

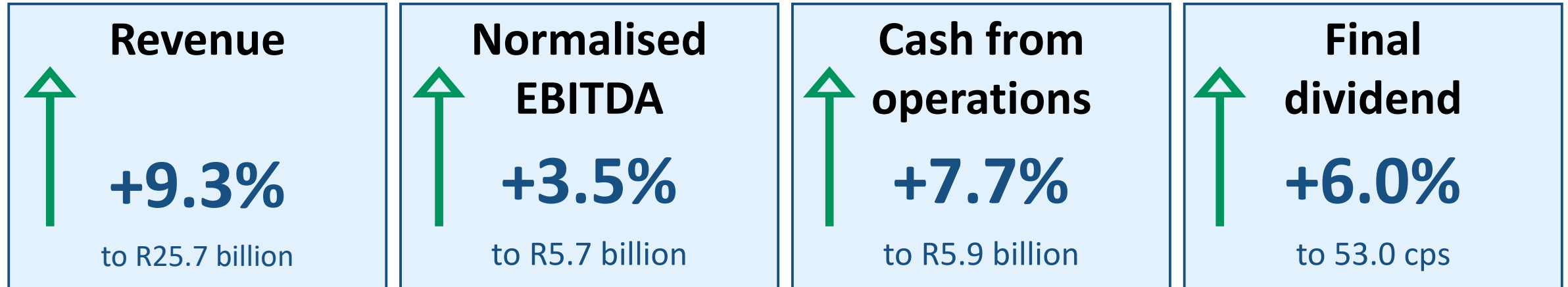


## **GROUP RESULTS**

**FOR THE YEAR ENDED  
30 SEPTEMBER 2019,  
CASH DIVIDEND DECLARATION  
AND TRADING STATEMENT**

# Group Overview

*Excellent revenue growth and investments in programmes to target sustainable future margins*



Max Healthcare Institute Limited (Max) disposal completed  
Net proceeds of R3.8 billion utilised to reduce debt levels

Strong H2 FY2019 operational performance in southern Africa (SA)

Good progress on imaging expansion into SA

3.2% of normalised EBITDA invested in growth initiatives

# Our Vision

To be a market-leading, international, diversified healthcare provider

- 

**Global healthcare provider with a dual strategy** offering an integrated healthcare model in southern Africa and diagnostic imaging internationally
- 

**Diversified offering** with a growing share of revenue and earnings from non-acute sources
- 

Focus on **clinical excellence** and build an **analytics-led, technologically driven** group, across all markets and businesses

## GROWTH



Continue to grow our southern Africa business while establishing a sizeable international business, and diversify our sources of revenue

## EFFICIENCY



Deliver cost-effective care through efficient, optimal utilisation of processes, information, technology, research, innovation and other resources

## QUALITY



Deliver market-leading quality care

## SUSTAINABILITY



Effectively engage with our stakeholders to ensure our long-term sustainability

### Life Healthcare SA

- Strong growth in revenue across acute, complementary and healthcare services businesses
- Revenue growth largely driven by:
  - good paid patient days (PPDs) growth in H2 FY2019: 1.8%
  - positive case mix change, resulting in a revenue/PPD: 5.8%
- Invested R124 million in operational efficiency programmes that started to deliver benefits in FY2019 with further benefits to accrue in FY2020 onwards
- Excellent cost management in H2 FY2019 assisted in maintaining margins
- Consistent quality scores with an improvement in patient safety adverse events

### Alliance Medical Group Limited (Alliance Medical)

- Margin improvement in PET-CT wave 1 due to operational leverage
- Implementation plans for PET-CT wave 2 on track
- Short-term supply issues in radiopharmacy division negatively impacted normalised EBITDA by approximately GBP3.5 million in FY2019
- Italy and Ireland delivering excellent results

### Scanned

- The Group is exploring strategic options to potentially exit the business

### Growth initiatives

- Build out of a diagnostic imaging services business in SA is progressing according to plan
- Expansion across the continuum of care is progressing well, highlighted by the launch of a partnership with a large retailer to test the outpatient model in some of their stores
- Life Molecular Imaging (LMI) delivered a solid performance and progress is being made on growing the sales pipeline. Positive outlook following Biogen announcement of the success with a disease modifying drug and the filing with FDA for approval
- The establishment of an advanced data analytic environment and capability is moving forward

### Max

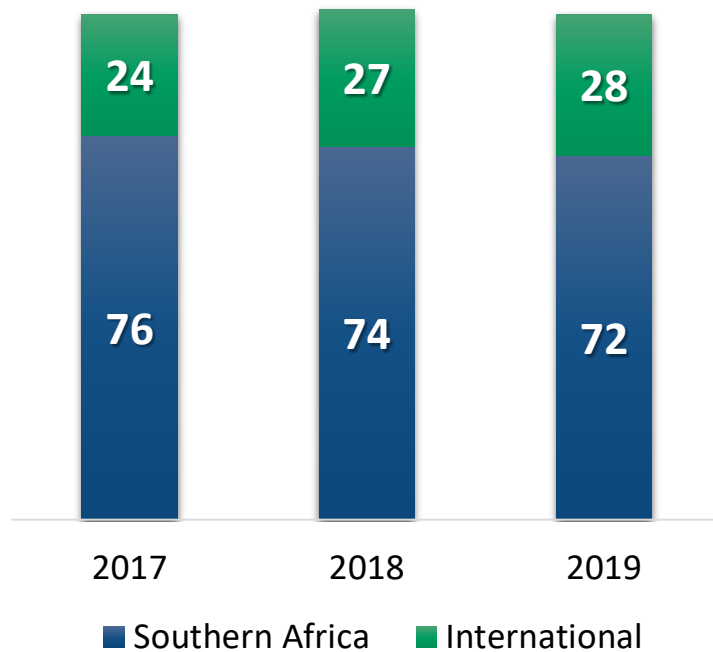
- Transaction closed in mid-June and net proceeds of R3.8 billion utilised to reduce debt levels

# 2019 | Group Overview

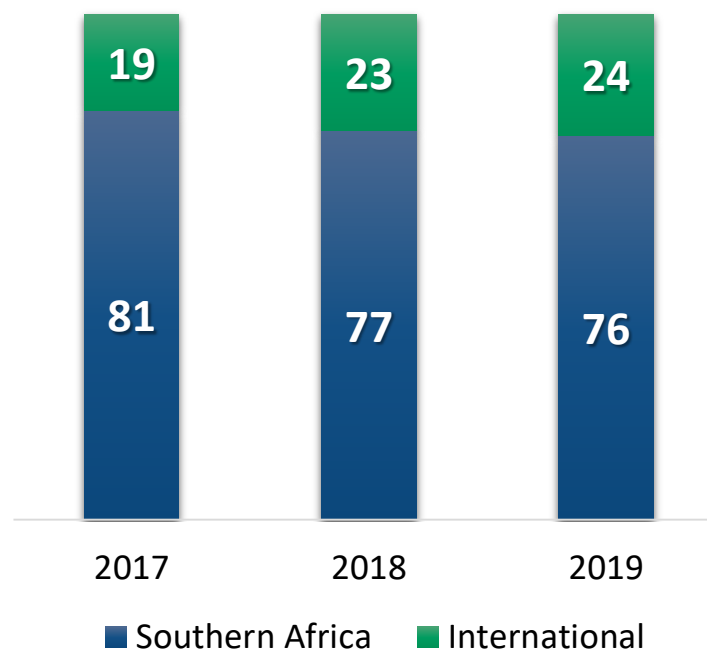
Group diversification

Continued progress made on the implementation of diversifying across business lines and territories

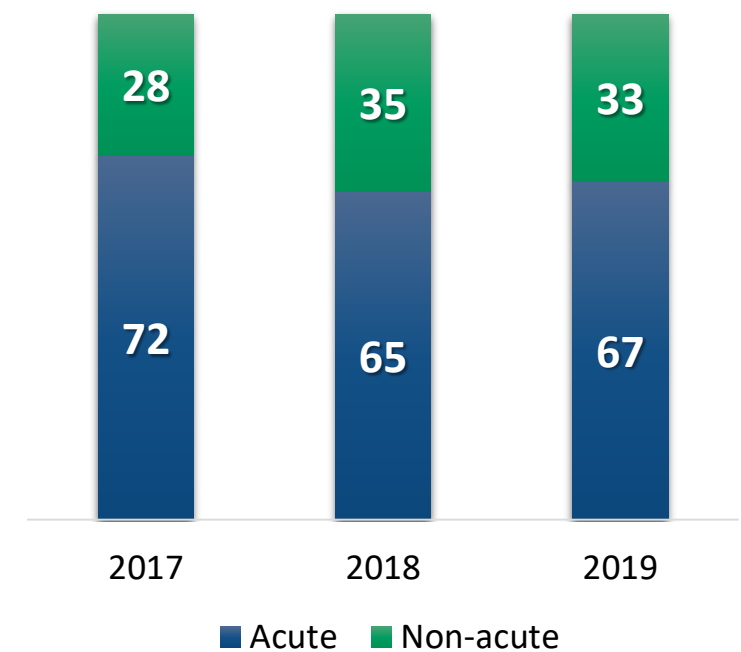
### Revenue (%)



### Normalised EBITDA (%)



### Acute vs non-acute revenue (%)



### International

#### Operational excellence

- Investment in analytics and management information supporting a number of multi-site cost initiatives including staffing models, cost management and capacity improvements

