

2021 Half Year Summary

- EBITDA increased by 18% over the prior half year period.
- Debt was reduced resulting in a positive net cash/debt position.
- New HSBC bank trade finance facility.
- Global NetSuite ERP Implementation proceeding as planned across the group providing enhanced financial visibility and business processes.
- Strategic business review identifying both future growth and cost-down opportunities and all regions.

1st Half 2021 Profit & Loss Highlights

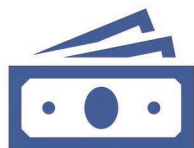
	31-Dec-20	31-Dec-19	Change	
	\$'000	\$'000	\$'000	%
Revenue/Income	28,831	26,898	933	4%
Cost of sales	(12,790)	(12,745)	(45)	0%
Gross profit	15,009	14,097	912	6%
Gross profit margin	54.0%	52.5%		
Employee benefits expense	(5,365)	(5,532)	167	-3%
Travel and entertainment	(328)	(648)	320	-49%
Marketing expense	(255)	(454)	199	-44%
Other expenses	(4,818)	(3,966)	(852)	21%
Income tax expense	(865)	(354)	(511)	144%
Net profit after tax	3,410	3,199	211	7%

- Recent Carestream Health acquisitions have resulted in both higher ongoing service revenues and gross profit margin. The contribution from these acquisitions has offset the reduction of sales revenue impacted by Covid-19.
- Revenue exceeded the threshold for both government extensions of Job Keeper stimulus payments. With the operational measures implemented and the increased sales of some positively affected segments, we don't currently see any further negative impact from Covid-19 to the business.
- The reduction in travel, entertainment and conferences expenses due to Covid-19 should be sustained longer-term due to new communication technology.
- Other expenses increased primarily due to FX losses \$197,000, freight costs \$256,000 and amortisation expense for the Carestream acquisition \$64,000.
- Environmental division made a small profit after tax, improving from a loss of \$317,000 in the December 2019 period due to a prior restructure of the business.

1st Half 2021 Balance Sheet Highlights

	31-Dec-20	30-Jun-20	Changes	
	\$'000	\$'000	\$'000	%
Cash	9,128	8,765	363	4.1%
Receivables	13,505	14,963	(1,458)	(9.7%)
Inventories	8,318	9,464	(1,146)	(12.1%)
Property plant & equip	1,248	1,700	(452)	(26.6%)
Intangible	22,655	22,719	(64)	(0.3%)
Other	17,120	16,442	678	4.1%
Total assets	71,974	74,053	(2,079)	(2.8%)
Trade and other payables	11,606	12,281	(675)	(5.5%)
Borrowings	8,139	8,892	(753)	(8.5%)
Other	8,935	11,952	(3,017)	(25.2%)
Total liabilities	28,680	33,125	(4,445)	(13.4%)
Total Equity	43,294	40,928	2,366	5.8%

- Improved working capital management has resulted in a reduction in receivables of \$1.4Mil and inventory by \$1.1Mil. New accounting systems, inventory turnover ratio management and approval/collections policies have made a positive impact.
- Borrowings were reduced in the period to \$8.1Mil and cash available increased to \$9.1Mil resulting in a positive net cash and debt position.
- A new trade finance facility with HSBC for \$5Mil will increase our available working capital and reduce our overall cost of funds.
- Quantum has accumulated Franking Credits of \$10.2Mil and carried forward Australian Tax Credits of \$9.6Mil.



ASX : QTM

Market cap
~\$60 Mil
(Feb 2021)



180+ Employees

65% : Service
20% : Sales
10% : Operations
5% Clinical



ASIA-Wide

Korea
Australia
New Zealand
Thailand
China
Philippines
Vietnam



FY 2020

Revenue
A\$59.4 Mil

EBITDA
A\$9.3 Mil

NPAT
A\$5.4 Mil



Core Businesses

Medical Distribution
Radiology
Oncology
Molecular Imaging
Aesthetics
Healthcare Security/IT
Environmental Health

