

## **NOVITA HEALTHCARE LIMITED CHAIR'S ADDRESS AND MANAGING DIRECTOR'S PRESENTATION**

Novita Healthcare Limited (ASX:NHL or the Company) announces that at the 2018 Annual General Meeting held today, Thursday 29 November 2018, the following Chair's Address to shareholders and Managing Director's Presentation were provided

### **Address by the Chair of the Company, Sue MacLeman.**

I would like to take this opportunity to formally introduce myself as the new Chair of Novita's Board of Directors and to reflect on my first few months in the role. It has been an extremely interesting and exciting time to join the Company as we embark on the role out of TALI Health. I continue to be impressed by the dedication, enthusiasm and passion shown by the Novita team, and I have no doubt that we will achieve our goal of becoming innovators in this important attention disorder and autism space. Before looking ahead however, I would like to take a moment to reflect on a year that has seen good progress towards our goals.

During the year, a team was established under Glenn's leadership and by year end, outsourced development was substantially reduced with internal resources built to focus on marketing and sales activities. This led to the Commercial launch of TALI Train through Healthcare professionals, Schools and direct to parents. Further assisting with this focus on delivering sales in market TALI Train received approval as a Registered Provider in the National Disability Insurance Scheme (NDIS) (May 2018).

The Company also delivered on regulatory milestones with TALI Train granted Class 1 medical device certification as an attention assistive training device through the Therapeutic Goods Administration (TGA) as entered into the Australian Register of Therapeutic Goods (May 2018) along with FDA (Food and Drug Administration) Class II status (Sept 2018).

The Acquisition of Newly and subsequent agreement to sell Newly to HealthcareLink, has allowed Novita to deploy resources into a multi-billion-dollar market opportunity centred on improving attention in early childhood with digital solutions. An area that is now attracting large pharmaceutical companies, education providers and global tech companies as key players in this evolving segment.

I would like to thank you, our shareholders, for your support throughout the year. As we push ahead with our plans I look forward to meeting with more of you and keeping you updated on our progress.

Following the Chair's Address, the Managing Director and CEO, Glenn Smith, provided the presentation to shareholders that follows.

John Osborne

Company Secretary

### **ABOUT NOVITA HEALTHCARE**

Novita Healthcare is an emerging health sector technology company targeting ATTENTION in children through its breakthrough technology TALI. TALI Train uses proprietary algorithms inside a game-based learning application to improve core attention skills in early childhood ([www.talihealth.com](http://www.talihealth.com)).

### **CONTACTS**

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## Annual General Meeting | 2018

ASX: NHL ([www.novitahealthcare.com.au](http://www.novitahealthcare.com.au))



# DISCLAIMER

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Some of the statements in this presentation constitute “forward-looking statements” that do not directly or exclusively relate to historical facts.

These forward-looking statements reflect Novita Healthcare Limited’s current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside Novita Healthcare Limited’s control. Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks.

Because actual results could differ materially from Novita Healthcare Limited’s current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained in this presentation with caution.

# NOVITA INVESTMENT HIGHLIGHTS

## - Global Business Opportunity

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- **Product built and cleared to market** - TALI Train (ARTG Class 1, FDA Class 2) is a breakthrough game-based training technology focused on treating childhood attention
- **Access to insurance scheme(s)** - approval as a Registered Provider in the **National Disability Insurance Scheme (NDIS)**
- **Globally 136 million children have clinical attention difficulties.** Children experience non-clinical attention difficulties, and can also benefit from TALI Train
- **A\$1.2m Australian Government CRC grant** will support accelerated development and commercialisation of TALI Detect through to the end of 2019. This attention screening tool, which complements and builds on TALI Train **will fill a significant global need**
- **Novita will build a pipeline of potential technology opportunities** which places Novita in an exciting phase of growth

# CORPORATE OVERVIEW (ASX: NHL)

## Company profile

- **Novita** is a digital device development and commercialisation business
- Initial product launched by wholly owned subsidiary (**TALI HEALTH**) in July 2018
- That solution, **TALI Train™** is a world leading digital tool to strengthen core underlying attention in early childhood when children need it most
- **Global from day one** is our focus and our solutions are scalable applications that meet global health and wellbeing issues

## Financial information

Share price (27-Nov-18)	<b>A\$0.026</b>
Number of shares	449.3m
<b>Market capitalisation</b>	<b>A\$12m</b>
Cash (30-Sept-18)	A\$1.5m
Debt (30-Sept-18)	No debt
<b>Enterprise value</b>	<b>A\$10.5m</b>

