



NOVITA  
HEALTHCARE



**Company  
presentation**  
13 December 2017



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# Introduction to Novita

Novita is an emerging technology company, focused on the Newly and TALI businesses and further acquisition opportunities



## Newly

- **Scalable human capital management** talent pool for care and support professionals
- **A large and curated database of carers in Australia**
- Established relationships with major care providers nationally



## TALI

- Clinically proven training program for improvement of attention and learning outcomes
- Representing **over 20 years of research** into the assessment and treatment of childhood attention difficulties



## M&A opportunities

- Focus on continued monitoring for **complimentary value-accretive acquisition opportunities**

## Recent corporate developments

Over the past 12 months, Novita has renewed its strategic focus, strengthened its Board and management, and acquired med-tech assets with global potential



### Board & management changes

- ✓ Glenn Smith appointed as CEO in October 2017
- ✓ Bruce Higgins appointed as Non-Executive Director in September 2017, and as Chairman in October 2017



### Strategic focus

- ✓ All legacy businesses and activities terminated, disposed of, or dissolved
- ✓ Strategic focus on assessing acquisition opportunities



### Recent acquisitions

- ✓ TALI Health acquired in February 2016, and Newly acquired in July 2017
- ✓ Demonstrate Novita's renewed focus on exploring technology investments



## Board and management

# Board and management

Entrepreneurial and driven Board, invested in Novita's success



Joined September 2017

**Bruce Higgins**  
Chairman

- Experienced non-executive director, chairman and former chief executive of numerous private and listed companies in Australia and internationally
- Chairman and Non-Executive Director of ASX listed companies Hub24 Limited and Legend Corporation Limited



**Jefferson Harcourt**  
Non-Executive Director

- 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**  
Non-Executive Director

- 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



Joined October 2017

**Glenn Smith**  
Chief Executive Officer

- 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



## Newly acquisition

The acquisition of Newly allows Novita to further capitalise on community care technologies

### About Newly



#### User-friendly, scalable platform

**Easy to use platform**, enabling detailed search and employment options for care and support professionals



#### Large pool of professionals

With over 13,000 registrants, Newly has one of the **largest data base of carers in Australia** for providers, families and individuals to choose from



#### Transparency & quality assurance

Newly provides quality assurance based on a **unique, transparent and comprehensive** assessment process

### Strategic rationale

Provides an **enhanced human capital management solution** for the aged/community care and disability sector

Acquisition of Newly represents a **valuable expansion into the large and growing aged care and disability market**

Potential to extend application of Newly's technology across **broader community care spectrum**



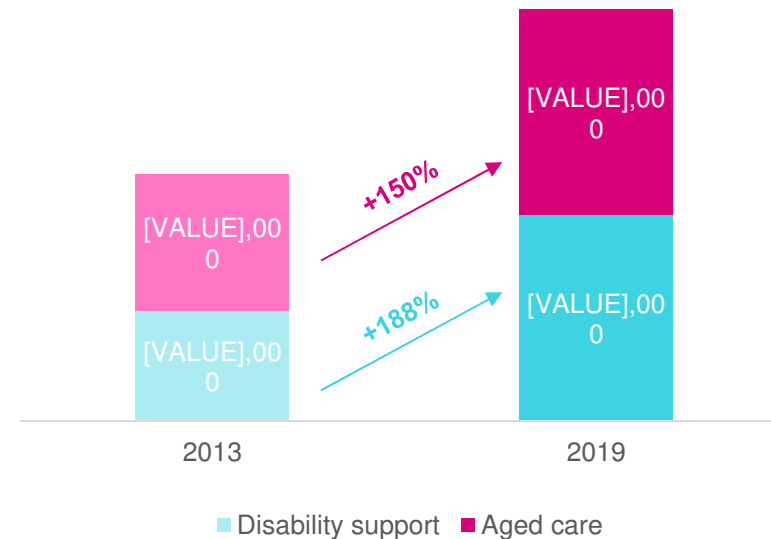
## Significant market opportunity for Newly

Newly is optimally positioned to capitalise on the large and growing demand for quality aged and disability care and support workers

