

# Neurotech

## Investor Presentation Strategic Review and Capital Raise

**Perth, Australia & Malta** – 29 January 2019 – Neurotech International Limited (ASX: NTI) (“Neurotech” or “the Company”) refers to the Investor Presentation released earlier today and now releases an amended version (attached) updating a reference on the Board and Adviser section only.

-ends-

### About Neurotech

Neurotech International Limited is a medical device and solutions company incorporated in Australia and operating through its wholly-owned, Malta-based subsidiary AAT Research Limited. Neurotech’s primary mission is to improve the lives of people with neurological conditions, with a vision of becoming the global leader in home-use and clinical neurotechnology solutions that are both accessible and affordable. Through flagship device *Mente* and its associated platform, Neurotech is focused on the development and commercialisation of technological solutions for the screening and treatment of symptoms associated with conditions such as autism.

*Mente* is the world’s first home therapy that is clinically proven to increase engagement and improve relaxation in autistic children with elevated Delta band brain activity.

For more information about Neurotech and *Mente* Autism please visit:

<http://www.neurotechinternational.com>.

<http://www.mentetech.com>.

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## Investor Presentation Strategic Review and Capital Raise

Neurotech International Limited (ASX: NTI) | 29 January 2019

# Neurotech

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# Overview

- Neurotech is focussed on the development & commercialisation of **neurological solutions that improve quality of life**
- **Our flagship Mente device and therapy is the world's first home therapy that is clinically proven to increase engagement and improve relaxation in autistic children with elevated delta band brain activity**
- Following significantly positive results from a 2018 clinical trial, a review of our strategic direction has prompted a shift to leverage a proven technology to:
  - **Expand Mente's use beyond autism**, to target a broader market
  - **Drive affordability for consumers** by focussing on a per session subscription model
  - **Drive value proposition for clinics** by packaging otherwise specialist neurofeedback treatment, and creating a new recurring, clinic revenue stream
- This sits in line with **our vision of bringing clinical grade, wearable and portable neurotechnology into the home, making it affordable and accessible to those who need it**
- Neurotech is seeking to **raise up to A\$3.3 million** at 3 cps via a 1 for 1 renounceable rights issue to execute on the strategy and fund operations for the next 12 months. Each right will come with a 1 free attaching option, exercisable at 6 cps on or before 31 March 2021

# Highly Experienced Board & Advisers

Board & Management



**Peter O'Connor**

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

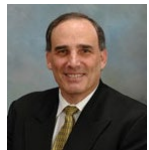
- Deep experience in global funds management, asset allocation & manager selection advisory
- Held senior public company directorships (UK, Canada & Australia)
- Non-executive director of Northern Star Resources (ASX:NST)



**Peter Griffiths**

Chief Executive Officer  
& Managing Director  
B.Sc. (Hons)

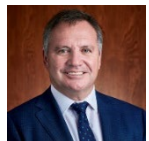
- 20 years of senior level leadership experience in software & data analytics with CA Technologies, IBM & Cognos
- Experience in transitioning and scaling cloud software business
- Responsible for investment & strategy across five business units at CA Technologies, driving leadership in enterprise &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



**Dr David Cantor**

Non-Exec Director  
Ph.D

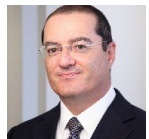
- Highly distinguished clinician, neuroscientist, program developer with career spanning over 40 years
- CEO & Clinical Director of Mind & Motion Development of Georgia, a multidisciplinary treatment facility providing a range of diagnostic & treatment services to children & adults
- CEO & Managing partner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



**Dr Neale Fong**

Non-Exec Director  
MBA, MBBS

- Registered medical practitioner with +35 years experience in a wide range of leadership roles in the private & public hospital system
- Executive Chairman of Bethesda Health care, Chair of the WA Country Health Service, the WA Governments' Ministerial Council for Suicide Prevention & National President of the Australasian College of Health Service Management



**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)

Advisor



**Dr Adrian Attard Trevisan**

Founder, Ph.D

- Neuroscientist, founder of AAT Research & key developer of Mente
- PhD in Human Physiology (Università degli Studi di Milano), Masters in Engineering & Audiological Sciences
- Research Fellow at Bedfordshire Centre for Mental Health Research (BCMHR) in association with the University of Cambridge

“It’s pleasing to see the renewed focus and energy in the company. The strategy of enabling clinics with the Mente therapy and building on the unique values with artificial intelligence and software automation is where I believe Mente can really make a difference in the world.”

Dr Adrian Attard Trevisan, Founder

**New Strategic Direction**

# New Model Strategic Highlights



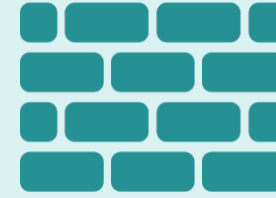
## Steady Recurring Revenue with Pathway to Significant Growth

- The new subscription model envisages a higher proportion of recurring revenue stream through the ongoing sale of therapy sessions to clinics
- Neurotech anticipates a reduction in the volatility of future earnings and an uptick in gross margins as the clinic base grows
- The therapy model greatly reduces the initial outlay required to get started with Mente and aligns with the medical consumables approach
- Over time and based on patient success and ongoing usage, the therapy model is more profitable and scalable through the expansion of therapy options



## Significantly Broadened Market Beyond Autism

- Mente will be repositioned as a neurofeedback device that is able to address a range of behaviours (such as lack of engagement or focus) rather than concentrating solely on the condition of autism
- Importantly, there is no change in the hardware or therapy algorithms required – it is already independently proven to work, in a sample set of autistic children – the neuro-profile addressed by the therapy is common across a number of neurological conditions
- The approach materially extends the range of children that the technology is able to benefit and broadens our addressable market



