

**LIFESPOT HEALTH LIMITED (ASX:LSH)**

# **Business & Operational Update**

May 2017



# Notice: Forward Looking Statements

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# Strategic Direction

LSH provides solutions in three discrete sectors:

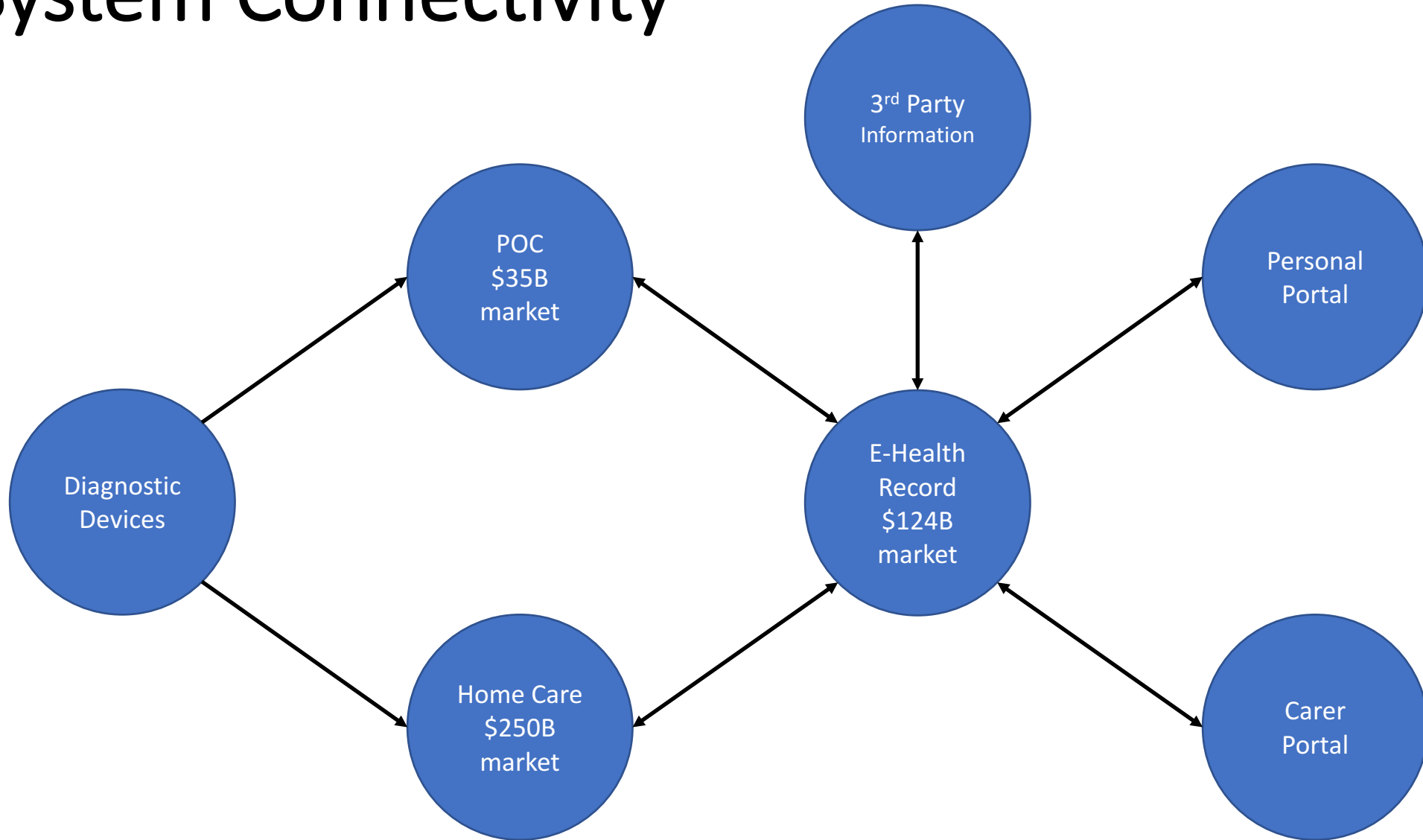
- **Home Care (\$250 billion market)** spanning assisted living for seniors, those with disabilities and those requiring post surgical support
- **Point of Care (POC) (\$35 billion market)** allowing medical carers to undertake personal visits to patients to record body vitals at any location be it the home, aged care or workplace. This also covers those who perform self personal diagnostic measurement for example blood glucose levels
- **E-health record (\$124 billion market)** market providing a centralised system to capture personal data including items such as pathology results, clinical data and diagnostic data. The record is underpinned by the BodyTel Engine