### Large demand for quality care and support

- There will be in excess of **3.5 million older Australians requiring care by 2050<sup>1</sup>**
- Carers required forecast to grow from 360,000 to in excess of **1 million by 2050<sup>2</sup>**
- Current gap exists with matching qualified, carers with the providers **at the required care moment**
- The Newly software as a service (SaaS) talent pool solves this problem via **real-time provision of quality carers**

### Forecast demand for carers in Australia



Note:

1. Australian Senate Community Affairs References Committee 'Future of Australia's aged care sector workforce' (June 2017)
2. Australian Senate Community Affairs References Committee 'Future of Australia's aged care sector workforce' (June 2017)

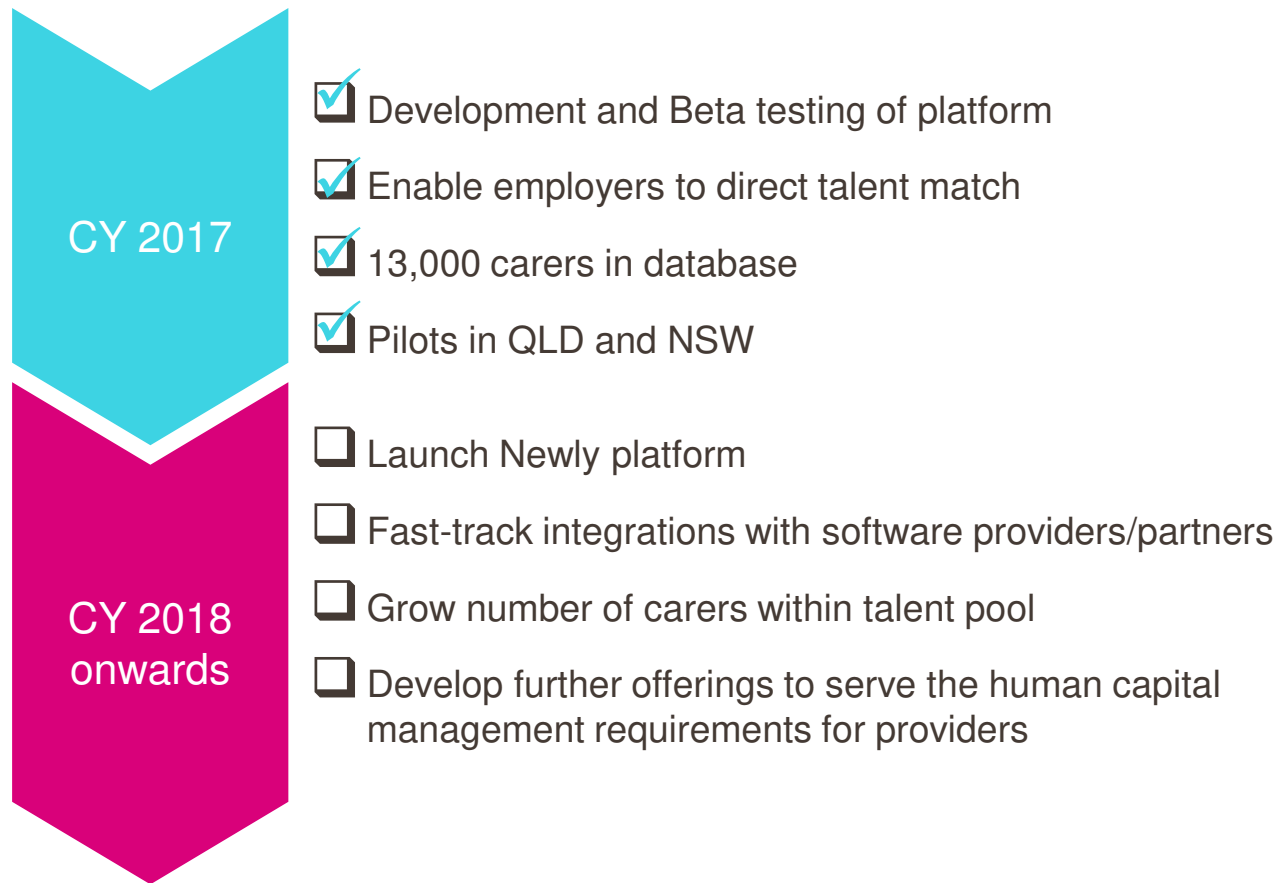


## Recent acquisitions



# Newly – operational progress and next steps

**Newly is well positioned to capitalise on its unique carer database and service offering**







## Recent acquisitions



# Introduction to TALI

**TALI Train is a breakthrough training program designed for children between 3 to 8 years of age and proven to improve attention and learning outcomes**



