

#### 2018 Annual General Meeting presentation

For Immediate Release December 11, 2018

**Sydney, Australia** – Simavita Limited ("Simavita" or the "Company") (ASX: SVA) is pleased to release the attached presentation which will be delivered by its Chairman, Mr Michael Spooner, at the Company's 2018 Annual General Meeting to be held at 11.00 am this morning at the offices of K&L Gates, 1 O'Connell Street, Sydney NSW 2000.

For further information, please visit the Company's profile on SEDAR (<u>www.sedar.com</u>) or the Company's website (<u>www.simavita.com</u>) or contact the persons listed below.

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#### **About Simavita**

Simavita (ASX: SVA) develops and markets advanced systems associated with smart, wearable and disposable sensors for the health care industry. Our first products focus on major unmet needs for the assessment and management of incontinence. The annual global economic burden is billions of dollars for incontinence diapers alone and is increasing rapidly.

Simavita operates in Australia, Europe and North America where there is a significant and growing demand for products that deliver real clinical and cost benefits to the health care industry.

With the support of our shareholders, customers and employees, Simavita is absolutely committed to the business at hand; creating a commercially successful and growing corporation. www.simavita.com

# Simavita

ANNUAL GENERAL MEETING

**Next Steps** 









## Forward Looking Statements

This presentation may contain "forward-looking information" within the meaning of Canadian securities laws ("forward-looking information"). This forward-looking information is given as of the date of this document.

Forward-looking information relates to future events or future performance and reflects Simavita management's expectations or beliefs regarding future events. Assumptions upon which such forward-looking information is based include that Simavita will be able to successfully execute on its business plans. Many of these assumptions are based on factors and events that are not within the control of Simavita and there is no assurance they will prove to be correct. In certain cases, forward-looking information can be identified by the use of words such as "plans", "expects" or "does not expect", "is expected", "budget", "potential", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "does not anticipate", or "believes", or variations of such words and phrases or information that certain actions, events or results "may", "could", "would", "might" or "will be taken", "occur" or "be achieved" or the negative of these terms or comparable terminology. By its very nature, forward-looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of Simavita to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. Such factors include, among others, risks related to actual results of current business activities; changes in business plans and strategy as plans continue to be refined; other risks of the medical devices and technology industry; delays in obtaining governmental approvals or financing or in the completion of development activities; as well as those factors detailed from time to time in Simavita's interim and annual financial statements and management's discussion and analysis of those statements. Although Simavita has attempted to identify important factors that could cause actual actions, events or results to differ materially from those described in forward-looking information, there may be other factors that cause actions, events or results not to be as anticipated, estimated or intended. Simavita provides no assurance that forwardlooking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on forward-looking information.





#### We are a business with clear focus

Our Product Smart, wearable and disposable sensors

Our Market

Smart diapers, a rapidly growing multi billion dollar market for infants, the aged and disabled

Our Goal

Rapid transition to a highly profitable & commercially successful company





#### The Year in Review



Successfully completed PIVOT Strategy. No focused on 'Next Steps'



First Agreement now underway



"Smart diaper" – Not IF, but WHEN



Market development activities underway



Multiple discussions with partner organisations taking place



Unique technology set to drive market share for customers by providing a low cost differentiated "smart diaper"

### Global Diaper Market





FORECAST MARKET CAGR 7.1% 2017-2021

1

**Diaper Industry:** 

over 100 million people daily



**Online sales** 



**Margins** 

Global diaper market volume
212B BABY / 27B ADULT

Only marginal change in product functionality during past 25yrs

#### **GROWTH FACTORS**

Infant population
Rising standard of living
Awareness – Personal hygiene
Global aging population