LSH technology offerings are:

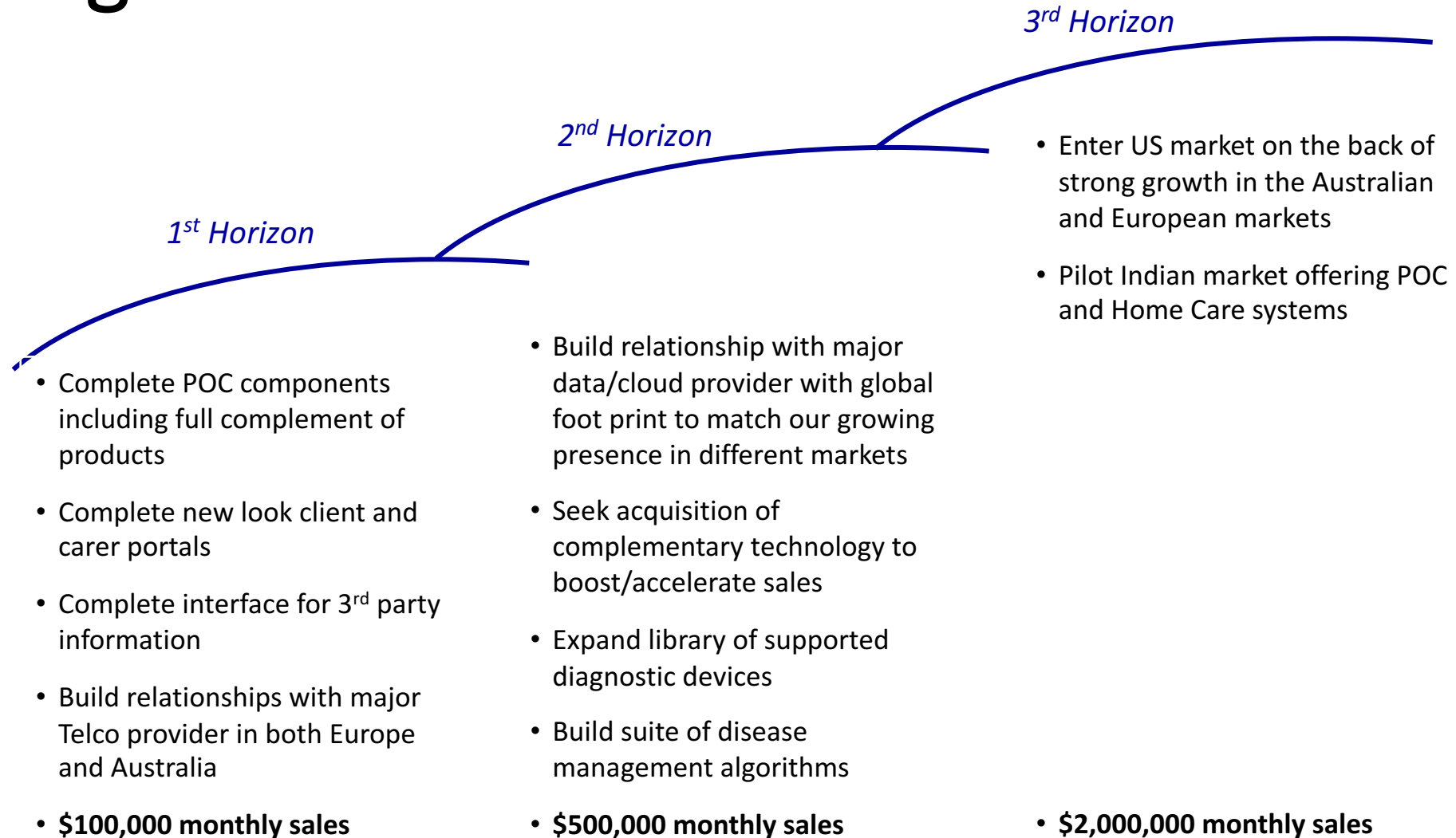
- Simple Software as a Service (SaaS) for singular diagnostic devices
- Complex SaaS for multiple diagnostic devices
- E-Health record



