



## BTC enters into exclusive distribution agreement with Exstent

### Highlights:

- **BTC Cardio granted exclusive distribution rights to the ExoVasc® Personalised External Aortic Root Support (PEARS) medical device**
- **ExoVasc forecasted to generate sales revenue of approximately \$700K in the first year, with planned annual growth of 10-15% pa**

Melbourne, Australia: **BTC health** (ASX : BTC) (the **Company** or **BTC**) is pleased to announce that its wholly owned investee company, BTC Cardio Pty Ltd has entered into an agreement with Exstent Limited in the United Kingdom. (<https://exstent.com>), granting the company exclusive rights to sell and distribute its revolutionary medical device ExoVasc Personalised External Aortic Root Support (PEARS).

ExoVasc is a novel, patented device, designed to manage aortic dilation in people with Marfan syndrome and related genetic conditions. The ExoVasc is placed around the ascending aorta where it provides support to the patient's own aorta and aortic valve and is designed to prevent enlargement and rupture. This innovation developed by Exstent Limited sets a new standard in the surgical management of the dilated aorta. More than 1000 patients have now received their ExoVasc support and its effectiveness is proven by a total of over 3,000 patient-years' experience gained since the first procedure in May 2004.

ExoVasc has been distributed in Australia since 2018 by Advanced Biomedical (**Advanced**) in Melbourne. Advanced has agreed to immediately transfer all rights and know-how to BTC Cardio. Under the terms of the transfer agreement, BTC Cardio will pay Advance a total consideration of up to \$200,000, comprising \$150,000 upon satisfactory completion of all transfer conditions, and up to a further \$50,000 on the first anniversary depending on the attainment of agreed performance targets.

A total of 50 patients in Australia received an ExoVasc device implant in 2023, with a steady increase in the adoption rate of 10-15% per annum. BTC Cardio will assume full responsibility for ExoVasc with immediate effect and is pleased to be a supporting sponsor of the Marfan and Aortopathy Conference in Brisbane on 20 April 2024.

Dr Richard Treagus, Executive Chairman commented, "ExoVasc is a highly innovative solution, and a strong complimentary fit with our rapidly expanding presence in the cardiothoracic space. We are proud to be offering this as an alternative surgical solution, which truly has the potential to change patients' lives."

Victoria Sharpe, Managing Director of Exstent commented, "We are looking forward to developing our relationship with BTC Cardio. We believe they are the right partner to further grow sales of the ExoVasc® in Australia, and offering patients a choice of treatment for aortic dilatation."

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## Forward-looking Statements

This ASX-announcement contains forward-looking statements that are subject to risks and uncertainties. Such statements involve known and unknown risks and important factors that may cause the actual results, performance, or achievements of BTC health to be materially different from the statements in this announcement.

## About BTC Health

BTC health Ltd ("BTC") is a Pooled Development Fund which makes active investments in businesses that acquire, develop and distribute innovative medical products in Australia and New Zealand. The company is building a group of high-growth businesses which together are focused on providing access to some of the best specialized therapeutics and medical devices from around the world. BTC is listed on the Australian Stock Exchange (Code: BTC). Additional information can be found at [www.btchealth.com.au](http://www.btchealth.com.au)

## Authorisation

This announcement was authorized for release to the ASX by the board of directors of BTC health Limited, Level 1, 10 Oxley Rd, Hawthorn, VIC 3122.

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