#### Integration

- Move towards shared services within northern Europe (NE)
- Financial services moving to one common platform
- Standardisation of operational processes

#### People

- Standardisation of human resource processes in line with Group
- Performance and talent management launched

#### Procurement

- Multi-year Group procurement launched, commencing with high value products
- Asset utilisation programme

### Southern Africa

#### DOMINO: sustainable clinical excellence

- Launched end of FY2018 - focus on delivering sustainable clinical excellence
- DOMINO works along five integrated dimensions: nursing excellence, quality efficient care, capital investments, hospitality services and IT

#### Nursing excellence

- Aims to deliver continuous improvement in nursing cost management
- Initiative was launched in February 2019 contributing to improved nursing efficiency in H2 FY2019

#### Quality efficient care

- Our quality efficient care initiative focuses on reducing the cost per event through formulary compliance and utilisation management

#### Capital investments

- This initiative focuses on optimising capex spend over the useful life of our asset portfolio

HIGHLIGHTS TO DATE

	MARKET SIZE	GROWTH OPPORTUNITY
Southern Africa	<b>Insured market</b>	8.9 million lives
	<b>Uninsured market</b>	11 million to 13 million employed but uninsured lives
		<b>Complementary services</b>
		<ul style="list-style-type: none"><li>• Fastest growing segment of the SA business – 14.7% CAGR over past four years</li><li>• Future growth through the geographic expansion of acute rehabilitation, renal dialysis and select mental health facilities</li><li>• FY2019 - 80 mental health beds and 11 renal stations added. Acute rehabilitation occupancies at 81%</li></ul>
		<b>Imaging</b>
		<ul style="list-style-type: none"><li>• Opportunity to share in R8.5 billion of private sector spend for imaging services – initially targeting R2 billion – R2.5 billion of radiology spend in Life Healthcare facilities over the next three to four years</li><li>• Well positioned due to Alliance Medical expertise, scale in procurement, best practice clinical protocols and operational efficiency</li></ul>
		<b>New outpatient models</b>
		<ul style="list-style-type: none"><li>• Excellent learnings from pilot site, with proven ability to operate a low cost, efficient, high-quality service</li><li>• Roll-out of retail partnership pilot to facilitate geographic expansion</li></ul>
		<b>Imaging</b>
		<ul style="list-style-type: none"><li>• Exploring opportunities to provide imaging service to the public sector</li></ul>

**THE GROUP WILL INVEST FURTHER INTO ITS GROWTH INITIATIVES**





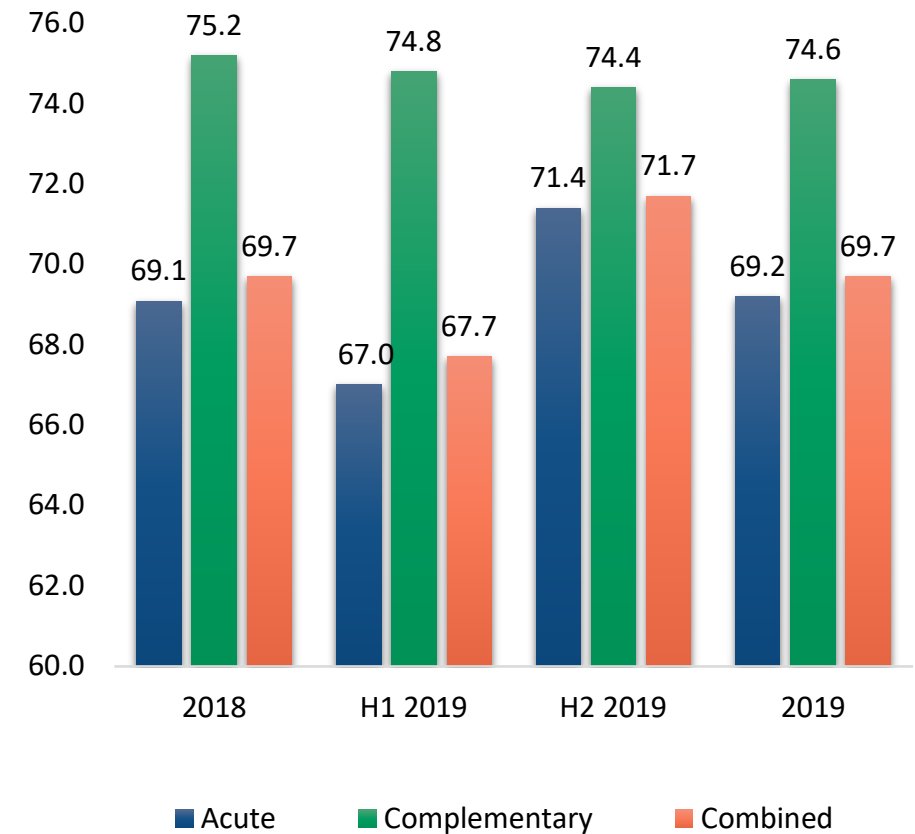
**Operational Review**  
Southern Africa  
*Shrey Viranna | Group CEO*

# Southern Africa

## Business overview

	Acute hospitals	Complementary services	Healthcare services
<b>Proportion of SA revenue</b>	<b>R16 152 million</b> <b>87.4%</b>	<b>R1 061 million</b> <b>5.8%</b>	<b>R1 259 million</b> <b>6.8%</b>
<b>Four-year revenue CAGR</b>	<b>6.6%</b>	<b>14.7%</b>	<b>9.8%</b>
<b>Facility overview</b>	<b>49 acute hospitals</b> 8 225 beds 588 000 admissions 2 035 854 PPDs 316 000 theatre cases 30 500 births 15 600 cathlab cases	16 500 admissions 233 902 PPDs <b>7 acute rehabilitation units</b> 319 beds <b>9 mental health units</b> 592 beds <b>26 renal dialysis units</b> 329 stations <b>5 oncology units</b>	<b>10 PPP facilities</b> 3 119 beds 1 054 000 PPDs <b>310 occupational health sites</b> 211 000 lives <b>81 wellness sites</b> 383 000 lives
<b>Capacity growth year-on-year</b>	<b>+49 active beds</b>	<b>+80 mental health active beds</b> <b>+11 renal dialysis stations</b>	<b>+9 occupational health sites</b> <b>+1 wellness site</b>

### Occupancy (%)



# Southern Africa

*Business review: good overall performance on the back of an excellent H2*

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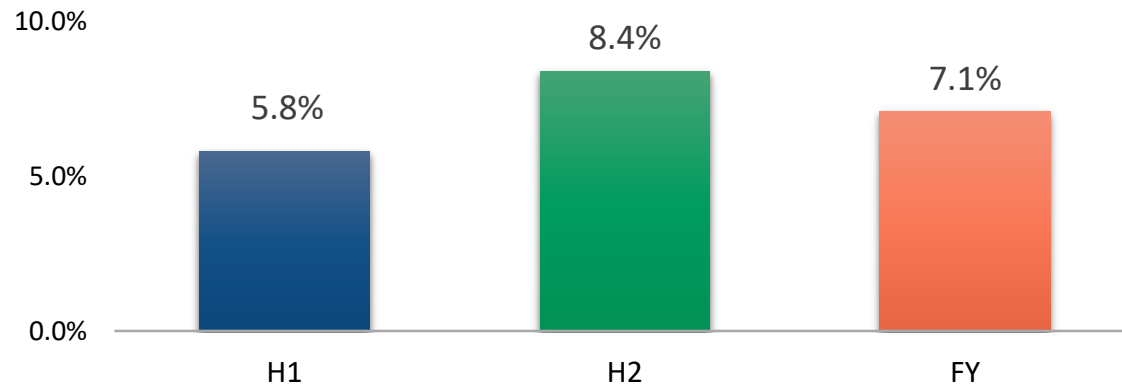
	2019	2018	% change
PPD growth	0.8%	1.1%	
Revenue (R'm)	18 472	17 240	7.1
Normalised EBITDA (R'm)	4 402	4 289	2.6
Operations EBITDA (R'm)	5 373	5 052	6.4
Corporate costs (R'm)	(971)	(763)	(27.3)
Normalised EBITDA margin	23.8%	24.9%	

- PPD growth driven by strong growth in H2 FY2019 of 1.8%
- Good revenue per PPD growth of 5.8% driven by:
  - a 4.8% tariff increase
  - a positive 1.0% case mix shift. The positive case mix shift was driven by increased surgical acuity and solid growth in cathlab cases and births
- Operations EBITDA margin increased to 29.5% in H2 FY2019 (H2 FY2018: 29.3%)
- Corporate consists of head office costs and central support services. Included in the current financial year are investments in efficiency programmes of R124 million. Excluding these investments, the normalised EBITDA margin for the year was 24.5% and the growth in corporate on last year was 11.0%

