

**CONTROL
BIONICS®**

Next-generation assistive technology and data measurement

COFFEE MICROCAPS PRESENTATION
JEREMY STEELE, CEO

8 NOVEMBER 2024

CONTROLBIONICS.COM | ASX:CBL



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INTRODUCTION

On the cusp of rapid global growth

A proven medical device company with sizeable global sales of core products that we design and manufacture



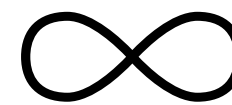
20 years of expertise with our world-first, best-in-class proprietary technology



Regulatory clearance and patent protected in US, AU, UK, Japan and Europe



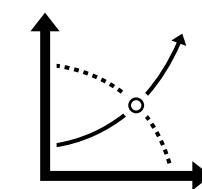
Core business continues to grow organically in Australia, the US and Japan



Blue sky and diversification opportunities with next generation solutions

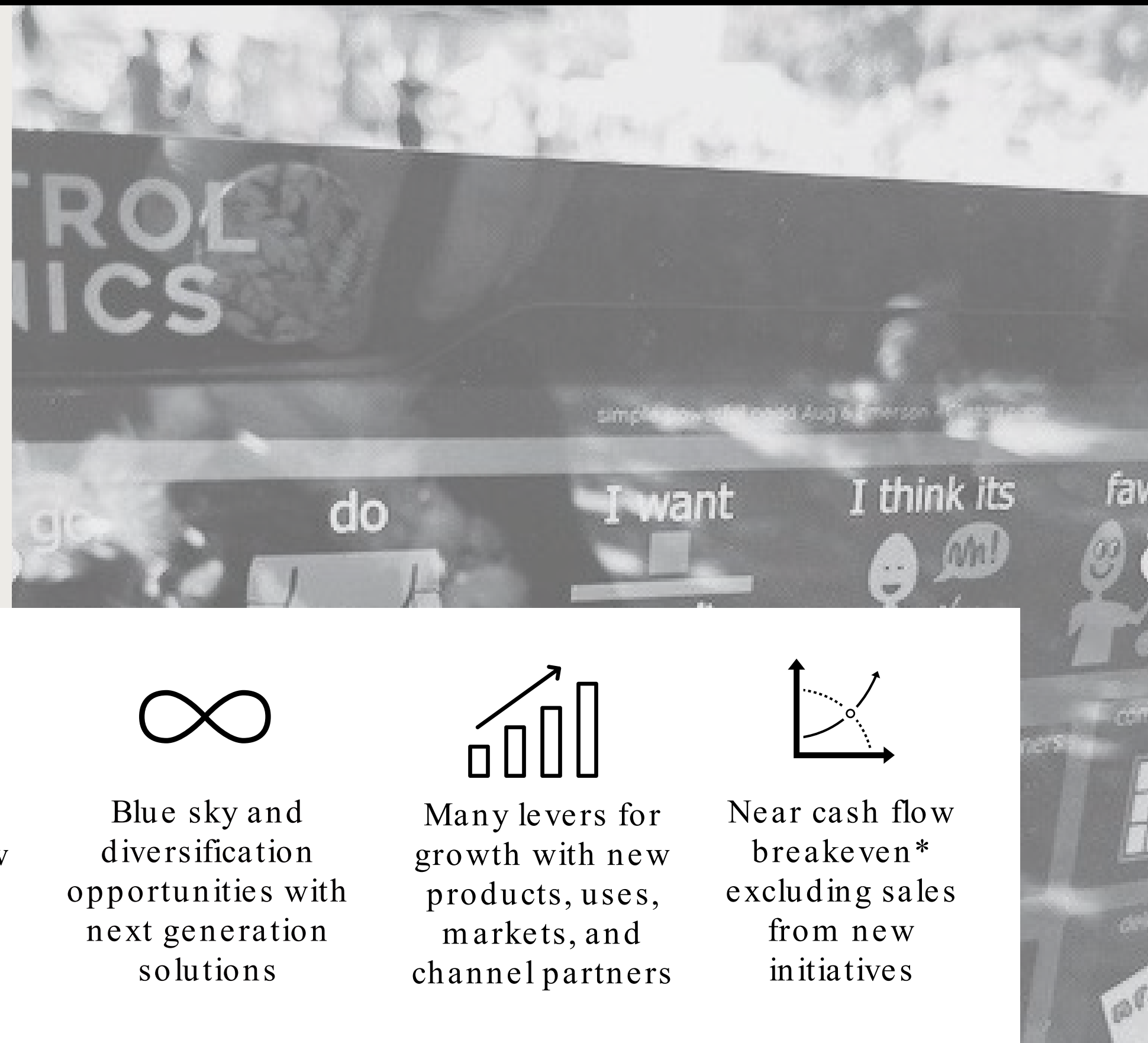


Many levers for growth with new products, uses, markets, and channel partners



Near cash flow breakeven* excluding sales from new initiatives

* before corporate overheads



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Core IP Technology

INTRODUCTION

The evolution of our core IP

Smaller, wireless and wearable

NEUROEDUCATOR



One of the first prototype systems in the NeuroEDUCATOR series was developed 20 years ago with feedback from Stephen Hawking who trialled our technology for many years.

