



BTC health (BTC) - ASX Announcement

21 June 2019

## **Chairman's Address to Shareholders**

Ladies and gentlemen,

I am pleased to report that since the completion of the acquisition on 31 May, the hospital infusion business has been rapidly integrated into BTC health. We have re-located approximately \$1 million of inventory into 4 CHS (Sigma Healthcare) distribution centres and we have been invoicing and dispatching products to our hospital customers since the first week of June. We now have 10 dedicated sales staff servicing private and public hospitals across Australia and NZ and we have taken a number of steps to optimise our supply chain management and customer service levels which are necessary to deliver on our sales growth targets in FY2020. Our goal is to make sure that the business is well positioned to execute on our growth strategy for 2020 and beyond.

The key areas of focus remain the effective integration of the infusion business, delivering on our growth expectations for the current product range and actively building our pipeline of new products. In 3Q CY 2019 we will be launching Episil mouth spray into the chemo and radiotherapy clinics across Australia. We anticipate regular new product introductions while at the same time actively pursuing acquisitions opportunities which should allow us to further build scale and diversify the business.

Lastly, I would like to thank the BTC Health team for their commitment and hard work over the last few months. It has been a tremendous team effort which I am proud to report has delivered on our objective of setting up BTC health up for a whole new chapter in our exciting growth strategy.

Thank you.

Dr. Richard Treagus Executive Chairman

## 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.