Environmental Impact

200 yrs

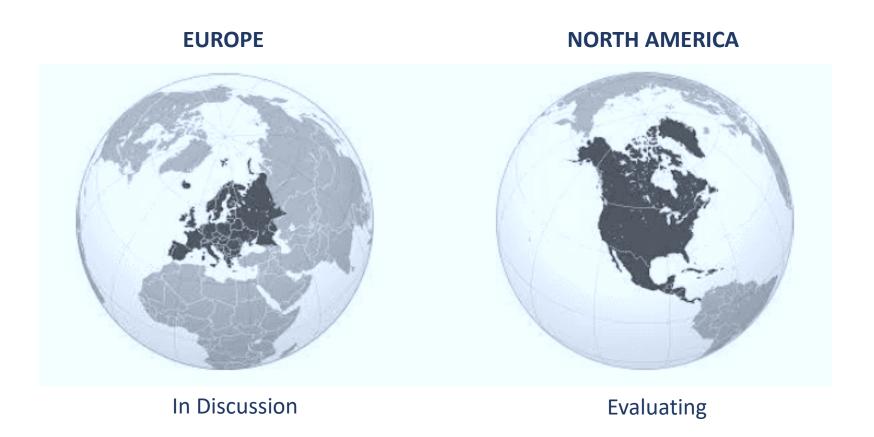
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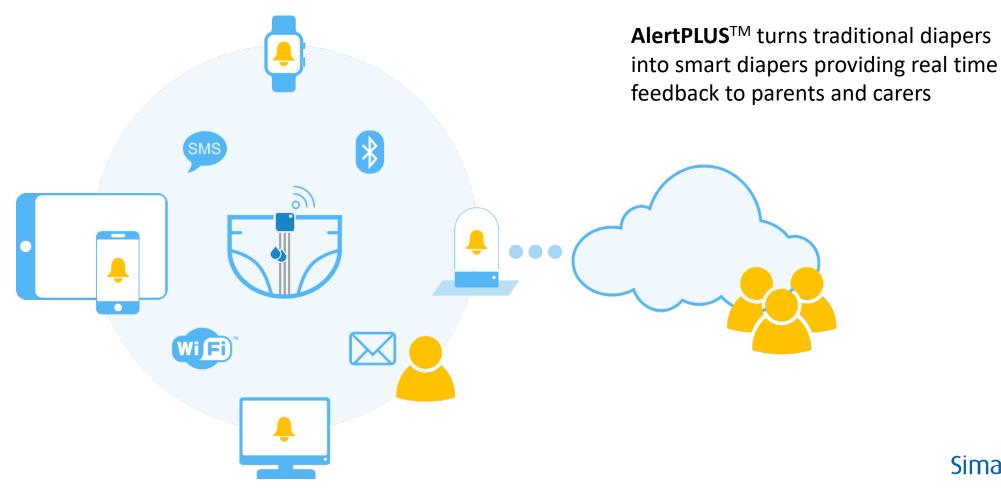
## **Global Opportunities**

#### Focus on major markets





## Simavita makes diapers SMART and CONNECTED at no cost or risk to consumers



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## AlertPLUS™ is a HIGHLY disruptive technology

- "Dumb diapers" cannot compete with "smart diapers"
- Materially reduces wastage
- Improves efficiencies
- Delivers a consumer interface to FMCG
- Rapid response to changing consumer needs
- Platform to deliver continuous innovation

"Disruptive technologies significantly alter the way businesses or entire industries operate. These technologies force companies to alter the way they approach their business, or risk losing market share or becoming irrelevant"

Cuts costs, delivers information and improved efficiencies in a manner never seen before in this industry

#### AlertPLUS<sup>TM</sup> Benefits



#### Manufacturers:

- Less than 1c manufacturing cost for adult
- Even cheaper for infant diapers
- No change or impact upon manufacturing
- Fewer product lines and far greater efficiencies
- Rapid delivery of new product to meet consumer demand



#### **Retailers and Distributors:**

- Customised solutions for each major retailer
- Consumer loyalty integration
- Market and marketing management
- Social media



#### Consumers:

- Healthier and happier
- In all aspects, a smart diaper outperforms a dumb diaper
- Platform of Apps delivering quality care from temperature to hydration monitoring
- Improved carer efficiency



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## AlertPLUS<sup>TM</sup>: Multiple Major Revenue Streams





Licensing



Software development and data



**App Sales** 



## The Smart Diaper Landscape

Key Competitors	Abena	SCA / Essity	Simavita
Product	Abena Nova™	TENA Identifi™	alertPLUS™
Low cost?	×	×	$\checkmark$
Everyday use?	$\checkmark$	×	$\checkmark$
Assessment?	×	$\checkmark$	$\checkmark$
Retail solution?	×	×	$\checkmark$
No impact on Diaper Manufacturing?	×	×	<b>√</b>
Granted IP?	×	?	$\checkmark$
Independent / Brand neutrality?	×	×	<b>√</b>





#### Our future with Retailers and Distributors

#### Retailers and Distributors have most to gain:

- Brand and loyalty
- Reductions product cost, floor space
- Green credentials
- Social media
- Consumer interface and electronic reordering

















Our opportunity is to create an industry standard

### Our future with Manufacturing Partners

Focus on delivering a unique product offering to our manufacturing partners:

- Rapid market entry for early adopters
- COGS reductions and margin increases
- Provides speed to market for fast followers
- Reduced product lines
- Retailers will demand smart diapers to take market share



Consumers and retailers will demand an industry standard smart technology platform

# We are in ongoing discussions with multiple partner organizations

The international diaper industry is highly competitive.