NEURONODE



A wireless, wearable NeuroNode was first launched in 2017. Using our IP, EMG assists disabled people in accessing technology for the world's best communication experience.

NEUROSTRIP



Just launched in 2023, the NeuroStrip weighs less than a piece of paper and is a miniature version of our core IP. It's our main lever for growth with unlimited uses beyond disability.

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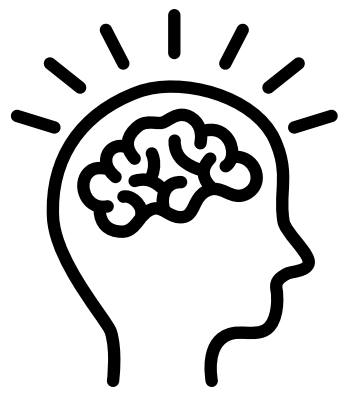
INTRODUCTION

EMG technology: the heart of our solutions

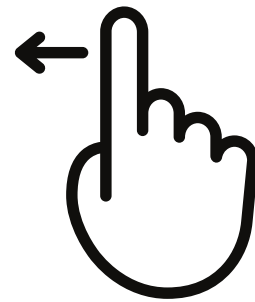
INTRODUCTION

EMG technology: how it works

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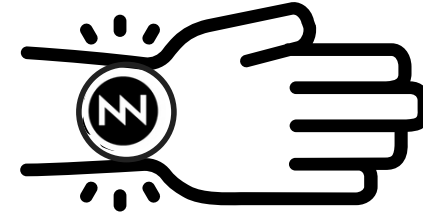
Your brain sends a thought like “move my index finger”.



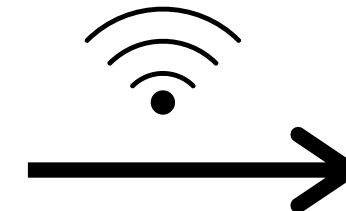
To move your finger, an electrical signal is created and Electromyography (EMG) is the detection of this signal.



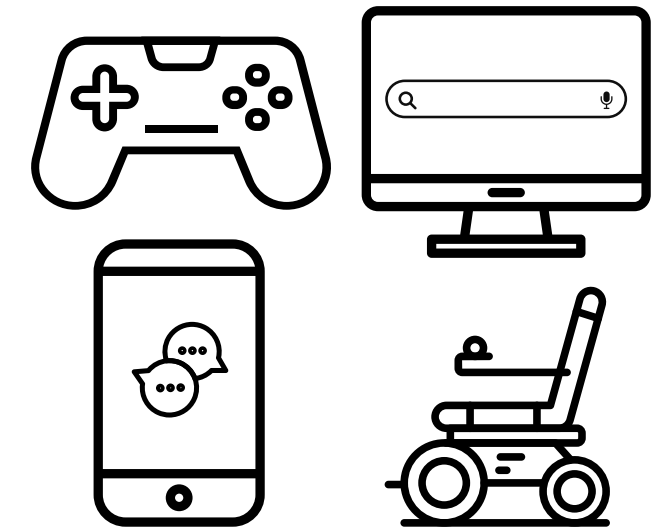
An EMG signal is detected.



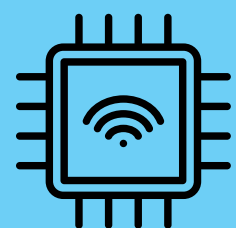
Our core IP uses smart algorithms to detect, analyse and convert your body’s bioelectrical EMG into code so a user can select an item and operate a device.