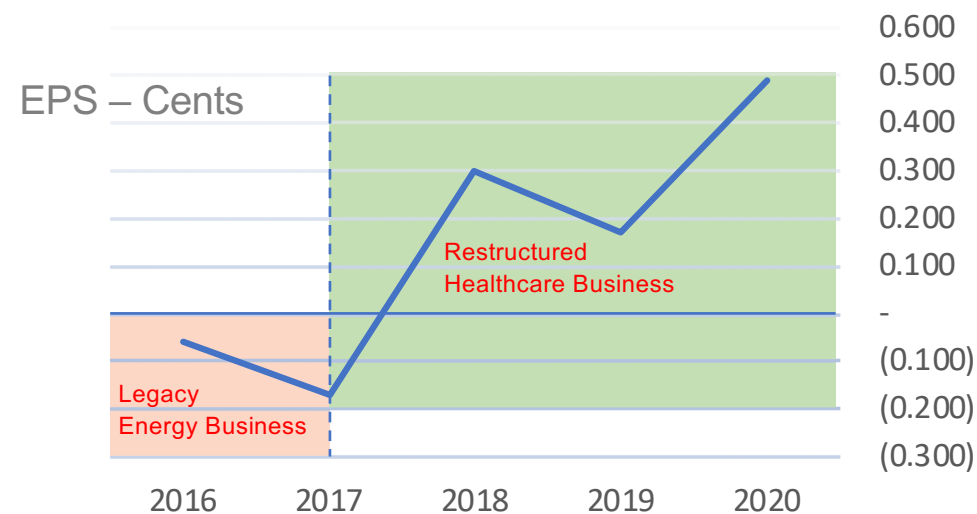
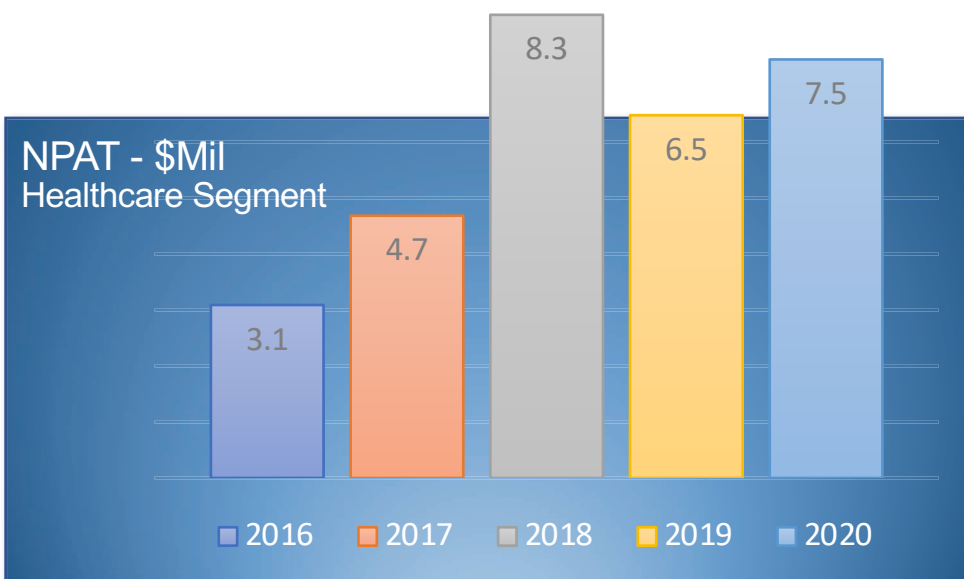
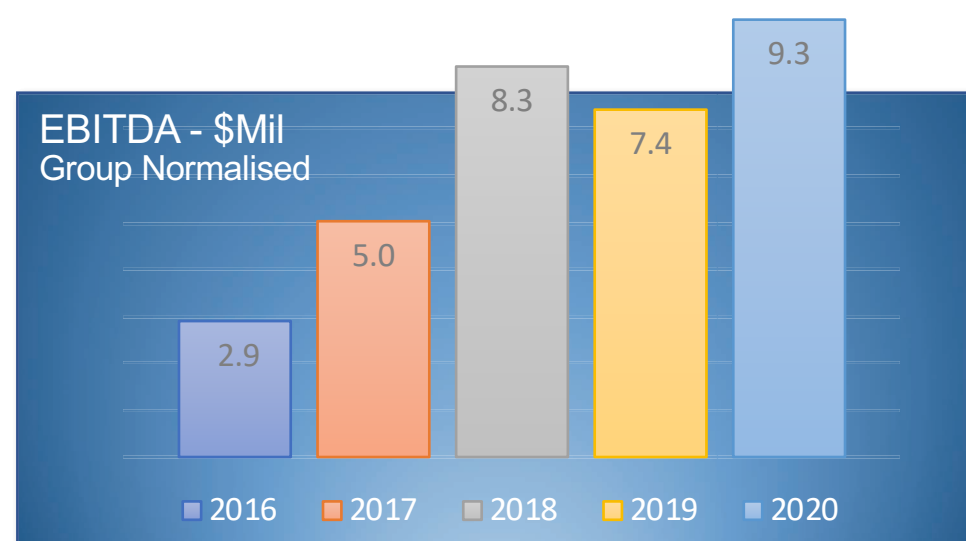
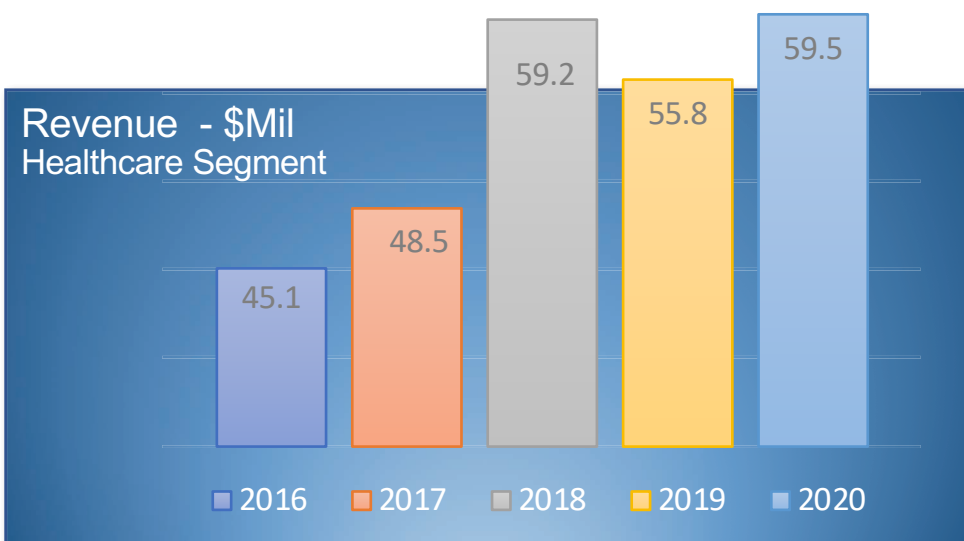
FY 2020

