



BTC health.

Annual General Meeting

23 November 2021

**www.btchealth.com.au
(ASX: BTC)**

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Forward looking statements

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, BTC health 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, reductions in private health insurance funding, future capital needs, foreign exchange fluctuations or other general risks or factors.



Highlights



- Executed several modest, yet valuable investments since our last Annual General Meeting including licensing of NEOLA[®], a novel lung monitoring system and licensing of two specialised respiratory products Bronchitol[®] and Aridol[®] for a one-off milestone of \$2m.

- Several new agency products have been added to BTC's portfolio including a range of single use medical devices from Mediplus in the UK and orthopaedic braces from Breg[®]. We expect that complimentary products will continue to be sourced from across the globe as we expand our agency footprint and product offering.



- Expansion of product range has enabled BTC to widen our reach to hospitals and clinics within both the public and private sector, as well as diversifying the Company's revenue sources.

- Our strategy is focused on healthcare investment through product licencing and/or through business acquisitions which centre on products that support improved patient clinical outcomes, enhance overall hospital efficiency, and provide viable and sustainable returns to shareholders.

- BTC health positioned for growth with a number of early stage discussions with several companies to build scale and product diversification.

Financial update

Earnings summary:	30-Jun-21	30-Jun-20	Var \$	Var %
Income	7,115,150	6,085,037	1,030,112	17%
EBITDA	(464,306)	(993,501)	529,194	(53%)
	(6.5%)	(16.3%)		
<i>Income by segment</i>				
Listed entity (BTC health Limited)	19,910	169,604	(149,694)	(88%)
Underlying business	7,080,532	5,619,925	1,460,606	26%
<i>EBITDA by segment</i>				
Listed entity (BTC health Limited)	(391,686)	(283,386)	(108,300)	(38%)
Underlying business	(72,621)	(710,115)	637,494	90%

Working Capital summary:	30-Jun-21	30-Jun-20	Var \$	Var %
Cash at bank	2,386,854	2,795,502	(408,647)	(15%)
Debtors	1,486,953	806,379	680,574	84%
Inventory	1,089,298	2,332,169	(1,242,871)	(53%)
Payables & Provisions	928,632	2,083,425	(1,154,793)	(55%)
Net working capital	4,034,473	3,850,626	183,848	5%



- BTC health generated a Net Loss of (\$391.7k) during financial year 2021, largely comprising Board, ASIC, ASX and audit fees.
- The combined Net Loss of BioImpact and BTC Speciality Health total (\$72.6k) for the 2020/21 financial year, an improvement of \$637.5k over prior year. The improvement in financial performance directly relates to revenue, which grew 23% over prior year to \$7.1m. Sales to hospitals grew 25% over 2020/21, the difference reflecting wholesaler margin earned for undertaking the customer order and logistics function on behalf of BTC Speciality Health, coupled with fluctuations in wholesale inventory holdings. The growth in sales to hospitals was particularly pleasing when considering new accounts grew 9% and sales to existing customers grew 16%.
- Working capital well managed, debtors and payables all within terms. Inventory holdings adequate to support growth.
- Strong cash position of \$2.4m.

Outlook

Continue to maintain our position of generating double digit revenue growth for our core investment, BTC Speciality Health

- FY21 year-on-year sales growth to hospitals of 25%
- Realised good returns on modest investments to date which have substantially broadened our product range

Sales to hospitals for the September 2021 quarter were lower than plan due to extended elective surgery closure, particularly across the eastern seaboard; however aggregate sales to hospitals were \$2.1m, representing growth of 16%+ over prior year. Expect to see strong demand for BTC products, particularly in opioid-sparing post-operative acute pain management, in second half with easing of elective surgery restrictions from November and desire to reduce current elective surgery backlog.

Gross margin and EBITA pressure likely on our investee companies' full year gross margin and EBITA, due to increase in freight costs, global pressures on component and labour prices coupled with potential changes in Prostheses List pricing reforms. Product diversification and volume growth remain key offsets to growing margin pressures, which the business will be actively pursuing.

Actively pursuing medium to larger scale investments that can accelerate our growth plans and that fit within a compliant Pooled Development Fund.