

21 October 2019 Australian Securities Exchange (ASX) Announcement

Corporate Presentation

Today Total Brain Limited (the "Company") has released an updated Corporate Presentation to inform investors of the Company's continued progress and new opportunities.

The Company will provide further details of recent activity with its quarterly update which is released in conjunction with the Appendix 4C at the end of October. Following the release of the Appendix 4C the Company will conduct its quarterly investor call, the details of which will also be released at the end of October.

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About Total Brain:

Total Brain (www.totalbrain.com), formerly called MyBrainSolutions, is the world's first brain performance monitoring and training platform powered by the largest standardized brain database. Its SaaS-based product decreases stress, improves resilience and increases the productivity of individuals, while reducing healthcare costs for employers and insurers across the United States. Follow us on Twitter (https://twitter.com/totalbraininc)& LinkedIn (https://www.linkedin.com/company/totalbrain/).

Email: ir@totalbrain.com URL: www.totalbrain.com





Mental Health and Fitness Technology

Company Presentation (ASX: TTB)

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Except to the extent required by law, the Company has no intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this presentation.

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Corporate Summary

Mental Health & Fitness Technology



Click here for online video

Founded in 2000 by Dr. Evian Gordon, MD, PhD. Received US\$50M+ of funding over 19 years, creating very significant scientific and business assets

KEY TENET

Mental Health is the expression of Brain Capacities which underpins Human Performance. Neurotechnology can measure and impact all of it.

MENTAL HEALTH CRISIS, AT HOME AND AT WORK

Only 19% are in good health, operating at full capacity and performance

20% are in poor health, incapacitated by a condition, not performing well

61% are at-risk of a condition, at sub optimal capacity and performance

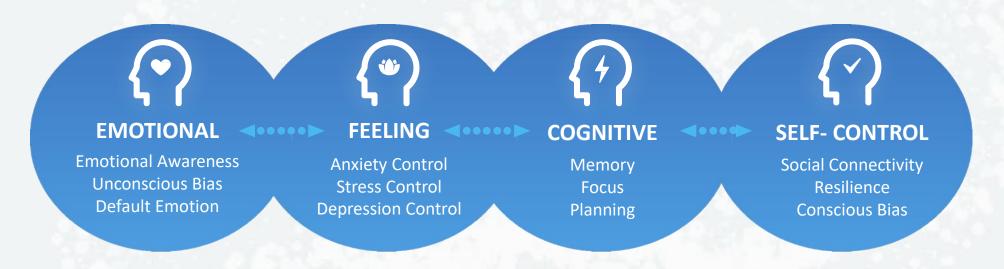
THE TOTAL BRAIN SOLUTION

We use **Neurotechnology** to:

- i. Assess and benchmark the 12 core brain capacities
- ii. Screen risk of 7 most common mental conditions, refer to and support professional help
- iii. Raise self-awareness, leading to self-care and healthy habits
- iv. Deliver fitness programs tailored to one's ever-changing mental health

Key Tenet

Mental Health is the expression of our Brain Capacities



Brain Capacities are affected by Mental Conditions

(Depression, general and social anxiety, ADHD, addiction, social phobia, sleep apnea)

Both Capacities and Conditions can be measured and improved with neurotechnology



The Problem

LIFE events triggers our non-conscious emotions (fear, anger, sadness, disgust, neutral and happy) and our potential for a mental condition such as depression, anxiety, addiction, etc.

Both emotions and conditions impact our brain capacities in real-time, which is why our mental health constantly fluctuates between:



As a result, society is currently facing a global Mental Health crisis with 81% of us under-performing as human beings at home and work



NIMH https://www.nimh.nih.gov/health/statistics/mental-illness.shtml

^{2.} Total Brain Internal data, n = 12,000. 61% of US employees screen at-risk of having one of 7 most common mental conditions.