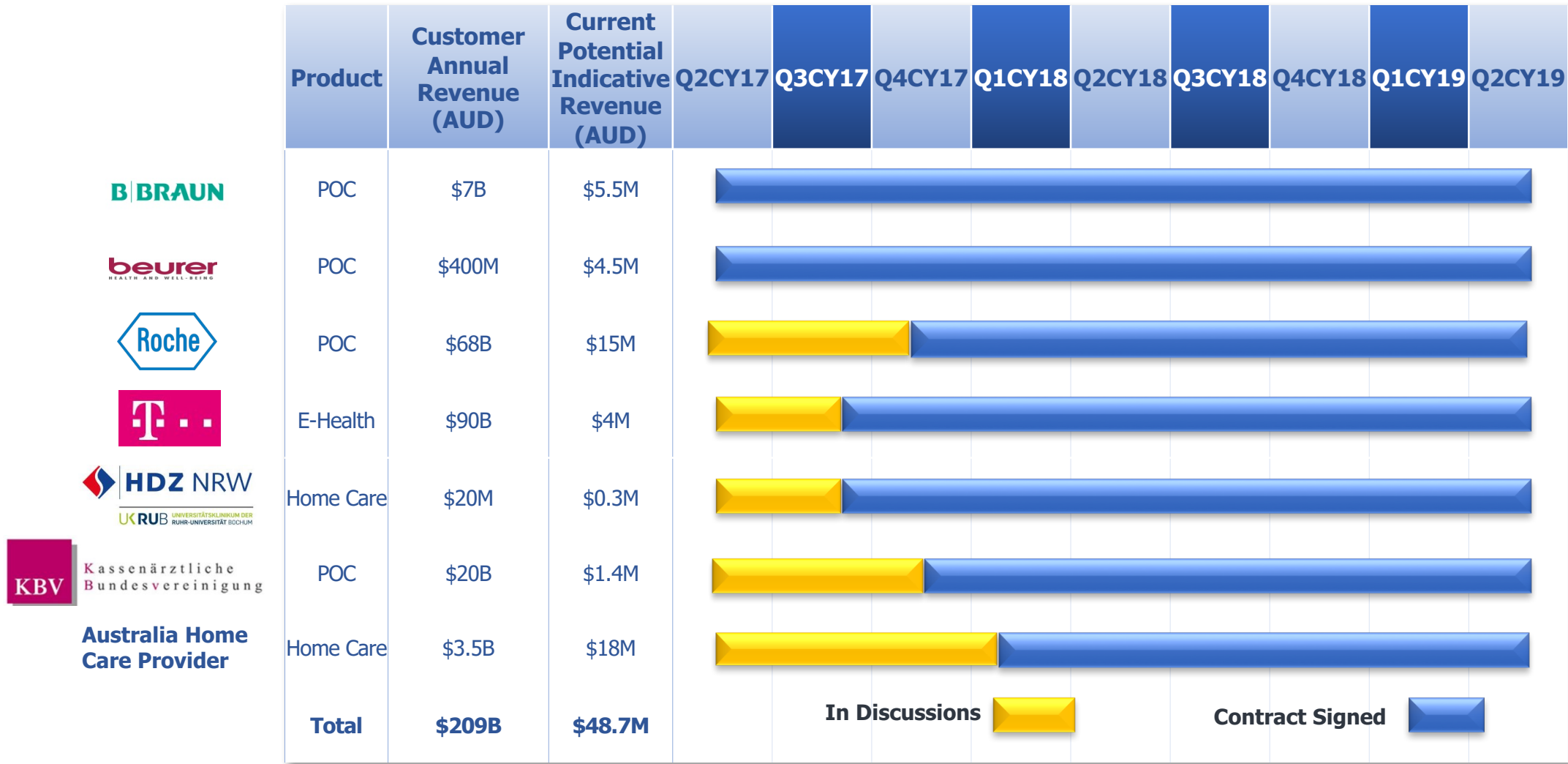
# System Connectivity



# Strategic Horizons



# Sales Timeline



# Sales Outlook

## CURRENT PROJECTS

Account1	Product	Description	Value	Term	Status	Comment
B Braun	Simple SaaS	Glucose monitoring device and companion software platform to manage diabetes for German Market	\$5,500,000	3 years	Amber	Awaiting certification of the final product over next few months, however launch should coincide with BBRAUN's global launch, which is positive as the ramp-up and uptake will be faster
Beurer	Simple SaaS	Glucose monitoring device for German market with potential to follow Beurer globally	\$4,500,000	3 years	Amber	June start for Engineering phase