Source: Automic

## Key shareholders

P & D DIAMOND SUPER FUND A/C	12.24%
GREY INNOVATION HOLDINGS PTY LTD	5.65%
THREE ZEBRAS PTY LTD	3.78%
HSBC CUSTODY NOMINEES (AUSTRALIA)	3.58%
MOONAH CAPITAL	3.36%
<b>Top 20 shareholders (27-Nov-18)</b>	<b>50.47%</b>

# WHAT WE DO AND WHY WE DO IT

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Novita is building and commercialising digital technologies  
*Our solutions deliver positive health and wellbeing outcomes*

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- **Mission:** We strive to deliver market leading, outcome focused digital health and wellbeing technology
- **Values:** Focus on innovation, collaboration, market scale, empathy, community benefit
- **Vision:** Our Vision is to be the global leader in early intervention by building digital screening tools and therapeutics that forever change health, education and life outcomes



## THE COMPANY- Our wholly owned subsidiary TALI Health



- **TALI Health:** company was formed to commercialise intellectual property from an ongoing 20+ year Monash University neuroscience research project
- **TALI Train: A patented digital platform technology**<sup>1</sup> providing direct therapeutic activity, delivered not through a pill, but through a game based experience via an app on a tablet or smartphone
- **TALI Train is available NOW:** designed for children to directly strengthen attention in early childhood
- **TALI Detect in development:** designed for children to screen for lack of attention in early childhood

1. Intellectual property (IP) licence agreement in place between TALI Health and Monash University for commercialisation

# THE COMPANY – Your Board and team



**Sue MacLeman**

- Sue has more than 30 years' experience as a pharmaceutical, biotechnology and medical technology executive
- Sue has served as CEO and Board member of several ASX and NASDAQ listed companies in the sector



**Glenn Smith**

- Over twenty years experience in leading customer-centric businesses in periods of rapid growth
- Seasoned executive who has held senior roles in strategy, investment, R&D, marketing, sales and operations



**Jefferson Harcourt**

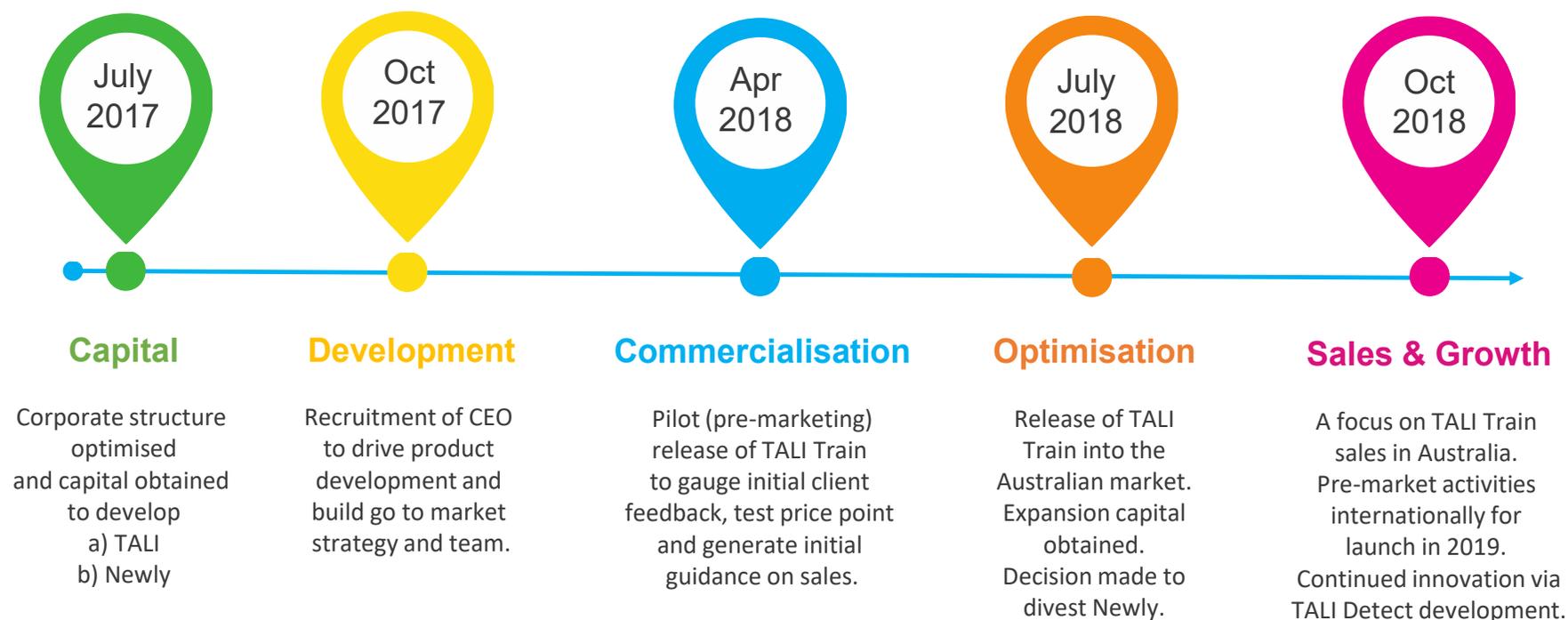
- Founder of Grey Innovation, significant product development and commercial expertise
- Sits on a number of private technology company boards in medical device and security markets