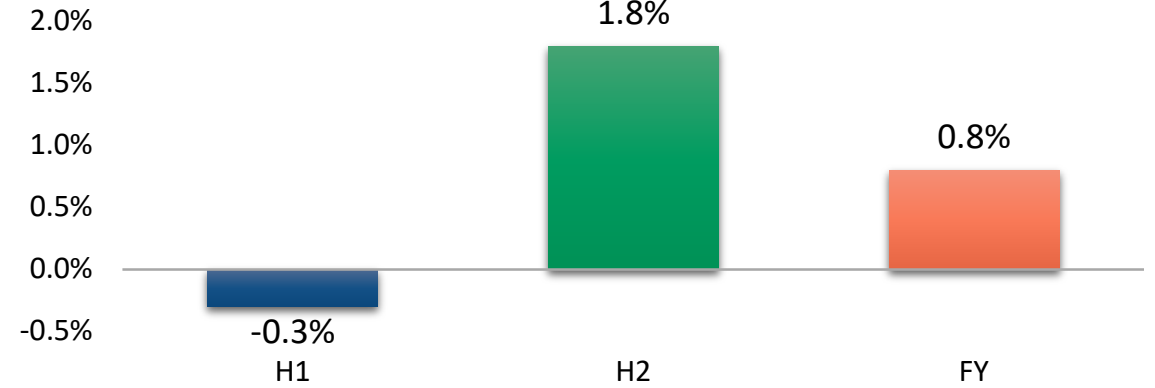
# Southern Africa

## Business review: operational trends

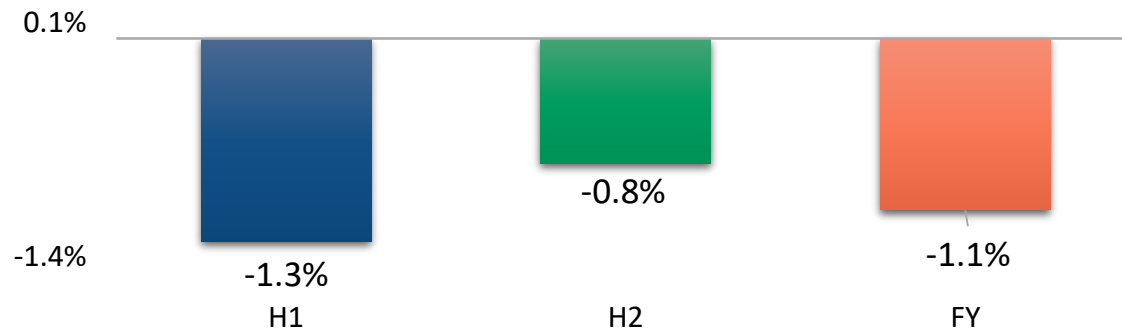
### Revenue growth rate: 2018 - 2019



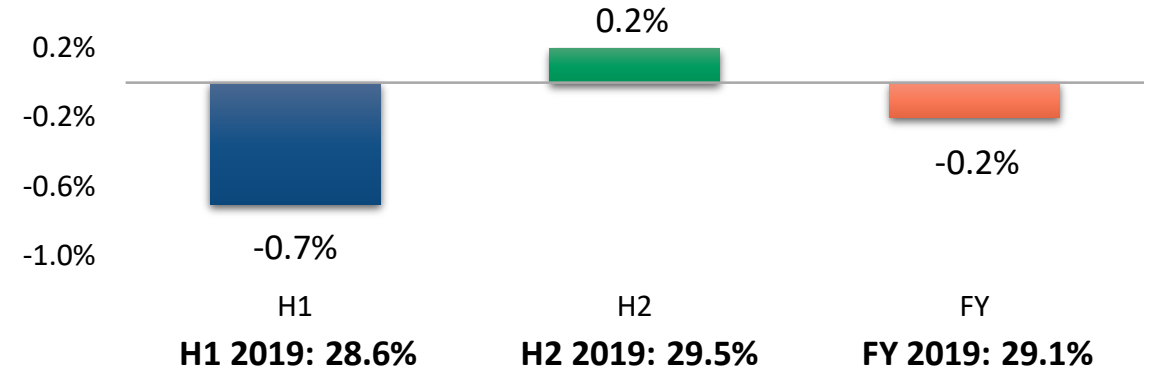
### PPD growth rate: 2018 - 2019



### Normalised EBITDA margin: 2019 - 2018



### Normalised operations EBITDA\* margin: 2019 - 2018

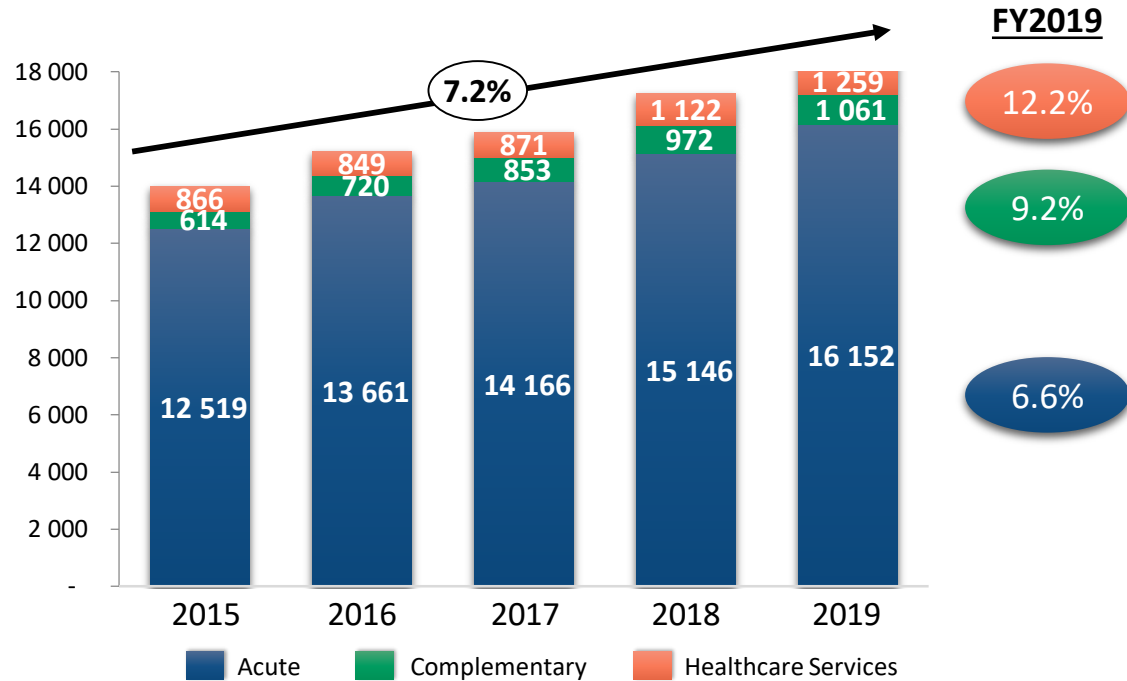


\* Normalised operations EBITDA excludes corporate costs

# Southern Africa

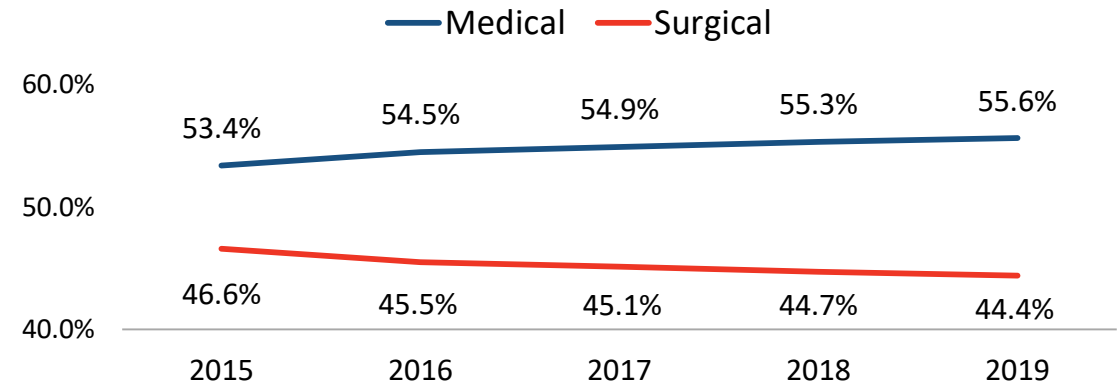
## Business review: medical / surgical trend

Revenue R'm

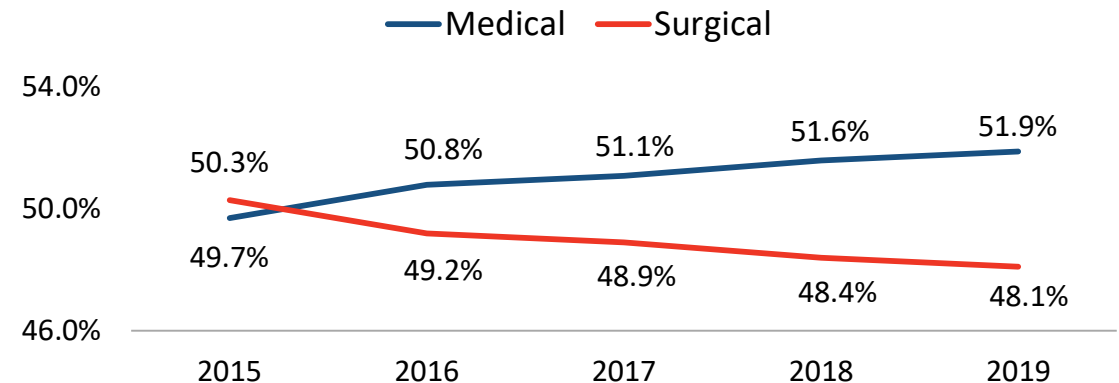


- 14.7% CAGR in complementary services over past four years
- Continued growth in medical cases on the back of complementary growth and growth within the acute business

