

# Cambridge Cognition Neuroscience Digital Health

30 January 2018



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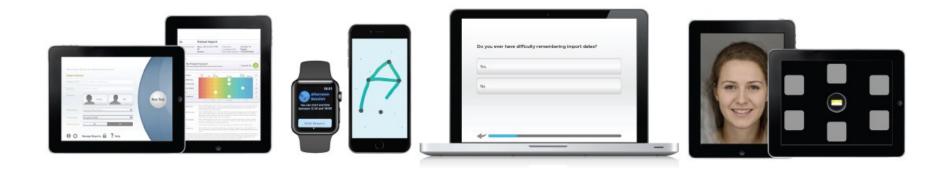
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Cambridge Cognition Driving growth through innovation

Digital neuroscience company developing & marketing direct-to-patient cognitive testing software to asses and quantify brain health in patients worldwide.



# Leaders in cognitive neuroscience

### Measuring brain health to:

- Accelerate development of new treatments
- Identify at risk patients earlier
- Monitor the effectiveness of interventions
- Reduce global R&D and healthcare costs





Brain health conditions, including Alzheimer's, Parkinson's, Schizophrenia and depression, are amongst the world's largest cause of disability and ill health :

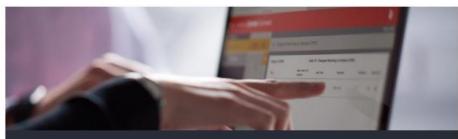
- Brain health affects us all
- **Over 2 billion people** suffer from brain health conditions
- The resulting economic burden is more than \$2 trillion
- The global cost of brain health will rise to **\$6 trillion by 2030**

# Innovation to optimise pharmaceutical R&D

- Reduce risks and increase chances of success
- Improve data quality & security
- 0
- Accelerate decision making



Identify & recruit patients in trials & in market



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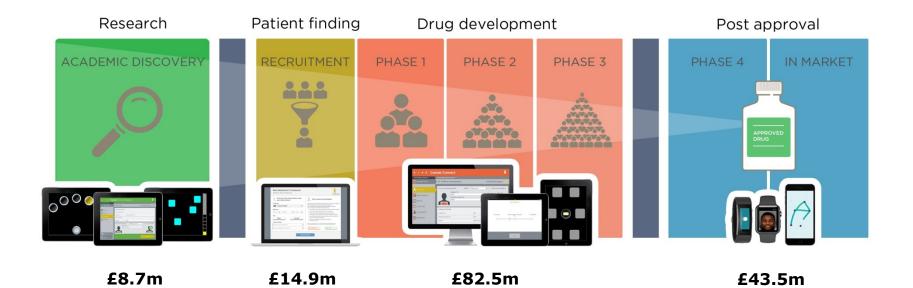
Develop safe & effective new treatments





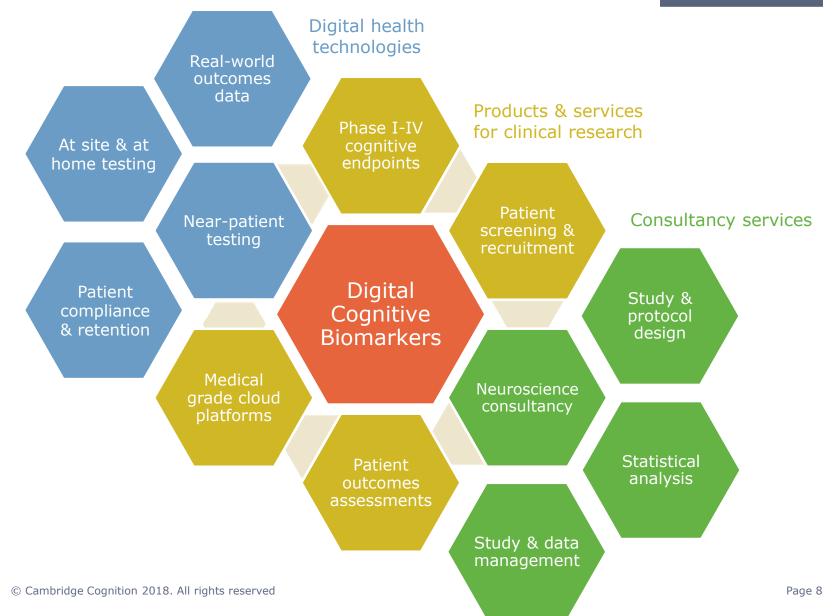
Improve efficiencies across clinical research

