

ParagonCare

# Company Presentation

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Annual General Meeting





John Walstab  
CEO and Managing Director

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## Overview & Focus

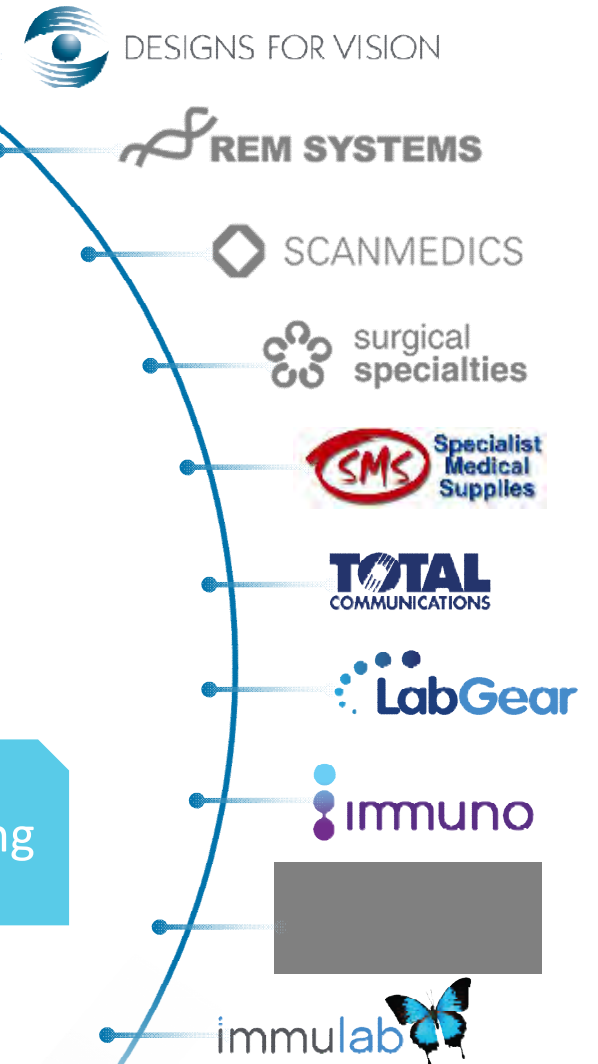
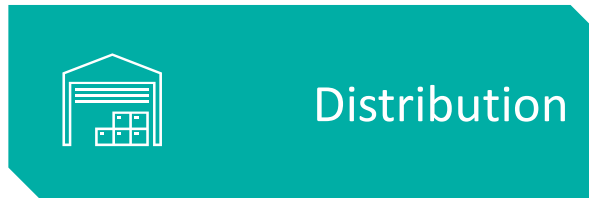
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# Company Overview

# ParagonCare

ParagonCare Brands



ParagonCare

- Established 2008 in Australia
- Medical Equipment Distribution & Manufacturing
- Operating across Eye Care, Orthopaedics, Surgical, Neonatal, Critical Care, Laboratory, Radiology, Oncology, Aesthetics and Immunohaematology markets
- Merging with Quantum Health Group in early 2022 provided a gateway to Asian markets and expanded OEM opportunities
- Currently re-branding to move ParagonCare from a house of brands to a Masterbrand.

# Strong Asia Pacific Reach

ParagonCare

625  
employees

ASIA  
180

AUS  
384

NZ  
61



8  
countries  
across  
Asia Pacific

- Broad Geographical reach
  - Australia
  - New Zealand
  - Korea
  - Philippines
  - Japan
  - Thailand
  - Vietnam
  - China
- Strong presence in Asia Pacific
  - organic growth
  - enhancement of value proposition for suppliers
  - increasing scale and efficiency
- Further expansion in Asia
  - Singapore, Malaysia and Indonesia
- Building Asia support teams within ParagonCare

# A comprehensive distribution solution for global suppliers (OEMs)

## Addressing challenges for global suppliers

- Local Market Knowledge
- Business Scale Differences
- Transparency & Trust
- Regulatory Complexity / Compliance
- Brand Integrity
- Logistics Complexity
- Service Quality & Consistency
- Governance Risks



