

11 October 2017

LifeHealthcare acquires the right to promote spinal allograft biologics range from Australian Biotechnologies

LifeHealthcare (ASX:LHC) has today acquired the rights from Point Blank Medical to promote the Australian Biotechnologies (Aus Bio) spinal allograft biologics range and entered into a non-stocking commission only ten year distribution agreement with Aus Bio commencing 1 November 2017.

The long term partnership with Aus Bio forms a key element of LifeHealthcare's biologics strategy, complementing LifeHealthcare's existing synthetics biologics offering and strengthening LifeHealthcare's spine market share in Australia. Aus Bio is a leading provider of allograft biologics in Australia and the partnership with LifeHealthcare will expand market coverage for the Allovance allograft portfolio.

Key Highlights of the Acquisition:

- The acquisition provides LifeHealthcare entry into the bone repair allograft biologics market in Australia estimated at over \$100 million per annum.
- Access to over 125 surgeons using Aus Bio allograft spinal products.
- It will strengthen the platform for further organic expansion of allograft biologics into other therapeutic channels.
- The purchase price of \$3.25 million is funded 100% from cash and ANZ debt facilities.
- The acquisition is expected to provide \$1.9m in revenue and gross margin and a normalised EBITDA of \$1.5m in the preliminary year post acquisition with minimal working capital requirement.
- Net debt leverage at 30 June 2017, post the acquisition of Oceania Orthopaedics in July 2017 and post the Point Blank Medical transaction, would have remained below 1.75x.

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About LifeHealthcare

LifeHealthcare Group Limited is a leading independent provider of healthcare solutions in Australia and New Zealand across clinically specialised therapeutic channels bringing Australian and New Zealand healthcare professionals innovative medical devices by partnering with world class companies who share the vision of innovation and making a real difference to people's lives. For more information, visit www.lifehealthcare.com.au.

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