



# Biotech Capital.

Investor Presentation

10 February 2017

**B.**

# Forward Looking Statements

This presentation contains forward looking statements that involve risks and uncertainties. Although we believe that the expectations and assumptions reflected in the forward looking statements are reasonable at this time, Biotech Capital can give no assurance that these expectations and assumptions will prove to be correct. Actual results could differ materially from those anticipated. Reasons may include risks and uncertainties associated with early-stage companies, changes in the regulatory environment, future capital needs or other general risks or factors.



# Company Snapshot

- Stock code ASX: BTC – market cap approximately \$13m
- Biotech Capital Limited is registered as a Pooled Development Fund (PDF) under the Pooled Development Fund Act, 1992
- Experienced Board with strong industry profile and PDF expertise
- Headquartered in Melbourne, Australia
- 100% Investments in;
  - Biointellect Pty Ltd acquired April 2016
  - Bio101group Pty Ltd acquired June 2016
  - BioImpact Pty Ltd registered in November 2016
- As a PDF the company and its shareholders are able to access certain tax concessions



# Pooled Development Fund Summary

Shareholders are entitled to concessionary tax treatment in Australia for income and capital gains derived from their shareholding.

Gains realised on the disposal of shares will not be included in an investor's assessable income in Australia. An investor will not be entitled to any deduction or capital loss on the sale of shares.

## Dividends

- Unfranked dividends received by an Australian resident will be exempt from tax.
- Franked dividends will also be exempt from tax unless the shareholder elects to be taxed. An Australian corporate tax entity may credit its franking account (with franking credits attaching to a franked dividend), regardless of whether it has elected to treat the dividend as exempt or assessable income. Dividends paid to non-residents will not be subject to withholding tax.

*\*A shareholder or prospective shareholder should obtain their own tax advice rather than relying on this summary.*

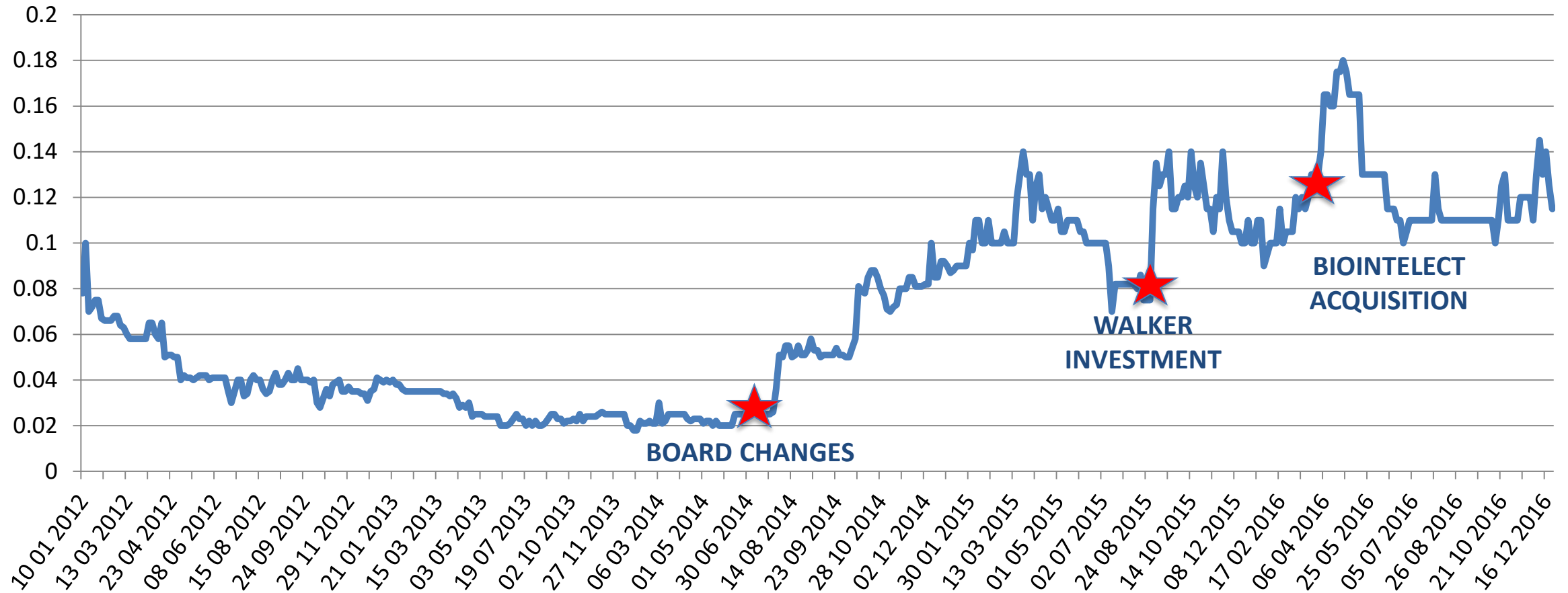


# Strategy

- Continue to expand the group's development and commercialisation capabilities
- Committed to building the core business, but responsive to bolt-on opportunities
- Pursuing higher value-add investments, through acquiring rights to novel drugs and medical devices
- Building an integrated biomedical company with exceptional ***partnering, product development*** and ***commercialisation*** capabilities across Asia-Pacific.



# Share price – 5 years



# Shareholding and financial position

Cash reserves at 31 January 2017:	\$786k
NTA at 31 January 2017:	\$2.31m
Shares outstanding:	108.6m
Options outstanding:	2m (exercise price 15.9c)
Market capitalisation:	\$13m
Closing price 10 February 2017:	12 cents
52 week range:	9.0 cents – 18.0 cents
Board/management ownership:	38%



# Board

**Richard Treagus** – Executive Chairman

**Peter Jones** – Non Executive Director

**Bruce Hancox** – Non Executive Director

**Jon Pilcher** – Non Executive Director *and* Head of Audit Committee

**Jennifer Herz** – Non Executive Director *and* Managing Director of Biointelect

**Stuart Jones** – Company Secretary





# Company Structure

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## Biointelect acquired - April '16:

- Biointelect fully integrated into the Biotech Capital Group
- Revenue has been steadily increasing
- >50% revenues are from offshore clients
- New clients continually being acquired
- Team is expanding as the service offering and client base grows

## Growth plans and outlook:

- Expanding core services in Regulatory, Quality and Clinical development
- Establish Biointelect Melbourne office
- Key person appointments to underpin growth strategy
- Bolster the marketing of group services to US and European clients

## Bio101 acquired - June '16:

- Bio101 fully integrated into the Biotech Capital Group
- Business systems and processes now fully established
- Revenue steadily increasing
- Clients include public, ASX-listed and private companies

## Growth plans and outlook:

- Positioned as the preferred provider of financial, tax, R&D rebate and company administration services in the life science sector
- Providing a reputable “landing-pad” for overseas companies undertaking R&D in Australia
- Building on existing partnerships with VC portfolio companies, Research Institutes and Commercialisation offices



## BioImpact established – Nov '16:

- Established to acquire and/or in-license intellectual property rights
- Focused on speciality pharmaceuticals and medical devices
- Experienced in-licensing executive will commence later this month
- Partnering with international companies that do not have a direct presence in Australia and New Zealand
- Leveraging the groups combined capabilities and resources



# Strategic Priorities

Continue to support and drive core business growth

- Expand service offering of Biointelect in the key areas of Regulatory, Quality and Clinical development
- Establish a Melbourne presence for Biointelect services
- Increase the profile of the BTC group services with overseas clients

Actively pursue in-licensing and acquisition opportunities

- Specialty pharmaceuticals
- Medical devices

Key strategic appointments to be made in coming months

