

Allied Healthcare Group

An integrated healthcare company

Annual General Meeting

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Managing Director



ALLIED HEALTHCARE GROUP

www.alliedhealthcaregroup.com.au

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Company Overview

**Allied
Healthcare
Group
ASX:AHZ**

Sales & Distribution

- Profitable & growing business centre
- Infusion, surgery and cardiac hospital markets
- Existing sales and distribution infrastructure
- Launching CardioCel® in key global markets in 2013

Regenerative Medicine

- Proprietary tissue treatment that solves current issues with existing tissue products
- Initial product undergoing regulatory approval
- First revenues 2013 with platform to generate a portfolio of regenerative products

R&D

- Next generation DNA vaccines
- Lead by Professor Ian Frazer
- Heading for Phase I studies in 2012/13
- Strong pipeline of projects

Company Strategy & Value Proposition

Building an integrated healthcare company

- Recognised and experienced Board & management
- Extensive corporate development, finance, M&A, medtech, therapeutics, sales and licensing experience

Growing Revenues

- Expanding organically and via products developed in-house focusing on our regenerative medicine platform
 - Potential for >\$100m in sales

Commercialising pipeline of next generation immunotherapeutics

- DNA vaccines from Professor Ian Frazer's team
 - Near-term revenue potential via licensing / partnering

Revenue + Significant value drivers over the next 12 – 36 months

Year in Review

Highlights for the past 12 months

CORPORATE

- **Strengthened management & board**
 - **Mr Peter Turvey (ex-CSL) joined the board as Non-Executive**
 - **Dr Julian Chick as COO**
 - **Mr Bob Atwill as Regenerative Medicine CEO & Company Executive**

SALES & DISTRIBUTION

- **Maintained a strong revenue base**
- **Recently secured Mater Hospital supply agreement**
- **Revenue on target for \$7M+ this financial year**
- **Growing sales infrastructure in advance of launching CardioCel®**

Highlights for the past 12 months

REGENERATIVE MEDICINE

- Lead product CardioCel® pending approval in EU & Australia
- Granted early access in Australia / Expecting initial global approvals in 2013
- Initiated heart valve reconstruction study
- Initiated hernia repair study
- Initiated collaboration with CSIRO on stem cell program for heart failure

R&D – NEXT GENERATION DNA VACCINES

- Initiation of Ian Frazer's next HPV "Cervical Cancer" program
- HSV program heading into Phase 1 Human studies early 2013
- Collaboration with US based NTC for the delivery vector
- Alliance with VGXI to manufacture Phase I HSV-2 DNA product
- Initial positive results from HPV pre-clinical results
- HPV accelerated through to pre-clinical disease model studies

Allied: Building a Media Presence

- **156** media hits in 12 months

- Top tier media coverage:

- 6 x TV news

- Top tier finance news
(AFR, The Australian)

- Major metro print
(health and business)

- National and state-based
radio

- Biotech and science
trade (online and print)

www.alliedhealthcaregroup.com.au

TV LINKS:

<http://www.alliedhealthcaregroup.com.au/News-Room/Media>

<http://vimeo.com/52437293>

<http://vimeo.com/51977479>



Divisional Overviews



Sales & Distribution

- **Australia/NZ-wide business selling innovative medical devices**
- **Extensive infusion and cardiology focused product range**
- **Product range exclusively licensed to Allied**
- **Established sales & distribution network**
- **Profitable, growing business**
- **Generating US\$7M in sales and growing**

Platform to launch “In-House” regenerative tissue products

- **Significant global revenue growth potential via CardioCel®**
- **Pipeline of regenerative medicine products in development**



Going Global

CardioCel®

Launching
into global
markets in
2013

CardioCel®

- **1st product (medical device) developed by our regenerative medicine product development team**
- **Cardiovascular tissue used to treat & repair heart defects caused by Congenital Heart Disease (CHD)**
- **Currently seeking initial global marketing approval**
 - **Early access granted for initial indications in Australia**
 - **EU (CE mark) and TGA marketing approval submission lodged**
 - **USA marketing approval submissions early 2013**
- **CHD is one of the leading causes of deaths in infants in the Western world**
 - **Also major issue in children with a high unmet clinical need**
- **Sales revenue through Allied Healthcare Sales & Distribution**