## Lower Adoption Barriers & Clinics are Aligned to Grow Revenue

- New model eliminates the high initial capital outlay from patients which provides a low resistance entry for Mente into the market
- Mente bridges the gap between specialist neurofeedback treatment and clinics who treat patients with a range of difficulties, including autism, ADHD, lack of sleep, etc.
- It does so by packaging proven therapy into sessions, which the clinics on-sell to their patients as part of a wider treatment plan
- Creates a simple, new and recurring revenue stream for clinics



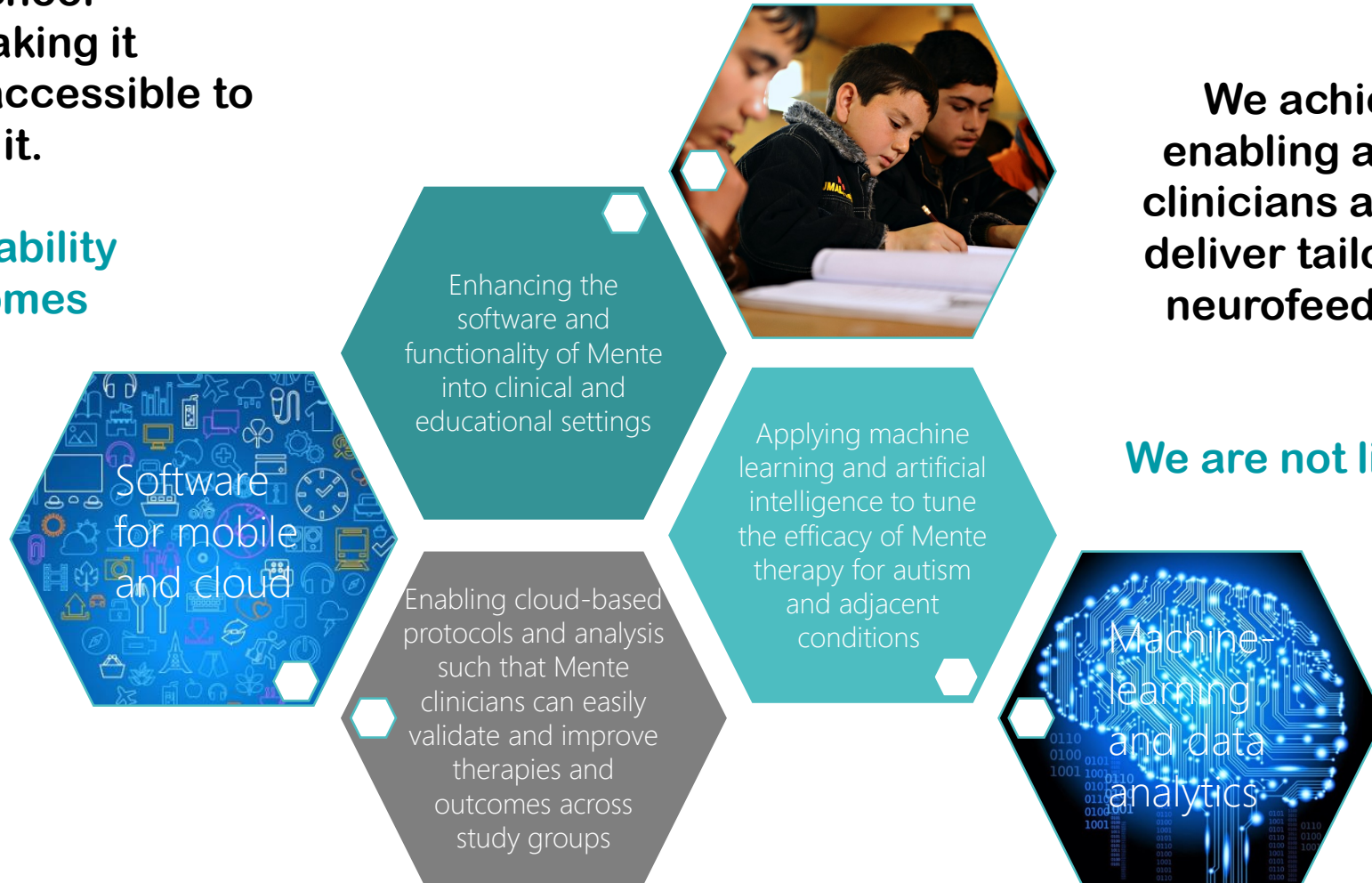
## Reduced Reliance on Distributors

- Majority of sales & marketing efforts will be directed to clinics and therapists
- Digital Marketing, eCommerce and Logistics services will be integrated to scale the model
- Regional Partners will be selected on their ability to scale and enable clinical networks
- Existing distribution network remains in place and will be transitioned overtime
- This brings the Company much closer to the customer, leverages digital best practices and the enables learning, refining and scaling of distribution practices to occur much more quickly

# Our Vision

Bringing clinical grade, personalised neurotherapy into the home and school environment, making it affordable and accessible to those who need it.

Increasing availability  
Improving outcomes



We achieve this through enabling and empowering clinicians and therapists to deliver tailored and proven neurofeedback therapy to their patients.

We are not limited to autism



# Our Product is **mente**

Neurotech

{  
relax  
engage  
focus  
}



## Proven

The world's first home-based brain training therapy that is clinically proven to increase engagement & improve relaxation in autistic children with elevated delta band brain activity

## Adaptive

Each Mente device analyses the individual's EEG & delivers personalised brain training in an audio therapy session where the child can continue with their typical morning routine

## Complementary

Enables clinics, doctors & therapists to expand their practice into the home with a unique therapy

## Minimally Disruptive

The child continues with their typical routine, supporting them in regular school learning & social activities

# Science Supported by Positive Feedback

In 2018, a US independent, double-blinded clinical trial for autistic children found:

- **Significant reductions in abnormal levels of brainwaves**
- **Improvement in balance**
- **Positive effects and a reduction of autistic behaviours**
- **Parents indicating significant improvements in social skills and communication of their children**

Feedback from Italy, Germany and Turkey on Mente's efficacy is **highly aligned** with these findings, with parents pointing to:

- **Improved communication skills**
- **Improved behaviour**
- **Longer attention span**
- **Longer learning times**
- **Enhanced creativity**



"The improvements we have noticed are a better approach with his schoolmates... that has been seen by his teacher too."

