

BTC enters into partnership agreement with Corcym

- **BTC enters an exclusive partnership with multinational group Corcym**
- **Under the partnership, BTC Cardio will assume the running of Corcym's established heart valve business in Australia/New Zealand**
- **The Corcym business will add \$3.6m of annual revenue and immediately contribute to profitability**
- **The partnership is subject to standard conditions that both parties expect to meet and is planned to take effect on 1 January 2025**

Melbourne, Australia: BTC Health (ASX: BTC) (BTC or the Company) is pleased to announce that its wholly-owned investee company, BTC Cardio Pty Ltd (BTC Cardio) has entered an exclusive distribution and supply partnership with multinational group Corcym. The partnership is subject to standard conditions that both parties expect to meet and is scheduled to take effect on 1 January 2025.

The partnership grows BTC's revenue base and profitability

Under the partnership, BTC Cardio will assume responsibility for the operations of Corcym's established Australia/New Zealand business, delivering a material increase to its revenue base. The Corcym operations are expected to add \$3.6m to the Company's annual revenues and contribute immediately to BTC Cardio's profitability.

Supplying more than 60 public and private hospitals across Australia/New Zealand, the Corcym products are reimbursed through the Prescribed List of Medical Devices and through the inclusion on State Health contracts. BTC Cardio will acquire all of Corcym's current inventory and provide an opportunity for the existing Corcym Australia/New Zealand sales team to transfer across to BTC Cardio.

BTC Cardio will fully fund the estimated additional \$2.6m working capital requirement related to taking on the Corcym business via a combination of current cash reserves and a new \$2m inventory debt facility established with the Commonwealth Bank.

Corcym produces a range of in-demand heart valves

Corcym's products include a range of highly specialised heart valves comprising:

- Perceval Plus, the only truly sutureless aortic tissue valve
- Carbomedics mechanical heart valves for aortic and mitral valve replacement
- Memo 4D mitral valve rings

These products represent a strong complementary fit with BTC Cardio's existing range of cardiothoracic surgical instruments, PEARS aortic graft and cardiopulmonary oxygenator products.

Commenting on this partnership, BTC Health Executive Chairman Dr Richard Treagus said, "This partnership agreement with Corcym represents another significant milestone in BTC Health's growth strategy and is profit accretive immediately. It is a real opportunity to broaden BTC Cardio's product offering and access

to cardiothoracic surgical units. This also means that BTC continues to deliver on its stated intention to grow scalability and further penetrate identified addressable markets in Australia and New Zealand. We warmly welcome the Corcym Australian team into BTC Health."

Commenting on this partnership, Corcym CEO, Dr Christian Mazzi said, "We are excited to partner with BTC Health and confident that this collaboration will enhance our ability to deliver our structural heart solutions in Australia and New Zealand. This partnership aligns with our commitment to the cardiac surgeon and their patients. We are also pleased that our dedicated team in Australia and New Zealand will have the opportunity to join BTC Cardio, ensuring continuity and leveraging their expertise for continued success. We look forward to a successful and impactful relationship with BTC Health."

Authorisation

This announcement was authorised 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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About BTC Health

BTC Health is a registered Pooled Development Fund and has investments in three core medical companies:

- **BTC Speciality Health**, which is responsible for the commercialisation and distribution of medical devices and medical consumables in the therapeutic categories of acute pain management and neuro-spinal surgery.
- **BTC Pharma**, which undertakes the registration, development, sales and marketing of specialised pharmaceutical medicines, which serve niche markets and rare diseases.
- **BTC Cardio**, which is dedicated to the marketing and distribution of highly specialised cardiovascular medical equipment and single-use consumable products, used by cardiac surgeons and critical care experts.

About Corcym

Corcym is a global medical device company focused on the structural heart area. It offers a portfolio of surgical solutions with a heritage spanning more than 50 years, leveraging on a complete and distinctive set of technologies, capabilities and infrastructure. In the aortic segment, Corcym offers surgical sutureless, stentless, and mechanical options for aortic valve replacement, including the Perceval Platform, the only truly sutureless surgical valve available on the market. In the mitral segment, it offers a broad portfolio of mitral repair and replacement options, including rings to reshape mitral repair and valves with tailored options for replacement. Corcym also provides a range of minimally invasive procedural-specific devices designed to achieve optimal access and exposure to target sites while performing MICS procedures.