

# TALi DIGITAL (ASX: TD1) Investor Presentation

August 2021

talidigital.com



#### Forward-looking statements

Certain statements in this announcement are forward-looking statements. Forward-looking statements can generally be identified by the use of words such as "anticipate", "estimate", "expect", "project", "intend", "plan", "believe", "target", "may", "assume" and words of similar import. These forward-looking statements speak only as at the date of this announcement. These statements are based on current expectations and beliefs and, by their nature, are subject to a number of known and unknown risks and uncertainties that could cause the actual results, performances and achievements to differ materially from any expected future results, performance or achievements expressed or implied by such forward-looking statements.

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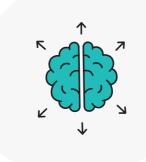
Overview

# | Delivering on the TALi growth strategy.









#### Licensing deal

Exclusive US-market licensing deal with global leader, Akili Interactive.

#### Milestone and royalty payments

Significant expected milestone and royalty payments; estimated from FY23.

#### International markets

Progressing additional commercial discussions in other international markets.

#### **Beyond ADHD**

Cognitive applications beyond ADHD.





#### **IP** portfolio

An IP portfolio that places TALi at the centre of the digital therapeutics space.

## Akili partnership

# Transformational deal with global market leader.



#### **Akili Interactive**

## Akili is a global leader in digital therapeutics.

- Private US-based company backed by leading venture capital firms
- Flagship product is EndeavourRx<sup>®</sup>
- Recently completed a US\$160M debt and equity raise (May) 2021) supported by top-tier global investment firms and leading pharmaceutical players
- Akili have recently executed a strategic partnership with Shionogi & Co. Ltd (global Japanese healthcare company)
  - Develop and commercialise digital therapeutics for ADHD and Autism Spectrum Disorder (in Japan and Taiwan)

#### **EndeavourR**x<sup>®</sup>

- Prescription digital treatment to improve attention function in children aged 8–12 years
- First FDA cleared and CE-marked video game treatment
- Patients demonstrate improvements in a digitally assessed measure Test of Variables of Attention (TOVA®)

<sup>66</sup> This passion is evident in TALi's evidence based cognitive testing and training products, making TALi TRAIN® and TALi DETECT<sup>®</sup> ideal additions to Akili's family of treatments.

Eddie Martucci, PhD, Akili's co-founder and CEO



#### Significant milestones and royalty payments

## TALi will be entitled to receive estimated total milestone payments up to AU\$51m (US\$37.5m) plus royalties.

#### Indicative timeframe

#### Now

#### Additional clinical clearance

- Clinical development and trials collecting US based data (facilitated by Duke Clinical Research Institute — DCRI)
- Existing collaboration between TALi and DCRI since June 2020
- Trials to commence in 2021 with protocols for trials being finalised
- TALi to receive payments from Akili in current financial year for clinical development

#### **FY23**

#### FDA clearance

- Expected FDA clearance process based on "prescription treatment" submission
- Leverage knowledge and data from Akili's EndeavourRx<sup>®</sup> FDA approval process
- O US\$2M milestone payment

#### FY23 onwards

#### Future sales/royalties

- to milestone payments)

Akili will lead commercialisation & roll-out in US market (no sales costs for TALi).

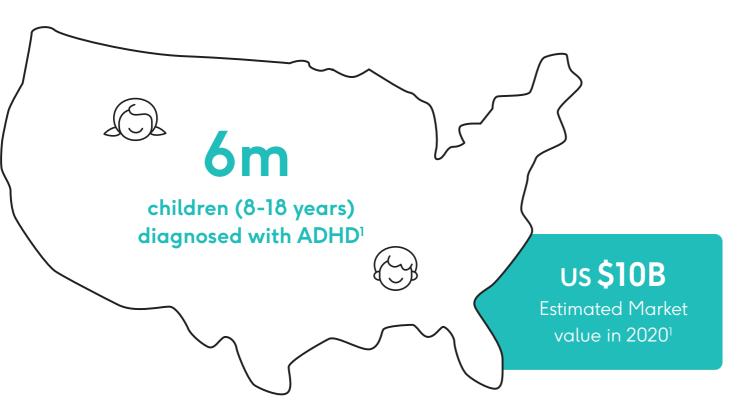
Additional milestones based on revenue scale up e.g. US\$1.5M on \$10M sales

High single digit percentage royalty payments on all product sales (in addition

Ongoing term provides annuity income

TALi leverages IP portfolio in its goal to become pivotal in the digital therapeutics ecosystem.

