## medibio

#### **Investor Update**

March 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)		Shortfall	
Market Cap Share price as of 15 March 2019	<b>AU\$4.05M</b> AU\$0.016	Shares Available	156.5M
Shares on Issue	249M	Shares on Issue*	405.5M
Cash <sup>1</sup>	AU\$2.15M		
1. Cash balance as of 31 December 2018		* Assumes full uptake on shortfall	

#### **RE-STARTUP STRATEGY**

Medibio's RE-STARTUP is progressing on plan:

- ✓ Restructured Board and Key Management
- ✓ New Cost Controls to Reduce Cash Burn
- ✓ Strengthened Regulatory Path
- ✓ Prioritised Business Segments
- ✓ Commercial launch of ilumen<sup>™</sup>
- Enhanced Communication with Stakeholders



#### **RESTRUCTURED BOARD AND KEY MANAGEMENT**

#### 22 February 2019

- Andrew Maxwell resigned as Non-Executive Director
- Melanie Leydin appointed to Australian Director position
- Board elected David B. Kaysen to the position of Chairman in addition to his current Managing Director & CEO positions
- Board appointed Peter Carlisle as Lead Independent Director

#### 4 February 2019

Peggy Morgan appointed as Corporate Controller

**1 January 2019** Brian Mower, as part of cost savings, ceased as CFO



#### **Board of Directors**



DAVID B. KAYSEN Chair, Managing Director & CEO



PETER CARLISLE Lead Independent Director 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



MICHAEL PHELPS Non Executive Director Mental Health Advocate



CLAUDE SOLITARIO Non Executive Director Founding Shareholder 7



MELANIE LEYDIN Director & Joint Company Secretary B. Bus, CA



MATHEW WATKINS Joint Company Secretary B. Bus, CA

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#### **Executive Team**



DAVID B. KAYSEN Chair, Managing Director & CEO



PEGGY MORGAN Corporate Controller



ARCHIE DEFILLO Chief Medical Officer



JEREMY SCHROETTER Chief Technology Officer



JENNIFER SOLITARIO Senior Vice President Corporate Health



LINDSEY HAGAN Vice President Strategy & Business Development

#### COST CONTROLS TO REDUCE CASH BURN

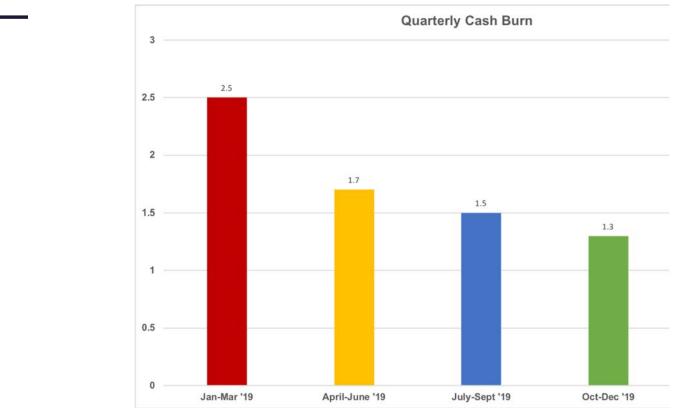
Focus on reducing cash burn to achieve **target of monthly average spend of less than \$500K** 

- 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
- Outsourcing of psychology services in support of ilumen<sup>™</sup> corporate health product
- Downsized Perth premise and working to sublet or reassign the current lease on the property



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#### **QUARTERLY CASH BURN**



On track to achieve monthly burn rate target of approximately \$500K

#### **BUSINESS Objectives – Regulated & Unregulated Product Pipeline**

• FDA clearance will assist clinicians to better assess patient's mental health Next 12-18 Months 510(k) decision expected in first half of CY2019 **FDA Clearance** MEB to respond to FDA De Novo application guestions – April 2019 Finalise commercialisation strategy upon 510(k) clearance Commercialisation Initial commercialisation focus primarily around physician prescribed in-Strategy – Regulated patient sleep studies Expect commercialisation by end of CY2019 Products Continue to refine De Novo process Longer Term Objectives Expand selectively with new pilot projects As appropriate, scale pilots to large partnerships with corporate clients ilumen<sup>™</sup> Expansion Explore international expansion opportunities • Develop a commercialisation strategy that is cost effective, productive and managed for success Future Explore CE mark opportunities and potential EU partners Commercialisation Leverage U.S., Australian and European relationships - clinical partners, • Efforts universities/hospitals, Scientific Advisory Board

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#### **PRODUCT OVERVIEW – U.S. Regulated Pathway**

FDA 510(k)

OOSubmissionClearanceGo to Market

Mental Health Regulated Product – FDA Clearance Process in the U.S.

Expect 510(k) decision in Q2 CY2019

- 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

Will explore license agreements and other forms of commercialisation

#### **PRODUCT OVERVIEW – U.S. Regulated Pathway**

FDA De Novo

Submission Clearance

Mental Health Regulated Product – FDA Clearance Process in the U.S.

Go to Market

Improve Clinician assessment of patient's mental health

Continue to prepare response to FDA De Novo Application

- Company has begun positive and open dialogue with FDA
- The original submission has shortcomings
- FDA is helping to guide us through the process and has provided excellent directional feedback about our technology
- 29 April 2019 MEB to respond to FDA
- Company is encouraged by dialogue with FDA, with end point anticipated in late CY2020, as previously disclosed

#### **PRODUCT OVERVIEW – Corporate Health**

#### Australia

ilumen™ in Corporate Health Market

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Pilot programs marketed to large corporations with goal to scale up partnerships

- One pilot completed with high participation
- AIAA pilot commences in March 2019
- In discussion with large multinational company with potential for several pilot programs

# Receiving unsolicited enquiries from large corporations

- Being selective due to constraints with funding and people, while focusing on large scale commercialization
- App based system provides feedback to individual
- De-identified aggregate feedback to Corporate partner



- 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

Completed a Non-Renounceable Entitlement Offer to existing shareholders raising \$923,465

The Company is seeking to fulfil the shortfall on the Entitlement issues, which will provide a longer-term runway

The combined capital raisings, based on strong participation on the shortfall, is expected to provide 12+ months of cash with cost reductions in place

## medibio

#### **THANK YOU**

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