



ALLIED HEALTHCARE GROUP

[www.alliedhealthcaregroup.com.au](http://www.alliedhealthcaregroup.com.au)

# Investor roadshow presentation

March, 2012

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# Presentation Overview

- **AHG overview**
- **Allied Medical**
- **Celxcel**
- **Coridon**
- **Milestones for 2012**
- **Strategy**
- **Discussions**

# Company Overview

## Coridon

- Initial investment in 2009
- Focus on quality science projects in global unmet medical markets
- Lead by Professor Ian Frazer
- Heading for Phase I studies in 2012
- Strong pipeline of projects

## Celxcel

Allied Healthcare Group

- Regenerative medicine focus
- Acquired with merger of bioMD
- Initial product seeking regulatory approval
- Potential for initial revenues 2013
- Platform to generate numerous products

## Allied Medical

- Established 7 years
- Profitable business
- Double digit growth over past 3 years
- Infusion and cardiac hospital and ambulatory market
- Existing sales and distribution infrastructure

# Company History

- Established in 2003 to build integrated healthcare company
- Spun-out of Fortescue Metals Group (FMG)
- Backed by experienced executives and management with a track record in building companies
- Initially built revenue distribution business
- CAGR for sales of > 15% for the past 3 years
- In 2009 made strategic investment into Prof Ian Frazer's platform vaccine technology targeting global unmet needs
- Listed on ASX in 3<sup>rd</sup> qtr, 2011 (ASX:AHZ)
- Acquired the ADAPT<sup>®</sup> platform technology in regenerative medicine via merger with bioMD
- Raised \$2.2M in 3<sup>rd</sup> qtr, 2011

# Company Summary

|                        |               |
|------------------------|---------------|
| • Market cap           | \$22M         |
| • Cash & equivalents   | \$4M          |
| • Current revenue      | \$7M          |
| • Employees            | 21            |
| • Shares on issue      | 660M          |
| • Ticker               | ASX:AHZ       |
| • Top 20 shares        | 67% holding   |
| (The Metals Group P/L) | 16.2% holding |

# Recent Milestones

- Increased sales revenue to \$7M in last 12 months
- >15% CAGR sales over the past 24 months
- Merged with bioMD for platform regenerative medicine technology
- Positive preclinical and animal model data for HSV-2 vaccine
- Positive heart valve data for the ADAPT<sup>®</sup> program
- Vaccine program moving towards Phase I study
- Appointment of Bob Atwill as Celxcel CEO
- Appointment of Dr Julian Chick as Group COO

# Company Overview

## Allied Healthcare Group

**Research and  
development**

**Transition**

**Sales, marketing  
and distribution**

- Built around platform technologies
- Supported by world-class scientists and researchers
- Regenerative medicine programs at approval stage
- Expanding of ADAPT® products
- Vaccine programs lead by Professor Ian Frazer

- Platform for next generation of DNA vaccines
- Existing sales network
- Generating \$7M in revenue
- Growing at > 15% CAGR
- Range of innovative healthcare products and services
- Platform for distribution of regenerative medicine tissue products



# Allied Medical

- Established in 2005
- Australia-wide business selling innovative medical devices
- Existing sale and distribution business
- Extensive infusion and cardiology product range
- Strengthen in 2010 with the acquisition of Medevco
- \$7M in revenue this year
- Profitable, growing business
- Continuing to expand and grow over the next 12 months
- <http://www.alliedmedical.com.au>

# Celxcel

- **Regenerative medicine focused company**
  - Currently \$3Bn market and growing
- **Initial focus on proprietary tissue matrix products**
- **Currently no similar product available to surgeons on the market**
- **Completed > 20 animal studies plus Phase II study in CHD**
- **Seeking TGA approval for initial indications within the next 12 months**
  - Generates revenue with distribution through existing Allied Healthcare Group business
- **Also seeking EU and USA approval**
- **Initial approval will generate revenue from first product**
  - Then able to expanded into other products