## Customer Portfolio

### Institutions

- Public / Private Hospitals
- Laboratories
- Government Agencies
- Medical Research
- Industry
- Universities

### Modalities

- Aged Care
- Aesthetics
- Anaesthetists
- Audiology
- Biotechnology
- Critical Care
- Environmental
- ICU
- Molecular Imaging
- Obstetrics
- Ophthalmologists
- Optometrists
- Orthopaedics
- Paediatrics
- Pathology
- Radiology
- Ultrasound
- Veterinary

ParagonCare

CLASSYS  
Technology for better life

MEDLINE

iba

CIVICO

Axonics

Carestream

HOYA

UNITED IMAGING

B BRAUN

ACCURAY

PHILIPS

EQUASHIELD®  
Compounding Technologies

icare®

MicroPort

Viveca  
Biomed

CONMED

SAMSUNG

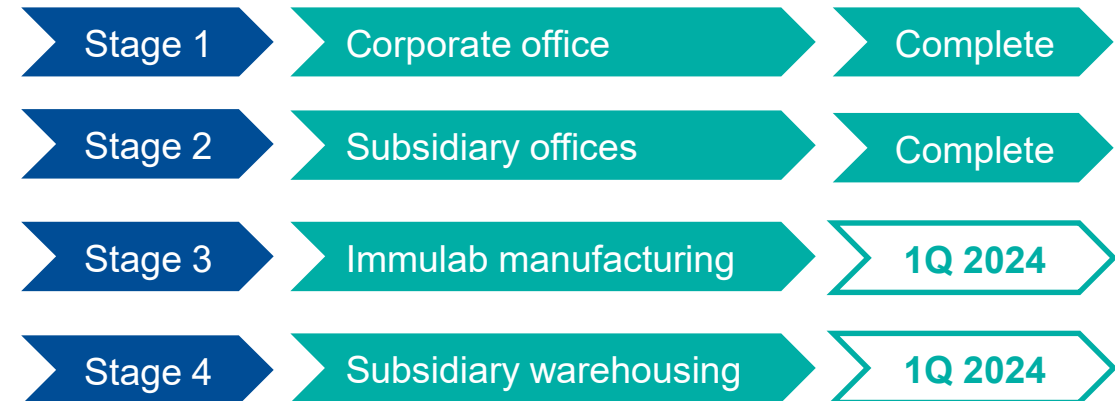
IMMUCOR

Duress™

# New Mount Waverley facility will support the Immulab export opportunity

Commissioned to support an uplift in Immulab manufacturing capacity and to facilitate consolidation of all Victorian operations onto one site.

- Majority of the Victorian ParagonCare teams are now operating from the new facility
- Mount Waverley is a cornerstone investment for the ParagonCare Group as it forms a critical part of our longer-term growth strategy which includes international markets
- We are progressing well towards completion of works with key project activities remaining on schedule, with TGA accreditation for the manufacturing facility expected in early to mid 2024.



# Overview of FY23 results

<b>\$308m</b>	<b>Sales revenue*</b>	^ 29% pcp	Mainly reflects the inclusion of Quantum and SMS.
<b>\$38.4m</b>	<b>Underlying EBITDA</b>	^ 35% pcp	Mainly reflects the inclusion of Quantum and SMS. Like for like organic growth of around 10% in FY23.
<b>\$15.6m</b>	<b>Underlying Net Profit<sup>#</sup></b>	^ 61% pcp	Includes impact of higher amortisation charges ex Quantum acquisition and SaaS.
<b>8.5%</b>	<b>Underlying ROIC<sup>#</sup></b>		FY23 8.5% vs 1H 8.7% (12 month trailing).
<b>0.6¢</b>	<b>Per share final dividend (fully franked)</b>		Represents a 43% payout ratio of Underlying NPAT. Last 12 months dividends (1.2cps) equates to a fully franked yield above 7% <sup>#</sup> . DRP reinstated to support capex requirements.
<b>\$64M</b>	<b>Net Debt (excluding AASB16)</b>		Debt has decreased by \$6m since December 2022. Increase since June 2022 mainly reflects cash portion of SMS acquisition. Net Debt 1.9 times Underlying EBITDA (Excl AASB16).