Implications



For Individuals



- Physical and financial health
- Mind set
- Relationships
- Quality of outputs / behaviors
- Levels of engagement and productivity
- Capacity to learn and adapt
- Safety



For Organizations

\$17,241

Per person per year²

In incremental health and productivity costs due to Mental Conditions impacting employers and payers system-wide



The Total Brain Solution

MEASURE MONTHLY

12 Brain Capacities7 Mental Conditions20 minutes

BECOME BRAIN AWARE

Strengths and Weaknesses Risk Explanations

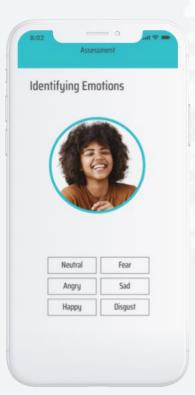
ENGAGE WITH CUSTOM MENTAL FITNESS PROGRAM

Digital Brain Exercises Breathing and Meditation Science and Wisdom

UNDERSTAND AND MONITOR MENTAL HEALTH RISK AND TAKE PREVENTATIVE ACTION

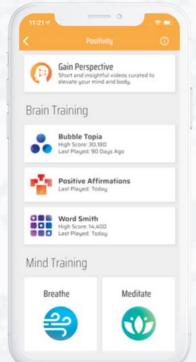
Symptom Validation by Users
Call to EAP Initiated by Users

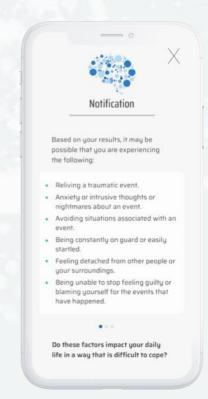
OPTIONAL EMPLOYER FEATURE

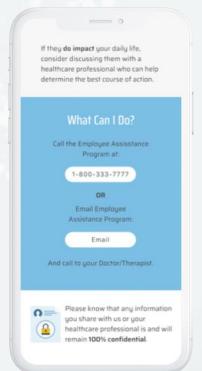














Go-to-Market Verticals, Top Clients, Business Models

Employees via HR departments

Consumers via B2C Affinity Groups

Patients via Clinics















Populations in

transition



Health Seekers



Mental Health Seekers







Total Brain Platform

Scalable technology set-up to address the needs of each vertical

B2B CORPORATE

Core Total Brain experience utilizing
TB app and core assessment, screening,
training services

B2C AFFINITY

Modular Total Brain platform services for configurable integration of any service or variation into a third party experience

CLINICAL

Core Total Brain experience utilizing TB app and core assessment, expanded screening, training services

USER EXPERIENCE

TOTAL BRAIN WEB (consumer / clinical)

TOTAL BRAIN MOBILE (consumer / clinical)

TOTAL BRAIN SERVICES (consumer / clinical)

TOTAL BRAIN CLINICIAN PORTAL (clinical)

IN DEVELOPMENT

DATA

PLATFORM

MODULES

CAPACITY SCORING

SCREENING RESULT

ASSESSMENT

RESULTS SHARING

TRAINING SCORING

LISAGE

TRENDING

RECOMMENDATIONS

IOTIFICATIONS

Emotion Awareness Negativity Bias Default Emotion

EMOTION

FEELING

Stress Control
Anxiety Control
Depressive Mood Control

COGNITION

Memory Focus Planning

SELF-CONTROL

Social Connectivity
Resilience
Conscious Bias

SCREENING

Lite Corporate / Consumer and Deep Clinical Versions

Depression PTSD ADHD Social

Anxiety Addiction Sleep Apnea Anxiety

EXERCISES

SCALING

BRAIN TRAINING

Positivity Focus Memory Resilience Stress

Brain Impact Explanations

MIND TRAINING

Breathing Meditation

Life Impact Perspectives

CONTENT

VIDEO

TEXT (coming)

AUDIO (coming)

BOOKS (coming)

HEALTH PARTNERS (coming)