### Addressable revenue opportunity in core CNS R&D markets > £150m



# Expanding beyond cognitive assessments

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### Digital brain health technologies Testing anyone, anywhere

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Collecting realworld patient data

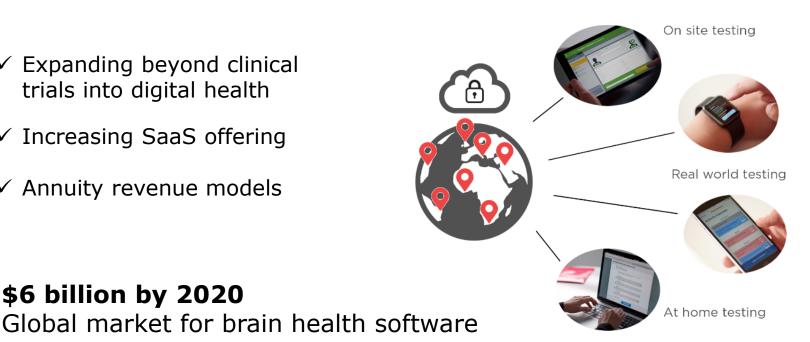


Improving patient compliance



- ✓ Expanding beyond clinical trials into digital health
- ✓ Increasing SaaS offering
- ✓ Annuity revenue models

\$6 billion by 2020



# 1. Measure brain health in everyday life

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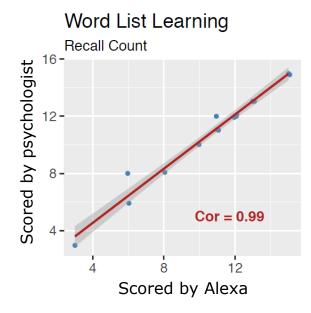
- More accurate
- More representative
- Better communication
- Improved compliance
- On patients' own devices

# >95% patient compliance

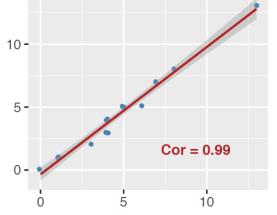
# 2. Monitor health at home through speech



- Assessing cognition, pain & fatigue
- Reduced human error
- Increased scalability
- Direct to the patient's home



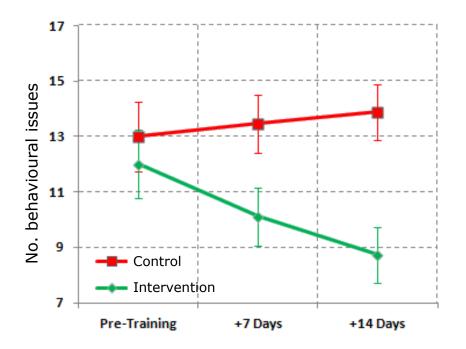
Verbal Paired Associates Total Recall Errors



Correlates 99% with psychologist scored tests

3. Digital interventions for mental health & social cognitive function

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# Mental illness costs UK & US employers >\$250 billion per year

### Social cognition technology

To assess and intervene in areas such as schizophrenia, autism, dementia, eating disorders and substance abuse

### Digital mental health screen at work

Identifying anxiety, depression & stress in the workplace to reduce absenteeism and loss of productivity

# The Investment Opportunity

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Key Points

- Considerable addressable market
  - \$6bn by 2020 global market for brain health software
- Demand driven by increasing awareness surrounding Mental Health
  - Over 2 billion people worldwide suffer from brain health conditions
- Significant and sustainable barriers to entry
  - Products validated by 30 years of scientific research. Established partners include global biotechnology and pharmaceutical companies, academic institutions and public-private healthcare providers
- Continue to offer highest quality products and performance
  - Increasing demand of wearable technologies
- Maintain relationships with key customers via product quality and service levels
  - 100% customer satisfaction from clinical trials customers
  - 93% of customers highly likely to use Cambridge Cognition for future studies

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#### **Cambridge Cognition UK**

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### Cambridge Cognition US

Cambridge Innovation Center One Broadway Cambridge, MA 02142

# www.cambridgecognition.com



# Appendix

## Interim results 2017

### H1 2017 financials

- Revenue: £3.21m (2016 H1, £3.26m)
- Loss for the period: £0.39m (2016 H1, £0.15m)
- Closing Cash: £1.83m (2016 H1, £1.38m; 31 Dec 2016, £2.38m)

#### Highlights

- Encouraging sales performance given no exceptional contract wins unlike 2016. Reflects a broader business base.
- Major contract wins remain important for 2017/18.
- 65% growth in sales order pipeline.