

# Investor presentation October 2020

Michael Winlo – MD & CEO

ASX:EMD

myriad data.  
individual care.

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# Funding history & milestones in first 6 months

## History




- Listed on the ASX, 12 February 2020 (ticker: EMD)
- Last reported cash position (Q2, 2020): **\$3.7m**
- Market cap: **\$17.76m** (13 Oct 20)
- Shares on issue **211.4m**
- Options on issue **18.3m** (strike \$0.45)

## Milestones

- **\$1m+** total contract value of data deals
- 2,500 patients referred to Emerald Clinics
- Extending model to new diseases
- Developing unique technology IP (Openly)
  - Class 1 TGA registration for Openly
  - Strategic partnership with Mt Sinai

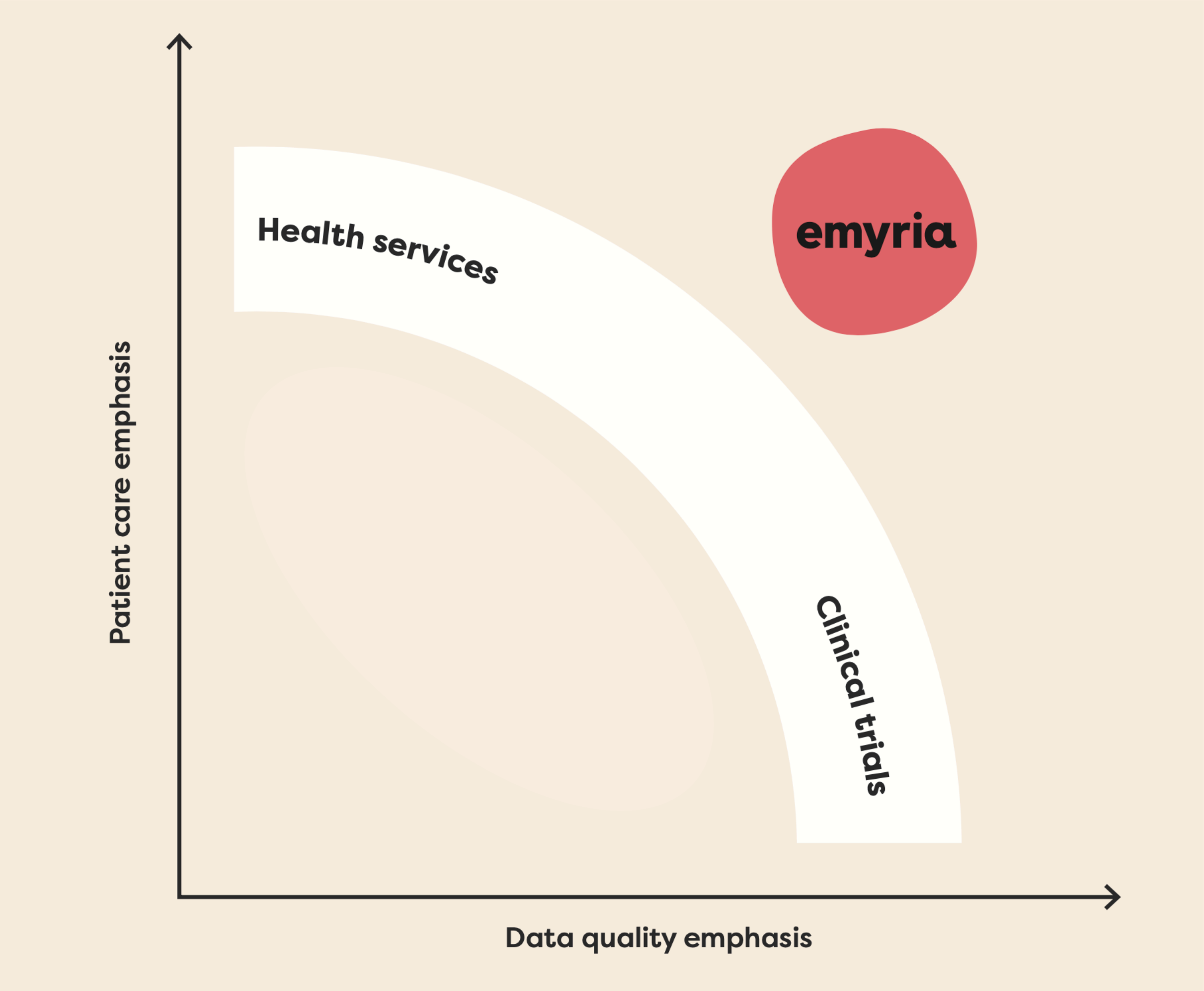


# Experienced board with medical focus





Key Person	Role	Previous Experience
	<b>Dr Stewart Washer</b> Non-Executive Chairman / Founder	30 years of CEO and Board experience in medical and agrifood biotech companies. Chairman of Orthocell Ltd (ASX:OCC), regenerative medicine company, Founding Chairman and current Director of Cynata Therapeutics Ltd (ASX:CYP) stem cell therapies. Founder of AusCann Ltd (ASX:AC8), medical cannabis manufacturing, Co-founder of Zelda Therapeutics Ltd (ASX:ZLD) medical cannabis clinical studies and research. Stewart has held a number of Board positions in the past, including Chairman of Hatchtech that was sold in 2015 for A\$279m and was a Director of iCeutica Inc. that was sold to a US Pharma. He was also a Senator with Murdoch University and was a Director of AusBiotech Ltd
	<b>Dr Michael Winlo</b> Chief Executive Officer / Managing Director	Former CEO of rapid growth clinical trial organisation, Linear Clinical Research, serving biotech start-ups through to multinational pharmaceutical companies across the USA, Europe, Japan and China. Previously, Health Lead at Palantir (a Peter Thiel founded company based in Silicon Valley) working on complex data integration and analysis for Fortune 50 companies; as well as the US and UK Governments. Holds multiple patents in data analysis as well as a Bachelor of Medicine and Bachelor of Surgery (MBBS) and an MBA from Stanford University Graduate School of Business. Member of AICD and has completed director's course.
	<b>Dr Alistair Vickery</b> Chief Medical Officer / Executive Director	Specialist general practitioner with >30 years' experience in general practice. Associate Professor of Primary Health Care at the University of Western Australia and Deputy Chair of the Postgraduate Medical Council of WA and the clinical lead of the research group CHASM (The Collaborative for Health Care Analysis and Statistical Modelling) - providing high-level analysis and statistical modelling to inform clinical service evaluation and planning for WA Health. Chair of Black Swan Health, one of the largest primary health care service providers in WA and Fellow of the Australasian College of Health Service Management and AICD graduate.
	<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. Former investment director for 2 venture capital firms in life sciences and was GM and general counsel with technology and licensing company Ipernica Limited, now Nearmap Limited (ASX:NEA), where he was responsible for licensing programs that generated more than \$120M in revenue.
	<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) as Vice Provost (Health) and Academic Director of UCL Partners. Immediate past President of the Academy of Medical Sciences in the UK where he Chaired a report titled Enhancing the use of scientific evidence to judge the potential benefits and harms of medicine. Previous member of Google DeepMind Health's Independent Review Board. Leading advisor to the UK Government regarding health policy and was knighted in the United Kingdom in the 2007 New Year Honours for Services to Medicine.



