



## Investor Presentation

Neurotech International Limited (ASX: NTI) | 13 August 2018

# Neurotech

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# Neurotech overview

- ✓ Medical device company, focussed on the development & commercialisation of **regulated medical solutions** for **diagnosis & treatment of neurological disorders**
- ✓ **Flagship device Mente Autism** provides home-based neurofeedback therapy to children on the autism spectrum
- ✓ Expanding the geographic reach of Mente Autism with various **distribution agreements** signed
- ✓ Continued validation of Mente Autism with **outstanding results** from the independent US Clinical Trial
- ✓ Now at inflexion point for Mente Autism with recent first shipment of improved devices
- ✓ **Continued focus** on R&D, product improvement & increasing awareness
- ✓ **Strong leadership** with highly qualified board & senior management team

# Capital structure & key shareholders

## Market Capitalisation & Enterprise Value

	Units	Value
Ordinary shares	m	109.0
Options	m	10.9
<b>Fully diluted capital<sup>1</sup></b>	<b>m</b>	<b>119.9</b>
Share price (as at 7 August 2018)	A\$	0.155
Fully diluted market capitalisation (as at 7 August 2018)	A\$m	18.6
Net debt / (cash) <sup>2</sup>	A\$m	(2.2)
<b>Enterprise value</b>	<b>A\$m</b>	<b>16.4</b>

## Substantial Shareholders

Shareholders	Ordinary Shares	% <sup>3</sup>
Adrian Attard Trevisan	20.1	18.5%
SG Hiscock & Co	9.7	8.9%
Tribis	5.4	5.0%
<b>Sub-total</b>	<b>35.2</b>	<b>32.4%</b>
Other shareholders	73.8	67.6%
<b>Total shares</b>	<b>109.0</b>	<b>100.0%</b>

### Notes:

- Includes all 10.9m options with an exercise price of \$0.20.
- As at 30 June 2018.
- On an undiluted basis.

## Share Price / Volume History (A\$; millions)



# Highly experienced board



**Peter O'Connor**

Chairman (Non-Exec)  
MA, Barrister-at Law

- Deep experience in global funds management, asset allocation & manager selection advisory
- Held senior public company directorships (UK, Canada & Australia)
- Non-executive director of Northern Star Resources (ASX:NST)



**Peter Griffiths**

Deputy Chairman &  
Non-Exec Director  
B.Sc. (Hons)

- 20 years of senior level leadership experience in software & data analytics with CA Technologies, IBM & Cognos
- Experience in management consulting & financial services
- Responsible for investment & strategy across five business units at CA Technologies, driving leadership in enterprise & growth markets



**Dr David Cantor**

Non-Exec Director  
Ph.D

- Highly distinguished clinician, neuroscientist, program developer with career spanning over 40 years
- CEO & Clinical Director of Mind & Motion Development of Georgia, a multidisciplinary treatment facility providing a range of diagnostic & treatment services to children & adults
- CEO & Managing partner of BrainDx, a software company that develops functional brain analytic software



**Wolfgang Storf**

Chief Executive Officer

- 20+ years experience in commercial, technical, operations & R&D in the pharmaceutical & medical industry, both for multinational & private businesses
- Previous roles include CEO of Novartis-Sandoz, GM of Johnson & Johnson & other senior management positions covering Europe, Latin America, Middle East, Africa, Canada & Asia



**Simon Trevisan**

Non-Exec Director  
B.Ec, LLb (Hons), MBT

- 20+ years of experience in public & private investments, corporate finance & management of large public & private businesses
- Managing Director of Tribis & Iris Residential
- Director of Assetowl Ltd (ASX:AO1), Zeta Petroleum (ASX:ZTA) & BMG Resources (ASX:BMG)



**Cheryl Tan**

Non-Exec Director  
B.Sc (Hons), B.Comm

- 10 years of experience in corporate advisory & finance industry, across wide variety of engagements including project financing, general corporate advisory & M&A
- Associate Director at Azure Capital Ltd

