





**UNAUDITED**  
**GROUP INTERIM RESULTS**  
FOR THE PERIOD ENDED  
31 MARCH 2020 AND TRADING STATEMENT

# GROUP OVERVIEW

## STRONG OPERATIONAL PERFORMANCE

 <p>Revenue <b>+6.8%</b> to R13.2 billion Normalised EBITDA pre-IFRS 16 <b>+2.7%</b> to R2.8 billion</p>	<p>COVID-19 estimated financial impact of R264 million on revenue and R166 million on normalised EBITDA</p>	 <p>Quality scores generally improves in southern Africa and International</p>
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Good operational performance. Underlying results reflect normalised EBITDA growth of **8.7%**

Strong financial position and support from lenders to weather COVID-19 pandemic  
Committed undrawn facilities of **R3.8 billion** available at 31 March 2020  
In process to increase facilities by a further **R3.9 billion** in SA

Operational plans in place to manage the business through the COVID-19 pandemic. Adapting long-term strategic objectives for the new environment

Number of cash preservation levers implemented. Interim dividend suspended

# H1 2020 | GROUP OVERVIEW

## DELIVERY ON OPERATIONAL EXCELLENCE GOALS, DESPITE IMPACT OF COVID-19 PANDEMIC

### Life Healthcare Southern Africa

- Strong overall business performance with good growth in revenue across all business lines
- Good progress on stabilising margins with business optimisation initiatives delivering positive contribution
- SA business negatively impacted by the COVID-19 pandemic in the last few weeks of March 2020
- Improvement in patient safety adverse events and quality measures

### Alliance Medical

- Good revenue growth in the UK, Ireland and NE
- All regions affected by COVID-19 pandemic from February 2020
- Margin improvement in PET-CT wave 1. Implementation plans for PET-CT wave 2 on track
- Preston cyclotron maintenance completed in March, providing operations with four functioning cyclotrons

### Scanmed

- Strong revenue and EBITDA growth
- The disposal process has been suspended and will resume once the environment stabilises

### Growth Initiatives

- Good progress on diagnostic imaging services in SA. Timing impacted by COVID-19 pandemic. Traction expected in H2 2020
- Life Molecular Imaging (LMI) delivered a solid performance
- Rapid delivery of digital outpatient innovations in response to COVID-19 pandemic

# H1 2020 | GROUP OVERVIEW

## FIVE KEY FOCAL POINTS PRE-COVID-19 PANDEMIC

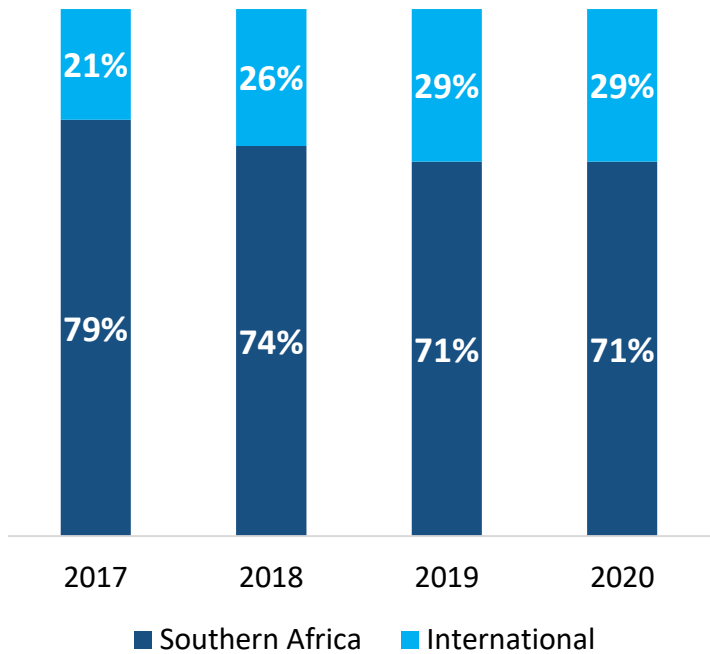
Operational efficiency	<ul style="list-style-type: none"><li>▪ Improvement in normalised EBITDA margins excluding COVID-19 pandemic impact in SA</li><li>▪ Margin improvement in PET-CT wave 1 in the UK</li></ul>
Stabilise UK radiopharmacy	<ul style="list-style-type: none"><li>▪ Preston re-opened in March 2020. Margin improvement expected on the back of supply issues being resolved and the environment stabilising</li><li>▪ Dinnington due to become operational later this year</li></ul>
Build out SA diagnostic imaging services	<ul style="list-style-type: none"><li>▪ Good progress with regard to diagnostic imaging services in SA</li><li>▪ Schedule affected by COVID-19 pandemic</li><li>▪ Progress expected in H2 2020</li></ul>
Dispose of Poland operations	<ul style="list-style-type: none"><li>▪ Positive response to bidding process which included 18 bidders</li><li>▪ Process has been suspended and will resume once the environment stabilises</li></ul>
Deliver flat normalised EBITDA for LMI	<ul style="list-style-type: none"><li>▪ Positive normalised EBITDA achieved for H1 2020</li></ul>

