

**CONTROL
BIONICS®**

Next-generation assistive technology and data measurement

INVESTOR PRESENTATION
APRIL 2024

CONTROLBIONICS.COM | ASX:CBL



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INTRODUCTION

Proven core technology now with infinite possibilities

We are empowering communication and enhancing lives with a vision to revolutionise medicine, sports science, rehabilitation and more with our next-generation EMG technology



“WE PARTNER WITH SOME OF THE BEST MINDS IN THE INDUSTRY, RESULTING IN A TECHNOLOGY THAT PROVIDES UNPARALLELED BENEFITS FOR OUR CLIENTS.”

- CEO, CONTROL BIONICS

INTRODUCTION

On the cusp of rapid global growth

A proven medical device company with sizeable global sales of core products that we design and manufacture



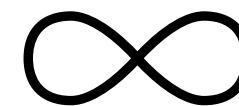
20 years of expertise with our world-first, best-in-class proprietary technology



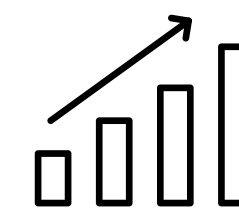
Regulatory clearance and patent protected in US, AU, UK, Japan and Europe



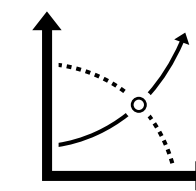
Core business continues to grow organically in Australia, the US and Japan



Blue sky and diversification opportunities with next generation solutions



Many levers for growth with new products, uses, markets, and channel partners

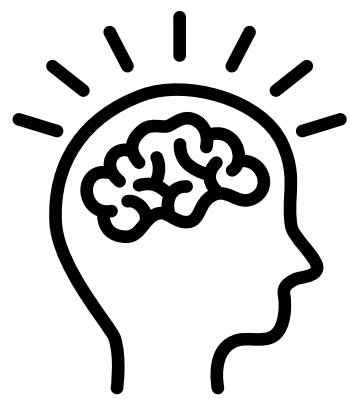


Near cash flow breakeven* excluding sales from new initiatives

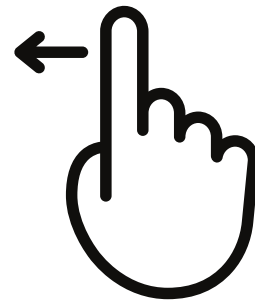
• before corporate overheads

INTRODUCTION

EMG technology is at the heart of our solutions



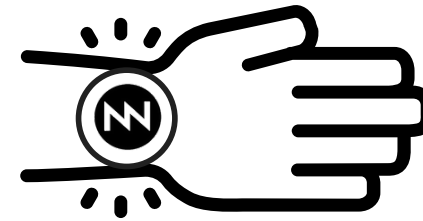
Your brain sends a thought like "move my index finger".



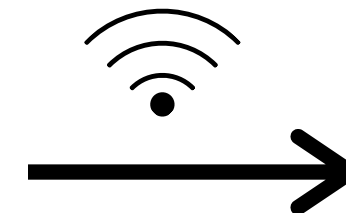
To move your finger, an electrical signal is created and Electromyography (EMG) is the detection of this signal.



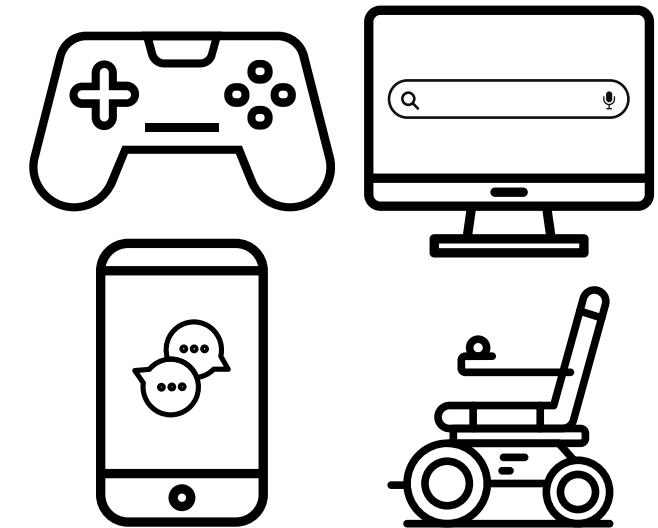
An EMG signal is detected.



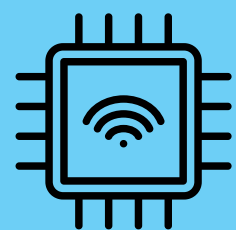
Our core IP uses smart algorithms to detect, analyse and convert your body's bioelectrical EMG into code so a user can select an item and operate a device.



Our patented code creates a "switch" to operate devices



Users can type, generate speech, send emails, browse the web, stream entertainment, access social apps, control their environment (lights, electric beds), play with toys, and more.



EMG CAPTURES, RECORDS AND INTERPRETS ELECTRICAL ACTIVITY PRODUCED IN YOUR BODY'S MUSCLES WHEN YOU MOVE

INTRODUCTION

The evolution of our core IP

Smaller, wireless and wearable

NEUROEDUCATOR



One of the first prototype systems in the NeuroEDUCATOR series was developed 20 years ago with feedback from Stephen Hawking who trialed our technology for many years.

NEURONODE.



A wireless, wearable NeuroNode was first launched in 2017. Using our IP, EMG assists disabled people in accessing technology for the world's best communication experience.

NEUROSTRIP



Just launched in 2023, the NeuroStrip weighs less than a piece of paper and is a miniature version of our core IP. It's our main lever for growth with unlimited uses beyond disability.

Solutions

Assistive Mobility









Assistive Communication

Data Measurement

PRODUCT OVERVIEW

Core products and those newly launched

Currently assisting those disabled and leaping to new untapped markets

	CUSTOMERS	CURRENT CORE PRODUCTS	NEW PRODUCTS
 <p>ASSISTIVE COMMUNICATIONS</p>	<p>Disabled and diseased people with degenerative neurological conditions, spinal cord injuries, cerebral palsy, and other conditions with movement restrictions.</p>	<p>Speech-generating solutions with flexible access methods (touch, eye, EMG) to assist people with various conditions. NeuroNode bundles give the world's easiest and fastest communication experience with the least effort.</p> 	<p>Standalone EMG and spatial access method that can connect to competitor products for the best available communication experience.</p> 
 <p>ASSISTIVE MOBILITY</p>	<p>Disabled and diseased people who have powered wheelchairs. This population size is larger than the assistive communication market.</p>		<p>A world-first allowing powered wheelchair users to safely and independently navigate their home.</p> 
 <p>DATA MEASUREMENT</p>	<p>Endless market and application possibilities outside of the disability market like medicine, sports science and rehabilitation.</p>		<p>A world-first all-in-one accelerometer and EMG device that measures physiological data like unintentional muscle movement.</p> <p>NEUROSTRIP</p>



ASSISTIVE COMMUNICATION

3 types of technology access

Flexible access to communication and speech-generating technology for those who cannot speak



TOUCH ACCESS

For those who can touch a computer screen to select letters, words, phrases, or symbols to learn language or communicate.



EYE ACCESS

EyeGaze is our state-of-the-art eye tracking system enabling those who can only move their eyes to control a computer mouse. The highly accurate camera with learning algorithm and software determines what button the user is looking at and, if they hold their gaze long enough, the device selects it. For both in and outdoor use.



EMG AND SPATIAL ACCESS

Only possible with our patented NeuroNode. It's a wireless, non-invasive EMG and spatial sensor that communicates with a display device via Bluetooth, acting as a bridge between a person's thoughts and technology. This is the world's fastest access method.

connects →

Our key communication device and software



A computer to generate speech, browse the web, listen to music, and more. Other devices like smartphones, Xbox, robotics, and electric beds can also be connected to our system.



