



## **Investor Update**

May 2019

LOOKING AT  
MENTAL HEALTH,  
**OBJECTIVELY**

## Forward Looking Statements

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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)

<b>Market Cap</b>	<b>AU\$4.05M</b>
Share price <i>as of 05 May 2019</i>	AU\$0.012
Shares on Issue	249M
Shares of convertible notes <sup>1</sup>	138M
<b>Cash<sup>1</sup></b>	<b>AU\$2.9M</b>

1. Convertible notes have mandatory conversion June 2021

2. Cash balance as of 31 March 2019

### Shortfall

<b>Shares Available</b>	156.5M
<b>Shares on Issue*</b>	543.5M

\* Assumes full uptake on shortfall and conversion of notes



## Re-Startup Strategy

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Medibio's RE-STARTUP is progressing on plan:

- ✓ Restructured Board and Key Management
- ✓ New Cost Controls to Reduce Cash Burn
- ✓ Strengthened Regulatory Path
- ✓ Commercial launch of ilumen™

## 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



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



**MATHEW WATKINS**  
Joint Company Secretary  
B. Bus, CA

## Executive Team

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**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

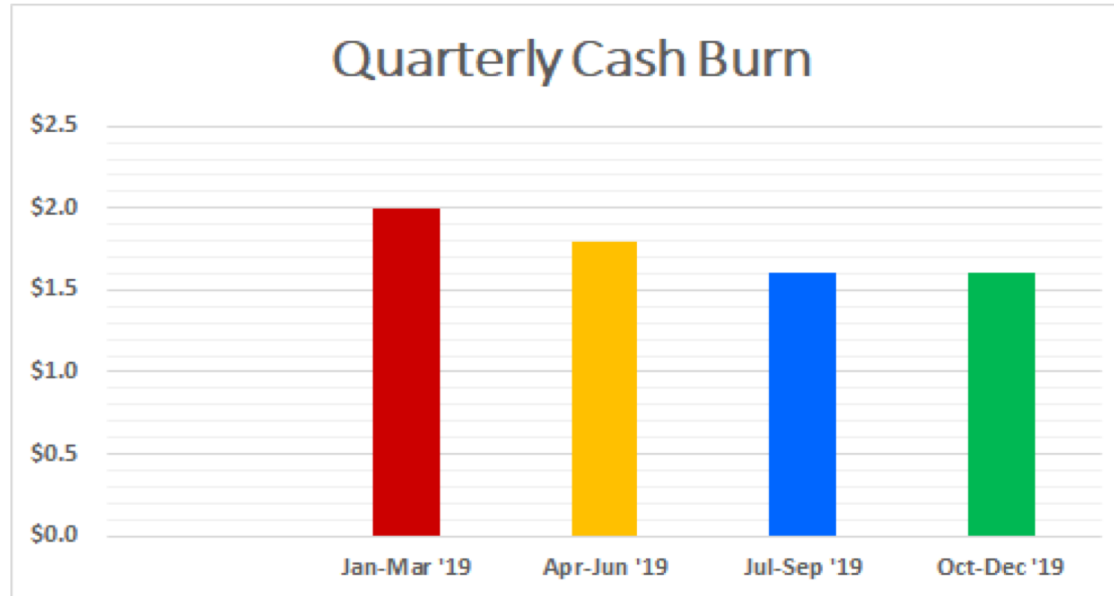
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Focus on reducing cash burn:

- 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™ corporate health product
- Downsized Perth premise and working to sublet or re-assign the current lease on the property

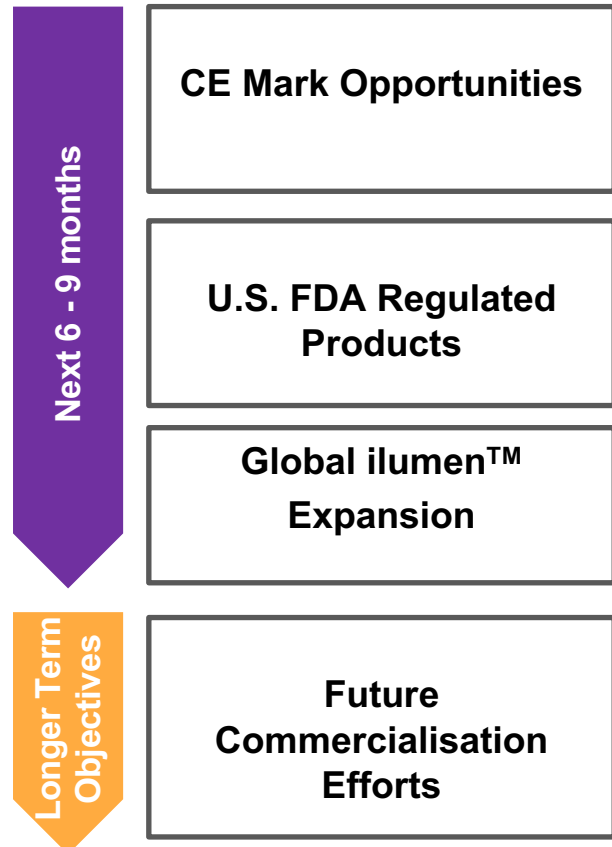


## Quarterly Cash Burn



- January - March represents actuals.
- Subsequent quarters represent projected cash burn.

