

# AGM presentation November 2020

Michael Winlo - MD & CEO

ASX:EMD

myriad data.  
individual care.

SAY IT!

# **Emyria**

## **(em-meer-reeuh)**

Derived from 'Myriad': Noun: an indefinitely great number of persons or things.

Adjective: of an indefinitely great number; innumerable.

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# Funding history & milestones in first 9 months

## History

- Listed on the ASX, 12 February 2020 (ticker: EMD)
- Last reported cash position (Q3, 2020): **\$4.2m**
  - **+\$954,000** R&D refund (02 Nov 2020)
- Market cap: **\$16.7m** (12 Nov 20)
- Shares on issue **211.4m**
- Options on issue **18.3m** (strike \$0.45)

## Milestones

- **\$1m+** total contract value of **data deals**
- Unique insights a source of IP for Emyria
- **3,000+** patients referred to Emerald Clinics
- **UK partnership** (Sapphire Medical)
- Developing unique technology IP
  - Class 1 TGA registration for Openly
  - Strategic partnership with Mt Sinai

# Experienced board with drug development and tech focus

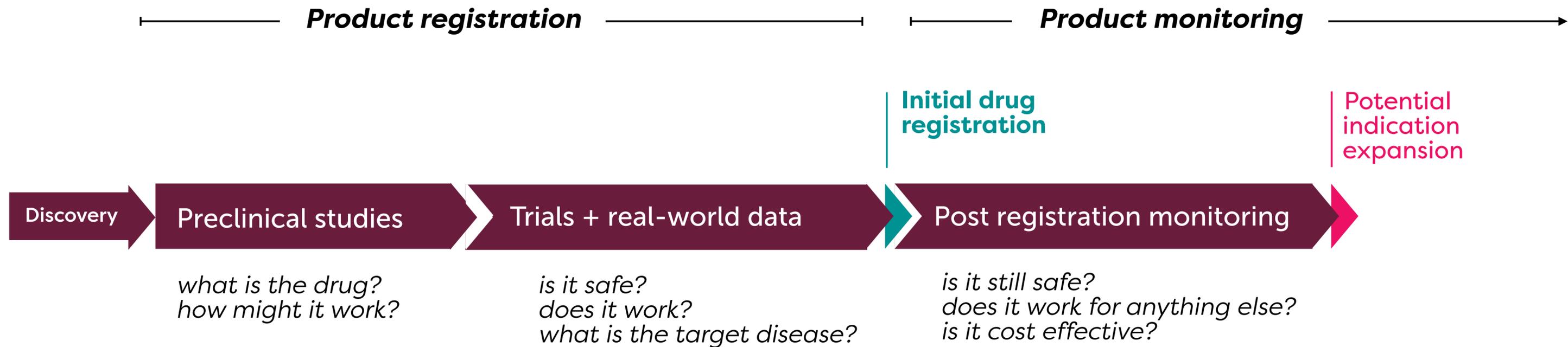
Key Person	Role	Previous Experience
	<b>Dr Stewart Washer</b> Chairman & Founder	Cynata (ASX:CYP) – stem cells Orthocell (ASX:OCC) – regenerative medicine Botanix (ASX:BOT) – CBD (synthetic) for topical and antimicrobial use AusCann (ASX:AC8) – hard capsule cannabinoid medicines Zelira (ASX:ZLD) – cannabinoid clinical development
	<b>Dr Michael Winlo</b> Managing Director	Medical doctor Complex data analysis (Palantir – a Peter Thiel founded company based in Silicon Valley) Director and ex-CEO at Linear Clinical Research MBA from Stanford University Graduate School of Business
	<b>Dr Alistair Vickery</b> Chief Medical Officer & Director	Specialist general practitioner with >30 years' experience Associate Professor of Primary Health Care at University of Western Australia Deputy Chair of the Postgraduate Medical Council of WA Chair of Black Swan Health, one of the largest primary health care service
	<b>Matt Callahan</b> Non-Executive Director & Founder	Founder of Botanix Pharmaceuticals (ASX:BOT), iCeutica Inc. and Orthocell (ASX:OCC) Successfully developed 4 products through FDA approval. More than 20 years' legal, intellectual property and investment management experience
	<b>Professor Sir John Tooke</b> Independent Non-Executive Director	Senior Independent Director, BUPA Chile Chair of Collaboration for the Advancement of Sustainable Medical Innovation (CASMI), UCL Sir Tooke was Head of the School of Life and Medical Sciences at University College London (UCL) Immediate past President of the Academy of Medical Sciences in the Previous member of Google DeepMind Health's Independent Review Board. Leading advisor to the UK Government regarding health policy Knighted in the United Kingdom in the 2007 New Year Honours for Services to Medicine.