**THE WORLD'S
ONLY WIRELESS,
WEARABLE
SENSOR THAT
GIVES THE USER
THE ABILITY TO
ACCESS THEIR
TECHNOLOGY BY
BIOELECTRIC
SIGNALS OR
SPATIAL
MOVEMENTS.**



ASSISTIVE COMMUNICATION

NEURONODE.

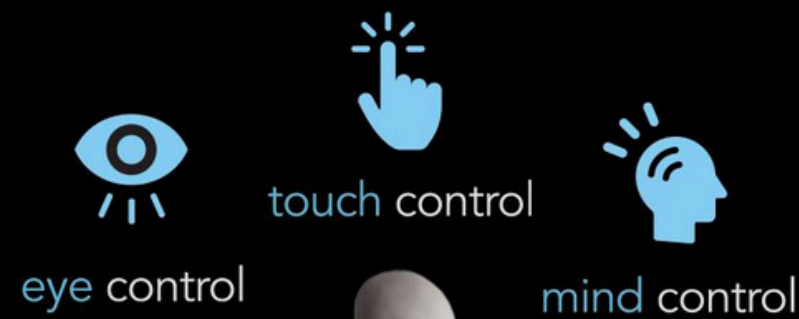
Our core IP remains innovative and without major competition even today

Those with degenerative neurological conditions, spinal cord injuries, cerebral palsy, and other conditions with movement restrictions can now **access a computer, phone, tablet, and other assistive devices with subtle muscle signals.**

On the communication device, **NeuroNode acts as a switch that is translated into a mouse click** to manipulate the client's communication and control software.

There is also a **provisional patent for our AI-based software that gamifies our core technology.** This means our users can create original content like digital art and stories to share with teachers, parents and loved ones. We believe this is also a world first.

Watch to see NeuroNode in action



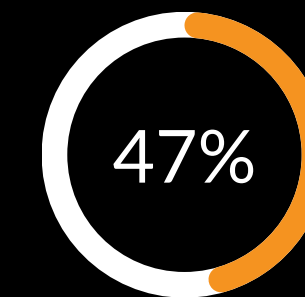
THE POWER OF 3

ASSISTIVE COMMUNICATION



Our flagship product is the world's fastest, lowest-fatigue eye-tracking system, combining a camera, computer and NeuroNode (EMG/spatial) control

This 3 in 1 solution suits those living with paralysis and loss of speech. Unlike other technologies, no movement is required to communicate.

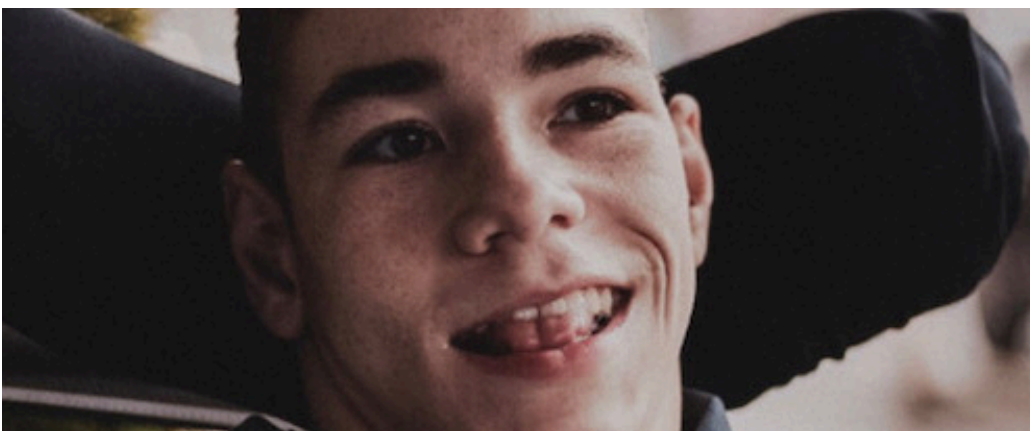


Studies show typing is much faster with our Trilogy product bundle than just using other standalone eye tracking technology



ASSISTIVE COMMUNICATION PRODUCT SUITE

A voice for those without



USER TYPES

A user's condition will determine the type of access method and hence product



PRICING (\$AUD FOR AUSTRALIAN USERS)

Rental with buyout option starting price
Buyout option starting price



SPEECH GENERATING COMPUTER & SOFTWARE

Powerful, professional-grade system including language software for use on the go



EYE TRACKING TECHNOLOGY

Controls a computer mouse with your eyes using a camera and continuous learning algorithm



NEURONODE SENSOR

EMG signal and spatial control gives users flexibility to change access modes



Entry level access for those who can touch a screen to communicate

\$1,000
\$3,200



Entry level for those who can only move their eyes to communicate

\$3,800
\$9,000



A UnoTouch upgrade with EMG access for greater efficiency

\$5,400
\$16,875



Includes all 3 access types for ultimate efficiency or high physical incapacity

\$8,000
\$20,875



n/a
\$950

Access smart phones, play video games, activate switch toys, dine independently, and more

Bundle with a NeuroNode for faster, less tiring and easier communication



ASSISTIVE COMMUNICATION

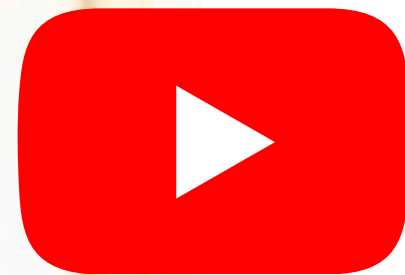
Why our communication solutions are better

Other Providers	Control Bionics	Benefit to the customer	
Require a keyboard, mouse, joystick, touchscreen, or eye tracking to function.	Uses EMG and/or eye tracking.		Proven to be both faster and less fatiguing in multiple studies. It also reduces repetitive strain injuries and gives people who cannot use eye technologies, like those with cerebral palsy, the ability to communicate.
Require movement.	Can detect the intention of movement whilst excluding unintentional movement - patent protected.		Less fatigue, faster, and more consistent communication. Can be used by severely disabled people who cannot move at all.
Single solution offering (eg Tobii or Smart Box).	Offers a choice of speech-generating software, cameras and casings.		Allows customers to make a choice based on the best-suited system for their needs, ensuring effective use and reduced device abandonment.
Only wired or Bluetooth or EMG	Only company to combine spatial, EMG and EOG switch.		Allows flexibility and versatility of use. Caters to a user's changing needs during the day and as their condition changes over time. Our patent-protected settings ensure a user's intentions are acted on rather than any unintentional movements.



Independent,
safe travel
within the
home

— FINANCIAL REVIEW BOSS —
MOST INNOVATIVE
COMPANIES



Watch Me

ASSISTIVE MOBILITY

A new world first autonomous wheelchair

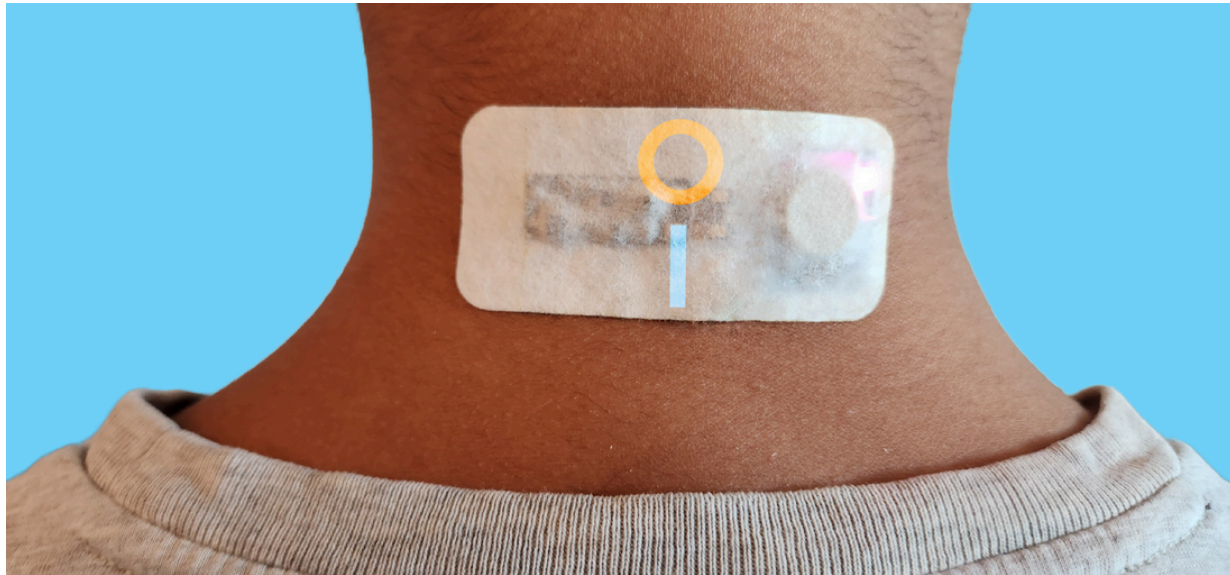
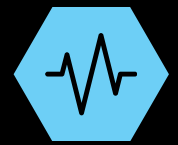
Partnering with Deakin University, we made the world's first upgrade for powered wheelchairs, so the user's intentions can control them