Revenue
\$59.4 Mil

EBITDA
\$9.3 Mil

NPAT
\$5.4 Mil

Quantum Key Financials FY 2016-20



Who we are

ASX listed Healthcare Company, leading independent high-end medical equipment distributor across Asia

What we do

Specialising in sales and service of diagnostic equipment for Radiology, Oncology, Women's Health and Environment Healthcare markets. We represent leading multinational manufacturers including Philips, Samsung, Carestream, IBA and Accuray

Where we do it

Head office based in Sydney Australia, with direct businesses in Korea, Thailand, China, Australia and New Zealand, Philippines and Vietnam

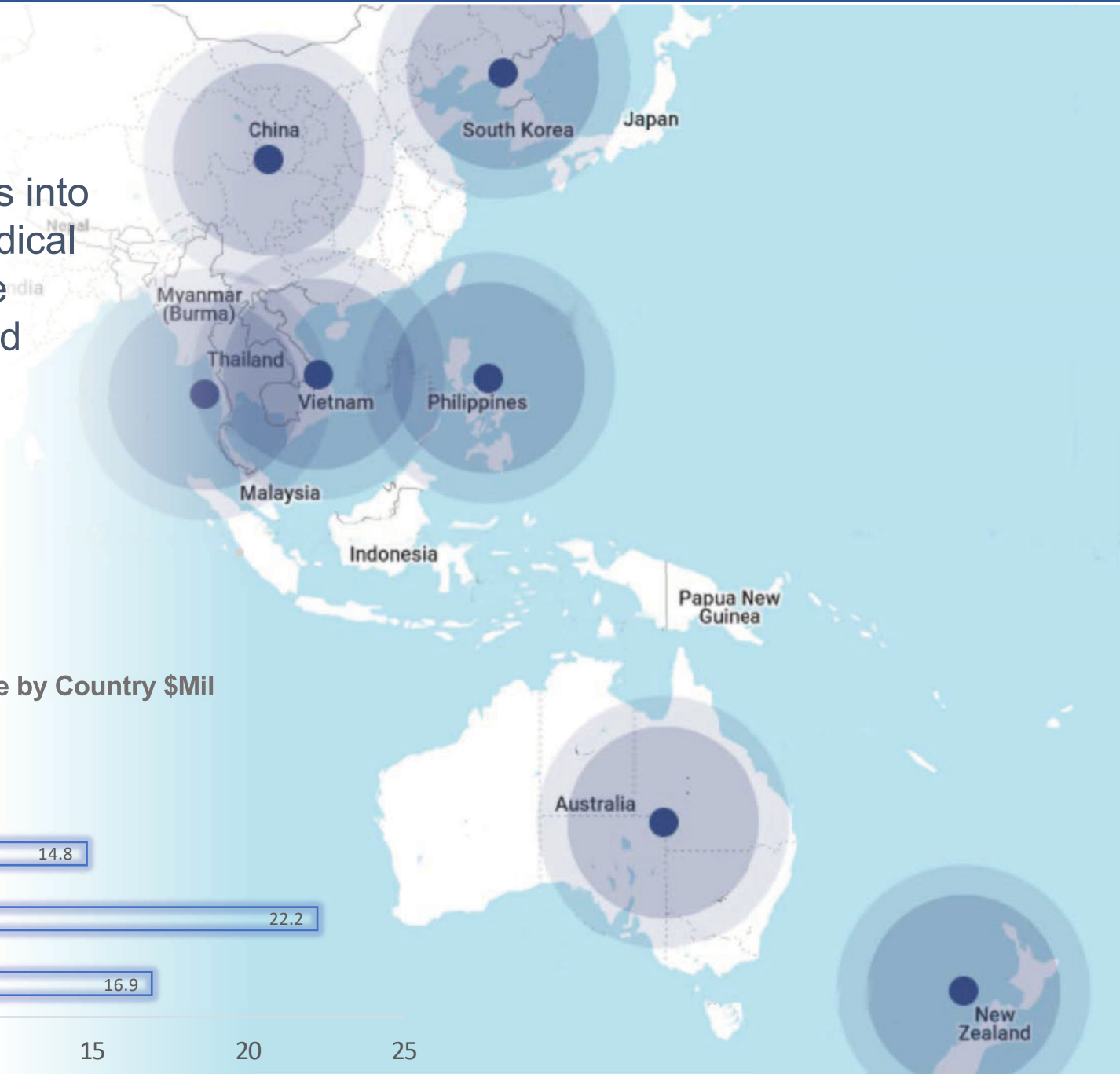
Why Quantum

We are the only Australian based medical equipment distribution business successfully growing a Medical Technology Distribution Platform across Asia

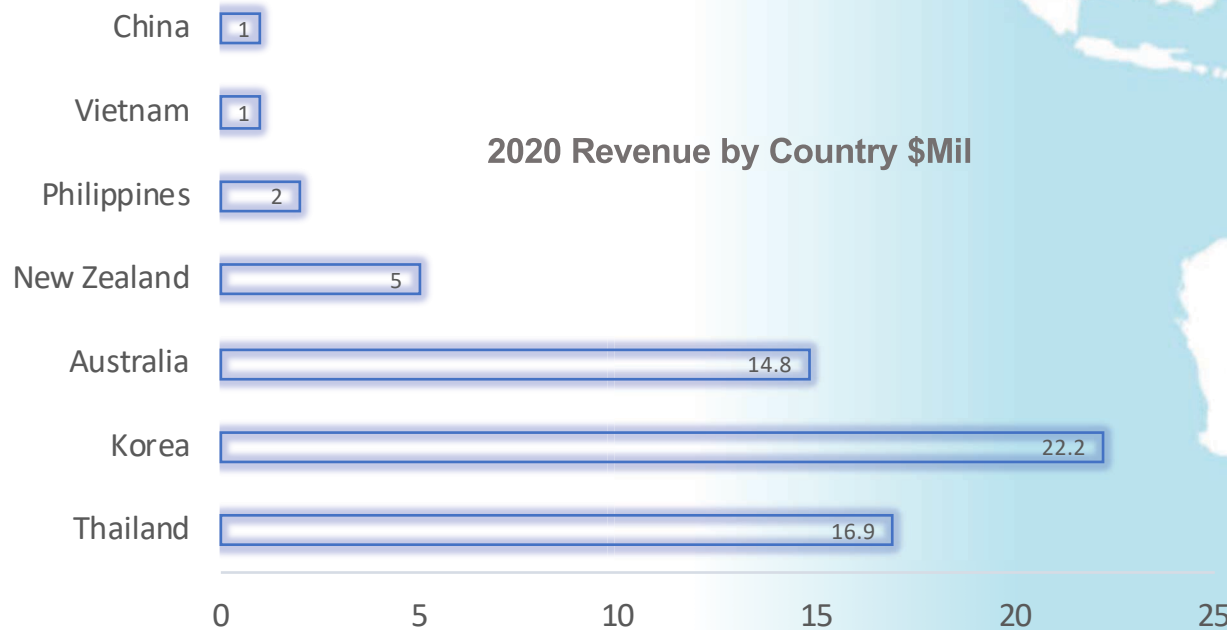


The Asia Opportunity

Quantum has identified and made significant investments into developing its Asia-wide medical distribution platform. We see higher operating margins and better value acquisition opportunities in the region.