# Traditional drug development



**10-20 years** | **~\$2.6 billion** | **95% failure rate**

# Real world evidence (RWE) accelerates drug registration



Emyria

Care

Provides:

- Access to patients with unmet needs
- Safe provision of new treatments by experienced care team
- Continuous safety and efficacy monitoring

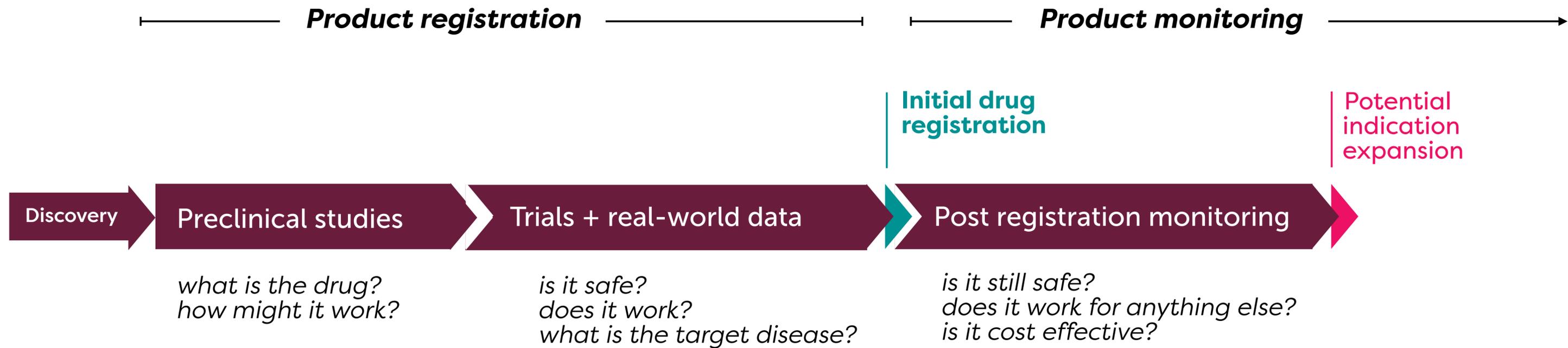
Emyria

Data

Provides:

- Rapid indication insights leading to faster drug registration
- Strategic trial design using real-world patient data
- Support for payment coverage decisions
- Discovery of novel therapies

# RWE saves *time and costs* in drug registration



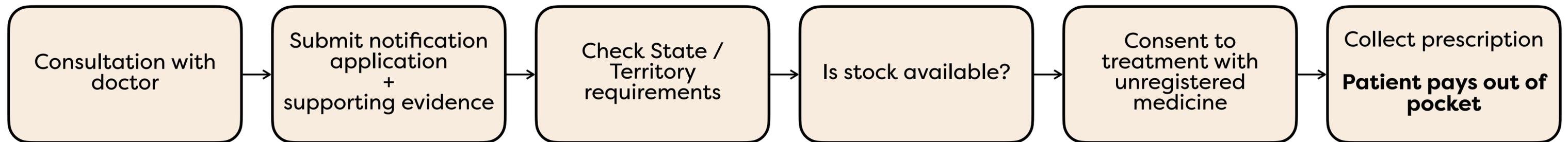
**RWE can save between \$100m and \$1b per drug**

**Sources:**

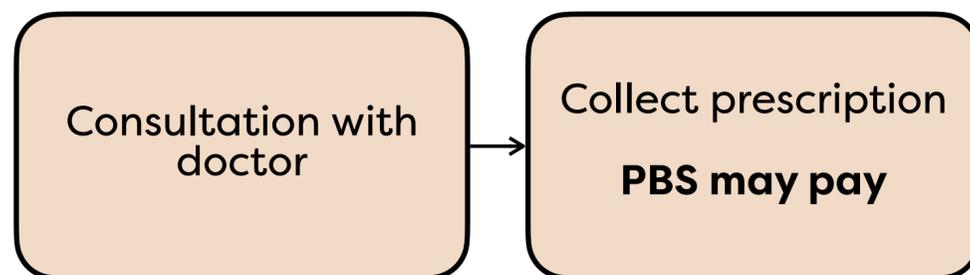
Hughs B. Kessler M. McDonnell A. Breaking New Ground with RWE Accessible at: [https://www.iqvia.com/-/media/quintilesims/pdfs/qims\\_breaking\\_new\\_ground\\_with\\_rwe\\_whitepaper.pdf](https://www.iqvia.com/-/media/quintilesims/pdfs/qims_breaking_new_ground_with_rwe_whitepaper.pdf)

