



Simavita Australian investor briefing presentation

For Immediate Release:

June 24, 2015

Sydney, Australia – Simavita Limited (“**Simavita**” or the “**Company**”) (TSX-V: SV; ASX: SVA), a global leader in the digital healthcare sector, is pleased to release the following presentation that CEO Philippa Lewis will deliver to investors at a lunch briefing today.

Content new to this presentation includes:

- A summary of recent announcements, including the MatrixCare and Bunzl agreements;
- Detail on recent sales and distribution progress in Australia, North America and Europe; and
- An overview of other operational activities including integration with other providers, and government relations.

For further information, see our website (www.simavita.com) or contact the persons outlined below.

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About Simavita

Simavita is a medical device company that has developed an innovative, world first solution for the management of urinary incontinence, with a focus on the elderly. The flagship product is the SIM™ platform technology which is an instrumented incontinence assessment application that provides evidence-based incontinence management care plans to the residential aged care market.

About SIM™

SIM™ is a wireless sensor technology that delivers evidence-based instrument incontinence data on individuals. SIM™ provides user friendly tools and software to assess the incontinence condition and to help plan better outcomes. SIM™ is used to detect, record and report incontinence events during a compulsory or recommended assessment period in residential aged care facilities to develop an evidence-based incontinence care plan.

Conducting assessments is mandatory in many countries and the incontinence assessment creates an influential element of care of each individual. For more information on Simavita or SIM™, please visit www.simavita.com.

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PATIENT 132-54/B



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An Investment in Digital Healthcare

Presented by:
Philippa Lewis – CEO

June 2015

SIM[®]

A DIGITAL HEALTHCARE PLATFORM



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SIMAVITA INVESTMENT CASE

DIGITISED HEALTHCARE

Part of the global
aging investment
“mega trend”

Platform technology
– many potential
applications

A cost saving risk
management
solution – supports
strategies to reduce
aged care costs

First mover
introducing
“wearable
technology” into
the incontinence
market

Sales in USA,
Australia and
Europe with interest
/ pipeline growing
by the day

Revised business
model: software
subscriptions and
consumables – big
data

Robust patent
portfolio protecting
IP

Peer reviewed
published research
on value
proposition

MARKET DATA

ASX code:	SVA
TSX-V symbol:	SV
Market capitalisation as at 17 June 2015:	\$48.9 million
Shares on issue:	92,245,233
Options on issue: (\$0.41 - \$0.82)	10,604,164
Warrants on issue: (\$0.41 - \$0.52)	3,753,955
Cash balance as at 30 April 2015	\$11.1 million

Current available placement capacity (Listing Rule 7.1) 13,836,784 shares



QUALITY DATA IS MISSING FROM AGED CARE

AGED CARE REVOLVES AROUND INCONTINENCE

- **240 Million** people in the western world are incontinent
- **7.2 Million** long term care beds globally
- **15+ Million** manual incontinence assessments /year globally
- **\$6 Billion** assessment labor costs /year (nursing homes only)
- **\$9 Billion** continence products sold /year - \$30 Billion by 2030
- **5.4 Million** incontinence assessments/year in the US
- **\$20 Billion** US labor cost for urinary incontinence
- **7.2 Million** Long Term Beds