# Deliver great care and insights

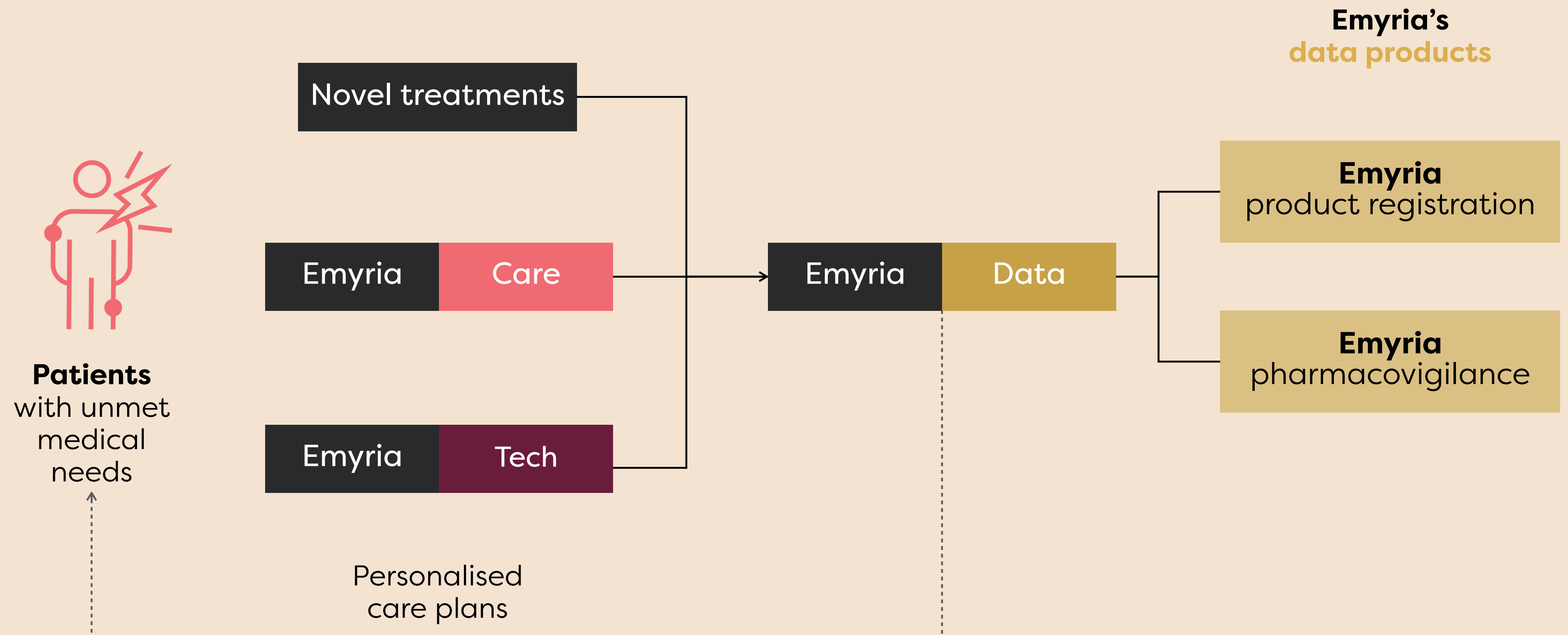


# Drivers of change in health care

	Typical model today	Emyria today	Potential future model	What's needed? How Emyria is investing
Care access	Doctor sees patient in “brick & mortar” clinics or via telehealth		“Doctor-in-your-pocket” - smartphones facilitate self-care with a clinical team at the ready	Building remote clinical monitoring Apps and programs
Care decision making	Doctor leads decisions based on training & published evidence		Doctor + patient decide together considering patient’s health goals + real-time analysis of similar patients to develop personalised health plans	Capturing patient-centric health goals and investing in clinical decision support tools
Care payment model	Health providers paid on a fee-for-service basis		Health services rewarded for delivering great health outcomes	Collecting pharmacoeconomic data and patient-reported outcomes
Care innovation model	Randomised control trials are gold standard (10+ years, \$1B+)		Evidence-generating care models constantly evaluate the safety and efficacy of treatment, choices, both standard and novel	Ensuring high quality and ethically-sourced data is captured in all clinical encounters to build robust real-world data and evidence



Emyria creates **data products** and **technologies** that **accelerate novel drug development** and **elevate care** for patients with unmet medical needs