# Why registration matters

## Special Access Scheme (eg. all cannabinoid medicines in Aus)



## Registered medicines

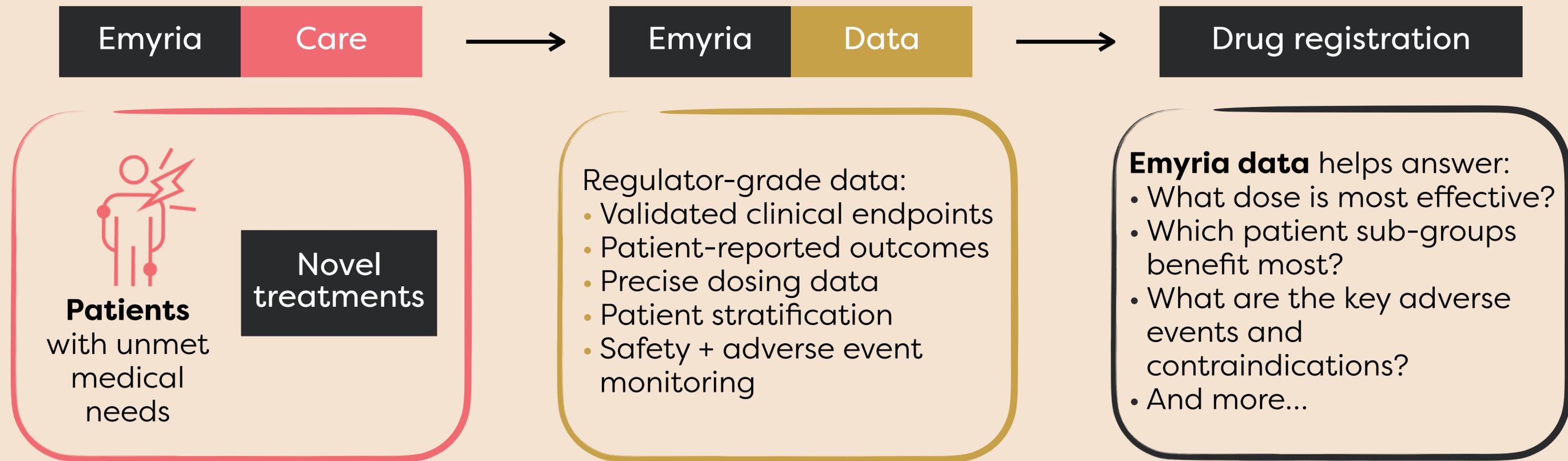


**Registered medicines provide:**  
**Greater patient access**  
**Faster access for patients**  
**Lower out-of-pocket patient costs**

### Sources:

<https://www.tga.gov.au/form/special-access-scheme>

# How Emyria *accelerates drug registration*

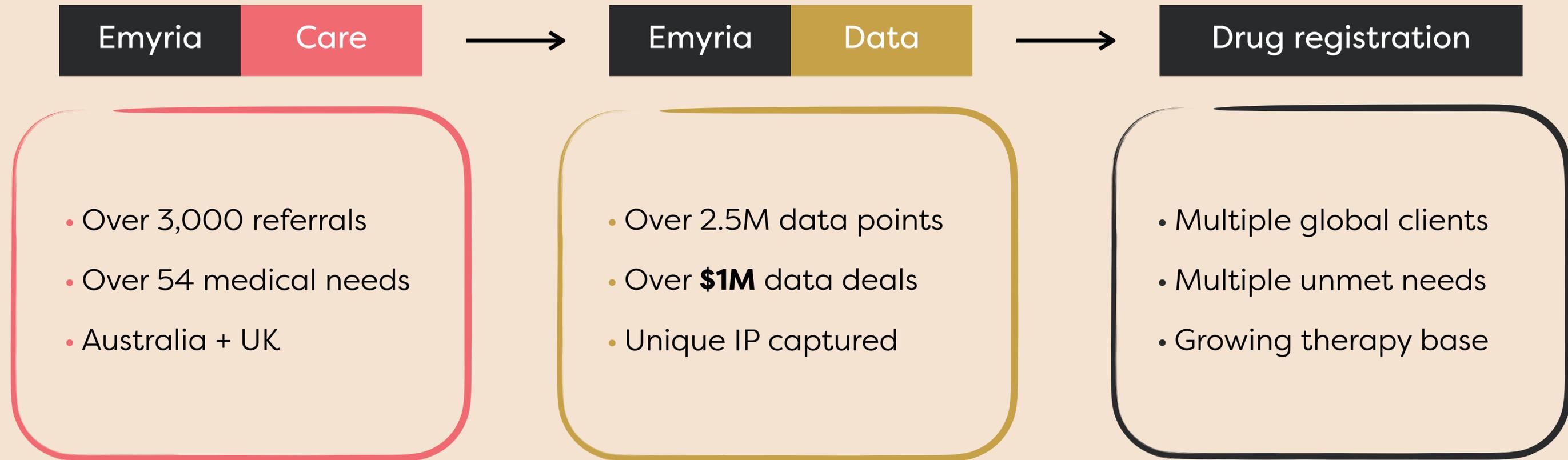


## Emyria's Digital Health Platform

Emyria provides care for patients with unmet medical needs. Collectively, this patient group represents a large proportion of health costs and a group motivated to access new care models and treatments.