DROVE is a patent pending module that retrofits powered wheelchairs. Its technology helped us rank 4th in AFR's Australia's Most Innovative Healthcare Companies 2023.

TGA registration expected FY24.

First sales are expected in the coming months as we build towards 3rd party distribution relationships.

In Jan-24, we were awarded a A\$575k research grant by the US ALS Association to assess how DROVE could be sold in the US. International interest is also growing.



✓ A lightweight, flexible design means the NeuroStrip can be worn anywhere on the body.

✓ The electrode is attached directly to the skin, detecting the faintest of signals, with best-in-class data telemetry fed straight to an app.

BEYOND ASSISTIVE TECHNOLOGY

The new NeuroStrip is a game-changer

We are on a path to revolutionise new markets such as health diagnostics, sports science, critical care and more with the **new miniaturisation of our world-class, award-winning core technology**

The NeuroStrip measures **physiological data** as an all-in-one unique accelerometer and EMG device. This means it opens up **endless market and application possibilities beyond disability**.

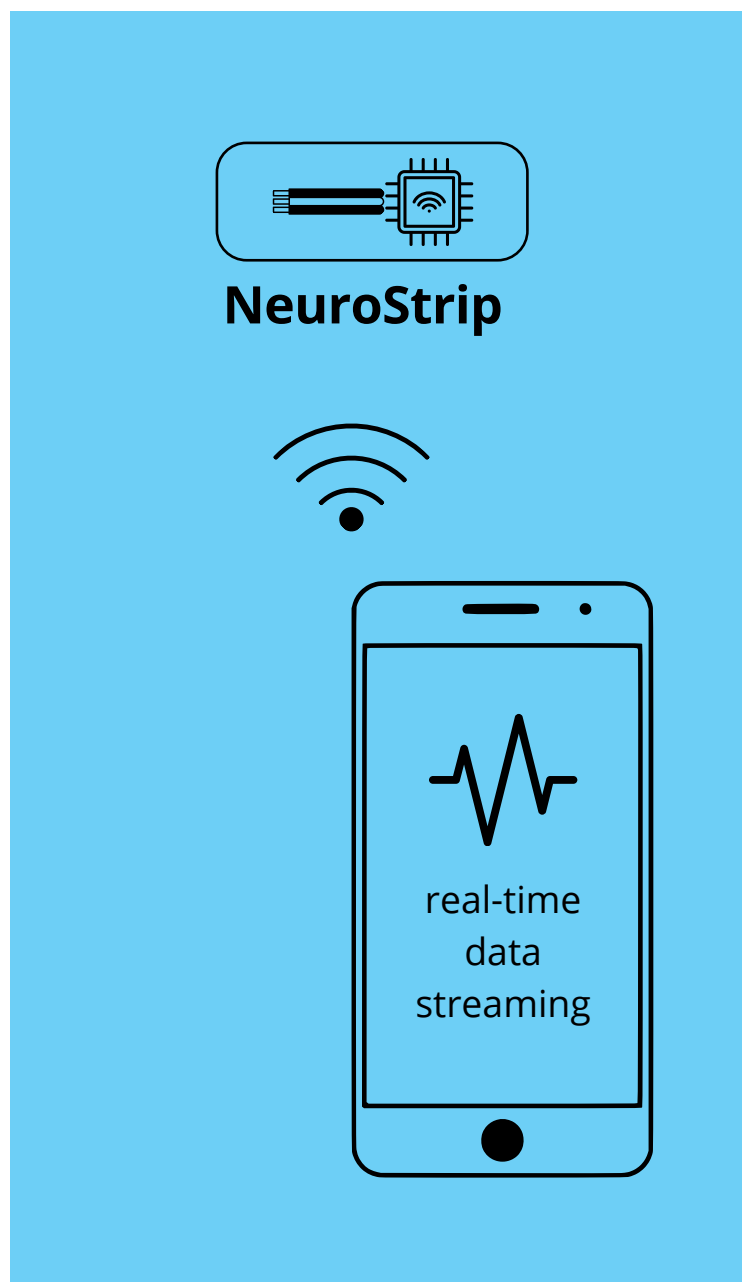
Our **strategy is to enter markets with the quickest, lowest-cost access** requiring no further approvals. Currently, these are likely to be sports performance, biofeedback, and rehabilitation.

Partner for those applications needing more research or clinical trials.

Low-cost and high-volume product relative to our other products.

BEYOND ASSISTIVE TECHNOLOGY

NeuroStrip features and benefits



FEATURE		BENEFIT
Small, light, flexible and non-invasive. At 3g, it weighs less than a piece of paper and is 4cm long.	→	Increased choice of placement where you want to switch with, monitor or improve. It's also easy to use.
With no cables or moving parts, it has unprecedented accuracy (<1 micro volt) with more sensitive readings.	→	Better uses for medicine, sports science, rehabilitation and other applications yet to be discovered.
Attaches directly to the skin with no limit to how many are used at any one time.	→	Increases the number of applications across markets.
Measures a wide range of electrical signals in the body like EOG, ECG, EMG (and potentially electroencephalography EEG).	→	Flexibility in choice of signal and ability to measure both intended and unintended movement for a wider range of outcomes.
Disposable (reusable in final development).	→	Can be used in medical settings

PRODUCT

Regulatory approvals

	US	Australia	Japan	UK	Europe
Regulatory Scheme	FDA	TGA	PMDA	MHRA	CE Mark
NeuroNode	✓	✓	✓	✓	✓
DROVE	○	○	—	—	—
NeuroStrip *	✓	✓	✓	✓	✓