# H1 2020 | GROUP OVERVIEW

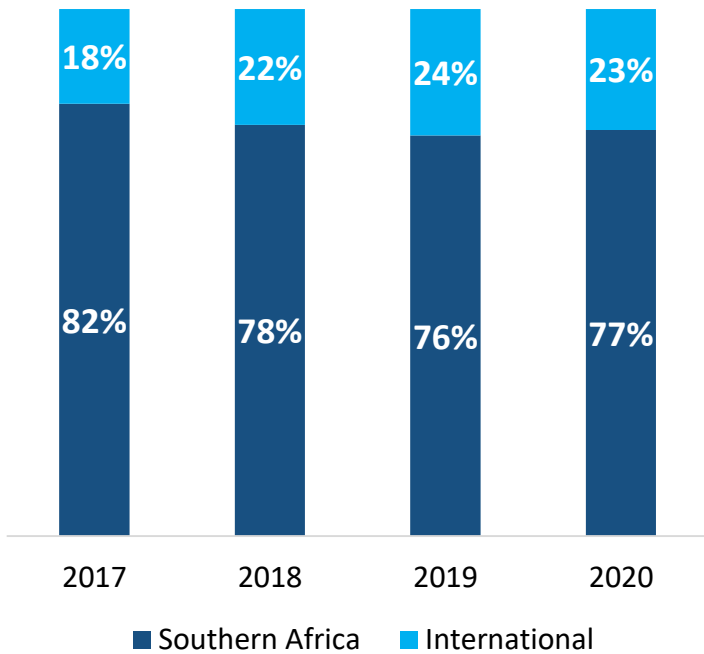
## STRATEGIC FOCUS AREAS

**CONTINUED PROGRESS MADE ON THE IMPLEMENTATION OF DIVERSIFYING ACROSS BUSINESS LINES AND TERRITORIES**

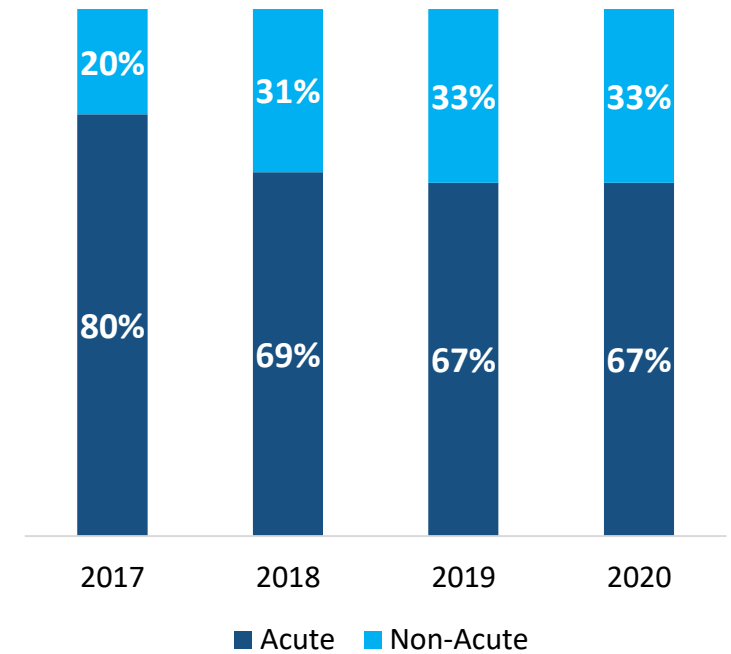
### Revenue (%)



### EBITDA (%)



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



# H1 2020 | GROUP OVERVIEW

## COVID-19 ESTIMATED FINANCIAL IMPACT

### SAFEGUARD FINANCIAL POSITION STRENGTH AND FLEXIBILITY

	Group	Southern Africa	International
<b>COVID-19 impact</b>	Revenue R264 million EBITDA R166 million Earnings R132 million	Revenue R112 million EBITDA R67 million Earnings R44 million	Revenue GBP7.9 million EBITDA GBP5.2 million Earnings GBP4.5 million
<b>Cash preservation initiatives</b>	<ul style="list-style-type: none"> <li>Raising additional bank facilities               <ul style="list-style-type: none"> <li>SA: R3.8 billion at 31 Mar 2020</li> <li>SA: Further R3.9 billion in process</li> <li>International: GBP55 million, plus additional GBP100 million available with 30 days notice</li> </ul> </li> <li>Interim dividend suspended</li> </ul>	<ul style="list-style-type: none"> <li>Delaying capex projects without compromising the business</li> <li>Reducing temporary staff through increased permanent employee utilisation</li> <li>Negotiating extended payment terms with suppliers</li> <li>Negotiating rent payment holidays with landlords</li> <li>Utilising government support programmes to the extent possible</li> <li>Funding supplier payment deferrals through trade finance facilities</li> <li>Utilising the employer contribution to post-retirement funding</li> <li>Deferring executive and management bonuses</li> </ul>	



# OPERATIONAL REVIEW

SOUTHERN AFRICA

ADAM PYLE | SA CEO

**2020**  
YEAR OF THE NURSE



# H1 2020

## SOUTHERN AFRICA COVID-19 RESPONSE

### COVID-19 Preparedness

- COVID-19 specific plans covering facilities, operations, employees and clinical interventions
- Adopted guidelines issued by the DoH, NICD, WHO and various medical societies
- Focus on ensuring adequate PPE for employees and doctors and increased ventilator capacity
- Universal masking implemented in order to reduce transmission risk
- Implementation of a dynamic forecasting model for logistical, capacity and employee planning
- Detailed 'surge' plans prepared by all facilities

### Government Engagement

- Continuous engagement with both SA national and provincial government departments
- Committed to assisting the SA Government with the treatment of public sector patients in Life Healthcare facilities on a cost recovery basis
- A process to establish pricing in SA for the treatment of State patients is underway
- Participating in the HASA and BUSA initiatives

• *National Institute of Communicable Diseases (NICD), the World Health Organization (WHO), Hospital Association of South Africa (HASA), Business Unity South Africa (BUSA), and Department of Health (DoH)*



# H1 2020

## SOUTHERN AFRICA COVID-19 IMPACT

### Strong results prior to COVID-19 impact

- **2%** PPD growth to end February 2020
- **67.3%** Occupancy to end February 2020
- **7.3%** Revenue growth to end February 2020
- Improved operational EBITDA margin with business optimisation programmes delivering results
- Strong improvement in clinical quality scores

### COVID-19 impact

- Acute occupancies during lockdown (Alert level 5) fell to 40%:
  - 34% reduction in emergency cases
  - 41% reduction in medical admissions but increased LOS
  - 58% reduction in surgical cases
- Complementary services impact mixed:
  - Limited impact on oncology, renal dialysis and acute rehabilitation (occupancy 72%)
  - Bigger impact on mental health as non-emergency cases delayed
- Limited impact at Life Esidimeni
- Significant impact on Life Employee Health Solutions