# Celxcel

- **Initial application in Congenital Heart Disease**
  - About 8 in 1000 children born with the disease, 50% have surgery
  - Extensive global market potential for the technology
- **Heart valve market**
  - 5% to 15% of the population have mitral valve disorder
- **Hernias**
  - 20 million procedures annually
    - About 1% require some surgical repair
- **Pelvic floor**
  - 200,000 per yr procedures in the US annually
- **Orthopedics**
  - > 15 million in the US affected
- **Stem cells**
  - Another platform technology

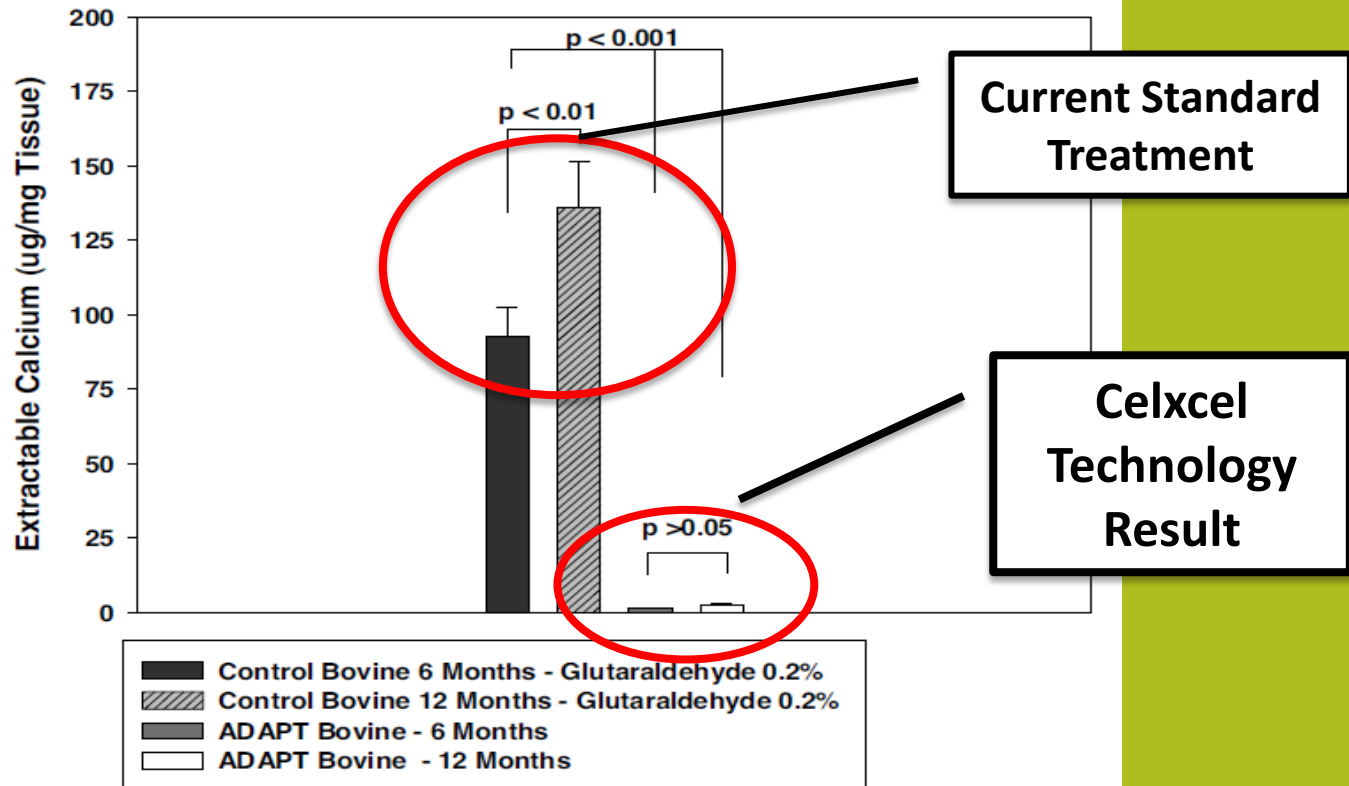
# Celxcel pipeline

| Therapeutic area            | Product Development                                     | Filing and initial market launch |
|-----------------------------|---|----------------------------------|
| CHD                         | CardioCel patch for CHD repairs                         | 2012/13                          |
| Cardiovascular applications | CardioCel vascular and valve reconstruction and repairs | 2013/14                          |
| Gynaecological              | Pelvic floor repair                                     | 2014/15                          |
| Abdominal Surgical          | Hernia repair   | 2014/15                          |
| Surgical                    | Orthopaedics  | 2015/16                          |
| Tissue Valves               | CardioCel and ADAPT                                     | 2016/17                          |
| Stem Cell delivery          | Matrix with stem cells                                  |                                  |