FY2020+ Growth Plan

	B2B CORPORATE	B2C AFFINITY	ADDICTION CLINICS (testing)
TARGET MARKET SIZE	US\$210M (A\$310M) / annum (1) (1) 2,875 largest US corporates (avg. 27,000 FTEs) X US\$292k Annual Contract Value (at 40% discount to \$18 PEPY pricing) * 25% (initial rollout to 1/4 of employee base	US\$360M (A\$530M) / annum (2) (2) 33.4M addressable members of B2C Affinity groups based on currently signed and identified opportunities only, monetized at US\$18 / annum rate-card pricing * 40% volume discount	US\$160M (A\$235M) / annum (3) (3) 4M patients / annum * 3 Total Brain assessments / patient * US\$26.50 insurance reimbursement * 50% revenue share
OVERVIEW	assumed)Mental health + population management solution for large employers	 Platform + white-labelled mental health solution for large affinity groups 	 Objective measurable assessment + digital therapeutics for addiction patients
VALIDATION / PRODUCT-MARKET FIT	 20 corporates, incl. Fortune 500 clients like Boeing, Accenture, Nationwide 6 channel partners like OneDigital, Kaiser Permanente, Mercer Account-based Marketing + Direct Sales targeting largest 2,000 US employers w 5,000+ FTEs CY2019 wins: OneDigital, NFP, Upsells/Renewals of Boeing, Nationwide, Activision, launch of 4 new accounts (70,000 users) Lengthy sales cycles (12 months+) due to decentralized decision-making and budgets 	 Partnership with IBM to address populations in transition, starting with 18M US Veterans. Total 32M identified addressable population of people in transition via IBM deal Partnership with Everyday Health, a top 3 healthcare website in the US with 57M monthly visitors. Deep integration potential Partnership with the American Heart Association to study Hear Rate Variability and explore the link bn heart & brain via wearables integration Continued deepening of partnership with the American Association of Retired Persons (AARP) with 40M members (2x ARR growth since CY18) 	 20M addicts in the US; 4M/yr. go to treatment 345+ addiction clinical representing 1.3M beds Residential stay: 1-6 mos. / Outpatient: 1-12 mos. Majority of facilities (~90%) take insurance Total Brain used by ~1,000 clinicians historically Established clinic and insurance company need for standardized measurement of patient mental health to support plan of care and justification for further \$ reimbursement Total Brain has a scalable assessment to support exact needs of both clinics and payers – primary focus on the assessment and secondarily on the support for treatment TB assessment is verified to be insurance reimbursable
NEXT STEPS	 Scale C-suite (CHRO, CEO) relationship-driven sales Continue Account-based Marketing and conferences as drivers of pipeline Build brand and C-suite access via partnerships and integrations (i.e. Total Brain Mental Health Index for US Corporations) 	 Scale AARP and renew/expand contract in 2020 IBM partnership with Veterans and beyond Deepen integration into Everyday Health website Expand relationship with American Heart Association Explore new opportunities in the field of B2C wellbeing, fitness, education, and assessments 	 Initial Proof of Concept with 2-3 small clinics in Q4'19 Post proof, sign and deploy larger clinics: Q1'20+ Focus will be on the larger, insurance-supported businesses starting with 20 top prospects known to TE

FY2020+ Potential ARR Opportunities

- US\$404M (A\$595M) immediately addressable Annual Recurring Revenue (ARR) opportunity for Total Brain based on existing and pre-identified target clients only
- Significant traction in B2C Affinity vertical in FY2019 YTD has opened up a new large market that is actively prioritized
- Large addressable opportunity in clinical as well based on immediate targets only
- Material impact on TB run rate based on 25% and 5% penetration scenarios with US\$100M (A\$150M) and US\$20M (A\$30M) incremental ARR, respectively

(USD, unless otherwise noted; contracted opportunities in orange)

#	Opportunity	Segment	ARR Opportunity	25% Penetration	5% Penetration	Comment
1	IBM - Veterans	B2C Affinity	\$194,400,000	\$48,600,000	\$9,720,000	18M veterans addressable * indicative pricing terms
2	IBM - Foster Children	B2C Affinity	\$6,480,000	\$1,620,000	\$324,000	600k foster children
3	IBM - National Guard	B2C Affinity	\$4,320,000	\$1,080,000	\$216,000	400k national guard
4	IBM - Federal Employees	B2C Affinity	\$27,000,000	\$6,750,000	\$1,350,000	2.5M federal government FTEs
5	IBM - Department of Defense	B2C Affinity	\$27,000,000	\$6,750,000	\$1,350,000	2.5M active military
6	IBM - Other Opportunity 1	B2C Affinity	\$86,400,000	\$21,600,000	\$4,320,000	8M digital members addressable
7	EveryDay Health	B2C Affinity	\$10,000,000	\$2,500,000	\$500,000	Significant potential for deep integration
8	AARP	B2C Affinity	\$5,000,000	\$1,250,000	\$500,000	\$500k figure based on contract tiers, and not 5% penetration of total opp.
9	B2B Opportunity 1	B2B Corporate	\$12,960,000	\$3,240,000	\$648,000	Large employer with 1M+ FTEs
10	Select Other B2B Opportunities	B2B Corporate	\$10,791,100	\$2,697,775	\$539,555	Large corporates, select opps. w assessment-based pricing, India market
11	Clinical Market	Clinical	\$20,000,000	\$5,000,000	\$1,000,000	Based on pre-identified list of immediate targets
	Total (USD)		\$404,351,100	\$101,087,775	\$20,467,555	Figures incremental to current FY2020 ARR and rev. run-rate
	(/) FX of 0.68					
	Total (AUD)		\$594,633,971	\$148,658,493	\$30,099,346	Figures incremental to current FY2020 ARR and rev. run-rate

Note: These figures represent potential ARR opportunities based on existing and pre-identified target clients. They are a subset of the Addressable Market amounts on the prior page. This does not represent a revenue forecast or guidance and Total Brain gives no guarantee that the opportunities can be realised.