#### Access to large and growing US market



#### Market opportunity<sup>1</sup>

- US is largest global market for treatment of ADHD globally
- → Estimated spend per ADHD child is 5X neurotypical child
- O 50% of ADHD patients willing to try nonpharmacological treatments
- ⊕ 44% ADHD patients not currently on medication or well controlled by medication

#### Attractive opportunities in Cognitive Assessment and Training Market



+29.3%: CAGR P.A. (2020-2025) cognitive assessment and training<sup>2</sup>



Rise in adoption of gamification for cognitive assessment and treatment



1. CDC, Attitude, Akili Market research

2. Cognitive Assessment & Training Market by Component, Organization Size, Application, Vertical and Region – Global Forecast to 2025

Digital therapeutics central in a telemedicine/telepharmacy post-COVID world

TALi's patented innovative platform

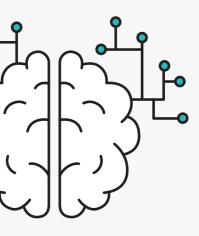
# Ushering in the next generation of digital therapeutics.



#### The brain and cognitive performance

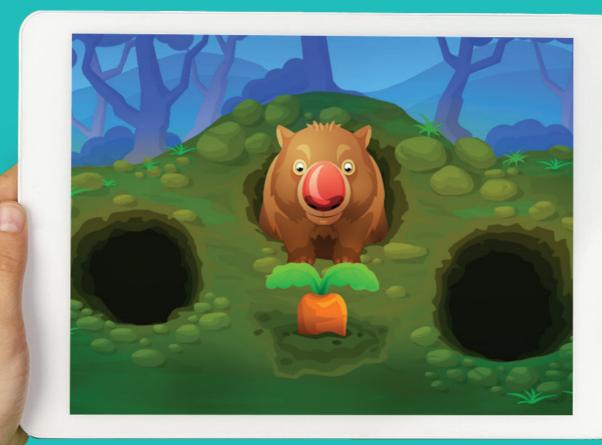
## The concept of neuroplasticity and delivering evidence based digital solutions is at the core of who TALi is.

- Neuroplasticity or brain plasticity is the ability of the brain to modify its connections or re-wire itself. Thus intervention (the earlier the better) can deliver significant benefit to brain health.
- Ore Neurotechnology has the potential to play a prominent role in providing instant patient feedback allowing for personalised digital therapeutics that deliver real-world outcomes. (Awolusi et al., 2018).
- What is a Digital Therapeutic (DTx)? In simple terms, software that is a medical treatment.
- OTx are growing at a >30% CAGR with the segment valued at US\$11.4B.



**TALi vision** 

## Personalised game changing experiences to enhance cognitive function and behaviour from any digital device.





### TALi — proven digital assessment and training

## A simple, low cost early detection and training platform: "TALi".

- Personalised digital interventions complementary to current therapies
- Software as a Medical Device (SAMD) delivered by prescription model
- $\odot$  Evidence-based to target neurological conditions — starting with early childhood inattention and behavioural conditions
- Gamified to increase use and compliance

#### DETECT Digital assessment

TALi DETECT<sup>®</sup> is a clinically tested, game-based program for assessing cognitive attention skills.



TALi

TALi TRAIN<sup>®</sup> is a digital therapy program for training cognitive attention skills in early childhood.

#### TRAIN Digital training

Our journey

## Attention and related disorders — mass non-invasive screening/diagnosis and treatment is critical.

#### Where did we start?

#### **Target condition**

Inattention and associated behavioural conditions: In market via TALi (DETECT and TRAIN)

#### Where are we headed?

#### **Target condition**

- Attention Deficit Hyperactivity Disorder (ADHD): Diagnostic and therapy (via Akili partnership)
- Autism Spectrum Disorder (ASD): Diagnostic and therapy
- Dementia (Mild Cognitive Decline): Diagnostic and therapy



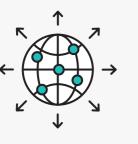




Target condition: Inattention, ADHD, ASD

## | The scale of the global paediatric cognitive opportunity.





### US\$20B global drug therapy



#### Inattention

136m children with severe attention diagnosis.