Our patented code creates a “switch” to operate devices



Users can type, generate speech, send emails, browse the web, stream entertainment, access social apps, control their environment (lights, electric beds), play with toys, and more.



EMG CAPTURES, RECORDS AND INTERPRETS ELECTRICAL ACTIVITY PRODUCED IN YOUR BODY’S MUSCLES WHEN YOU MOVE

Markets

Assistive Mobility



Assistive Communication

Data Measurement



Our fastest near term path to growth

What Is It Works like a switch that turns into a mouse click, letting the user control their communication and software

Market Size Minimum \$1.3bn globally

Current sales model (retail) Speech Language Pathologists (SLPs), industry bodies, clinics, schools, and hospitals give demos and recommend our products

New growth sales model (wholesale)



CURRENT SALES

Japan was our first market for the new NeuroNode® wholesale strategy in 2023, with initial sales recorded in 1H24



NEW MARKETS

Our next focus is the UK and select continental European countries for disabilities, including a significant cerebral palsy market of some 400,000 people



NEW PARTNERS

Currently building distributor partnerships where our strong patent portfolio and lack of competition give us the best market opportunity

Recent Win # 1:

Granting of new US insurance code so device can be sold separately from 1 Oct 24. First sales already received.

Impact:

Retail: Immediate price increase up to US\$4300.

Wholesale: Future growth with new distributors under new revenue sharing model.

Recent Win # 2:

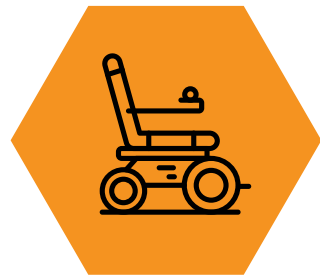
Exclusive distribution with SmartBox UK.

Impact:

70% market share in UK and largest operator in Germany. They have other European partners plus a presence in US.

Near Term Catalysts:

More European distributors and first US distribution partner expected by Q4 FY25.




DROVETM
AUTONOMOUS WHEELCHAIR MODULE

The world's first autonomous wheelchair

What Is It A patent -pending module, developed with Deakin University, retrofits powered wheelchairs for safer, independent home travel controlled by the user's intentions

Market Size Minimum \$100m globally

Current sales model (retail) We expect our first retail sales to begin in Australia soon.

New growth sales model (wholesale)  **CURRENT SALES**
First sales expected in coming months in Australia

 **NEW MARKETS**
The recent \$A575k ALS grant will help us research the best entry paths into the US

 **NEW PARTNERS**
Currently building distributor partnerships with powered wheelchair manufacturers



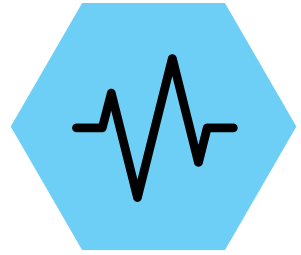
Recent Wins:
TGA approval granted.

A\$575k research grant from the US ALS Association to help fund FDA approval.

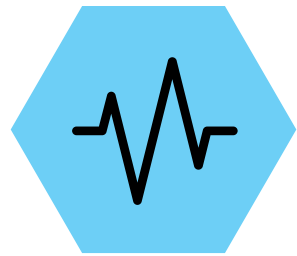
Near Term Catalysts:
Announcing a US clinical trial partner Q2 FY25.

FDA submission targeted for Q4 FY25.

Australian retail sales expected shortly.



The new NeuroStrip is a game-changer



NEUROSTRIP

Blue sky potential with endless uses


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What Is It A world-first all-in-one accelerometer and EMG device that measures physiological data like unintentional muscle movement

Market Size Blue sky given seemingly endless potential uses

Current sales model (retail) It's a new product that will not sell retail

New growth sales model (wholesale)



 **CURRENT SALES**
The first batch of commercial-grade NeuroStrips was recently manufactured

 **NEW MARKETS**
Our initial focus is to leverage our market position in our existing markets of Australia, US and Japan for sales

 **NEW PARTNERS**
We have commenced discussions in the US, Australia and Japan for potential partnerships for NeuroStrip distribution

Near Term Catalysts:
Announcement of new partnerships and first sales in the US sports science segment.

