

## ASX Announcement

23 April 2014

### **LIFEHEALTHCARE ENTERS INTERVENTIONAL CARDIOLOGY MARKET THROUGH AGREEMENT WITH BIOSENSORS**

LifeHealthcare Group Limited (ASX:LHC), one of Australia's leading independent distributors of high end medical devices, is pleased to announce it has entered into an exclusive agreement with Biosensors Interventional Technologies Pte Ltd to distribute its innovative range of interventional cardiology products in Australia for an initial term of two years. This marks LifeHealthcare's entry into the interventional cardiology market, leveraging its existing strength in Cardiac Ultrasound.

Biosensors Interventional Technologies Pte Ltd is a subsidiary of Biosensors International Group Ltd ("Biosensors"), the fourth largest interventional cardiology device company globally with a reputation for innovation and clinical success. Biosensors was among the first to recognise the potential clinical benefits offered by incorporating biodegradable polymer technology into drug-eluting stents (DES). Biosensors product portfolio includes Drug-Eluting Stents, Bare Metal Stents, Balloon Dilatation Catheter and Drug Coated Stent products sold primarily to Interventional Cardiologists.

The interventional cardiology market in Australia is estimated to be approximately A\$100 million per annum. "Leveraging from our strength in Cardiac Ultrasound, we have been searching for the right partner and entry into the interventional cardiology market for some time. We are therefore thrilled to have Biosensors as our partner in this space" said Mr Daren McKennay, Chief Executive Officer of LifeHealthcare. "We look forward to working with the Biosensors team to build market share in this important strategic product range for both companies, and extending our reach into the Australian medical device market".

"We are focussed on leveraging our existing and proven business model into new growth areas" said Mr McKennay. "This new agreement represents one of a number of potential step change growth projects and I am pleased to see this strategic milestone achieved."

With all key products listed on the Australian Register of Therapeutic Goods and the Prosthesis List, the agreement is planned for immediate implementation in late FY14. With initial investment in people and growth in the balance of FY14 and FY15, it is expected to have mildly dilutive to neutral impact on cash flow and EPS in FY14 and FY15.

### **Investor Conference Call**

LifeHealthcare will hold a conference call in relation to the announcement on Monday 28 April 2014 at 3.00pm (Sydney time). Please register for this call by 11.00am on 28 April by emailing [investorcall@lifehealthcare.com.au](mailto:investorcall@lifehealthcare.com.au) (providing your name, organisation and phone number) and you will be provided with the arrangements for the call. For those without email access, please call Louisa Coniglio on +61 2 8114 1508 to register.

For more information please contact

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### **About LifeHealthcare**

LifeHealthcare was formed in 2006 with the vision to create a leading Australian and New Zealand Medical Device company that was capable of delivering the best technologies through the best people in the industry. Since our inception, we have been successful in establishing a leadership position in our key therapy areas through focus and clinical expertise. The company now employs over 130 people throughout Australia and New Zealand. Our Head Office is in North Ryde, Sydney with offices in all other capital cities of Australia plus Auckland, New Zealand. Whilst the technology we bring to the market is a cornerstone to our achievements to date, our real success has been delivered through the quality of our people and partners.

See more at: <http://www.lifehealthcare.com.au>

### **About Biosensors**

The Biosensors International group of companies develop, manufacture and market innovative medical devices for interventional cardiology and critical care procedures. Biosensors aim is to improve patients' lives through pioneering medical technology that pushes forward the boundaries of innovation.

See more at: <http://www.biosensors.com>