# H1 2020

## SOUTHERN AFRICA COVID-19 RESPONSE

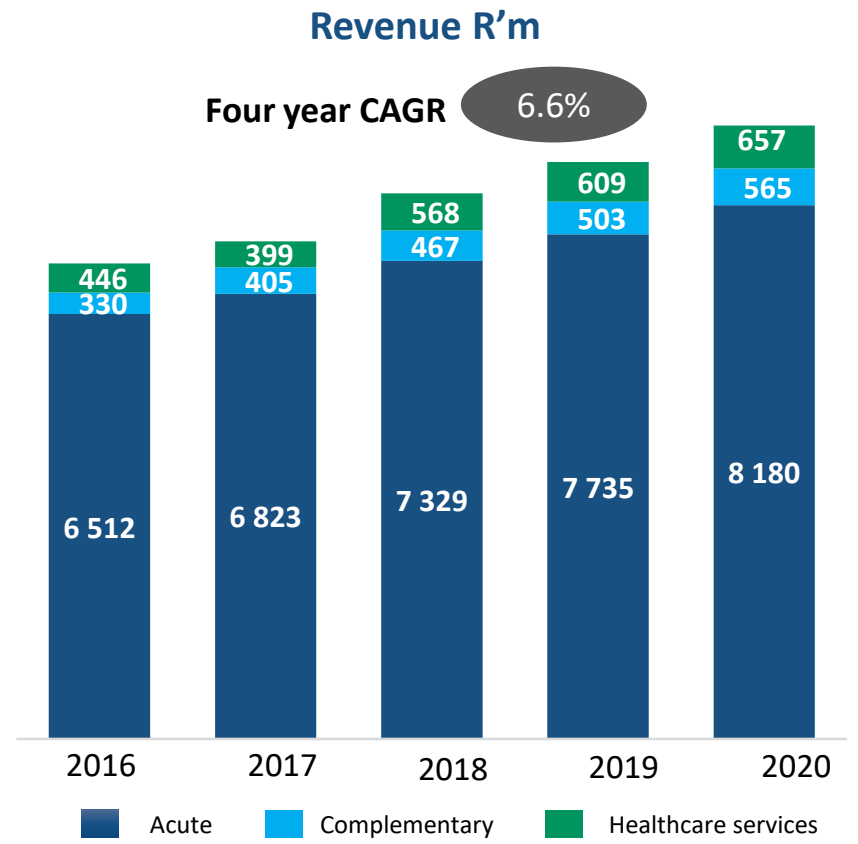
### Medically Necessary Admissions / Procedures

- The Group has implemented plans across its facilities for the return of medically necessary admissions to ensure the COVID-19 risk is carefully and appropriately managed, including:
  - testing of patients before admission
  - screening for symptoms of employees, doctors and support services personnel on a daily basis
  - random testing of employees and doctors
  - facility plans covering:
    - staggered admission times
    - the split of facilities between COVID-19 and non-COVID-19 patients
    - bed capacity management to ensure social distancing
    - appropriate protocols in theatre covering utilisation, cleaning and social distancing
    - revised PPE protocols
    - rotation of employees
  - Guidelines from various medical societies as well as international best practice have been considered

# SOUTHERN AFRICA

## BUSINESS OVERVIEW

	Acute hospitals	Complementary services	Healthcare services
<b>Proportion of SA revenue</b>	<b>R8 180 million</b> <b>87.0%</b>	<b>R565 million</b> <b>6.0%</b>	<b>R657 million</b> <b>7.0%</b>
<b>Facility overview</b>	<b>49 acute hospitals</b> 8 240 beds 279 000 admissions 977 835 PPDs 152 000 theatre cases 15 000 births 8 000 cathlab cases 744 ventilators 326 anaesthetic machines	8 500 admissions 120 448 PPDs <b>7 acute rehabilitation units</b> 319 beds <b>9 mental health units</b> 592 beds <b>29 renal dialysis units</b> 359 stations <b>5 oncology units</b>	<b>10 PPP* facilities</b> 3 119 beds 534 133 PPDs <b>308 occupational health sites</b> 206 000 lives <b>81 wellness sites</b> 380 000 lives
<b>Capacity growth year-on-year</b>	<b>- 20 active beds</b>	<b>+80 mental health active beds</b> <b>+30 renal dialysis stations</b>	



• Public private partnerships

# SOUTHERN AFRICA

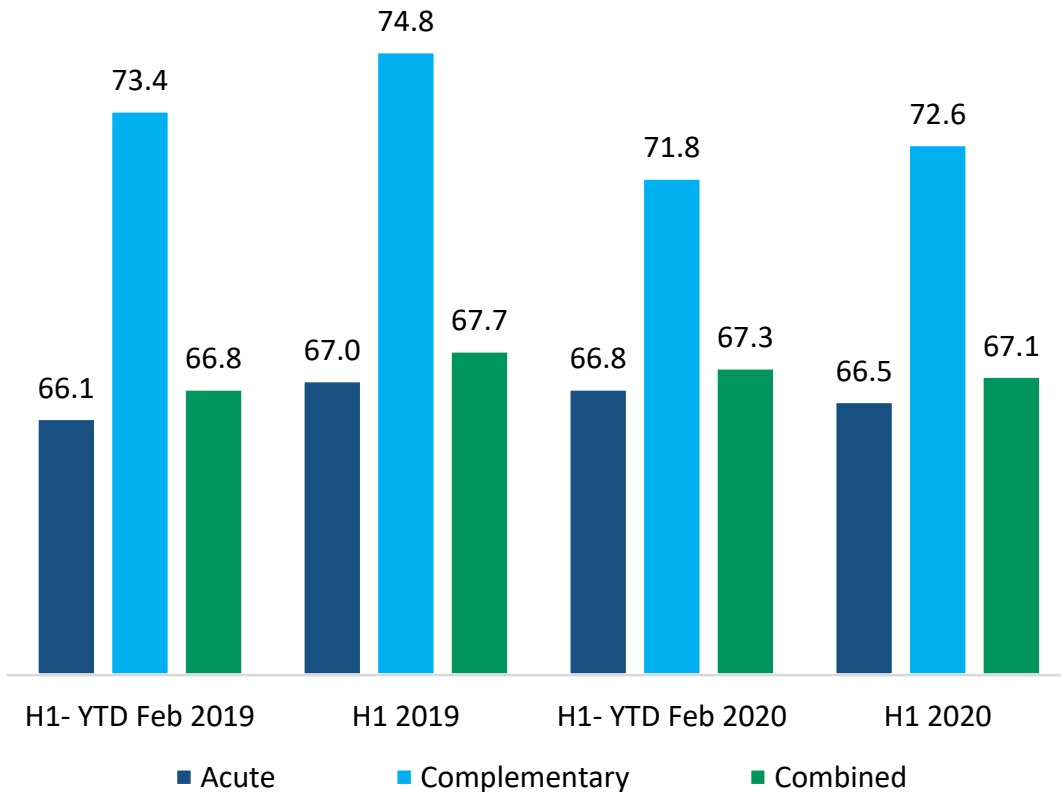
## BUSINESS REVIEW: GOOD OVERALL PERFORMANCE