Total medical / surgical split as a % of PPDs



Acute medical / surgical split as a % of PPDs

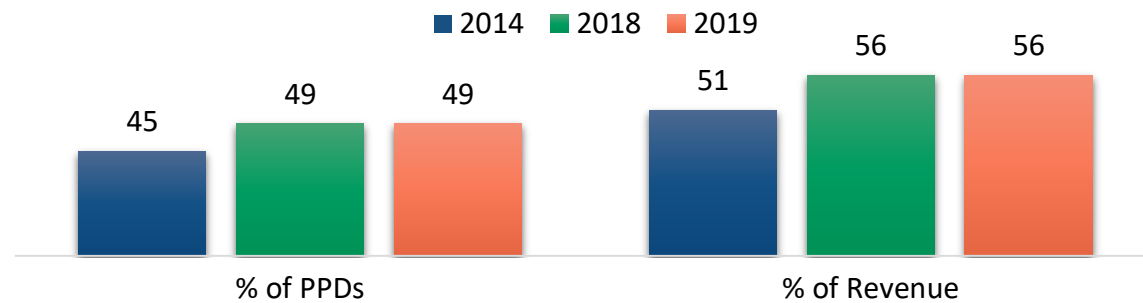


# Southern Africa

Market dynamics frame the opportunity for growth in our acute business

## Ageing

% PPDs/revenue from patients aged 50+



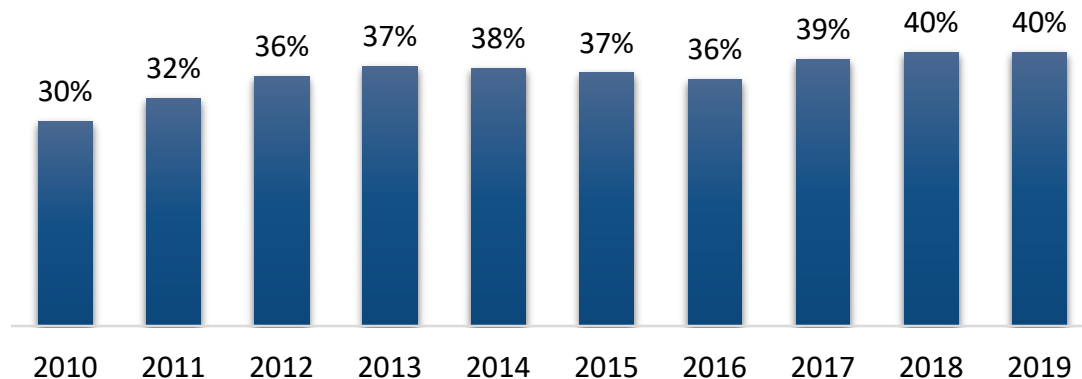
## Implications

- Increasing proportion of PPDs and revenue come from patients above 50 years of age

	% Difference
LOS differential patients >50 years vs <50 years	+40%
Revenue / admission differential patients >50 years vs <50 years	+80%

## Chronic disease

■ % of admissions



- The increasing proportion of admissions that come from patients with chronic diseases have reached a stable level over the recent years

	2019	2018	2014
% of admissions: chronic	40%	40%	38%
% of revenue: chronic	55%	55%	53%

# Southern Africa

## *Business review: capex*

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R'm	2019	2018	2017
<b>Total SA capex</b>	<b>1 008</b>	<b>1 278</b>	<b>1 296</b>
Growth	279	411	609
Property acquisitions	-	166	-
Maintenance	729	701	687
<i>Maintenance capex as % of revenue</i>	<b>3.9%</b>	4.1%	4.3%

# Quality

*Continued focus on quality outcomes and patient experience*

	2019	2018	Measure
<b>Patient experience - inpatient</b>	<b>8.4</b>	8.4	
<b>Healthcare associated infection (HAI)</b>	<b>0.41</b>	0.41	Per 1 000 PPDs
<b>Patient safety adverse events</b>	<b>2.44</b>	2.68	Per 1 000 PPDs
<b>Rehabilitation outcome measures</b>	<b>0.84</b>	0.90	Standardised assessment of 18 metrics widely used in rehabilitation
<b>Mental health outcome measures</b>	<b>2.35</b>	2.20	Average gain/PPD

- Consistent patient experience and HAI scores
- Good improvement in patient safety adverse events scores



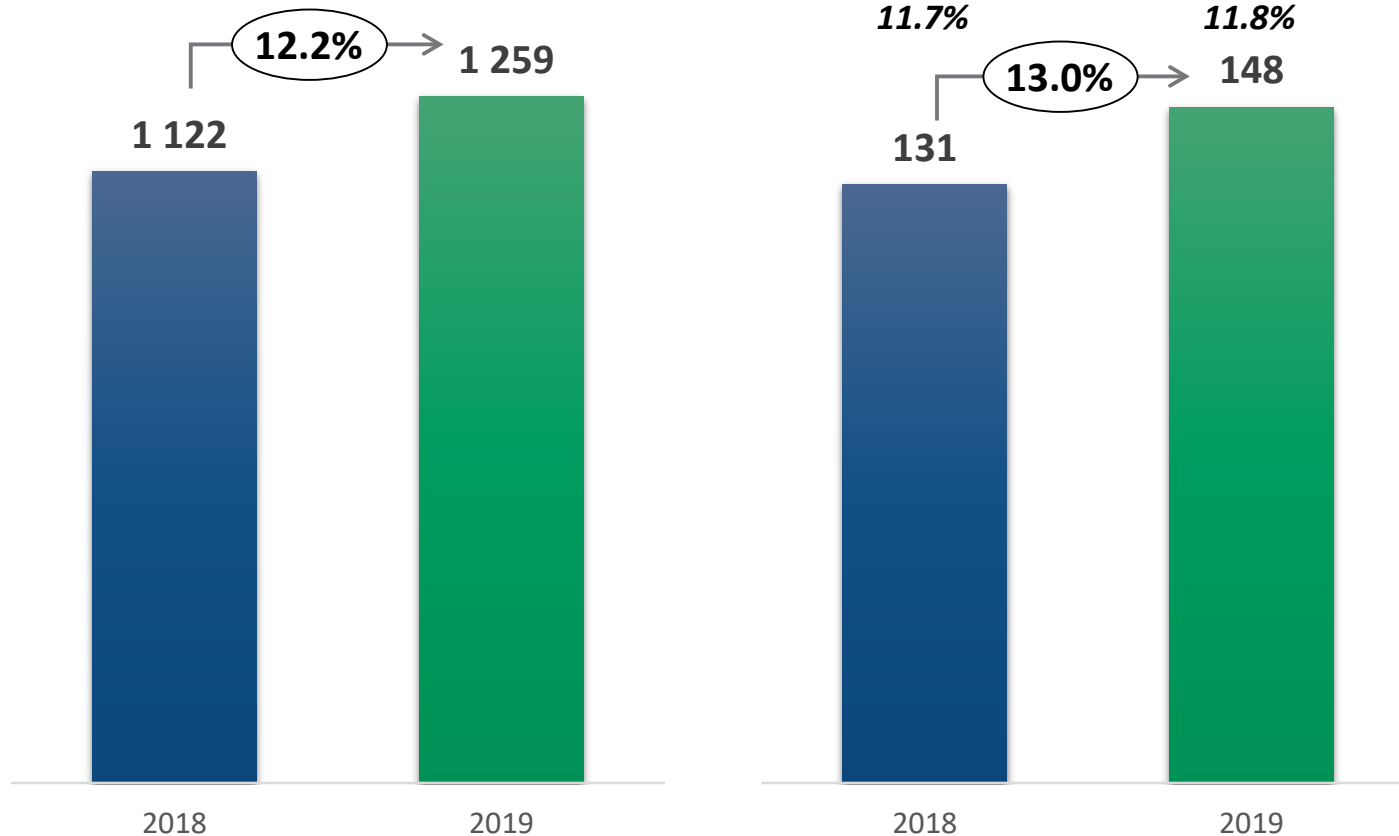
# Healthcare services

## Revenue and normalised EBITDA

### Revenue (R'm)

### EBITDA (R'm)

EBITDA margin



- Secured contracts for Life Esidimeni
- Good growth in both Life Esidimeni and Life Employee Health Solutions revenue
- Good management of costs to ensure stable EBITDA margins



**Operational Review**  
International  
*Shrey Viranna | Group CEO*

# International: Alliance Medical

## Overview

### United Kingdom (UK)

• DI static sites	33
• PET-CT national contract sites	36
• Mobiles	44

• Revenue (%)	44
• Revenue (£'million)	137

#### Number of machines

• MRI	69
• CT	17
• PET-CT	36
• Cyclotrons	4

• MRI / CT / other (%)	43
• PET-CT / Radiopharmacy (%)	57
• Public / Private (%)	85 / 15

### Italy

• Owned clinics	34
• Static sites	8

• Revenue (%)	29
• Revenue (£'million)	92

#### Number of machines

• MRI	43
• CT	20
• PET-CT	4
• Cyclotron	1

• MRI / CT / other (%)	97
• PET-CT / Radiopharmacy (%)	3
• Public / Private (%)	62 / 38

### Ireland

• Operating sites	27
-------------------	----

• Revenue (%)	11
• Revenue (£'million)	33

#### Number of machines

• MRI	30
• CT	7
• PET-CT	1

• MRI / CT / other (%)	94
• PET-CT (%)	6
• Public / Private (%)	39 / 61

### Other geographies



• Operating sites (Spain)	11
• Mobile and relocatable buildings (NE)	18
• MRI	13
• CT	7
• PET-CT	7
• Cyclotrons	4