Total Brain Validation Summary

- ✓ Largest Standardized Neuroscientific Database in the world
- √ 19 Years and US\$50M+ (A\$75M+) of investment, 200 peer-reviewed publications, 20 big pharma clinical trials, 720K+ platform users since inception
- ✓ 20 large US corporate clients including Fortune 500 firms such as Boeing, Accenture, and Cerner Corporation with a 95% retention rate
- ✓ Premier channel partners including Aetna, Kaiser Permanente, OneDigital, Castlight, etc.
- ✓ Boeing account has experienced 2x ARR growth since CY2017 to US\$570k / A\$830k, awarded Total Brain "Vendor of the Year" and has had 60k employees engaged with the Total Brain application to-date (45%) (1)
- ✓ Nationwide's contract has been upsold US\$68k / A\$100k in CY2019, following which the executive responsible for Wellness & Safety became Total Brain's Customer Advisor
- ✓ Multiple key wins in CY2019, including:
 - ✓ Exclusive mental health partner of IBM for its Thrive platform (US\$345M / A\$500M in ARR opportunity)
 - ✓ Sole mental health partner of American Heart Association, one of the largest US nonprofits
 - ✓ Sole mental health partner of Everyday Health, top 3 US health website (57M visitors / mo.)
 - ✓ Endorsement and partnership with Mental Health America, oldest US nonprofit in the space

Competitive Landscape

The healthcare and human capital ecosystems include a multitude of vendors offering points solutions.

Total Brain is the only one to integrate the entire value chain on the mental health continuum –

from illness to fitness⁽¹⁾



US\$2.5B of capital went to digital health players in Q2 CY2019 alone⁽²⁾

Meditation app Calm valued at US\$1B becomes first "unicorn" in the mental health & wellness sub-category

Total Brain is the only company to provide direct public markets exposure to this rapidly-growing segment of US tech

		Calm	Happify	Headspace	e-Mindful	Lumosity	MeQuilibrium	Whil
Valuation ⁽³⁾ / Capital Raised / Lead Investors	US\$30mm / \$50mm	\$1bn / \$116mm / TPG Growth	\$72mm / \$26mm / TT Capital Partners	\$320mm / \$74mm / Spectrum Equity	Unknown / \$12mm / LFE Capital	\$140mm / \$79mm / FirstMark Capital	\$30mm / \$25mm / Chrysalis Ventures	Unknown / \$15mm Raised / Angels

^{1.}Total Brain integrates the entire mental health and fitness value chain: total capacity assessment, screening, referrals to EAP/health professionals, data sharing with professionals, health monitoring, treatment effectiveness, self-awareness, brain and mind training. Pleasage to Appendix for additional information on the competitive landscape

