



Presentation to Gold Coast Investment Showcase

22 June 2016

Please find attached a copy of presentation that the Company's Managing Director will present at the Gold Coast Investment Showcase on 22 June 2016.

Slide 8 of the presentation contains a link to a recent Channel Nine News Technology Showcase segment that featured ePAT. Click on the link below to view the segment::

<https://plus.google.com/106021522570079436809/posts/84hSYaqQgQ9>

DIRECTORS

Frank Terranova
Non- Executive Chairman

Jeremy Read
Managing Director

Paul Niardone
Non-Executive Director

Adam Davey
Non-Executive Director

Stephen Kelly
Company Secretary

SHARE INFORMATION

ASX Code: MNQ
Issued Capital:
296,805,545 Fully Paid
Shares
72,936,522 Listed Options
15,619,853 Unlisted Option

CONTACT INFORMATION

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Milton, QLD 4064
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MinQuest Limited
ACN: 146 035 127



Electronic Pain Assessment
Technology (ePAT) Pty Ltd
Acquisition

JUNE 2016



MinQuest to acquire ePAT



Key points

- MinQuest (ASX:MNQ) is acquiring Electronic Pain Assessment Technology (ePAT) Pty Limited (ePAT)
- ePAT plans to develop revolutionary mobile medical applications (Apps) for pain assessment
- New class of smart phone enabled, scientifically based, medical Apps
- ePAT result of +3½ years of research at Curtin University, Western Australia
- Entering a new market sector strongly supported by investors as shown by success of ResApp Health
- ePAT Apps aim to:
 - Revolutionise pain assessment in people unable to communicate (pre-verbal children, dementia patients)
 - Significantly improve the management of pain
 - Reduce health care costs
 - Lead to better quality of life and patient outcomes
 - Generate revenue from multiple revenue streams

The Problem

- Pain is often poorly managed in people with moderate to severe cognitive impairment, such as those with dementia, and the very young, because of their inability to tell people they are in pain.
- Tools used to assess pain in these groups are highly subjective and often not used.
- As a result, pain often goes undetected and untreated.



The Problem



Australian Statistics¹

- More than 353,800 Australians living with dementia
- Three in ten people over the age of 85 and almost one in ten people over 65 have dementia
- Estimated 1.2 million people are involved in the care of a person with dementia
- Dementia is the second leading cause of death in Australia and there is no cure

Global Dementia

- Worldwide, 47.5 million people have dementia and there are 7.7 million new cases every year²
- New case diagnosed every 3 seconds³
- Worldwide cost of dementia in 2015 was US\$ 818 billion²

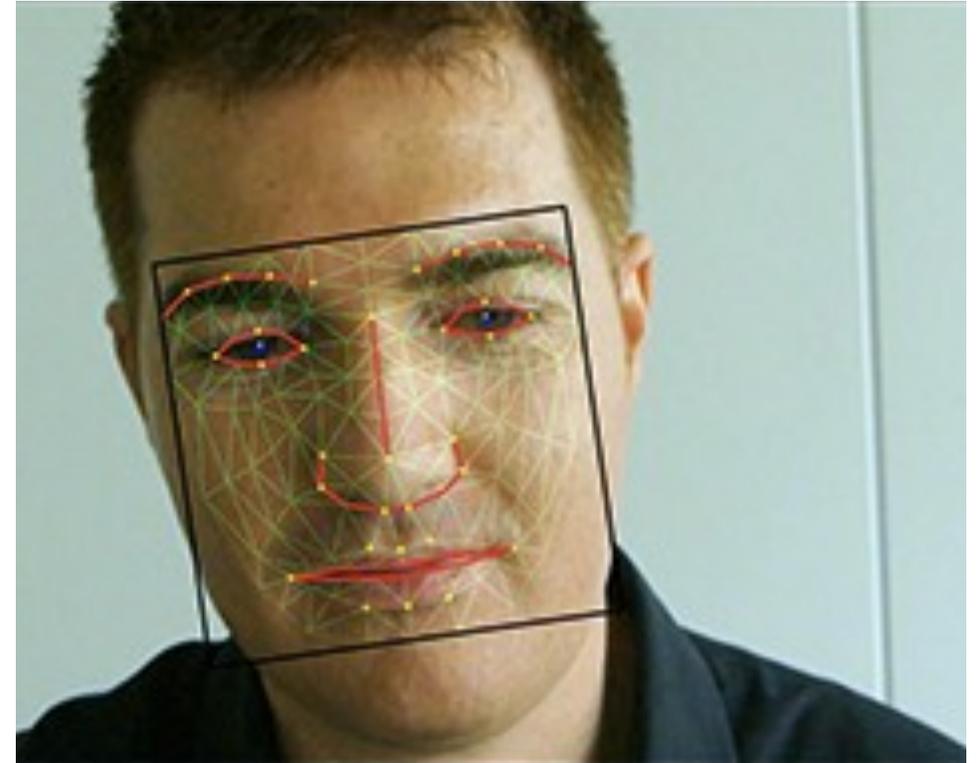
1. Alzheimer's Australia Key Facts and Statistics 2016

