

# ASX Announcement

Medibio Limited – 19 November 2020



## Medibio Investor Webinar Presentation

**Melbourne, Australia and Minneapolis, MN – 19 November 2020:** Medibio Limited (MEB or the Company) (ASX: MEB) (OTCPINK: MDBIF), a mental health technology company announces it is participating in the Share Café 'Hidden Gems' webinar to be held tomorrow Friday 20 November at 12:30pm AEDT.

Medibio Managing Director Claude Solitario will provide an overview of the Company's operations and upcoming milestones during the presentation. The presentation has been annexed to this announcement.

The investor webinar is free to attend and can be viewed live via Zoom. To register for the event, visit the below link.

[https://us02web.zoom.us/webinar/register/WN\\_6TgbYuVcRlu1ZQNE2Xa00Q](https://us02web.zoom.us/webinar/register/WN_6TgbYuVcRlu1ZQNE2Xa00Q)

A copy of the webinar recording will available following the event

– ENDS –

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

### 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.otcm Markets.com](http://www.otcm Markets.com) and [www.asx.com.au](http://www.asx.com.au).

### Medibio Investor and Media Enquiries:

Arthur Chan

WE Communications

T: +61 (0) 404 369 388

[WE-AUMedibio@we-worldwide.com](mailto:WE-AUMedibio@we-worldwide.com)



medibio

# SHARECAFE PRESENTATION

ASX: MEB  
OTCPINK: MDBIF

NOV 2020

## FORWARD LOOKING STATEMENTS

# FORWARD LOOKING STATEMENTS

The purpose of the presentation is to provide an update of the business of Medibio Limited (ASX:MEB) (OTCPINK: MDBIF). These slides have been prepared as a presentation aid only and the information they contain may require further explanation and/or clarification.

---

Accordingly, these slides and the information they contain should be read in conjunction with past and future announcements made by Medibio Limited and should not be relied upon as an independent source of information. Please contact Medibio Limited and/or refer to the Company's website for further information. The views expressed in this presentation contain information derived from publicly available sources that have not been independently verified.

None of Medibio Limited, or any of its affiliates or associated companies (or any of their officers, employees, contractors or agents (the Relevant Persons)) makes any representation or warranty as to the accuracy, completeness or reliability of the information, or the likelihood of fulfilment of any forward looking statement or any outcomes expressed or implied in any forward looking statements.

Any forward looking statements in this presentation have been prepared on the basis of a number of assumptions which may prove incorrect and the current intentions, plans, expectations and beliefs about future events are subject to risks,

uncertainties and other factors, many of which are outside Medibio Limited's control. Important factors that could cause actual results to differ materially from assumptions or expectations expressed or implied in this presentation include known and unknown risks.

Because actual results could differ materially to assumptions made and Medibio Limited's current intentions, plans, expectations and beliefs about the future, you are urged to view all forward looking statements contained in this presentation with caution. Except as required by applicable law or the ASX listing rules, the Relevant Persons disclaim any obligation or undertaking to publicly update any statements in this presentation, whether as a result of new information or future events.

***This presentation should not be relied on as a recommendation or forecast by Medibio Limited. Nothing in this presentation constitutes investment advice or should be construed as either an offer to sell or a solicitation of an offer to buy or sell shares in any jurisdiction.***



medibio

## LOOKING AT MENTAL HEALTH OBJECTIVELY

A mental health technology company pioneering the use of artificial Intelligence, deep learning techniques and neural network methodology to identify biological markers to aid in early detection and screening of mental health conditions.



## GLOBAL MARKET

**350 MILLION**

suffer from depression  
(pre COVID)

**26%**

ADULTS IN US

Leading cause of disability in the US

Mental Health is costing  
**\$500 million**  
per day in Australia

**27%**

ADULTS IN EUROPE



*"We will no longer endorse DSM5, as it has fundamental flaws and we are actively seeking a diagnostic system that is evidence based. We need a quantitative method for diagnosing depression"*

*- National Institute of Mental Health in the USA, 2013*



# CHANGING SUBJECTIVITY TO OBJECTIVITY

## THE PROBLEM



Current diagnostic tests rely on **clinical interviews with subjective interpretation**

## THE SOLUTION



**Quantitative and objective diagnostic aid** based on biomarkers

# BUSINESS UNITS



**Report Generated**

Software as a Service (SaaS)

**REGULATED**

**NON-REGULATED**



**MEBsleap  
Sleep Staging**

**Depressive  
Burden**

**Consumer App  
(in development)**

**Corporate Health (in-  
market)**



# DEPRESSIVE BURDEN TRIAL (SADB) TO VALIDATE MEB001

**MEB-001** is a software medical device that consists of 3 main components:

**1** The sleep staging algorithms; overlaid by

**2** Resting heart rate and heart rate variability algorithms, that will lead to:

**3** The Depressive Burden Analysis

Our team in Minneapolis is currently undertaking a clinical trial known as the

“Sleep Analysis of Depressive Burden”

The purpose of the trial is to clinically validate MEB-001 as a medical device.