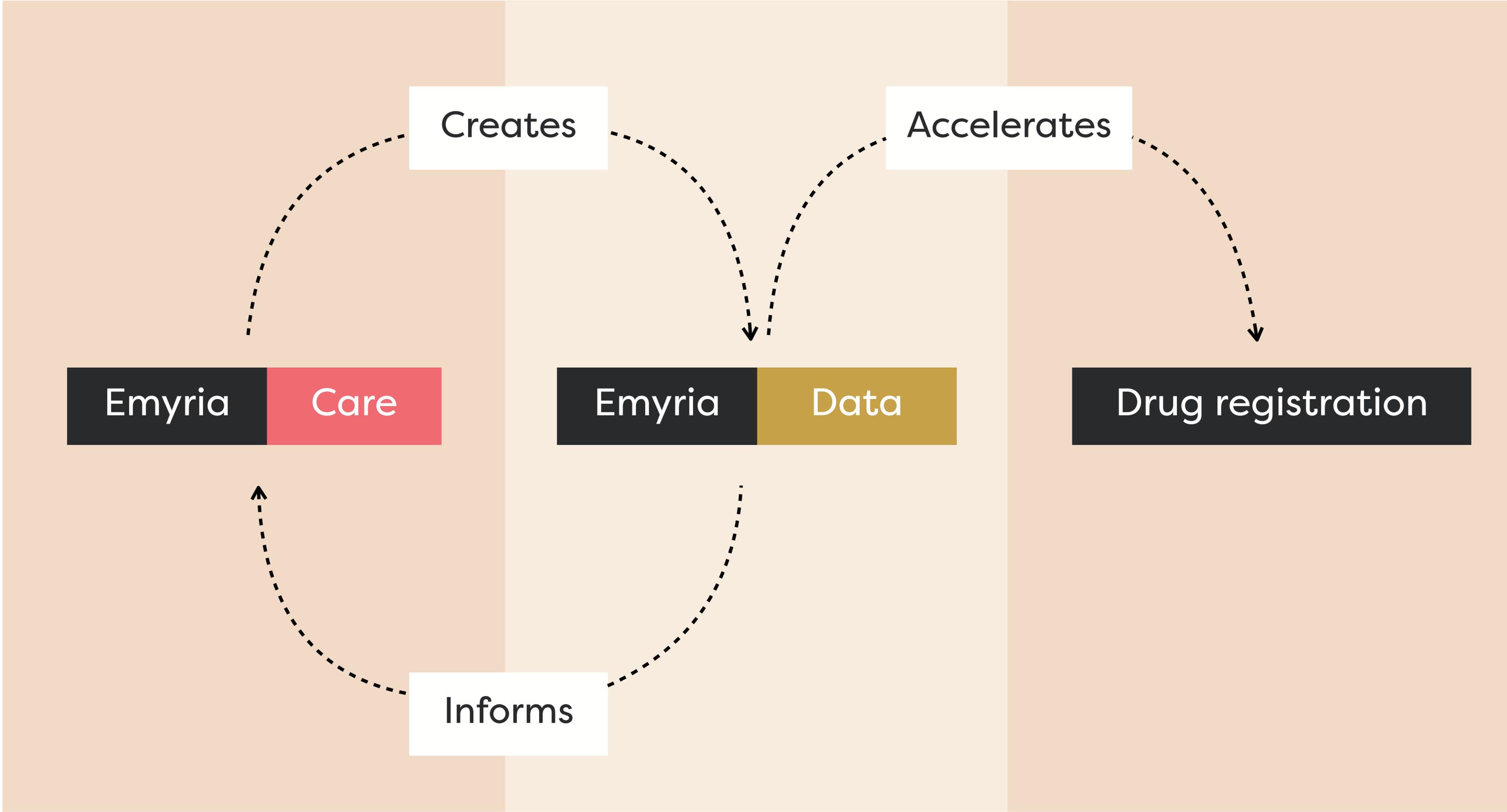
Emyria's data platform generates unique and valuable data. Emyria data can be used as clinical evidence to help answer what treatments are working, for whom and at what dose to support formal drug registration.

# Emyria successes to date



## Emyria's Digital Health Platform

- TGA registration as a medical device
- Partnership with Mt Sinai
- Unique, contactless vital sign technology integrated



Creates

Accelerates

Emyria

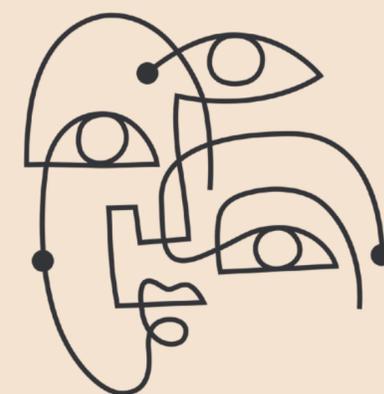
Care

Emyria

Data

Drug registration

Informs



**Emyria elevates care** for patients  
with unmet medical needs

# We support unmet needs with high cost burden

Core unmet need (% of Emyria patients)	Size of patient population in Australia	Australian health system costs	Notes	References
<b>Chronic pain (~60%)</b>	3.37 million	\$12.64 billion	44.6% of patients living with chronic pain also experience <b>depression or anxiety</b>	<a href="https://www.painaustralia.org.au/about-pain/painful-facts">https://www.painaustralia.org.au/about-pain/painful-facts</a>
<b>Neurological disorders (~10%)</b>	0.2 million	\$31 billion	Cost of this health burden grew 15.6% between 2011-17	<a href="https://www.neura.edu.au/news/new-report-reveals-the-australian-burden-of-disease-for-brain-disorders-is-almost-twice-the-global-figure">https://www.neura.edu.au/news/new-report-reveals-the-australian-burden-of-disease-for-brain-disorders-is-almost-twice-the-global-figure</a>
<b>Mental health (~60%)</b>	4.8 million	\$60 billion	COVID-19 has dramatically increased demand for mental health support services	<a href="https://www.aph.gov.au/About_Parliament/Parliamentary_Departments/Parliamentary_Library/pubs/rp/rp1819/Quick_Guides/MentalHealth">https://www.aph.gov.au/About_Parliament/Parliamentary_Departments/Parliamentary_Library/pubs/rp/rp1819/Quick_Guides/MentalHealth</a>