Market strategy:
Enter those with the fastest, lowest-cost access with no extra approvals.

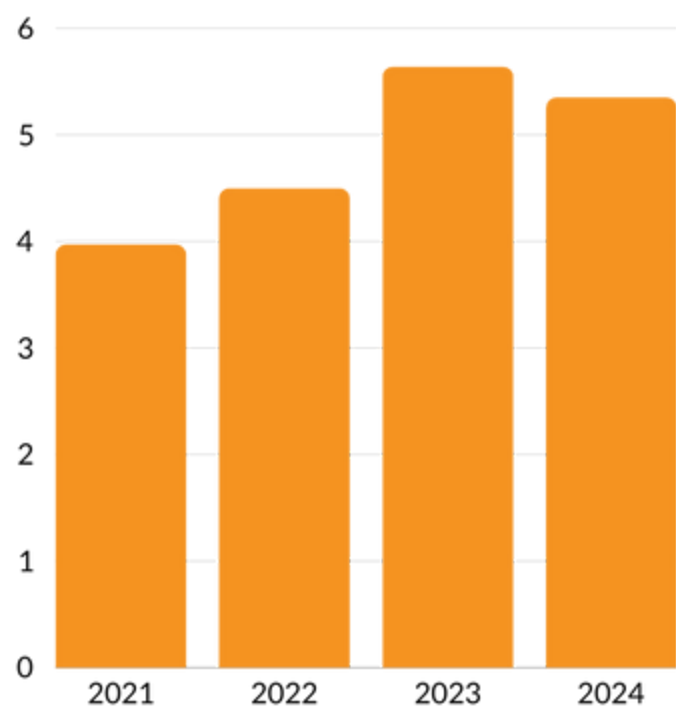
-  Sports science
-  Rehab and biofeedback
-  Movement disorders
-  Dysphagia
-  Incontinence