**Mark Simari**

- Significant experience on boards in privately held and ASX-listed companies
- Responsible for driving growth strategies including acquisitions, capital raising, restructuring, and driving strategic and business planning processes

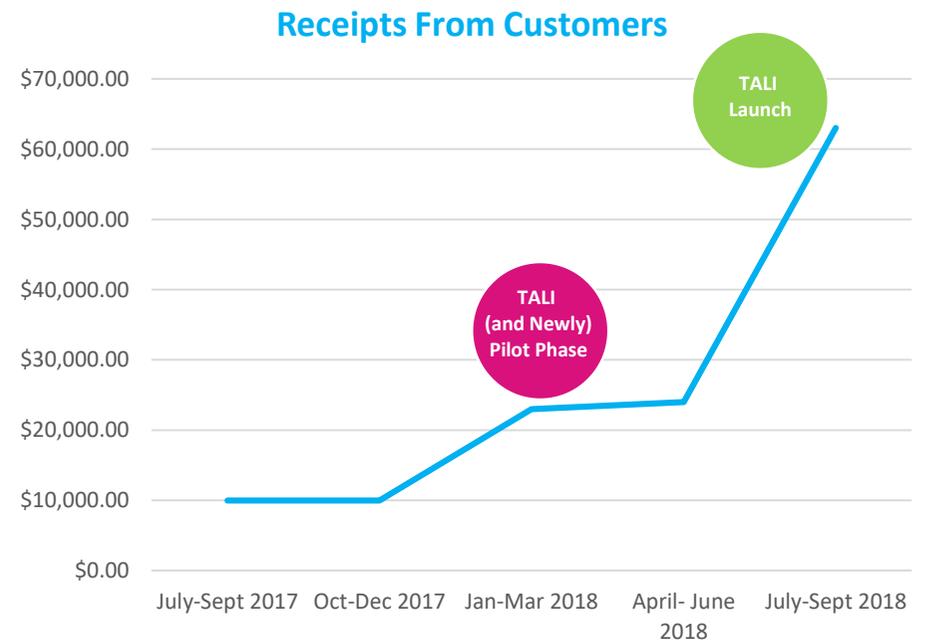
# FY 2017/2018 – Building the Foundation, Drive to Sales Growth, Continued Commitment to Innovation



# WHERE ARE WE TODAY? NOVITA, DRIVING OUR TALI PRODUCTS TO MARKET

In market (TALI Train) with TALI Detect on track for 2019 launch

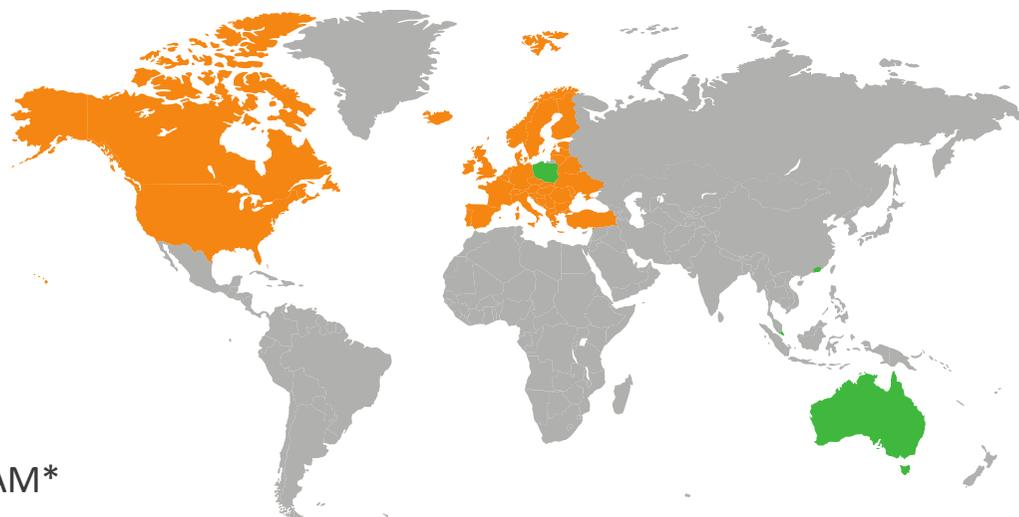
- ~200 providers (including multiple schools) delivering TALI Train
- In Australian market **with** initial customers also in:
  - Singapore
  - Hong Kong
- **Primary (Elementary) Schools** are largest target opportunity
- Divested Newly (Oct 2018)