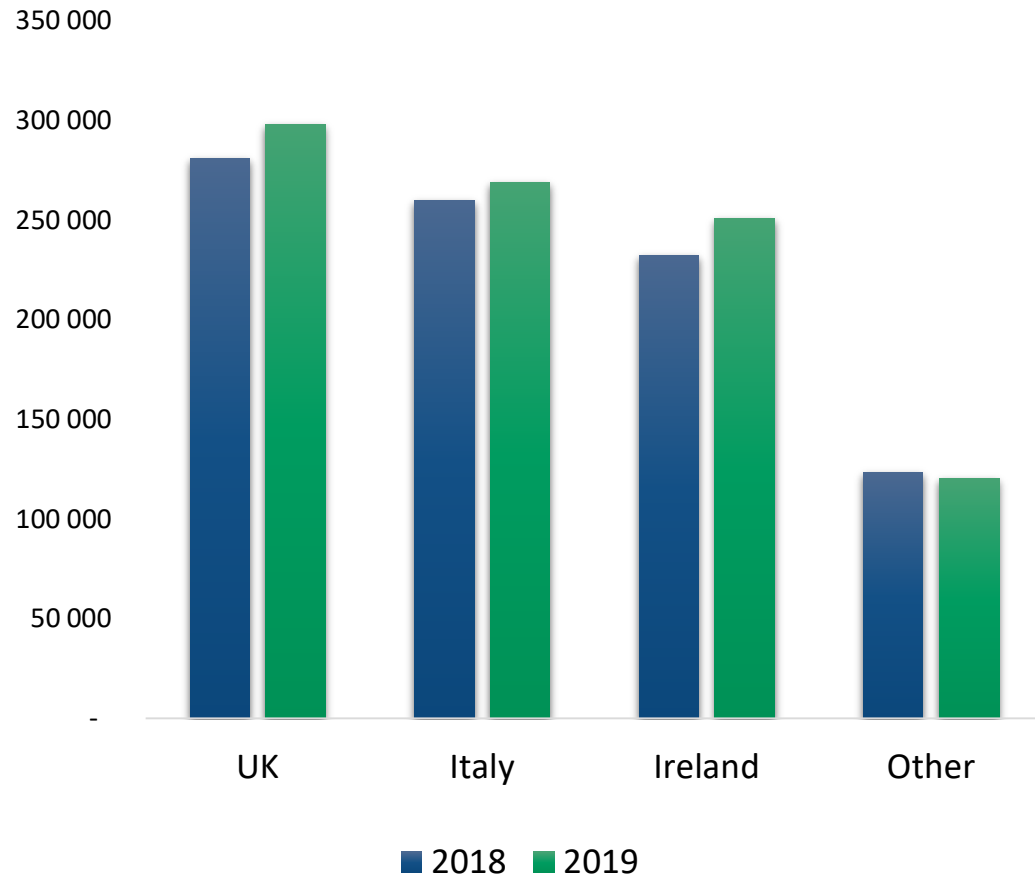
• Revenue (%)	16
• Revenue (£ 'million)	49

• MRI / CT / other (%)	24
• PET-CT / Radiopharmacy (%)	76

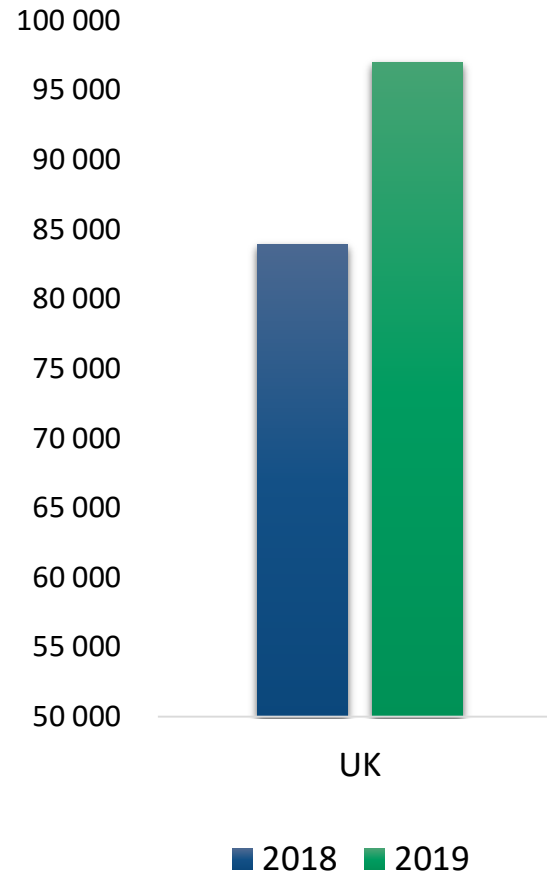
# International: Alliance Medical

*Strong growth in scan volumes*

### MRI and CT Scans



### PET-CT Scans



- 8.9% increase in overall scan volumes (excl. mobiles) across Alliance Medical
- 15.9% increase in PET-CT scans

# International: Alliance Medical

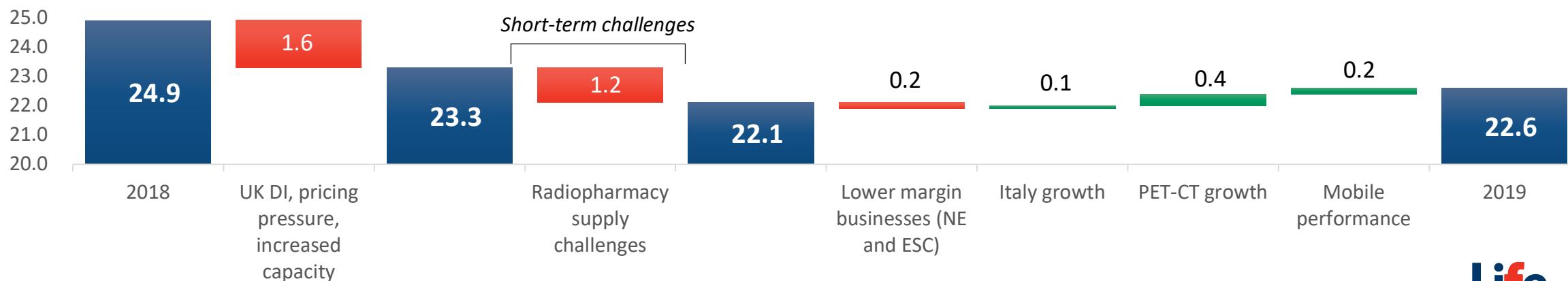
Stable overall performance

	2019	2018	Change %
Revenue (£'m)	304.4	279.6	8.9
Normalised EBITDA (£'m)	68.9	69.6	(1.0)
Normalised EBITDA margin	22.6%	24.9%	

Excludes LMI as this is included as part of growth initiatives

- Good revenue growth compared to FY2018 mostly driven by:
  - growth in PET-CT scan volumes in the UK
  - the Italian and UK acquisitions
  - a good showing from the mobile business in the UK
- UK diagnostic imaging experienced good volume growth, with pricing pressure impacting the normalised EBITDA margin
- Radiopharmacy supply challenges will conclude in FY2020 on completion of refurbishment programme
- Overheads impacted by increased cost pressure and included investment in efficiency initiatives with benefits expected in FY2020 and onward

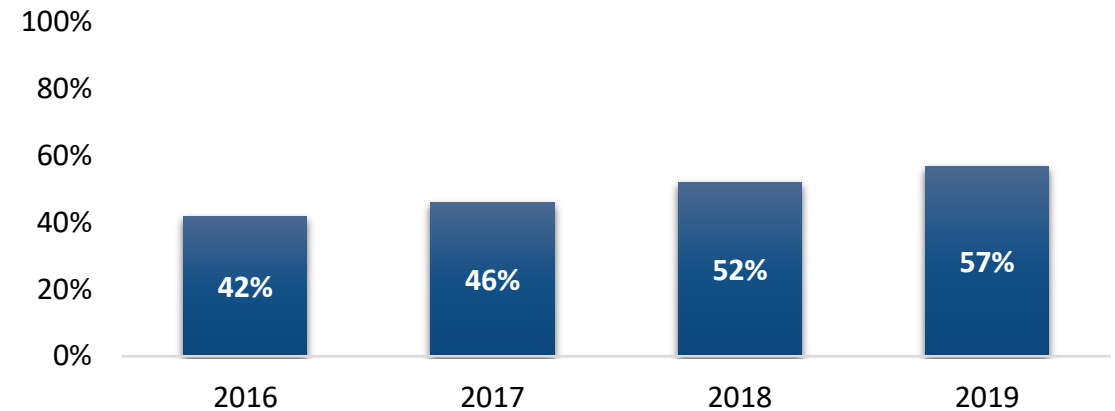
## Normalised EBITDA margin (%)



