



ParagonCare

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## Euroz Hartleys Healthcare Forum

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ASX : PGC

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# Paragon Care Group overview

ParagonCare

## Paragon Care (PGC)

- Australian based / established in 2008
- Mainly focused on sale of medical equipment and devices along with related consumables and maintenance support
- Long term relationships with >100 manufacturers globally
- Unique end to end capability across AsiaPac
- Also own standalone business manufacturing and supplying Red Cell Diagnostic Products
- Access to Asian markets and expanded OEM opportunities via Quantum merger



Devices



Diagnostics



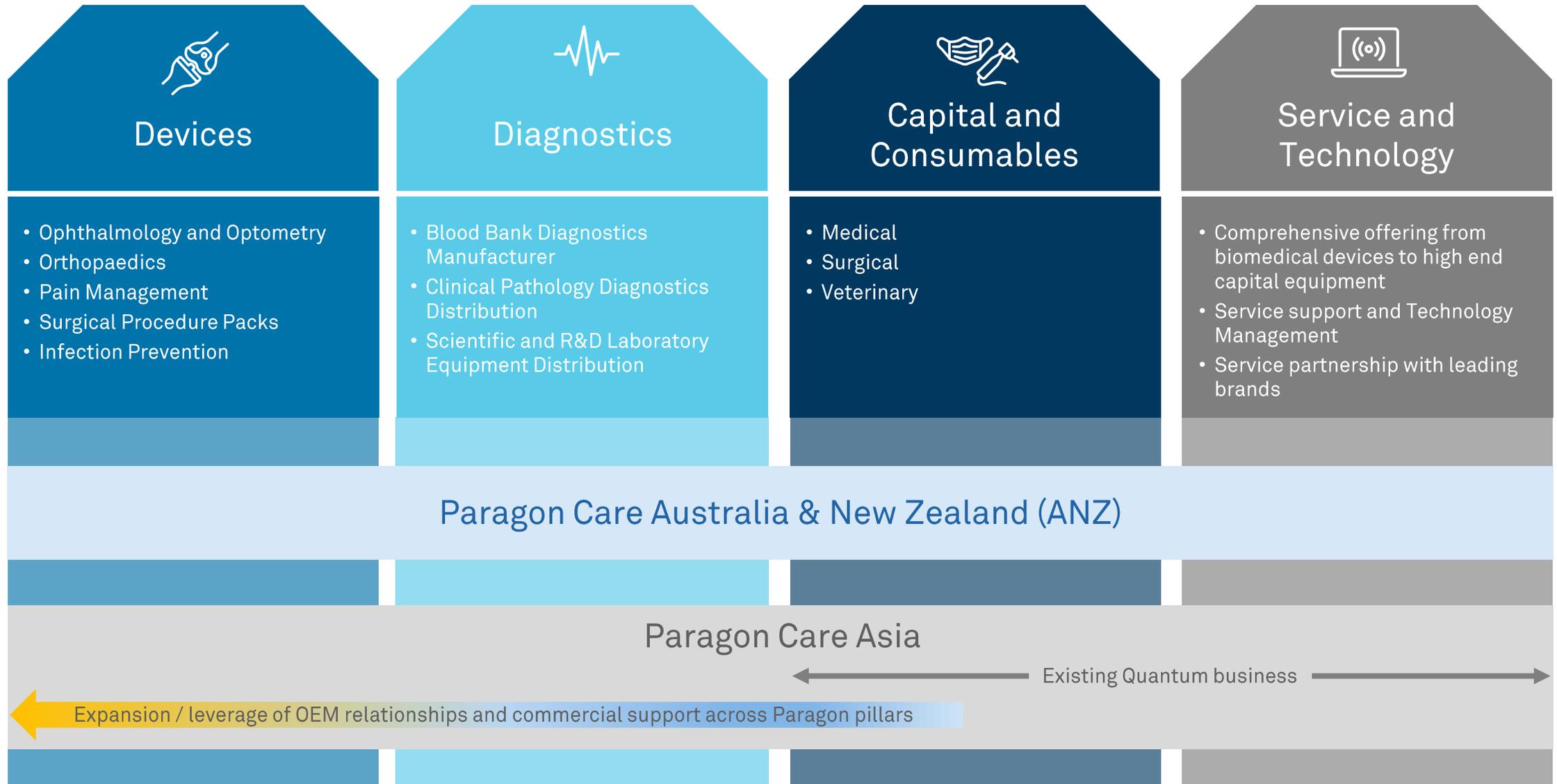
Capital & Consumables



Service & Technology



# Business Structure to support growth



# A financial snapshot of Paragon Care

**A\$248m**

FY22  
Revenue

- Forecast to grow to c.A\$320m in FY23

**A\$30.2m**

FY22  
Underlying EBITDA

- Expect to grow by 30% in FY23

**c.A\$200m**

Current market  
capitalisation

- Listed on ASX in 2008

**Ambitious  
growth  
strategy**

- Targeting A\$100m EBITDA by FY26 through a combination of organic growth and more targeted M&A activity

# Strategy – ‘the Light on the Hill’

*“Empowering healthcare”*

A\$100m EBITDA per annum  
within 3-5 years  
(A\$1 bn market cap)

Proactive bias for  
high quality earnings  
*(sustainable / higher margin)*

## Organic growth

- based on strategic plans by pillar
- supported by improved execution

## M&A growth

- targeted at fewer / larger opportunities
- more tightly aligned to strategy

## ENABLEMENT

Growth mindset

Clear strategies by pillar

Comms to engage stakeholders (including team members)

