

ASX Release

7 November 2016

LifeHealthcare Group Limited Presents at UBS Australasia Conference

LifeHealthcare Group Limited (ASX: LHC) will tomorrow be presenting at the UBS 2016 Australasia Conference, a copy of the presentation is attached.

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> Not your typical multinational

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LifeHealthcare

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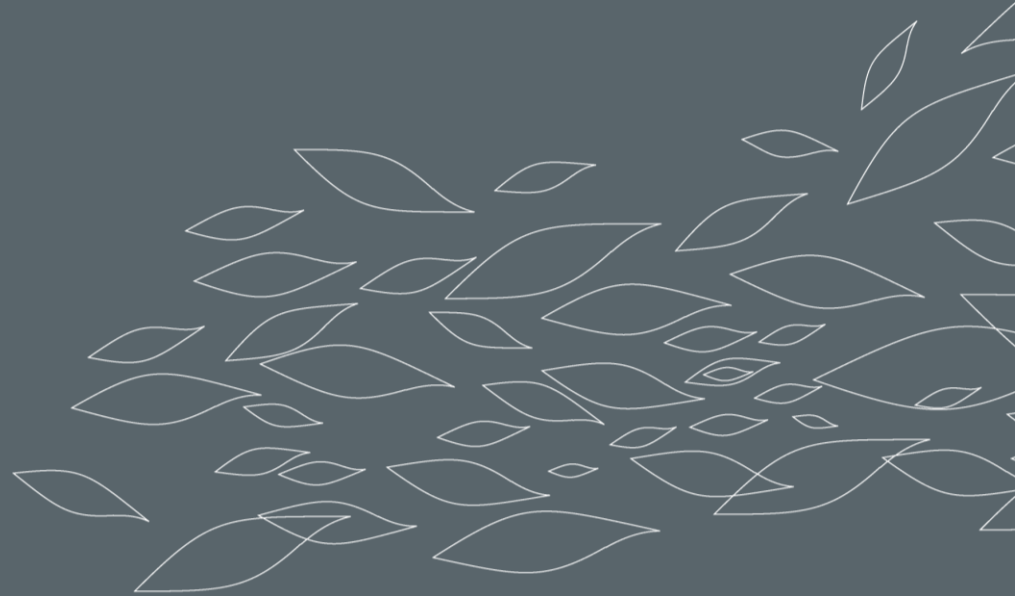
UBS Australasia Conference 2016 Navigating Future Growth

8 November 2016



Agenda

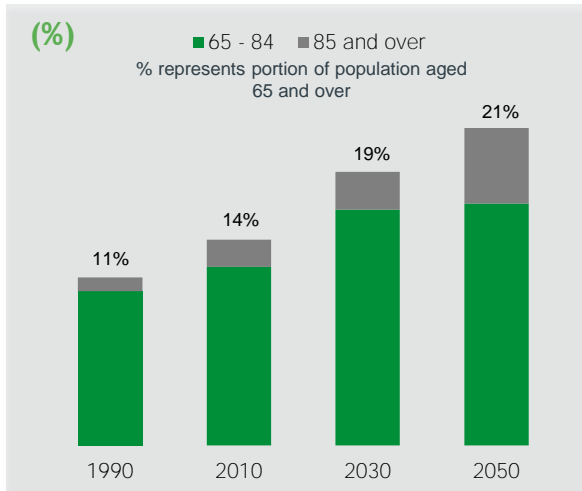
1. Healthcare and Technology
2. Sustainable Healthcare Opportunities
3. LifeHealthcare - Navigating Future Growth