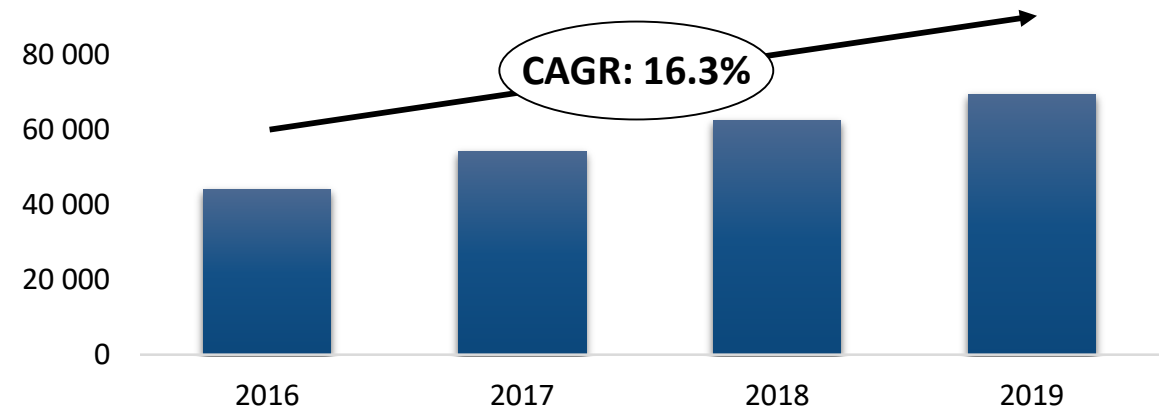
### Molecular Imaging (MI)

- PET-CT wave 1
  - MI growth underpinned by 10-year PET wave 1 contract
  - Pricing certainty until December 2025
- PET-CT wave 2
  - Successful with all four PET wave 2 contracts we tendered for
  - Fixed price contracts with seven-year term with a three-year option
  - Roll-out of PET wave 2 commenced, first site live July 2019
  - Will have a short-term impact on margins when fully operational
- Continued strong PET-CT volume growth of 15.9% against FY2018

### MI as a % of UK revenue



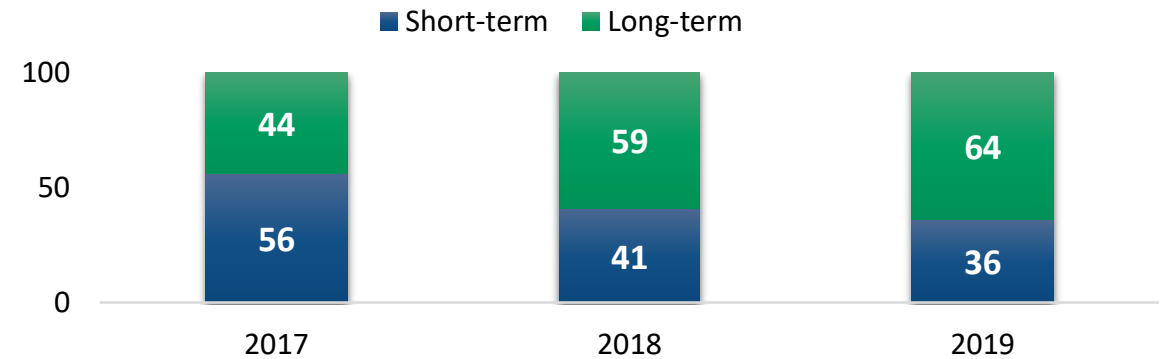
### PET-CT wave 1 contract scan volumes



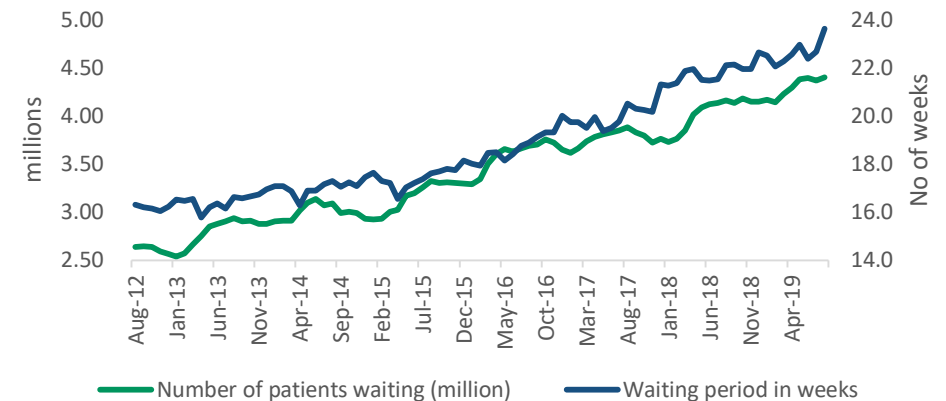
## Diagnostic Imaging (DI)

- Strategic focus continues to be partnership solutions with hospital trusts
- UK DI impacted by lower-volume growth compared to recent trend
- Alliance Medical UK benefitted from the move away from mobile infrastructure, short-term or spot contracts to longer-term contracts for static facilities
- An acquisition of three high-end scanning facilities in the UK during the year (European Scanning Centre Limited) targeting private patients

## Growth in longer-term contracts



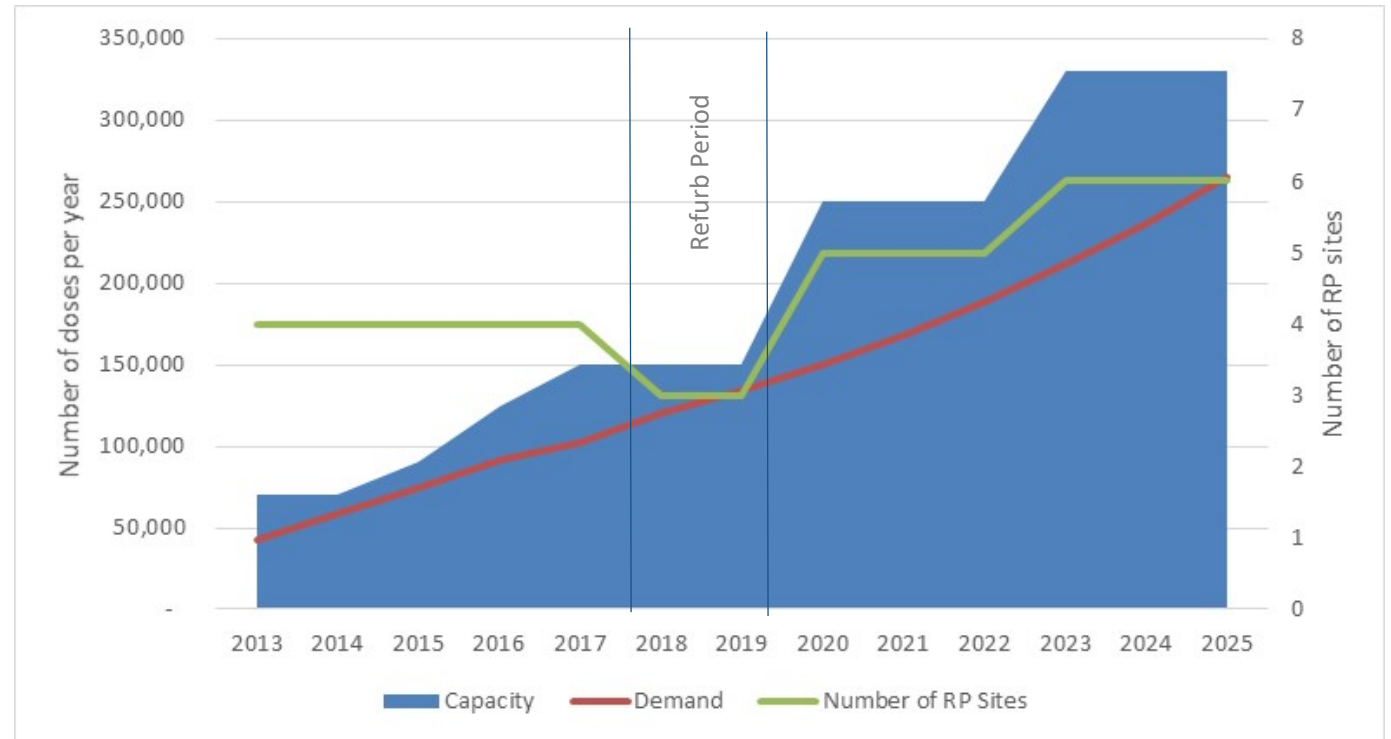
## NHS referral to treatment (RTT waiting times)



# International: UK Radiopharmacy

## Future proofing

- With strong growth in PET-CT the planned refurbishment plan has resulted in operational challenges whilst the business has operated three of the four cyclotron sites
- Limiting capacity during this period has negatively impacted costs. The impact for FY2019 has been approximately GBP 3.5 million additional costs. This is a short-term impact
- Substantial additional production capacity is being introduced early FY2020 to cater for the continued growth in PET-CT. In FY2020 five sites will be operational





# International: Alliance Medical - other key markets

## *Italy and Ireland*

### Italy

- Strong revenue growth at 10.1% on the back of increasing volumes and acquisitions
- Growth in clinics enables growth in private volumes
- Strong growth in insurance revenues
- Acquisition of clinics during FY2018 performed well
- Continuing consolidation of activities within regions to reduce cost base
- Lower margin static contracts were exited

### Ireland

- Continues to show solid volume growth in clinics and statics due to strong activity and sales stimulation, with revenue growth of 19.0%
- Increased level of contracts for overflow work for public customers seen during the year