# Autism Spectrum Disorder (ASD)

- ASD (or autism) is a lifelong development condition
- **One in 68 children** have some form of ASD
- **There is no cure**, so the goal of every treatment is to:
  - Manage or reduce symptoms
  - Lower the risk of additional developmental delays
  - Improve lifestyle
- Patients have difficulties in learning, social interaction, communication, restricted & repetitive interests & behaviours, & sensory sensitivities
- Estimated financial impact:
  - **A\$50-60,000 p.a.**<sup>2</sup> best practice management in Australia
  - **US\$1.4-2.4 million**<sup>3</sup> lifetime cost of autism

## Standard treatments include<sup>1</sup>

Behaviour & communication therapies  
(structure, direction & organisation for patient)

Educational therapies  
(occupational, sensory or speech therapy)

Medication  
(generic neuro-blockers, prescribed by medical practitioners)

Neurofeedback  
(EEG testing / monitoring at clinics)



**Mente Autism is the first medical device to bring a highly specialised & clinical grade treatment safely & affordably into the home**

### Source:

1. As presented at the International Brain Stimulation Conference, March 2015
2. Study commissioned by the National Disability Insurance Scheme (to be released in 2016; "Autism experts' alarm over NDIS problems." the Australian, 20 Jan 16).
3. The Cost of Autism Spectrum Disorders in the UK & the US (JAMA Pediatric Journal, 9 Jun 14).



# Market positioning & opportunity

## Medical Neurotechnology

- Understanding & influencing the brain & nervous system
- 'Next frontier' in medical science
- **More than two billion people** suffer from a brain / nervous system illness
- **More than US\$3 trillion economic burden** on brain related illness
- **More than US\$169 billion in revenue** generated by medical neurotechnology market in 2014 (5% growth rate)

# Neurotech

sits at the confluence of  
two key growing  
industries

## Clinical Grade Home Care

- Health care moving toward precision-based personal care
- Particularly for lifestyle disorders & chronic disorders
- Driven by increased diagnoses & technological advances to bring hospital treatments & technologies into the home
- Increased adoption of regular monitoring to improve lifestyle & reduce medical costs
- Critical that clinician is still involved
- **Estimated US\$16.9b global revenue** for home based devices by 2019 (7% p.a. growth from 2013 - 2019)

