



## **Investor briefing**

**Melbourne, Australia: BTC Health (ASX: BTC) (BTC or the Company)** is pleased to provide the link of the investor presentation that was undertaken by the Company's Executive Chairman, Dr. Richard Treagus, today:

<https://youtu.be/rTPWZ4a3skU>

The investor presentation itself is enclosed herewith.

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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 that actively invests 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 that focus on providing access to some of the most specialised 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 authorised for release to the ASX by Dr Richard Treagus, Executive Chairman of BTC Health Limited, Level 1, 10 Oxley Rd, Hawthorn, VIC 3122.

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# BTC health.



**Improving patients' lives through  
global medical innovation**

BTC Health Limited (ASX:BTC)  
Investor Presentation  
March 2025

# Disclaimer



## Summary information

This Presentation contains summary information about BTC health, and its activities current as at 25/3/2025. The information in the presentation is of a general nature and does not purport to be complete or comprise all information which a shareholder or potential investor may require in order to determine whether to deal in BTC health shares. It should be read in conjunction with the Company's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at [www.asx.com.au](http://www.asx.com.au).

## Not financial product advice

This presentation is for information purposes only and is not a prospectus, disclosure document, product disclosure statement or other offering document under Australian law (and will not be lodged with the Australian Securities and Investments Commission) or under any other law. This presentation does not constitute financial product, investment, legal, taxation or other advice or a recommendation to acquire BTC health shares and has been prepared without taking into account the objectives, financial situation or needs of individuals. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs and seek financial, legal and taxation advice appropriate to their jurisdiction. BTC health is not licensed to provide financial product advice in respect of its shares.

## Past performance

Past performance information, including past share price performance, given in this presentation is given for illustrative purposes only and should not be relied upon as an indication of future performance.

## Future performance

This presentation contains certain "forward-looking statements" including statements regarding BTC health's intent, belief or current expectations with respect to its business and operations, market conditions, results of operations and financial condition, and risk management practices. The words "likely", "expect", "aim", "should", "could", "may", "anticipate", "predict", "believe", "plan" and other similar expressions are intended to identify forward-looking statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. Forward-looking statements including projections, guidance on future earnings and estimates are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. This presentation contains such statements that are subject to risk factors associated with an investment in BTC health. BTC health believes that the expectations reflected in these statements are reasonable, but they may be affected by a range of variables which could cause actual results or trends to differ materially.

# BTC health.

“We invest in the sales, marketing, and distribution of cutting-edge, specialised medical products ... and we constantly strive to achieve better patient outcomes, with the goal of helping patients get back to their normal daily lives as soon as possible.”

## **BTC health.**

Executive Chairman  
Dr. Richard Treagus



# BTC health.

“Our vision is to build a diversified, leading Australian medical products company, combining the very best of international innovation with the strength of our domestic market expertise and capabilities”

## **BTC health.**

Executive Chairman  
Dr. Richard Treagus



## Our strategy

**B.**



### Our Advantage

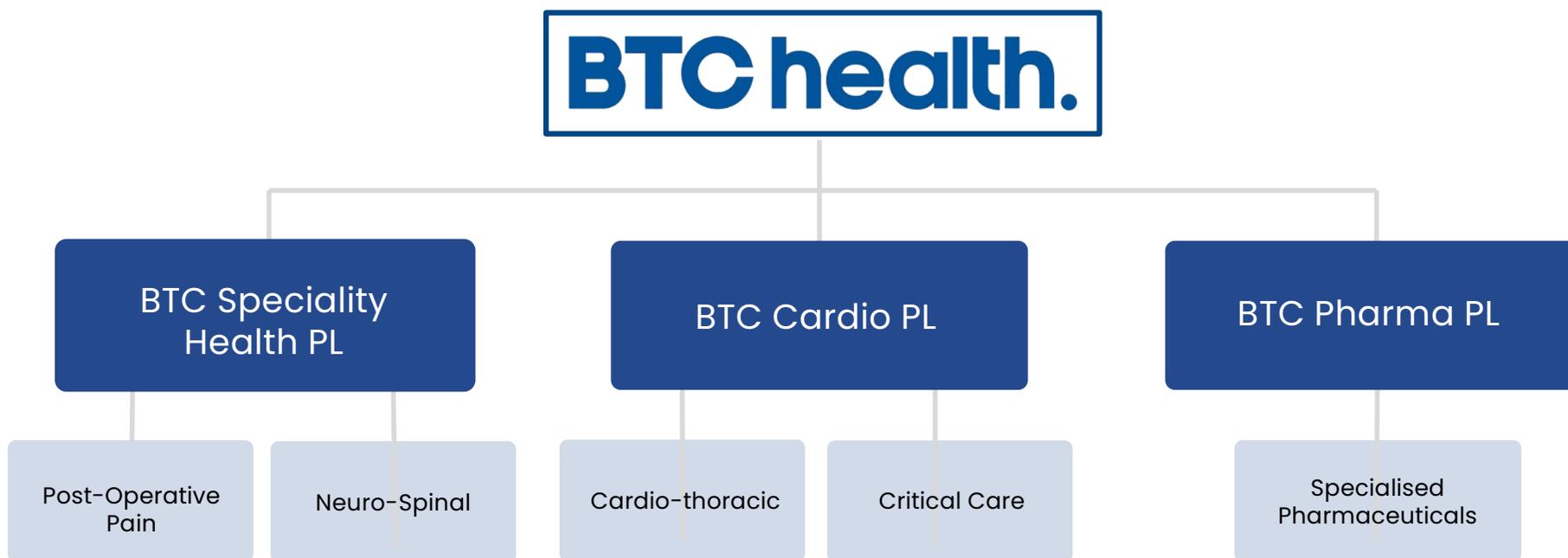
- Only dedicated specialist medical product company on the ASX.
- World-class capabilities, ISO 13485 certification, deep industry expertise, and strong medical leadership.
- An agile, results-driven culture, where customers and partners are at the centre of our business.
- Partner network of multinational companies - combining the best of international innovation with the strength of our domestic market expertise and capabilities