\* Excludes Lovell discontinued operation

<sup>#</sup> Based on share price of \$0.22

# Overview and Highlights

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- Continued strong performance in Asia
  - SMS integration complete and business performing above expectations
  - Refinanced – NAB and HSBC
  - Progress on introduction of ophthalmic products into Asia and medical imaging into ANZ
  - Installation of IBA Cyclotron in WA
  - Commenced operations of both ParagonCare Japan and Vietnam
  - Discontinued operations – Lovell Surgical Supplies
  - Identifying new partnerships in healthcare AI and Robotics
  - Establishment of key partnerships with key suppliers. Including Samsung, United Imaging, Duress, Civco, Equashield, Axonics, B.Braun, Bonracybio and Viveca.

# Education Hub

Opened in New Zealand on the 18 October 2023, presenting the latest in healthcare technology innovation in a simulated 'real world' environment.

Designed to provide a hands-on, interactive learning experience and innovative educational programs for all involved in the delivery of healthcare solutions.

The digitally integrated OR and ICU showcases the latest technologies in the operating environment, including:

- Modular glass
- Clean room
- Continuous visible light disinfection
- Patient lifts
- Latest technologies in Intraoperative ultrasound, robotic-assisted surgery, 4K visualisation

Built in conjunction with Australian partner, Wilhelm Integrated Solutions.

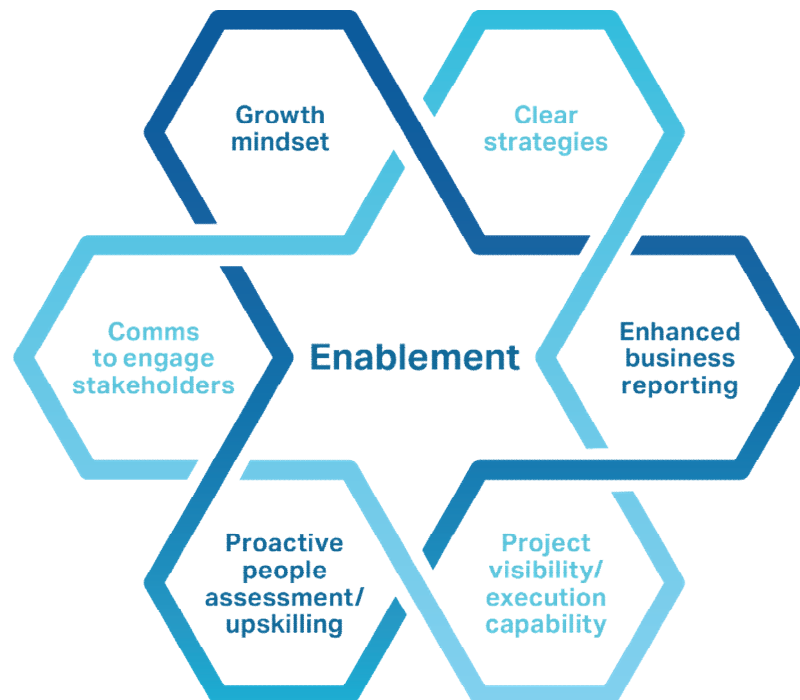


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# Focus

Reduction in corporate costs  
Efficient organic growth  
Consolidation of ERPs  
Unified ParagonCare branding  
Consolidation of operations  
Manage by distribution partner  
Simplified business structure  
Clearer market communication



## Organic growth

- based on strategic plans
- supported by improved execution



## M & A growth

- tightly aligned to strategy
- efficiently integrated

# Outlook

## Corporate Review

- A full cost reduction and business innovation review
- A leaner, contemporary management structure
- Disciplined inventory and cash management
- Continuing current growth initiatives with a focus on efficient organic growth
- Smaller strategic acquisitions will be explored where efficient integration is possible
- Management will focus on individual Supplier (OEM) performance.

## Earnings Outlook

- YTD we are currently tracking ahead of our prior year results and will be in a better position to give more guidance after the corporate review and half-year close
- Beyond FY23, we expect to have accelerated growth beyond 10% per annum, excluding any acquisitions.

ParagonCare

**Q&A**

**(Company Presentation)**

Annual General Meeting 2023

**Thank you for joining us today**

**ParagonCare**