Challenges Facing Australian Healthcare

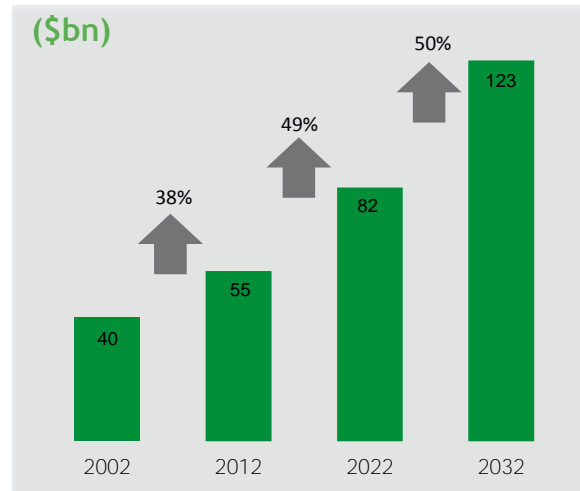
Ageing population and rising rates of chronic disease driving healthcare expenditure

Australian Population 65 & Over



Source: Australian Bureau of Statistics (latest projection date as at 2012)

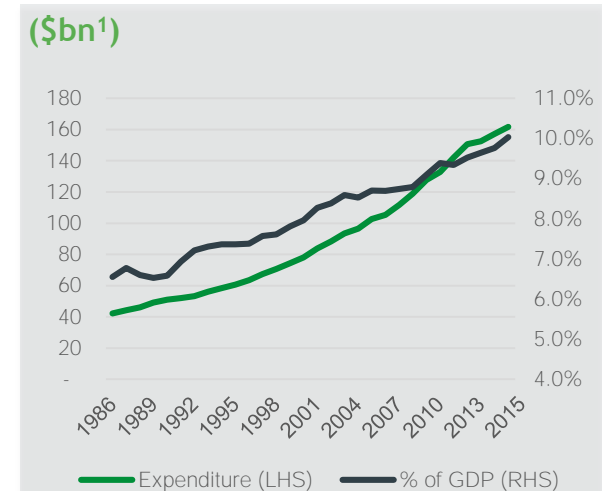
Australian Healthcare Spend on Chronic Disease



Source: Australian Institute of Health and Wellbeing

Note: Total healthcare expenditure in 2032 of \$246bn of which chronic illnesses included in the chart above amount to \$123bn. The chronic illnesses included are: cardiovascular, respiratory, dental, neurological, cancer, endocrine & nutritional, diabetes

Australian Healthcare Expenditure



Source: Australian Institute of Health and Wellbeing

Note: ¹ Constant prices

Breakthrough technologies and evolving surgical techniques have changed outcomes and expenditure

Diagnostics

Genetic pathology and imaging capabilities driving disease diagnosis and medical interventions



Technique

+

Innovation

Collective clinical experience and device innovation has enabled advanced surgical techniques with reduced morbidity and improved clinical outcomes



Medical research continues to cross new frontiers and change the way healthcare is delivered

Bio Fabricated Tissue

3D printed living tissue and organs created using biodegradable plastic and cellular biology



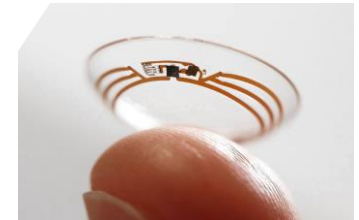
Artificial Intelligence

Artificial intelligence, robotics and virtual reality enabling superior accuracy and function



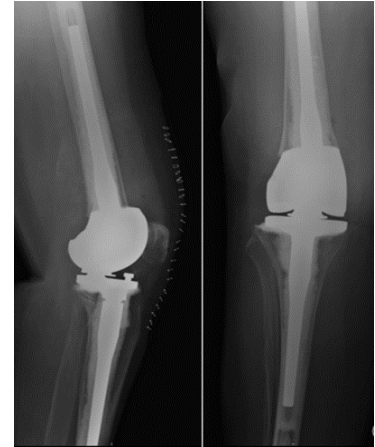
Point of Care Testing

Advances in wireless technology, nanotechnology and predictive software resulting in enhanced remote point of care testing



Market forces will demand sustainable healthcare solutions

- Superior patient outcomes
- Cost effective research and development
- Efficacy and health economics
- Managing the patient journey