Financial Performance

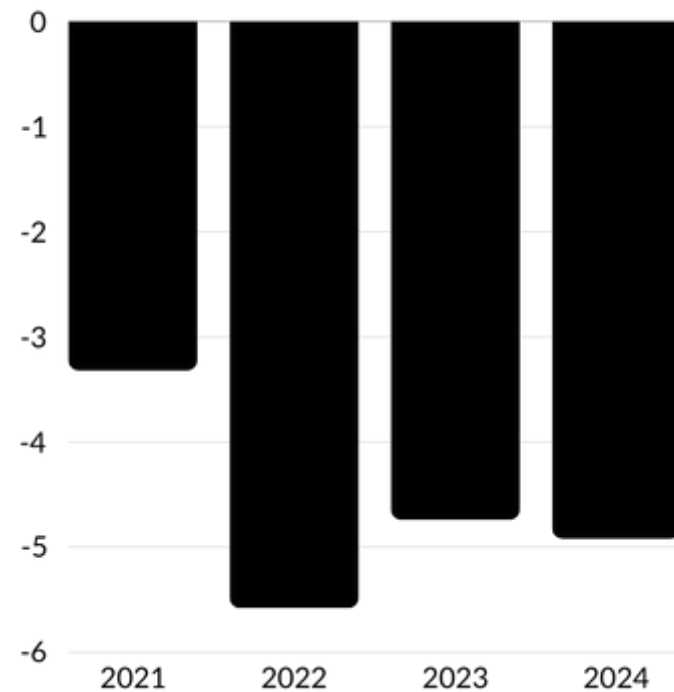


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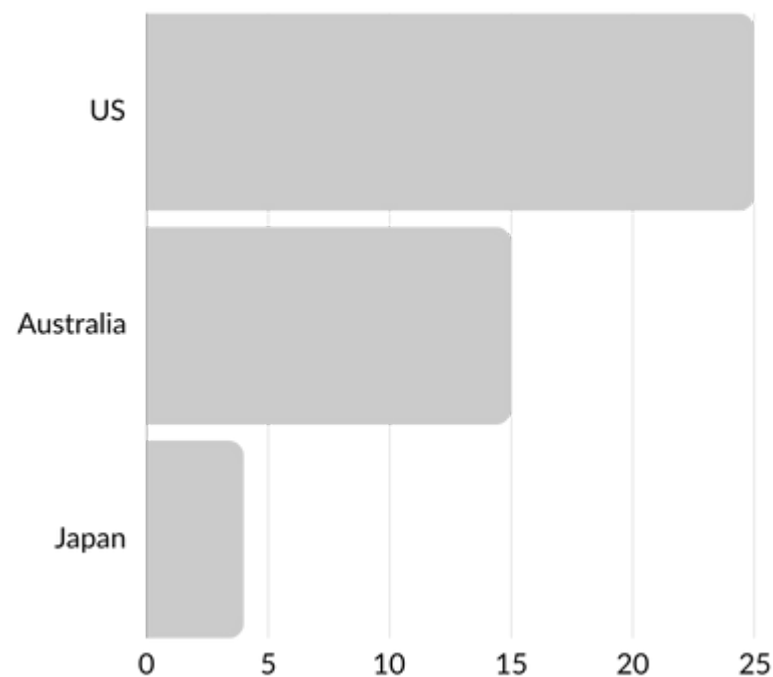
REVENUE (A\$ m)



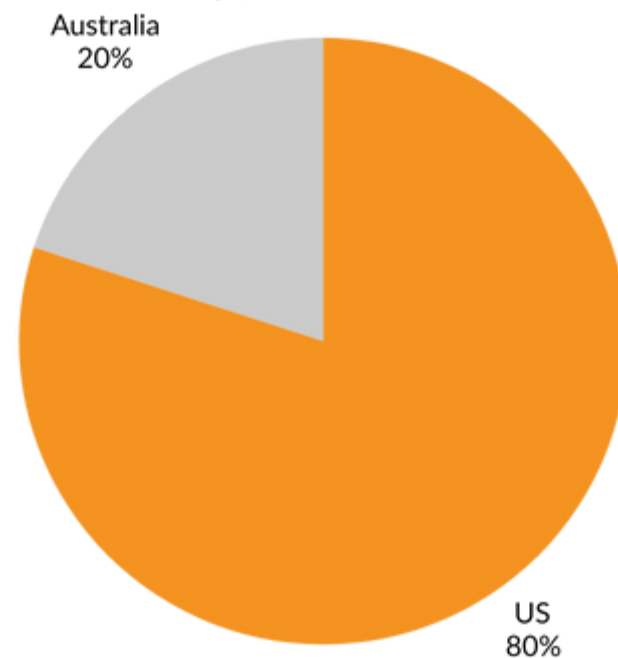
EBITDA (\$A m)