• May require further approvals if the product use materially changes

- ✓ Approved
- Pending or near-term application
- Yet to be approved

Assistive Technology Market

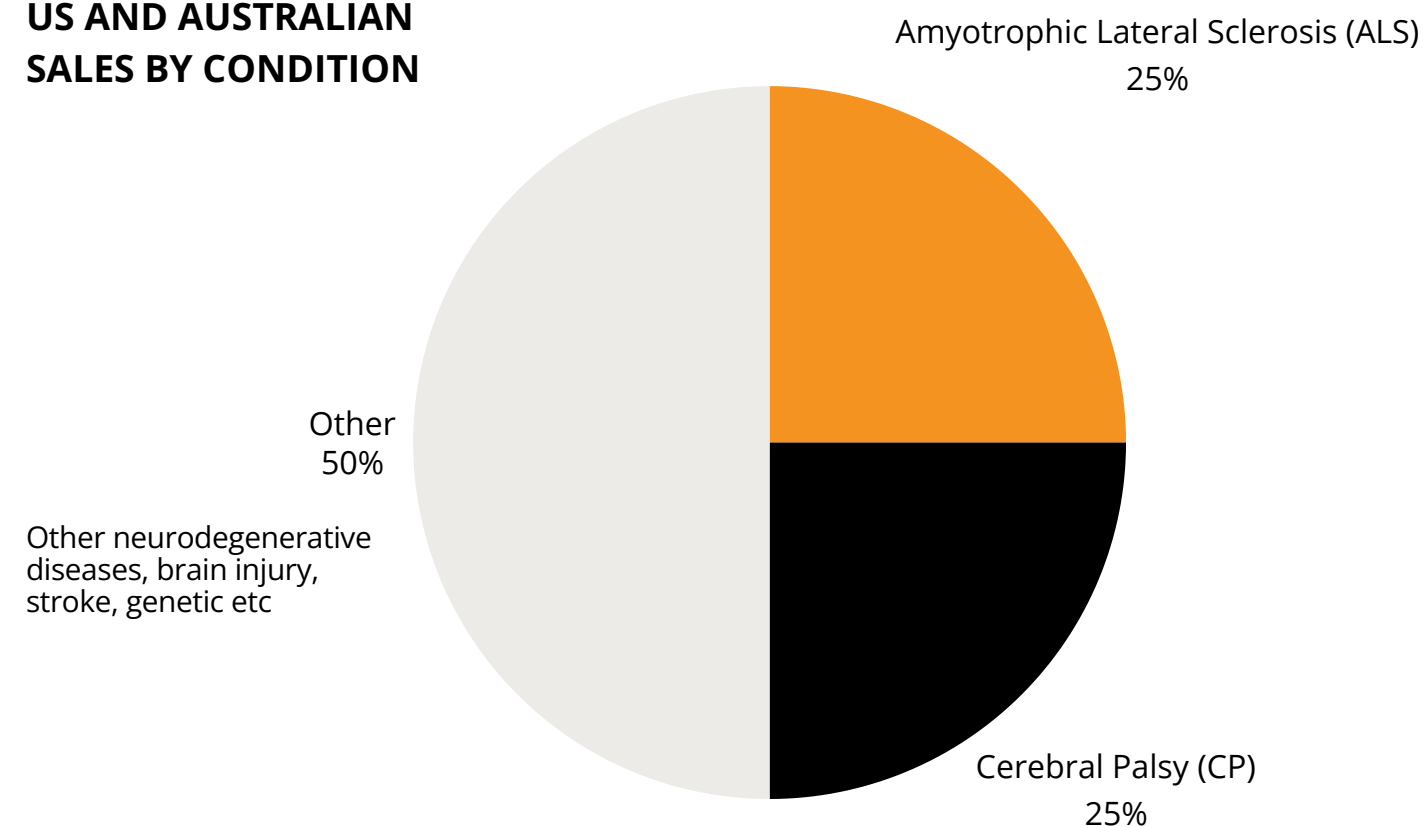




Our users

Our devices help people of all ages living with conditions like ALS/Motor Neuron Disease (MND), Spinal Muscular Atrophy, Cerebral Palsy, and Spinal Cord Injury to control communication technology

US AND AUSTRALIAN
SALES BY CONDITION



“Since starting to work with this EMG technology, I have been able to connect technology with people who have some of the greatest communication challenges I have ever seen in my 25-year career.

I have been able to help people who could not speak, move, eat, or breathe on their own, and communicate to loved ones, even when they were placed into ICU units or in palliative care”

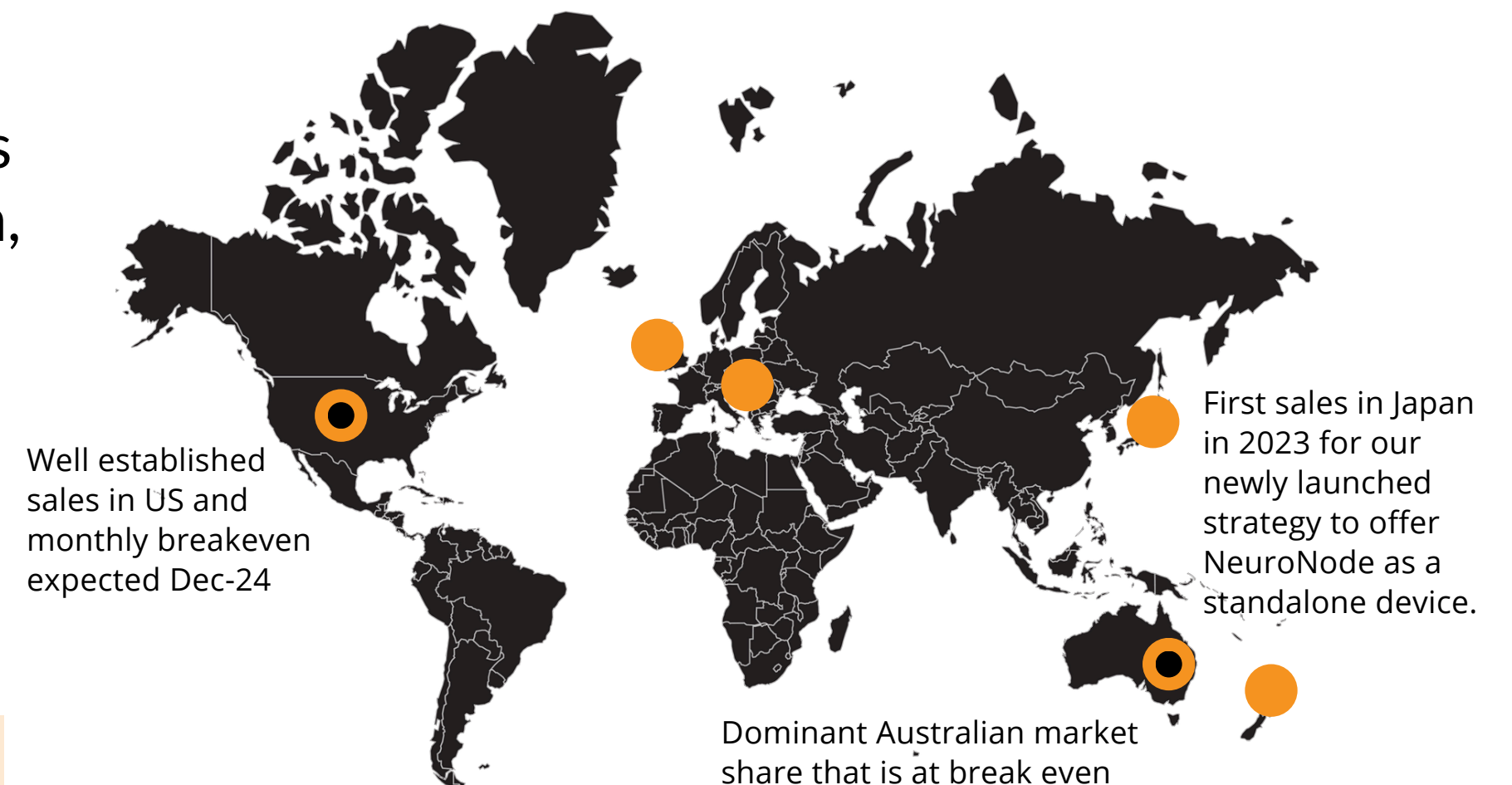
-Speech Language Pathologist (SLP)

Minimum \$1.3bn global market opportunity p.a.

An underserved niche market with few competitors and plenty of room for growth in the US, UK, Japan, Australia and select European countries

About 66,000 new cases are diagnosed each year for ALS/Motor Neuron Disease, Multiple Sclerosis, Cerebral Palsy and Spinal Cord Injuries in our chosen markets. This represents a \$1.3bn+ market opportunity per annum.

However, the **market is significantly larger at \$2bn+** as we can now offer our products to people with existing assistive communication technology. By upgrading to our NeuroNode, customers get a faster, easier and more consistent communication experience.



- Existing sales for our bundled offerings eg NeuroNode Trilogy.
- New markets for standalone NeuroNode - Japan, UK, Germany, Belgium, and the Netherlands given regulatory approvals in March 2024 for the UK and Europe. NZ will also be considered.