Emyria

Care

# We train and develop clinical experts



*Dr Nelson Lau*



*Dr Jennifer Morgan*



*Dr Jennifer Tai*



*Dr Alistair Vickery*



*Dr David Gunn*



*Dr Phil Finch*

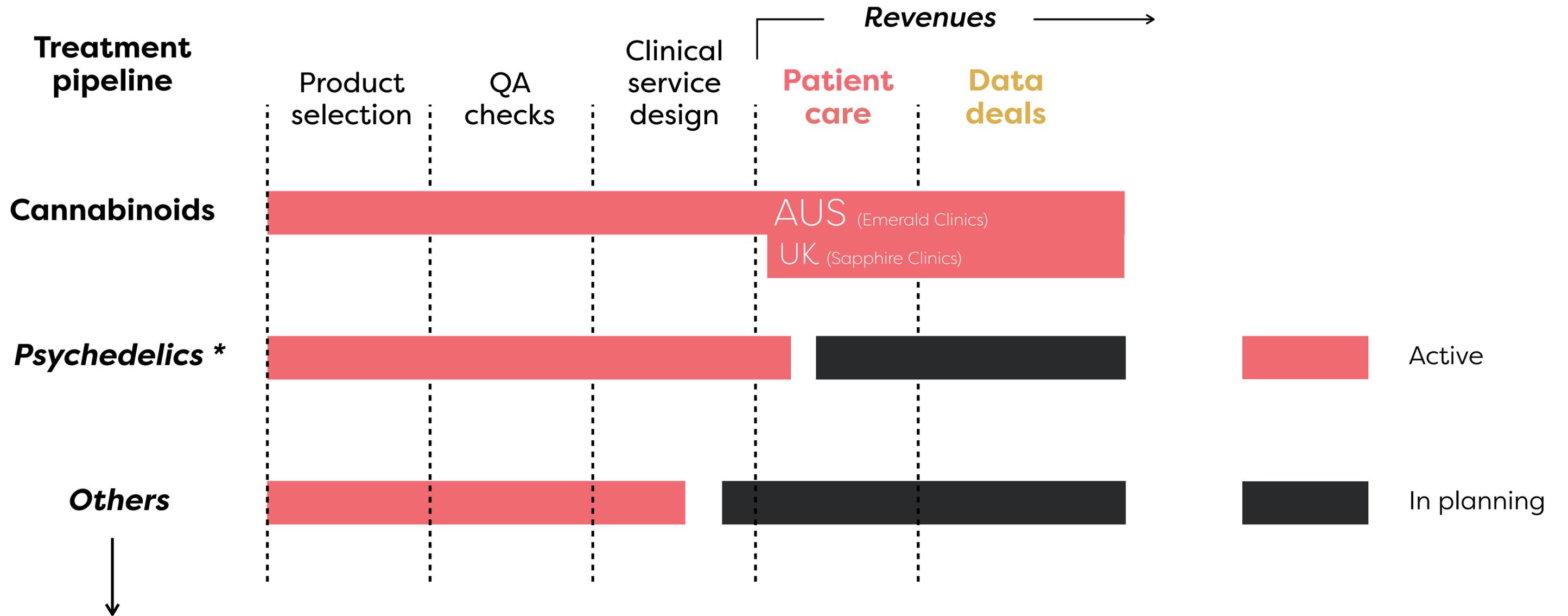


*Dr Ben Addison*

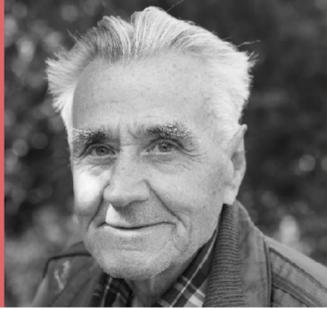
Pictured: Some of Emyria's clinical team.

For more details on our care team, please visit [www.emyria.com](http://www.emyria.com)

# We specialise in novel & unregistered treatments



\* Under Australia's Therapeutic Goods Administration (TGA), psychedelic medications such as psilocybin and MDMA are currently Schedule 9 of the Uniform Scheduling of Medicines and Poisons (which deals with Prohibited Substances). They are only available via approved research trials that include oversight by an institutional research ethics committee and careful monitoring and reporting of efficacy and safety outcomes. There is an active rescheduling proposal before TGA so that they can be more easily used as clinical therapies for the treatment of mental illnesses. The rescheduling would move these medicines to Schedule 8 (which deals with Controlled Medicines), the same category as THC-containing cannabinoid medicines. For more information : <https://www.tga.gov.au/consultation-invitation/consultation-proposed-amendments-poisons-standard-acms-accs-and-joint-acmsaccs-meetings-november-2020>



# Case Study - Bob



- Vietnam Veteran | injured by fall in 1969 | multiple fractures
- Chronic back pain | peripheral neuropathy from Agent Orange | PTSD
- **At initial visit:** oxycontin | buprenorphine | pregabalin | gabapentin | PEA duloxetine – with little relief and side effects.
- **Now:** Stable at 15mg 1:1 THC/CBD | **ceased all opiates**, pregabalin and PEA



## Scores

## Initial assessment

## Visit 5

BPI Pain severity score	5.0	1.75
BPI Pain interference score	5.29	0.86
Visual analogue scale	5.0	1.0
Insomnia severity score	12.0	1.0
DASS 42 Depression	14	4
DASS 42 Anxiety	16	2
DASS 42 Stress	16	12

# Growth story so far



Clinic locations across Australia  
- Perth, Melbourne, Sydney



Opened a **specialist clinic** for **mental health** and **substance abuse** in Northern NSW

2,000+ patients



Enter **UK partnership** with Sapphire Medical - first accredited medicinal cannabis clinic in the UK.