Cristina, 8 y.o. Manuel's parent, Italy. Oct 2017

"My hopes were boosted when I heard his first word – "father". I will continue to use Mente Autism – within a short time my son has benefited a lot from the therapy."

Sadiye, 4.5 y.o. Samet's mother, Turkey. Aug 2018

"After 10 days of use, Kivanç was calmer and more open to receiving instructions..."

Special Education Teacher of 7 y.o. Kivanç, Turkey. Aug 2018

"We heard him speak his first words – mummy, daddy, come."

Parents of 7 y.o. boy, Turkey. Aug 2018



"... he started to draw as a means of recreation and with greater attention to descriptive detail that he never showed before..."

- Fabio & Cristina, 11 y.o. Samuel's parents, Italy. Oct 2017

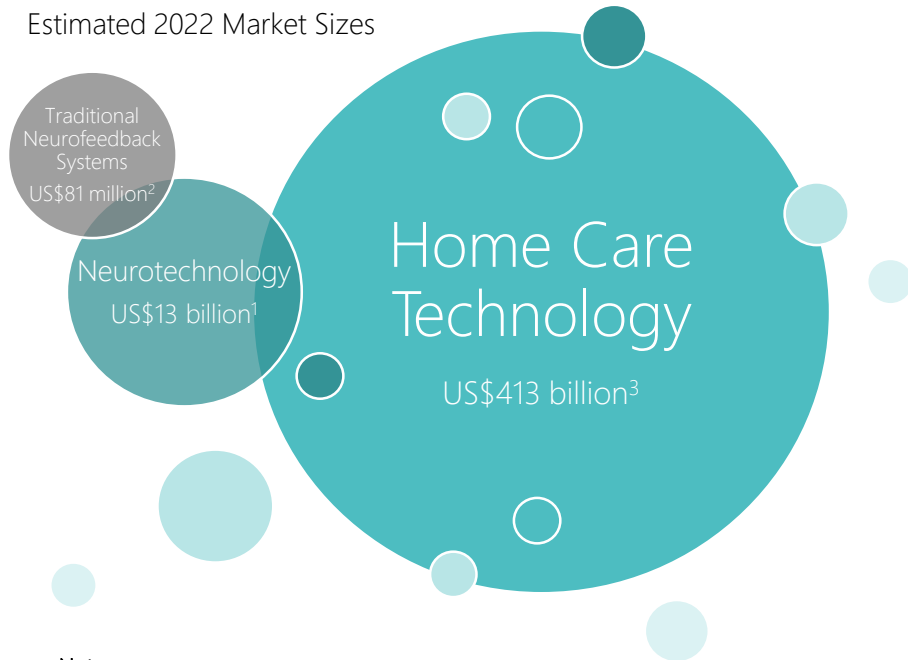
"Since he started using Mente Autism, Mert is talking a lot more, his reactions to conversations have got better and his behaviour in kindergarten has improved."

Sendogan Demirtas, 5 y.o. Mert's parent, Germany. Aug 2017

# Market Opportunity

Neurotech continues to be positioned between two growing trends of interest in neurotechnology & technology-enabled home care...

Estimated 2022 Market Sizes



Notes:

1. The Market for Neurotechnology: 2018 – 2022 – A market research report from Neurotech Reports.
2. Global Neurofeedback System Market Analysis 2012-2017 & Forecast 2018-2023.
3. Home Care Technology: 2018 – 2025. Grand View Research.
4. Autism prevalence ranges from 1 in 59 ([Centres for Disease Control](#)) to 1 in 160 ([World Health Organisation](#)).
5. ADHD prevalence occurs at a rate of 1 in 20 ([American Journal of Psychiatry 2007; 164:942–948](#)), noting that ADHD affects an estimated 30 – 60% of children with autism ([Autism Speaks](#)).

... & our addressable market is much broader than autism

- While the 2018 clinical study focussed on children with autism, its findings & the **existing** Mente technology are applicable to children who exhibit similar behavioural traits, such as lack of attention, focus & engagement
- ... **significantly broadening our potential market**
- Prevalence rates for autism & ADHD in children in the UK, US & Australia are shown below to illustrate:

Children who have trouble learning, focussing, being engaged, sleeping, relaxing...



# Target Buyer

The market entry strategy will funnel from a targeted but sufficiently broad marketing campaign that focuses on clinics and therapists involved with early learning difficulties, playing into the behavioural traits (lack of attention, engagement) that Mente is seeking to modulate.

- The new business model has a much stronger focus on **clinicians and therapists** as Neurotech’s target customer
- These clinicians:
  - Are in charge of delivering a package of patient care and determining appropriate treatment in deploying Mente
  - Form the primary (and trusted) channel to the parents and children
- Neurotech considers clinics which form **touch points to children and young adults with early learning difficulties as high priority**. These include the following clinic types:
  - Psychiatry
  - Neurology and Rehabilitation
  - General Care
  - Learning Disabilities
  - Mental Health
  - Occupational Therapy

An indication of the clinicians who could be targeted are shown below:

Practicing Clinicians and Therapists	United States	United Kingdom	Netherlands	Australia
Population (2017)	326 million	66 million	17 million	25 million
Psychiatrists	139,700	11,914	3,899	3,236
Psychologists	166,600	39,000	2,000	28,972
Neurologists	16,366	1,755	1,241	539
Occupational Therapists <sup>1</sup>	130,400	1,478	2,713	3,586
Total Clinicians ex. Occupational Therapists	<b>322,666</b>	<b>52,669</b>	<b>7,140</b>	<b>32,747</b>

Higher priority

<sup>1</sup>: Would seek to target those working with children with learning difficulties, and this could reduce the numbers.