EMPLOYEES



% SALES



FINANCIALS

Record sales pipeline, building FY25 momentum

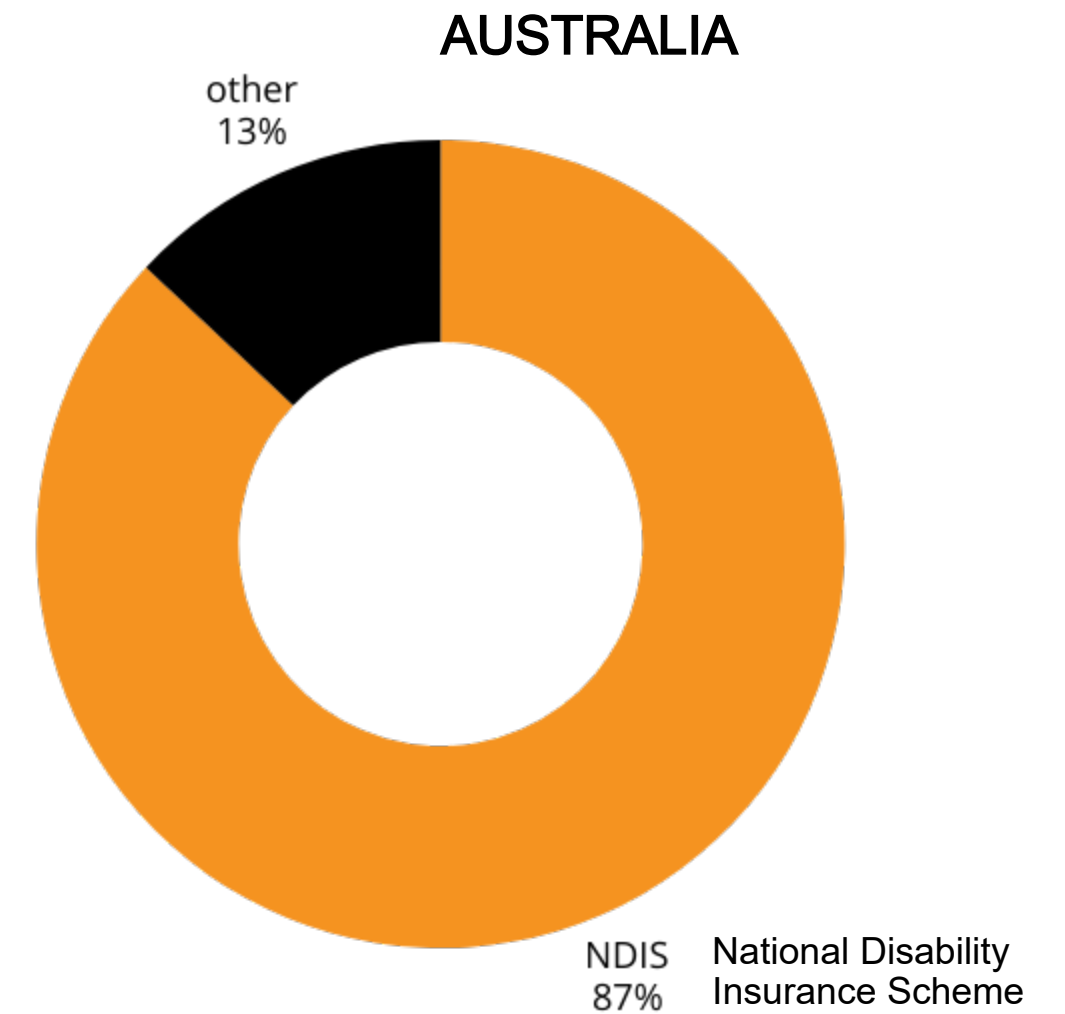
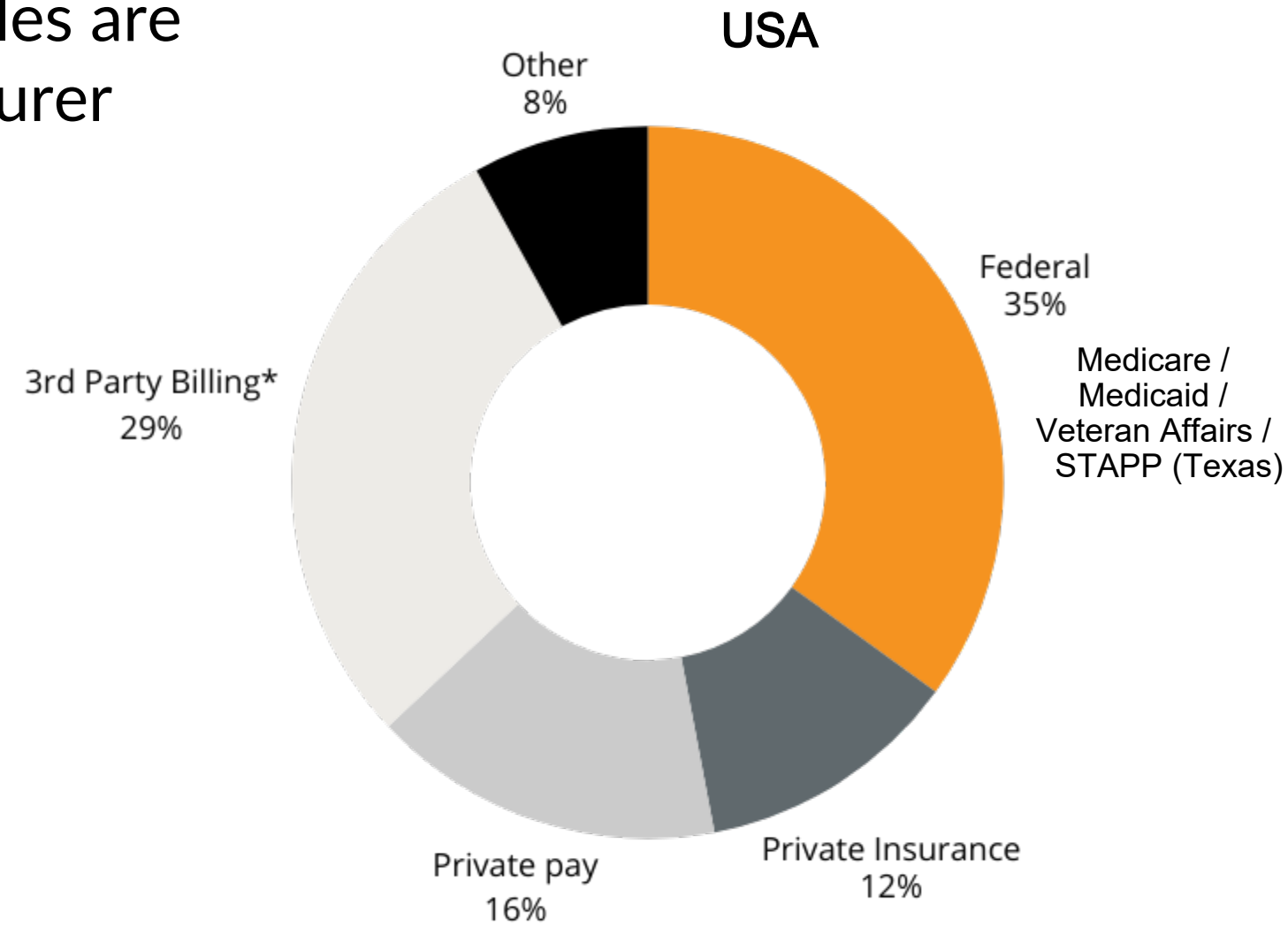
- FY24 revenue hit by ~\$1M in NDIS delays. However, Q1 FY25 has seen a rapid turnaround in NDIS approvals with record processing from our largest -ever backlog.
- Record Q4 results in the USA following improvement in third -party billing issues.
- Expecting ~20% CAGR growth for FY25 despite FY24 challenges.
- 326 systems sold in our key markets in FY24.
- Capital raised to offset cash flow delays and support ongoing strategic initiatives.
- Group overheads tightly managed, forecasted to remain flat from FY23 through FY25.



