

ASX Release

5 October 2016

LifeHealthcare Group Limited Hosts Analyst and Investor Day

LifeHealthcare Group Limited (ASX: LHC) will today be hosting an analyst and investor day, a copy of the material presented by management is attached.

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> Not your typical multinational

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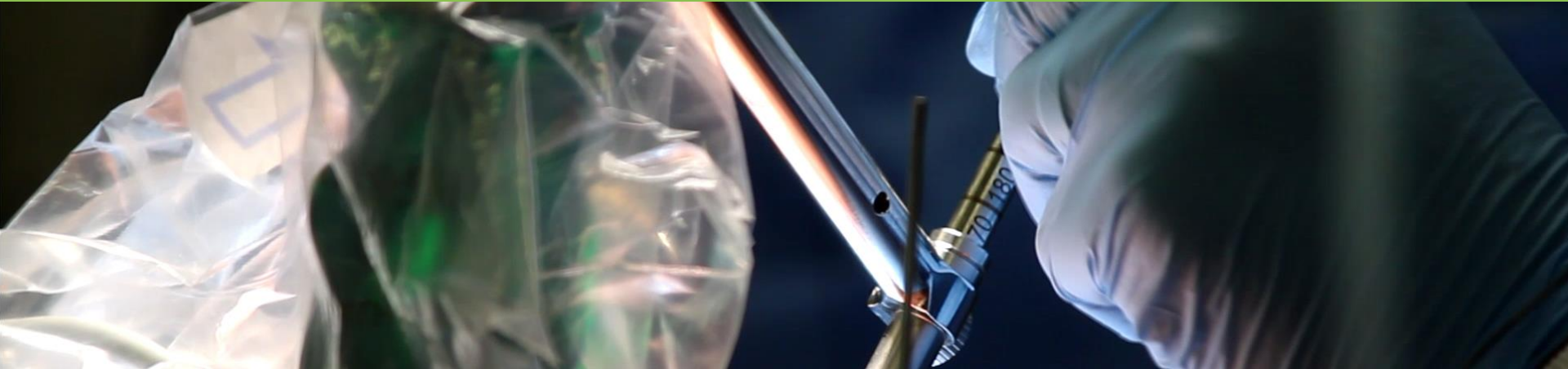
LifeHealthcare



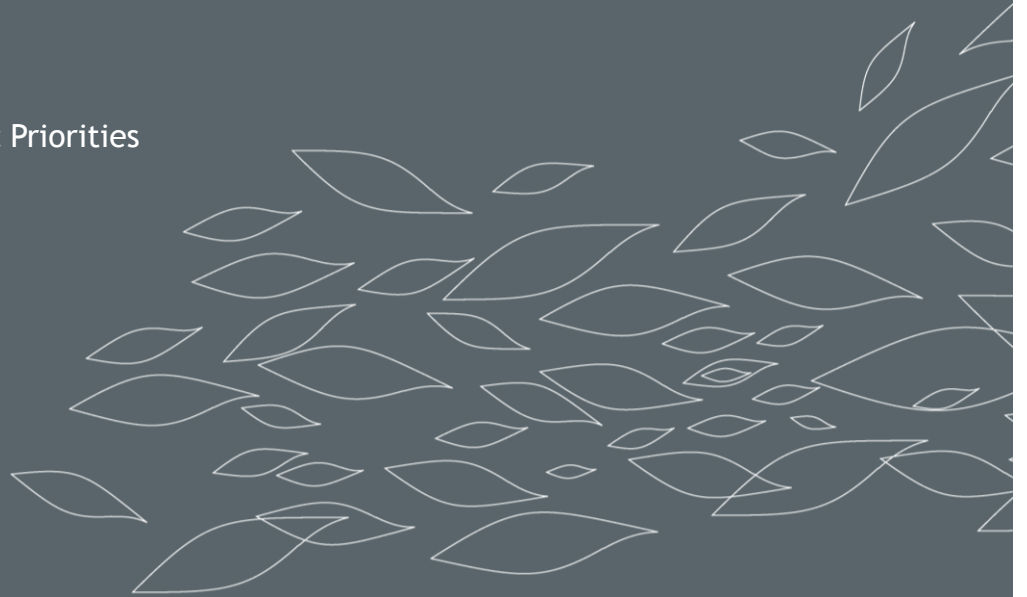
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LifeHealthcare Investor Day