The new model has been developed with input from clinical leaders and distributors in the US, UK, Netherlands, Italy, Greece and South Africa. Outreach with an initial group of UK clinics is under way, and to the extent possible, existing Mente distributors will be transitioned to the new subscription model over 2019.

# Scale and Accelerate from Early Usage Success

Mente Active Users



“The interest in Mente has been incredible and global following our publication of our clinical trial.

We receive comments and notes from physicians throughout the world asking about obtaining Mente for their patients. There is a special interest in the United States and Canada with both doctors and clinics hoping that Mente will be available soon.

As such I hope that you might be able to introduce it into these markets so that physicians might be able to help so many patients and their families that are in need.

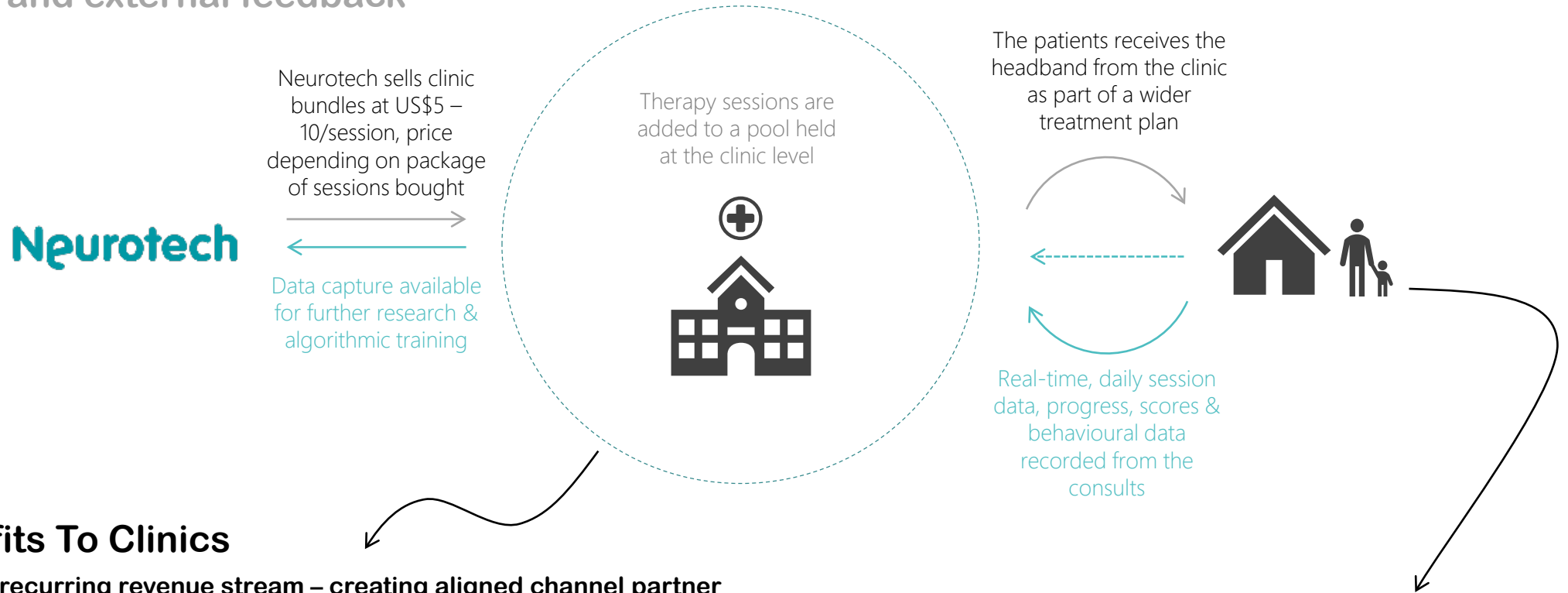
It appears to me that the technology is well suited for non-autism syndromes such as acute brain injury and a variety of neurological disorders. There is excitement to study its effectiveness and contribution to the diagnosis and treatment of brain functional disturbances in general”.

Professor Frederick R Carrick

Roland Blaauw Professor of Neurology & Senior Research Fellow BCMHR in association with University of Cambridge

# New Subscription Model & Clinic Approach

... based on intensive internal review and external feedback



## Benefits To Clinics

- New, recurring revenue stream – creating aligned channel partner
- Expands revenue & reach beyond physical clinic – creating leverage
- Low risk start up – with potential to recover outlay within a few months
- Easy to administer & access to own client info
- Fits into existing & well understood medical consumable models
- Online training & support provided by Neurotech

## Benefits To Parents & Children

- Access clinical grade, proven, neurofeedback therapy from the home
- Supplements clinic's existing treatment plans
- Clinic provides an additional point of support & follow-up

# Subscription Model – Example Pricing For Clinics

## Starter Packs

- Includes headbands and an embedded requirement for clinics and clinicians to be trained and certified
- Designed to cover the cost of headband (€300) and a portion of loaded costs – acts as a marginal loss lead to therapy only subscription
- The Starter Patient Packs are currently designed for 9 - 12 weeks of therapy (average of 5 sessions per week)
- Includes a 30 day return guarantee