2. WHO. Dementia Fact sheet April 2016

3. World Alzheimer Report 2015 The Global Impact of Dementia

Our Proposed Solution

- A point of care App using cameras and processors in smart phone devices to capture a short (~ 10 second) video
- Video is analysed in real-time to identify facial micro-expressions indicative of presence of pain
- Data is combined with non-facial pain cues (vocalisations, movements and behaviours) captured through the app to automatically calculate a pain severity score.
- Designed to allow pain assessments to be:
 - Simple
 - Accurate
 - Objective
 - Reproducible



ePAT is Revolutionary

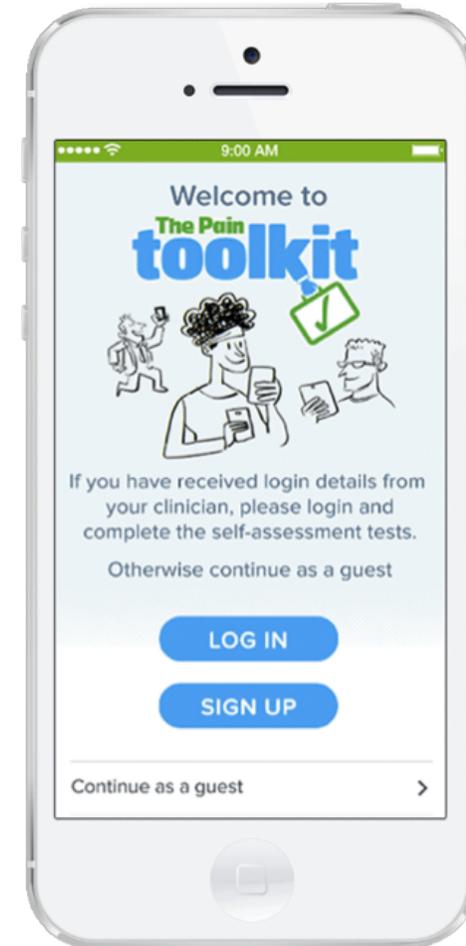


- **Unique:** First globally to use facial recognition technology for pain detection on a smart device
- **Strong scientific basis**
- **Accurate:** Initial validation studies have achieved a correlation coefficient of 0.9, further validation studies are planned for second half of 2016



Competitive environment

- Pain Apps on the market are principally **digitalized, non-automated** versions of currently available pain assessment tool.
- Majority of other available pain Apps are for self management of pain
- Criticised for **lack of theoretical rationale** and **scientific validity**, and **healthcare professional input** in their development.
- The ePAT App is the only pain assessment App with a scientific and theoretical basis.





A Big Opportunity



Pre-Verbal Children

- In pain, tired, hungry?

Pain is common among older people

- Due to the increased prevalence of age-related diseases like osteoporosis and arthritis.
- This also applies to patients with dementia living in nursing homes of whom approximately 50% are in pain.¹

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Our Market



Dementia Carers

- Aged care homes and hospitals
- Patient care software vendors
- Healthcare professionals
- Carers of people with dementia
- In Australia:
 - 2,725 residential aged care facilities providing 187,941 places¹
 - 610,148 registered health care professionals²
 - 1.2 million carers of patients with dementia³

Parents and Carers of Pre-Verbal Children

- Parents
- Extended family
- Carers of pre-verbal children



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Revenue Channels & Target Users



