

# **LIFESPOT HEALTH**

## **ASX:LSH**

Annual General Meeting

11:00 am AEST, Thursday 24 May 2018

Seasons Botanic Gardens Hotel, St Kilda Road, Melbourne

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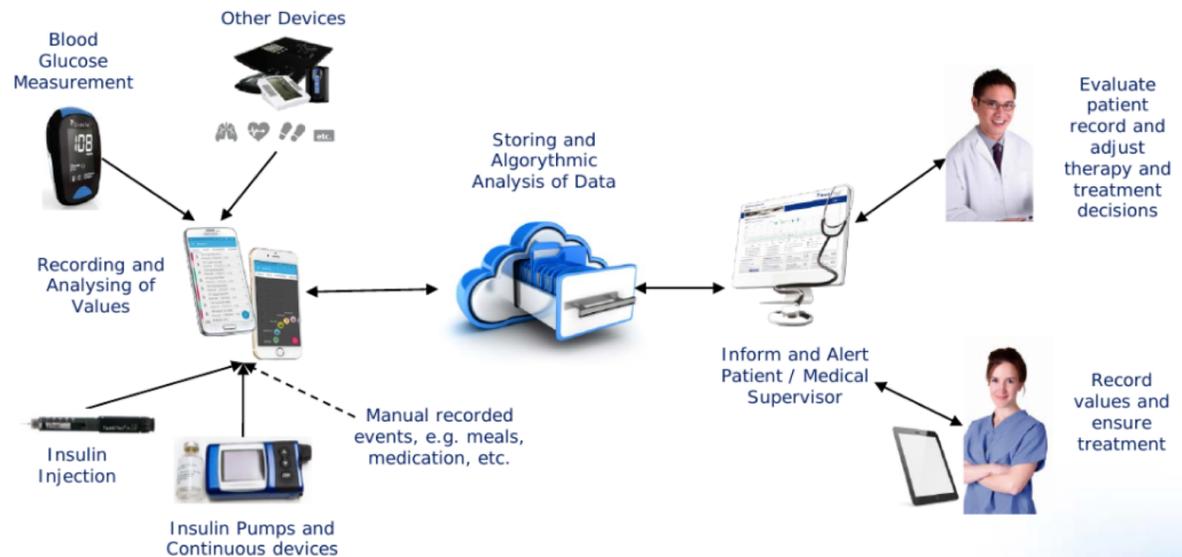
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# Our Mission

To increase the quality of life of patients from;

- Improved treatment via instantaneous transmission of accurate and meaningful data
- Intelligent use of technology and systems to provide feedback and coaching via their healthcare professional
- Facilitated control of relatives in need of care
- Safe and accurate dosing of the right medication at the right time



# Company Achievements

1. 2017 Revenue \$A535k, R&D investment \$A1,213
2. Strong balance sheet with cash of \$4.5m as at 31 December 2017
3. Fully functional and maintained Body-Tel medical software
4. Certified Quality Management System (QMS) under ISO 13485
5. Operating according to the IEC/EN 62304 standard
6. Key Accounts – B.Braun & Buerer growing project revenue & strong pipeline
7. Seng-Vital Cannabis JV and potential MOU with Cannabis Co's
8. Slowing cash burn from sales growth and “team right sizing” in 2018
9. Positive outlook for break even in 2018 and profitable 2019

# Life-spot Health Asset development

Asset	Description	Ownership	Development stage
<b>Body-Tel<sup>®</sup></b>	Facilitates management of chronic diseases with accurate & compliant measurement of vitals	100%	<ul style="list-style-type: none"> <li>Commercialisation scale-up for devices and chronic disease</li> </ul>
<b>Seng-Vital<sup>®</sup></b>	Smart Vaporizer for Cannabis oils or herbs integrated BodyTel to allow both patients and authorized physicians to retrieve and evaluate the data for safety, compliance and administration	50%	<ul style="list-style-type: none"> <li>MOU under discussion for Cannabis Clinical Trials</li> <li>Golden sample proto-type ready in July</li> </ul>
<b>Life-Spot<sup>®</sup></b>	Diagnostic support of classic skin diseases	100%	<ul style="list-style-type: none"> <li>On-hold</li> </ul>

# Body-Tel GMBH - Capability

- Digitalisation of vitals from “sensor to cloud” (compliant digital health record)
  - Bluetooth sensor digitalisation
  - App development for iOS and Android
  - Back-end customization on Azure Cloud
  - Web development
  - Bluetooth simulator development
  - Analyse of vital parameter
- Support safe and accurate medical and lifestyle interventions
  - Head office: Bad Wildungen (13 employees)
  - Parent company: Lifespot Health in Australia: Melbourne (2 Directors & 1 Company Secretary)