THE NEW WORLD OF SIM[®] DIGITISED INCONTINENCE PROFILING



BIG DATA

WEARABLES

REAL TIME



INCUMBENT: MANUAL ASSESSMENT

GLOBALLY REGULATED, COMPULSORY AND UBIQUITOUS

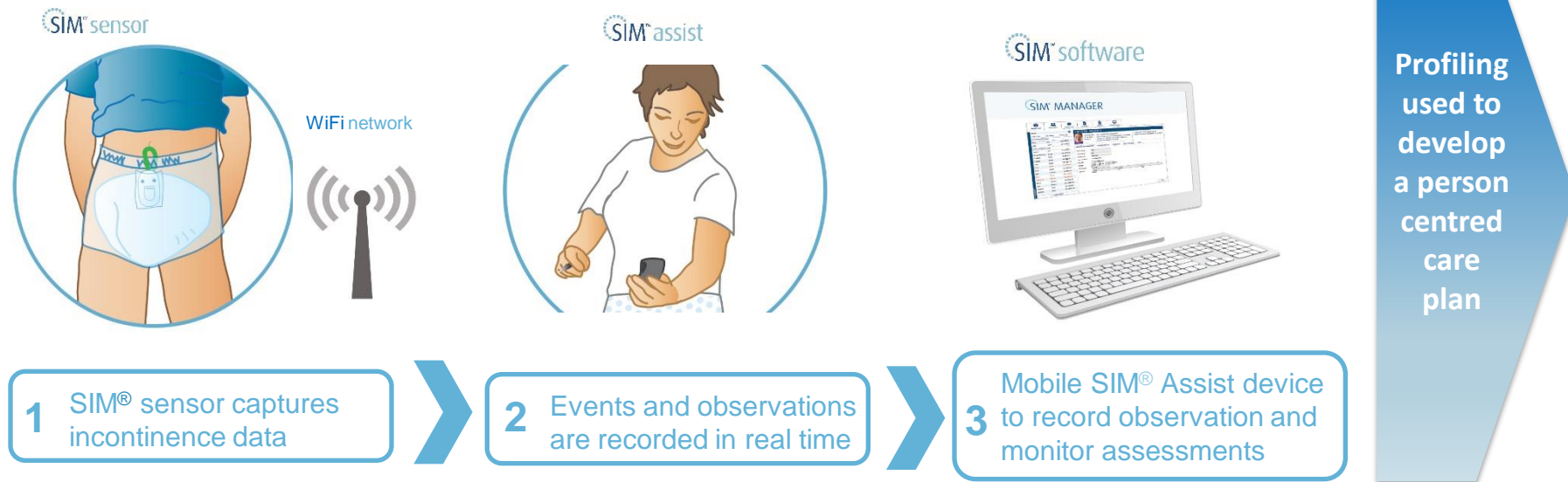
- Occurs over 72 hours
- Check and change every 1-2 hours
- Expensive
- Labour intensive
- Inaccurate
- Not evidence based
- Cannot be validated
- Creates a very poor care plan



ENTER SIM[®]

