

## ANDHEALTH | 2018 COHORT COMPANY ETIQUETTE & EXPECTATIONS

The ANDHealth+ program is focused on assisting Australian mid-stage digital health companies to meet key investor, partner and customer requirements around clinical and commercial validation. The program is unique in that it requires no equity consideration and that each cohort company's advisory panel and project is tailored specifically to that company.

ANDHealth+ staff and advisors meet strict criteria – they must demonstrate hands-on experience in: product development of a market ready product which is evidenced based and has a sustainable business model; negotiation of a significant (preferably international) commercial agreement between two or more parties, where at least one party is from industry; and/or raising of a significant amount of capital for one or more digital health companies.

ANDHealth+ is a novel program, bespoke to each company and not curriculum based, and requires significant in-kind from industry leaders. Therefore, we have a number of expectations regarding the conduct of cohort companies, outlined below. In applying for ANDHealth+ you indicate that you accept these expectations.

**ATTITUDE** Cohort companies shall approach the ANDHealth+ program, panel meetings and industry feedback with an open and receptive attitude. Our Industry Panellists are providing their time in-kind and we ask that cohort companies respect this, and the time and intellectual effort contributed by the panel.

**PROJECT** The cohort company will work with their panel to refine their tailored project plan and execute the ANDHealth+ Participant Agreement. Once the plan is agreed, the cohort company will fulfil all agreed company side contributions and will meet deadlines related to their project input.

**PANEL MEETINGS** There are regular panel meetings, meetings with third party providers, meetings with in kind ANDHealth partners and members and ad hoc meetings which you are expected to attend. It is also expected that you will undertake appropriate preparation prior to these meetings.

**BOARD MEETINGS** ANDHealth+ believe that there is value in meeting with each cohort company's Board of Directors at the commencement and conclusion of the program and expects cooperation from the cohort company to facilitate this.

**ADDITIONAL ACCELERATOR PROGRAMS** While ANDHealth supports and works in partnership with many complementary accelerator programs, the ANDHealth+ program requires significant effort. As such cohort companies are expected to notify ANDHealth of any plans to apply to additional programs and may be asked to confirm in writing that participation in subsequent programs will not limit or slow the company's contribution to the ANDHealth+ program.

**CAPITAL RAISING** If a company is in the process of raising capital during the application and selection process, ANDHealth will assist as practicable. Following commencement of the program, cohort companies will be expected to work with ANDHealth and relevant advisors in relation to any capital raising. As the ANDHealth+ program is focused on investment and commercialisation readiness, ensuring our cohort companies are as prepared as possible for the capital raising process, and providing insights into how to successfully navigate this, are core to what ANDHealth+ provides. Cohort companies will be expected to discuss activities such as investor roadshows / pitches, appointment of independent corporate advisors, and, to a lesser extent, applications for non-dilutive funding, with ANDHealth prior to commencing any face to face meetings or executing any mandates.

**CONFERENCES** ANDHealth run a series of events and workshops across Australia and take groups of digital health companies offshore regularly. Cohort companies are expected to attend ANDHealth conferences where at all possible, and to consider participating in international delegations in key markets.

**INVESTOR DAY** At the end of the program, ANDHealth will facilitate a day of investor pitching for the cohort companies who are looking at raising funds in the next 12 months. These meetings will be held with investors who ANDHealth knows have an interest in and a mandate allowing investment into the digital health space. Cohort companies will be supported by ANDHealth's team and members prior to and during these investment meetings.

**MEDIA** ANDHealth seeks to promote the achievements of all of its cohort companies by incorporating cohort company news into our ongoing communications and social media. In addition, we have an expectation that cohort companies will provide positive commentary on ANDHealth+ where relevant. Key ANDHealth messages will be provided to all cohort companies, and where possible we request that written media mentioning ANDHealth is reviewed by us before issue.