#### **ADHD** (Attention Deficit Hyperactivity Disorder)

Over US\$20B global drug therapy market with 50% of ADHD patients tried/trying/plan to try non-pharmacological treatments.

#### ASD (Autism Spectrum Disorder)

since 2000.





ASD affects one in every 54 children in the United States, a 178% increase in prevalence

Target condition: MCI (Mild Cognitive Impairment)

## Other cognitive indications beyond ADHD.



## Over 6 million living with Alzheimer's

More than 6 million Americans are living with Alzheimer's. By 2050, this number is projected to rise to nearly 13 million.



Deaths increased by 16% during COVID

In the United States, Alzheimer's and dementia deaths have increased 16% during the COVID-19 pandemic.



## 1 in 3 seniors dies with Alzheimer's or another dementia

1 in 3 seniors dies with Alzheimer's or another dementia. It kills more than breast cancer and prostate cancer combined.



#### \$355b in costs

In 2021, Alzheimer's and other dementias will cost the nation \$355 billion. By 2050, these costs could rise as high as \$1.1 trillion.

#### Over 11 million unpaid care

More than 11 million Americans provide unpaid care for people with Alzheimer's or other dementias.

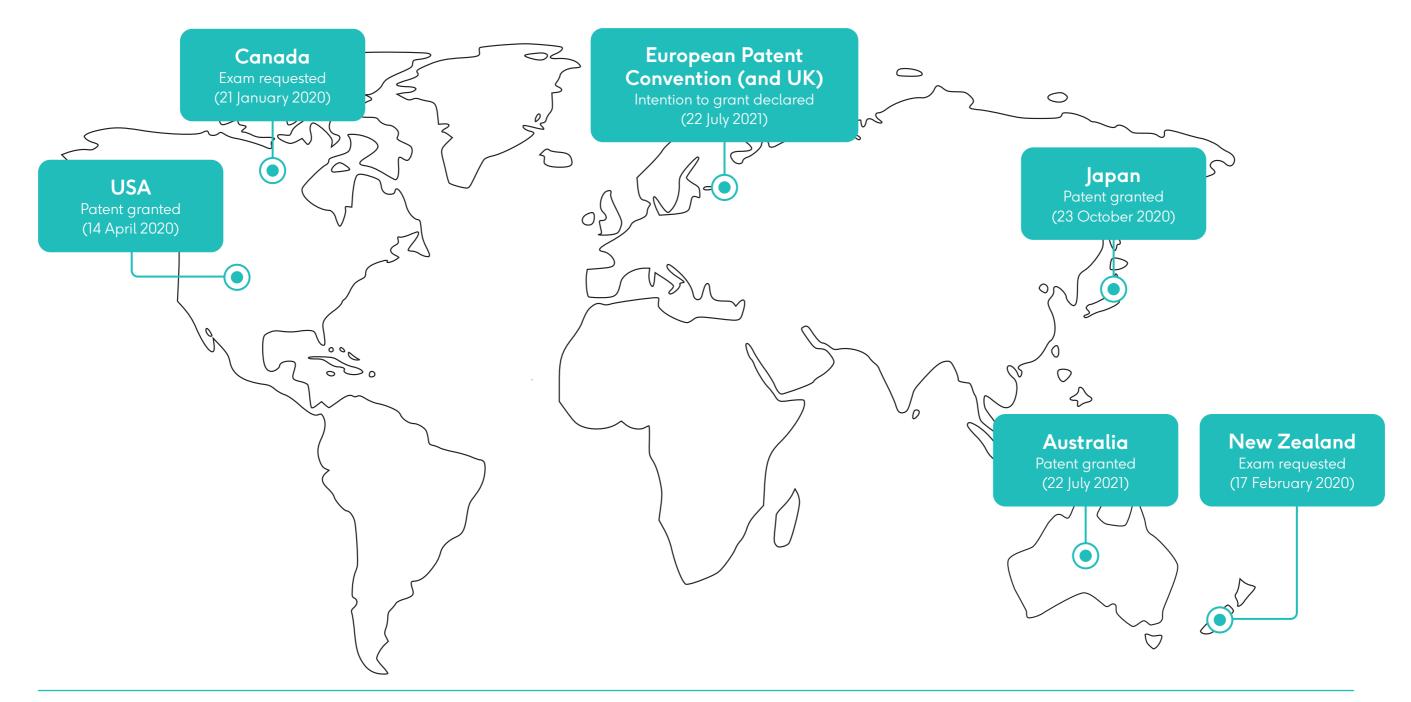


#### Estimated 15.3b hours of care

In 2020, these caregivers provided an estimated 15.3 billion hours of care valued at nearly \$257 billion.

#### **Global leading IP portfolio**

## I Leveraging our patents to become a key ecosystem participant.



Growth strategy

# Building partnerships and layering revenues.



#### **TALi growth strategy**

## The building blocks to revenue growth.





#### Validate technology

Clinical program in largest market:

- Additional data and clinical development in the US
- Supports other partnership/ licencing discussions
- Provides support for reimbursement submission in Australian market

#### **Expand application**

Beyond ADHD:

- Expansion of TALi technology to other cognitive impairments
- Mild Cognitive Impairment under consideration (precursor to Alzheimer's and dementia)



#### Layer recurring revenues

Diversification:

- Strategy to build long-term recurring revenues
- Diversified partners, markets  $(\rightarrow)$ and revenue sources

 $( \rightarrow )$ 



#### **Build international** partnerships

Working with global leaders:

- Akili strategic agreement
- Partnership with Times Group of India
- Other commercial
  - discussions in Japan,
  - Korea underway

#### Indian partnership strategy (The Times Group)

## Building diversified revenue base through direct to consumer model in India.

#### Commercial rollout in India

TALi entered an investment agreement and an advertising agreement with Brand Capital Worldwide Inc. (BCI), announced in December 2020.

