

Australian Clinical Labs Limited

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Monday, 23 May 2022

Presentation to Australian Shareholders' Association Conference

Australian Clinical Labs Limited (ASX: ACL) (**ACL** or **Company**) advises that the attached presentation will be made by Melinda McGrath, CEO at the Australian Shareholders' Association Conference later today.

– ENDS –

This announcement was authorised for release to ASX by ACL's Company Secretary.

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About Australian Clinical Labs

ACL is a leading Australian private provider of pathology services. Our 80 NATA accredited laboratories perform a diverse range of pathology tests each year for a range of clients including doctors, specialists, patients, hospitals and corporate clients. ACL is one of the largest private hospital pathology businesses nationally. ACL is focused on its mission of combining talented people, and medical and scientific leadership, with innovative thinking and technologies to empower decision making that saves and improves patients' lives.



Australian Shareholders Association Conference

Melinda McGrath, CEO
and Executive Director

23 May 2022

Agenda

- *Introduction*
- ACL's journey to global best practice
- *Video – a sample's journey*
- *Pathology Innovation*
- *Investment Highlights*



A leading Australian pathology provider targeting global best practice



90+

Hospitals serviced
Leading private
provider in public &
private hospitals



1,329

Approved Collection
Centres



80

NATA accredited
laboratories



31 specialist

skin cancer clinics,
diagnosing **~16%** of
reported melanomas in
Australia in 2020⁽¹⁾



National

presence in all
mainland States



One

National Unified
Pathology System,
linking all labs to one
information system



+4% to 6%

Medicare funded
pathology market
growth between
FY2000 and FY2021



\$674m

Pro forma
revenue in FY21
>\$1 billion
Market Cap

ACL's journey to global best practice for efficiency, lab technology and IT



Highlights	Acquisitions <ul style="list-style-type: none"> • 2015 Healthscope AU Pathology • 2016 St John of God Pathology • 2016 Perth Pathology 	<ul style="list-style-type: none"> • Won several new contracts 	<ul style="list-style-type: none"> • Leaders in service, science, innovation • May 2021: IPO • 2021 Acquired SunDoctors & Medlab
Service	<ul style="list-style-type: none"> • New testing equipment for labs • Improved turnaround times • Investment in support services 	<ul style="list-style-type: none"> • Continuous improvement culture 	<ul style="list-style-type: none"> • Previous investments enabled stable base business & rapid & effective COVID response
Systems & Processes	<ul style="list-style-type: none"> • Refurbished / new central labs • Automated robotic tracks in labs • Tech-enabled systems 	<ul style="list-style-type: none"> • Digitally enabled platforms & tech solutions in collection, data entry & couriers • Increased automation in laboratories 	<ul style="list-style-type: none"> • Continual operational performance improvements
Synergies	<ul style="list-style-type: none"> • Reduced duplication • Maintained operating costs while growing revenue 	<ul style="list-style-type: none"> • Completed national unified pathology system • Improved productivity & efficiencies 	<ul style="list-style-type: none"> • Operating leverage underpins improved EBITDA margins

ACL has been on a journey to excellence through integration, innovation and improved customer experience

Highly automated laboratory



To view video: please [click here](https://youtu.be/4K6cgYePV3g) (<https://youtu.be/4K6cgYePV3g>)

Pathology innovation

Lab Genetics



Advanced new-to-market genetic testing including a non-invasive prenatal DNA-based blood test



Digitisation of pathology reporting and use of algorithmic machine learning to provide clinical decision support AI developmental

Histopathology & Haematology



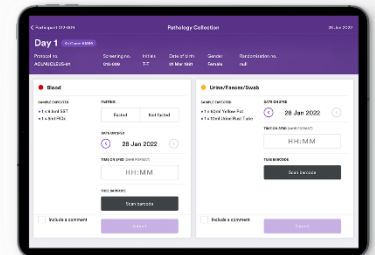
Skin Cancer



Glass slides images are digitally scanned to enable remote pathology analysis and reporting lab developments and AI developmental

Specialised digital technology that supports end-to-end paperless ordering and reporting

Clinical Trials



AUSTRALIAN
Clinicalabs

Investment highlights

- 1 Excluding COVID, Australian pathology is estimated to be a A\$5.8 billion market⁽¹⁾, anticipated to grow between ~4% and ~6% p.a. over the five years to FY2025⁽²⁾
- 2 COVID as an endemic virus expected to grow overall pathology market from pre-COVID levels
- 3 Medlab acquisition forms part of well-defined strategic growth plan and has complementary geographic footprint
- 4 Targeting global best practice levels in terms of efficiency, lab technology and information systems
- 5 Strong balance sheet, cash flow conversion and track record of margin expansion through operating leverage
- 6 Well positioned for future growth via organic opportunities, operational improvements and strategic acquisitions
- 7 Highly experienced management team with a performance-based culture
- 8 ACL has demonstrated a proven track record in integrating acquisitions to deliver shareholder value