^{2.} MobiHealthNews

^{3.} Company valuations in USD; sourced from publicly-available information



Appendix

COMPETITIVE ADVANTAGE

CORPORATE HR: RESULTS

THE SCIENCE

SELECTED CASE STUDY

TEAM

Total Brain Advantage vs Point Solutions in the Value Chain

Total Brain vs Screening Tools	Total Brain vs Cognitive Assessments	Total Brain vs Personality Assessments
50% of mental conditions are undiagnosed ALTERNATIVES Public questionnaires, M3, Medibio, Mindstrong TOTAL BRAIN ADVANTAGE • Positive (health) context = no stigma = increased adoption.	ALTERNATIVES Cambridge Brain Science, Cognifit, Mindstrong, Neurotrack TOTAL BRAIN ADVANTAGE ALL 4 brain functions, not just 1 (cognitive) function Integrated risk monitoring; not a one-time event Integrated self-care tools and smart recommendations; not just	ALTERNATIVES MBTI, DISC, Winslow, PCM, Holtzman, Hexaco, Neo Pi-R, PAS, Birkman, Enneagram, Hogan, Emmergenetics TOTAL BRAIN ADVANTAGE OR VALUE ADD • Captures human evolution, not a personality that never changes. • Mental health and daily performance
 Measure all brain functions; not just mental conditions. Integrated self-care; not just disempowering referral. 	a test	prediction is individualized, not groupbased.
Total Brain vs. Condition Treatment On average, less than 30% of treatments are	Total Brain vs Cognitive Training Apps ALTERNATIVES	Total Brain vs Wellness or Mind Training Apps B2B ALTERNATIVES
COMPLEMENTS Psychotropic drugs, Offline Psychological Treatment, Tele-Health and Digital Therapy (E.g. Talkspace, 7Cups, BetterHelp, iPrevail, Ableto, Quartet, Joyable,)	BrainHQ, Lumosity, Peak, Fit Brains, Elevate, NeuroTracker, KnowledgeFactor, CogniFit, C8 Sciences TOTAL BRAIN ADVANTAGE ALL 4 brain functions; not just 1 cognitive function	Happify, MeQuilibrium, eMindful, MyStrength, Whil B2C ALTERNATIVES Headspace, Calm, 10% Happier, Omvana
 TOTAL BRAIN VALUE-ADD Data on all brain functions plus 7 conditions; no anectodes Data-driven monitoring; not just follow-up visits Integrated self-care; not just professional / passive care 	 Integrated screening and monitoring; not just a survey Self-care tools are based on identified weaknesses; not random user choice Integrated brain + mind self-care; not just brain 	 TOTAL BRAIN ADVANTAGE OR VALUE ADD Integrated screening and monitoring: not just a survey Self-care tools are based on identified weaknesses; not random user choice Integrated brain + mind self-care, not just mind

Impact Summary for HR customers

Annual Average Impacts 2017 – 2018 • Book of Business • Real Data / Report

ALL EMPLOYEES

BRAIN PERFORMANCE BASELINE					
n = 85,908 (assessed 1x or more) Percentile Rank vs. Last Peri					
Overall	56 th	+ 0%			
Emotion	53 rd	-4.64%			
Feeling	58 th	+1%			
Cognition	46 th	-3.89%			
Self Control	66 th	+5.89%			

AT RISK POPULATION					
Stress and Productivity	% of Initial Assessment	# of Employees			
Highly Stressed	9.00%	5,488			
< 100% Productive	13.00%	8,085			

Screened Risk Conditions 9/12/2018 - 1/1/2019	% of Initial Assessment	# of Employees
Aggregate ¹	66.85%	9,962
Depression	11.52%	1,718
Anxiety	15.46%	2,304
Addiction	14.68%	2,189
ADHD	36.24%	5,401
PTSD	15.38%	2,292
Social Anxiety	15.27%	2,276
Sleep Apnea	14.25%	2,124

EMPLOYEES WHO TRAIN

BRAIN PERFORMANCE IMPACT				
n = 11,116 (assessed 2x and trained)	Percentile Rank	vs. Last Period		
Overall	60 th	+13.8%		
Emotion	54 th	+8.1%		
Feeling	63 rd	+15.4%		
Cognition	50 th	+15.8%		
Self Control	68 th	+6.5%		

Average In-Period Training Time: 2 hours

"Vs Last Period" calculations are based on 11,116 employees who trained and assessed twice. The 52,615 employees who trained but did not assessed twice most likely experienced similar results to those who assessed twice.

ESTIMATED BENEFITS				
n = 4130 (assessed 2x and high impact trained) n = 1076 (HSE assessed 2x and trained)	Annual Impact			
PRODUCTIVITY GAIN ⁴	4.6%			
% REDUCTION IN HIGH STRESS EMPLOYEES ⁵	82.6%			
ESTIMATED ROI ⁶	7.4			

(4) Productivity gains are the based on the self-reported improvements in physical presence and mental presence of employees who have done high-impact training (5) % of Baseline Highly Stressed Employees (HSE) who have trained and shown improvement on the Stress Control score

(6) ROI estimated based on a) Productivity gain applied to all employees who trained on high impact exercises x 40 hours x 4.6% difference x 6 weeks (lasting effect of productivity gains) x avg annual hourly rate, b) Productivity gain applied to all HSE who trained and improved their stress control score x 0.55 median lost day per HSE x reduction in HSE, c) Cost avoidance gain applied to all HSE who trained and improved their stress control score x 5500 average cost of high stress claims x reduction in HSE



The Science

TWO UNIQUE NEUROSCIENTIFIC ASSETS

Standardized Digital Holistic Brain Assessment (2000 - 2003)

Dr. Evian Gordon, PhD, MD led the world's top neuroscientists over a two-year period in **standardizing** how to **define** and **measure** core brain capacities.