Proposed Product Portfolio & Marketing Mix



ePAT Consumer

ePAT Professional Product

Product	Price	Promotion	Distribution
<ul style="list-style-type: none"> Basic model Option to download and supply to HCP Weekly monitoring summary 	<ul style="list-style-type: none"> Download app FOC Up to 10 FOC uses or to “pain free” purchase point Option to purchase monthly subscription Monthly billing 	<ul style="list-style-type: none"> Digital Marketing Google search word priority Ambassadors/reference users HCP support for app Technical Support 	<ul style="list-style-type: none"> Apple Store Google play store
<ul style="list-style-type: none"> Basic model features + other options: Integration with Institution health records platform Meta analysis for clinical review sessions Personalised medicine/ treatment 	<ul style="list-style-type: none"> Negotiate price based on software supplier business model – options include: Monthly subscription model based on beds or patient numbers Volume based breaks 	<ul style="list-style-type: none"> Key Account Management with software suppliers Push-Pull model leveraging the demand and take up from the consumer sales 	<ul style="list-style-type: none"> Software developers and suppliers to hospitals/nursing homes

Development Team

The Curtin University team has a strong track record in clinical practice, research and development, innovation and commercialisation.



Jeff Hughes



Dr Kreshnik Hoti



Mustafa Atee

**Inventors and Founders from School of
Pharmacy, Curtin University**

nVISO



Engaged nVISO, an IBM award winning Swiss company, recognized for their expertise in micro-expression analysis to assist the app development

Validation Study Results



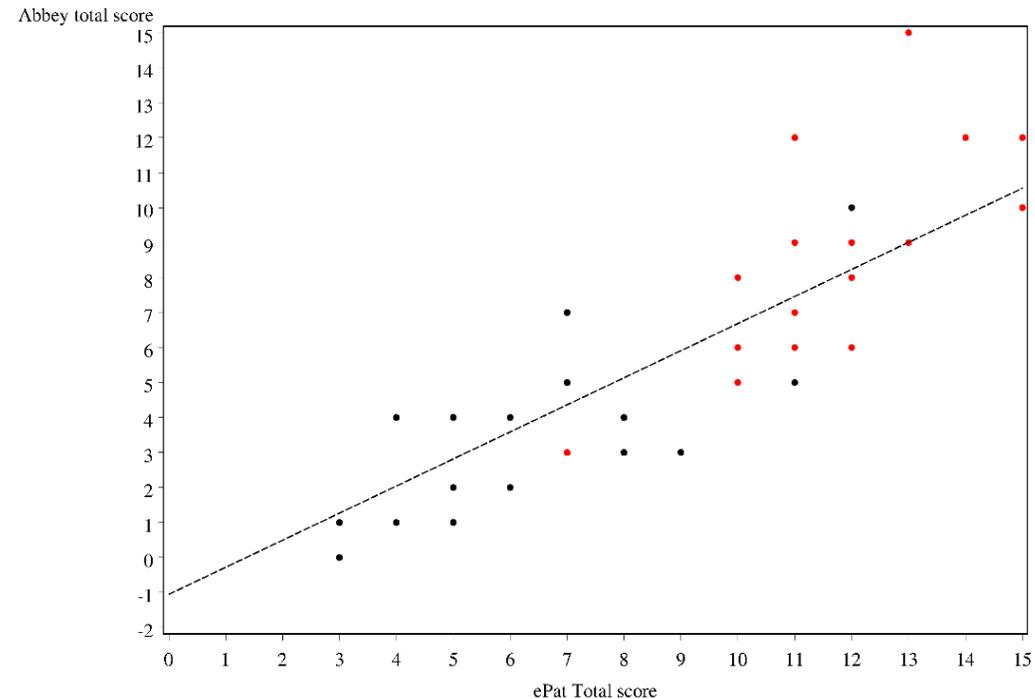
Pilot Validation studies in patients with moderate to severe dementia completed in 3 Residential Aged Care Facilities

ePAT vs Abbey Pain Scale

Patients n = 40

Assessments = 354

Correlation coefficient = 0.90



Next Steps

- Continue development of commercial versions of the App, both Android and iOS.
- Complete validation studies of the commercial App in partnership with Mercy Care and implementation studies with industry partners, including Bupa in the second half of 2016
- Apply for registration of the App as a medical device with the TGA, EU and FDA once the validation studies are complete
- Target is to have the App registered with the TGA by June 2017
- Develop a comprehensive pricing and marketing strategy based on the results of the implementation studies and in consultation with industry partner.