### The Growth Opportunity

- Rising consumer and government healthcare spending.
- Ageing populations and rapid advancement in new medical technologies.
- Double-digit revenue growth in BTC health's underlying business.
- Targeted acquisitions of new products from multinational companies and small private owner-operators.

## Group structure



BTC health is a registered Pooled Development Fund (PDF) in Australia. It is a type of venture capital fund established under the Pooled Development Funds Act 1992. The primary purpose of PDFs is to increase the supply of capital to SMEs to help them grow and develop. Tax Benefits: Both PDFs and their shareholders receive tax benefits on the income derived from their equity investments. PDFs are taxed at 15% on the income and gains from these investments, while shareholders are exempt from tax on the income and gains from holding and disposing of PDF shares.

# Direct access to the hospital market

**1,500+ Hospitals Australasia wide**



**Australian hospitals recurring expenditure of \$107 billion (+4.7%)<sup>1</sup>**



**24% or \$25.5 billion spent on medical, surgical and pharmaceutical supplies<sup>1</sup>**



**BTC health positioned for growth**

 **Australian Market<sup>1</sup>**

 **New Zealand Market<sup>2</sup>**

### Public Hospitals

- 700 Public Hospitals
- \$86 billion expenditure

### Public Hospitals

- 91 Public Hospitals
- \$18 billion expenditure

### Private Hospitals

- 650 Private Hospitals
- \$21 billion expenditure
- 63% of funding comes from non-government sources

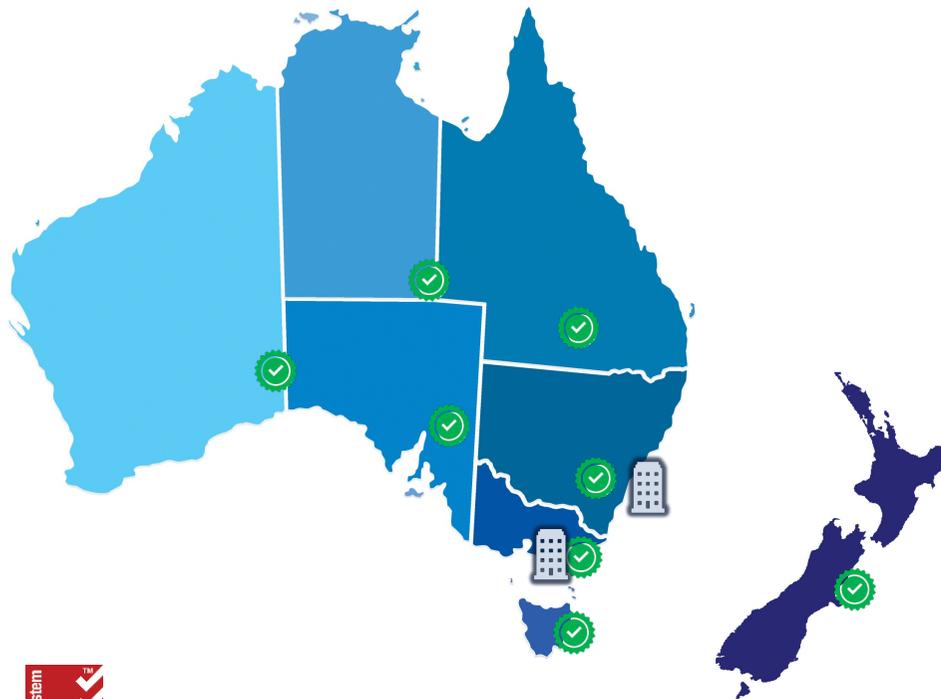
### Private Hospitals

- 73 Private Hospitals
- \$2 billion expenditure
- 70% of funding comes from non-government sources