# WHERE ARE WE HEADING IN 2019 AND BEYOND?

**Global from day one** means delivering our apps to a global audience via multiple channels – e.g. direct to parent via app store, schools, healthcare professionals, channel partners

- **Continue to grow in markets:**
  - Australia
  - Hong Kong
  - Singapore
  
- **Expansion into:**
  - North America
  - UK and Europe
  
- USA Attention Spectrum Disorder treatment TAM\* = **USD\$2B**
  
- USA ADHD treatment TAM\* = **USD\$10B**



\*TAM = Total Addressable Market

## BUT WHY? - Science and Technology Combining to Deliver Optimised Medicine

- **Digital therapeutics are a new category of apps** that help treat medical conditions to improve long-term health outcomes
- **Digital screening and therapeutics** are tools, such as mobile apps and platforms, whose interventions may complement or replace traditional medicine - >USD\$9B market by 2025<sup>1</sup>
- **Attention** is one of the first cognitive skills to develop in children and plays a vital role in the development of more complex skills such as memory and language - important prerequisites for learning
- **Early intervention** is crucial in preventing and limiting the detrimental long-term impact of lack of attention
- **Mobile app-based digital screening and treatments can be delivered with scale and cost benefits.** Millions of children stand to benefit whilst potentially saving insurers, governments, educators and parents billions of dollars annually

1. Grand View Research: <https://www.grandviewresearch.com/press-release/global-digital-therapeutics-market>

# ATTENTION – A Global Issue

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## Attention problems are the most commonly reported childhood issue

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- **Lack of attention** has a detrimental impact on education, social inclusions and general wellbeing
- 400,000 children in Australia have severe attention difficulties<sup>2</sup>
- Globally **136 million** children have severe attention difficulties
- 40% of children who are otherwise typically developing at the age of four have some degree of attention difficulty
- \$24 billion dollars is the annual cost of childhood inattention in Australia<sup>3</sup>

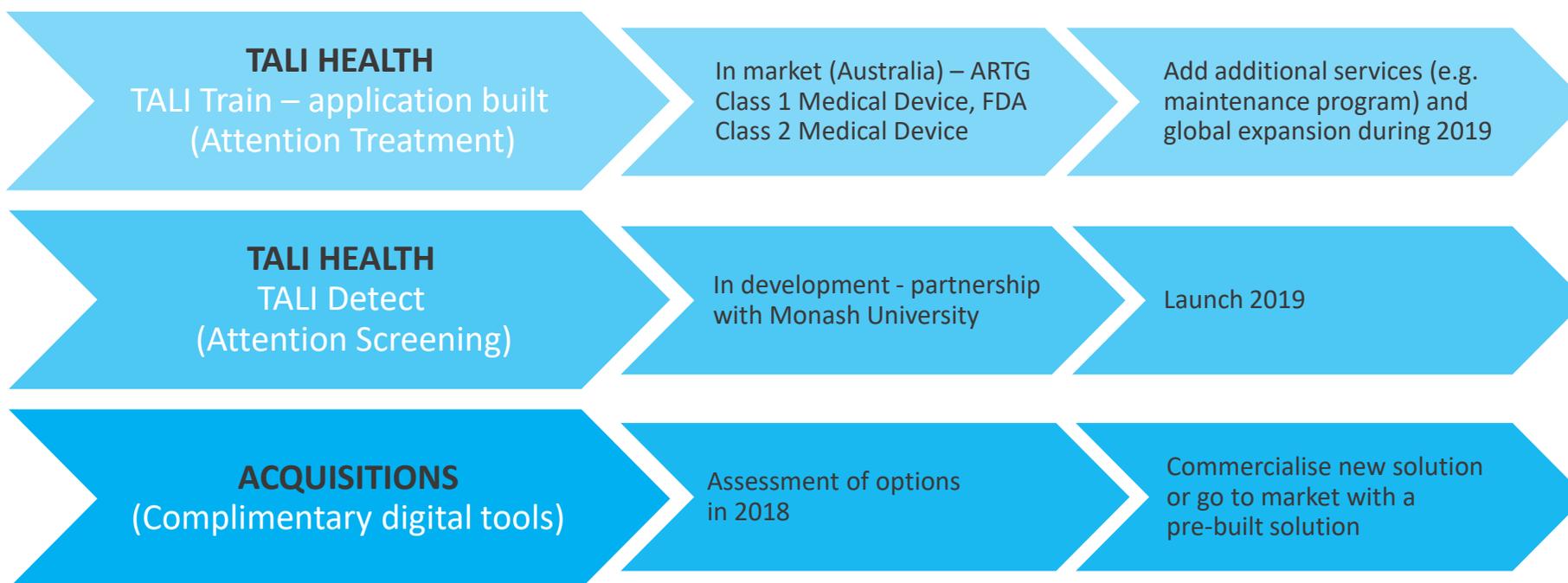
2. NHMRC, The Royal Australasian College of Physicians. *Australian Guidelines on ADHD (2009)*