Minimum \$100 million market opportunity p.a.

This is a new market for us where our add-on module to powered wheelchairs allows users to independently and safely navigate their homes

The market opportunity is based on a 1% penetration of new global annual sales.

The opportunity may be 4x larger as millions of powered wheelchairs currently exist around the world that could also use DROVE.

DROVETM
AUTONOMOUS WHEELCHAIR MODULE

2 million

Powered wheelchairs sold globally each year



● New markets where DROVE is expected to be sold.

Current Business Model

A retail business model where our sales team work with prescribers to offer just assistive communication solutions.



ASSISTIVE COMMUNICATION

The market's most personalised solution



LANGUAGE SYSTEM

Our catalogue of synthetic voices, library of symbols, and text-based systems are customised solutions for both younger and older users.



SOFTWARE

Our software allows users to access their devices, text, browse the web, control robotics, play video games, access social apps, develop literacy skills, create their own artwork and more.



HARDWARE

Our hardware options are chosen to suit the customer and include a computer, various eye tracking cameras and NeuroNode (bundled with other hardware or standalone). Our Cosmos Connect device connects our system to smartphones, gaming consoles, accessible toys, robotics, electric beds, lights and more.



FUNDING

Our funding team helps families and professionals apply for funding through Government and private insurance.



SUPPORT

We provide education and hands-on training through professionals so our customers get the most out of their personalised solutions.

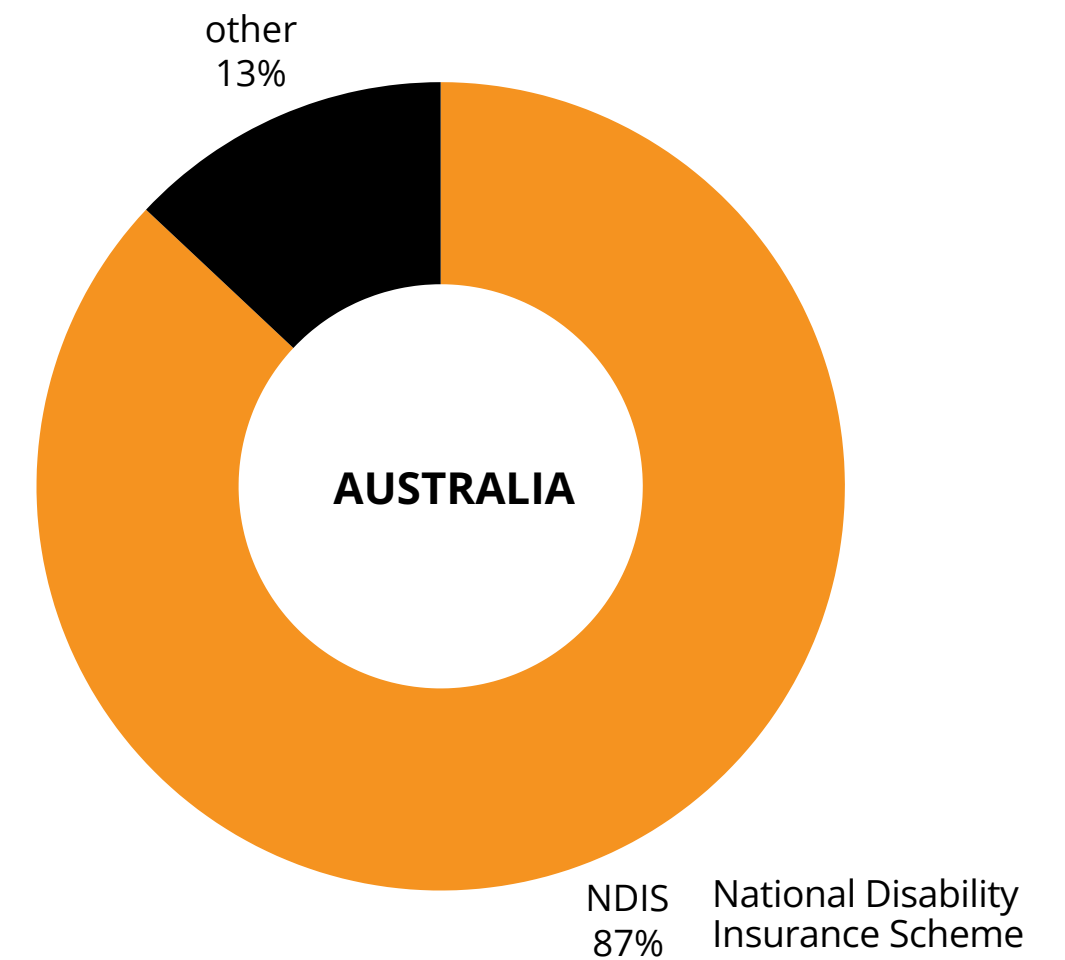
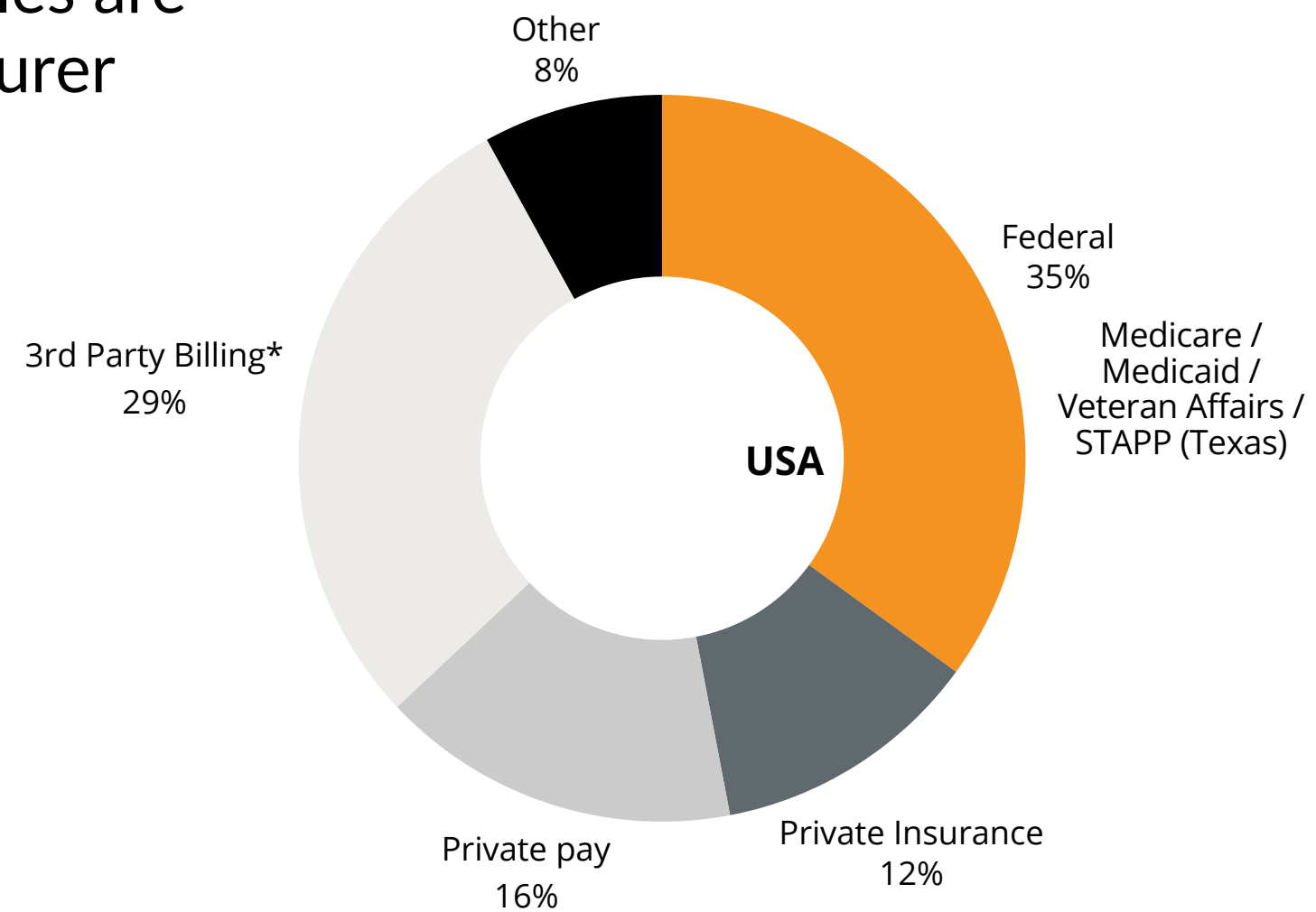




ASSISTIVE COMMUNICATION

Funding overview

At least 75% of our sales are through a person's insurer



* Outsourced to third-party biller who collects from the insurer (both public and private)
Data based on FY24 YTD

Growth Strategy

A new wholesale business model where we work with resellers and partners to offer more products with more uses in more geographical locations, generating new income streams and recurring revenue.