ASSISTIVE COMMUNICATION

How our sales are funded

At least 75% of our sales are through a person's insurer



* Outsourced to third-party biller who collects from the insurer (both public and private)

Data based on FY24 YTD

FINANCIALS

Continue to focus on growth, diversification and innovation

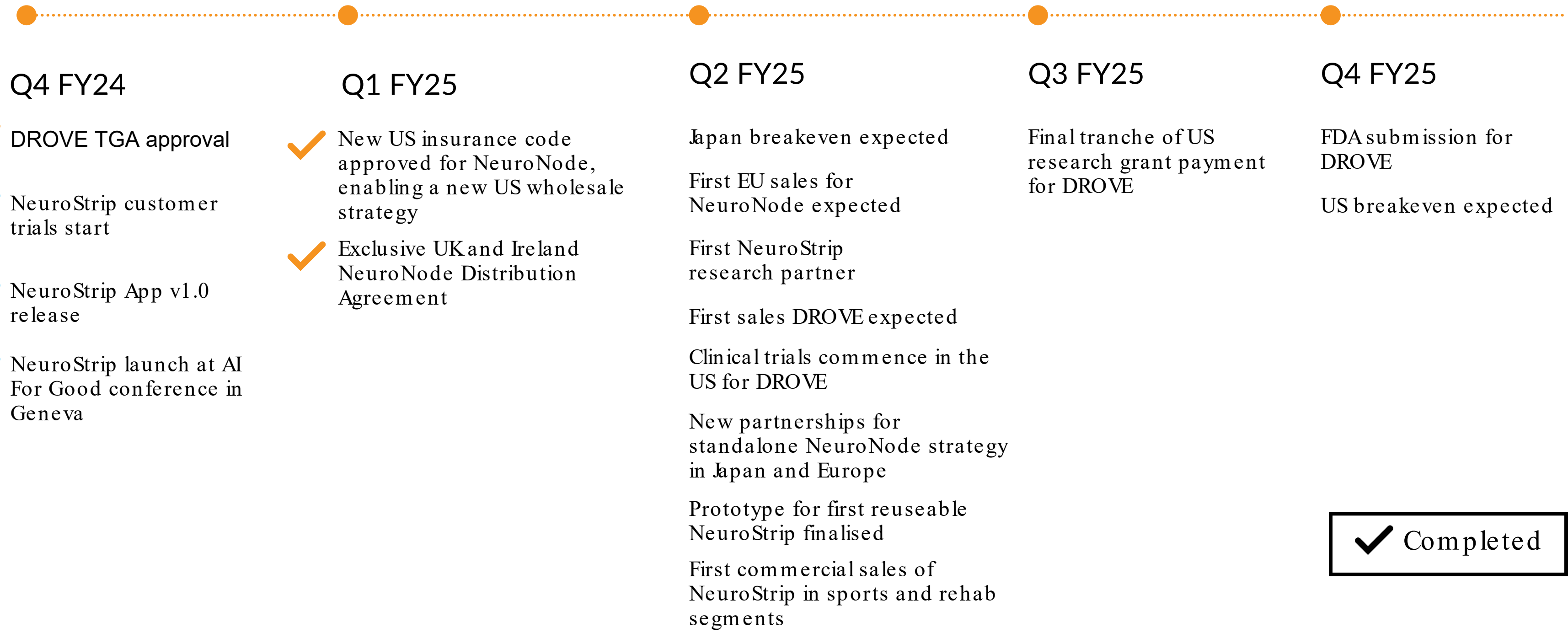
- Goal: Achieve near-term EBITDA-positive operations in all key geographic markets for our primary disability business.
- Plan for FY25: Diversify into new products and markets to drive additional growth.
- Diversifying with NeuroStrip outside the disability markets helps reduce reliance on slow and unpredictable insurance payment cycles.
- Further manage these risks by wholesaling our DROVE wheelchair controller, NeuroNode and NeuroStrip products in relevant markets.