BCI is the strategic investment arm of Bennett Coleman & Co. Ltd (BCCL- 'The Times Group'), which is India's largest media conglomerate.

Terms of the agreements include:

- Op to US\$7m investment by BBCL into TALi Digital Limited via two investment tranches.
- Priority advertising placements with BCCL's media assets and provision of exclusive marketing services.

#### Partnership with BCCL

Partnership with BCCL validates the global opportunity for TALi IP and platform technology, particularly B2C opportunities in large global markets, such as India.

- Smartphone subscriptions in India was estimated at 810 million in 2020 and expected to grow to 1.2 billion by 2026 (CAGR 7%).
- EdTech market estimated to grow from US\$700-800Mn to US\$30Bn by 2031.
- ~12.5% of children aged 2-9 years identified with at least one  $\bigcirc$ neurodevelopmental disorder.

India's largest media conglomerate



#### Strategic investment division of The Times Group



**108+** Print editions 12 TV Channels 73 Radio stations 50+ Websites and Apps **5000+** OOH Sites

**15** Years 900+ Companies \$4Bn+ AUM

Indian partnership strategy (The Times Group)

## Partnership provides priority placements and marketing support to target consumers directly.

BCI investment guarantees both priority advertising placement opportunities, as well as exclusive access to marketing resources provided by BCCL and its subsidiaries, including creative, design, market analysis and launch strategy.

#### April 2021

Soft launch activities included digital and print campaigns in selected Tier 2 markets in April 2021.

#### May 2021

Soft launch extended due to COVID-19 in selected Tier 1 and Tier 2 markets.

#### October 2021

October 2021.

US\$1.5M pre-paid advertising credit remains available for use (of total US\$2M investment).

Digital campaigns are continuing in Tier 1 and 2 markets with additional print, radio and television placements planned from

#### Other business developments

## TALi strategy to leverage US partnership providing foundation for other revenue opportunities.

#### **Progressing additional** commercial discussions in other international markets

- Potential regions include Japan and South Korea.
- Japanese healthcare companies have established track record of licensing and partnership agreements in the digital therapeutics space.

#### Additional clinical data to support reimbursement submission in AU market

- Clinical research conducted in US market highly relevant in Australia.
- Leverage data to support TALi in undertaking a reimbursement submission (MSAC and/or PBS submission).