	March 2020	March 2019	% change
PPD growth	0.2%	-0.3%	
Revenue (R'm)	9 402	8 847	6.3
Business as usual (R'm)	9 514	8 847	7.5
COVID impact (R'm)	(112)	-	
Normalised EBITDA* (R'm)	2 202	2 104	4.7
Operations EBITDA (R'm)	2 670	2 525	5.7
Business as usual (R'm)	2 737	2 525	8.4
COVID impact (R'm)	(67)	-	
Corporate costs (R'm)	(468)	(421)	11.2
Normalised EBITDA* margin	23.4%	23.8%	
Normalised EBITDA* margin (excl COVID)	23.8%	23.8%	

- Strong PPD growth negatively impacted by COVID-19 in the last few weeks of March
- As of end Feb 2020:
  - PPD growth: 2.0%
  - Revenue growth: 7.3%
- Growth in revenue per PPD of 5.8% driven by:
  - a 4.5% tariff increase
  - a 1.3% positive case mix shift
- Business optimisation programmes resulted in improvement in Operations EBITDA margin pre COVID-19
- Corporate consists of head office costs and central support services
  - Increase in IT licensing fees
  - Recruitment in key focus areas

# SOUTHERN AFRICA

## Occupancy (%)



- As at end February 2020:
  - Good occupancy improvement: 67.3% (Feb 2019: 66.8%)
  - Combined PPD growth: 2.0%
    - Acute: 1.3%:
      - Good network PPD growth
      - 64 doctors recruited (net)
    - Complementary services: 8.0%
      - Strong mental health growth
- H1 2020 occupancy of 67.1%
  - Excluding the impact of COVID-19 occupancy would have been over 68%
- 80 mental health beds added in H2 2019 which impacted overall mental health occupancy as the unit has ramped up