5 October 2016



1. Lunch and Welcome
2. LifeHealthcare Overview and Update on Strategic Priorities
3. Spine Overview
4. Dr Hsu Presentation
5. Orthopaedics Overview
6. Dr Al Muderis Presentation
7. Product Demonstrations and Site Tour

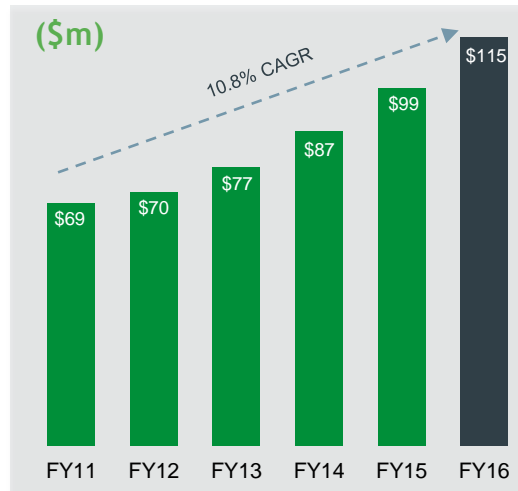


LifeHealthcare Overview

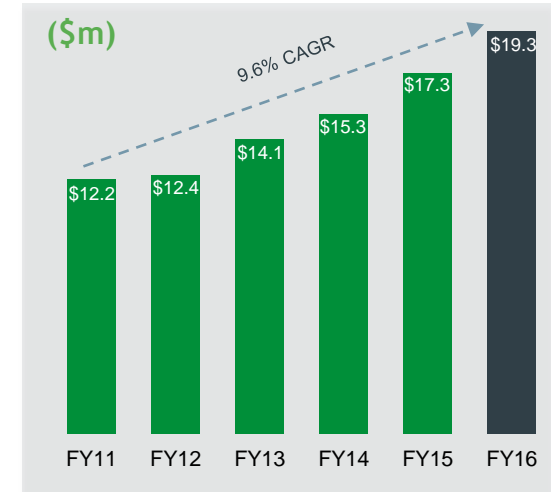
LifeHealthcare is a leading independent provider of healthcare solutions in Australia and New Zealand across clinically specialised therapeutic channels

- Founded in 2006 from an integration of a number of long standing businesses, LifeHealthcare has grown to be one of the leading independent medical device companies in Australia and New Zealand with over 180 employees
- Business model focussed on global sourcing and provision of local solutions in focus specialty channels of Spine, Neurosurgery, Orthopaedics, Cardiology and General Surgery
- Full service offering providing tailored solutions for customers including a global sourcing network, dedicated regulatory capability, tailored professional education programs and clinician training, product development and specialised clinical services including after sales care
- Strong market presence, top three market share position in core therapeutic channels in which LifeHealthcare is present

Revenue



EBITDA¹



Note:

1. Underlying EBITDA excludes acquisition transaction costs in FY15 and FY16

Strategic priorities aligned with LifeHealthcare's vision of connecting Australian and New Zealand healthcare professionals with innovative and tailored health solutions to make a real difference to people's lives

Organisational Efficiency & Effectiveness



Driving automation and improvements to systems and processes to support the business

Channel Optimisation



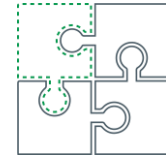
Increasing market share and providing greater breadth of offering in therapeutic divisions

Biologics Growth



Three phased approach to expand into emerging Biologics technology

Develop Solutions to Address Changing Needs of Healthcare



Addressing healthcare needs including healthcare economics, connectivity, pre and post operative care etc.

