

# ASX Announcement

Medibio Limited – 23 November 2020



## Medibio signs Global Master License and Services Agreement with Compass Group Plc. for ilumen

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### Highlights:

- Compass Group Plc is the largest contract food and related support services company in the world, headquartered in Chertsey, England.
  - Compass Group Plc conducted four pilot programs using Medibio's corporate wellness product, ilumen and after concluding a global search for a mental health tool, selected ilumen as its preferred mental health product.
  - The agreement licenses the use of ilumen to Compass Group Plc companies and their group company clients.
  - The Agreement adopts a sliding fee scale to encourage early adoption and greater participation.
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**Melbourne, Australia and Minneapolis, MN – 23 November 2020: Medibio Limited** ("MEB" or "**Medibio**") (ASX: MEB) (OTCPINK: MDBIF), a mental health technology company pioneering the use of objective measures to aid in the early detection and screening of certain mental health conditions, announces it has signed a Global Master License and Services Agreement (**the "Agreement"**) with Compass Group Plc. (LON:CPG) ("**Compass**") for Medibio's corporate mental health product, ilumen.

Compass is a multinational corporation providing contract food and related support services across a number of industry groups, including Business & Industry, Defence, Offshore & Remote, Education, Healthcare and Sports & Leisure.

Under the terms of the Agreement, Medibio will make ilumen available to Compass companies electing to adopt the technology for the benefit of their employees.

The agreement also grants Compass companies the right to license ilumen to their clients, which include many multinational corporations.

Medibio will receive annual licence fees from each Compass company and client company that implements ilumen.

Revenue generation, which Medibio expects to be material, will depend on the rate and level of adoption by Compass companies and their clients.

The annual licence fee is a SaaS (Software as a Service) fee calculated per-employee, per annum based on the size of the workforce of the particular company enrolled in the program, regardless of the level of employee participation.

The Agreement also establishes a sliding fee scale designed to encourage early adoption and maximize participation.

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The Agreement provides for an initial three-year term, with an automatic renewal for an additional two years unless terminated by either party.

Compass previously conducted four pilot programs using ilumen after concluding a global search for a mental health tool to provide to its employees. Compass's selection of ilumen as its preferred mental health product further validates ilumen, its broad range of capabilities, its data privacy and security capabilities, its scalability and its ability to provide value to employers in monitoring, managing, and improving corporate wellbeing.

In assessing the value of ilumen, Mr Federico Tonetti, Global Safety & Sustainability Director at Compass Group said:

"The World Health Organization has noted that mental health is a major issue in the workplace and that there are many effective actions that employers can take to support workers. However, a major challenge for employers when it comes to mental health is measuring the impact of corporate wellness programs.

"If we are serious about mental health, we must measure the impact of what we do; and so far I haven't found any better product than ilumen to do this. Our partnership with Medibio demonstrates our commitment to supporting the mental wellbeing of our workforce and that of our customers. We are excited to offer employees access to ilumen through these initial programs, commencing in the United Kingdom, and we look forward to launching additional programs in the near future."

Commenting on the agreement, Medibio Senior Vice President of Corporate Health, Ms. Jennifer Solitario said:

"We are delighted to have a global leader like Compass as a partner for ilumen. Given their global reach, and the number, size and calibre of the companies they service, this program represents a significant development in the advancement of ilumen. We look forward to a long and mutually rewarding relationship with Compass and its clients."

## **About ilumen**

ilumen™ is a corporate wellness product providing employers the ability to offer biometric analysis and objective, data-driven feedback along with a mental wellness assessment to their employees. The platform allows employees to access and monitor this data from their personal devices, measuring and tracking biometrics through the use of wearable technology over a period of time. Participants can proactively learn about coping strategies, resources, and personal development plans to better manage stress and strain from life and work.

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This announcement is authorised for release to the market by the Board of Directors of Medibio Limited

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## **About Medibio Limited**

Medibio (ASX: MEB) (OTCPINK: MDBIF) is a health technology company pioneering the use of objective measures to aid in the early detection and screening of mental health conditions. Through their Corporate Health product, the Company offers mental well-being solutions for businesses and are also developing products to serve the healthcare provider market. The company was founded in Australia, with offices located in Melbourne (Vic) and U.S. offices in Minneapolis, MN. Medibio is listed on the Australian Securities Exchange Ltd and trades on the OTC Pink Open Market. Investors can find additional information on [www.otcmarkets.com](http://www.otcmarkets.com) and [www.asx.com.au](http://www.asx.com.au).

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