

Ramsay Health Care Limited

UBS Australasia Conference

November 2016

Christopher Rex, Managing Director

Ramsay Health Care

50⁺

Over
50 years
experience
in operating
hospitals



Operating
across
6 countries



Admit
over **3 million**
patients p.a.



Ranked in
the **top 5**
private hospital
operators in
the world

The Ramsay network today



223 Hospitals



15 Healthcare & treatment facilities



25,000 Hospital beds



1,150 Operating theatres



38 Emergency departments



4,000 Mental health beds



200 Pharmacies



60,000 employees



Hospitals & facilities



What makes us different?

- Unique global footprint
- High quality hospital portfolio in strategic locations
- Global procurement opportunities
- Comprehensive casemix
- Public/private payer mix
- Superior brand recognition with doctors
- International learnings & benchmarking
- Uncontested market leadership position in Australia

Current Operating Environments

Our current operating environments

Australia

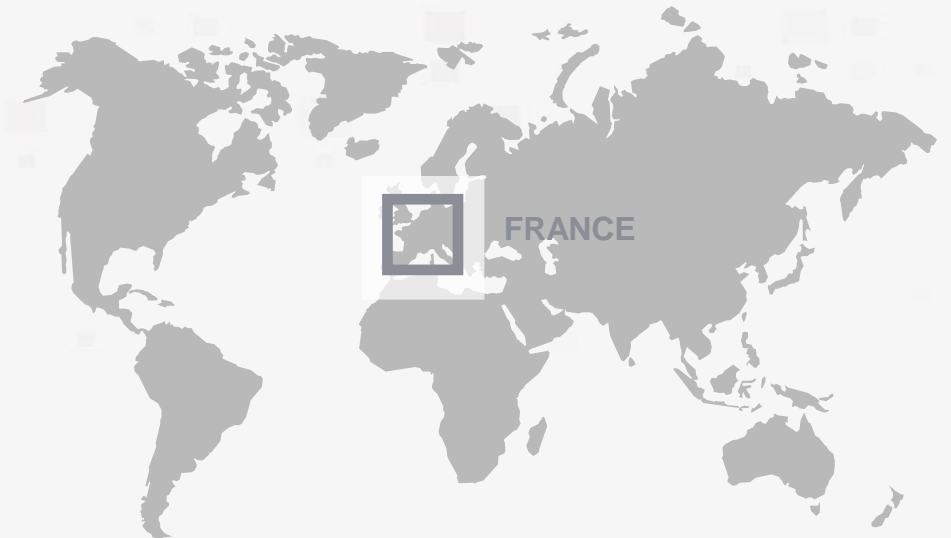
1. Volumes and operations continue to trend upwards as expected due to the ageing and growing population
 - Ramsay's admissions growth remains above industry average reflecting our strong quality portfolio, successful brownfield strategy and casemix
2. Increasing demand for quality services continues to drive brownfield investment in Ramsay facilities
3. Ramsay has finalised contracts with major health funds
4. Federal Government Private Health Sector Committee established –
 - Opportunity to look beyond private health insurance to new funding models eg Medical Savings Accounts
5. Opportunities emerging to provide care beyond the hospital walls eg Pharmacy Strategy



Our current operating environments

France

1. Good volume growth across most major specialties
2. Excellent growth in emergency attendances - up 8% yoy
3. Strong quality portfolio of hospitals - leader in the market
4. Currently a challenging political environment
5. French election set for May 2017



Our current operating environments

United Kingdom

1. Record referrals being achieved through NHS *Choose and Book* to Ramsay facilities
2. Ramsay UK remains leader in NHS referrals
3. NHS over 75% of our patients and growing
4. Brownfield opportunities continue to present
5. Some short term nurse staffing challenges across the industry, causing uplift in agency usage
6. Brexit



Our current operating environments

Asia

1. Continued growth in demand
2. Acquisition multiples remain high
3. China remains an attractive opportunity



Outlook

Outlook

- Demand for healthcare continues to be driven by population ageing, growth and expectations, emerging technology and the rising rate of chronic disease
- We continue to invest in our facilities and our people to ensure that we can meet the expectations of patients and doctors now and into the future
- New and exciting opportunities to care for patients in the community and develop services beyond the hospital walls
- We continue to investigate more opportunities internationally to grow our business, building on the success we have had thus far in the global healthcare marketplace
- Given strong industry fundamentals, continuing implementation of our successful growth strategy and barring unforeseen circumstances, Ramsay reaffirms its guidance for Core NPAT and Core EPS growth of 10% to 12% for FY2017



Ramsay
Health Care

People caring for people



Ramsay
Health Care

People caring for people