



# Global Kinetics Corporation

Australia Biotech Invest – Tuesday, 24 October 2017

Sofitel Melbourne on Collins

John Schellhorn, Chief Executive Officer



## **Vision**

Our technology will be routinely and regularly prescribed by clinicians for their patients throughout the duration of Parkinson's disease.



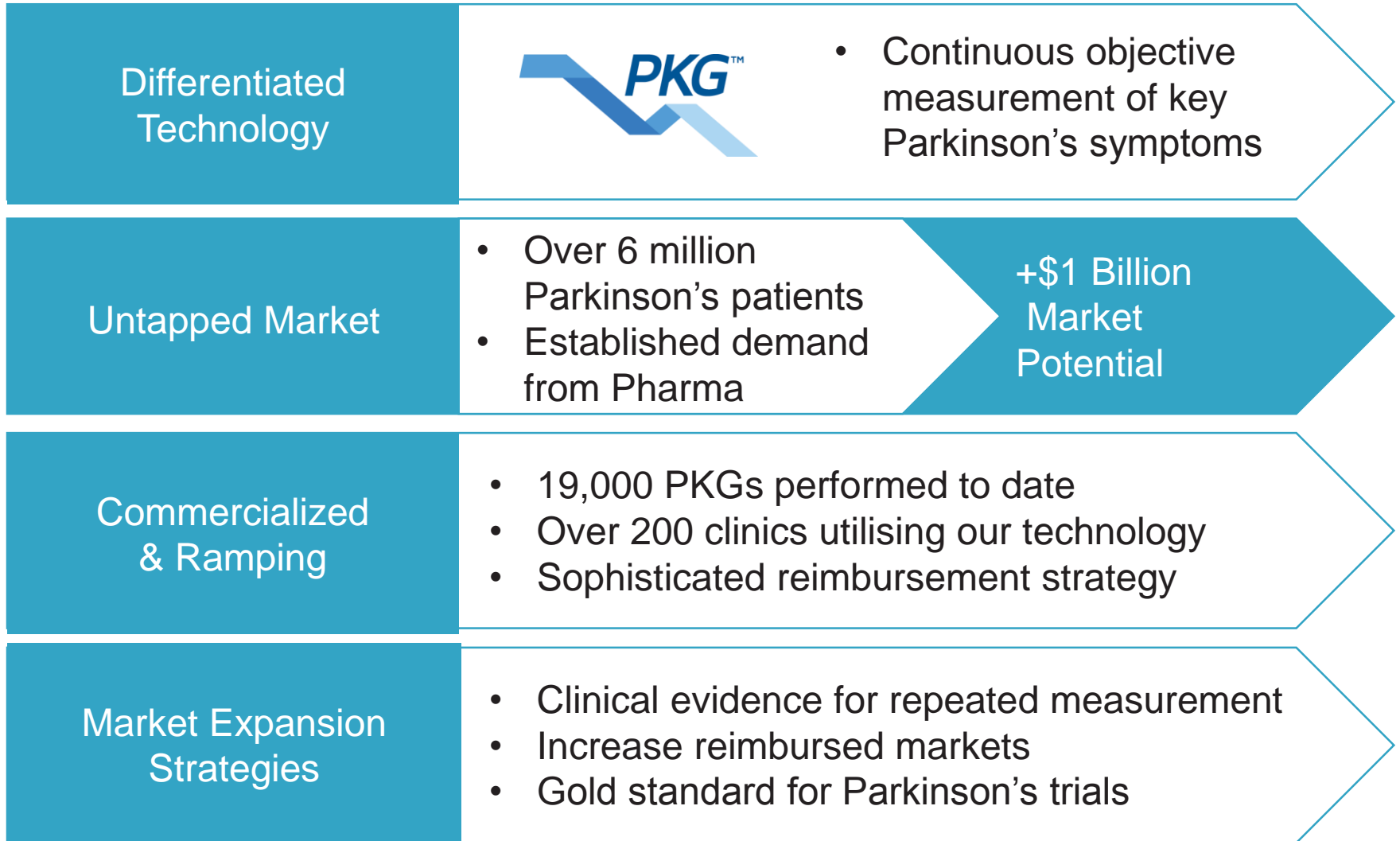
## **Mission**

To revolutionize the management of Parkinson's disease by enabling informed treatment decisions which are based on continuous and objective measurement of patients' symptoms in everyday environments.