3. Buescher A.V., Cidav Z., Knapp M., Mangell D.S. *JAMA Pediatr* 168(8):721-728 (2014). *Economic Cost of Autism Spectrum Disorders in Australia*. Synergies Economic Consulting (2011)

# OUR CURRENT AND FUTURE PATHWAYS

## Product Now and a Pipeline to Growth

**Digital software and device strategy** – Focus on domestic growth before expanding into global markets, allowing us to leverage off similar marketing channels and insurance schemes for our current and future technologies



# TALI Train – A Digital, Adaptive Program with Proven Results

## A Breakthrough In Early Childhood Intervention

TALI TECHNOLOGY

### Breakthrough Technology

TALI is a breakthrough program proven to improve childhood attention and learning outcomes



### Scientific Approach

The TALI exercises were designed by neuroscientists with over 25 years of experience.



### Detailed Reports

The TALI web portal provides instant access to the child's daily progress and performance via built-in analytics.



### Training Schedule

Designed as a five-week clinical intervention, the program is accessed via a home-based tablet, making it available to users across a wide range of socio-demographic groups and geographic locations.



### Evidence Based

The benefits of TALI are proven and were evaluated in a gold standard clinical trial. This research is published in highly regarded international journals.



### Adaptive

Using a special algorithm, each TALI exercise adapts in difficulty in real time to ensure that children are always working at the optimum level for them.



# SCIENCE MEETS DESIGN

## - To Deliver Clinical Outcomes

**TALI Train** – neuroscientists combining with game designers to deliver a world leading, game based digital treatment. The program is;

- **Evidence based** – this is not just another brain training app. This is a program developed and evaluated by cognitive neuroscientists who specialise in childhood development;
- **Adaptive** – tailored to every child. It's personalised medicine at its best;
- **At home use** – allows parent involvement in the treatment and is fun for the child; and
- **Early intervention** – lasting benefit can be obtained for children 3 to 8 years of age



# A GAME BASED PROGRAM THAT IS **FUN AND REWARDING** WITH ALGORITHMS THAT DELIVER A **CLINICALLY PROVEN TREATMENT** <sup>4</sup>

## TALI Train Exercises

SELECTION	CONTROL	INHIBITION	FOCUS
			
<p>This exercise trains children to attend to relevant information whilst filtering out distractions.</p>	<p>Children develop the ability to chose what they attend to and what to ignore.</p>	<p>This exercise trains children to act in a less impulsive manner.</p>	<p>Children develop the ability to maintain their attention on a task over a prolonged period of time.</p>

4. Research published in *Journal of Child Psychology and Psychiatry* and *American Journal of Intellectual and Development Disabilities*

# THE IMPORTANCE OF EARLY INTERVENTION

Our **key audiences** understand the large **unmet market opportunity** for the non-pharmaceutical treatment of childhood attention disorders – **NOVITA is positioned at the forefront of this opportunity**



**CLINICIANS**

It is clinically proven and well-known amongst the clinical community that early intervention provides the best outcomes for patients with attention difficulties. However, clinicians are searching for non-drug based therapies to use in the early stages that provide long term results