Key Milestones



Achieved Milestones

- Nov 2013 - Working Android prototype
- Oct 2014 - Established Electronic Pain Assessment Technology (ePAT) Pty Ltd
- Protected our IP through lodgment of international patent application
- Attracted funding through grants and venture capital
- Undertaken validation studies using the prototype app - demonstrated excellent performance of ePAT compared to Abbey Pain Scale

Future Milestones

Dementia App

- June 2017 - Target for TGA approval in Australia and approval in the EU
- July 2017 – Target for first sale in Australia
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Infant Apps

- Oct 2016 – Next phase of development expected to commence
- 1H 2017 - Prototypes for initial validation testing
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Summary



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- ePAT Apps aim to:
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 - Significantly improve the management of pain in people who can not communicate
 - Reduce health care costs
 - Lead to better quality of life and patient outcomes
- Multiple revenue streams
 - Direct to carers through the Apple App Store and Google Play
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- Potential applications outside of the medical field e.g. insurance fraud
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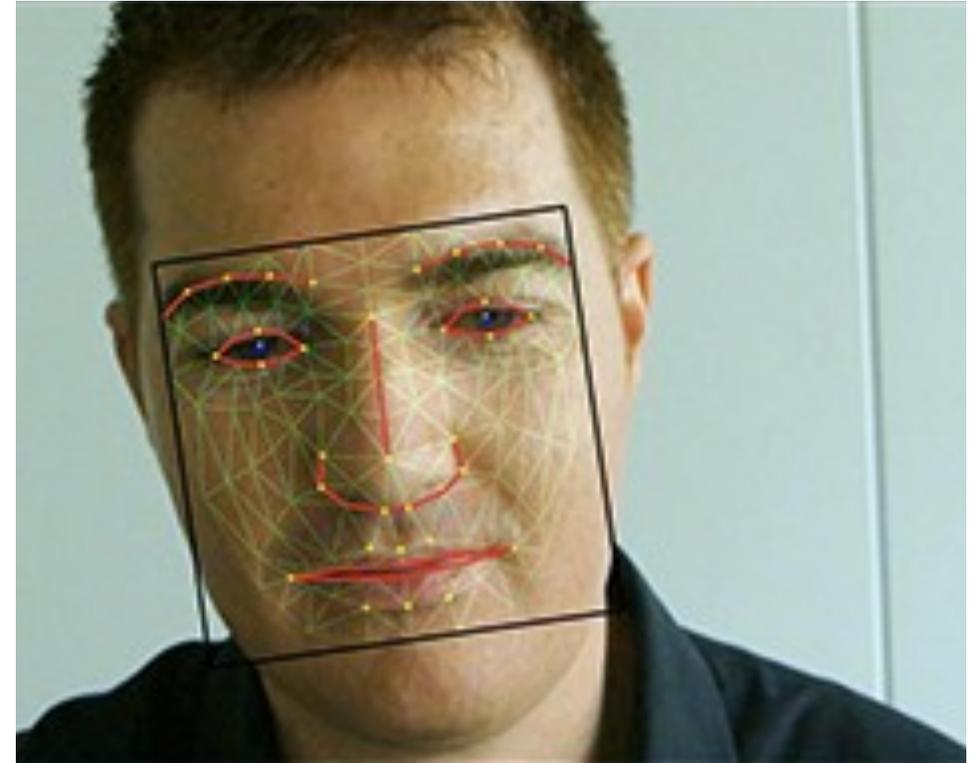
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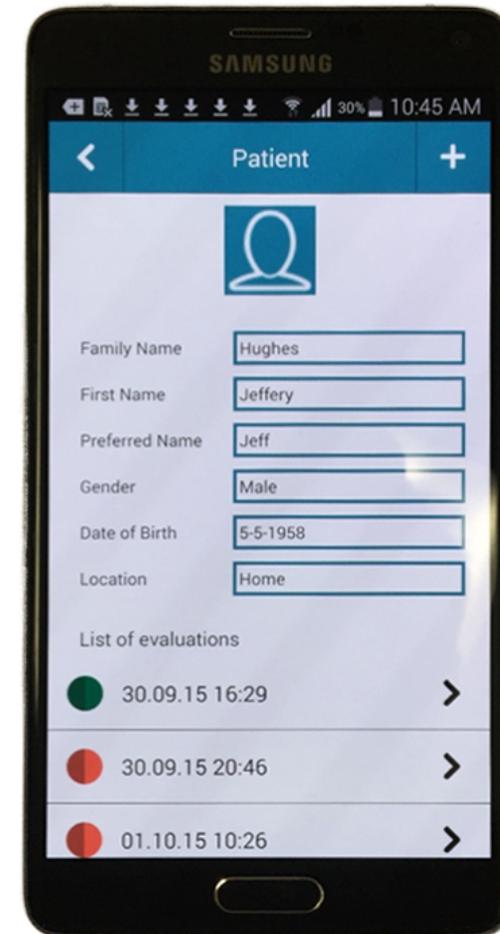
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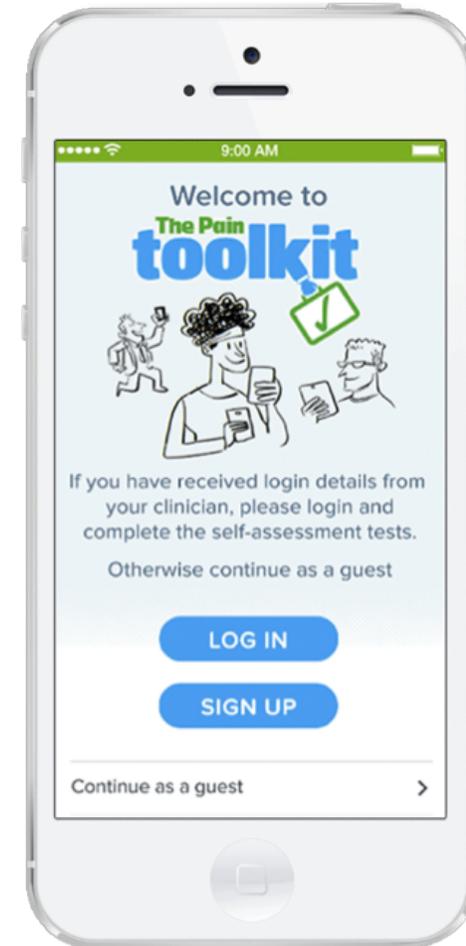