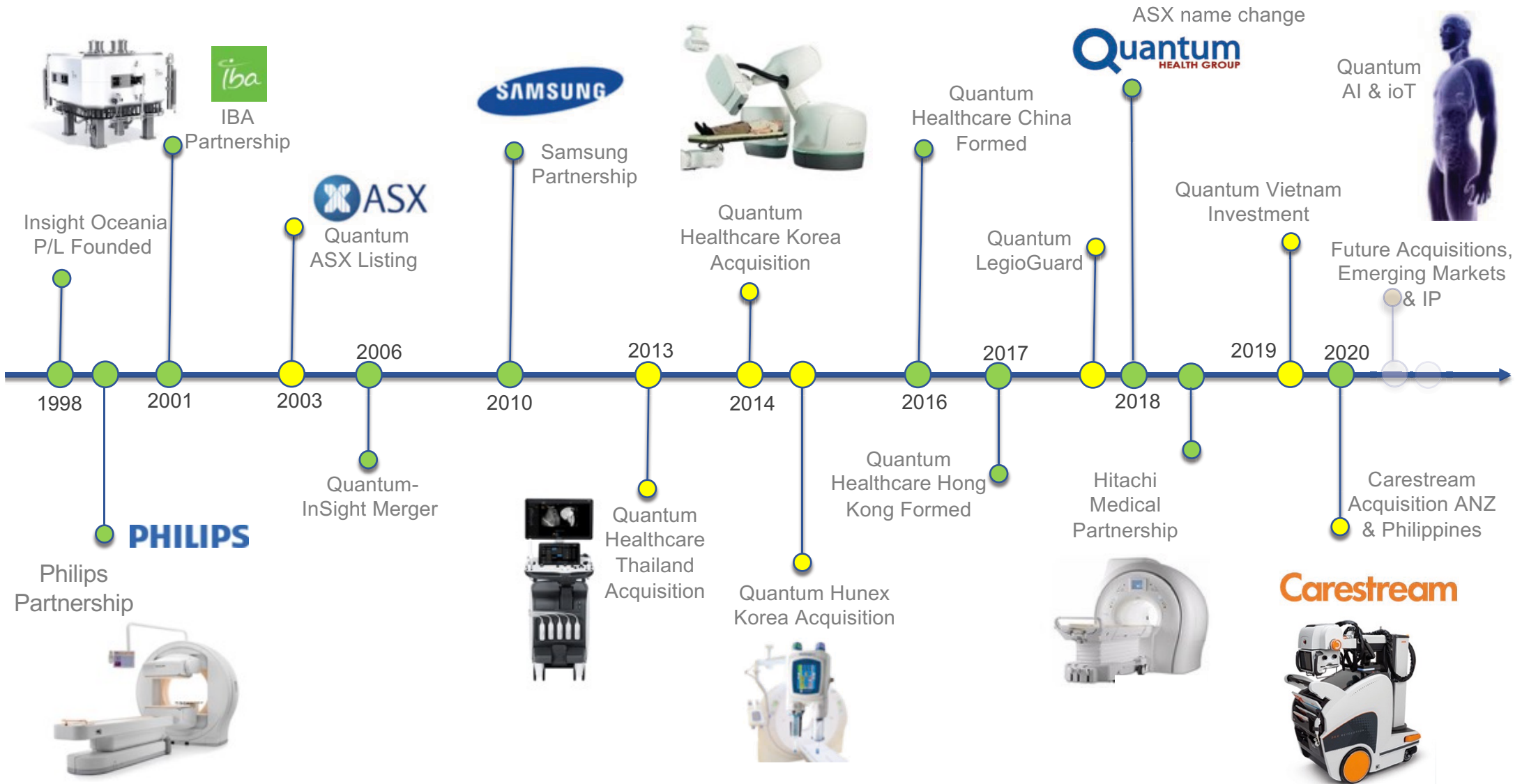


2020 Revenue by Country \$Mil



Business Introduction – Healthcare History

Quantum





John Walstab
Managing Director - CEO
Quantum Health Group

Over 38 years experience in medical imaging equipment distribution across Australia and Asia. Founder of Quantum Healthcare (InSight Oceania Pty Ltd) prior to joining Quantum in 2003 Formerly Managing Director of ATL Australia (Philips Medical Systems Australia) and Managing Director of InSight Oceania Pty Ltd Australia.