**SCHOOLS**

Early intervention will present improvements in learning for children with attention difficulties in the initial stages of their education, reducing pressure on the schooling system to offer extensive special needs assistance



**PARENTS**

There is an opportunity for parents to positively impact their child's future development if signs of attention difficulties are spotted and diagnosis / treatment is sought

# WHO IS TALI FOR?

## All children require support in strengthening attention

- Primarily for children 3-8 years of age (developmental age)
- Can assist ALL children displaying lack of attention
- Those with a clinical diagnosis such as Autism Spectrum Disorder (ASD)
- Provides outcomes for those displaying symptoms related to Attention Deficit Hyperactivity Disorder (ADHD)
- Accessible via schools, healthcare providers and direct from the app store(s)



## FOR THOSE WITH A CLINICAL DIAGNOSIS, - TALI Train Provides Healthcare Professionals, Teachers and Parents with a New Option “A New Tool in the Toolkit”

- Psychostimulant medication is the most common treatment for attention difficulties and has been shown to be effective in the short term. **However;**
  - the long term impacts are still being investigated;
  - there can be adverse side effects;
  - It’s a one size fits all approach; and
  - It is limited as an early intervention option (not typically administered under the age of 7 years)

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**TALI Train is a new early intervention option and is complimentary to existing treatments**

Think of a new healthcare world - instead of ONLY prescription medicines (e.g. Ritalin for ADHD) - **think prescription digital therapeutics** (e.g. TALI Train for Autism and ADHD)

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# THE EVIDENCE – TALI is Effective for Children with Development Disorders as well as Typically Developing Children

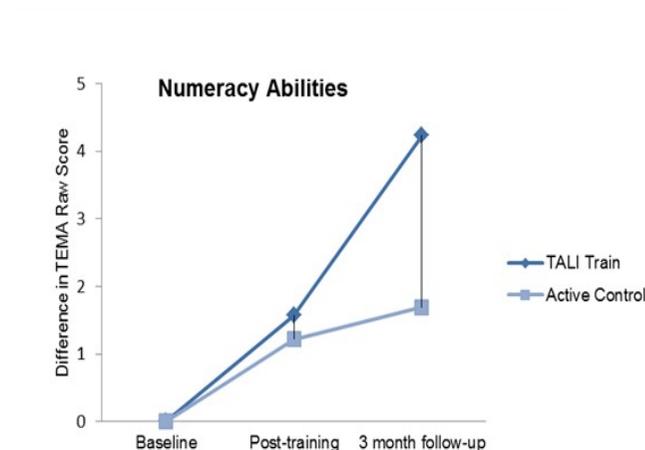
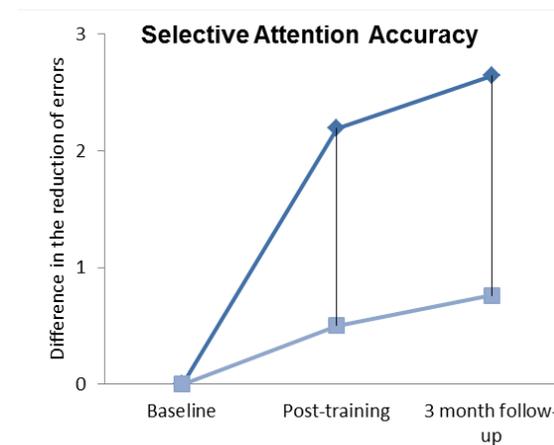
Results of a rigorous double-blind randomised controlled clinical trial investigating the effectiveness of TALI Train have shown that children who used TALI Train vs another touchscreen program for the same period of time are as follows <sup>5</sup>:

Children with developmental disorders:

- Achieved significantly greater gains in selective attention immediately after training [b= -1.68, p<0.05, d=0.24]
- Attentional gains were maintained up to three months after training had ceased [b= -1.87, p<0.05, d=0.26]
- Showed significantly greater improvements in numeracy skills three months after training had ceased [b= 1.94, p<0.05, d=0.15].
- These findings are part of one of the few studies that have successfully promoted transfer to untrained skills

Typically developing children:

- Had a significant reduction in ADHD symptoms in the classroom immediately after training [b=-13.53, p=0.001, d=0.86]



5. Research published in Journal of Child Psychology and Psychiatry and American Journal of Intellectual and Development Disabilities