MEB-001 aims to provide the clinician with an objective, data-driven approach, to assist in the diagnosis of depression, based on the patient’s own biological data.

## MEB-001/MEBs<sub>sleep</sub> REVENUE MODEL

**Medibio will earn revenue based on the number of depressive burden and/or sleep staging reports produced**



# BREAKTHROUGH DEVICE DESIGNATION FOR MEB001

To qualify for Breakthrough Device Designation we must establish that MEB-001 promises a more effective diagnosis of a life-threatening or irreversibly debilitating condition; and meet at least one of the following criteria:



**That MEB-001 represents breakthrough technology;**



**That there are no approved or cleared alternatives;**



**That MEB-001 offers significant advantages over existing approved or cleared alternatives; or**



**That MEB-001's availability is in the best interest of patients**

The benefits of Breakthrough Device Designation are that it will:

**A**

**fast-track the FDA's review process; and**

**B**

**provide us with additional opportunities to interact with FDA senior management.**

The FDA has advised that they will provide a final decision to grant or deny our request within 60 calendar days. We estimate this to be around 30th November 2020.



## MEBsleeep

MEBsleeep uses artificial intelligence, deep learning algorithms and neural network methodology to identify the five important sleep stages of a patient.

The primary purpose of MEBsleeep is the identification of sleep stages, which is an essential part of MEB -001.



**MEBsleeep is able to identify the sleep stages in 2 minutes, what would normally take a clinician, anywhere between 1 and 2 hours**



**It is this characteristic that inspired our regulatory team to apply for a 510(k) clearance for MEBsleeep, opening up the possibility of generating early revenue**



**The 510(k) application was submitted on the 29th April. On the 24th August, we received notification from the FDA that our application was found to contain all the necessary elements and information needed to proceed with a substantive review**

## CLINICAL TRIAL AGREEMENT WITH MEDBRIDGE HEALTHCARE LLC IN THE USA



MedBridge is the leading provider of sleep laboratory management services in the United States, operating over 130 sleep disorder diagnostic centres.

*“The objective identification of depression in patients that suffer certain sleep disorders is an unmet need and we are pleased to be working with Medibio to fast-track patient recruitment for the SADB trial.*”

*As the leading sleep management service provider in the US, we are excited about the potential of Medibio’s technology and its clinical applications” - Mr John Mathias, Chief Development Officer of MedBridge*



# BENEFITS OF ILUMEN



## FOR EMPLOYERS

Provides employers with a realtime, de-identified, aggregated dashboard of their workforce's results to better support and manage the mental well-being of its workforce and measure the impact of their programs