# First target consumer market – Europe

## United Kingdom

Population: 65 million

Target market: 32,500

## Germany, Austria & Switzerland

Populations: 98 million

Target market: 49,000

## Italy

Population: 61 million

Prevalence of autism: 1%

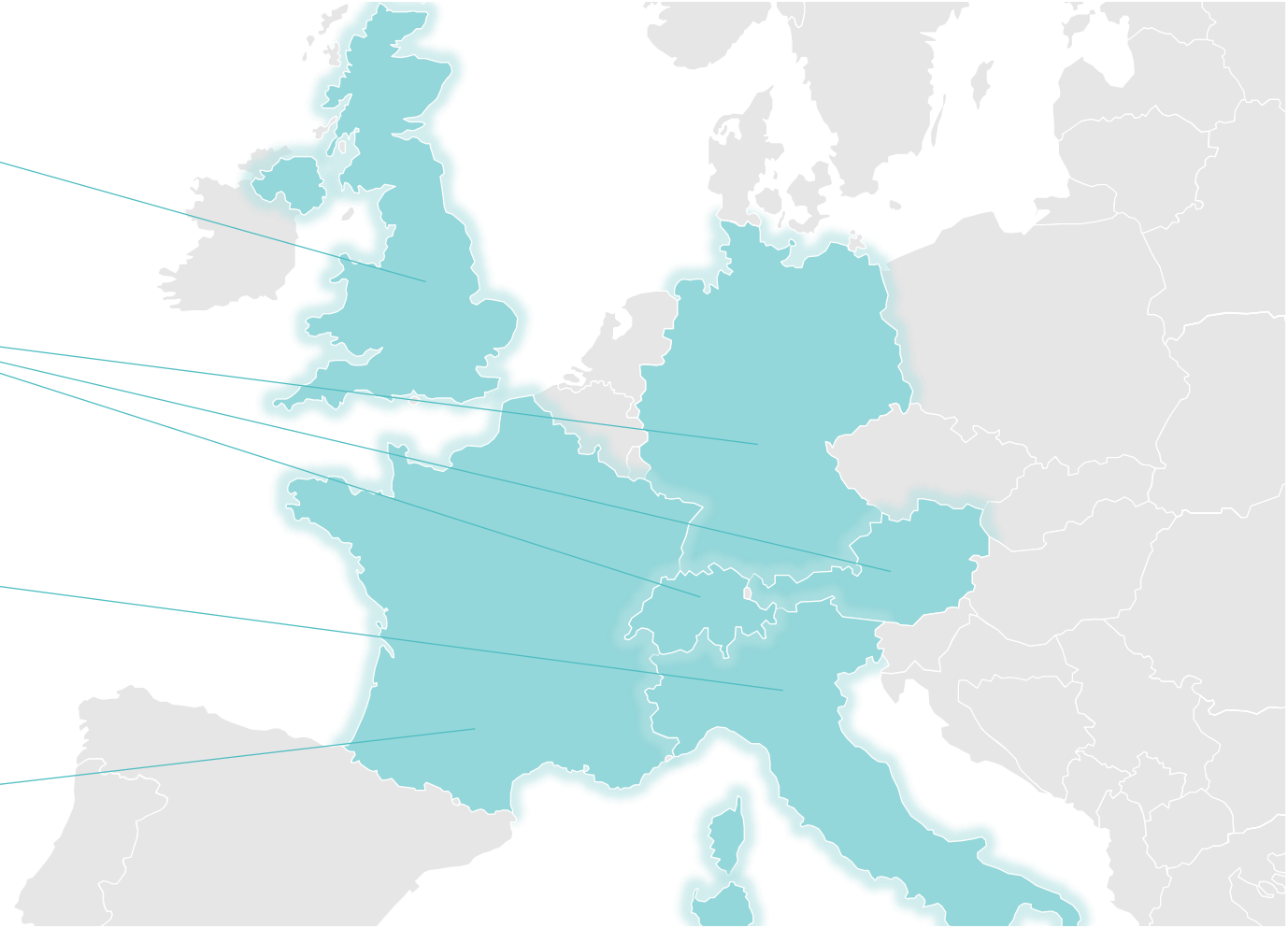
3-12 years target segment: 10% of autistic sufferers

Target market: 50% of segment, i.e. 30,500

## France

Population: 66 million

Target market: 33,000



**Seeking to penetrate >140k consumer market over next 24 months**



# Mente Autism – how it works

- Autism has been linked to an excess of low-frequency Theta & Delta waves, &/or an excess of high frequency Beta waves, which have been shown to affect the way information is processed.
- Using clinical-quality 4-channel EEG device, Mente Autism is able to tune into these unique brainwave signatures, to produce auditory stimulation at specific frequencies.
- Through delivering these frequency-specific binaural beats, the device helps to rebalance brainwave patterns, to promote positive cognitive & behavioural outcomes.



1 Mente Autism establishes an Access Point connection.

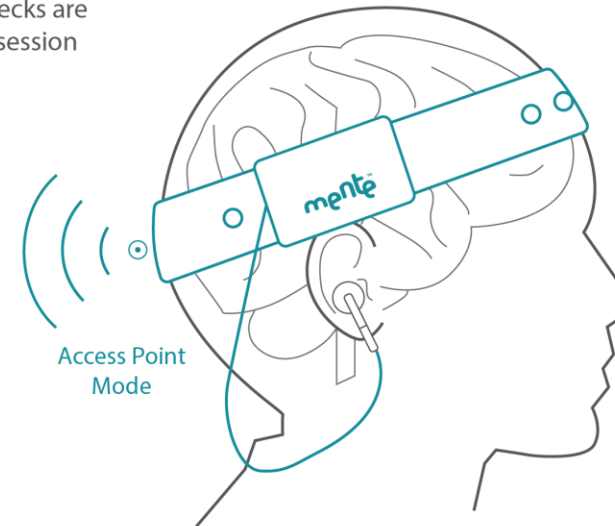
3 Session begins. Brainwaves are acquired