€499

Patient Pack

1 Headband  
45 Therapy Sessions  
On-Line Training & Certification

€11.09/session  
45 sessions per headband

€2,250

Clinic 5 Pack

5 Headbands  
250 Therapy Sessions  
On-Line Training & Certification

€9/session  
50 sessions per headband

€4,500

Clinic 10 Pack

10 Headbands  
600 Therapy Sessions  
On-Line Training & Certification

€7.50/session  
60 sessions per headband

## Therapy Only

- Headbands have already been acquired by clinic, and only top-up therapy sessions are required
- Costs relate to data analysis, storage and transfer, as well as ongoing clinic support
- Our model assumes that Clinics will be eligible for a new Headband after completing 500 therapy sessions

€299

50 Therapy Top-Up

€5.98/session

€499

100 Therapy Top-Up

€4.99/session

€899

200 Therapy Top-Up

Clinic Promotion

€4.50/session

€1,699

400 Therapy Top-Up

Clinic Promotion Referral Priority

€4.25/session

Pricing plans for USD, GBP, EUR and AUD to be built

# Our Strategic Horizons

## HORIZON 1

Prove Go To Market (GTM) model in UK

0 - 6 months

### GTM: SUBSCRIPTION

- Focus GTM on the Clinical Therapy & Clinic Business Model
- Reset Pricing to Subscription – Easy to Start
- Build in UK & Netherlands with goal to **target €100k annual recurring revenue (ARR) by Jun 2019** (100 patients)
- Embed technology partner for quantitative EEG & screening
- Work with existing distributors to progressively transition to new model

## HORIZON 2

Expand geographies, expand treatment protocols

3 - 18 months

### PLATFORM FOR GEOGRAPHIC & TREATMENT EXPANSION

- US market entry & European / Australia expansion
- Expand Mente home treatment protocols to address broader symptomatic behaviours such as lack of engagement, focus & inability to relax
- Implement machine learning for treatment guidance, efficacy & personalisation
- **€2,000k target ARR by Jun 2020** (1,500 patients)

## HORIZON 3

Deliver better, multi-faceted product at lower cost

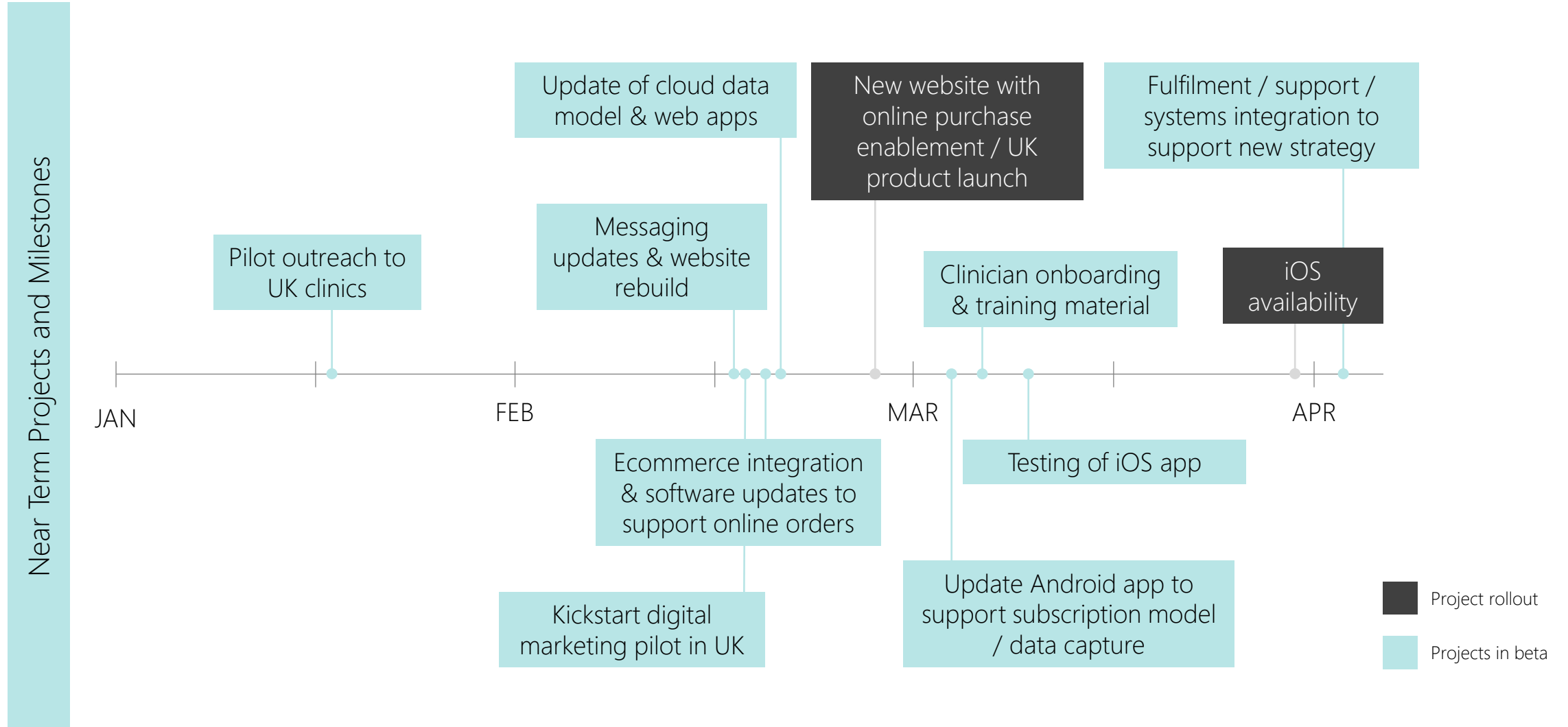
12 - 24 months

### SENSOR HARDWARE & PARTNERSHIPS

- Reduce manufacturing costs from €300/unit to €280/unit by end of Jun 2020
- Improve physical product form
- Expand neurofeedback techniques beyond audio
- Increase home-based EEG resolution & simplicity
- Add synergistic offerings to the clinic to home platform to deliver multi-therapy offering
- **€3,000k target ARR by Dec 2020** (2,500 patients)



# Projects & Milestones Underway



# In Summary...

“The combination of neuro-assessment, neurofeedback and methods of brain entrainment which Mente delivers, uses powerful and state-of-the art techniques to facilitate clinical providers in the field of mental wellness to offer tools for their clients and make many of these tools conveniently utilised in the home, increasing access and helping to reduce costs to the consumer.

