

2020 Annual General Meeting



22 October 2020

 **healix**

Robert Hubbard

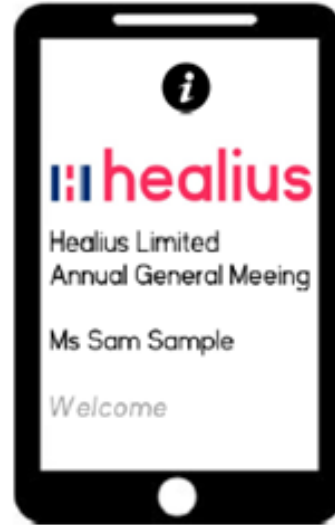
Chair



Virtual AGM Assistance

If you require assistance during the meeting, call:

+ 61 3 9415 4024



Board of Directors



Robert Hubbard
Non-executive Chairman



Arlene Tansey
Non-executive Director



Sally Evans
Non-executive Director



Dr Malcolm Parmenter
MD & CEO



Dr Paul Jones
Non-executive Director



Gordon Davis
Non-executive Director



Charles Tilley
Company Secretary

COVID-19

We are grateful for the responses from our people, our businesses and our communities



Healius is a purpose-led organisation caring for the health and wellbeing of Australians at every stage of life

FY 2020 – a year in review

Group \$m	Underlying		Reported	
	FY 2020	FY 2019	FY 2020	FY 2019
Revenue	1,600.4	1,565.4	1,597.4	1,566.4
EBIT	102.7	125.9	76.0	107.6
NPAT (continuing operations)	55.4	70.3	72.0	57.2
NPAT (inc. discontinued operations)			(70.5)	55.3



Going forward, Healius will focus on its specialist diagnostic businesses along with day hospitals and IVF

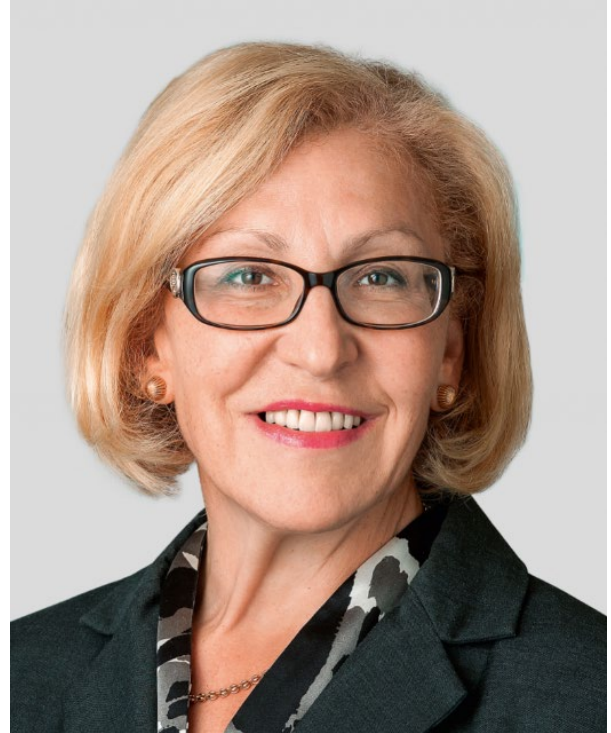
Dividends and Capital Management

- Look to resume regular dividends in the first half of 2021
- Considering capital management and returns to shareholders with proceeds from Healius Primary Care sale



Board Changes

- Thank you to Arlene who has served as Non-executive Director of Healius since August 2012
- Jenny McDonald will commence as Non-executive Director in November 2020
- Board is looking for another new Non-Executive Directors
- 40:40:20 diversity target by 12/21



Robert Hubbard

Chair



Dr Malcolm Parmenter

Managing Director & CEO



Executive Leadership Team



Malcolm Parmenter
MD & CEO



John McKechnie
Chief Executive,
Pathology



Ben Korst
Chief Executive,
Day Hospitals



Dean Lewsam
Chief Executive,
Imaging



Scott Beattie
Chief Executive,
Medical Centres



Maxine Jaquet
Chief Financial Officer



Peter Wilson
Group Executive,
People and Shared
Services



Janet Payne
Group Executive,
Corporate Affairs



Mark Neeham
Group Executive,
Government Affairs

Trading Update

- **1QFY21 Continuing operations¹**
 - Revenue of \$492.5m, EBIT \$81.2m
 - Benefits of strong trading, learnings from national lock-down and cost savings from SIP
- **Pathology:**
 - Non-COVID revenue now ahead of pcp
 - Community COVID tests currently 7-10k w/day
 - Commercial COVID testing growing rapidly
- **Imaging:**
 - Revenue ahead of pcp in all states excl. Victoria
 - Victoria beginning to see activity grow
- **Day Hospitals:**
 - Strong Q1 and continuing in October
- Backlog of essential services coming through all divisions
- Will continue to undertake periodic trading updates
- Caution against extrapolating 1Q21 results as trading remains dynamic



¹ Results are:

- based on unaudited financial results
- after the impact of adjustments for AASB16,
- before non-underlying items. (Items recorded as non-underlying in Q1FY21 are immaterial)
- exclude Healius Primary Care which is held for sale.

Strategy: Sustainable Improvement Program

- Focus on delivering margin expansion
- Higher value structural improvements
- Next three years to focus on:



Digitisation & automation



Network optimisation



Workforce management



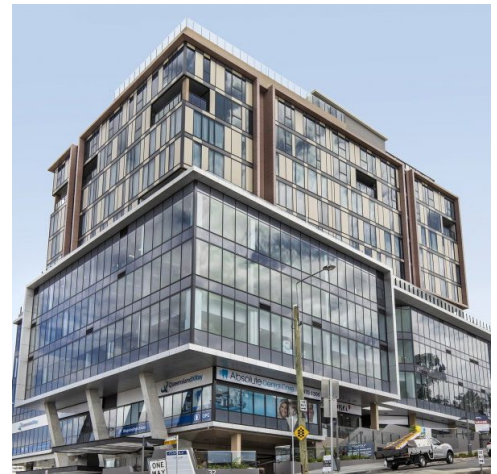
External spend reduction

More streamlined business with stronger balance sheet and greater cash flow generation

Strategy: Growth

- Build substantial 3rd business in Day (Short-stay) Hospitals:
 - Strong economic, technological and regulatory tailwinds
 - Continue ramp-up of new Montserrat facilities
 - Selective greenfield, brownfield and M&A
- Pathology and Imaging:
 - Selective opportunities to deliver growth and synergies
- Consumer-centricity
 - Developing customer experience tools using AI

Consumer is at the centre of everything we do



Westside Private Hospital, QLD



Sustainability



- Committed to delivering bulk-billed services
- People are at the core of our strategy
- Develop a pathway to a carbon neutral future
- Develop a charitable foundation to support healthcare in disadvantaged sectors

The logo consists of a dark blue vertical bar on the left, followed by two vertical bars of equal height: the first is red with a white dot in the center, and the second is solid dark blue. To the right of these bars is the word "healio" in a lowercase, sans-serif font, colored red.

healio