue to Improve Biometric Algorithm (based on wearable data collected)



### RECENT CAPITAL RAISING

- Completed Convertible Note issue in January 2019, raising approximately \$2.75 million over two tranches
- Currently undertaking a Non-Renounceable Entitlement Offer to existing shareholders:
  - Offer to purchase 1 new MEB share for each MEB share held at the record date
  - \$0.02 per share (same as the Convertible Note offer)
  - Any shortfall will be marketed to new investors
- The combined capital raisings, with cost savings in place, is expected to provide 12+ months of cash
- This Entitlement Offer is important your support is appreciated

# medibio

### **THANK YOU**

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