# Features of the BodyTel Digital Platform

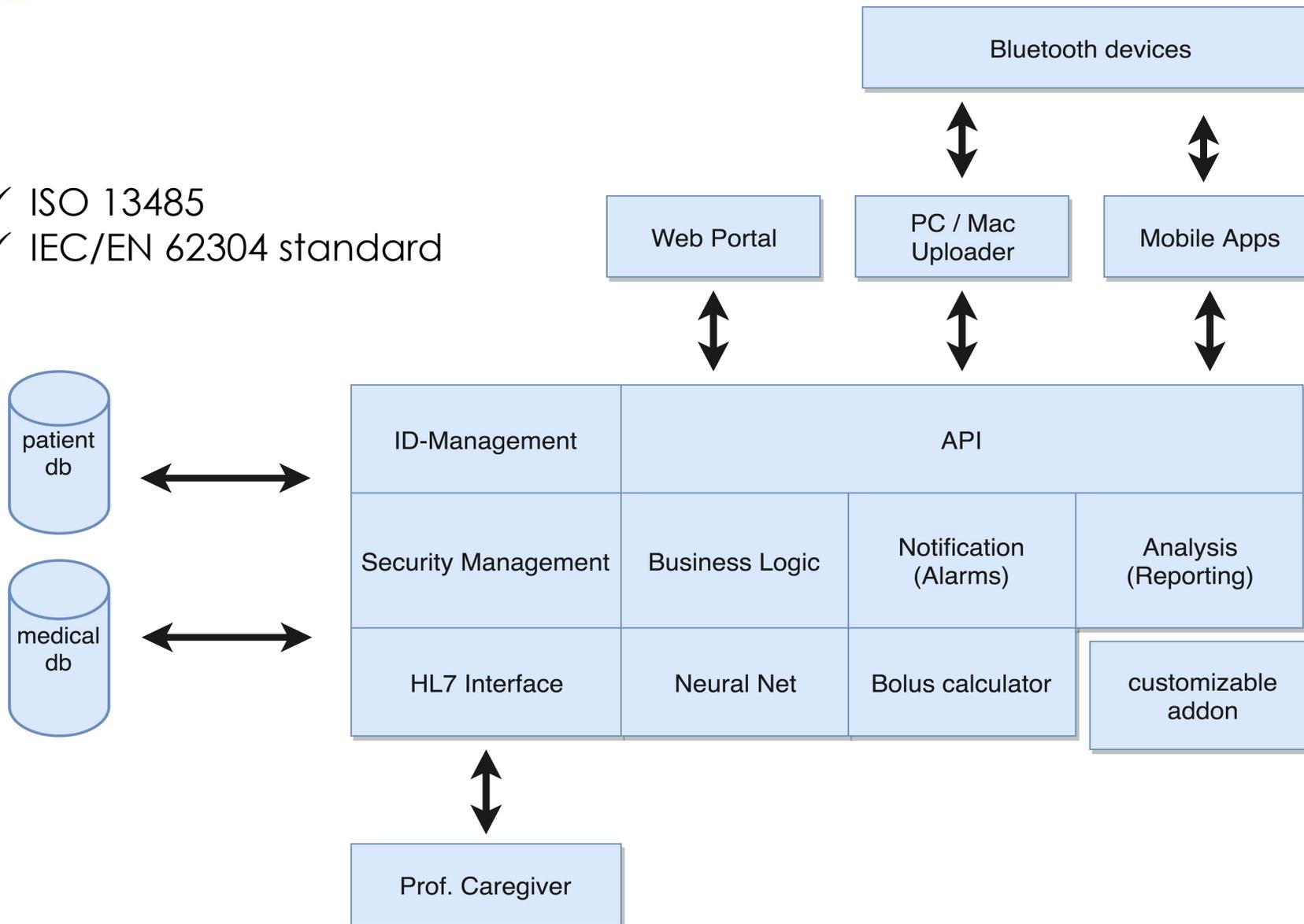
- Closed loop patient & device management system
- Identity management (stores patient data separately)
- Dashboard (overview)
- Diary of measured values
- Manual entry and editing of measured values
- Graphical evaluation of measured values
- Statistics
- Tele-monitoring of “friends & family” in a non-professional environment
- Healthcare Professional Views

# Revenue Model

Stage / Segment	Diagnostics	Disease	Medication
	Diagnostic device manufacturers	Pharmaceutical companies	Drug innovators
1. Development fee	✓	Body-Tel platform	Body-Tel platform
2. Monthly Licence & Maintenance	✓	✓	✓
3. Body-Tel cloud based data management and per user access	✓	✓	✓