Delivering strong sustainable shareholder value over time

➤ Update on Strategic Priorities

Progress continues in initiating and executing LifeHealthcare's strategic priorities



- Enhanced sales and operational planning process initiated to strengthen supplier demand planning and optimise inventory position
- North Ryde warehouse and loan kit reconfiguration, including 3rd inventory carousel, improving workflow and increasing pick and pack utilisation
- Review of inbound and outbound freight contracts providing improved supply terms
- Investment in IT platform enabling improved data analysis and intelligence across operations



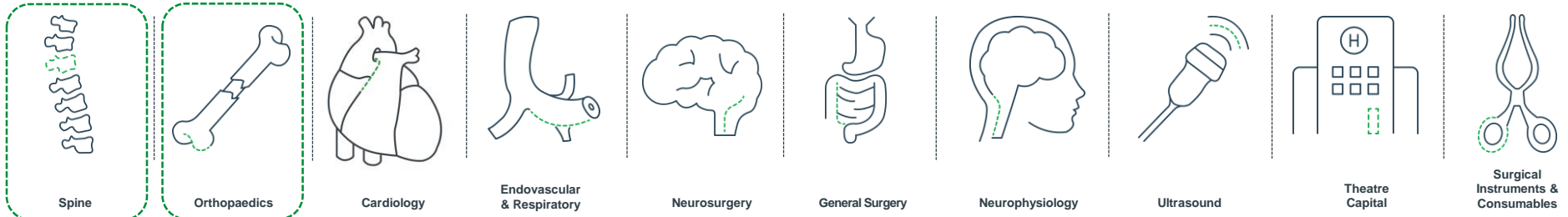
- Launch of new agency identification and approval framework ensuring strategic alignment, return on investment and long term growth
- Focus on portfolio extensions across core channels of Spine, Orthopaedics, Cardiology and General Surgery
- New product introductions initiated in FY17 include 3D printed implants for lateral and posterior lumbar spine techniques, Barricaid lumbar disc repair technology, Visionsense 3D endoscopy, Telexy Qpath point of care workflow solution, navigated bronchoscopy and transparent laparoscopic hernia mesh



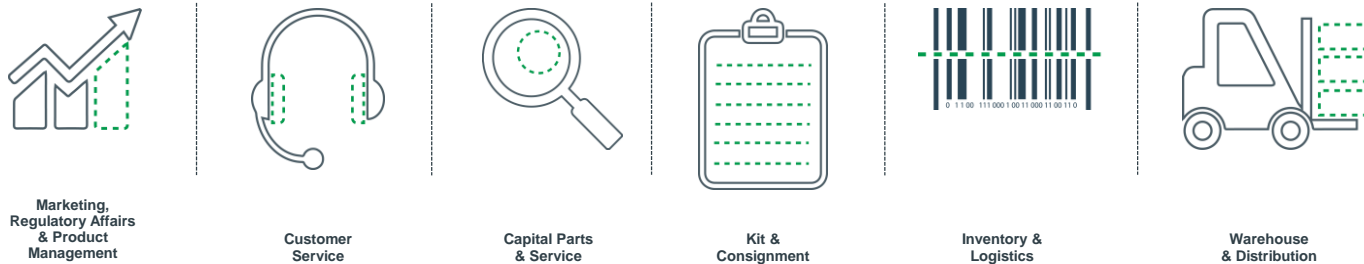
- Long term supplier agreement signed with MiMedx in July for Amniotic technology with wound healing and burns applications
- Continued progress on TGA submissions for Biologics with approval obtained for RTI Surgical's nanOss bone graft substitute
- Dedicated Biologics sales resource in place for New Zealand with launch roadshow activity focused on Spine, Sports Medicine and Plastics applications

Therapeutic Offering

LifeHealthcare has an established presence in seven therapeutic channels providing implants, capital and consumable technologies



Supported by regulatory and compliance, dedicated service teams and operations



Market orientation is at the heart of how LifeHealthcare positions its spine business in the market