## **TALi Digital**

## Investment highlights.



#### Market opportunity

Market opportunities that dwarf most others: US\$20B global treatment market.



### **Evidence-first based**

An evidence-first based and validated (8 clinical trials) technology.



#### A patented platform

A patented platform for cognitive function assessment, treatment and monitoring across all age ranges.



#### ¢ ↓ ↓ ↓



A globally scalable digital "brain health" business model.



#### **Experienced team**

A proven, experienced digital health and commercialisation team.



#### Expansion potential

Expansion pathway for technology platform into Mild Cognitive Impairment ("Dementia") segment. Tra

Vali way

#### **Clinically validated**

FDA, TGA and CE-mark (TALi TRAIN<sup>®</sup> and TALi DETECT<sup>®</sup>).



#### Transformational US market deal

Validates technology and paves

way for additional partnerships and revenues.

# Appendices.



#### **Board and management**



Sue MacLeman

Non-Executive Chair

Sue has more than 30 years' experience as a pharmaceutical, biotechnology and medical technology executive with senior roles in corporate, medical, commercial and business development. Sue has served as CEO and Board member of several ASX and NASDAQ listed companies in the sector.



Jefferson Harcourt Non-Executive Director

Mr Harcourt has over 15 years of experience as a company director and founder of Grey Innovation, a cutting edge engineering and technology commercialisation company based in Melbourne, Australia. Mr Harcourt has brought over one hundred products to market in the past fifteen years, and these devices are sold under leading brand names around the world.



**Dr David Brookes** 

Non-Executive Director

Dr. Brookes has extensive experience in the health and biotechnology industries, first becoming involved in the biotechnology sector in the late 1990's as a consultant. He has since held Board positions in numerous ASX listed biotechnology companies.





#### **Glenn Smith**

Managing Director

Glenn Smith is an experienced CEO, investor and director. His success to date has been built around being involved in and/or growing customer-centric businesses at all stages of the growth cycle (listed and private) from start-ups to mature global enterprises. Glenn leads a team of neuroscientists, software engineers, game developers and commercial experts with the goal to deliver on the TALi Digital vision.

## Company and shareholder information

Capital structure	
ASX code	TDI
Share price (as at 13 August 2021)	\$0.046 per share
Number of Shares on issue	931.9m
Market capitalisation (as at 13 August 2021)	\$42.9m
Options and warrants on issue	-
Cash balance (as at 30 June 2021)	\$2.7m

Ma	jor shareholders	Holding	% IC
1	BCCL	64,172,583	6.88%
2	GREY INNOVATION HOLDINGS PTY LTD	30,909,488	3.32%
3	SAILORS OF SAMUI PTY LTD	22,305,455	2.39%
4	MONDO ELECTRONICS PTY LTD < MONDO ELECTRONICS S/F A/C>	20,134,346	2.16%
5	MOONAH CAPITAL PTY LTD	16,000,000	1.72%
6	J P MORGAN NOMINEES AUSTRALIA PTY LIMITED	15,236,825	1.64%
7	SANLAM PRIVATE WEALTH PTY LTD <westbourne a="" c="" long="" short=""></westbourne>	15,000,000	1.61%
8	BNP PARIBAS NOMINEES PTY LTD HUB24 CUSTODIAL SERV LTD <drp a="" c=""></drp>	14,869,718	1.60%
9	KEMBLA NO 20 PTY LTD <caa a="" c=""></caa>	12,300,000	1.32%
10	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	10,222,898	1.10%

#### **Proven by science**

## Evidence shows TALi DETECT can be the new clinical standard.

#### TALi DETECT

#### Initial results highlight program works in a real-life setting

TALi Health Pty Ltd

#### Validity

Using Structural equation modelling (SEM), it was confirmed that DETECT subtests can measure three major domains of attention and there is sufficient differentiation between them.