### Breakthrough technology

Designed to improve childhood learning and attention outcomes



### Scientific approach

Based on over 20 years of research



### Prescribed intervention

Accessible to users across socio-demographic groups and geographic locations



### In depth reports

Allows providers to track learning progress and improvement in attention outcomes



### Real-time adaptive technology

Ensures children are appropriately challenged

## Robust clinical evidence data<sup>1</sup>

Rigorous clinical trial conducted by Monash University demonstrated:

- TALI Train users had **significantly greater gains in aspect of attention and numeracy** than children who used another touchscreen program over the same period of time
- Improvements **maintained up to 3 months** after TALI train had ceased

Figure 1 – Selective accuracy<sup>2</sup>

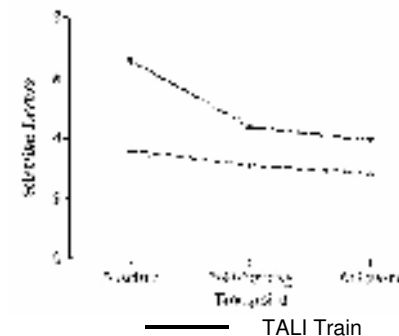
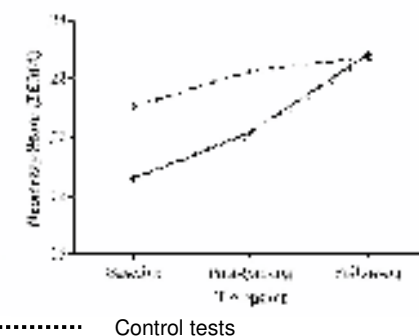


Figure 2 – Numeracy skills<sup>2</sup>



Note:

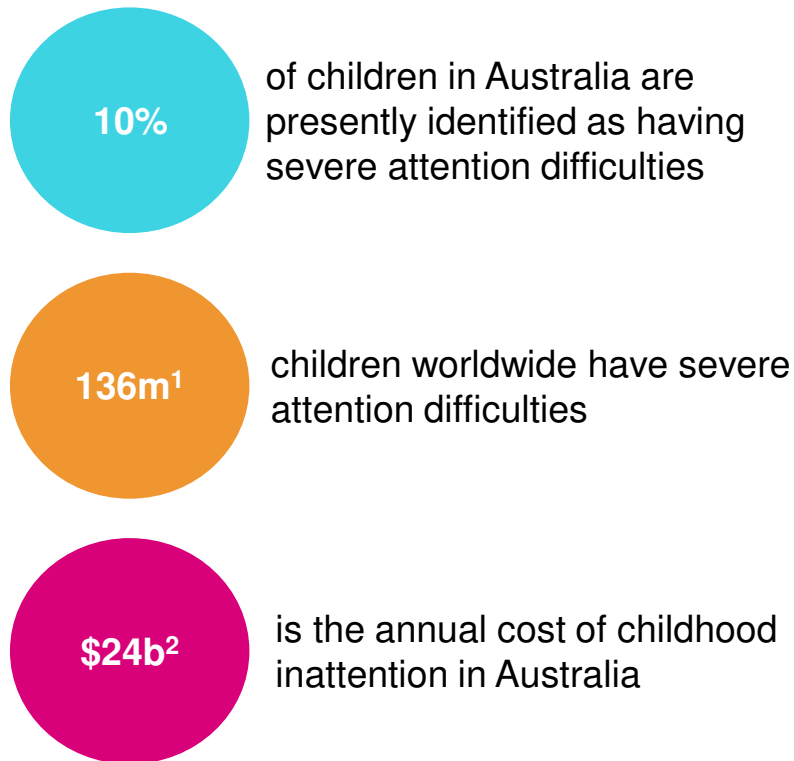
1. Research published in *Journal of Child Psychology and Psychiatry* and *American Journal of Intellectual and Development Disabilities*
2. Figures 1 and 2 also published in *Journal of Child Psychology and Psychiatry* and *American Journal of Intellectual and Development Disabilities*