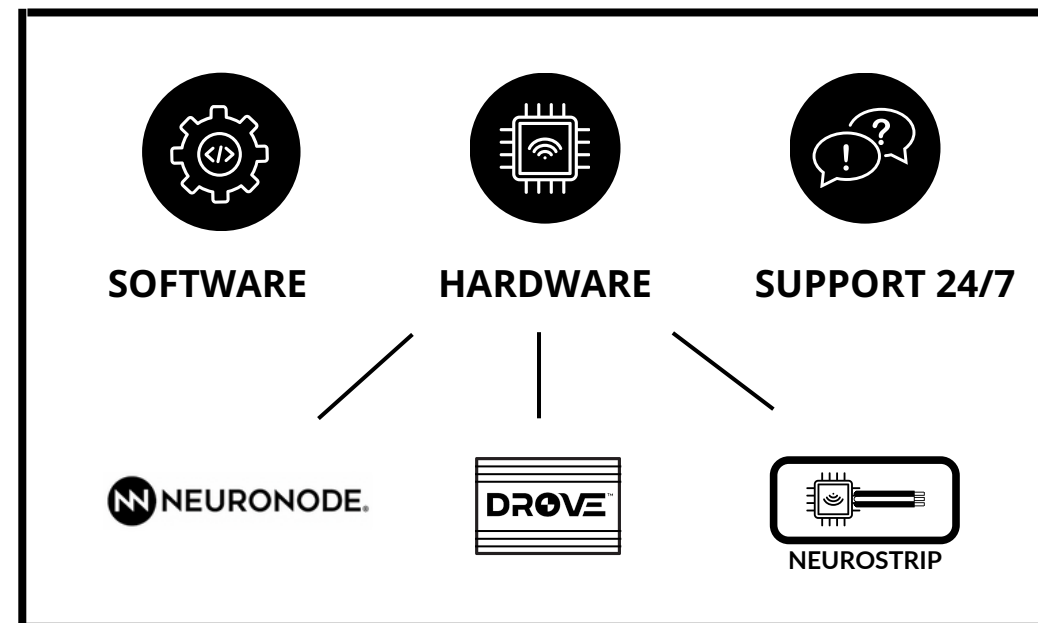


GROWTH STRATEGY

New wholesale strategy for growth

Continued innovation means we can further diversify the use of our products and enter new markets

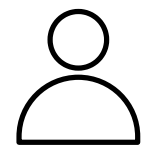
OUR SOLUTIONS



RESELLER OR PARTNER



USER



NEURONODE ADVANTAGE

- Quicker to market
- Can be used with competitor products as an add-on upgrade
- Gives distributors an edge because they can now offer an EMG switch that no one else has
- Enhances new sales
- Price control
- Lower fixed cost base
- Profitable more quickly
- Higher volume sales

DROVE ADVANTAGE

- World first product with compelling benefits to users, family and care givers
- Priced to be attractive to both insurers, private pay and government funders
- Can be quickly installed, maintains the relationship between distributor and client
- DROVE distributor package provides both software and hardware

NEUROSTRIP ADVANTAGE

- Flexibility and versatility of use creates for multiple distribution routes
- Securing data collected behind the walled garden of the NS app ensures CBL sits in the centre
- Reusable and disposable options allows for a wide range of uses
- Lower cost EMG device will drive demand in new product markets

GROWTH STRATEGY

Multiple levers for growth



CURRENT SALES STATUS



NEW GEOGRAPHIES



NEW CHANNEL PARTNERS



NEW USE TYPE



Japan was the first market for our new NeuroNode wholesale strategy in 2023 and our first sales were captured in 1H24.

Our next focus is the UK and select continental European countries for disabilities, including a significant cerebral palsy market of some 400,000 people.

Currently building distributor partnerships where our strong patent portfolio and lack of competition give us the best market opportunity.

No - assistive technology market only.



First sales expected in coming months in Australia.

The recent ALS grant will help us research the best entry paths into the US.

Currently building distributor partnerships with powered wheelchair manufacturers.

No - assistive technology market only.

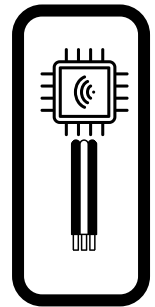
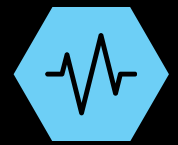
NEUROSTRIP

The first batch of commercial-grade NeuroStrips was recently manufactured.

Our initial focus is to leverage our market position in our existing markets of Australia, US and Japan for sales.

We have commenced discussions in the US, Australia and Japan for potential partnerships for NeuroStrip distribution.

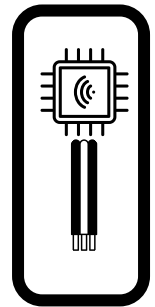
Yes (see over)



GROWTH STRATEGY



Blue sky growth strategy with NeuroStrip

USE TYPE	FOR WHAT OUTCOME	EASE OF MARKET ENTRY / PRODUCT READINESS	SELLING POINTS	REGULATORY REQUIREMENTS	CURRENT BUSINESS DEVELOPMENT OPPORTUNITIES
Sports science	sEMG is used to assess muscle performance and recovery with the objective of making the sportsperson more effective and reducing injury.	● CBL has existing track record and customers in this space. This is our likely launch market.	Lightweight, wireless, electrode against the skin to improve data.	None	In discussions with existing customers about upgrading to NS. Identifying sports clinics (US) that currently use sEMG in their service.
Rehab and biofeedback	Assess: level and timing of muscle activation, muscle fatigue, provide uptraining and down- training of muscles.	● Will require development of marketing materials and testing of user interface to meet market demand. Device ready to go. Some further work may be required on App.	Lightweight, wireless, available for in clinic and at home use.	Minimal. NeuroEDUCATOR (a pre-cursor to NS) already has FDA approval as Class I device. Will submit an engineering change notice to benefit from that approval extending to the NS	In discussions with existing customers about upgrading to NS. Have multiple partnership opportunities in Japan. Discussions underway in Australia about clinical deployment.
Movement disorders	sEMG is used to diagnose and treat conditions such as Parkinson's and Myasthenia gravis. PKG operates in this market but does not use sEMG.	● Can commence customer trials quickly. However, likely to require some regulatory approvals to scale. App was designed with this use case.	Lightweight, wireless, electrode against the skin to improve data	Will require Class II registration if being used to diagnose treatment. As sEMG already used for this condition there is an understandable / manageable process to receive this clearance.	Have identified minimum viable product (MVP) with world-leading doctors. With commercial quantities now available, will move to discuss clinical implementation with them.