# QUALITY

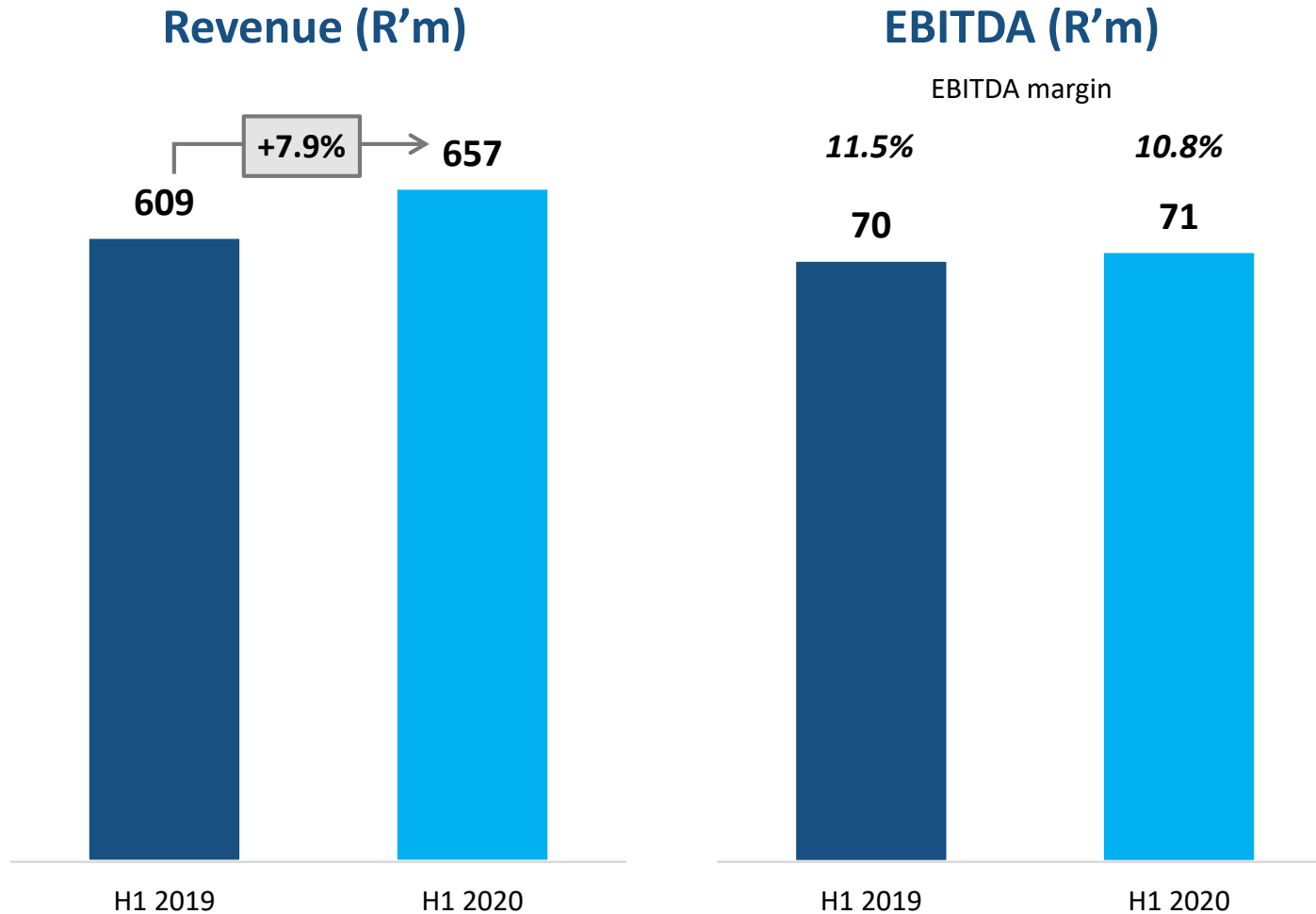
## CONTINUED FOCUS ON QUALITY OUTCOMES AND PATIENT EXPERIENCE

	2020	2019	Change	Measure
<b>Patient experience</b>				
Definitely recommend	<b>70.7</b>	70.8	↓	percentage
Patient experience	<b>8.39</b>	8.4	↓	
<b>Patient quality and safety measures</b>				
HAI (healthcare associated infection)	<b>0.36</b>	0.41	↓	Per 1 000 PPDs
VAP (ventilator associated pneumonia)	<b>0.99</b>	1.03	↓	Per 1 000 ventilator days
SSI (surgical site infection)	<b>0.80</b>	1.05	↓	Per 1 000 theatre cases
CLABSI (central line associated bloodstream infection)	<b>0.62</b>	0.95	↓	Per 1 000 central lines
CAUTI (catheter associated urinary tract infection)	<b>0.22</b>	0.38	↓	Per 1 000 catheter days on one line
Patient safety adverse events	<b>2.21</b>	2.58	↓	Per 1 000 PPDs
<b>Rehabilitation outcome measures</b>				
FIM™/FAM score	<b>0.8</b>	0.9	↓	Standardised assessment of 18 metrics widely used in rehabilitation
<b>Mental health outcome measures</b>				
MHQ14 efficiency	<b>2.36</b>	2.31	↑	Average gain/PPD

- Patient experience scores on par with H1 2019 and FY 2019
- Good improvement across HAI and patient safety scores;
  - Improved HAI bundle compliance
  - Renewed focus on patient safety adverse measures across hospitals

# HEALTHCARE SERVICES

## REVENUE AND EBITDA



### Life Esidimeni

- Good revenue growth driven by increased PPD volumes and improved tariffs
- EBITDA margins stabilized

### Life Employee Health Solutions

- Solid revenue growth
- Contracts impacted by increased competition, SA economy and COVID-19 lockdown
- EBITDA margin impacted by increased pricing pressure and COVID-19-related PPE and employee costs





# OPERATIONAL REVIEW

INTERNATIONAL

MARK CHAPMAN | INTERNATIONAL CEO



# H1 2020 | COVID-19 RESPONSE

## INTERNATIONAL

### Patient and employee safety

- Government measures vary from country to country with different responses according to local healthcare policy
- Adhered to country specific government and health policy guidelines within an over-arching Group best practice framework
- Each country introduced specific patient and employee safety measures in line with local government guidance. Such measures include:

#### Patient-facing environments

- Provision of appropriate PPE
- Telephone patient pre-screening practices
- COVID-19-specific patient literature
- Physical screening where appropriate
- Restrictions on high-risk procedures/patients
- Revised PPE measures for employees
- Restrictions on patient and visitor numbers on site

#### Non-patient facing environments

- Restrictions on all international and local travel
- Restrictions on face-to-face meetings, both internally and externally
- Working-from-home measure introduced for all non-patient-facing employees

# H1 2020 | COVID-19 RESPONSE

## INTERNATIONAL

### Revenue/cash preservation measures

- Scanning volumes decreased by an average of 60% as national healthcare systems prioritised urgent and emergency cases
- Each country has taken steps to protect revenue streams, reduce costs and preserve cash, working in partnership with national health providers
  - Alliance Medical (UK) concluded an agreement with the National Health Service (NHS) to secure average revenue payments for the national PET-CT contract for March and April with similar revenue protection agreements being discussed with individual NHS Trusts
  - Alliance Medical (UK) has concluded agreement with NHS to provide CT scanners and staff in support of the government's COVID-19 response
  - Scanmed (Poland) concluded an agreement with Narodowy Fundusz Zdrowia (NFZ) that secures average revenue payments for lump sum contracts
- Cash preservation measures including reduction and deferral of capex projects, interim embargo on non-critical spend, reducing variable employee costs, recruitment freezes, extended supplier payment terms, deferral of bonus payments and rent payment holidays have all been introduced

### Government support schemes

- Our international teams are using government support schemes where appropriate. The provisions of such schemes include deferred insurance contributions, deferred tax opportunities, preferential business loans and employment protection funds
- The governments of Ireland, the UK and Italy introduced support schemes where temporary employee lay-offs are concerned

# INTERNATIONAL | ALLIANCE MEDICAL

## OVERVIEW

### United Kingdom (UK)

▪ DI static sites	32
▪ PET-CT national contract sites	36
▪ Mobiles	42

▪ Revenue (%)	45
▪ Revenue (£'m)	71

<b>Number of machines</b>	
▪ MRI	65
▪ CT	18
▪ PET-CT	39
▪ Cyclotrons	4

▪ MRI / CT / other (%)	41
▪ PET-CT / Radiopharmacy (%)	59
▪ Public / Private (%)	87 / 13

### Italy

▪ Owned clinics	33
▪ Static sites	9

▪ Revenue (%)	27
▪ Revenue (£'m)	44

<b>Number of machines</b>	
▪ MRI	43
▪ CT	19
▪ PET-CT	4
▪ Cyclotron	1

▪ MRI / CT / other (%)	95
▪ PET-CT / Radiopharmacy (%)	5
▪ Public / Private (%)	63 / 37