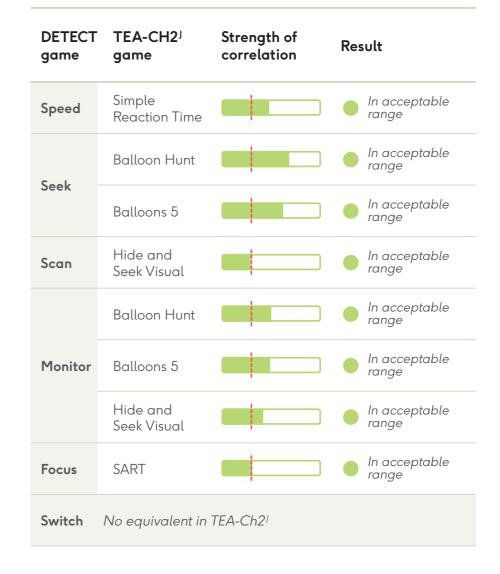
#### **Key Finding**

TALi DETECT features a comprehensive battery of diverse cognitive assessment tasks delivered in a gamified and engaging format which facilitate estimation of a child's strengths and weaknesses in major domains of attention. It can measure a child's Selective and Sustained Attention with high reliability, and its reliability to estimate a child's Executive Attention skills will be investigated further in future studies.

#### Significance

The results of this study provide foundational evidence for DETECT as an objective measure of attentional skills in early childhood. The study results position DETECT as a leading tool to facilitate an objective baseline measurement of attention skills in early childhood. DETECT complements existing observation-based assessments of attention and will provide an essential check point.

Early detection of attention issues provides opportunity for earlier intervention. This is not only critical to the immediate and long-term wellbeing of a child but also has significant economic benefits to the community.



\* The TEA-Ch2<sup>1</sup> is an individually administered assessment that measures separable aspects of attention for children ages 5–7.

1. TALi Health Pty Ltd. https://talihealth.com.au/wp-content/uploads/2020/08/TALi-Research-Compendium-Jul20.pdf : 5–7.

2. Manly, Anderson, Crawford, George, Robertson., 2017. Test of Everyday Attention for Children, https://www.pearsonclinical.com.au/products/view/593

#### **Proven by science**

## Clinical evidence shows TALi TRAIN creates sustained benefits.

TALi TRAIN

#### Computerised attention training for children with intellectual and developmental disabilities: A randomised controlled trial

Kirk, H., Gray, K., Ellis, K., Taffe, J., & Cornish, K. (2016), Journal of Child Psychology and Psychiatry

#### Rationale

This study aimed to assess the immediate and long-term efficacy of a computerised attention training program (TALi TRAIN) on attentional difficulties in children with developmental disorders including Down Syndrome (DS), Autism Spectrum Disorder (ASD), and Non-Specific Intellectual Disability (NSID).

#### Methods

#### Participants:

75 children with developmental disorders (ASD, DS, NSID), 4–11 years of age

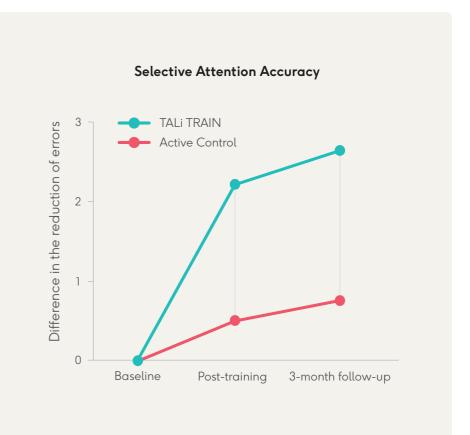
#### Randomised into:

- 1. TALi TRAIN (n=38)
- Control program (n=37): used to control for time spent using a touchscreen program, increased parent involvement and adhering to scheduled training.

Location: home-based Training duration: 5 weeks Follow-up: 3 months

#### Key Finding

Children in the TALi TRAIN group showed a significantly greater reduction in the number of errors made on the selective attention task from baseline to post-training and baseline to 3-month follow-up than children in the control condition.



#### Significance

The current findings provide evidence that training can positively influence aspects of attention (selective attention) in children with developmental disorders. These findings are important as they highlight that impairments of attention are not necessarily permanent in children with developmental disorders and, by using intensive computerised attention training, they can be improved.



## TALi — Personalised game changing experiences to enhance cognitive function and behaviour from any digital device.

For further information please contact the TALi Digital team:

e. info@talihealth.com | p.1300 082 013 | w. talidigital.com