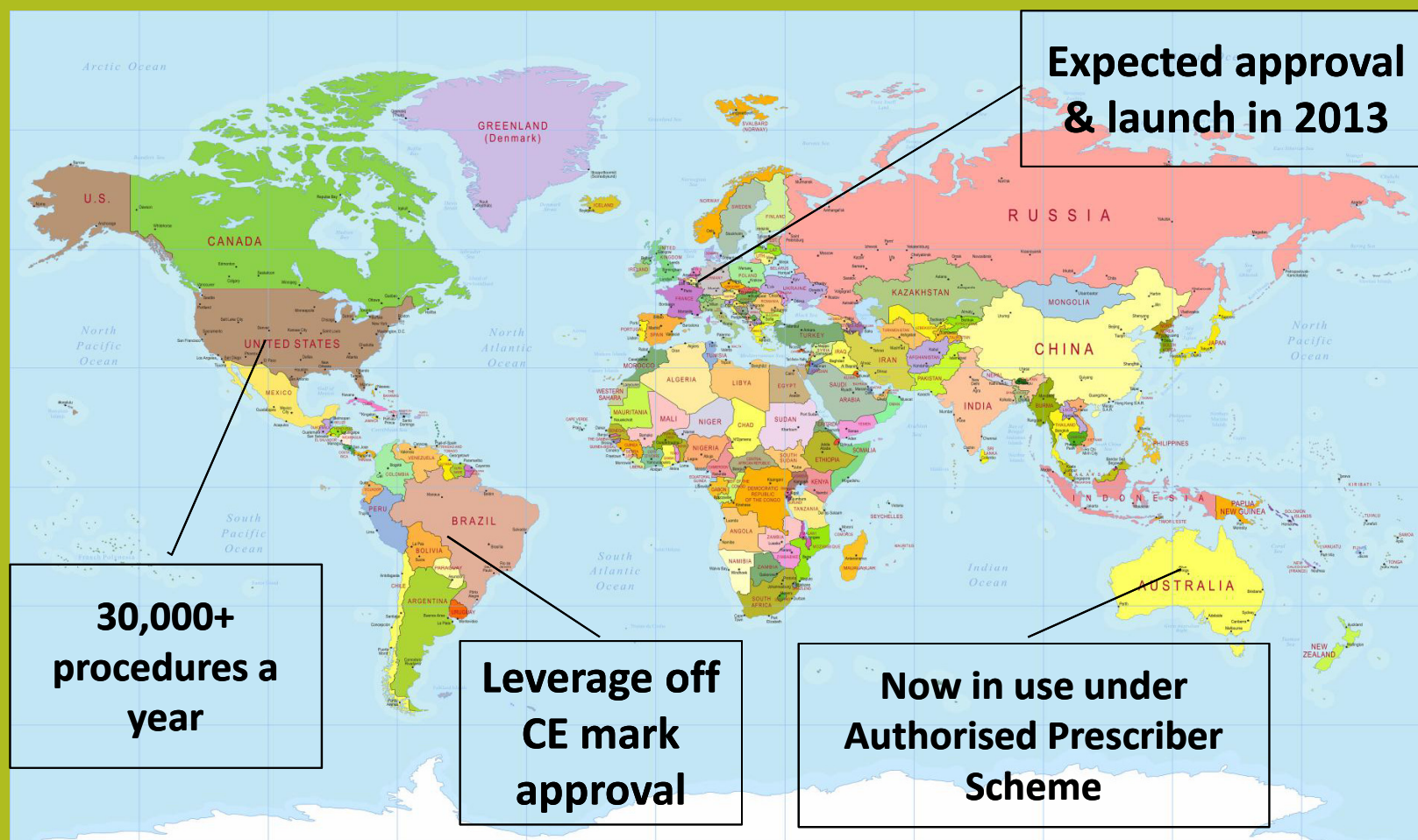
Why is CardioCel® Important?

- **Expected to remove the need for repeat open heart surgery**
 - **Minimising the impact to patient & their family**
- **Provides a tissue that addresses the requirements of surgeons while addressing problems of existing approved products**
- **Provides genuine opportunity for normal “regeneration” of heart tissue around tissue ‘scaffold’**
- **Initial indications in paediatrics for longer-term regeneration of heart tissue and healthier hearts**
 - **Expansion into adult patients**

CardioCel® Markets

- **Initial market paediatric CHD repair & reconstructions**
 - 30,000+ procedures/ year in the US
 - Potential for sales in the >\$100m
- **Received Authorised Prescriber Scheme approval 4th Qtr, 2012**
 - Expecting initial marketing approval 1H, 2013
- **Expansion to adult repairs >\$1bn market**
- **Expected revenue increase for Allied to be very significant in coming years**
 - Combined markets > \$1bn in sales potential
- **Utility in other indications e.g. hernia repair**
 - As a biological scaffold to grow and deliver stem cells
 - Extensive pre-clinical data package completed for a number of indications

