

# Bringing clarity to paediatric audiology

Jeffrey Ng, CEO



NIRGenie

( 25 May 2023 )

# Paediatric hearing, language delay, disorder incidence

**900** Hearing aids, cochlear implants fitted (Australia, infants)

**238,000** Permanent childhood hearing loss (Global, live births)

**3+m** Significant developmental delay (Global, live births)

**14%** See clinician with a language delay, disorder (Australia, 1-4 y.o.)

# There are clear clinical needs for this cohort

## Before hearing device fitted:

Delayed intervention may result in permanent language deficit

## After hearing device fitted:

Hearing devices may not be optimised

## Current diagnostic devices:

	Permanent hearing loss	Significant developmental delay	Language delay, disorder
Measure sound detection	●	●	●
Measure sound discrimination	●	●	●
Validate device programming	●	NA	NA

# EarGenie<sup>®</sup> Measure. Validate. Accelerate.

First-of-its kind device

Combines fNIRS with proprietary AI, firmware and hardware

**Accelerates intervention** by accurately, objectively and reliably informing managing clinicians



	Permanent hearing loss	Significant developmental delay	Language delay, disorder
Measure sound detection	●	●	●
Measure sound discrimination	●	●	●
Validate device programming	●	NA	NA

# Value proposition is strong across all stakeholders

**Patients, carers** Accelerated intervention for better, earlier outcomes

**Managing clinicians** Stronger evidence for improved decision-making

**Clinic operators** New, additional customers, tests & revenue

**Payers, governments** Increased efficiency; reduced economic burden

# Go-to-market

<b>Target cohort</b>	0-5 year olds
<b>Target countries</b>	US first, then Australia, EU, UK
<b>Product offering</b>	Tests, EarGenie® systems & support, consumables
<b>Customers</b>	Audiology clinics
<b>Market entry</b>	Hearing device programming validation Auditory neuropathy testing

# \$6m Seed round: EarGenie® to FDA approval

	2023		2024				2025				2026	
	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Product Development	EG MVP											
		EarGenie 1										
Deployment		KOLs (MVPs)										
			KOLs, Target clinics (EarGenie 1s)									
Regulatory	FDA Q-Sub											
					EarGenie 1 Clinical Trials							
					FDA approval preparation, testing, lodgement							
Market	US Market survey				Revenue, pricing, S&D models defined							
		Value proposition validated								US, AUS reimbursement analysis, preparation		
Funding	Pre-Seed Round				Seed Round							



NIR  
Genie

[www.nirgenie.com](http://www.nirgenie.com)