3,000+ patients

Further growth in clinical services and into **new treatment areas**



Emyria

Data

**Insights + services to help developers obtain a drug registration (i.e. a “label claim”)**

indication-specific dose response insights

strategic trial design

clinical trial execution

registration and repurposing submission support

# Revenues from data & registration milestones

Data insights revenue →

Unmet medical needs	Collect data	Patient stratification	Product-specific insights	Clinical trials	Registration	Monitoring
Insomnia	Completed	Completed	Completed	Completed	In progress/planning	In progress/planning
<b>Chronic non-cancer pain</b>	Completed	Completed	Completed	Completed	In progress/planning	
<b>Autism</b>	Completed	Completed	Completed	Completed	In progress/planning	
<b>Mental Health (PTSD, depression)</b>	Completed	Completed	In progress/planning	In progress/planning		
Chemotherapy symptoms	Completed	Completed	In progress/planning	In progress/planning		
Irritable Bowel Syndrome	Completed	In progress/planning	In progress/planning	In progress/planning		
Cancer Pain	Completed	In progress/planning	In progress/planning			
Neurological Spasticity	Completed	In progress/planning	In progress/planning			
Parkinson's Disease	Completed	In progress/planning	In progress/planning			
Migraine (headache)	Completed	In progress/planning				
Epilepsy	Completed	In progress/planning				
Alzheimer's Disease	Completed	In progress/planning				
Anorexia & wasting chronic illness	Completed	In progress/planning				
Dementia	Completed	In progress/planning				
Inflammatory Bowel Disease	Completed	In progress/planning				
Others	Completed	In progress/planning				

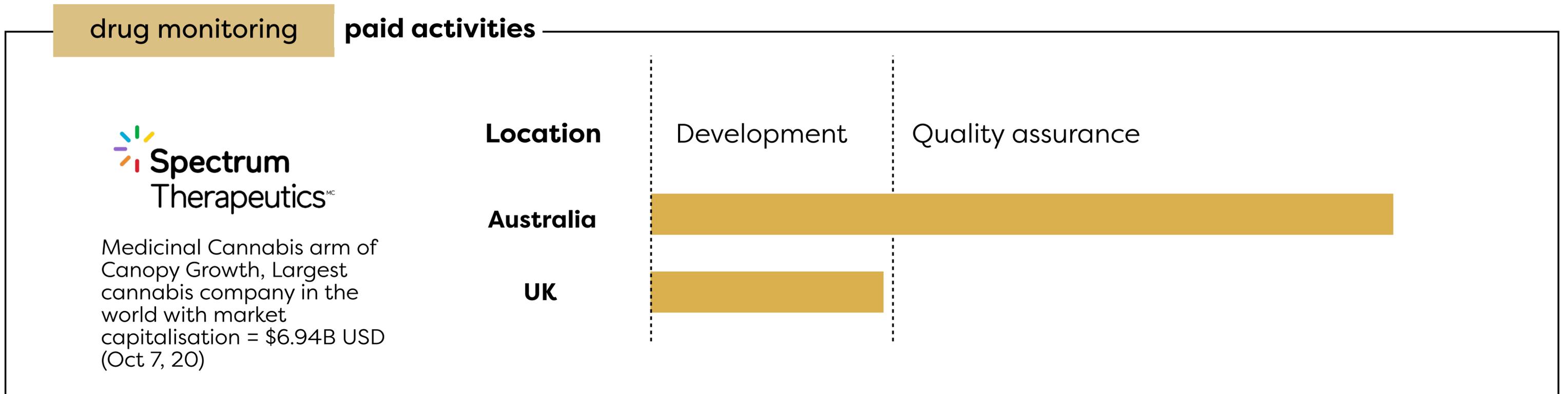
Completed  
 In progress/planning

*Emyria's diverse patient population and **data supports multiple drug registration programs** that can be pursued with **partners** or **independently***



- **Emyria** approached in 2019 to develop a **pharmacovigilance** product registry for **largest cannabis company in the world**
- To include safety data for Australian patients taking Spectrum products seen through Emerald Clinics.
- After just 6 months, Emyria’s PV services were expanded to include UK