# Emyria's leading products

Emyria Care



\* Australia-wide, independent clinical service

Emyria Tech

*Openly*

\* Cutting-edge remote monitoring technology

Emyria Data

**Emyria**  
product registration

**Emyria**  
pharmacovigilance

\* Unique clinical data of value to drug developers

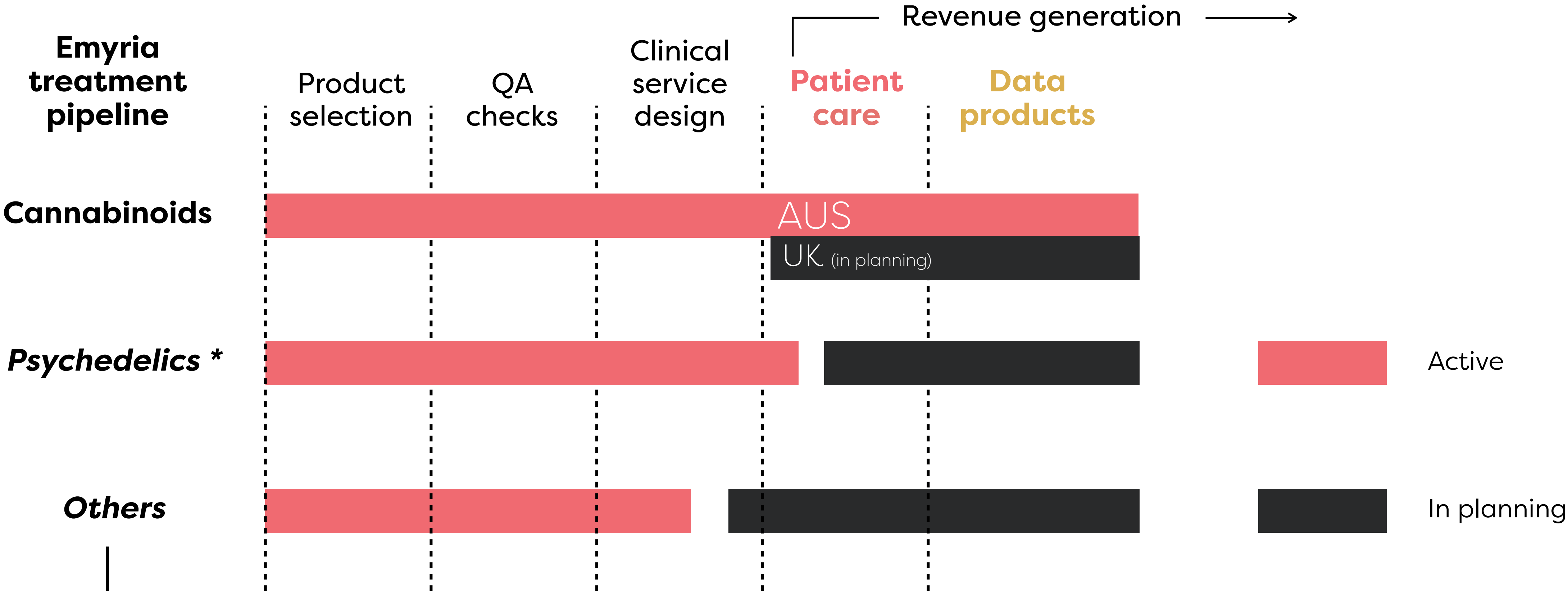




**Emyria accelerates novel drug  
development**

# Novel treatments

We partner with **research-focused Sponsors** to safely administer novel and **unregistered treatments** where evidence is lacking but the clinical need is great



\* 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>





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



Emyria

Care

## Emyria trains and develops our own 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)**

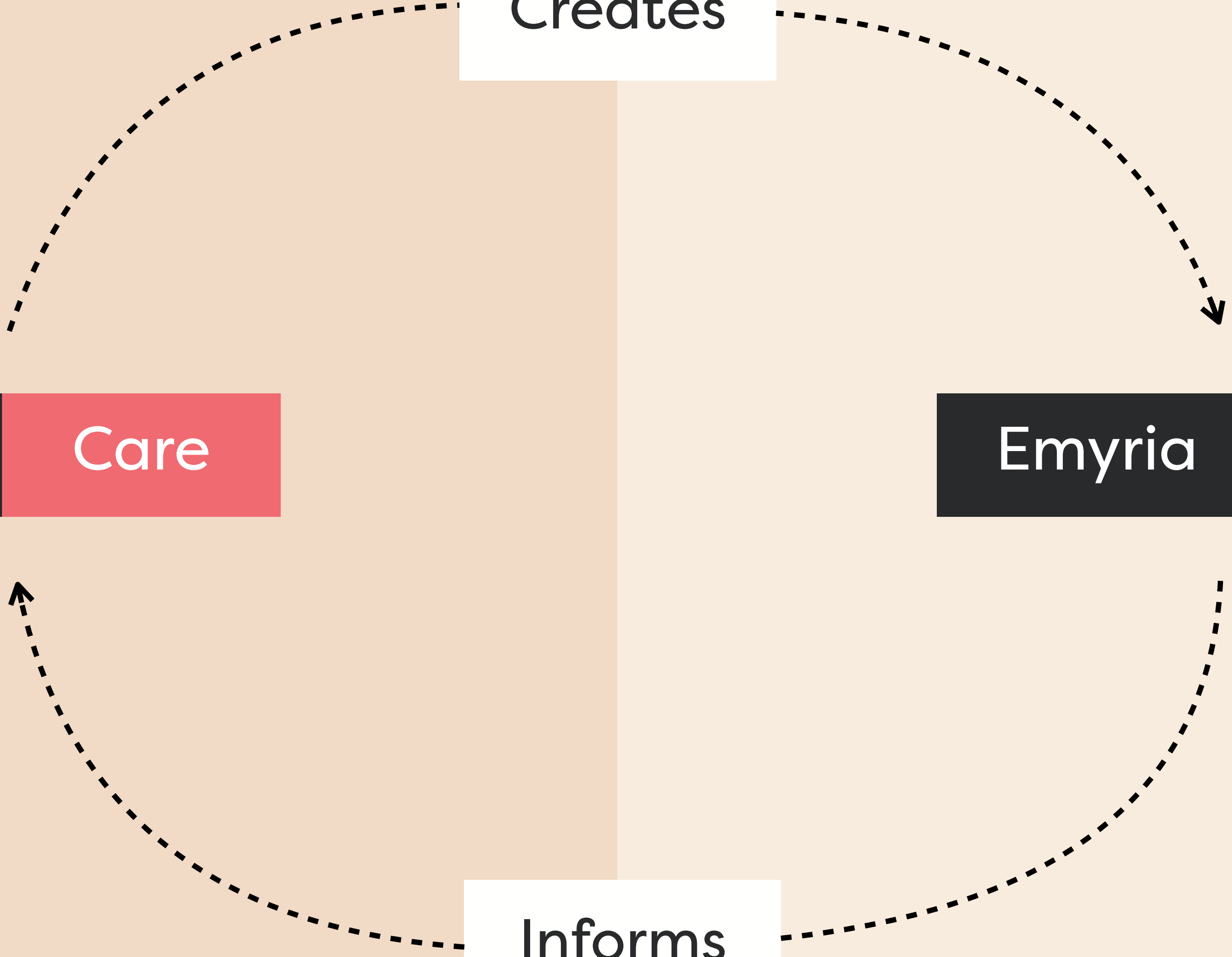


Emyria Care

Emyria Data

Creates

Informs



Emyria

Care

We evaluate and provide **individualised care** for patients who have failed “standard of care”