# **Celxcel's ADAPT® Key Attributes**

- **IP protected**
- **Easy to use**
  - **No rinsing procedure required prior to implantation**
  - **Sterilizes tissue and de-natures biological material**
- **Retains tensile strength**
- **Easily stored, ready to use product**
- **Prevents calcification – major benefit over all existing implant tissue**
  - **> 90% reduction beyond 12 months**
  - **No degeneration**
- **Clear biocompatibility (NAMSA certified)**
- **Potential to incorporate cell therapies**
- **Broad range of applications in surgical procedures**

# Celxcel Calcification Data



Data from 2010 animal study - Neethling et al, 2010, *Journal of Heart Valve Disease*

# Coridon

- Established to commercialise the work by Professor Ian Frazer
- Building a pipeline of immunotherapeutics
  - Potential for both prophylactic and therapeutic uses
  - Based on unique double immune response
  - Unique transdermal delivery
- Using the Coridon DNA delivery platform
- Targeting new generation DNA vaccines
  - Initially targeting infectious diseases and cancer
  - Gaining validation e.g. Vical's Allovectin-7® for metastatic melanoma is showing promise
- Multi-billion \$\$\$ global markets for vaccines
  - Each program has market potential of >\$500M

# Coridon Key Attributes

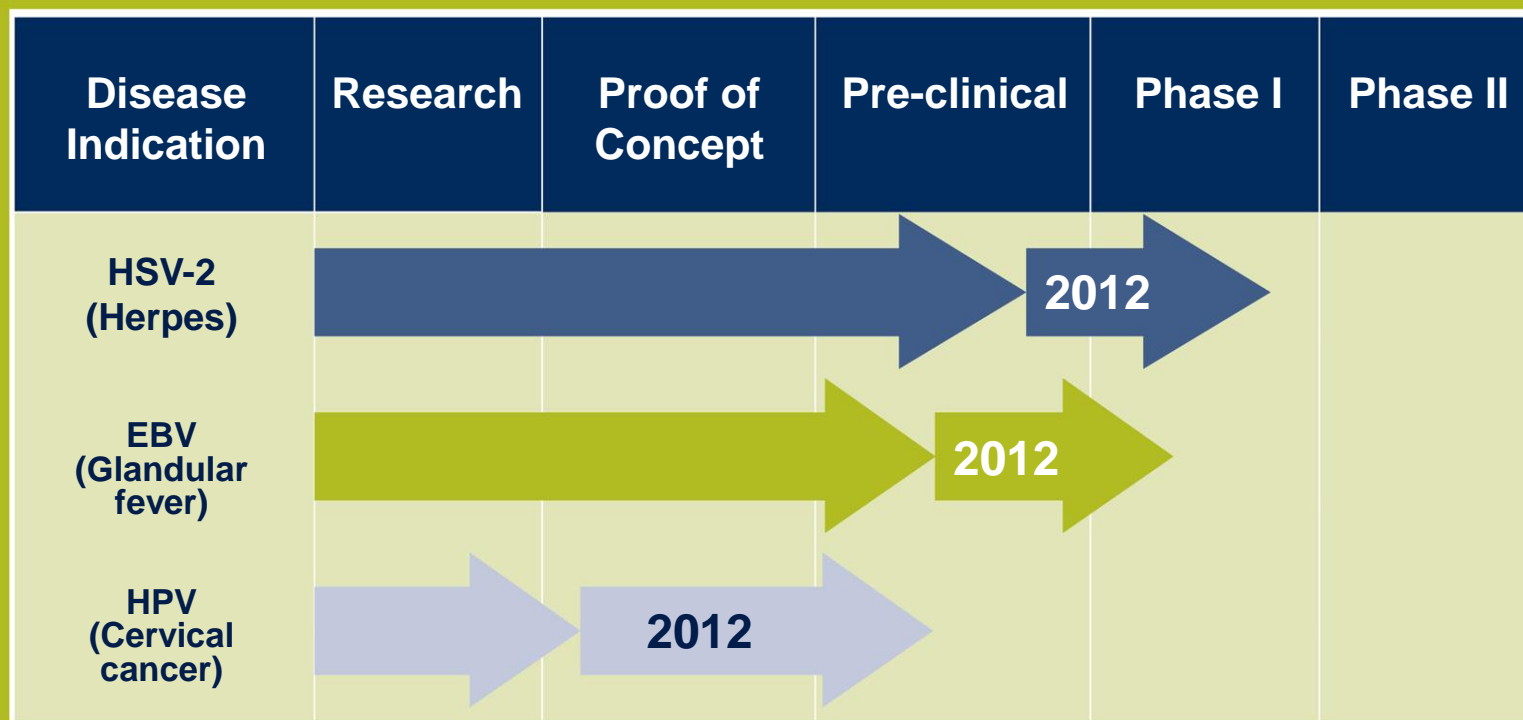
1. **Dermal delivery**
  - Simple needle injection
  - Targets immune cells in the dermis
  - Addresses one issue from failed programs (i.e. delivery)
2. **Codon optimisation**
  - Higher rates of viral protein expression
  - Increased uptake of viral protein by immune cells
  - Primes antibody response
3. **Ubiquitin fusion**
  - Tags viral proteins to be degraded
  - Results in increased rates of clearance of the viral protein
  - Primes cellular response
4. **Combined approaches result in higher protection against the virus**
  - Both arms of the immune system armed
  - Not specific to any adjuvant