4 Mente Autism algorithms process the brain waves and deliver auditory feedback.

5 Auditory feedback consists of different binaural beats that are tailored on EEG activity.

6 Binaural beats aim to 'train' EEG activity into a desired frequency.

7 A closed loop is created by monitoring the resulting brainwaves and then modulating the soundwaves.



9 The App connects to a Wi-Fi connection and the session data is uploaded to the Mente Cloud. The report can be viewed via the App or the user dashboard.

8 Session ends automatically after 40 minutes. The session data is transferred from the device to the App.

# Improved Mente Autism device now available

## Complete Mente Autism Kit



*Comprising headband, power supply, earphones, sensors, Quickguide, cloud system & ongoing updates.*

*Sensors, earphones & power supply are available for purchase separately.; tablet is optional*

## What's new in the improved Mente?

- ✓ wi-fi connectivity
- ✓ synchronisation
- ✓ usability
- ✓ firmware
- ✓ application

Manu. Price €280 (ex. VAT)

RRP €1,700 (ex. VAT)

RRP €1,850 with tablet (ex. VAT)

# US clinical trial

- Carried out by Florida's Carrick Institute, the trial was a randomized-controlled, double blind investigation that compared Mente Autism with a control (or sham) device over 12 weeks
- Mente Autism was found to significantly improve cognitive, postural & behavioural outcomes:
  - Significant reductions in Delta, Theta & high Beta brain waves
  - Significant improvements to sensorimotor behaviour & posture
  - Significant reduction of autistic behaviours
  - Improvement of social engagement & executive function
- 83 subjects recruited for the trial with 34 participants completing it – ages ranged from 5 to 17 years
- Positive results of the trial suggest Mente Autism is uniquely placed to target autism as a home-based neurofeedback tool
- The full results were published in July by peer-reviewed medical journal Frontiers in Neurology: <https://bit.ly/2KyZn0n>

# Multi-site studies

Type	Lead investigator	Scope	No. of subjects	Impact	Timeline
US Clinical Trial (completed)	Prof. Frederick Carrick	United States	34 (completed trial)	Validate effectiveness of Mente Autism; can support submission to US-FDA	Completed
Small, multi-site studies*	Various academic partners	Europe, Australia, Middle East	40 – 80 (TBC) across various sites	Continue to build awareness of Mente Autism in the market across different regions; support reimbursement process in some cases	Starting Sept 2018

*\*Cost of these projects will largely be borne by research institutions and associated grant funding. Neurotech will donate research units and analytical support towards the studies.*

# Certifications

The Mente Autism device already has European CE Marking & TGA Registration, thus enabling sales in Europe, Middle East & Australia. The Company will seek to also obtain US FDA clearance for the device.

## Current Certifications & Registrations

**CE 0426** CE Marking

- Mente Autism & Mente Autism predecessor (Mente 2) both classified as a Class IIa medical device
- Regulated under the European Union Council Medical Device Directive 93/42/EEC



ISO 13485  
Certified

- AAT Medical is ISO 13485 certified
- Meets specific requirements & guidelines for a quality management system, to develop & provide products & services, that consistently meet both customer & regulatory requirements
- Updated certification October CY2017



TGA  
Registration

- Mente Autism is included on the Australian Register of Therapeutic Goods as a biofeedback system in the Medical Device Class IIa category