# Body Tel Architecture

- ✓ ISO 13485
- ✓ IEC/EN 62304 standard



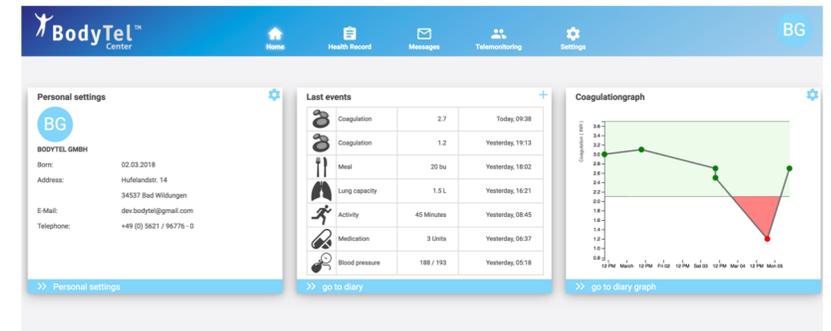
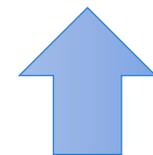
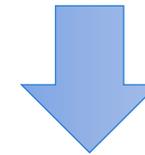
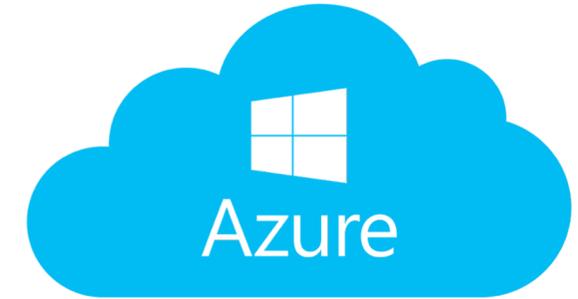
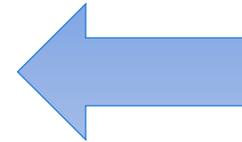
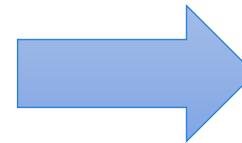
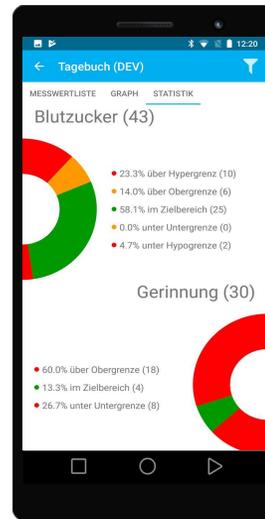
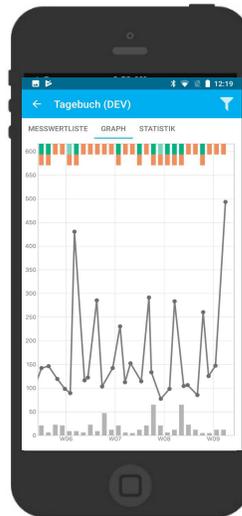
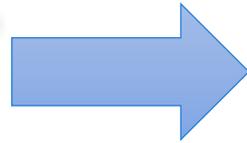
# Diagnostic Hardware Connectivity

Vital	B.Braun	Beurer	Roche
Blood sugar	Omnitest 5 BT	GL50 Evo	
Blood Pressure		BC85, BM85, BM95	
Blood Coagulation			CoaguChek
Body mass / fat		BF710, BF 800	
Blood saturation		PO60	
ECG		ME90, BM95	



- Supported
- In development

# Case Study: Diabetes



# Drug delivery device connectivity

Drug	Seng Vital
Cannabis	Cannamed*



\* In development – July 2018 ready

# Seng-Vital® - Capability

- Vapes Cannabis oil or flower
- Embedded in BodyTel platform for safety, compliance and data collection
- Unique fingerprint security
- Strong candidate for USA FDA approval

# Business Development strategy 2018-2020

Segment	Diagnostic	Disease	Medication
	Diagnostic device manufacturers	Pharmaceutical companies	Drug innovators
Opportunity	Provide world class software development and maintenance services with ISO / QMS certified data collection, storing and reporting	Support drug safety, compliance and new data driven patient insights for diabetes, CVD and other lifestyle driven treatments	Provide world standard accurate data collection services for clinical trials and subsequent drug approval
Companies	<ul style="list-style-type: none"> <li>• B Braun (existing)</li> <li>• Beurer (existing)</li> <li>• Roche (existing)</li> <li>• Inotexx (existing)</li> <li>• Abbott</li> <li>• Omron</li> <li>• etc</li> </ul>	<ul style="list-style-type: none"> <li>• Several Pharma Companies</li> <li>• Pharmacy chains</li> <li>• Community programs</li> <li>• Disease focussed organisations</li> </ul>	<ul style="list-style-type: none"> <li>• Cannabis Companies (Seng-Vital)</li> </ul>

# Growth plans

1. Accelerate Body Tel platform sales growth from
  - Current Key Accounts – Ongoing
  - Develop new accounts in device manufacturers
  - Develop disease focussed sales with Pharma Co's and Payers in EU and Asia Pac
  - Employ EU Business Development Manager / Sales Director – August 2018
  - Therapeutic Goods Administration (TGA) Australia registration
2. Optimise resources to ensure right sizing to achieve positive cash flow
3. Partner with Cannabis companies to realise value in Seng-Vital JV