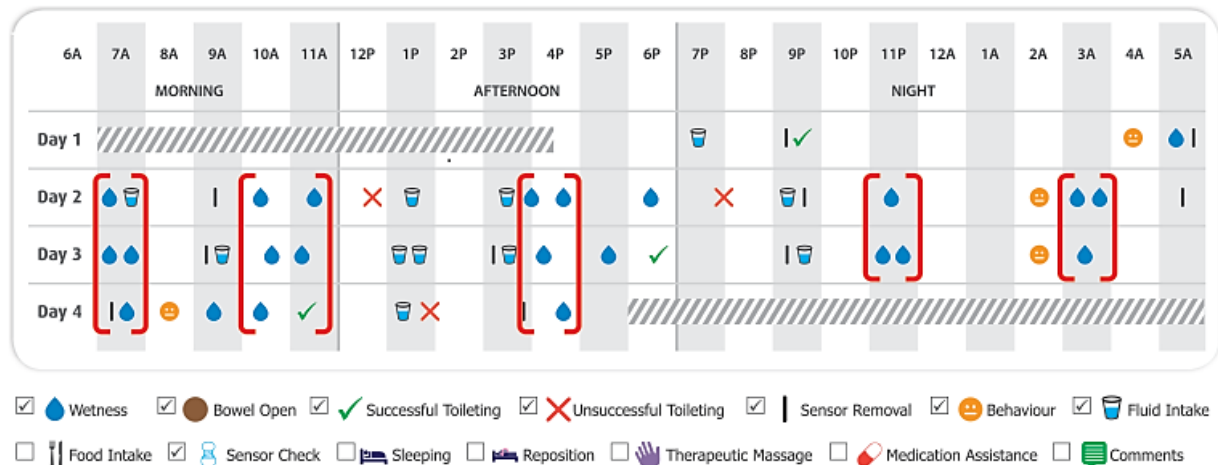
WORLD'S FIRST INTEGRATED
AND INSTRUMENTED
INCONTINENCE ASSESSMENT

SIM[®] Cycle



SIM[®] 72 HOUR BLADDER CHART

SIM[™] PROVIDES “BIG DATA”



SIM[™] uses WIFI enabled devices to collect accurate continence assessment data



SIM[™] assist app



SIM[™] pod



SIM[™] sensor

SIM[®] SUMMARY OBSERVATIONS

PREDICTIVE AND PRESCRIPTIVE DATA AND ANALYTICS

The Key to Cost and Outcomes:

- When to toilet?
- When to change?
- Which product to prescribe?

	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	00	01	02	03	04	05	
			MORNING						AFTERNOON										NIGHT							
Toileting		06:45						12:30					5:30					22:15								
Product Change		06:45											5:30					22:15								
Product Type	06:00 - Continence Supplier - BRAND Z - 12:00						12:00 - Continence Supplier - BRAND A - 22:00						22:00 - Continence Supplier - BRAND Z - 06:00													

WEARABLE TECHNOLOGY: BIG BUSINESS



**SOLVING AGE OLD
PROBLEMS WITH
TECHNOLOGY**



SIMAVITA PROVIDES SIGNIFICANT COST OUT BENEFITS WITH IMPROVED QUALITY OF CARE

Cost savings in long term care

- Consumables pads and diapers
- Time management - daily toileting average 8-10x reduced up to 50%
- Waste – 23% reduction in volume and cost
- Labor – head count ratio reduction made possible
- Staff retention, less agency staff due to job satisfaction

Revenue enhancement in long term care

- Enhanced reputation – able to demonstrate cutting edge technology for residents
- Occupancy driven by reputation = increased profits
- Government Funding validated and secured
- Risks mitigated – evidence based care

PATIENT BENEFITS

PERSON-CENTRIC, EVIDENCE BASED

- Less distress and physical intervention during assessment
- Right product selection (diapers)
- Increased socialisation
- Less challenging and aggressive behaviours
- Less toileting
- Improved skin integrity – less ulcers
- Less falls
- Co-related conditions can be identified and treated more quickly





THE SIMAVITA BUSINESS



RECENT ANNOUNCEMENTS: BUNZL PARTNERSHIP

A SALES AND MARKETING PARTNERSHIP

- Bunzl and Simavita have teamed up to deliver a combined sales and marketing force – enhancing Simavita's own team
- SIM will be added to the Bunzl product offering and the teams from target identification through to deployment and training
- Minimum target for Bunzl of 70 additional sites across a 12 month period
- Co tendering on Incontinence tenders
- Non-exclusive agreement

"We are excited to work with Simavita's transformative technology. We see this as a breakthrough for the aged care industry."

"There is no doubt that our customers will value the business efficiencies offered by SIM™ as well as the significant clinical benefits that will flow."

Lance Ward, MD – Bunzl Outsourcing Services

OTHER RECENT PROGRESS

PILOT COMPLETIONS AND NEW SALES

New Australian customers and interesting developments

- Deploying McKenzie, QRS, RSL, Freemasons and Arcare (>30 sites)
- SIM™ deployed to be the audit tool for a major incontinence tender review process
- Launching distribution relationship to help drive sales
- Integrating with major E Care Plans to enable efficiencies



North American pilots

- Canadian pilot complete – excellent results
- Canadian distribution partners to be appointed Q1 FY16
- US pipeline growing and successful pilots now converting
- Major clinical research programs to be completed Q1 FY16