# Coridon Study Results

- **HSV animal studies very positive results**
- **100% viral clearance in animal studies**
- **Including clearance from neural ‘reservoirs’**
  - **Dorsal root ganglia (DRG)**
- **The optimised vaccines all protected at the 50 X LD50 and 500 X LD50 challenge levels**
- **Protection independent of choice of vector**
- **Encouraging ‘sterilising’ immunity results**

# Coridon Pipeline



# Company Milestones for 2012

- **1<sup>st</sup> Qtr, 2012**
  - ✓ **Coridon program pipeline update**
    - **Celxcel animal heart valve study**
    - **Celxcel ADAPT pelvic floor & hernia animal study results**
    - **Celxcel 3 year Ph II patient follow up data**
- **2<sup>nd</sup> Qtr, 2012**
  - **Celxcel CardioCel TGA regulatory filing update**
  - **EU regulatory application for Celxcel's CardioCel program**
  - **Coridon Ph I program update**
- **2H, 2012**
  - **2011/2012 declared revenue from Allied Medical forecast around \$8M+**
  - **Initiation of Coridon HSV vaccine Phase I study**
  - **Potential regulatory approval for CardioCel in at least one jurisdiction**

# Company Strategy

- **Building an integrated healthcare company**
  - With quality and experienced management
  - Led by Chris Catlow (Chairman) & Lee Rodne (Managing Director)
  - Dr Julian Chick (COO) & Bob Atwill (AHZ Exec. & Celxcel CEO)
- **Aiming to develop and launch a number of products based on the ADAPT® regenerative medicine platform**
- **Progress a pipeline of next generation immunotherapeutics**
- **Grow business divisions through complementary skill sets**
  - **Increasing revenue of Allied Healthcare Group**
    - Growing to \$10Ms in sales from the distribution business
    - \$100Ms in potential sales from the Celxcel business
    - \$Bns in potential sales from Coridon
- **Leveraging existing sales, marketing and distribution infrastructure**

# Thank you

Allied Healthcare Group

***An opportunity to invest in a new diversified healthcare company with large growth potential***

**ASX:AHZ**

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