Whilst the recent clinical trial focused on children with ASD who exhibited a neurofunctional profile with specific bio markers, these same markers are also common in other conditions and it is reasonable to they can be used under the supervision of qualified clinicians to have a positive effect beyond autism.

The new business model of provider subscription and the potential to expand the scope of clinical treatment to the home presents an interesting opportunity which clinicians should consider as part of an overall practice approach.”

David S. Cantor, Ph.D.

CEO BrainDx, LLC, Neurotech Director and Chairman of the Scientific Advisory Board



# Capital Raising Overview

- Neurotech is seeking to raise up to A\$3.3 million at 3 cps via a 1 for 1 renounceable rights issue to fund operations for the next 12 months
- Each right will come with a 1 free attaching option, exercisable at 6 cps on or before 31 March 2021
- The rights issue price represents a 35% discount to Neurotech's 1 month VWAP of 4.6 cents as at 25 January 2019
- The capital structure outcome, amount raised and use of funds under various uptake scenarios are shown on right

Potential Uptake	50%	75%	100%
Existing Shares	109,620,903	109,620,903	109,620,903
New Shares issued	54,810,452	82,215,677	109,620,903
<b>Pro Forma Shares Outstanding</b>	<b>164,431,355</b>	<b>191,836,580</b>	<b>219,241,806</b>
Existing Options <sup>1</sup>	10,894,390	10,894,390	10,894,390
New Options issued	54,810,452	82,215,677	109,620,903
<b>Pro Forma Options Outstanding</b>	<b>65,704,842</b>	<b>93,110,067</b>	<b>120,515,293</b>
<b>Funds Raised (A\$)</b>	<b>1,644,314</b>	<b>2,466,470</b>	<b>3,288,627</b>

Proposed Use of Funds <sup>2</sup>	A\$	A\$	A\$
Software & Support	440,000	742,000	1,043,000
Production & Quality	164,000	258,000	351,000
Marketing	366,000	511,000	655,000
Research & Development	194,000	319,000	443,000
General Corporate & Working Capital	394,304	528,819	668,501
Capital Raising Costs <sup>3</sup>	86,009	107,651	128,126
<b>Total Uses</b>	<b>1,644,314</b>	<b>2,466,470</b>	<b>3,288,627</b>

**Notes:**

1. Options exercisable at \$0.20, with an expiration date of 30-Nov-2020.
2. EUR denominated costs have been converted at EUR / AUD rate of 0.63.
3. Excluding the costs of placing shortfalls, if any.