## **Operational Review**

**Growth initiatives**

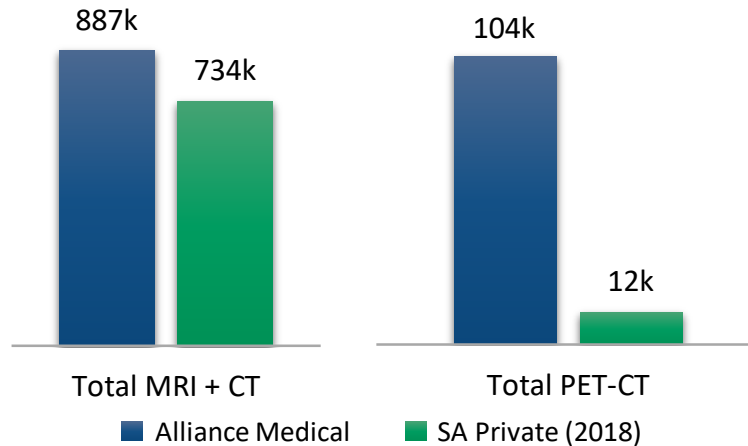
*Shrey Viranna | Group CEO*

- The market is R8.5 billion revenue with 28% coming from Life Healthcare hospitals. This excludes the public sector opportunity
- Key pillar of future growth to provide imaging services in our SA hospitals
- Aim to create a national imaging footprint across SA
- Develop an accretive return on capital model
- Using the experience of our Alliance Medical team with the support of local radiologists to build an imaging services business
- Operations expected to commence during H2 FY2020

# Delivering imaging services in SA

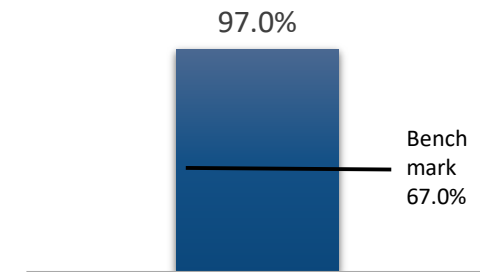
Leveraging Alliance Medical's world class capability

Imaging services provision at scale

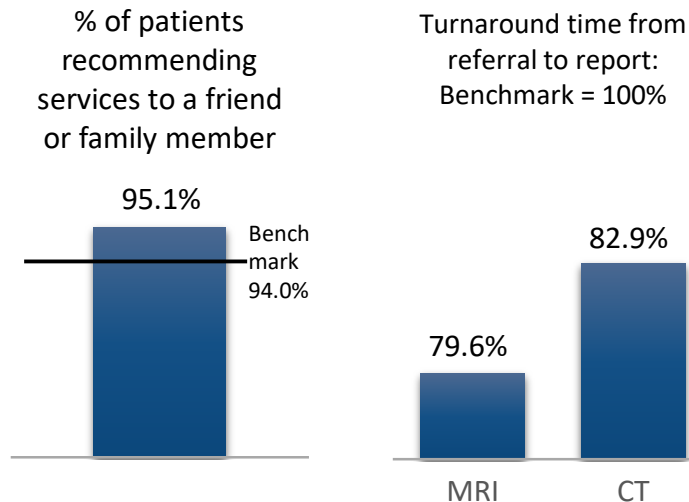


Focus on clinical excellence

Percent of sites rated good or higher for quality of outpatient and diagnostic imaging services



Exceptional patient experience



Strategic collaborations



- Current established product:
  - Focus on driving sales of Neuraceq – radioactive tracer used to identify Amyloid plaques in the brain in order to diagnose Alzheimer’s disease
  - Biogen recently announced plans to submit a regulatory filing for Aducanumab, a DMD drug with the FDA
  - Successful filing and reimbursement for Neuraceq estimates a market size of EUR1 billion
  - LMI expects a third of the market globally
- Strong pipeline of products at various stages of development, with a phase 2 study for Tau tracer commencing in the year

## Strategy review

- Our myLife offering is geared to deliver convenient, high-quality, nurse led, tech-enabled care to the employed and uninsured population in SA
- Delivered two standalone clinics servicing more than 4 200 cash-paying customers with 96% patient satisfaction score
- We are simultaneously building the offering to cater for existing Life Healthcare patients (insured market)
- We continue to implement (standalone and partnered) pilot clinics and build out our digital platform
- Our outpatient business includes our Life Employee Health Solutions business, which delivers first-line care and risk management solutions to corporate clients



Time matters  
and so do you  
Medical care in minutes





## Financial Review

*Pieter van der Westhuizen | Group CFO*



## Revenue

**+9.3%**

to R25.7 billion



## Normalised EBITDA

**+3.5%**

to R5.7 billion



## Final dividend

**+6.0%**

to 53.0 cps

**Strong revenue growth**

**Investments of R124 million  
in efficiency programmes  
starting to deliver**

**Strong working capital  
management resulted  
in cash generated of  
R5.9 billion**



# Financial statutory results

## Group

	2019 R'm	2018 R'm	% change
Revenue	25 672	23 488	9.3
Normalised EBITDA	5 727	5 535	3.5
Normalised EBITDA margin (%)	22.3%	23.6%	
EBITA	4 491	4 402	2.0
Amortisation	(586)	(537)	9.1
Retirement benefit and severance payment	39	(17)	>100
Operating profit	3 944	3 848	2.5
Non-operating income	742	56	>100
Net finance costs	(998)	(962)	3.7
Associates and joint ventures	18	(105)	
Profit before tax	3 706	2 837	30.6
Tax	(835)	(923)	(9.5)
Non-controlling interest	(302)	(339)	(10.9)
Attributable profit	2 569	1 575	63.1

- Normalised EBITDA impacted by:
  - investment in new growth initiatives
  - investment in operational efficiency programmes
  - operational challenges within radiopharmacy in the UK
- Amortisation of intangibles increased due to acquisitions
- Non-operating income includes:
  - profit on disposal of Max – R1.5 billion (before withholding tax)
  - mark-to-market loss on the Max option contracts of R406 million (before tax)
  - transaction costs of R148 million
  - impairments relating to SA and Poland of R164 million



### Max

- Sale concluded during H2 FY2019 and funds received in June 2019
- Gross proceeds of R4.3 billion and net proceeds of R3.8 billion (after payment of costs and taxes)
- Attributable profit on disposal of R1.0 billion

– Gross proceeds	R4.3 billion
– Book value of investment	R2.8 billion
– Costs associated with disposal	
▪ Transaction costs	R118 million
▪ Hedging costs (net of deferred tax)	R292 million
▪ Withholding tax paid	R94 million

- Net cash was utilised to repay debt

# Financial results

## Group

	2019 R'm	2018 R'm	% change
Weighted average number of shares (million)	1 456	1 451	0.3
<b>EPS (cents)</b>	<b>176.4</b>	108.6	62.4
Impairment of assets and investments	9.6	2.3	
Profit on disposals (investments and PPE)	(97.3)	(2.1)	
<b>HEPS (cents)</b>	<b>88.7</b>	<b>108.8</b>	<b>(18.5)</b>
Fair value loss on Max option contracts	20.1	(1.2)	
Adjustments to contingent consideration	2.9	1.2	
Transaction costs relating to acquisitions and disposals	10.2	2.6	
Deferred tax raised on historical losses	(5.5)	-	
Other (net)	-	(1.2)	
<b>Normalised EPS (cents)</b>	<b>116.4</b>	110.2	5.6
<b>Normalised EPS excluding amortisation (cents)</b>	<b>148.1</b>	139.3	6.3

- Normalised EPS impacted by:
  - investments in growth initiatives (net loss of R31 million)
  - increased human resource capacity at Group level
  - investment in efficiency programmes
- Normalised EPS excluding the current losses on these initiatives is 118.5 cents compared to 110.2 cents in FY2018 (increase of 7.5%)