### Ireland

▪ Operating sites	29
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▪ Revenue (%)	11
▪ Revenue (£'m)	18

<b>Number of machines</b>	
▪ MRI	28
▪ CT	7
▪ PET-CT	1

▪ MRI / CT / other (%)	95
▪ PET-CT (%)	5
▪ Public / Private (%)	39 / 61

### Other geographies



▪ Operating sites (Spain)	11
▪ Mobile and relocatable buildings (NE)	20
▪ MRI	13
▪ CT	7
▪ PET-CT	8
▪ Cyclotrons	4

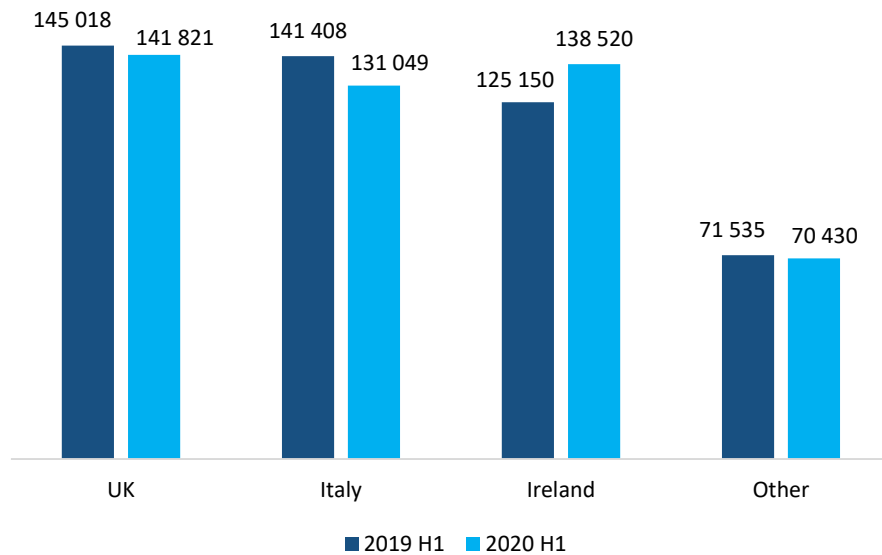
▪ Revenue (%)	17
▪ Revenue (£ 'million)	27