# HOW DO WE KNOW IT IS WORKING?

93% of users have demonstrated positive improvements in:  
*a) Inattentive behaviour and b) Hyperactive behaviour*

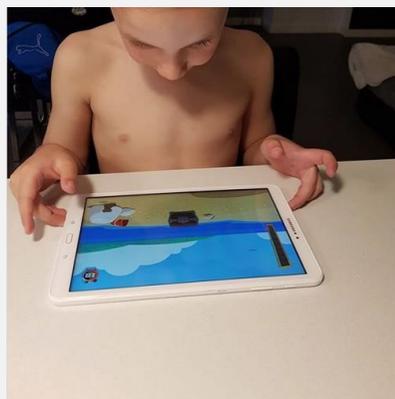
## Average score and improvement\*

	Before Training	After Training	Difference before-after
Total Score	27	9	-18
Inattentive Behaviour	14	4	-10
Hyperactive Behaviour	13	5	-8

*\*The lower the score the fewer difficulties in attention. Average score and improvement as recorded from children/parents who are users of TALI Train*



# NOT JUST ATTENTION RESULTS BUT HAPPY CHILDREN



6 5 Comments Seen by 19

Like Comment

View 3 more comments

**Catherine Gibson** My boy became fixated on needing to plug it and charge it even though it had full charge Will plug it in tomorrow to remove the distraction.  
Like · Reply · 6w

**New Born Baby** Hi Deana 'Moore' Azzopardi Training should be completed in a quiet area free from distractions such as television and radio. We recommend that your child uses headphones whilst completing the program and have a clear structure around when training will be completed.  
Like · Reply · Commented on by Rachael Ferrari (?) · 6w

**Kerryn Davies** had a get-together.  
September 19 at 6:29 PM

Harry is really enjoying the space themed games. We are seeing improvement every time he plays. We always have some food on hand to keep his focus at the table rather than searching for other things to do at the same time.



Sometime at Bendigo, Victoria.  
Kerryn Davies went.

3 1 Comment Seen by 15

Like Comment

**New Born Baby** That's great! Kerryn Davies  
Like · Reply · Commented on by Rachael Ferrari (?) · 4w

Write a comment...

**Kristine Henderson**  
September 6

The past two days, Jake has been keen to play with his Tali's before school. He has enjoyed the new content, and says that he is concentrating a little more in school. His class has gone through a bit of upheaval this year - his teacher left at the end of term 2 and it took until week 2 of term 3 to get a new teacher. Today the class has joined another, so hopefully this new focus will help him settle into the new classroom environment.

3 2 Comments Seen by 5

Like Comment

**Catherine Gibson** Good luck, hope he has a great day.  
Like · Reply · 6w

**New Born Baby** That's great Kristine Henderson that he is already feeling like he is able to concentrate more at school. Good luck with the new teacher.  
Like · Reply · Commented on by Rachael Ferrari (?) · 5w

Write a comment...

**Catherine Gibson**  
September 19 at 5:43 PM

Really good session this morning - Hunter asked if he could play Tali while eating his breakfast - was a bit hesitant but seeing as he was sitting still and seemed excited I figured I'd risk it. He was more focussed than usual and although there were a few pauses to shovel corn flakes in his mouth these time periods were actually shorter than his usual periods of distraction. He got through 3 games really focussed, lost it a bit on the last game but overall I was really, really happy with how he did.

4 2 Comments Seen by 4

Like Comment

**Kerryn Davies** Harry is the same. We now always have some form of food on hand for him.  
Like · Reply · 4w

**New Born Baby** Good to hear Catherine Gibson. Incentives really can help. Research shows that the support of the family or caregiver is integral in obtaining the best results from early intervention programs. By sharing the training time with your child, you are not only offering them your support and encouragement, you are modelling desired behaviours. An understanding of the program and the parts that stand out for your child offers you the opportunity to use examples to illustrate and highlight your child's skills and accomplishments in the real world.  
Like · Reply · Commented on by Rachael Ferrari (?) · 4w

Write a comment...

**Catherine Gibson** shared a link.  
October 11 at 11:13 AM

<https://www.heraldsun.com.au/.../ae5cfaac783c41bf78168c5158bb...>



HERALDSUN.COM.AU

**Attention-grabbing plan to give every prep best start**

EVERY prep child would be tested for their attention and concentration...

8 4 Comments Seen by 9

Love Comment

View 2 more comments

**Jenn Jenkins** @ Kaye Finnin Counsellor  
Like · Reply · 6d

**New Born Baby** Awesome photo and interview Catherine Gibson  
Like · Reply · Commented on by Rachael Ferrari (?) · 6d

Write a comment...