- 4 clinics across Australia
- Over 2,500 patients\*
- Over 54 therapeutic indications

Emyria

Data

We collect robust and ethically-sourced **clinical evidence** with each consenting patient

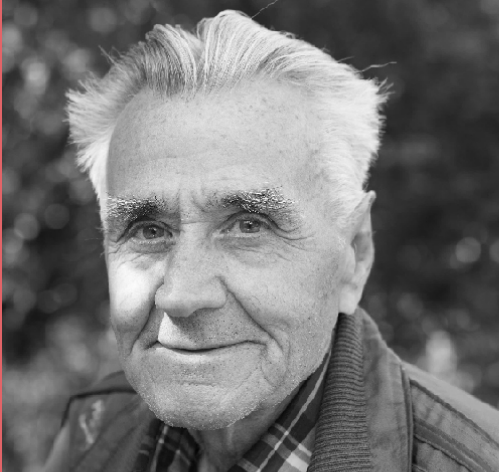
- Regulator-grade evidence
- Validated clinical endpoints
- Patient-reported outcomes

# Emyria generates revenues from care and insights



		Unmet medical needs	Collect data	Insights	Clinical trials	Registration	Monitoring
<div>Emyria</div> <div>Care</div> <div>Clinical services revenue</div>		Insomnia					
		Chronic non-cancer pain					
		Chemotherapy symptoms					
		Autism					
		Irritable Bowel Syndrome					
		Cancer Pain					
		Epilepsy					
		Neurological Spasticity					
		Parkinson's Disease					
		Migraine (headache)					
		PTSD					
		Alzheimer's Disease					
		Anorexia & wasting chronic illness					
		Dementia					
		Inflammatory Bowel Disease					
		<i>Others</i>					

CompletedIn progress/  
planning



# 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

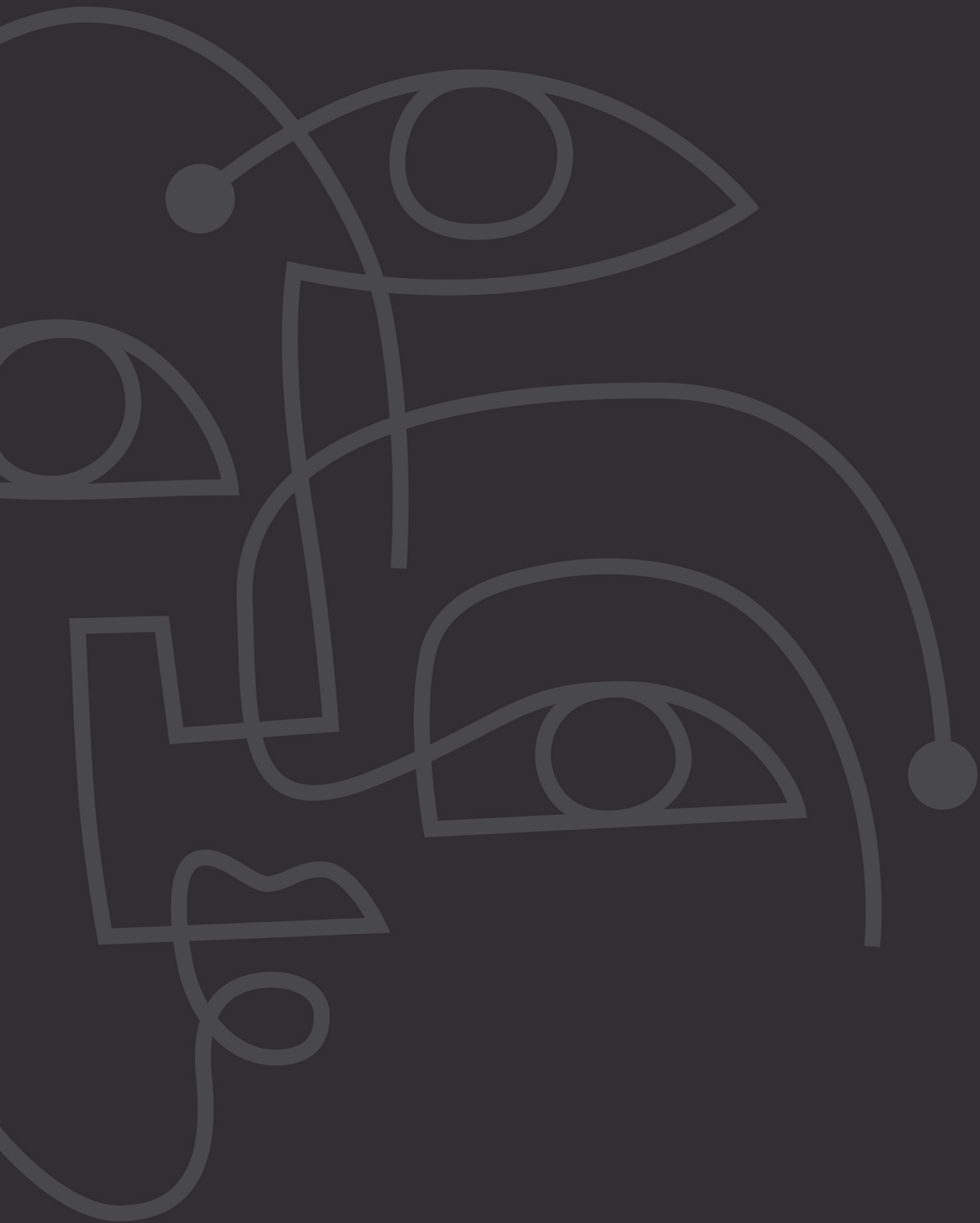
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DASS 42 Stress