## FDA Submission Process via De-Novo application

- ✓ Pre-submission package filed: Mar 2017
- ✓ Pre-submission meeting: Jun 2017
- Final submission targeted: Q3 2018
- FDA clearance targeted: during 2019

# Distribution network



- Marketing & distribution partner in Australia



Marketing & distribution partner in Italy



- Marketing & distribution partner in Germany & Switzerland



- Marketing & distribution partner in Greece & Cyprus



- Marketing & distribution partner in Austria



- Marketing & distribution partner in Turkey





# German market entry strategy

- Neurotech appointed German distribution partner VDT Psychologie Medizinvertrieb – April 2017
- Three-step approach to creating structure to develop a successful market in Germany:
  1. Appoint distribution partner (complete)
  2. Build medical professional network in collaboration with distribution partner (ongoing)
  3. Create awareness about Mente Autism through local PR agency & participation at conferences
- 15 medical professionals have received training on Mente
- Targeting community of 25 trained medical professionals by end of 2018
- Network will be expanded through 2019 as awareness of the product increases



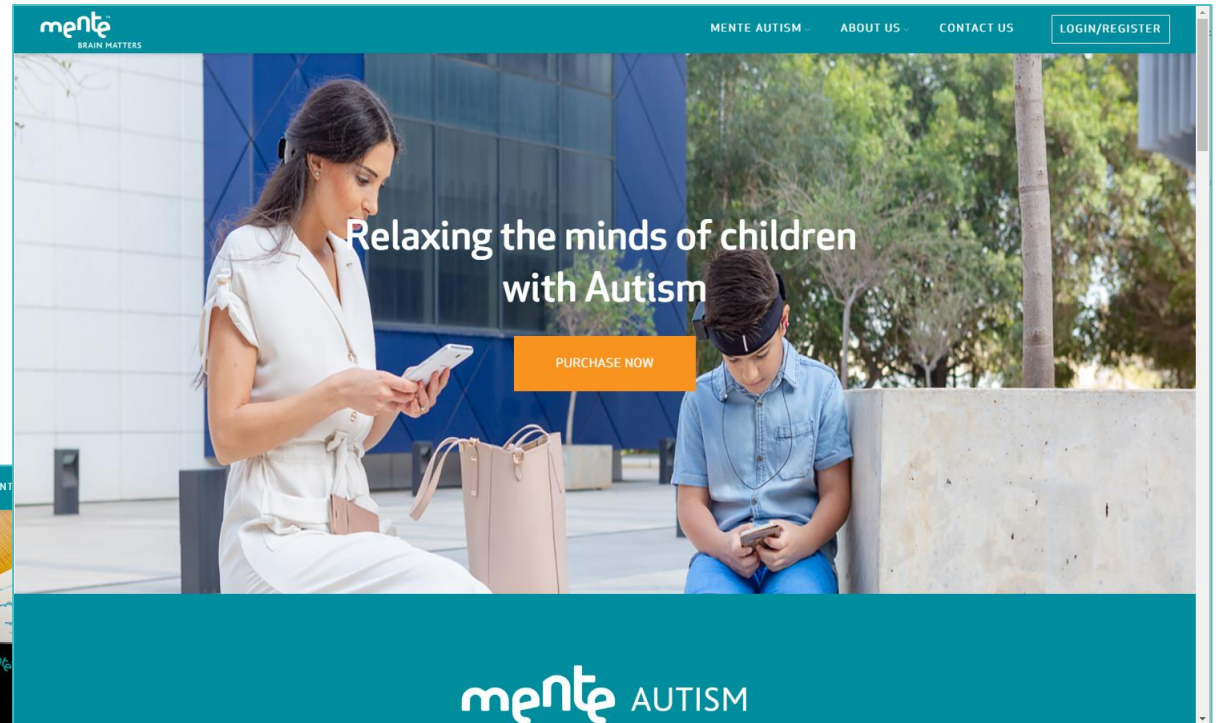
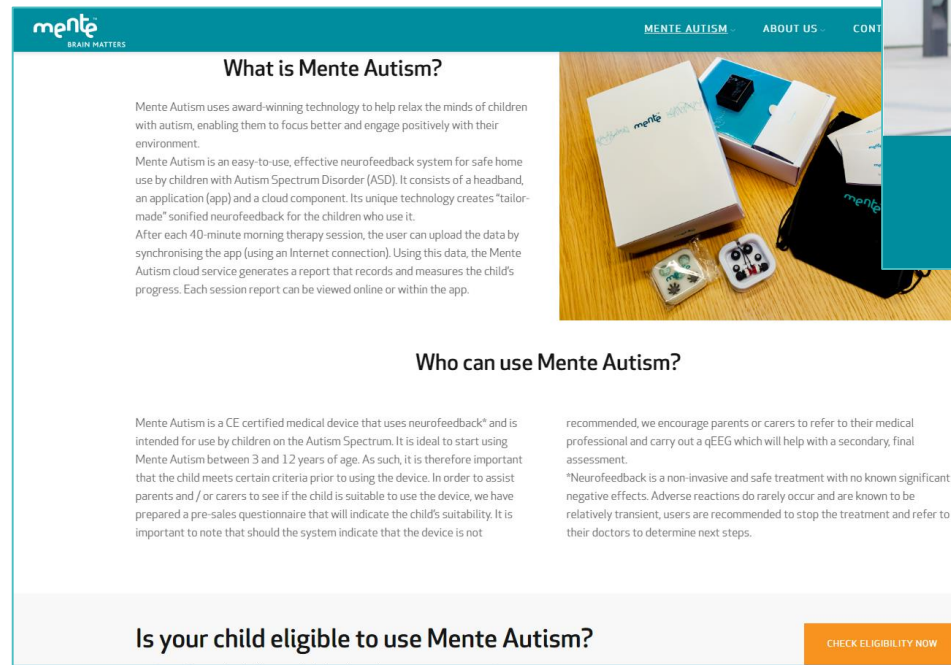
# Italian neurofeedback centres & endorsements