Youngchun Kim
CEO Quantum
Healthcare Pty Ltd

MBA (Executive) AGSM 2020. Extensive experience in the SE Asian medical imaging market, prior to joining Quantum in 2012 he was Director Philips molecular imaging, General Manager Philips Korea MI and Product Manager for General Electric-Samsung.



Michael Peters
CFO Quantum Health
Group Limited

Masters of Business, Bachelor of Commerce (Honours), Fellow of Chartered Accountants Australia and New Zealand. Over 30 years' experience including Managing Partner at Peters and Partners, Head of M&A and Lending at ANZ Global Wealth, Head of Corporate Finance at CBA and qualified through Ernst & Young and PWC.



Alan McCarthy
Non-Executive Director
Quantum Health Group

B Bus (Accounting.), MCom in Marketing and Organisational Behavior, CPA. Experience spans public health and private health services across Asia Pacific from more than 30 years, including CEO at Alpenglow Australia and SRG NZ, MD of Philips ANZ, Vice-President at CareFusion, Country Manager ANZ at Cardinal Health and GM of Diagnostic Imaging at Mayne Health/Health Care of Australia.



Drew Townsend
Non-Executive Chairman
Quantum Health Group

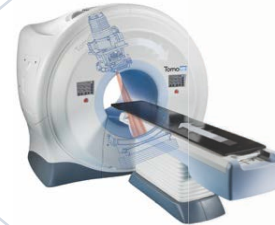
Appointed in 2003, Bachelor of Commerce, Member of the Institute of Company Directors and a Member of Chartered Accountants Australia and New Zealand. Over 28 years' experience in Australian and international accounting and finance. Current Partner of Hall Chadwick Australia.

Carestream

ACCURAY

PHILIPS

HITACHI



Guerbet | 
Contrast for Life



 CLASSYS
Technology for better life

 wellcomet[®]
TECHNOLOGY

Distribution Partners

- Quantum represents leading multi-national manufacturers across Asia.
- We have held long-term distribution agreements with suppliers including Philips, Samsung, Carestream, IBA, Classys and Accuray.
- Quantum is building a first-class medical distribution platform across Asia, we have a strong team of qualified field engineers and clinical support staff.
- Our business strategy has recently expanded to provide equipment and service with a long term renewing rental model.