# Business Objectives – Regulated & Unregulated Product Pipeline



- Leverage recent ISO13485 re-certification with expanded scope
- Finalize a revised CE Mark product no later than September 2019
- Define commercialisation opportunities in the European Union
  - Build strategic alliances/partnerships with Clinical Research Organisations (CRO), European Sleep Study Societies, and pharmaceutical companies
- Engaged DuVal & Associates as FDA Counsel
- Identified long-term FDA strategy
- Filing new De Novo in late 2019
- Provide clinicians ability to better assess patient's mental health
  - Use of data from sleep studies
- With success of pilots, will move to annual subscription-based pricing model
- Work to integrate ilumen™ into organisations with global distribution channels
- Seek to generate revenue through annual license fees and royalties based on usage
- Leverage U.S., Australian and European relationships - clinical partners, universities/hospitals, Scientific Advisory Board
- U.S. FDA – decision on new De Novo submission expected late 2020


### FDA De Novo





- ▶ De Novo to be filed in late 2019
- ▶ Improve Clinician assessment of patient's mental health
- ▶ Continue to prepare new FDA De Novo Application
  - Company has begun positive and open dialogue with FDA
  - FDA is helping to guide us through the process and has provided excellent directional feedback about our technology
  - Company is encouraged by dialogue with FDA, with end point anticipated in late CY2020

## U.S. Sleep Studies Market Data

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- In 2015, 2,800 labs had an estimated \$7.1 billion in revenue. By 2020, the industry will be within the \$10 billion mark.<sup>1</sup>

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- Average of 7.7 beds in each center<sup>2</sup>
  - 5 nights a week
  - ~ 4.4 million studies each year\*

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- A mild sleep apnea sufferer is twice as likely to have depression.<sup>3</sup>

1. <https://www.forbes.com/sites/daviddisalvo/2015/08/06/how-the-sleep-industry-is-making-billions-from-your-lack-of-shuteye/#349d60cf2542>
2. <http://www.sleepreviewmag.com/2016/05/first-quarter-2016-sleep-center-survey-results/>
3. <https://www.novasom.com/for-patients/sleep-apnea-related-conditions/depression/>

\* Assumes 80% utilisation

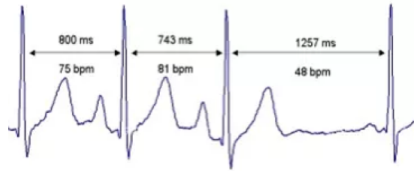


## Potential Commercialisation & Partnership Opportunities

Company	Focus	Organization Revenue	Opportunity
Philips Respironics USA	Sleep and Respiratory Care	\$1.1B	Licensing, royalty fee per usage
ResMed Inc. USA	Sleep apnea, COPD, and other chronic diseases	\$2.3B	Licensing, royalty fee per usage
Natus Medical, Inc. USA	Polysomnography Software	\$500M	Licensing, royalty fee per usage
Compumedics, Ltd. Australia, China, Japan	Sleep Diagnostics	\$34.4M	Licensing, royalty fee per usage

## Types

### Cardiac



Heart Rate Variability



Circadian

### Brain



Electroencephalogram

### Pulmonary



Respiration

## Sources

### Polysomnography



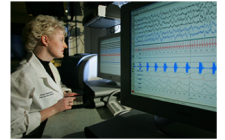
Lab and In-home Studies

### Wearables



## Quality

### Laboratory



Sleep Centers

### Environment



Calm



Sleep

**Depressive burden is the cumulative load of depressive symptoms upon an individual.**

**The Beck Depression Inventory (BDI-II) is a measure of the severity of depression symptoms during a depressive episode. This is a subjective measure of depressive burden.**

**The use of the BDI-II is prevalent in many practices for the screening of depression, as well as polysomnography studies.**

# Product Overview – Corporate Health

## Australia

ilumen™ in Corporate Health Market



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 - AUS + U.S.

- Being selective due to constraints with funding and people, while focusing on large scale commercialisation

App based system provides feedback to individual

- De-identified aggregate feedback to Corporate partner



Looking to Expand...

- 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
  - Approximately 150M shares at \$0.02 AUS = \$3.1M
- ▶ The combined capital raisings, based on strong participation on the shortfall, is expected to provide 12+ months of cash with cost reductions in place



**THANK YOU**

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