Enhanced business reporting

Proactive people assessment / upskilling

Project visibility / execution capability

# Existing footprint provides a strong platform for further ANZ growth



## ~20 locations

Sales and distribution network to support our customers

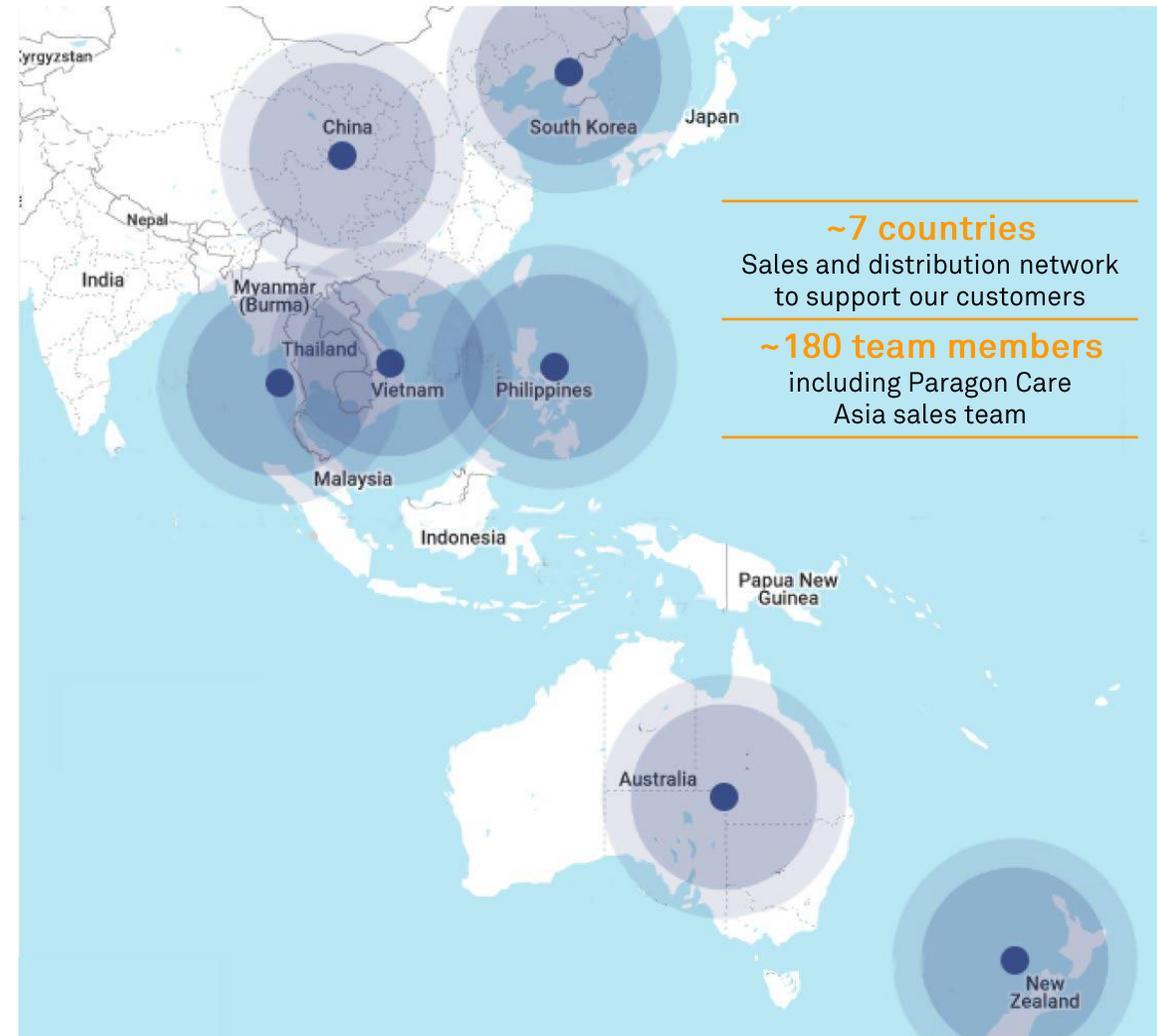
## ~150 team members

Paragon Care sales team

World class manufacturing facilities in Melbourne for Immulab Red Cell Diagnostic Products

# Growing distribution network across Asia

- Paragon Care Asia (previously Quantum) already has a presence in Thailand, Korea, Philippines, China, Vietnam and New Zealand
- Target markets beyond this include Japan, Indonesia and Singapore
- A three-pronged strategy:
  - leveraging existing supplier partnerships (Paragon for Quantum and vice versa)
  - attracting new supplier relationships on the basis of a comprehensive AsiaPac footprint
  - supporting Immulab push into Asia



## Clarity around strategy and improved execution

- The “light on the hill” provides clear context for PGC activities over the next 3-5 years
- The current focus for the pillars is to develop their own strategic plan which then supports a more actionable growth path beyond FY23