- Spine market in Australia and New Zealand is well established with ongoing innovation extending surgical indications in early intervention and complex pathologies
- Market categorised into four segments of deformity, degenerative, tumour / trauma and motion preservation with evolving technologies and techniques spanning these segments such as 3D printed implants and minimally invasive surgery
- LifeHealthcare is number 2 in the Australian spine implant market, with a strong presence in New Zealand, offering a comprehensive product portfolio across core and specialised product categories, providing surgeons and patients with solutions from recognised global innovators
- LifeHealthcare will deliver sustained above market growth through increases in active surgeons, new product introductions and spinal robotics

LifeHealthcare has a comprehensive and innovative product offering to service the Australian and New Zealand spine market

Deformity

Complex solutions for correction of adolescent and adult scoliosis

➤ Mesa and Rail



➤ Nile



Degenerative

Largest market segment treating aging spine conditions

➤ Everest XT



➤ 3D Printed Implants



➤ Barricaid



Tumour & Trauma

Specialised market segment centered in the tertiary public sites

➤ Capri



➤ A Mesh



Motion Preservation

Treating degenerative conditions with non-fusion technologies

➤ Spinal Kinetics M6



➤ Paradigm HPS

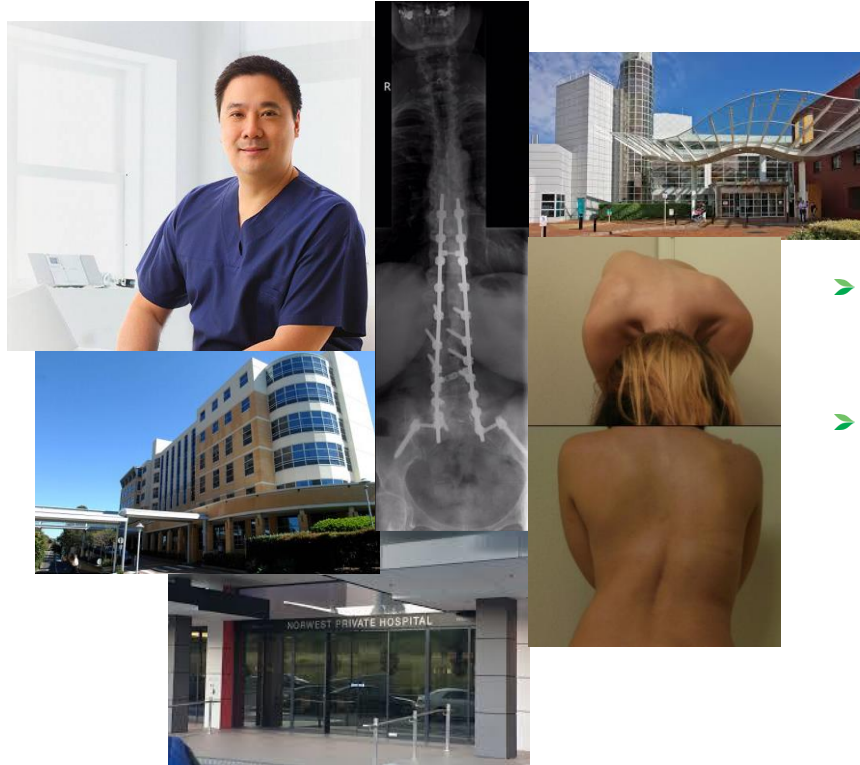


➤ Introduction of Dr Hsu

Dr Hsu is an adult and paediatric spine surgeon and an active member of societies including the Society of Minimally Invasive Spine Surgery and the Scoliosis Research Society

➤ Presentation covering:

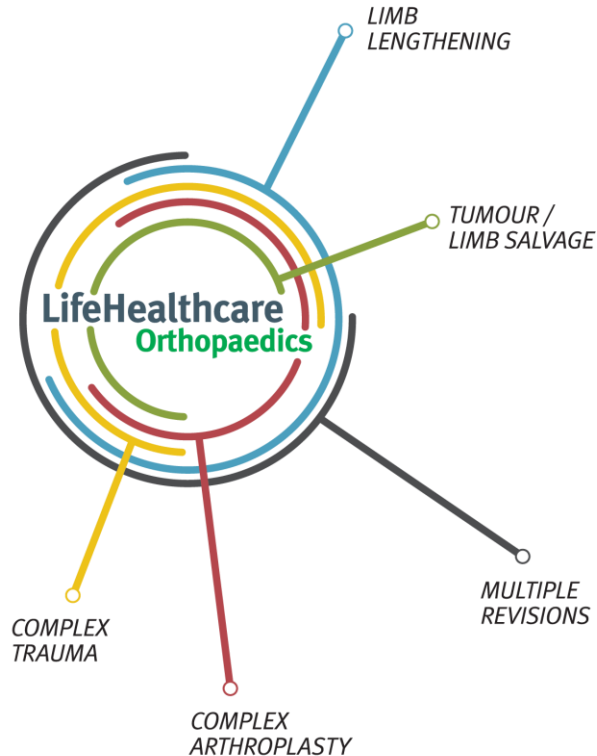
- Goals of spine surgery
- Historical methods of spine surgery
- Contemporary methods and future of spine surgery
- What a clinician looks for in an industry partner



- Specialising in spine deformity, complex cervical reconstructions, spinal osteotomies and degenerative cervical and lumbar conditions
- Operating out of Royal North Shore Private Hospital, Westmead Private Hospital, Westmead Kids Hospital and Norwest Private Hospital

➤ Orthopaedics Positioning

LifeHealthcare specialises in the complex lower limb orthopaedics market, leveraging this expertise to build presence in wider patient specific solutions



- Orthopaedics is a mature market and we see the trends moving towards fragmentation of the market based upon healthcare economics and patient needs
- This is likely to lead to either generics with technologically stable options (i.e. primary hip and knee) or patient centric solutions such as early intervention of high functioning patients or improved outcomes in patients with complex pathologies
- LifeHealthcare provides patient centric solutions within the complex lower limb market and is leveraging this expertise to expand into other orthopaedic segments where patient centric solutions are required

Specialised product offering across four focused areas of patient need in complex lower limb reconstruction

Early Intervention

Early intervention treatments in sports injuries

➤ Meniscus Transplantation



➤ Biologics



Revision Hip & Knee

2nd or 3rd operation of failed primary hip and knee often needing more complex solutions

➤ Knee Revision



➤ Hip Revision

Limb Lengthening

Paediatric and adult limb lengthening where disease or trauma has resulted in leg length discrepancy

➤ Magnetic Guided Growth Nail



➤ Paediatric Telescopic Growth Nail



Limb Salvage

Trauma or multiple operated patients avoidance of amputation

➤ 3D Printed Patient Specific Femur

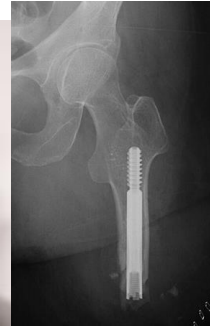


➤ Introduction of Dr Al Muderis

Associate Professor Al Muderis is an orthopaedic surgeon and clinical lecturer at Macquarie University and The Australian School of Advanced Medicine

➤ Presentation covering:

- Treating patients with complex lower limb pathologies
- Traditional approaches
- Evolving technologies
- Partnering with LifeHealthcare in treating high functioning amputee patients with Precise Freedom Nail



- Specialising in hip and knee surgery and is a world leading surgeon in Osseointegration
- Operating out of Macquarie University Hospital, Norwest Private Hospital and the Sydney Adventist Hospital

➤ Product Demonstrations

LifeHealthcare brings emerging technologies and innovative products to market to meet the needs of Australian and New Zealand surgeons and patients

➤ Trios Specialist Operating Table



➤ Mazor Renaissance Spinal Robotic System



➤ EPIQ Cardiac Ultrasound System



Disclaimer

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