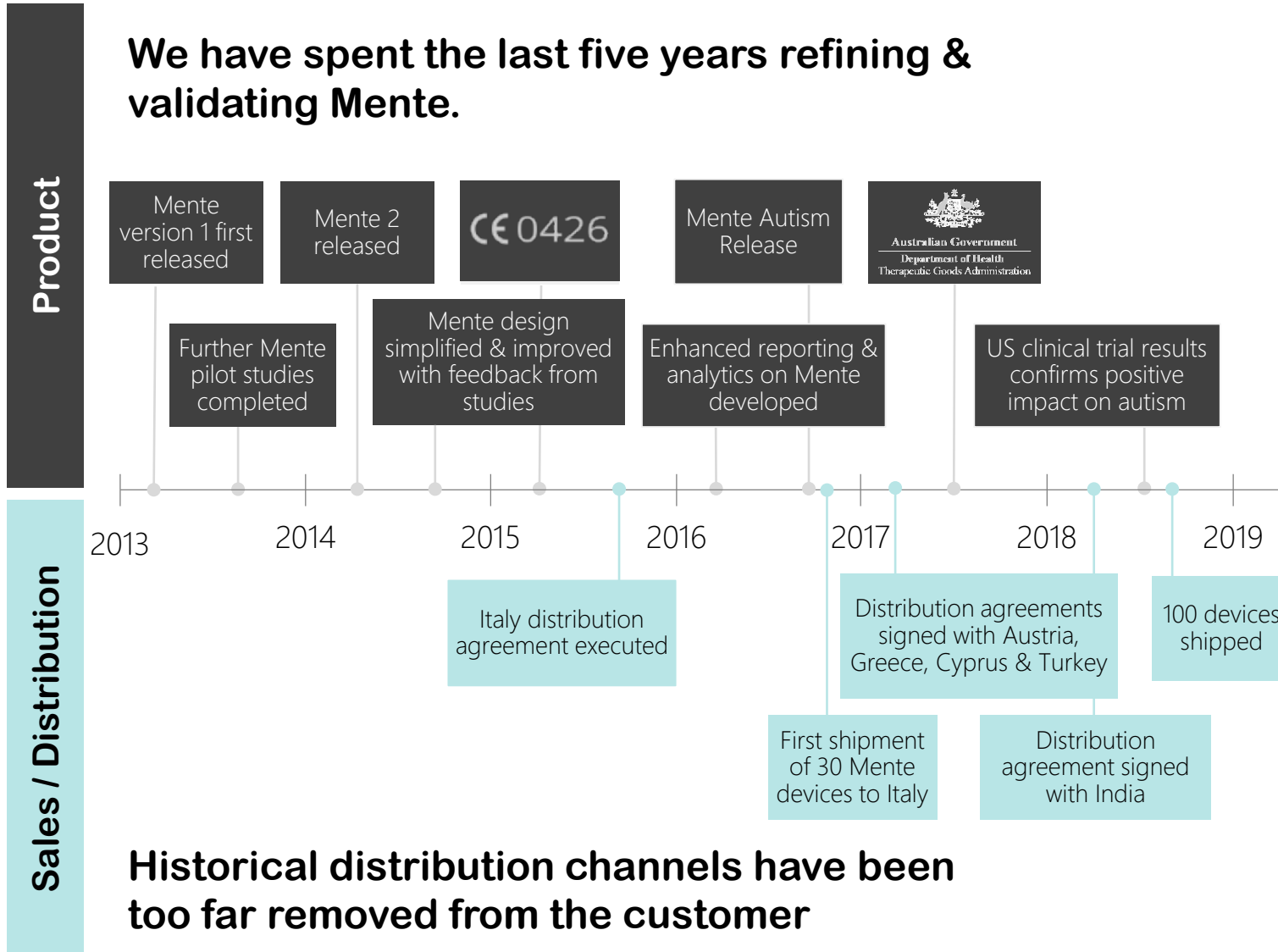
# Capital Raising Indicative Timetable

Item	Indicative Date
Announcement of Offer and lodgement of Offer Documents with ASIC and ASX	Tuesday, 29 Jan
Shares quoted on a “ex-rights” basis and rights trading commences	Friday, 1 February
Record Date to determine entitlements (5pm, WST)	Monday, 4 February
Offer opens	Wednesday, 6 February
Rights trading ends	Wednesday, 13 February
New securities quoted on a deferred settlement basis	Thursday, 14 February
Offer closes (5pm, WST)	Wednesday, 20 February
Issue date	Monday, 25 February
Ordinary trading of new securities commences	Tuesday, 26 February



# Our Journey

**We have spent the last five years refining & validating Mente.**



**In the near term, we are focussed on:**

- Leveraging positive validation of the Mente technology
- Broadening the market so that Mente is more accessible
- Placing Mente in the hands of clinicians as the key channel
- Adopting a subscription model to lower barriers & rapid testing of this model
- Continuous improvement of our algorithms through data capture & machine learning
- Making the device transaction simple & effortless

# The Science Behind Mente

## Personalised & tailored therapy...

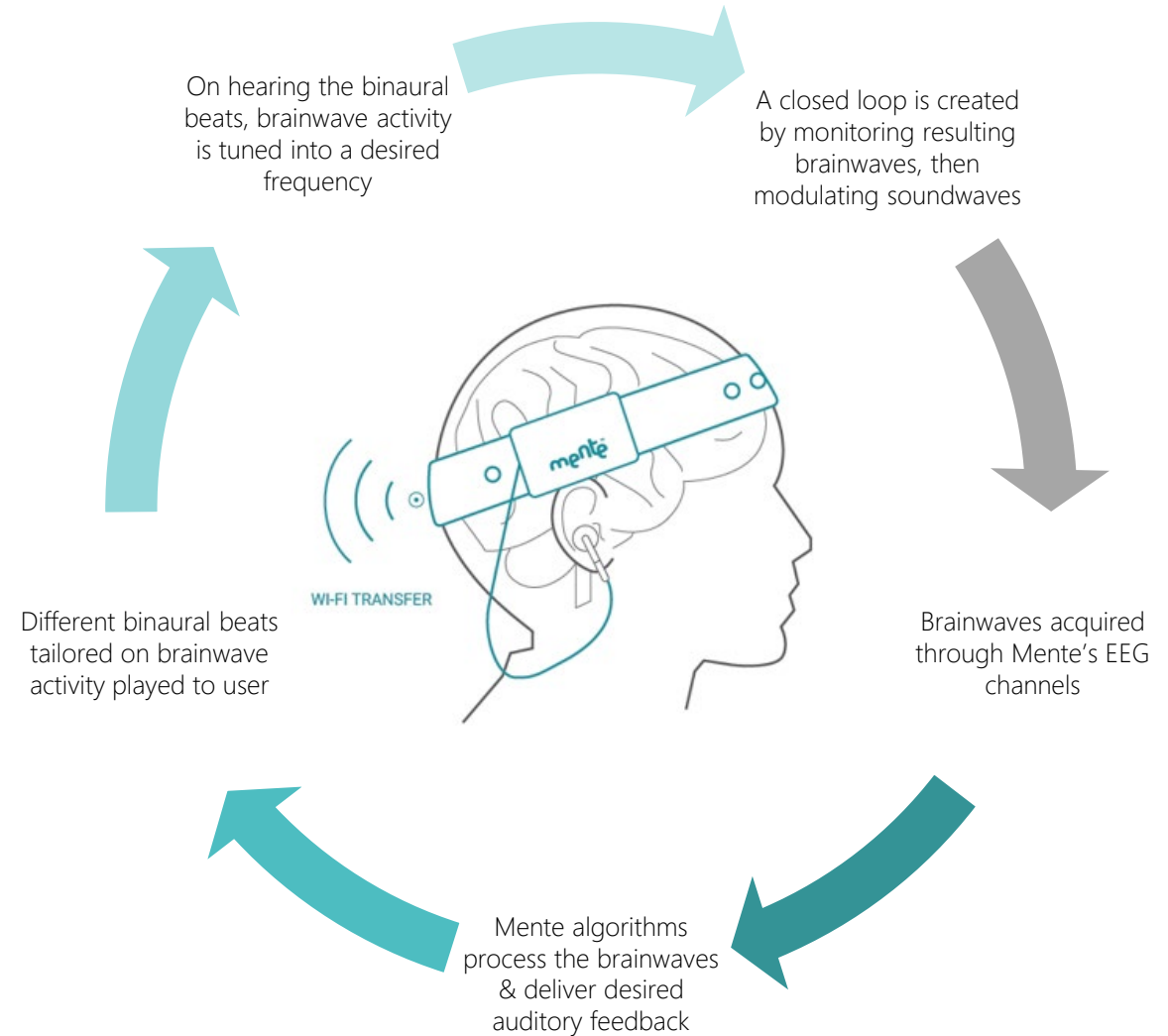
- Recognising that each person is unique & every day is different, Mente takes the individual's unique brainwave patterns in real time to produce auditory stimulation at specific frequencies to promote positive cognitive & behavioural outcomes