- Opening of first neurofeedback centres in Italy – Orvieto, Canosa di Puglia & Caserta
- Plans to open neurofeedback centre in Sardegna
- Three endorsement videos by medical professionals, available on the Mente website
- Increasing number of testimonials from satisfied parents



# Updated Mente Autism website

- ✓ Fresher look with new imagery
- ✓ Direct 'calls to action'
- ✓ Pre-sales assessment to gauge eligibility to use Mente Autism
- ✓ Usability improvements



[www.mentetech.com](http://www.mentetech.com)



# Marketing activities & spreading awareness

- ✓ Direct mailing to contacts
- ✓ Outreach to media & press contacts
- ✓ Social media activity to target potential customers
- ✓ Autism group events
- ✓ Dedicated Mente pages on distributor websites



# Key achievements & next milestones

## Latest Achievements

- ✓ **June 2018:** Endorsement videos from Italian medical professionals
- ✓ **June 2018:** New testimonials from Italian parents
- ✓ **July 2018:** Publication of US trial results in peer-reviewed *Frontiers of Neurology*
- ✓ **July 2018:** Production of updated & Improved Mente Autism begins
- ✓ **August 2018:** First shipments of updated Mente Autism to Australia, Europe, Middle East
- ✓ **August 2018:** Contracts signed for multi-site studies in Europe & Middle East

## Looking Forward...

- **August 2018:** Initiation of reimbursement preparation process in Australia
- **September 2018:** Commence multi-site studies in Europe to promote awareness & acceptance
- **September 2018:** US FDA submission
- **October 2018:** ISO 13485 annual audit
- **Q1 CY19:** Mente Autism registration process begins in Taiwan
- **Q2 CY19:** US FDA clearance (expected)
- **Ongoing in 2019:**
  - Country distributor expansion
  - Reimbursement applications
  - US market entry preparation

# Contact Details



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