# Consolidated statement of financial position

Group

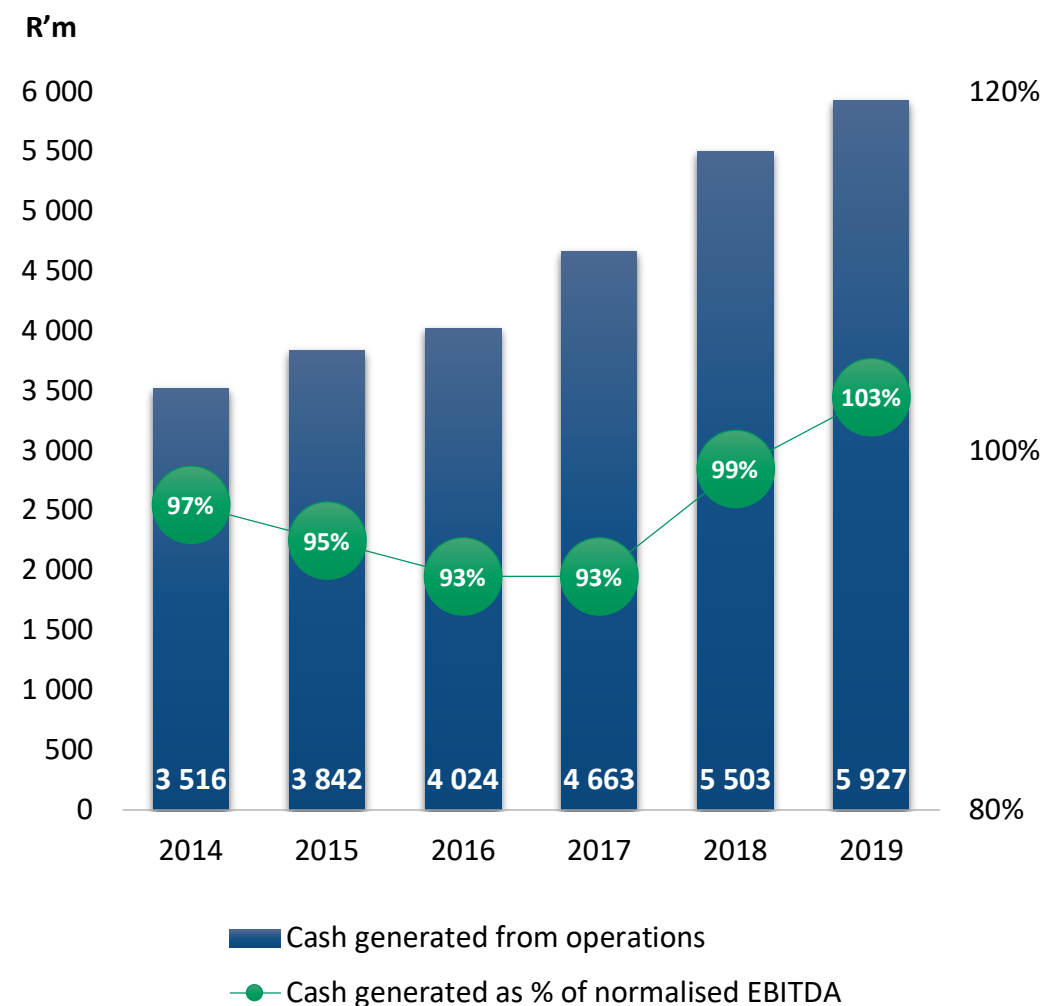
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	2019 R'm	2018 R'm
<b>Non-current assets</b>	<b>31 588</b>	30 558
Property, plant and equipment	12 929	12 243
Goodwill	13 140	12 991
Intangible assets	3 829	4 093
Other	1 690	1 231
<b>Current assets (excluding cash and asset classified as held for sale)</b>	<b>4 434</b>	4 249
Asset classified as held for sale	-	2 841
Cash	1 544	1 494
<b>Total assets</b>	<b>37 566</b>	39 142
<b>Total shareholders' equity</b>	<b>17 491</b>	16 202
<b>Non-current liabilities</b>	<b>11 632</b>	14 764
Interest-bearing borrowings	9 399	12 870
Other non-current liabilities	2 233	1 894
<b>Current liabilities (excluding interest-bearing borrowings)</b>	<b>5 847</b>	5 090
Interest-bearing borrowings	2 596	3 086
<b>Total equity and liabilities</b>	<b>37 566</b>	39 142
Net debt	11 318	14 950
<b>Net debt to normalised EBITDA (covenant 3.5 times)</b>	<b>1.96</b>	2.73

# Cash flow

## Group

	2019 R'm	2018 R'm	% change	R'm
<b>Cash generated from operations</b>	<b>5 927</b>	5 503	7.7	
Net interest paid (excl. interest on finance leases)	(809)	(863)		
Interest paid on finance leases	(115)	(136)		
Tax paid	(1 185)	(1 065)		
Maintenance capex	(1 166)	(878)		
Minority distributions	(238)	(252)		
Staff schemes	(72)	(72)		
<b>Free cash flow before transaction costs</b>	<b>2 342</b>	2 237	4.7	
Transaction costs paid	(147)	(38)		
Growth capex	(894)	(1 366)		
Investments, net of cash (including contingent considerations paid)	(269)	(1 131)		
Disposals	4 395	-		
Premium paid relating to Max option contracts	(322)	(61)		
<b>Net cash flow after capex, investments and disposals</b>	<b>5 105</b>	(359)	>100	
<b>Free cash per share (before transaction costs)</b>	<b>160.9</b>	154.2	4.3	



# Distribution

## Group

Distributions	Cents / share	R'm
Interim 2018	38	556
Final 2018	50	734
<b>Total 2018</b>	<b>88</b>	<b>1 290</b>
Interim 2019	40	587
Final 2019	53	778
<b>Total 2019</b>	<b>93</b>	<b>1 365</b>

- Declared a final cash dividend of 53 cps

The Group's dividend policy is to pay a progressive dividend that takes into account the underlying earnings and available funding of the Group both in southern Africa and internationally, while retaining sufficient capital to fund ongoing operations and growth projects as well as manage gearing to acceptable levels

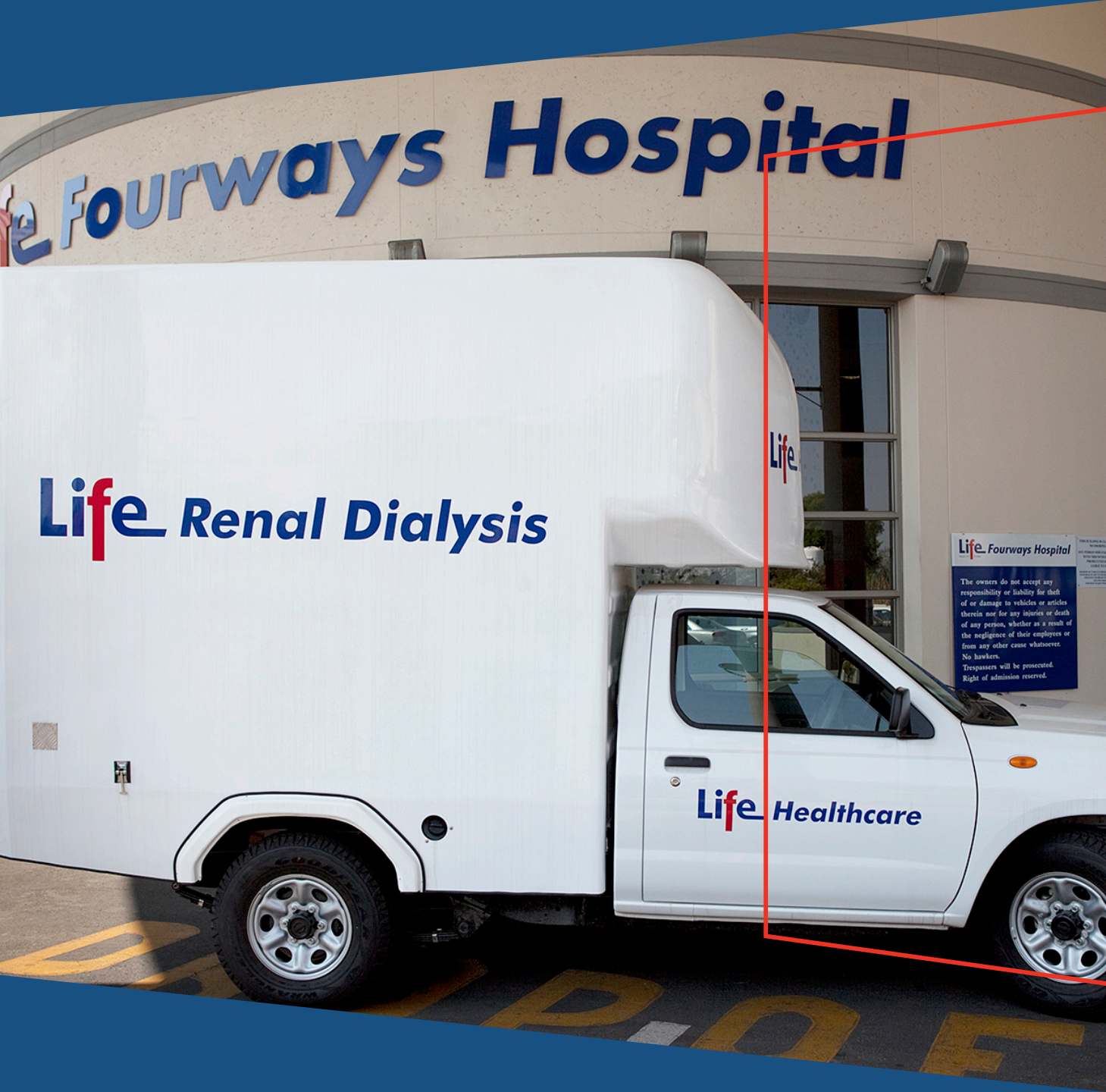
# Impact of IFRS 16 - Leases

## Group

	Impact on FY2020
Increase in normalised EBITDA	R220 million - R250 million
Increase in depreciation	R210 million - R240 million
Increase in interest	R40 million - R60 million
Decrease in deferred tax	R5 million - R10 million
Decrease in profit after tax	R25 million - R40 million
Increase in PPE at implementation	R950 million - R1 billion
Increase in interest-bearing borrowings at implementation	R950 million - R1 billion
Effect on net debt:EBITDA (times)	Increase from 1.96 times to 2.05 times

- Impact calculated based on current available information and exchange rates





**FY2020 Outlook**  
*Shrey Viranna | Group CEO*

# Group Overview

## *Outlook for FY2020*

### **SA**

- Flat PPDs in a market of increased network arrangements
- Stable normalised EBITDA margins through delivery on plans put in place in FY2019
- Capex spend of approximately R1.3 billion for the full year
- Approximately 50 brownfield beds and 65 renal stations to be added

### **International**

- Complete refurbishment programmes of radiopharmacy facilities
- Normalised EBITDA margin improvement
- Investment in PET-CT wave 2
- Completion of Poland review

### **Growth Initiatives**

- SA imaging: progressing SA imaging market with operations expected to commence during H2 FY2020
- SA outpatient: continue to drive the outpatient model and explore partnership opportunities to facilitate geographic expansion and scaled rollout
- LMI: strong pipeline of products at various stages of development, with a phase 2 study for Tau tracer commencing



**Life** Group  
HEALTH CARE

**Questions**