16

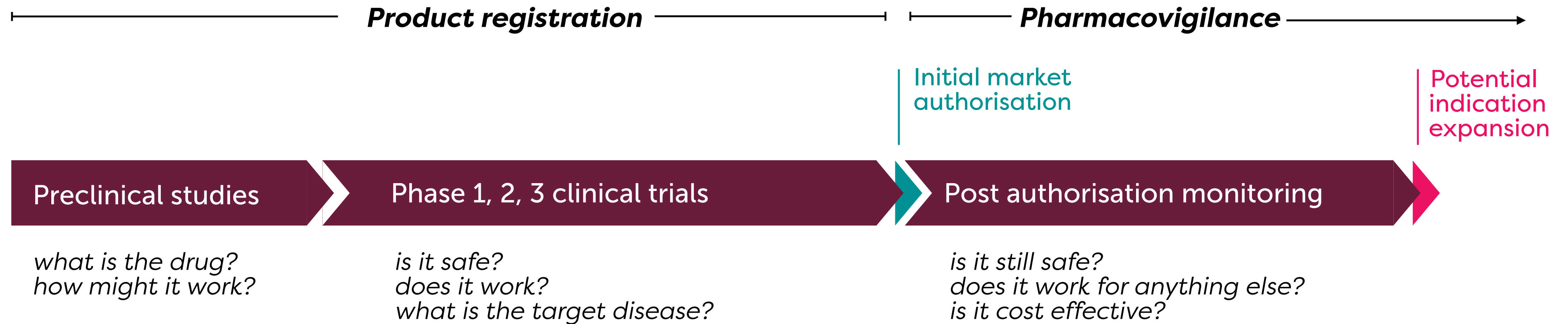
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**Emyria creates data products**