Standard: 12 Brain Capacities

12 brain capacities across categories of Cognition, Emotion, Feeling and Self-Control can be measured

Example: Cognitive capacities are measured by Memory (recall, working), Focus (sustained, controlled) and Planning.

Asset Created: Digitized the most valid "pen and paper" tests for each brain capacity. **5,000 norms** were validated over time from more than **386K assessments**. A unique asset was created with no market equivalent. There have been **10 scientific publications** on the digital assessment alone.

Standardized Neuroscientific Database (2004 - 2017)

Digital assessment was part of a suite of **standardized data collection** tools used by 100s of laboratories and studies.

These studies generated new assessments that fed the company's **proprietary** standardized database.

Database Inputs

200 brain studies at Harvard, NYU, MIT, Stanford, Oxford, Cambridge, etc. Subsequently generated 300 publications (licensing)

20 clinical trials of psychiatric drugs (licensing)

2 clinical trials predicting drug effectiveness for Depression and ADHD - FDA approval possible in 2018 (proprietary)

600K+ individual brain assessments/brain trainings through employers and clinics (proprietary)

1M Standarized data sets: largest in the world

Data Types

312K Cognitive
Performance

386K Questionnaires

237K Brain Training Results

2K Genomics

54K EEGs

542 Structural and

Functional MRIs



Case Study

BRAIN CAPACITIES AND MENTAL HEALTH CLAIMS

A large US healthcare company tracked and analyzed the change in pharmaceutical claims for employees who used Total Brain¹ training to improve their brain capacities

What we learned

In the subgroup of people with the poorest sustained attention and anxiety scores, or the bottom 25% of the group:



There was a \$100 reduction in total pharmaceutical cost after using Total Brain¹ for a 2-month period



That equals a 38% reduction in cost



This reduction was not seen for people who registered for Total Brain¹, but did not go on to participate in any training exercises or fitness games on the site

Total Brain was formerly branded a MyBrainSolutions at the time of this study

Total pharmaceutical costs during the 2 months before and after



"Total Brain¹ brought on an ability for consumers to engage anytime, anyplace, on their own terms without having to talk to anybody."

- VP & Chief Medical Officer



Team – Executive Leadership



Louis Gagnon,
CEO
TPG (Ride), Amazon, Yodle



Evian Gordon, MD, PhD, **CMedO**Brain Resource (Founder)



Matt Mund, COO Monster Worldwide, IBM



Marcel Legrand,
CRO
Vertical Knowledge, Blackfin Capital,
Monster Worldwide



Matt Resteghini,
CMO
Randstad Digital Ventures,
Monster Worldwide



Donna Palmer, PhD, CSO Brain Resource



Emil Vasilev,
Dir. Finance
Ride, Corsair Capital,
Barclays Capital



Meredith Haase, **Dir. Human Resources**Monster Worldwide,

Dechert



Team – Board of Directors



Evian Gordon, MD, PhD,
Chairman
Brain Resource (Founder)



Louis Gagnon,
Managing Director
TPG (Ride), Amazon, Yodle



David Torrible

Non-Executive Director

Goldman Sachs, Jardine Fleming



Matthew Morgan,
Non-Executive Director
Millers Point, Sensera, Think Mobility,
Leaf Resources



Ajay Arora, Non-Executive Director Netflix, Imgur, Amazon



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John Boudreaux
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Organization, USC



Garret Walker, CHRO Advisor Quintiles, IBM, Verizon



Patrick Manzo,
Privacy/Security Advisor
Skillsoft, Monster Worldwide,
US Marine Corps



Christopher Dolan, **Technology Advisor** Sonos, ANSWR, Monster Worldwide



Will Semmes,
Government Advisor
Bellwether Partners, State of CA
DGS, US Marine Corps



Steve Koslow, PhD,
Neuroscience Advisor
Director of the Human Brain
Project NIMH
90 publications and 20 books



John Rush, MD,
iSPOT (Depression) Advisor
Internationally-acclaimed
depression psychiatrist
Duke University



Glen Elliott, PhD, MD, iSPOT (ADHD) Advisor Child and adolescent psychiatrist at Stanford University



David Whitehouse,
Health Systems Advisor
Former Chief Marketing and
Medical Officer for Optum Health



Adam Pearson,
Clinical Advisor
Quest Diagnostics, Cigna