OTHER RECENT PROGRESS

PILOT COMPLETIONS AND NEW SALES

European progress

- Danish distributor appointed and rolling out technology
- Major Danish research project underway across 9 sites
- Joining Australian Federal Government on healthcare technology
Trade delegation to Germany to explore distribution options, export opportunities
- Advanced negotiation with major European distributor being finalised
- 6 more EU countries to commence in Q1 and Q2 FY16



CY 2015 TARGET MILESTONES

Milestone	Status
Growing revenue in US and Australia	<input type="checkbox"/> In progress
European and Canadian distribution agreements in place	<input checked="" type="checkbox"/> Danish agreement signed <input checked="" type="checkbox"/> Swedish pilot commencing Q2FY16, Canadian pilot completed, EU distribution contract under discussion
Value add enhancements and innovations to current application	<input type="checkbox"/> In progress
Strategic alliances developed for the integration of other applications onto the SIM® platform	<input type="checkbox"/> Current discussion on various applications able to be integrated
Expand IP portfolio	<input type="checkbox"/> Ongoing
Danish showcase site successfully completed	<input type="checkbox"/> Sales commenced and further tenders in progress
Sufficient capital to execute the business plan	<input type="checkbox"/> Ongoing consideration



SIMAVITA REVENUE MODEL

SOFTWARE SUBSCRIPTION

Revenue model for SIM[®] in Long Term Care

- Annual software subscription per site for support and upgrades – paid monthly
- Additional sensor sales
- Sale of hardware SIM[®] pods
- Proprietary “smart diaper” used for assessments
- Additional potential revenue with new apps



SIM™ assist app



SIM™ pod



SIM™ sensor

STRONG IP

Proprietary Technology:

- Wearable Sensors
- Algorithms
- Incontinence management software and methods
- Proprietary incontinence patient databank
- Easy-to-use interface to complex data

Broad and deep Patent Portfolio:

- 12 patent families; numerous independent claims
- 20 granted patents: 6 Australia, 4 US, 6 EU, 1 China, 1 Japan, and 2 New Zealand; an additional 40 global patents under review, a further 15 provisionals filed
- Global exclusive license to two CSIRO patent portfolios
- High value patenting fields: Incontinence management methods across the age spectrum; other clinical applications; algorithms and software; manufacturing methods



PLATFORM-DRIVEN REVENUE STREAMS AGED CARE AND OTHER MARKETS

DIGITISED HEALTH CARE THE “BIGGER STORY”

- Remote monitoring
- Integration of multiple technology options
- Multiple markets
- SIM® is the platform
- SIM® IP is the gateway to further applications
- Big Data repository



POTENTIAL TARGET MARKETS

Product	Industry Sector	Global Market Size	Total potential R&D Investment	Initiation of Activity
Every day Sensor	Aged Care Inco	\$9B +	\$3M	2015/16
Community Care Sensor	Home Care Inco	\$20B +	\$1M	2015/16
GPS Application	Home Care / LTC	\$5B*	\$500K	2015/16
Falls Application	Home Care / LTC	\$4B*	\$500K	2015/16
Baby Monitoring	Consumable Ret / Acute Care	\$35B	\$1M	2015/16
Toddler Training	Consumable Ret	\$7B*	\$1M	2015/16
TOTAL		\$80B	\$7M	

* denotes company estimate

** For illustration purposes only

IN SUMMARY...

AN INVESTMENT IN DIGITISED HEALTHCARE

Part of the global
aging investment
“mega trend”

Platform technology
– many potential
applications

A cost saving risk
management
solution – supports
strategies to reduce
aged care costs

First mover
introducing
“wearable
technology” into
the incontinence
market

Sales in USA,
Australia and
Europe with interest
/ pipeline growing
by the day

Revised business
model: software
subscriptions and
consumables – big
data

Robust patent
portfolio protecting
IP

Peer reviewed
published research
on value
proposition

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SIM[®]

THANK YOU

