

Half Year Report 2017





As at 30 September 2017



PHARMACY





Highlights

Revenues \$166.3m up \$8.5m (5.4%)

Operating profit was \$13.75m up \$1.43m (11.6%)

EBIT Margin has increased from 7.8% to 8.3%

Future Focus

Continued health services development

Working with our supply partners and members to strengthen our core retail disciplines

Development of digital and personalised channels including e-commerce

kia ora, welcome

please see n



 the doctors
te whare hāpara

coming for you
today

DR LAURA GELING
DR ROE WALKER

PAULA REDDIF RP

JANA BROOKING
RADIOTHERAPY

NURSE JO TURNBULL

AHUA TE HAU

CAROLINE THOMPSON RN

MEDICAL





Highlights

- Patient numbers increased by 5.4% to 220,200
- Medical Centre operating earnings increase 36%
- Two new Medical Centres joined the Group

Future Focus

- Growth through acquisition
(full year investment projection \$8-\$10m)
Includes medical acquisitions in key geographical areas, co-located with pharmacies where feasible
- Improve performance through practice leadership
- Win contracts for the delivery of targeted services



COMMUNITY HEALTH



Supporting the strategy of **live well, stay well, get well** for all New Zealanders



Specialist nursing services through Total Care Health



166
community nurses



Clinical staff including qualified nurses, occupational therapists & physiotherapists



20,900
clients

3,700
support workers



Highlights

Won 50% of the Nelson Marlborough DHB contract

Increases in ACC and Nursing Services revenue

Operating Profit \$1.30m up 11.2%

Support worker staff turnover from 29% to 21%

Future Focus

Maximise benefits of a Regularised Workforce

Grow District Nursing and Serious Injury services

Employ IT solutions to deliver improved workforce efficiency and patient outcomes

Grow profit through operational improvement and new business



13.5%

increase to underlying
shareholder earnings

11.6%

increase in pharmacy
operating profit to \$13.75m



6.4%

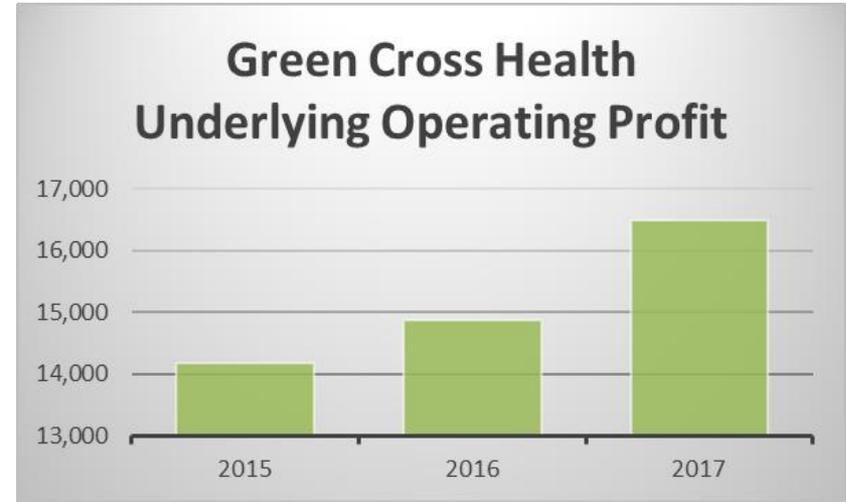
growth in medical
centre patient
numbers to 220,200

11.2%

increase in underlying
earnings per share to
6.25 cents

Financial Health

Group Revenue and Profit



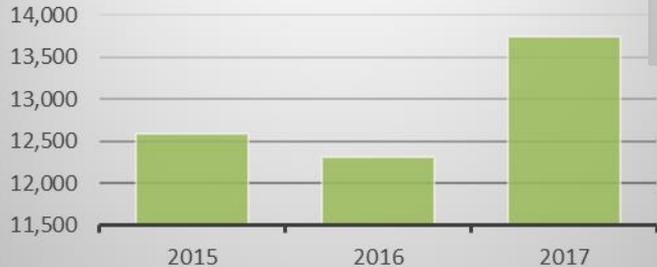
H1 2016 to 2017

- 6.9% Revenue Growth
- 10.8% Underlying Operating Profit Growth

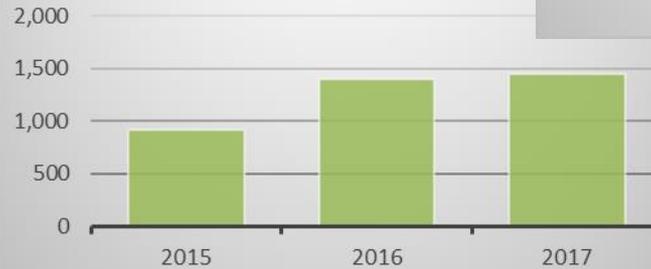


Profitability by Division

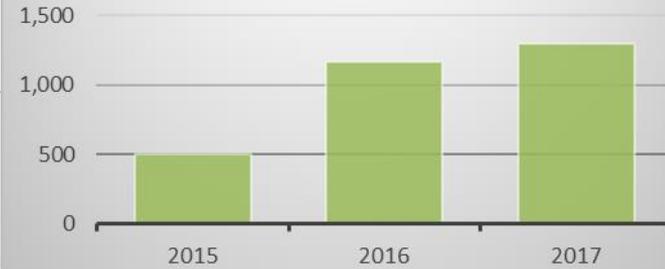
Pharmacy Operating Profit



Medical Operating Profit



Community Health Operating Profit



H1 YoY

- 11.6% Pharmacy Operating Profit Growth
- 3.6% Medical Operating Profit Growth
- 11.2% Community Health Operating Profit Growth

Cashflow, EPS & Dividend

- Net cash inflow from operating activities was \$17.3m versus \$6.8m
- Earnings per share increased 11.2% to 6.25 cents on underlying earnings (excluding 2016 fair value gain)
- Fully imputed interim dividend of 3.5 cents per share to shareholders on the register as at 5pm on 11 December 2017. The dividend will be paid on 22 December 2017. The dividend reinvestment plan is available to shareholders.



GXH | GREEN CROSS HEALTH | 2017 Interim Report