Sources:  
 1 Australia Institute of Health and Welfare  
 2 New Zealand Ministry of Health

# Infrastructure and customer reach

## BTC health – Distribution and Sales Network



Daily deliveries to 500+ hospitals (metro) and 48hr delivery (regional)

## Our Tier 1 Customers



## Milestones achieved + delivery against goals in HY25

### Milestones

#### \$5m ECMO contract with Melbourne's Royal Children's Hospital

- BTC to supply ECMO equipment, consumables and services to Melbourne's Royal Children's Hospital
- ECMOLIFE equipment trials are underway at several other hospitals across Australia

#### Reimbursement for infusion pumps

- Rhythmic Evolution and Elasto-Q pain infusion pumps now on Prescribed List of Medical Devices – for private hospital reimbursement
- Actively switching customers to these newer-generation drug infusion products

#### Acquired Corcym's Australia/NZ heart valve business

- Corcym is a global medical device company focused on the structural heart area
- Exclusive distribution & supply partnership ~ \$3.6m revenue p.a. with growth outlook

#### Extended Arna Pharma strategic partnership

- Bronchitol and Aridol license agreement extended indefinitely
- First right of refusal to Arna Pharma's specialty product pipeline

### Delivery Against Goals

- ✓ Disciplined cost control
- ✗ Double-digit revenue growth not achieved in 1H, but the inclusion of Corcym in 2HFY25 gives trajectory towards this goal.
- ✓ Inclusion of Elasto-Q and Rhythmic infusion pumps on the November 2024 Prescribed List
- ✓ Additional partnering agreements
- ✓ Winning state health ECMO tender

**BTC targeting EBITDA positive in FY25 and pathway towards sustainable profit**

# BTC Health and investee companies HY25 financial highlights



Group Revenue\*

**\$5.3m**  
+9% on HY24

Gross Profit

**\$2.3m**  
+6% on HY24

Group EBITDA

**\$0.2m**  
+0.1m on HY24

Group Net Cash

**\$2.7m**  
+0.3m on June 24

Products

**139**  
+7 over the period

Customers

**532**  
+15 over the period

- YoY revenue growth, despite discontinuation of Ambit infusion pumps.
- Strong contribution from Cardio and ECMO products, with a \$5m (5-year) Royal Children's Hospital tender award in September.
- EBITDA of \$0.2m, *includes* once-off transaction costs of \$69k, related to Corcym transaction.
- Strong cash liquidity position maintained.
- 4 new partnership agreements secured.
- Corcym partnership agreement effective 1 January 2025, adding annualised sales of \$3.6m and 60+ active customer accounts.

\*Group HY25 data is unaudited, consolidated financials of BTC Health and its investee companies

## Continuing Momentum into 2HFY25

### Areas of Focus

- Winning additional ECMO hospital contracts
- Increasing Perceval Plus heart valve utilisation in established centres
- Expanding customer base with the neurospinal products
- Converting infusion pump users across to Rhythmic and Elasto-Q
- Building the speciality pharma product range

### Targets

- Double-digit revenue growth for FY25 – cardio and neurospinal segment
- Addition of new pharma products
- Winning state health ECMO tenders
- Improvement in the bottom-line performance for FY25 targeting positive EBITDA and pathway towards sustainable profit

# Positioned to capture continued growth in health care sector spending



Registered Pooled Development Fund



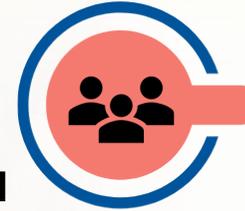
Number of Total Product Lines: 139



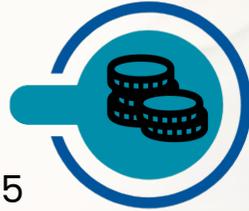
A Strong Shareholder Register:  
Top-5 hold 69% of Shares on Issue



Number of Active Customers: 532



Strong Cash Position Maintained:



+\$2.7m at end H1 FY25



Number of new Partner agreements (last 18 months): 9

Pursuing Growth via Organic and Inorganic Means



Sustained Revenue Growth: H1 FY25: \$5.3m (+9%)

## BTC health.

**Australia's only ASX-listed dedicated specialist medical product company**



# BTC health.

Improving Australian lives through global  
medical innovation

**For more information, please contact:**

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