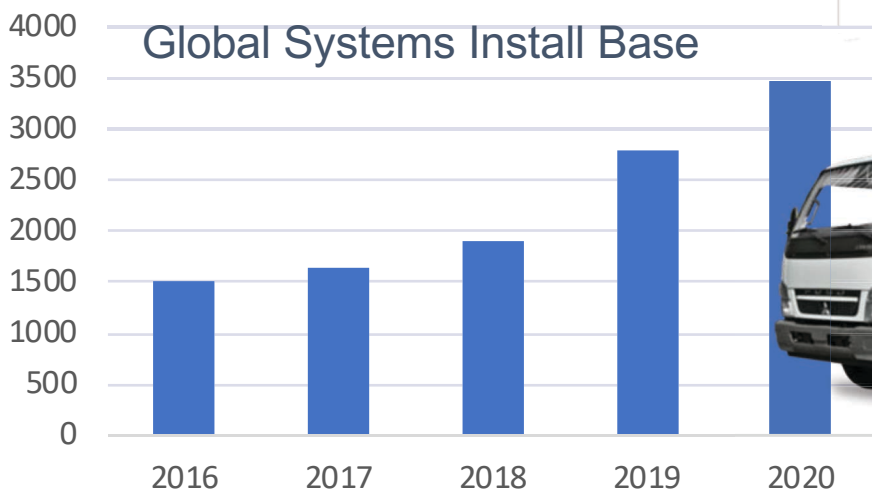
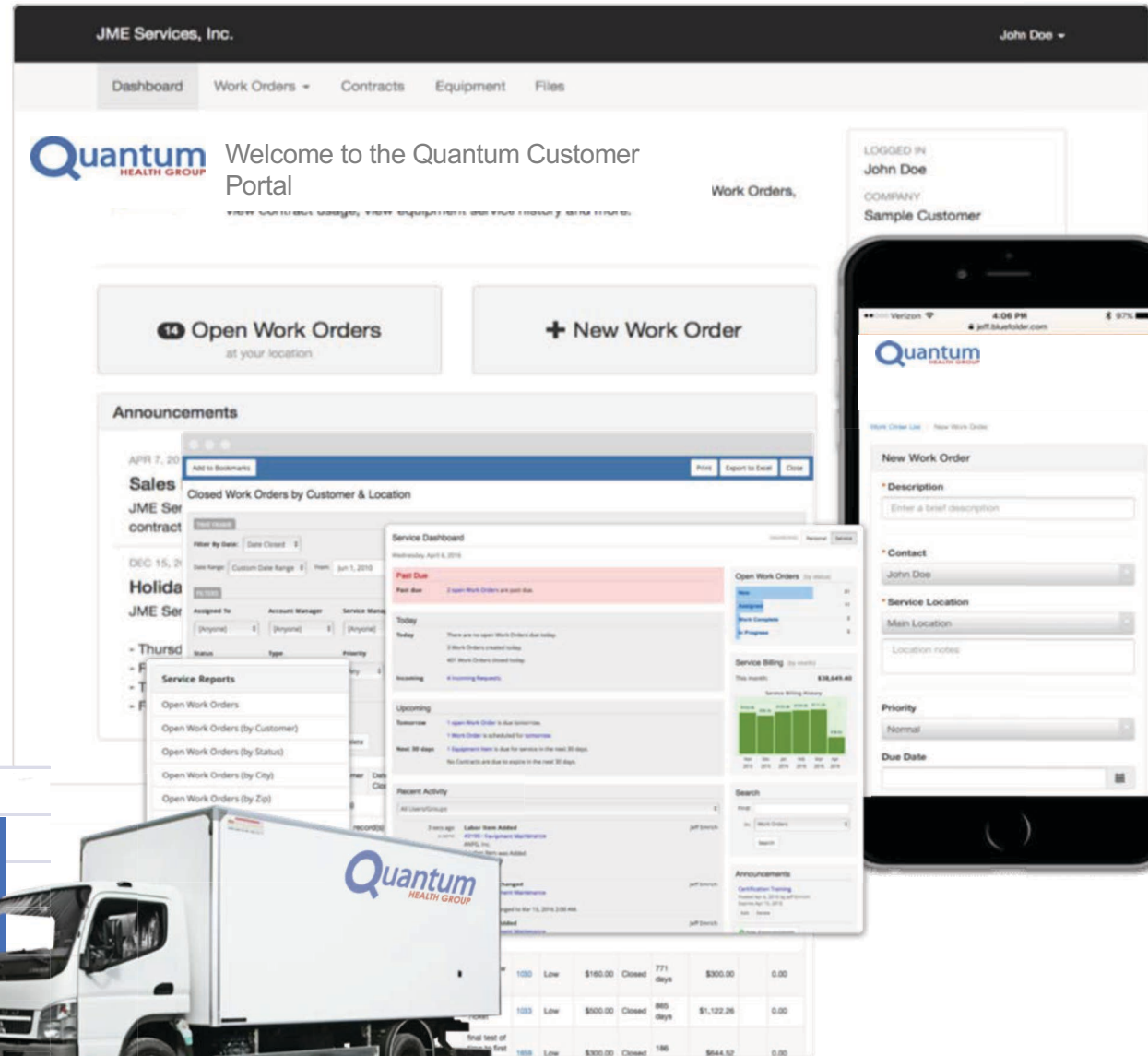
Medical Equipment Service Platform



Quantum's global service business provides high margin, repeat business with high barriers of entry for competition and long term customer retention.