**Total contract values over \$1M (AUD)**

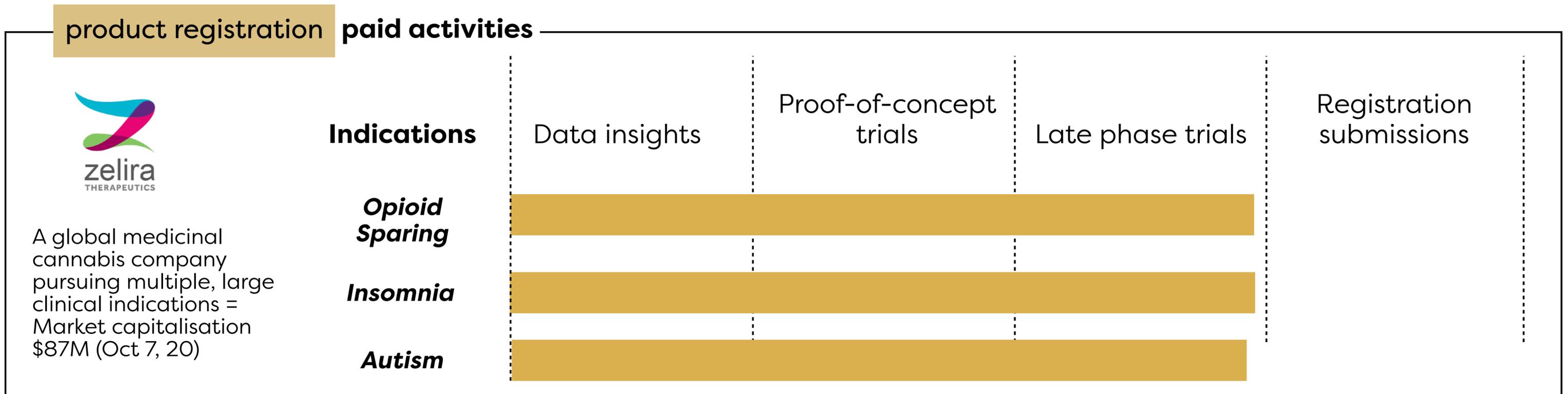




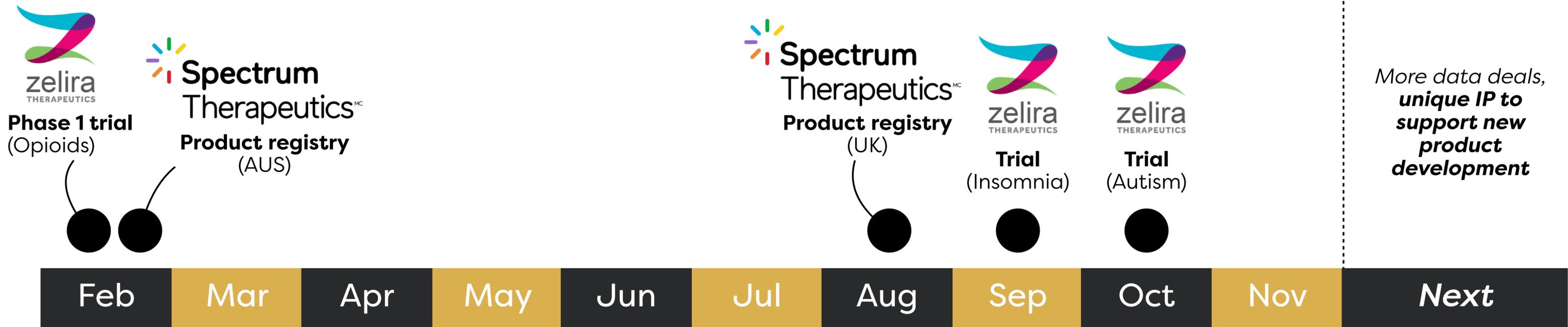
# Case Study - Zelira



- **Emyria** approached in 2019 and provided insomnia-related outcome insights from Emyria’s real-world data. These insights supported a Phase 2 trial.
- In parallel, Emyria conducted a home-based **Phase 1 clinical trial** via our national network - Emerald Clinics
- Emyria is now supporting registration strategies with insights and trial support for **multiple indications** in areas of major unmet need.



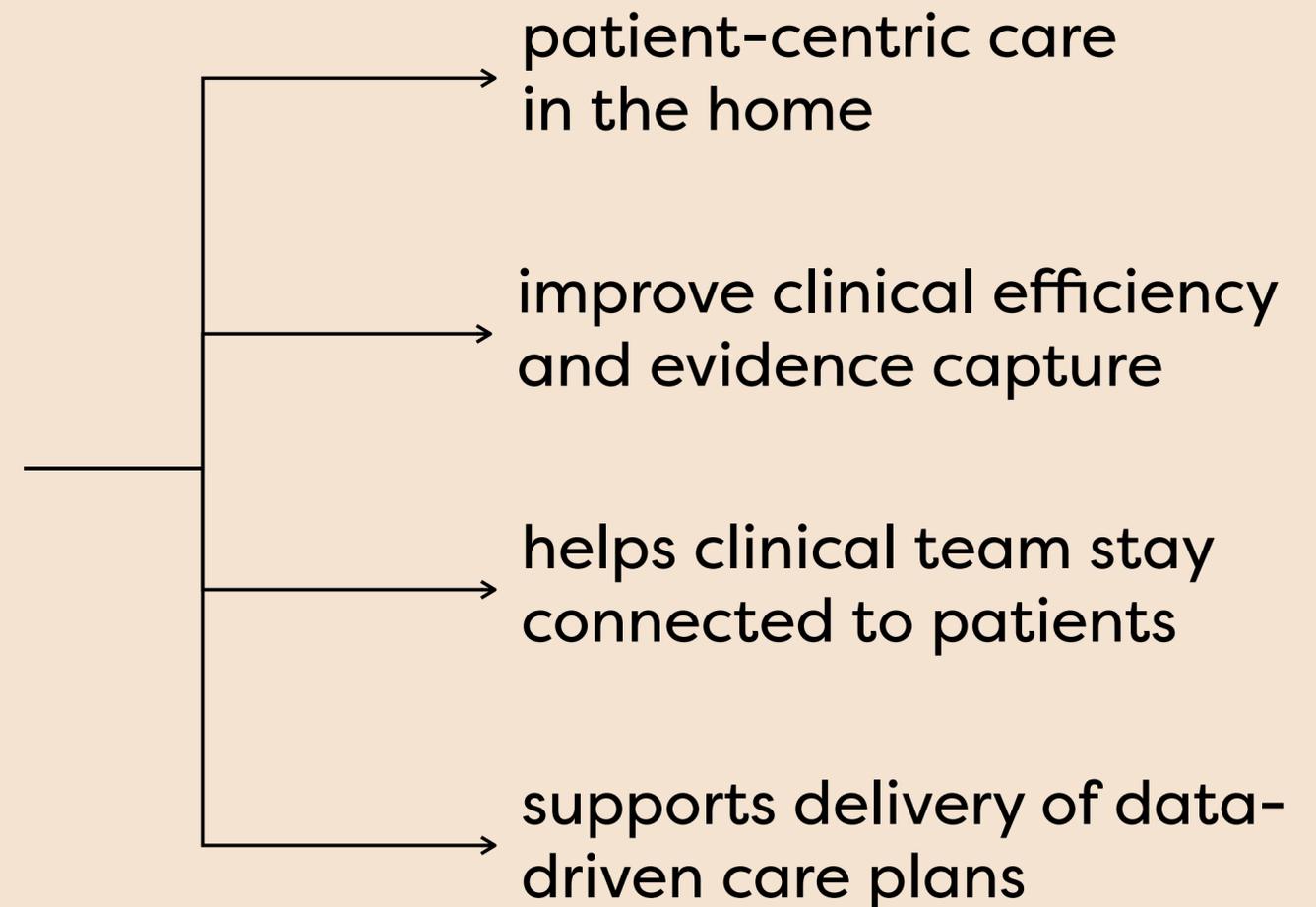
# Growth story so far



Emyria's

digital health

**Emyria is investing in the  
future of care**



# Case Study - Openly



## Openly

Health screening, powered by your **smartphone** and backed by a **clinical team**

