



The New Zealand Life Sciences sector – Why I'm 100% bullish

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Broker Meets Biotech NZ

Auckland, Tuesday 22 November 2016



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Life Sciences in Australia and New Zealand

I am so bullish that this year I started
my own independent research firm to
cover the ASX-listed companies in
the sector



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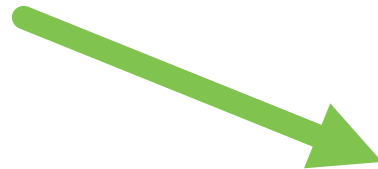
What are Life Sciences?





Life Sciences is where the Big Money is going

- Global pharma sales US\$1 trillion
- Global medical device sales US\$0.4 trillion



- Feed 9 billion people by 2050 - ?? Trillion
- Fix the environment - ?? trillion



There are now 114 Life Sciences billionaires globally

- Total net worth US\$318bn
- Citizens of 21 countries
- Median age 63
- None from Australia or New Zealand...yet



Dr Patrick Soon-Shiong,
American, net worth US\$11.9bn



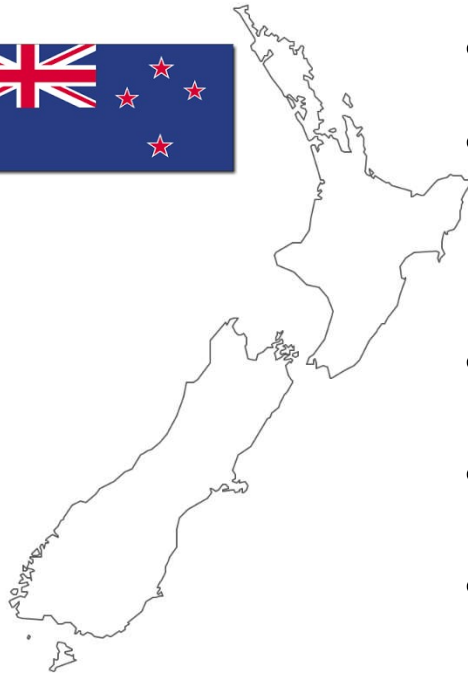
Australia may be No 3 in the World in Life Sciences, but...

- Free economy
- Big Pharma-friendly
- Bio-friendly capital market
- Top universities
- Liveable cities
- Networks of bioentrepreneurs
- First class healthcare system





New Zealand is about to emerge



- Free economy
- Big Pharma-friendly
- Bio-friendly capital market (ASX)
- Top universities (Auckland)
- Liveable cities
- Networks of bioentrepreneurs
- First class healthcare system



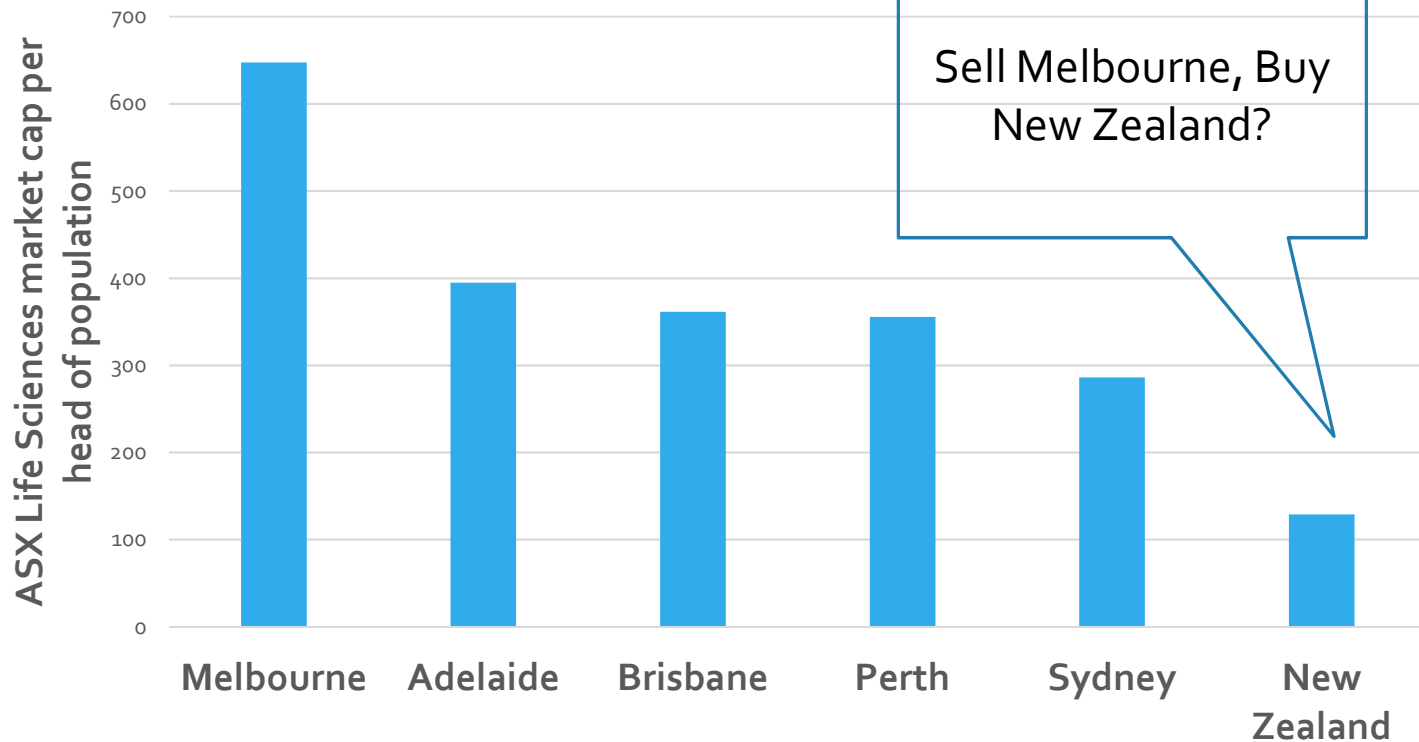
All that's lacking...local investor awareness, and confidence

No 8 wire,
symbol of Kiwi
confidence





Current lack of awareness = opportunity





Kiwis are better than Aussies...

- More OE
- More determined
- Better team players
- More innovative
- Learned the lessons from the Bad Old Days
- Better beer





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The Kiwi Life Science success stories are building up...

Fisher & Paykel
HEALTHCARE



A|F|T
pharmaceuticals

ORION
HEALTH



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...and more good Life Sciences stories are about to emerge

Innate
Immunotherapeutics

volpara

LCT
living cell technologies™

 PACIFIC EDGE



New Zealand is becoming a new Silicon Valley

- go Seconds
- Booktrack
- Equitise
- Harmony
- Power by Proxi
- Unleashed Software
- Vend
- 8i
- Jupl
- Rocket Lab
- Rex Bionics
- Martin Jetpack



...and Silicon Valley is also pretty good at Life Sciences



This beer in Silicon Valley ultimately created >US\$100bn in value through the founding of Genentech



Three predictions...



- A New Zealand Life Sciences boom from 2017
- The Wallabies to win the Bledisloe in 2022
- New Zealand to get its first Life Sciences billionaire in 2027



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Stay bullish!

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Providing independent research coverage of
ASX-listed Life Science companies