

Biotech Capital Limited

Investor Presentation
18 May 2016

Forward Looking Statement

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 \$18m
- ▶ Biotech Capital 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
- ▶ Investments –
 - ▶ Minority investment in Sensear Pty Ltd acquired between June 2007 & 2009
 - ▶ 100% investment in Biointelect Pty Ltd acquired April 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

- ▶ Provide capital and management expertise to high-growth Australian biotech, medtech and pharmaceutical companies.
- ▶ Expand group capabilities and extend into higher value-add investments
- ▶ Growth through disciplined investment in life-science businesses:
 - ▶ Professional Services
 - ▶ Drug and Device Development (late-stage)
 - ▶ Distribution
- ▶ Build a complementary group of businesses that are entrepreneurial, innovative, globally focused and capable of generating long-term value for its shareholders.

Share price

Last 3 years share price movement



Shareholdings and financial position

| | |
|---------------------------------|------------------------------------|
| Cash reserves at 30 April 2016: | \$1.2m |
| NTA at 30 April 2016: | \$3.2m |
| Shares outstanding: | 108.6 million |
| Options outstanding: | 2 million (exercise price - 15.9c) |
| Closing price 17 May 2016: | 16.5 cents |
| 52 week range: | 7.0 cents - 18.0 cents |
| Board/management ownership: | 38% |

Board

- ▶ Richard Treagus - Chairman
- ▶ Peter Jones - Non Executive Director
- ▶ Bruce Hancox - Non Executive Director
- ▶ Jon Pilcher - Non Executive Director
- ▶ Jennifer Herz - Non Executive Director
- ▶ Stuart Jones - Company Secretary



Investment criteria

- ▶ Life sciences - both individual technologies and businesses
- ▶ Competitive advantage with strong differentiation and protection
- ▶ Scalable into large, high growth markets
- ▶ Leverage investments through group expertise and resources
- ▶ Revenue generating with near-term positive cash flows
- ▶ Potential for export earnings
- ▶ PDF compliant investments



- ▶ Develops and manufactures best-in-class digital headsets for use with two-way radio and Bluetooth communication devices.
- ▶ Founded in 2006 - based on a partnership with University of Western Australia and Curtin University.
- ▶ Patented [SENSTM technology](#) enhances speech and suppresses background noise so that users can verbally communicate, protect their hearing, and maintain 360-degree awareness of their surroundings in heavy noise industrial environments.
- ▶ Sensear partners with some of the world's leading companies for helping solve high noise communication challenges.

- ▶ Consulting services for biopharmaceutical, medical device and diagnostics companies seeking to commercialise new technologies.
- ▶ Expertise in evaluating clinical, regulatory, and economic evidence to support highly targeted and effective market entry strategies.
- ▶ Develops optimum regulatory, reimbursement, scientific, and marketing strategies.
- ▶ Established track record in new product launches and start-up business development.
- ▶ Extensive international network of key opinion leaders, industry experts, and corporate contacts.



- ▶ Founded in 2011 - team of consultants in EU, US, LATAM.
- ▶ Servicing 30 clients on more than 50 projects covering 12 different therapeutic areas with local, regional and global scope.
- ▶ Assignments include small molecules, biologics, vaccines, and more recently medical devices and diagnostics.



Biointellect services: commercial evaluation



Commercial strategy and resource allocation

- ▶ Strategic plans for start-up businesses and new product launches
- ▶ Development of target product profile and best business models
- ▶ Revenue and cost projections



Market evaluation

- ▶ Assess potential revenue, drivers and barriers
- ▶ Identify audience, channels, and competitors



Market access

- ▶ Scoping of the regulatory environment
- ▶ Determine optimal strategy for product promotion and pricing

Biointellect services: scientific affairs



Regulatory

- ▶ Regulatory strategy, filings and labeling review
- ▶ Technical and risk management file preparation
- ▶ Vigilance systems
- ▶ Medical and commercial compliance



Quality Management

- ▶ Compliance, training and systems
- ▶ Audits, management and quality reviews



Clinical

- ▶ Clinical trial and ethics applications
- ▶ Protocols and investigational brochures
- ▶ Pharmacovigilance systems and regulatory reporting

Biointellect services: **medical affairs**



Medical need

- ▶ Epidemiology and disease burden analysis
- ▶ Stakeholder mapping for product advocacy
- ▶ Strategy for symposia, publications and congresses



Expert insight

- ▶ Advisory boards and Key Opinion Leaders
- ▶ Expertise in driving policy change
- ▶ Competitive pipeline analysis

Biointellect clients



uniQure



60° PHARMACEUTICALS
DISCOVERY AND DEVELOPMENT OF MEDICINES
FOR TROPICAL DISEASES



Burnet Institute
Medical Research. Practical Action.



Eurogold Limited



360KS™



Riverside



Biotech Capital Outlook

- ▶ Continue to grow the Biointellect client base - local and international
- ▶ Expand the service offering:
 - ▶ Business administration services - accounting, financial, secretarial and compliance
 - ▶ Business Development and Partnering
 - ▶ Assistance with capital raisings with high-net-worth groups and institutional clients
- ▶ Pursue organic and acquisitive growth - leverage group resources and expertise
- ▶ Further business and technology acquisitions during 2016
- ▶ Increase the level of institutional shareholding and broker coverage