- Mobile app **captures clinical vital signs** using just a Smartphone - **eg heart rate & heart rate variability** - important signs of physiological stress (*eg early signs of infection or mental health changes*)
- App also captures patient reported outcomes
- Partnership with Mt Sinai, largest hospital network in New York
- TGA registration as a “**Class 1 medical device**” (ARTG ID 343533)

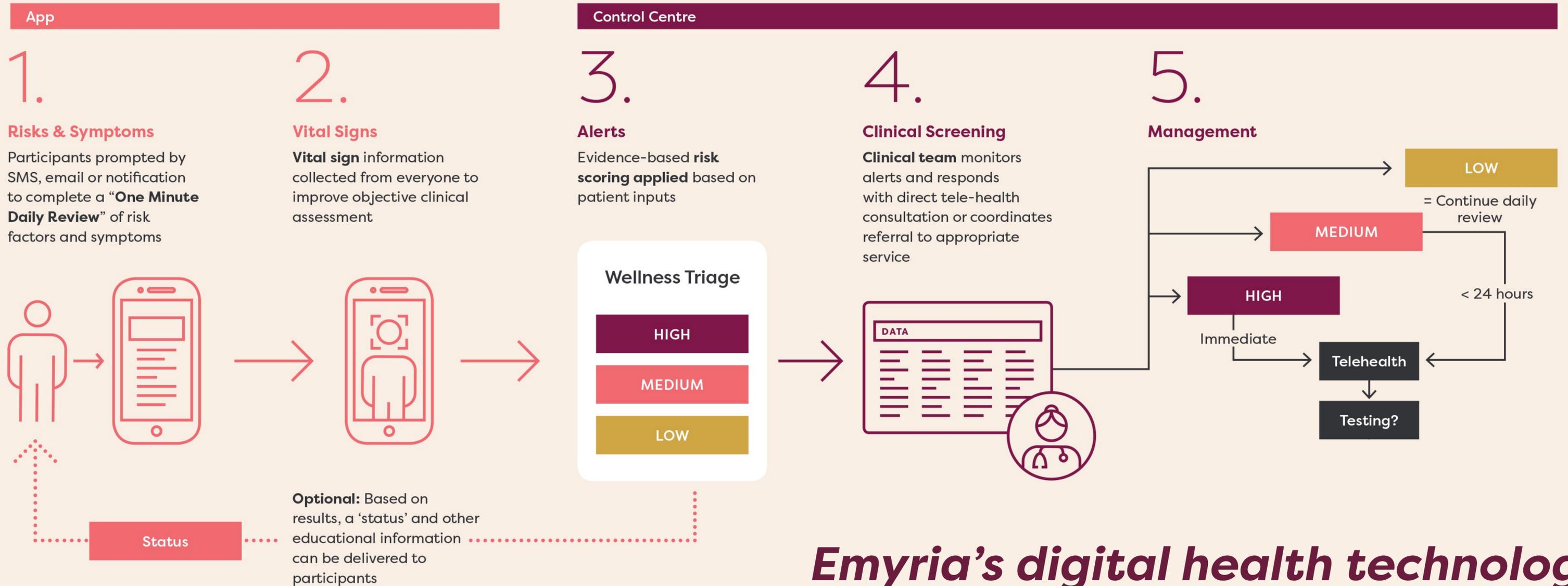


# Emyria's digital health platform

**Simple, Scalable**  
Mobile-based supports large populations

**Screening in Seconds**  
Easy to use screenings and objective clinical measurements

**Actionable Insights**  
Aggregates population health data to manage risks



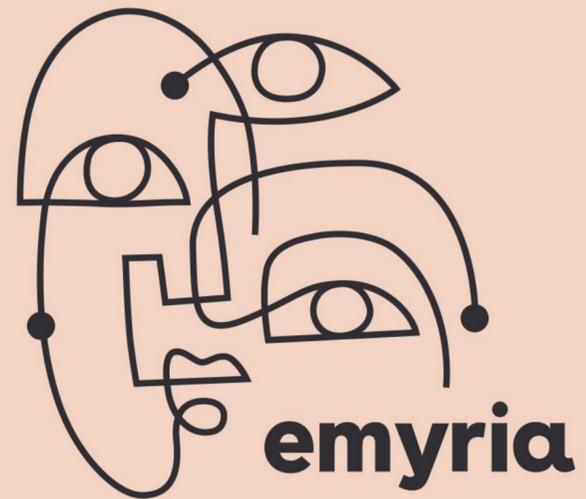
*Emyria's digital health technology improves value of data*

# Emyria positioned to rapidly bring new treatments to patients



## Emyria's Digital Health Platform

- Additional TGA registrations as a medical device
- Develop technology partnerships to support strategy
- Use unique contactless vital sign technology to develop **digital biomarkers**



myriad data.  
individual care.

## Contact Information

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