# Traditional drug development process



Emyria **data products**  
accelerate drug development

Emyria | product registration

- Strategic trial design
- Faster initial authorisations
- Indication expansions

Emyria | pharmacovigilance

- Safety monitoring
- Payer coverage decisions

Emyria

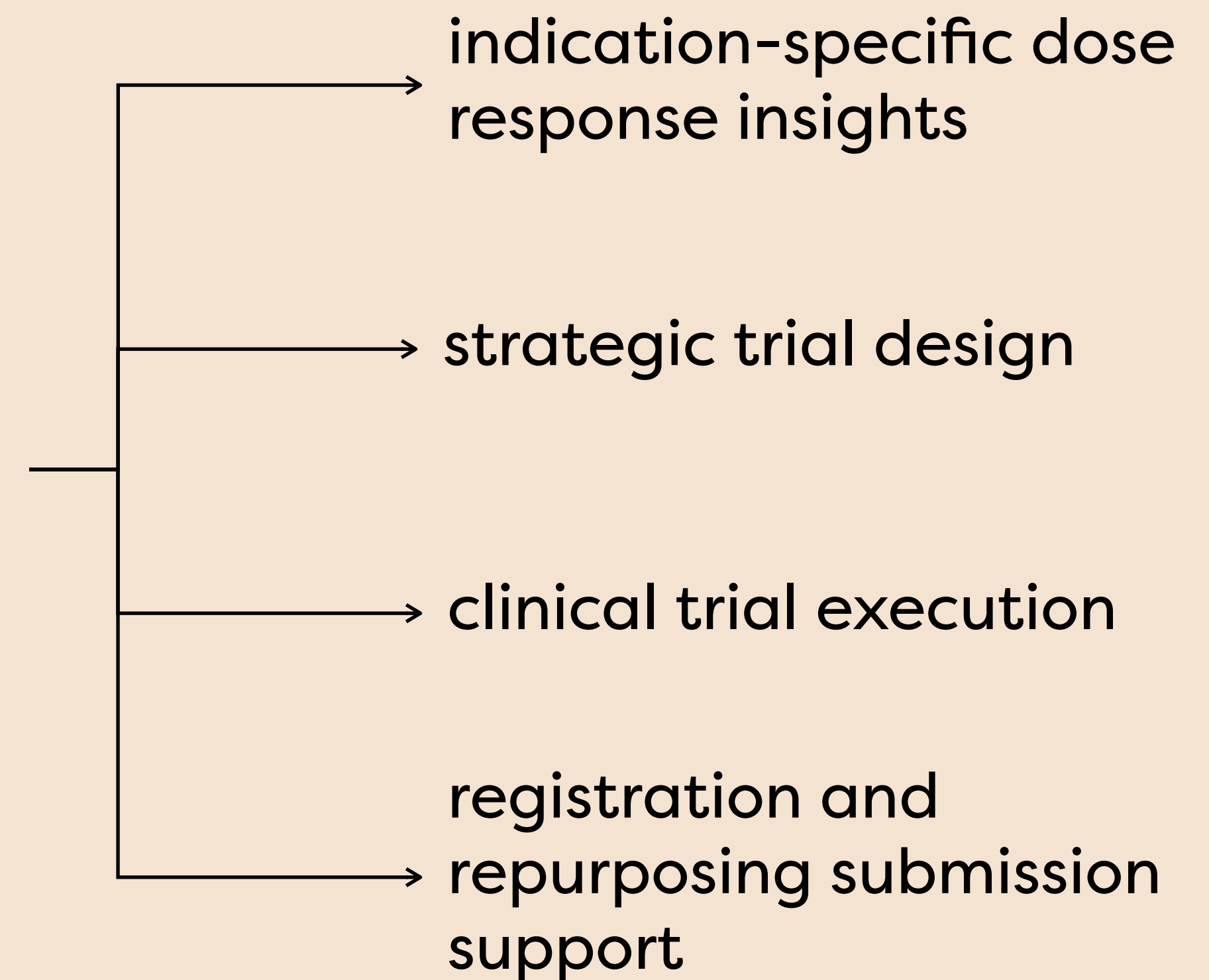
product registration

**Data insights + services to help drug  
developers obtain market  
authorisation (i.e. a “label claim”)**

Emyria

product registration

**Global product registration  
support using anonymised  
real-world evidence**





Emyria

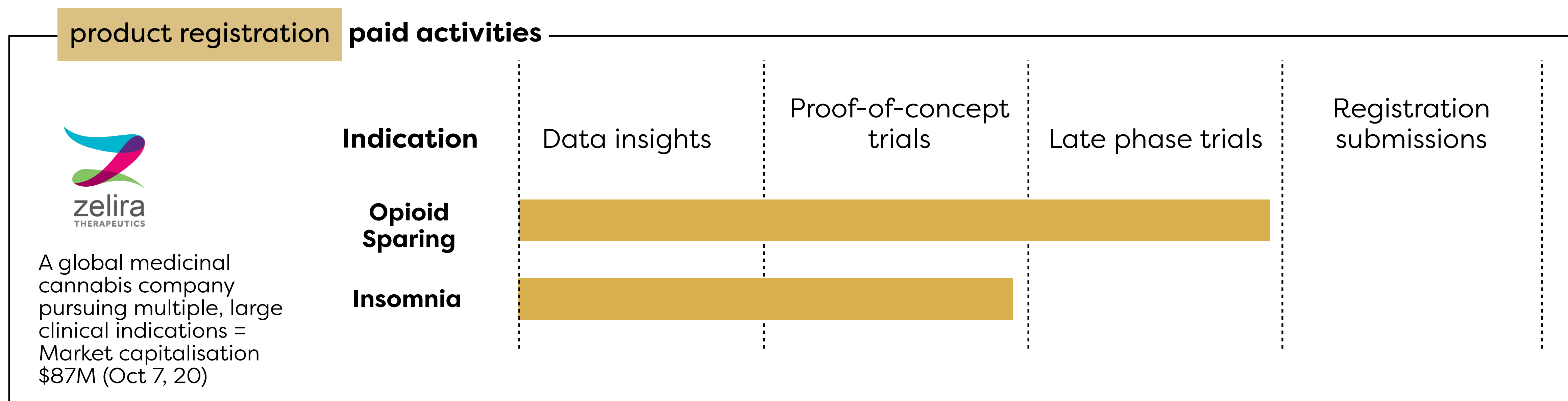
product registration

## Case Study - Zelira Therapeutics

Emyria was 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.



For more details, please see ASX announcements dated 27 FEB 2020 and 30 SEP 2020

# Global regulatory environment for cannabinoids



**TGA** (Australia)

[09-Sep-20] TGA releases proposal to down schedule “low dose” CBD (< 60mg) to “Schedule 3”

Would allow registered, “low dose” CBD to become PHARMACIST-ONLY medicine

Registration requires product specific evidence on quality, safety and efficacy for a specific indication

Source: <https://www.tga.gov.au/consultation-invitation/consultation-proposed-amendments-poisons-standard-joint-acmsaccs-meetings-june-2020>



(USA)

[05-Mar-20] FDA releases statement: “To address the questions and concerns...(re: CBD), we’re seeking reliable and high-quality data.”

FDA showing it is interested in regulating CBD like all other medicines

THC illegal at a Federal level in USA.

Source: <https://www.fda.gov/news-events/public-health-focus/fda-regulation-cannabis-and-cannabis-derived-products-including-cannabidiol-cbd>



Medicines &  
Healthcare products  
Regulatory Agency

**MHRA** (UK)

[13-Oct-16] “We have come to the opinion that products containing cannabidiol (CBD) used for medical purposes are a medicine. Licensed medicinal products have to meet safety, quality and efficacy standards to protect public health.”

Source: <https://www.gov.uk/government/news/mhra-statement-on-products-containing-cannabidiol-cbd>

Establishes primacy of **registration** and **need for clinical evidence** for cannabinoids in major markets

= supports **Emyria's** model

Emyria

pharmacovigilance

**Data insights** to monitor how a drug  
performs in the real-world

Emyria

pharmacovigilance

**Near real-time  
pharmacovigilance for novel  
products providing real-world  
evidence**

→ additional clinical indications

→ safety / adverse events

→ product use patterns

→ cost effectiveness



Emyria

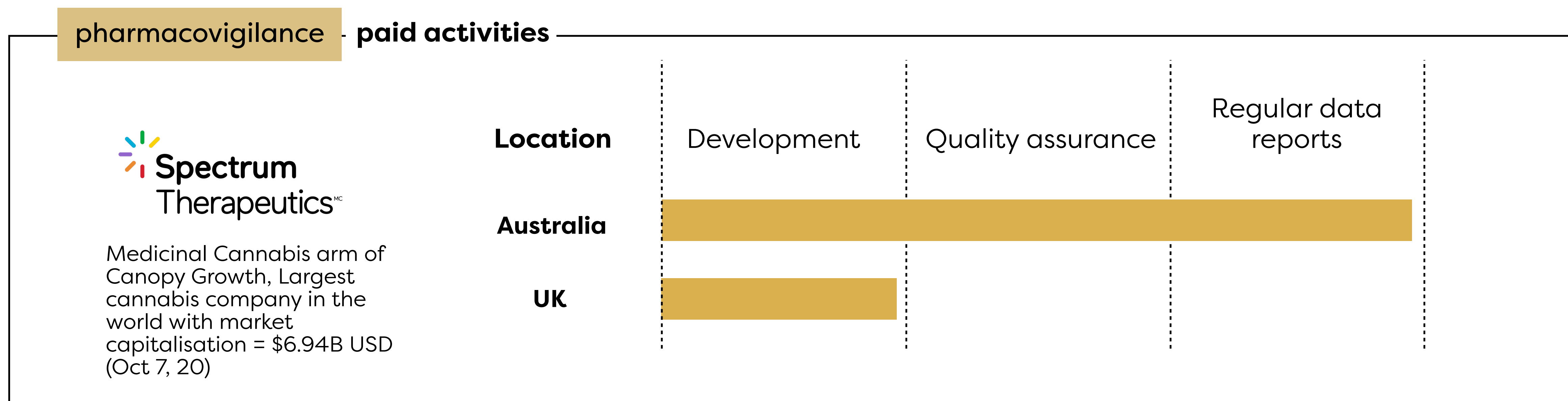
pharmacovigilance

## Case Study - Spectrum Therapeutics

Emyria approached in 2019 to develop a pharmacovigilance product registry 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)