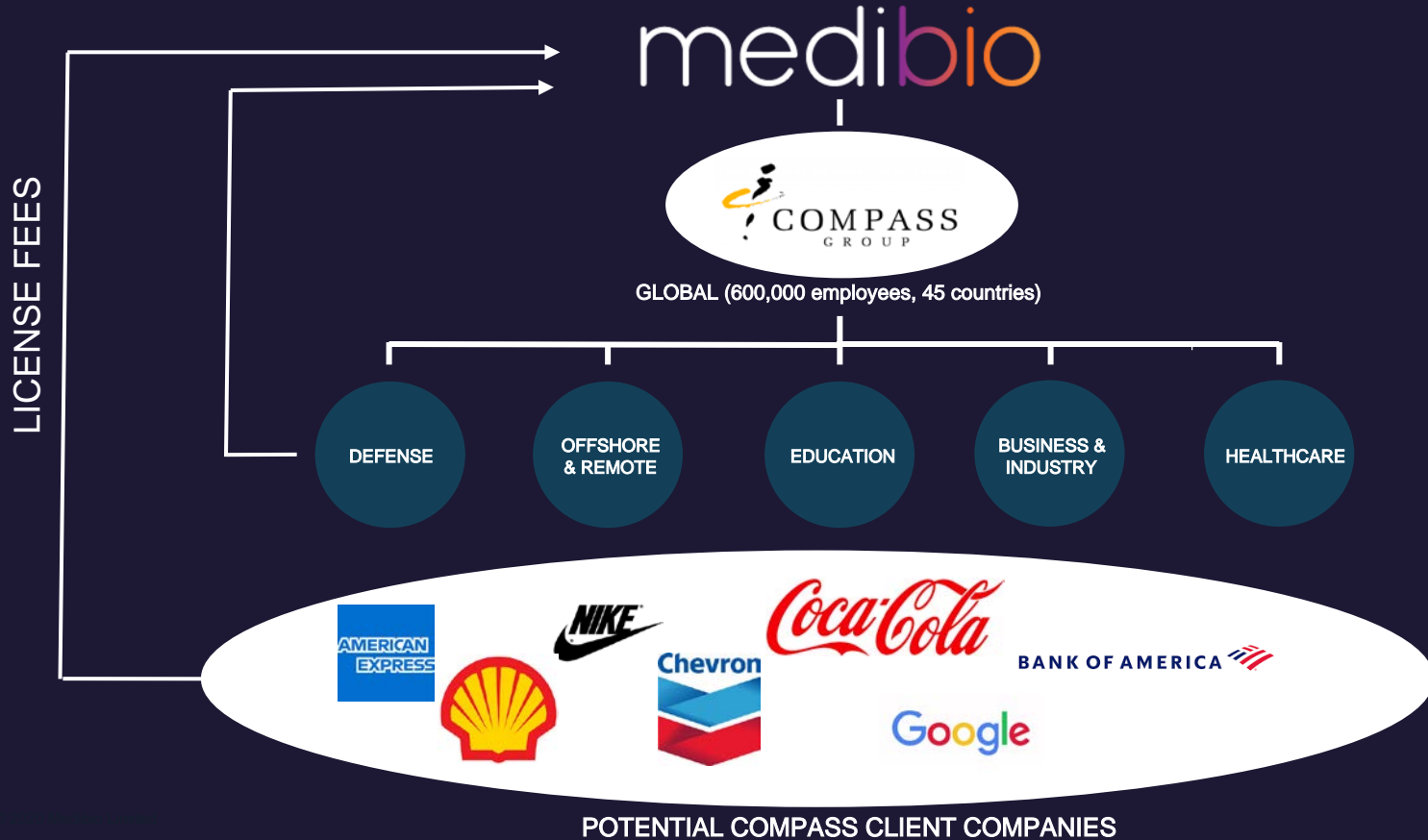
## FOR EMPLOYEES

Provides employees an early screening tool for symptoms of stress and a 'wellbeing snapshot' they can use to make improvements over time



# COMPASS GROUP PLC RESELLER AGREEMENT

SaaS MODEL, ENTERPRISE LICENSING (Per Employee, Per Annum)



# CONSUMER APP





## LOOKING FORWARD / 2020 -2021

We look forward with a great deal of confidence to achieving a number of significant milestones.

Securing the first of many Compass Companies and Compass client companies for ilumen globally;

Securing additional ilumen licenses in Australia as borders reopen;

510(k) clearance for MEBsleep paving the way for potential early revenue of a regulated product;

Securing Breakthrough Device Designation;

Pre-submission meeting with the FDA to agree on endpoints for our depressive burden trial;

Commercial launch of our Consumer App; and

Completing the depressive burden trial for the De Novo application for MEB -001 in 2021, to which we can then lay claim to having developed the world's first objective test for depression

# WHY INVEST IN MEDIBIO?



## EARLY REVENUE

Medibio's corporate mental wellbeing app beginning to gain market traction: early revenue imminent.



## SUPERIOR VALUE PROPOSITION

Objective, non-intrusive software medical device which, upon FDA approval, will enable early identification and will confirm treatment efficacy with data-driven patient management



## PATENT PROTECTED TECHNOLOGY



## REGULATORY APPROVALS UNDERWAY

Breakthrough Technology Designation  
FDA 510K  
CE Mark  
De Novo



## INNOVATIVE TECHNOLOGY

The potential to be the world's first objective diagnostic aid of a largely intangible health epidemic: depression



## TARGETING A LARGE MARKET

Depression is estimated to cost US economy US\$210 billion a year with the cost in Australia estimated at \$12.6 billion annually

# CORPORATE STRUCTURE

ASX: MEB

OTCPINK: MDBIF

Amounts shown in AUD

**Market Cap as at 18 Nov 2020 \$16.2M**

Share price as at 18 Nov 2020 1.2 cents

Issued Shares 1,347M

Listed 12/2021 Options convertible at 3 cents 836M

**Cash at Sept 2020 \$1.1M**

## TOP 5 SHAREHOLDERS

- 9.7%** FIDELITY (HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED)  
Institutional holder
- 4.0%** CLAUDE SOLITARIO  
Co-founder and Managing Director
- 3.7%** ROOKHARP CAPITAL PTY LTD
- 2.4%** SUNSET CAPITAL MANAGEMENT PTY LTD
- 2.0%** UBS NOMINEES PTY LTD  
Institutional holder

TOP 20

**38%**

## BOARD OF DIRECTORS



**CLAUDE SOLITARIO**  
Managing Director



**PETER CARLISLE**  
Non - Executive Director  
Managing Director, Olympics &  
Action Sports, Octagon Worldwide



**MELANIE LEYDIN**  
Director & Joint Company  
Secretary  
CA, FGIA



**MATTHEW WATKINS**  
Joint Company Secretary  
B. Bus. (Acc) Swinburne, CA

## GROWTH & ADVOCACY ADVISORY BOARD



**PETER CARLISLE**  
Managing Director, Olympics &  
Action Sports, Octagon Worldwide



**MICHAEL PHELPS**  
Mental Health Advocate



**PATRICK KENNEDY**  
Former US Congressman  
Founder, Kennedy Forum



medibio

**CLAUDE SOLITARIO**  
Managing Director

**Melbourne**  
Level 4, 100 Albert Road  
South Melbourne VIC  
3205

**United States HQ**  
8696 Eagle Creek Circle  
Savage, MN 55378