## with broad application...

- Auditory feedback is delivered through binaural beats, training the brain to a desired brainwave that can lead to a different state of mind, becoming more relaxed, engaged or focused
- Outcomes of an independent, double blinded clinical trial in the United States in 2018 showed significant positive changes post a 12 week therapy regime across brain activity, balance & behaviour in autistic children<sup>1</sup>

## ... that is particularly well suited to children

- Unlike most neurofeedback training tools, Mente facilitates adjustments of ongoing background brain activity **without** perceived attention or engagement from the user
- Ideal for children with difficulty paying attention for extended periods



Notes:

1. The Treatment of Autism Spectrum Disorder with Auditory Neurofeedback: A Randomised Placebo Controlled Trial using the Mente Autism Device. Frontiers of Neurology, July 2018, Volume 9, Article 537.



# Applied Clinical Research leads R&D

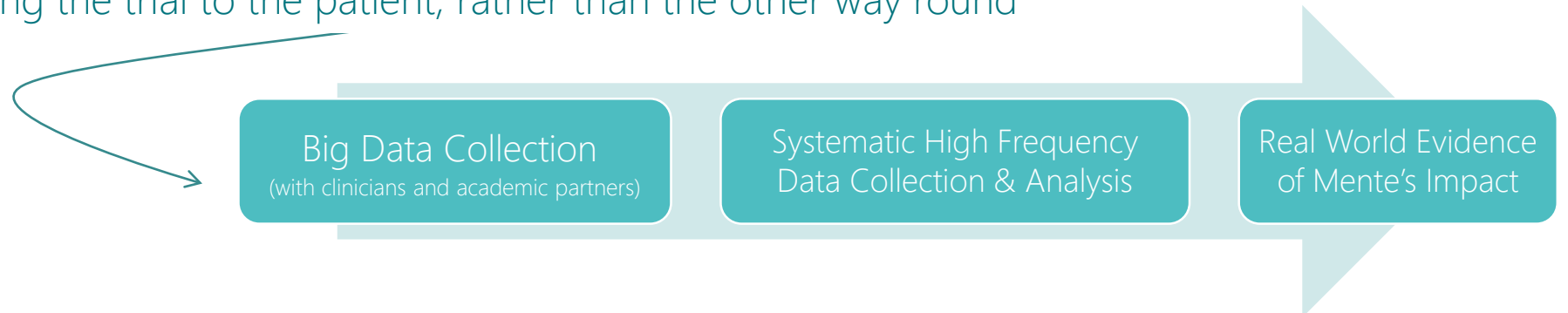
- Mente has successfully obtained its clinical validation against placebo units as part of the US Clinical Trial, **providing the scientific foundation to enable the commercial rollout** to clinics in the near term
- We envisage further discussions with clinical and university research partners to work through updated study protocols designed for big data collection and analysis environment
- We will enable systematic data collection from our digital platform, which will significantly broaden participant diversity and remove barriers due to enrolment and ongoing participation (e.g. physical disabilities or distance from centres)
- We will encourage clinicians to collaborate with us in collecting meta and classification data for each user and therapy paths - **enhancing personalised therapies with real world evidence**

**Completed  
(2018)**



We bring the trial to the patient, rather than the other way round

**Future State**



# Existing Distributors

- In the 0 – 6 month horizon, our focus will be on enabling and supporting clinical practices and building referral networks directly, such that we learn and improve the system
- Over the 3 – 18 month horizon, we anticipate selected regional partners will operate virtual clinics to provide local support and scale services to clinics who do not want to administer Mente directly
- Existing Mente distributors will remain engaged though 2019 and will be transitioned to the new subscription / regional partner model as appropriate



# Key Risks

Category	Risk	Mitigant
<b>Business Model Risk</b>	Mente system does not scale	The new subscription business model effectively reduces a large one-off cost to a pay-as-you-use system, thus, making the device more affordable & scalable to a larger demographic.
	Slow adoption of the Mente device	Neurotech has three marketing channels which include direct sales, distributors & digital marketing to aid with adoption.  Neurotech is currently considering a fourth channel utilising endorsements from a champion or leading practitioner through the referral system.
<b>Company Risk</b>	Cyber liability, particularly for network & cloud-based Mente, in the event of breach of medical data or an attack that renders the technology inoperable	Network & Cloud services are provided by Microsoft Azure, one of the leading & most secure data platforms available. All data is encrypted at rest & in transit utilising the latest levels of encryption & security.  In addition, patient data is kept separate from customer data, is pseudo-anonymised; & even in the event of a breach, no patients can be identified from the data. Backups are regularly made & tested.
	Consistent/ongoing usage not achieved in target group	Neurotech’s new subscription model with opportunity for recurring revenue to the clinic incentivises clinicians & therapists to act as a channel partner, ensuring high utility of the device.
	Public Relations Issues / Backlash	Active marketing & public relations as part of the go-to-market strategy to proactively & rapidly address & respond to issues.
	Quality & robustness	Manufacturing agreement entered in January 2016 contains strict manufacturing quality controls based on international standards (ISO 13485) for the design & manufacturing of medical devices.
<b>Regulatory Risk</b>	Regulatory barriers / rejections	Mente’s new positioning shifts to target wider behavioural traits in children & improving their wellbeing. This should significantly lower regulatory barriers in the target countries of operation.

Refer to the Offer Document for a comprehensive list of potential risks.

# Contact Details



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# Neurotech

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