For more details, please see ASX announcement dated 10 AUG 2020

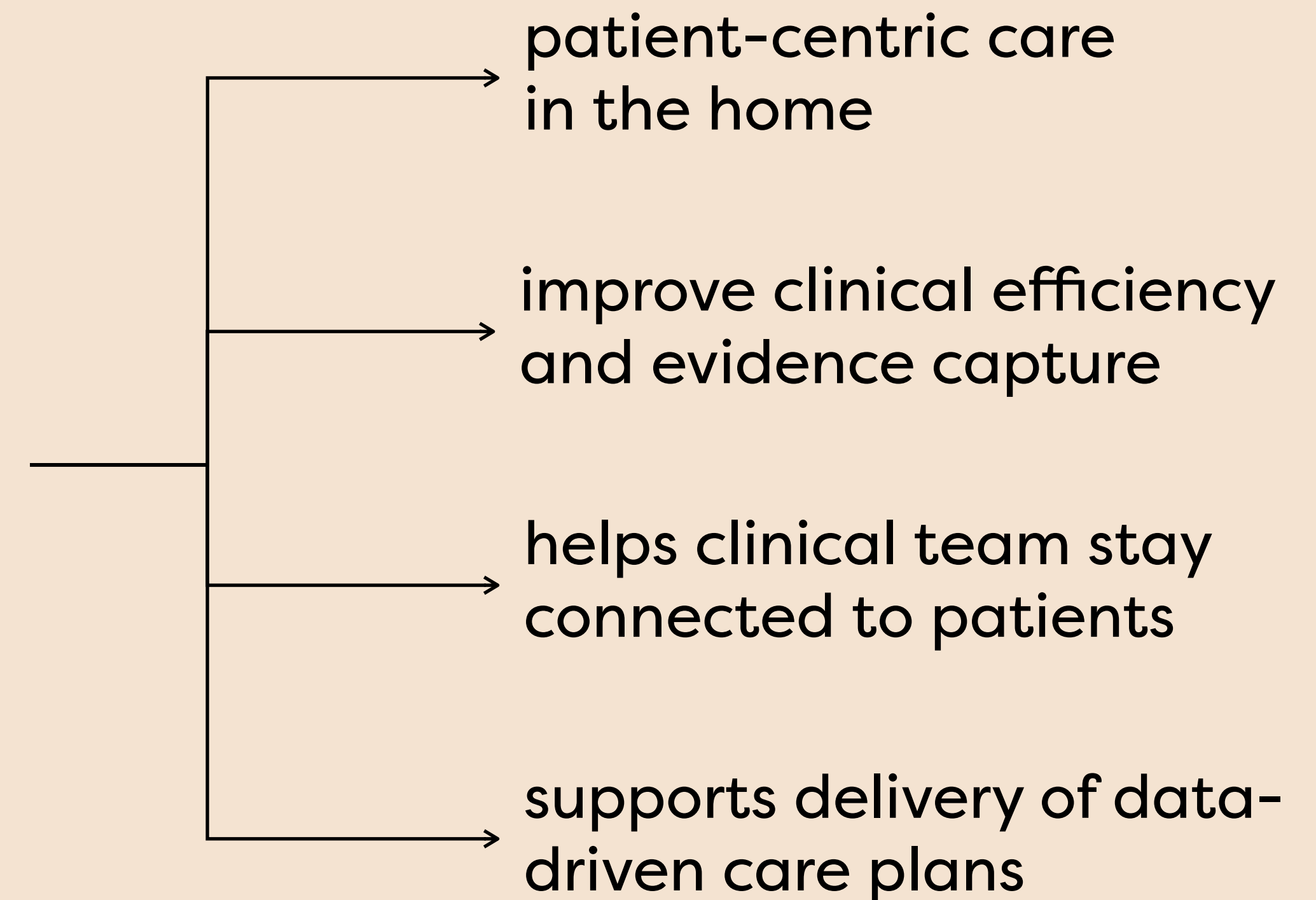


**Emyria** creates **technologies**

Emyria

technology

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





Emyria

technology

# Openly

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



Emyria's Openly App  
is registered with  
the TGA as a Class 1  
Medical Device



Emyria has a strategic  
partnership with Mt  
Sinai's Precision  
Recovery Team to  
develop Openly

please see ASX announcement  
dated 15 SEP 2020

please see ASX announcement  
dated 17 SEP 2020



# Openly workflow

## Simple, Scalable

Deployed to a person’s mobile device, Openly is quickly deployed to large populations

## Screening in Seconds

Openly is easy to use, enabling frequent screenings and objective clinical measurements

## Actionable Insights

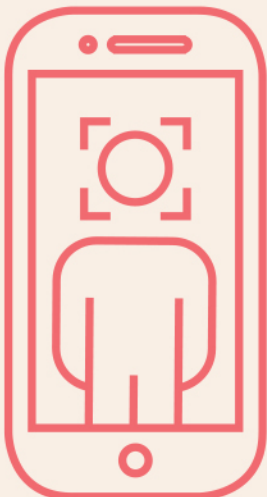
Openly aggregates population health data to manage risk and provide decision support

### App

1.  
**Risks & Symptoms**  
Participants prompted by SMS, email or notification to complete a “**One Minute Daily Review**” of risk factors and symptoms

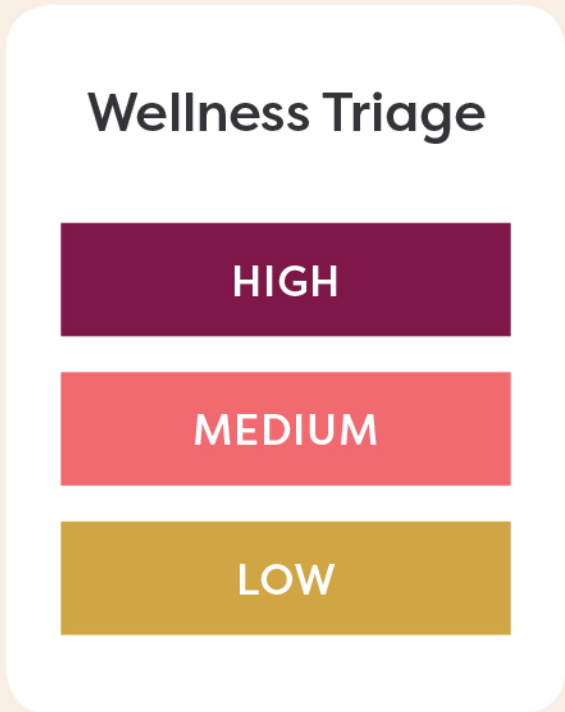


2.  
**Vital Signs**  
**Vital sign** information collected from everyone to improve objective clinical assessment