GROWTH STRATEGY

Blue sky growth strategy with NeuroStrip

USE TYPE	FOR WHAT OUTCOME	EASE OF MARKET ENTRY / PRODUCT READINESS	SELLING POINTS	REGULATORY REQUIREMENTS	CURRENT BUSINESS DEVELOPMENT OPPORTUNITIES
Dysphagia	sEMG biofeedback is used to retrain people on swallowing. An example here	 Established market however new to CBL. Required to develop a specific front end for users.	Lightweight, wireless, available for in clinic and at home use.	Minimal. NeuroEDUCATOR (a pre-cursor to NS) already has FDA approval as Class I device. Will submit an engineering change notice to benefit from that approval extending to the NS.	CBL previously approached by Dysphagia clinics to use our technology. Will now reengage.
Incontinence	sEMG could be used to manage incontinence through the placement of the NS over the bladder muscles.	 Significant opportunity but would likely require clinical and industry partners to scale. Would require 'productisation'.	Lightweight, wireless, flexible electrode against the skin. Ability to provide haptic feedback and create alerts for user and care staff.	Will require Class II registration. Higher level of approvals as sEMG being used for a unique purpose.	Initial discussions with a globally recognised Urologist. Obvious market demand and efficacy of sEMG use in incontinence management are already established.



GROWTH STRATEGY

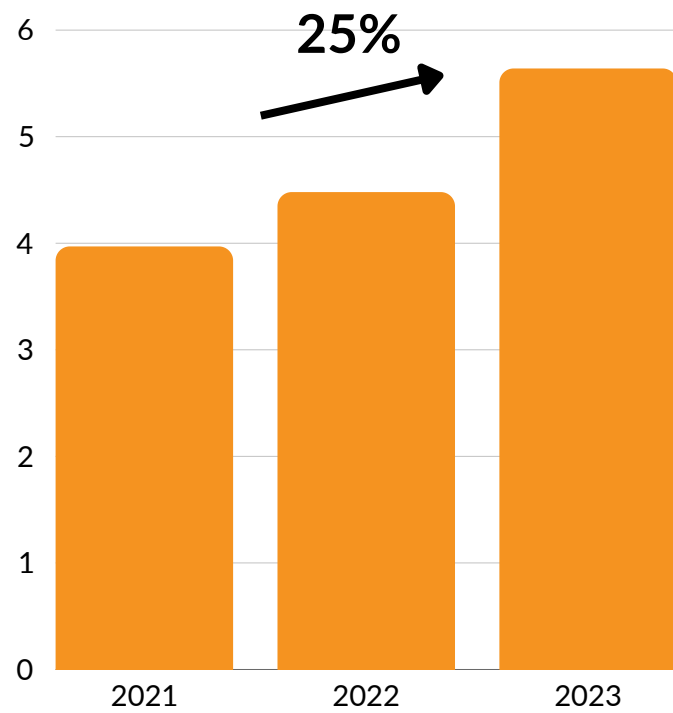
Roadmap



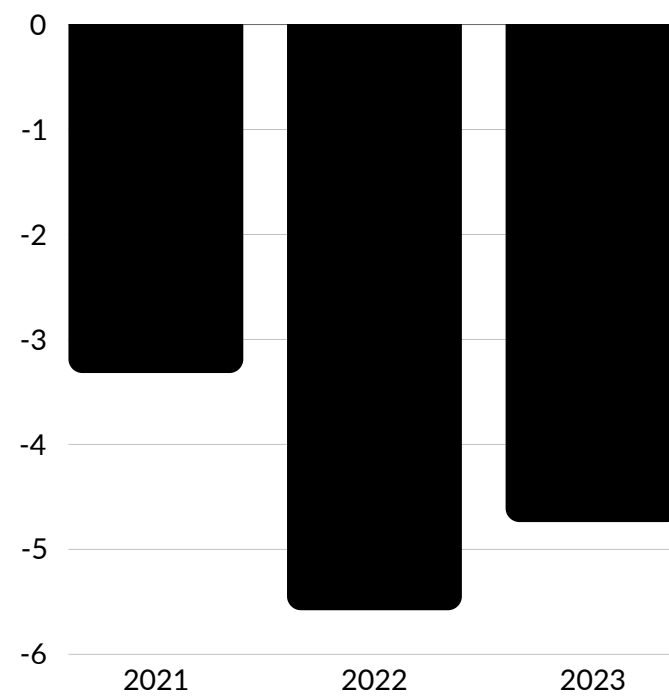
Financial Performance



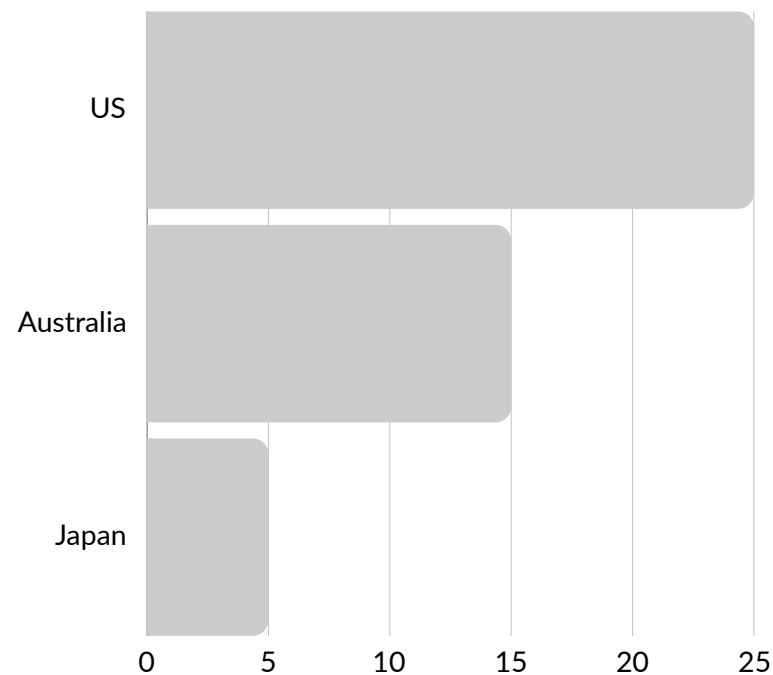
REVENUE (A\$ m)



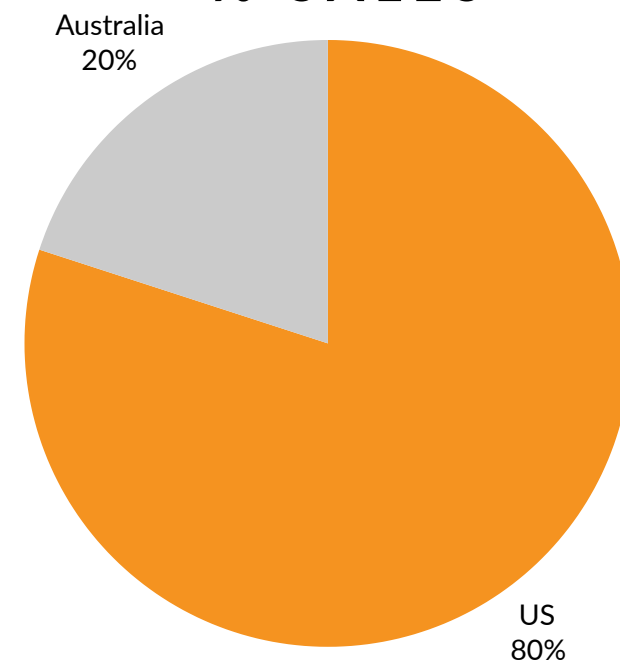
EBITDA (\$A m)