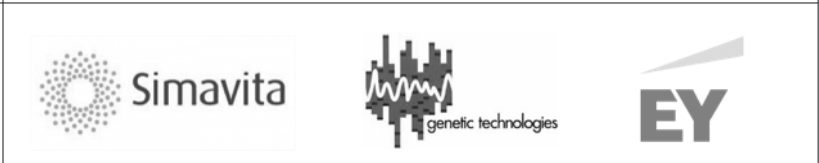




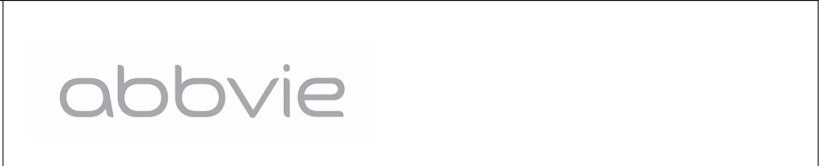
- Late 1990s - Professor Malcolm Horne and Dr Rob Griffiths at Florey Institute of Neuroscience and Mental Health in Melbourne began working on the development of a data logger that could assess and report Parkinson's disease symptoms more accurately and effectively than standard 'subjective' measurement.
- 2007 - Global Kinetics Corporation (GKC) was established to further develop this new innovative digital technology product, for the precise recording, quantification and reporting of movement symptoms of neurological disease, called the Parkinson's KinetiGraph system™ (PKG™ system)



# Positioned for Growth



# Experienced Executive Team

|  |  |   |
|--|--|---|
|    | <p><b>John E. Schellhorn</b><br/>Chief Executive Officer</p>   |    |
|    | <p><b>Prof. Malcolm K. Horne</b><br/>Co-Founder and Chief Scientific Officer</p>   |    |
|    | <p><b>Thomas G. Howitt</b><br/>Chief Financial Officer</p>   |    |
|    | <p><b>Peter M. Lynch</b><br/>Vice President of Global Market Access, Reimbursement and Clinical</p>                              |    |
|   | <p><b>Michelle A. Goldsmith</b><br/>Senior Vice President of Business Development and Legal Affairs, &amp; Company Secretary</p> |   |
|  | <p><b>Stefan Asberg</b><br/>Executive President – Europe</p>   |  |

# Our technology addresses a huge unmet market need

Currently a clinical assessment of Parkinson's involves:



Asking the patient



Observing in clinic



Keeping a diary



Admitting a patient

This process is deficient for the following reasons:

- Parkinson's patients and clinicians are subjective; each have their own perceived "normal"
- A clinic visit is a snapshot in time while symptoms fluctuate day-to-day and week-to-week

Around 50% of Parkinson's patients are "uncontrolled", resulting in:

- Decreased quality of life and increased morbidity of patients
- Health care systems incurring twice the costs of "controlled" patients

Parkinson's is ripe for an objective measurement tool  
for routine clinical care, outcome assessment and health care benchmarking

The Parkinson's KinetiGraph™ system (PKG™):

- Is an algorithm-based system that records key symptoms of Parkinson's disease
- Requires the patient only to wear a watch
- Reminds the patient when to take medication
- Presents data in a clinically intuitive and useful format showing Parkinson's status against control data and self-reported medication times
- Has FDA 510(k) clearance and awarded CE mark



**Our technology is the only commercially-available, clinically-validated ambulatory measurement solution for Parkinson's disease.**

New product releases are planned in the following areas:

- PKG™@Home
- Generation three hardware
- Measures of Sleep
- Gait
- In-patient Daily