# AND VERY HAPPY SCHOOLS REFERENCING TALI TRAIN

diamondvalleyleader.com.au

NEWS 11

ELTHAM NORTH

## Hi-tech program to learning

Screen time key to staying attentive

Josh Barnes

WORLD-LEADING technology is helping Eltham North Primary School tap into positive screen time and improve their focus in the classroom.

Designed from neuroscience research at Monash University, the program comes from TALI Health.

Children in the program, named TALI Train, play learning-based games on an iPad for 25 minutes a day to improve their concentration. It is targeted at children with learning difficulties such as autism and ADHD.

School assistant principal Stephen Hayes said using screen time in the program was a key feature in keeping the attention of the students.

"We find these days young children find it a little bit harder to focus in the class-

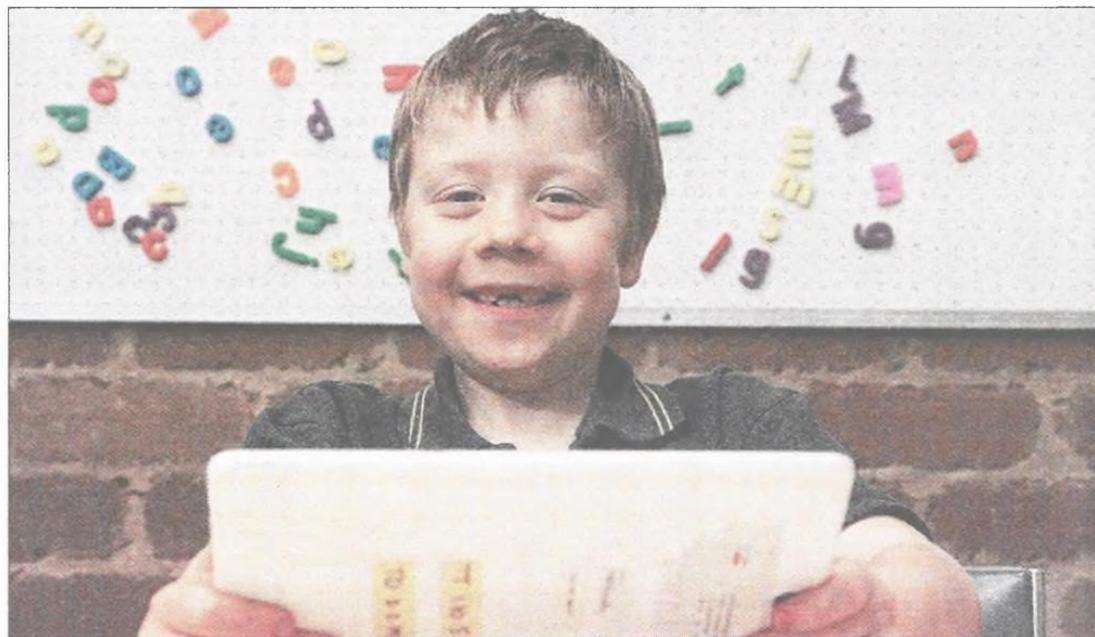
room, some have had an exposure to technology in the past where you can just push a button and get a result instead of focusing," Mr Hayes said.

"We understand technology is here to stay and it's important but we try to make sure our kids have access to programs and apps that will help their learning."

TALI Health chief executive Glenn Smith said the research undertaken by the university had refined the program to adapt to its users.

Mr Hayes said results had been positive since the school began using the technology in July.

"We did have one teacher comment about one child who had just completed the program and had made significant gains in their reading level," he said.



Sam of Eltham North Primary School uses the TALI Train program. Picture: HAMISH BLAIR

# KEY ACTIONS IN 2019 – deliver on our promise of product in the hands of children

- ✔ Continue to recruit schools as clients of TALI Train building referenceable client base in **Australia, Singapore, Hong Kong**
- ✔ **Drive sales growth** through integrated marketing and sales programs
- ✔ Pre-marketing activities in North America and Europe (**Partners**)
- ✔ **TALI Detect widespread trials** allows combined with engagement of key government and non-government bodies with the ability to assist in widespread deployment of TALI Detect
- ✔ **Recruit key opinion leaders globally** to drive awareness and recognition of TALI





**Investors please contact: Glenn Smith, Managing Director**  
Email: [info@novitahealthcare.com.au](mailto:info@novitahealthcare.com.au)