AlertPLUS<sup>TM</sup> is a "market changer" accordingly our partner organisations

demand confidentiality

 We're focused on international markets for both adult and infant products

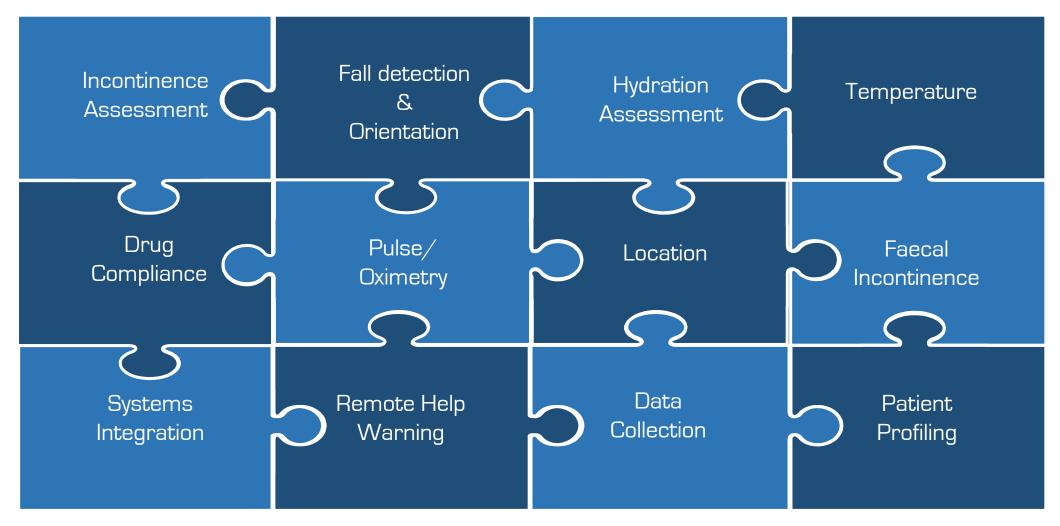
 As part of our normal operating procedures, we will conduct all those activities, including market trials, necessary to win substantial agreements with partners



#### Market communications will focus on contracted revenue



# AlertPLUS™: Roadmap for continuing growth and innovation





### Strong IP position



- 12 patent families with significant independent claims
- 46 international granted patents
- A further 35 filed & in progress
- Landscape monitoring

#### IP fields include:

- Wearable Sensors
- Algorithms
- Incontinence management software + methods
- Manufacturing methods

#### Granted Patents in target markets

## OUTLOOK









## Pathway to profitability

AlertPLUS™ released. Very low cost - does Develop everyday alert product not require configuring of manufacturing process Develop app roadmap to enhance alert App development roadmap and first app technology to drive incremental revenue completed License alert technology – negotiations with global License Alert Technology diaper manufacturers Conduct a market trial of platform technology with AlertPLUS<sup>TM</sup> trial distributors and manufacturers Production run of smart diapers Full production run of smart diapers License alert technology to partner Revenue organisations **IN PROGRESS** COMPLETED **OBJECTIVE** 

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## SUMMARY



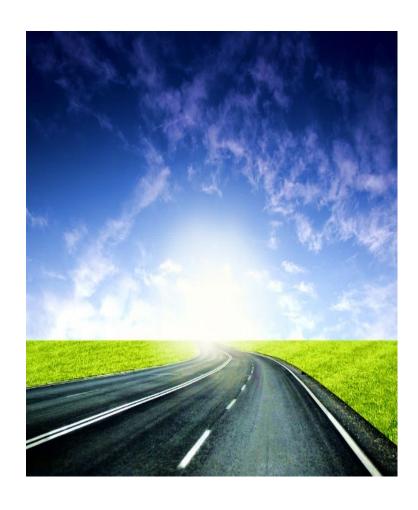








#### In 24 months we refocused and delivered



- ✓ Materially reduced operating costs
- Aligned strategy to mass market opportunities with consumer demand
- ✓ Industry disruptive solutions developed
- ✓ Leveraged strengths in sensors and continence
- ✓ Built mass market platform technology
- ✓ Roadmap for growth
- ✓ Rapid market access a partnership model
- ✓ Multiple revenue streams identified
- ✓ Circa AUD13.5m invested in the past 24 months