▪ MRI / CT / other (%)	26
▪ PET-CT / Radiopharmacy (%)	74

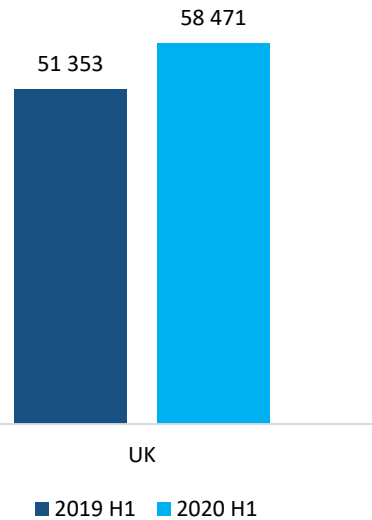
# INTERNATIONAL | ALLIANCE MEDICAL

## STRONG UNDERLYING GROWTH IN SCAN VOLUMES

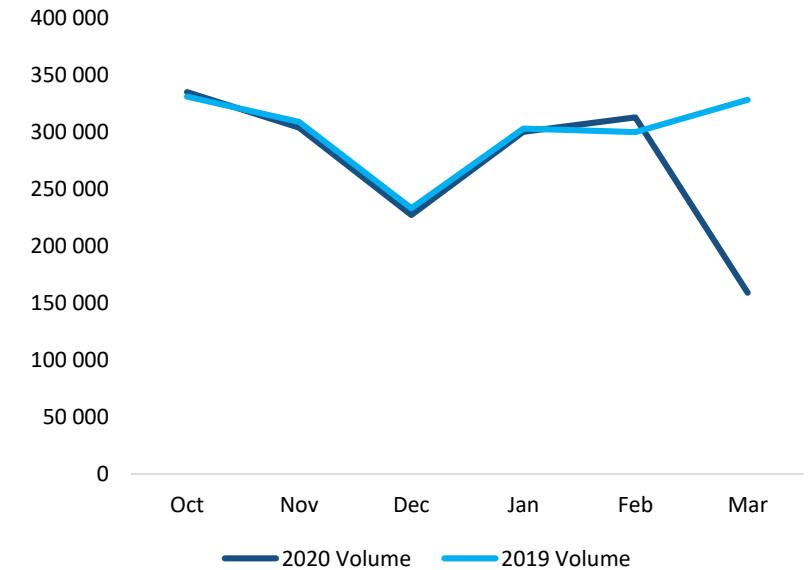
### MRI and CT scans



### PET-CT scans



### Total monthly volumes

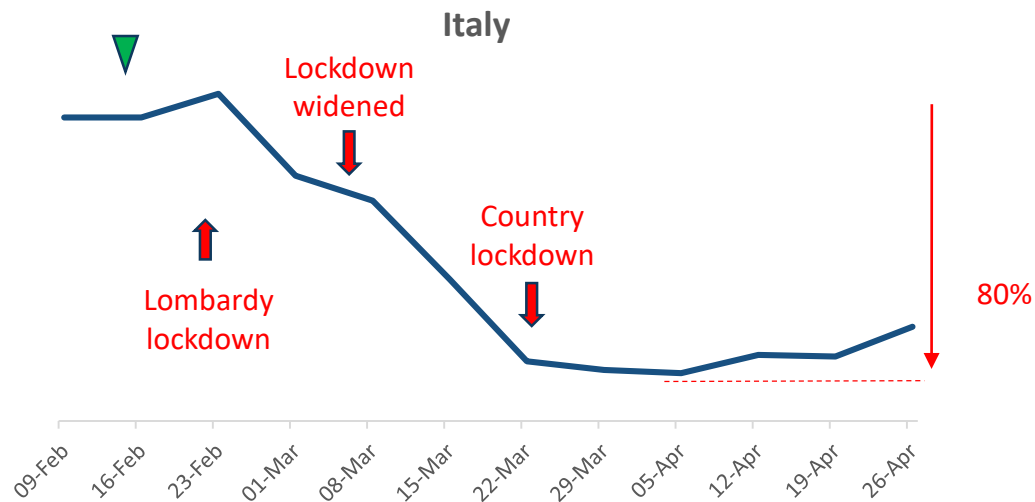
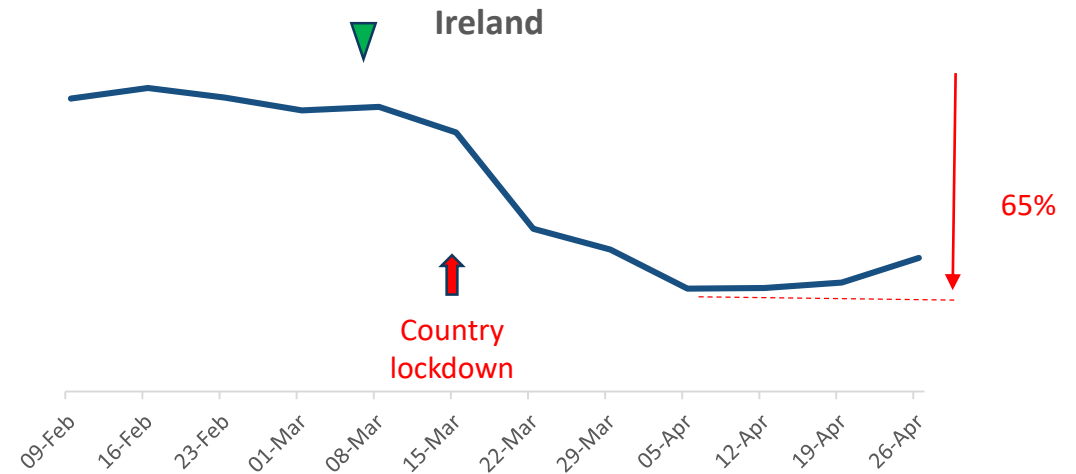
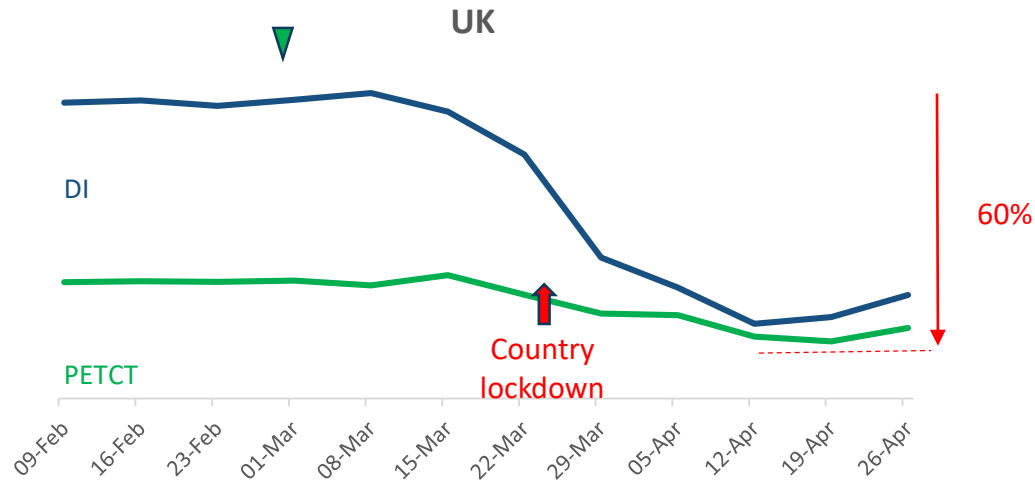


- 1.1% increase in overall scan volumes (excluding mobiles) across Alliance Medical (7.1% Feb 2020 YTD versus Feb 2019 YTD)
- 13.9% increase in PET-CT scans in the UK (15.9% Feb 2020 YTD versus Feb 2019 YTD)
- COVID-19 impact felt in March 2020 (c.£5m EBITDA)

*Excludes volume of scans provided within UK Mobile division*

# INTERNATIONAL | ALLIANCE MEDICAL

PATIENT VOLUMES HAVE PLATEAUED AND ARE BEGINNING TO INCREASE

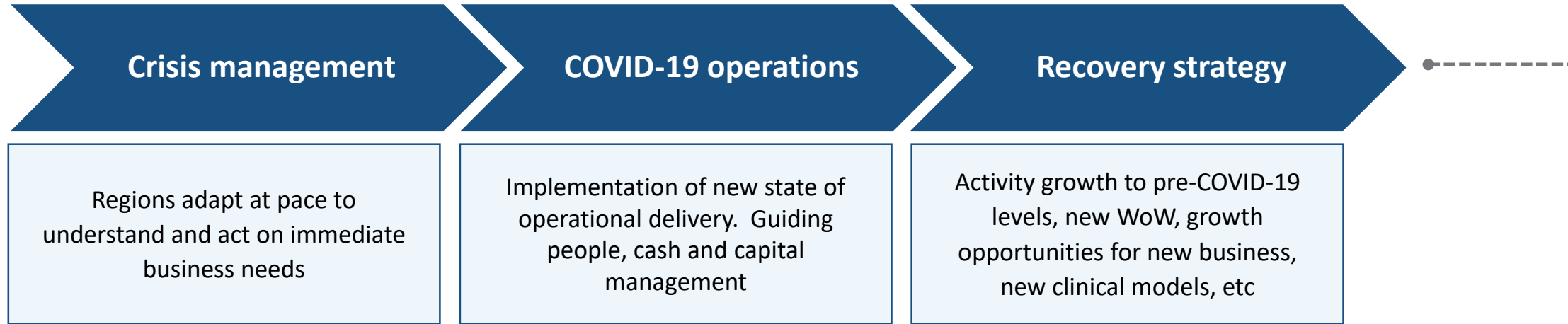


- Overall reduction is 60% to 70% of weekly volumes
- Maintaining core services
- Small number of sites closed across UK, Italy and Ireland
- Excludes the upside of additional COVID-19 CT service provision