- This will generate a stronger and more executable pipeline of growth, with a conscious bias towards high quality earnings rather than revenue growth per se
- A further update will be provided at the 1H FY23 results (22 February 2023)

## Earnings outlook

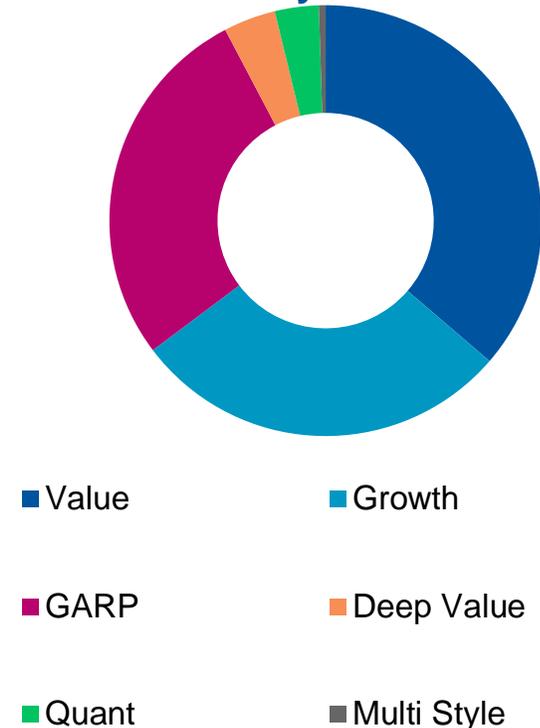
- For FY23 we expect growth in Underlying EBITDA around 30% driven by the full year impact of Quantum and SMS and organic growth of around 5%-10% (weighted more towards the second half)
- Beyond this PGC expects to have accelerated growth beyond 10% per annum (excluding acquisitions)
- This comes from a broad range of growth initiatives across the pillars in both ANZ and Asia

## Register Analysis

- Key shareholders are mainly ex-founders of previously acquired businesses (includes John Walstab, Quantum Healthcare ~ 19%)
- Directors & Employees ~ 20% (excluding John Walstab)
- Institutional investors ~16%

PGC appeals to both value and growth investors

Institutional investment styles





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Thank You

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