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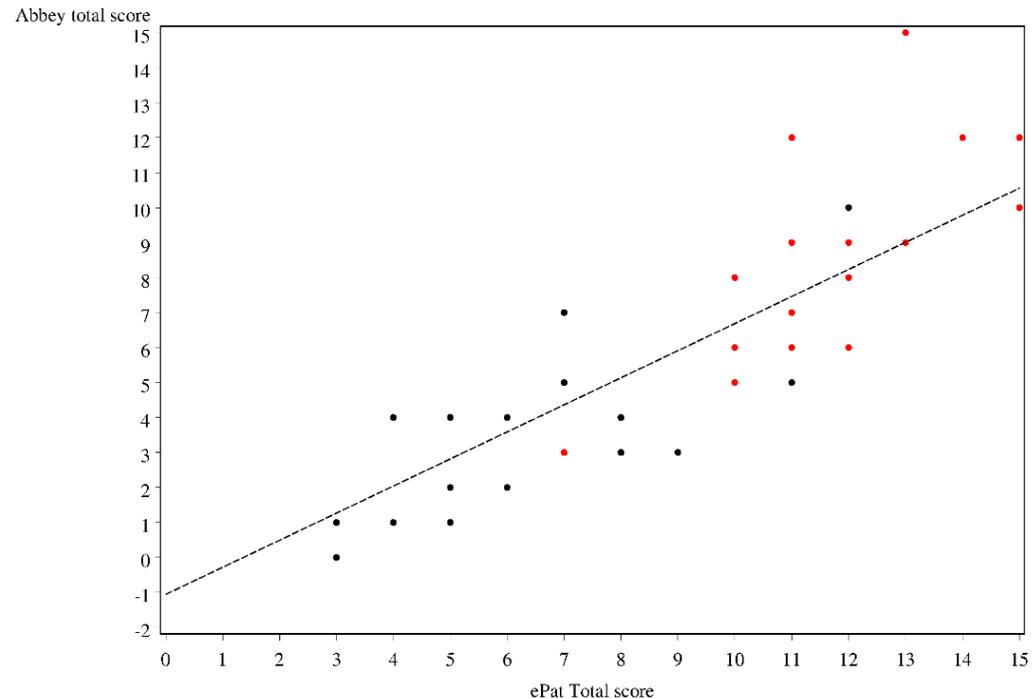
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