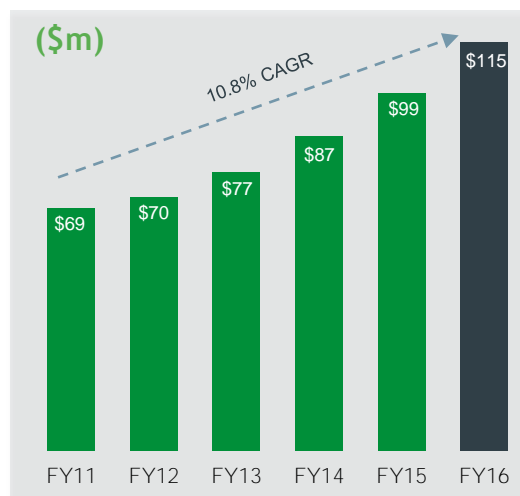
- Patient outcomes and health economics addressed through changing clinical protocols

LifeHealthcare's Consistent Track Record of Growth

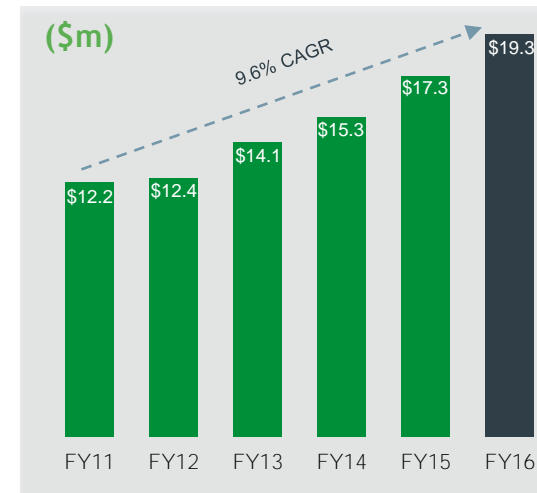
LifeHealthcare is a leading independent provider of healthcare solutions in Australia and New Zealand across clinically specialised therapeutic channels

- Founded in 2006, LifeHealthcare has grown to be a leading independent medical device company in Australia and New Zealand with over 180 employees
- Market orientation with global sourcing for provision of local solutions in focus specialty channels of Spine, Neurosurgery, Orthopaedics, Cardiology and General Surgery
- Business model strengths of global sourcing network, dedicated regulatory capability, tailored professional education programs and highly specialised sales and clinical expertise
- Synergistic portfolio strategies delivering top three market share position in core therapeutic channels

Revenue



EBITDA¹



Note:

1. Underlying EBITDA excludes acquisition transaction costs in FY15 and FY16

➤ Navigating Future Growth

Strategic priorities align LifeHealthcare's vision of connecting Australian and New Zealand healthcare professionals with innovative and tailored health solutions to make a real difference to people's lives

Organisational Efficiency & Effectiveness



Driving automation and improvements to systems and processes to support the business

Channel Optimisation



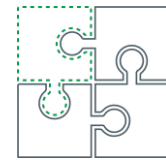
Increasing market share and providing greater breadth of offering in therapeutic divisions

Biologics Growth



Three phased approach to expand into emerging Biologics technology

Develop Solutions to Address Changing Needs of Healthcare



Addressing healthcare needs including healthcare economics, connectivity, pre and post operative care etc.

Delivering strong sustainable shareholder value over time

LifeHealthcare focuses on growth in therapeutic channels and procedures with high levels of efficacy

Mazor Renaissance Spinal Robot



- Improving patient outcomes through less invasive surgery, lower revision rates, faster recovery times, reduced post operative pain and lower infection rates
- Provides surgeons with highly reproducible accuracy, reduced levels of intraoperative radiation and gains in workflow efficiency
- Value proposition of increased patient demand and reduction in revision surgery, screw explant costs and patient length of stay in hospital

CereTom Mobile Stroke Unit in Ambulances



- Stroke is a leading cause of death and disability with significant ongoing costs associated with patient care and rehabilitation
- Ischemic stroke patients can be successfully treated with medication provided a correct and time critical diagnosis is obtained
- Mobile CT used to rule out haemorrhagic stroke and facilitate immediate treatment