# Routine Clinical Care: Provides Significant Revenue Opportunities

| Countries <sup>(1)</sup>         | PwP in 2014 <sup>(2)</sup> | Early mature <sup>(3)</sup> | Middle mature <sup>(4)</sup> | PwP in 2025 <sup>(2)</sup> | Early mature <sup>(3)</sup> | Middle mature <sup>(4)</sup> |
|----------------------------------|----------------------------|-----------------------------|------------------------------|----------------------------|-----------------------------|------------------------------|
| United States                    | 890,000                    | \$112,140,000               | \$280,350,000                | 1,208,000                  | \$152,208,000               | \$380,520,000                |
| Germany, Austria, Switzerland    | 320,000                    | \$40,320,000                | \$100,800,000                | 434,000                    | \$54,684,000                | \$136,710,000                |
| France, Belgium                  | 140,000                    | \$17,640,000                | \$44,100,000                 | 190,000                    | \$23,940,000                | \$59,850,000                 |
| Australia                        | 64,000                     | \$8,064,000                 | \$20,160,000                 | 87,000                     | \$10,962,000                | \$27,405,000                 |
| United Kingdom                   | 120,000                    | \$15,120,000                | \$37,800,000                 | 163,000                    | \$20,538,000                | \$51,345,000                 |
| Sweden, Finland, Denmark, Norway | 52,000                     | \$6,552,000                 | \$16,380,000                 | 71,000                     | \$8,946,000                 | \$22,365,000                 |
| The Netherlands                  | 35,000                     | \$4,410,000                 | \$11,025,000                 | 47,000                     | \$5,922,000                 | \$14,805,000                 |
| Other                            | 125,000                    | \$15,750,000                | \$39,750,000                 | 169,000                    | \$21,294,000                | \$53,235,000                 |
| <b>TOTALS</b>                    | <b>1,746,000</b>           | <b>\$219,996,000</b>        | <b>\$549,990,000</b>         | <b>2,369,000</b>           | <b>\$298,494,000</b>        | <b>\$746,235,000</b>         |

# Robust Reimbursement Strategy

| Market  | Status   |
|---|--|
| <p><b>Nordic countries:</b></p>  | <ul style="list-style-type: none"> <li>Reimbursement is via hospital funding of PKGs</li> <li>SWEMODIS guidelines will recommend use of PKG for monitoring of PD patients</li> <li>Health Economic study started Karolinska Sweden</li> </ul>                                      |
| <p><b>UK:</b></p>                | <ul style="list-style-type: none"> <li>Clinical Commissioning Group (CCGs) fund PKGs</li> <li>Expect Medical Technologies Evaluation Pathway – submission expected 2018</li> </ul>   |
| <p><b>Netherlands:</b></p>       | <ul style="list-style-type: none"> <li>Some hospitals are paying for PKGs</li> <li>GKC is investigating whether an established procedure code can be used to secure funding</li> </ul>   |
| <p><b>Germany:</b></p>           | <ul style="list-style-type: none"> <li>Submission to the GBA Innovation Fund expected Q1 2018 in partnership with major health insurer; acceptance would include large # of reimbursed PKGs.</li> </ul>  |
| <p><b>Australia:</b></p>       | <ul style="list-style-type: none"> <li>MBS item number (code) application via KOL advisory board and MD societies.</li> <li>Numerous public and private hospitals already pay for PKGs.</li> </ul>   |
| <p><b>United States:</b></p>   | <ul style="list-style-type: none"> <li>MD societies have been supportive for a new CPT code; CPT application expected early 2018</li> <li>GKC continues to educate payers in the USA and a robust evidence development strategy is in place to support coding/coverage.</li> </ul> |