**\$10,000,000**

## TOP 5 OPPORTUNITIES (6-12 MONTHS)

Account	Product	Description	Sales Stage	Total Value	Start
Roche	Simple SaaS	Coagucheck device to measure daily blood coagulation levels for customers on Warfarin treatment in Germany	Proposal	\$15,000,000	Jul 17
Deutsche Telekom	E-Health Record	Installation of BodyTel engine in centralised server with client sites at 400 clinics in the state of Saxony Anhalt	Proposal	\$4,000,000	Jul 17
IFAT	Home Care	Trial of Home Care system to monitor patients when released from hospital in Germany	Needs Analysis	\$300,000	Aug 17
Association of Statutory Health Insurance Physicians aka KBV	POC	Associated with the Deutsche Telekom project the delivery of 400 POC kits for clinical staff to visit people at home and take personal health measurement in the state of Saxony Anhalt	Needs Analysis	\$1,400,000	Sep 17
Australian Home Care Provider	Home Care	Installation of home care systems with monthly monitoring	Qualification	\$18,000,000	Jan 18

**\$38,500,000**

## TARGET CUSTOMERS (12-24 MONTHS)

Upon maturity of product offering the platform will be extended to other regions with Germany and Australia



# Customer Profiles

## B | BRAUN

**B. Braun Melsungen AG (B Braun)** is a German medical and pharmaceutical device company, which has offices and facilities in more than 50 countries. Its headquarters are located in the small town of Melsungen in central Germany. The company was founded in 1839 and is still owned by the Braun family. Company revenue is circa US\$5B.

LSH supplied consultancy services in the development of device connectivity to POC and a bespoke Personal Portal. Awaiting certification of the product over next few months, however launch should coincide with B Braun's global launch, which is positive, as the ramp-up and uptake will be faster



**Beurer GmbH** is a family-owned German Mittelstand manufacturer of electrical devices for health and wellness. Originally a manufacturer of electric blankets, the company began diversifying its product line in the 1980s and now produces some 2,200 products including weighing scales and blood pressure monitors. Founded in Ulm in 1919, the company in 2016 employed 800 people and had revenues of about US\$230 million.

LSH is supplying consultancy services in the development of device connectivity to POC.



**F. Hoffmann-La Roche AG (Roche)** is a Swiss multinational health-care company that operates worldwide under two divisions: Pharmaceuticals and Diagnostics. The company headquarters are located in Basel. Roche's revenues during fiscal year 2016 were approximately US\$50 billion. Roche is the third-largest pharma company worldwide. LSH is supplying consultancy services in the development of device connectivity to POC and a bespoke Personal Portal.

LSH have submitted a proposal to provide consultancy services in the development of POC connection for the Coagucheck device to increase their market presence of 200,000 users to 500,000+ users in the coming years.





# Company Profiles



**Deutsche Telekom AG (DT)** is a German telecommunications company headquartered in Bonn. Deutsche Telekom also holds substantial shares in other telecom companies throughout Europe. DT revenue was approximately US\$70 billion.

LSH is supplying consultancy services in the development of an E-Health record installation on the network owned by KBV. When completed a SaaS arrangement occurs to manage the transactional activities of the customer base. DT is considering a secondary project for trials in the Home Care sector.



Four clinics, three university institutes, plus other institutes and internal service providers affiliated to the **Heart and Diabetes Center NRW (HDZ NRW)** together make up a centre of competence which is both a national and an international leader. The HDZ NRW is setting new standards for the treatment of cardiac, vascular and diabetic diseases. Revenue is circa \$20M.

LSH is supplying consultancy services in the development of Home Care services for patient treatment post surgery when released from hospital stay. When completed a SaaS arrangement occurs to manage the B Braun customer base.



**Kassenärztliche Bundesvereinigung (KBV)** is the umbrella organisation of the individual health associations in the system of statutory health insurance. About 72 million statutory health insurers receive the same high-quality medical care throughout Germany. This is probably the most visible result of the daily work of KBV. In addition to this it is primarily the political interest in the approximately 165,000 physicians and psychotherapists active in outpatient practices. When it comes to legislation or health policy decisions at the federal level, KBV places the position of practicing physicians and psychotherapists. In the same way, KBV is always at the table in negotiations on the performance spectrum of the statutory health insurance funds and on the remuneration of the doctors.

LSH is supplying consultancy services in the development of a full service system for E- Health record, POC and Home Care. When completed a SaaS arrangement occurs to manage the B Braun customer base.