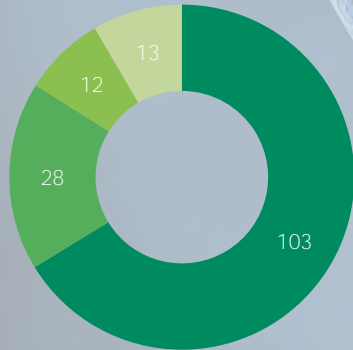


➤ Navigating Future Growth - Innovation

LifeHealthcare focuses on growth in therapeutic channels and procedures with high levels of innovation

ANZ Biologics Market in Excess of \$150m

(\$m)



■ Bone Repair ■ Soft Tissue ■ Liquids ■ Hernia Repair

Source: LifeHealthcare estimates

Biologics the next frontier in medicine

LifeHealthcare establishing a foundation biologics business in bone, tendon repair, soft tissue reconstruction, burns and wound healing

Provides strong procedural alignment with existing channels and a pathway to future innovations in bio fabrication and stem cell technologies

➤ Navigating Future Growth - Procedural Synergies

LifeHealthcare focuses on growth through procedural synergies whilst leveraging existing infrastructure



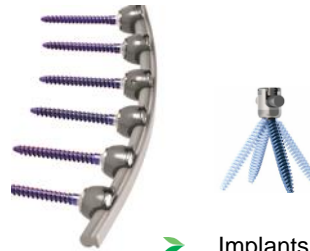
➤ 3D Printed Implants



➤ Biologic Adhesion Gel



➤ Biologic Bone Chip



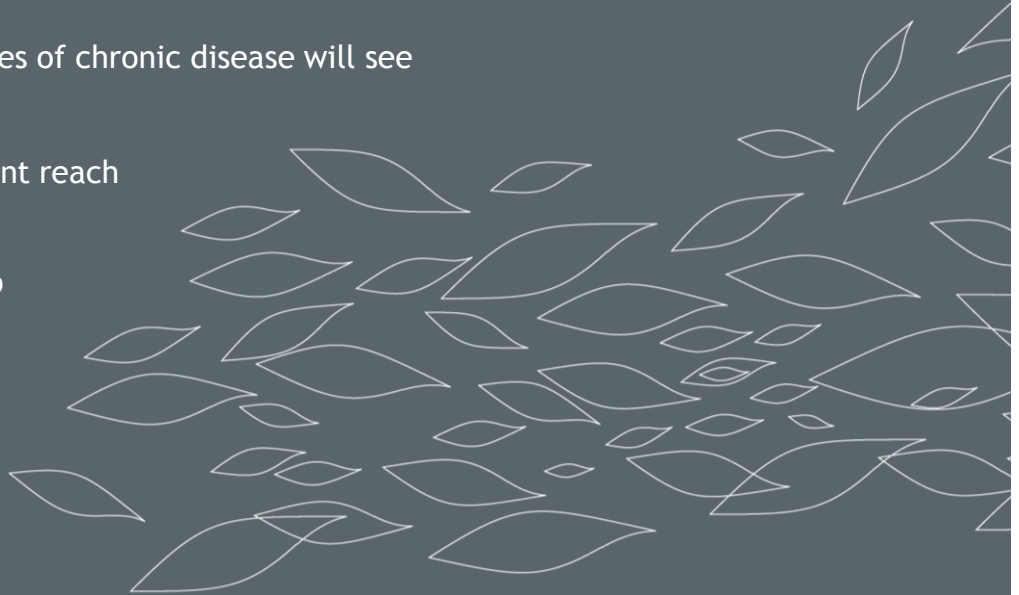
➤ Implants

➤ Spinal Robotics



Conclusion

1. Tailwinds of an ageing demographic and rising rates of chronic disease will see continued increases in healthcare demand
2. Technology acceleration will enable greater patient reach and improved patient outcomes
3. Affordability and technology will drive industry to develop efficacious and sustainable healthcare solutions
4. LifeHealthcare's business model and strategic priorities will orient the business to lead in sustainable innovation



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