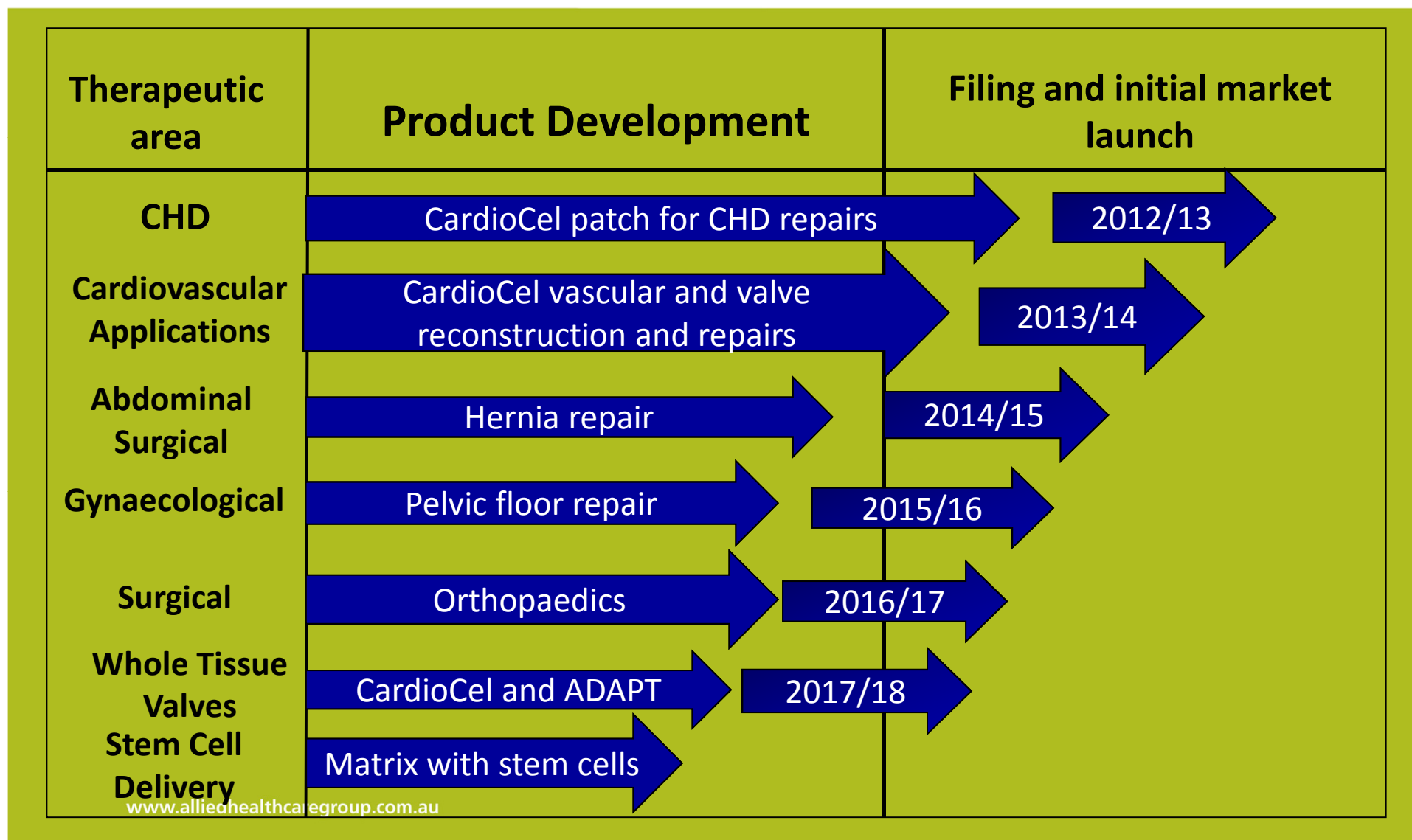
CardioCel® Markets



Regenerative Medicine Pipeline

**Focused on Regenerative Medicine
and Soft Tissue Repair Products**

Regenerative Pipeline



Commercialising DNA Vaccines with Ian Frazer

Preventative & Therapeutic Vaccines

Next Generation Vaccine Programs

- **Progressed the HSV-2 program towards Phase I**
- **Signed a partnership with US-based NTC for supply of the delivery vector for the vaccine**
- **Entered into an agreement with VGXI to manufacture the vaccine**
- **Initiated a program for HPV to develop a therapeutic vaccine**
- **Successful pre-clinical HPV study data**
- **Anticipating the Phase I start soon**

DNA Vaccine Program Markets

Multi-billion \$\$\$ global markets for vaccines

Estimated market by 2014 will be \$2.7bn and growing*

HSV-2 program

- **1 in 6 people in the US estimated to be HSV positive**
- **Significant market size**
- **Estimated growth in excess of \$6bn with treatment/vaccine available**
- **No approved vaccine available**

HPV program

- **Still many people not using or completing the HPV vaccine therefore need**
- **~<35% vaccination rate for HPV in the US**
- **Current HPV vaccines do not treat the disease (people already infected)**
- **Estimated at greater than \$1bn market potential for therapeutic vaccine**

The Year Ahead

2013 - Transformational Year

- **Additional “early access” approvals at key Australian cardiac centres for CardioCel®**
- **Initial market approval and global sales of CardioCel®**
- **Expansion of CardioCel® beyond initial paediatric market**
 - **Adult heart defects, heart valve repairs, hernia, etc.**
- **Initiation and initial results from Phase I Herpes virus vaccine clinical trial**
- **Initiation of HPV therapeutic clinical trial with Ian Frazer**
- **Growing global revenues in key markets**

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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