## Significant market opportunity for TALI Health

TALI Train is positioned at the forefront of large unmet market opportunity for non-pharmaceutical treatment of childhood attention deficits

### Target market



### Access to NDIS funding

National Disability Insurance Scheme (NDIS) access available to a significant portion of identified children

Children identified with Autism Spectrum Disorder and other developmental disorders requiring early intervention **are eligible for support under the NDIS**

**Current application underway** for TALI Health to be a registered NDIS service provider

Source

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



## Recent acquisitions



# TALI Health – operational progress

**TALI Health has made considerable progress towards commercialisation within the last 12 months**



- Beta version of TALI Train implemented through 24 clinics in Australia
- 88 children (aged between 3 – 8 years) have used the TALI Train Beta version
- On time transition to “soft launch” of TALI Train in last quarter of CY17
  
- Commercial launch of TALI Train
- Increase clinical provider network to deliver TALI Train
- Community engagement to cement TALI Health as the go to organisation for assistance with childhood development
- Commence roll out of TALI Train within the education sector
- Assess international expansion pathways

# Growth in CY18

## Novita is positioning itself for rapid commercialisation and growth



# Novita investment highlights

## Novita is strategically focused on scalable technology opportunities

- **TALI Train is a breakthrough game-based training technology focused on treating childhood attention deficit**
  - Optimally positioned at the forefront of a large unmet market opportunity in child community care with growth via near-term commercialisation
- **Newly is a scalable and cost-effective means of connecting quality care and support professionals with people and organisations in need**
  - Expansion into large and growing demand for aged community care services
- **Expected synergies from leverage of common infrastructure** including R&D, operations and finance
- **A\$1.2m Australian Government CRC grant** will support accelerated development and commercialisation of TALI Detect
  - Scalable attention screening tool, which complements and builds on TALI Train
- **Pipeline of potential technology opportunities** places Novita in an exciting phase of growth

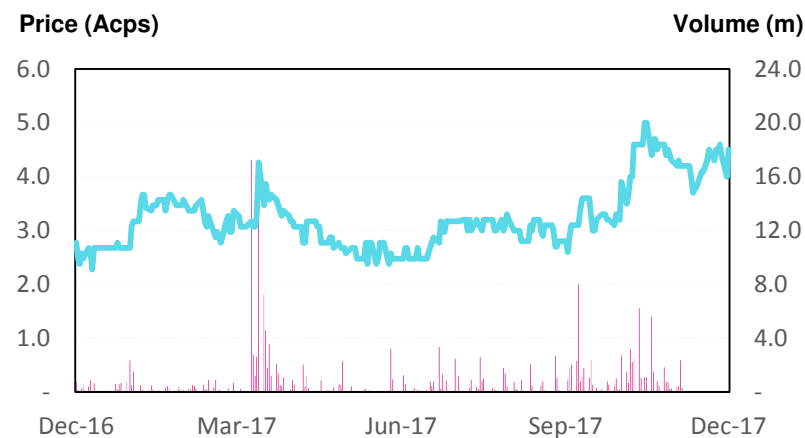
# Company overview

## Novita is focused on acquiring and developing breakthrough technologies

### Company profile

- Novita's flagship technology is TALI Train, which provides a **novel game based training software** clinically proven to improve core cognitive performance in children
- Novita's vision is to **position itself at the forefront of emerging technology**, with TALI Train and Newly as the foundation products for the future

### Share price performance (1 year)



### Financial information

Share price (12-Dec-17)	A\$0.045
Number of shares	359.4m
<b>Market capitalisation</b>	<b>A\$16.2m</b>
Cash (31-Sep-17)	A\$3.0m
Debt (31-Sep-17)	No debt
<b>Enterprise value</b>	<b>A\$13.2m</b>

Source: IRESS

Notes:

1 Excludes 28.0m unlisted options on issue at various vesting and expiry dates with A\$0.03 exercise price and subject to operational criteria

### Key shareholders (NHL & NHLESC securities)

Grey Innovation Holdings Pty Ltd	5.82%
Dak Drafting Services Pty Ltd	5.56%
Megabay Holdings Pty Ltd	5.29%
HSBC Custody Nominees (Australia) LIM	4.54%
<b>Top 20 shareholders (12-Dec-17)</b>	<b>51.81%</b>

## Disclaimer

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