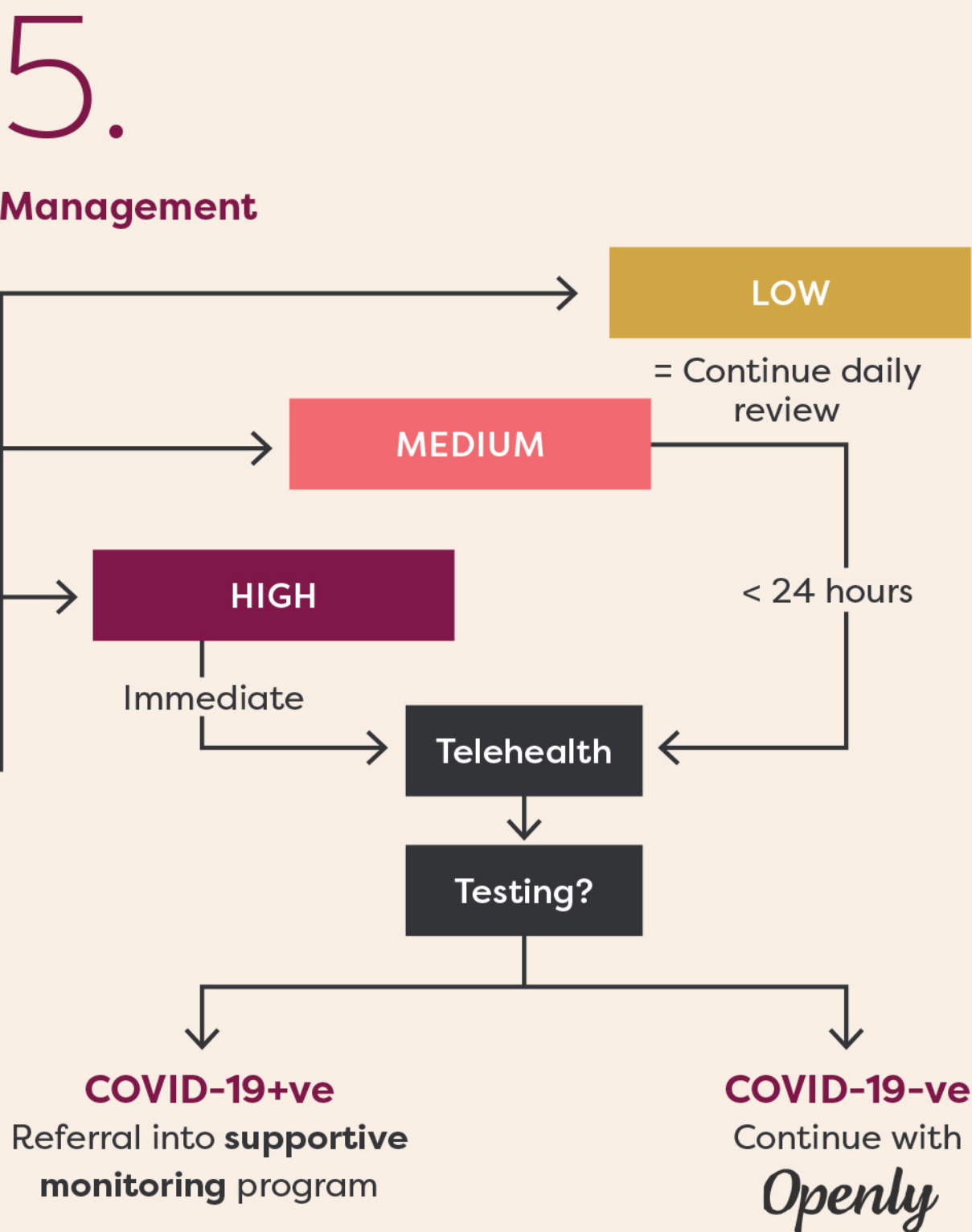


### Control Centre

3.  
**Alerts**  
Evidence-based **risk scoring applied** based on patient inputs



4.  
**Clinical Screening**  
**Clinical team** monitors alerts and responds with direct tele-health consultation or coordinates referral to appropriate service



Status

**Optional:** Based on results, a ‘status’ and other educational information can be delivered to participants

# Future development of Emyria's lead products

Emyria Care



- \* Clinical service in new geography (UK)
- \* Increase diversity of therapies used across network

Emyria Tech

*Openly*

- \* Develop health screening service
- \* Technology development

Emyria Data

**Emyria**  
product registration

**Emyria**  
pharmacovigilance

- \* More data deals
- \* Emyria insights that are patentable or can become products



# Upcoming speaking engagements



**15  
OCT**

## **ARCS Conference**

Thursday 15 October  
09.00 - 10.30am, AEDT

“Real World Evidence & its impact  
on clinical, regulatory and market  
access”

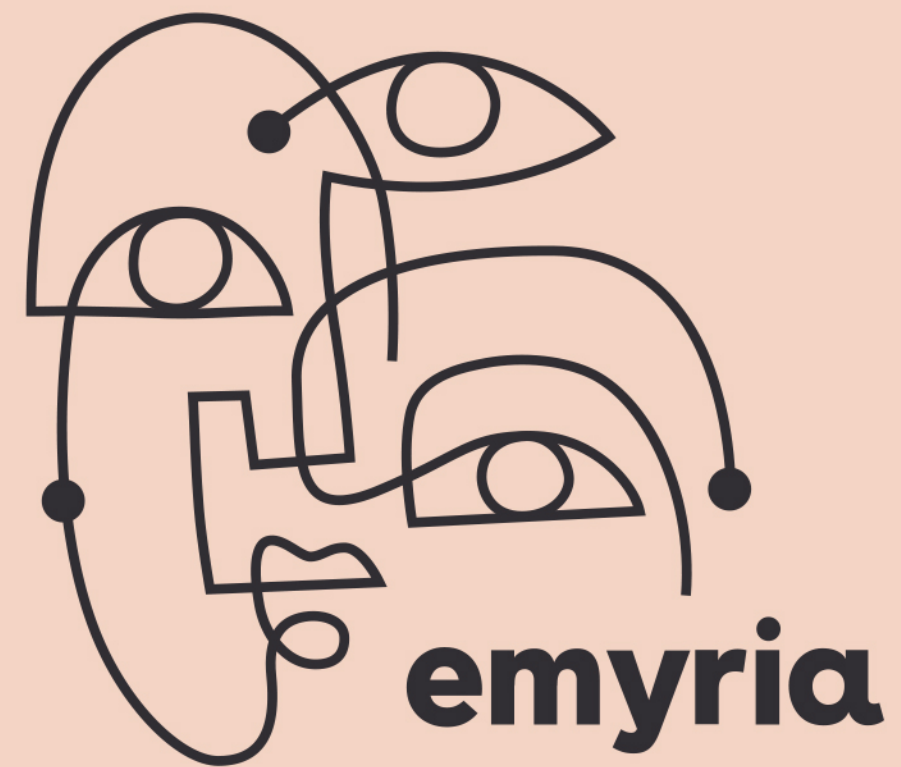
**29  
OCT**

## **AusBiotech 2020**

Thursday 29 October  
11.45am - 12.30pm, AEDT

“Evidence based medicine and  
precision dosing”





myriad data.  
individual care.

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