GROWTH STRATEGY

Recent wins and future roadmap

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✓ Completed

Company

Experienced leadership

BOARD



Roger Hawke

Chairman
Independent
Non Executive Director



Jeremy Steele

Managing Director
CEO



Peter Ford

Founder &
Non Executive Director



Prof Rob Heard

Independent
Non Executive Director



Damian Lismore

Independent
Non Executive Director



Brett Crowley

Company Secretary



Jeremy Steele
CEO

- Over 25 years of global corporate experience across a wide range of industries including healthcare and software
- Previously CEO of CardioScan, driving international expansion (from 1 to 10 countries)
- Led greenfield expansion as well as growth through acquisition, in market experience in North America, Asia, Europe and Australia



Shannon Boothroyd
CFO

- Over 20 years experience in accounting, auditing and finance roles in the United States and Australia
- Previously held senior finance positions with multi-national ASX-listed and technology start-up entities
- Holds both Chartered Accountant (Australia) and Certified Public Accountant (US) designations



Todd Tyler
VP – North America

- 20 years experience in the healthcare industry
- Masters in Communication Sciences and Disorders
- Extensive experience in building and leading teams in the AAC space, having previously work for other industry operators



James Schorey
CTO

- 25 years of experience
- Beginning his career as a software engineer, James as advance through multiple organisations and has led both software and hardware engineering teams
- James leads our product development efforts

Corporate Summary

Tightly held register. The recent capital raise has provided the business with sufficient funding well into FY26.

Recently the company raised \$2.68m in new capital from a Rights Issue and Placement at 7c with a 1:2 free attaching 10c option. The majority of cash was received in Oct-24.

At the end of July 2024, NorthStar Impact Fund also invested \$525,000 in CBL and subsequently agreed to underwrite \$150,000 in the recently announced rights issue.

FINANCIAL INFORMATION

| | |
|-----------------------------|------------------|
| Share price (6/11/24) | A\$0.06 |
| Shares on issue (16/10/24) | 247.56 million |
| Market capitalisation | A\$14.85 million |
| Cash (30/09/24) | A\$0.646 million |
| Unlisted options (16/10/24) | 25 million |

TOP SHAREHOLDERS

| | |
|----------------------|--------|
| Phoenix Development | 14.65% |
| Nightingale Partners | 13.52% |
| Peter Shann Ford | 8.08% |
| Brian Gregory Walsh | 4.25% |

Top 20 hold 69.0% of shares as at 7/11/24

Get In Touch

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