# Multiple revenue streams

1



**Routine clinical care**

2



**Services to providers of advanced Parkinson's therapies**

3



**Clinical trial services for developers of Parkinson's drugs and devices**

4



**Direct to consumer model (in development)**

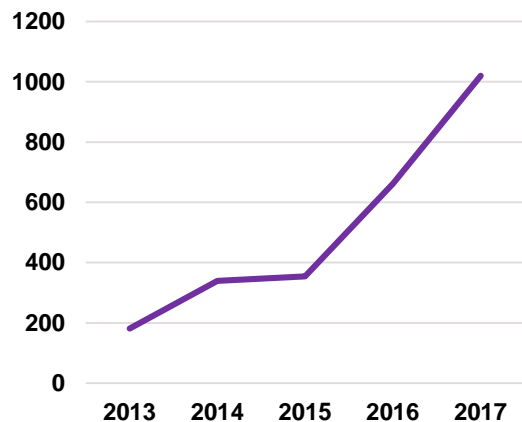
## Investment Opportunity

Capital raise seeking between A\$20 - A\$30 million

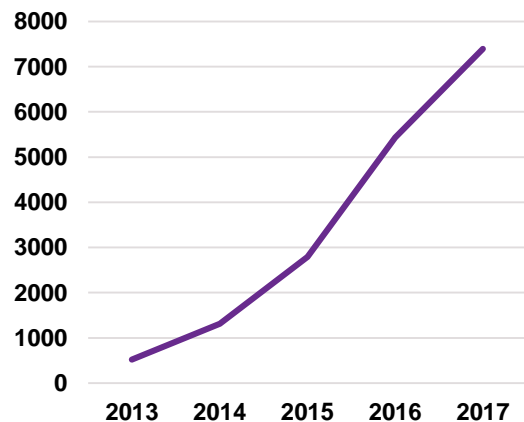
- Funds expected to take Company to breakeven
- Funding to come from new equity from VC investors and current shareholder base

## Key metrics are growing

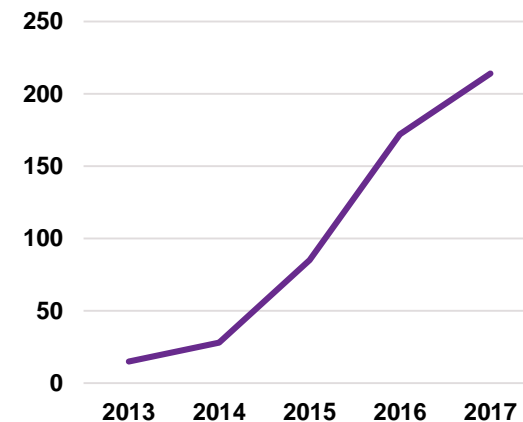
**Sales revenue**  
(\$000s)



**PKGs conducted**  
(discrete, per annum)



**Implemented clinics**  
(cumulative)



- Market potential of US \$750 million for routine clinical use in selected markets
- Substantial and quantified healthcare system and patient cost savings
- Only commercially available decision support tool for Parkinson's disease
- Clear and achievable reimbursement strategy being pursued
- Sustained growth of PKG adoption and major partnerships in place
- Proprietary and clinically validated algorithms
- Multiple and growing revenue streams
- FDA 510(k) cleared and CE Mark received
- Patents granted in key markets

**19,000+**  
PKGs  
Performed

**200+**  
Movement  
Disorder  
Clinics

**17**  
Country  
Users



# Thank You

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# Milestones Being Achieved: GKC Value Growth Drivers

2017

2018

2019

- |  |   |  |
|--|---|--|
| <ul style="list-style-type: none"> <li>✓ CE Mark for Generation Two</li> <li>✓ Commencement of consumer trial in the UK</li> <li>✓ Commencement of remote monitoring trial with major partner</li> <li>✓ US reimbursement pilot commenced</li> <li>✓ Establish collaboration with Michael J. Fox Foundation</li> <li>• Publication of 'Victoria Study'</li> <li>• CPT3 application filed in USA</li> <li>• PKG at Home to receive CE Mark</li> </ul> | <ul style="list-style-type: none"> <li>• Implementation of Advanced therapy screening score</li> <li>• Partnership with device provider (Apple, Google, Philips, Fitbit)</li> <li>• Partnership with pharmaceutical company seeking companion diagnostic (Biogen/Merck/Teva)</li> <li>• Establishment of IDTF</li> <li>• Completion of NPF clinical trial</li> <li>• Reimbursement in Germany/Netherlands</li> <li>• Reimbursement commences in USA</li> <li>• Data available for Advanced Therapy Providers</li> </ul> | <ul style="list-style-type: none"> <li>• CPT 1 application in USA</li> <li>• Launch of pre-symptomatic screen</li> <li>• Commercial launch of remote monitoring</li> <li>• Completion of MJFF study</li> <li>• Enter Japanese market</li> <li>• Commercial launch of home health care</li> <li>• Launch of PKG controlled advanced therapies (possible)</li> </ul> |
|--|---|--|