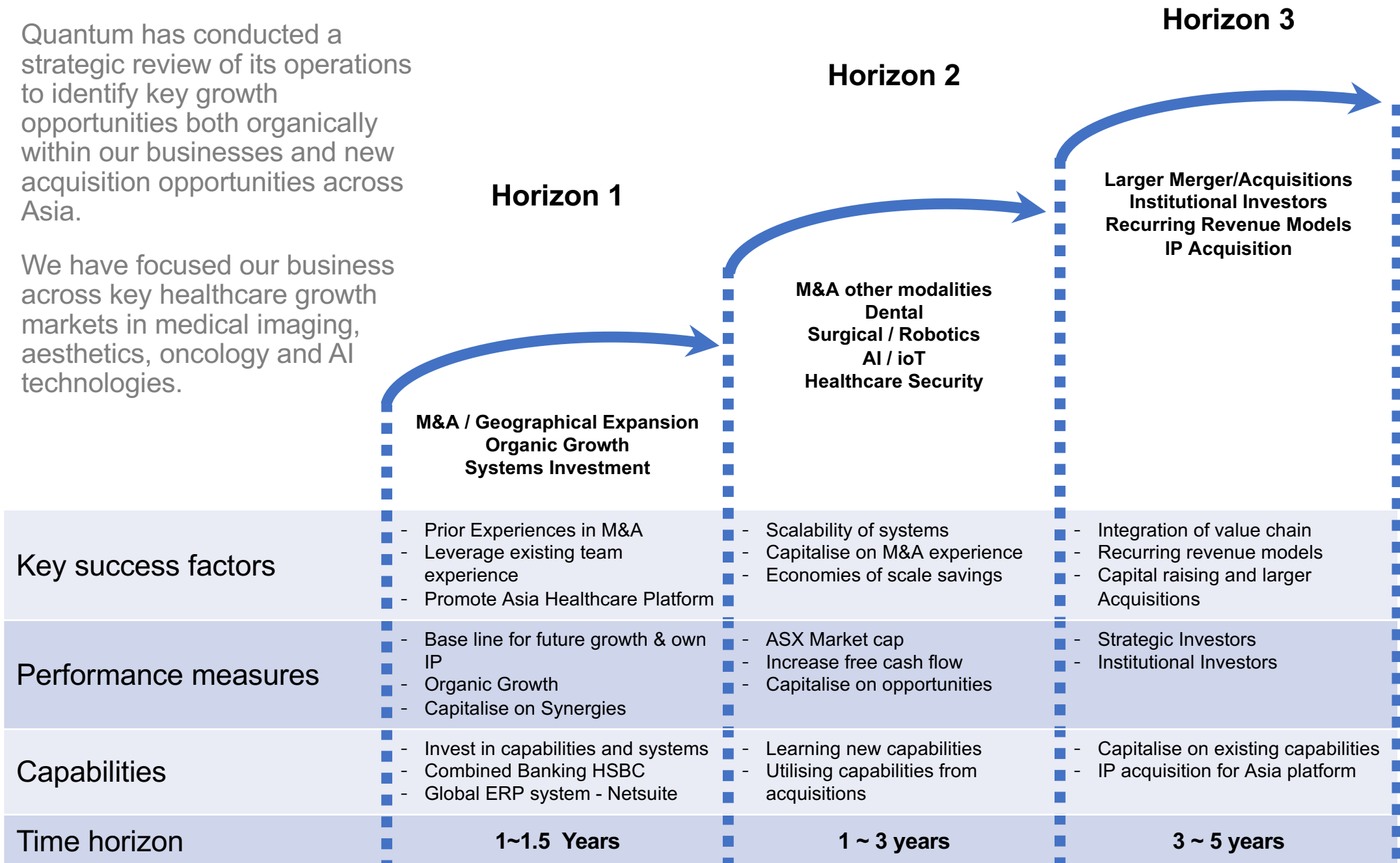
We employ over 65 trained field service engineers with the ability to export this expertise into new markets. Quantum's installed base has grown to over 3,450 medical systems across Asia.

Quantum utilises a cloud based Mobile/Web call center, customer portal and field service management providing first class customer support, service auditing which is being fully integrated to NetSuite ERP.



Quantum has conducted a strategic review of its operations to identify key growth opportunities both organically within our businesses and new acquisition opportunities across Asia.

We have focused our business across key healthcare growth markets in medical imaging, aesthetics, oncology and AI technologies.





Our Unique Focus

Quantum has established itself as a leading healthcare equipment distributor for over 20 years. Our focus into Asia has unlocked substantial growth opportunity in highly profitable, less competitive markets.

Corporate Restructuring

Since 2017 Quantum has embarked on a restructure of its legacy energy business to build a strong Asia-wide healthcare distribution business. In the last three years Quantum has delivered strong profit growth and established a solid platform for future investment and growth.

Future Opportunity

Quantum has long standing relationships with leading global suppliers and customers across Asia, we continue to grow our installed base providing long-term recurring service revenues. Our stronger financial position has created both organic and accretive growth opportunities.

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