EMPLOYEES



% SALES



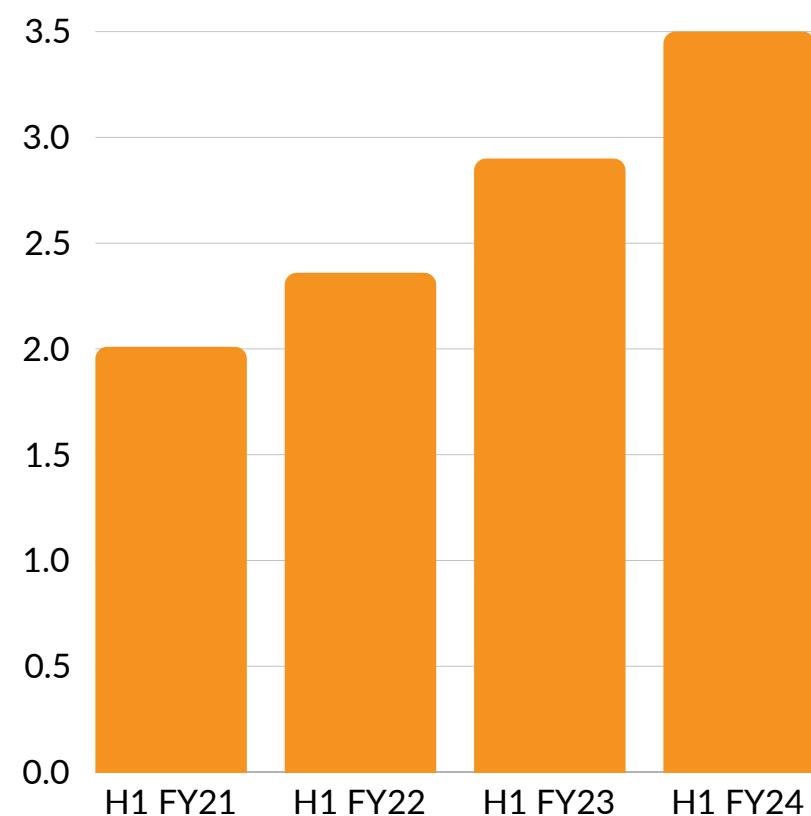
FINANCIALS

Gaining traction year on year

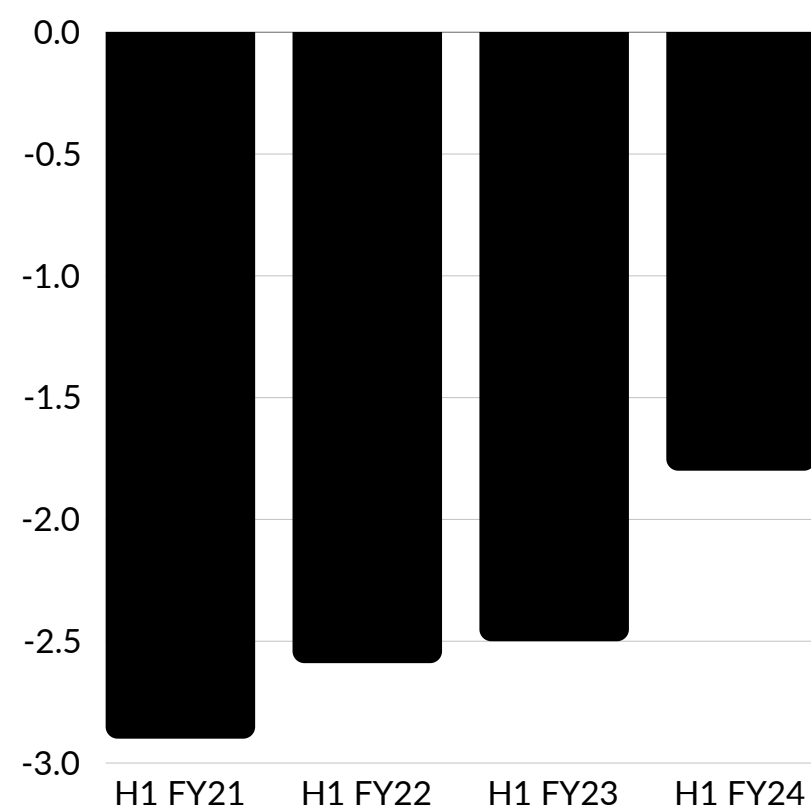
- 300 systems sold in our key markets in FY23.
- FY23 revenue up an impressive 25% over FY22.
- US is the strongest market as the strength of our team and time in-market delivers.
- Strong cost control saw losses narrow.
- Australian operations deliver positive EBITDA for FY23. US operations are expected to be monthly breakeven by Dec-24.
- Board revitalisation with new board member, Professor Rob Heard and CEO appointment of Jeremy Steele.



REVENUE (A\$ m)



EBITDA (\$A m)



FINANCIALS

FY24 1H results

Total Revenues of \$3.5m for the period. This compares to H1 2023 as follows:

- Continued reduction in losses in EBITDA over the same comparative period in 2023 (\$1.8m from \$2.5m).
- The US represented 80% of the revenue.
- 30% reduction in cash used in operating activities.
- First revenues were reported in Japan with the unbundled version of the NeuroNode product.
- Significant delays in NDIS approvals impacted the Australian business. A substantial backlog of approvals exists, materially larger than at any other time in the business' history.

Focused on the production of NeuroStrip for release into the market and TGA Assessment of our new DROVE product.

Company

PEOPLE

Experienced leadership

BOARD



Roger Hawke

Chairman
Independent
Non Executive Director



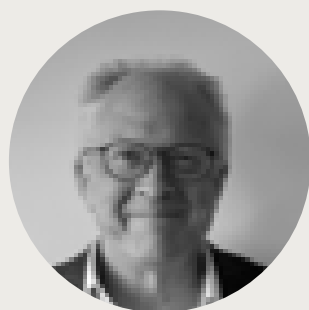
Jeremy Steele

Managing Director
CEO



Peter Ford

Founder &
Non Executive Director



Prof Rob Heard

Independent
Non Executive Director



Damian Lismore

Independent
Non Executive Director



Brett Crowley

Company Secretary



Jeremy Steele
CEO

- Over 25 years of global corporate experience across a wide range of industries including healthcare and software
- Previously CEO of CardioScan, driving international expansion (from 1 to 10 countries)
- Led greenfield expansion as well as growth through acquisition, in market experience in North America, Asia, Europe and Australia



Dominik Kucera
CFO

- 25 years experience in multi sector operations with Primary, Secondary and Tertiary industries
- CFO role for ASX and large private companies, senior financial positions in multinational entities
- Coverage of all facets of financial operations, including M&A and capital raising



Todd Tyler
VP – North America

- 20 years experience in the healthcare industry
- Masters in Communication Sciences and Disorders
- Extensive experience in building and leading teams in the AAC space, having previously work for other industry operators



James Schorey
CTO

- 25 years of experience
- Beginning his career as a software engineer, James as advance through multiple organisations and has led both software and hardware engineering teams
- James leads our product development efforts

Corporate Summary

TOP SHAREHOLDERS

Phoenix Development	18.32%
Nightingale Partners	12.47%
Peter Shann Ford	11.50%

Top 20 hold 73.1% of shares

FINANCIAL INFORMATION

Share price (19/4/24)	A\$0.044
Shares on issue	170.7 million
Market capitalisation	A\$7.51 million
Cash (31/03/24)	A\$0.88 million
Unlisted options / performance rights	4.37 million
Debt	Nil

Get in touch

COMPANY



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Additional Information

BEYOND ASSISTIVE TECHNOLOGY

NeuroStrip helps elite athletes jump higher and reduce injury

NEUROBOUNCE USES OUR TECHNOLOGY



A professional sports scientist currently uses our EMG technology to train the brain of his athletes so the motor neuron recruitment to muscles used in jumping can be maximised. With specially designed strength and power training, this results in greater explosiveness, power, and vertical jump height.

Every muscle used in jumping consists of thousands of individual muscle fibres, which must receive signals from the brain to be activated during athletic performance. A higher percentage of fibres in a given muscle that is activated (and then strengthened and trained correctly) results in more power, explosiveness, and vertical jump ability. This will give an athlete an extremely competitive edge in any sport.

Electrodes are placed on the upper and lower quads and calves to recruit and strengthen the muscle fibres.



ABOUT

Our technology is 20 years in the making

“Peter Ford, the founder, was inspired by Stephen Hawking and how there had to be a better way to help people like Stephen Hawking participate more in society.

Peter trialled the concept with Stephen Hawking over a period of five years.

His input helped shape our journey and where we are today”

Former CEO Rob Wong