▼ Country reached 100 confirmed cases (Source: <https://www.worldometers.info/>)

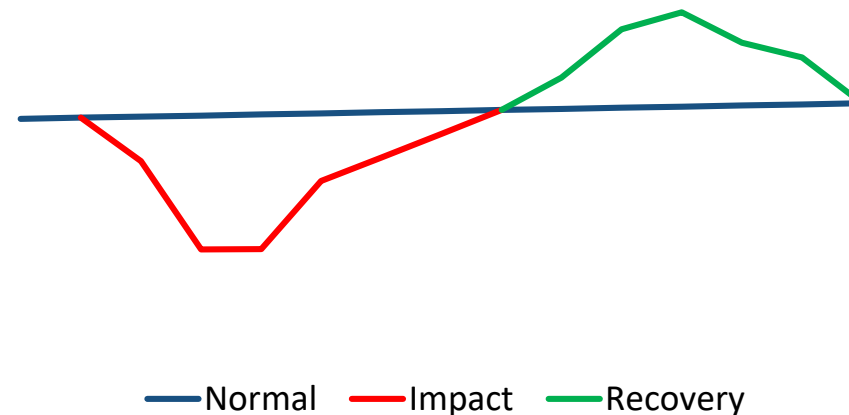
# INTERNATIONAL | ALLIANCE MEDICAL

SCAN VOLUMES BEGINNING TO RETURN IN SOME REGIONS



## Recovery strategy

- Capturing pent-up demand
- Structural changes – Ways of Working (WoW)
- Business opportunities
- Corporate activity





# INTERNATIONAL | ALLIANCE MEDICAL (EXCLUDING LMI)

## STABLE OVERALL PERFORMANCE

	2020	2019	Change %
Revenue (£'m)	<b>151.5</b>	145.3	4.3
Normalised EBITDA (£'m)	<b>29.5</b>	33.2	(11.1)
Normalised EBITDA margin	<b>19.5%</b>	22.9%	
<i>Excl estimated impact of COVID-19</i>			
Revenue (£'m)	<b>158.4</b>	145.3	9.0
Normalised EBITDA (£'m)	<b>34.1</b>	33.2	2.7
Normalised EBITDA margin	<b>21.5%</b>	22.9%	

- Good revenue growth compared to H1 2019 mostly driven by:
  - Strong growth in PET-CT scan volumes in the UK
  - Growth across Ireland and northern Europe
- UK Mobile MRI market moving to longer term customer relationships with lower pricing
- Radiopharmacy supply challenges reducing as refurbishment programme nears completion
- Overheads impacted by increased cost pressure and investment in efficiency initiatives with benefits expected in FY2020 and onward

Based on management accounts: Constant EUR/GBP currency of 1.2 and excludes impact of long-term incentives

### Normalised EBITDA margin (%)



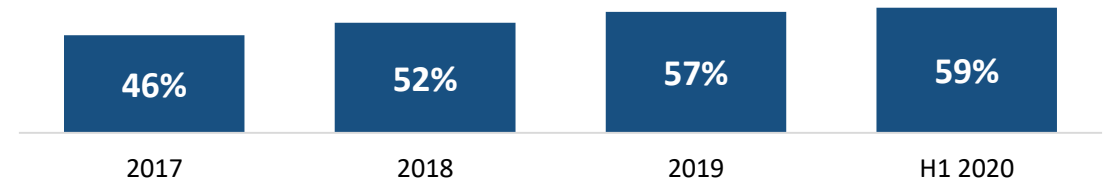
# INTERNATIONAL | ALLIANCE MEDICAL

## UNITED KINGDOM (UK)

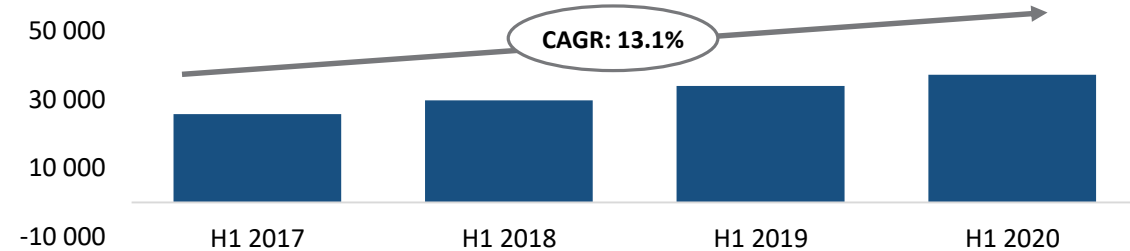
### Molecular Imaging (MI)

- PET-CT wave 1
  - MI growth underpinned by 10-year PET-CT wave 1 contract
  - Pricing certainty until December 2025
- PET-CT wave 2
  - Four separate contracts beginning in 2019/2020
  - Fixed price contracts with seven-year term with a three-year renewal option
- Now contracted to provide c.70% of NHSE PET-CT services
- Continued strong PET-CT volume growth of 13.9% against H1 2019 (15.9% as at end of Feb 2020)

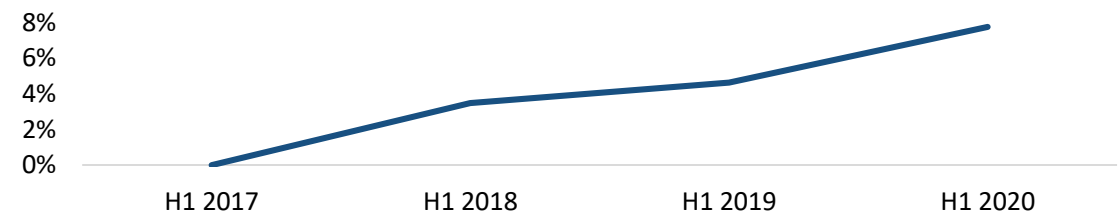
### MI as a % of UK revenue



### PET-CT wave 1 volumes



### Margin increase from 2017



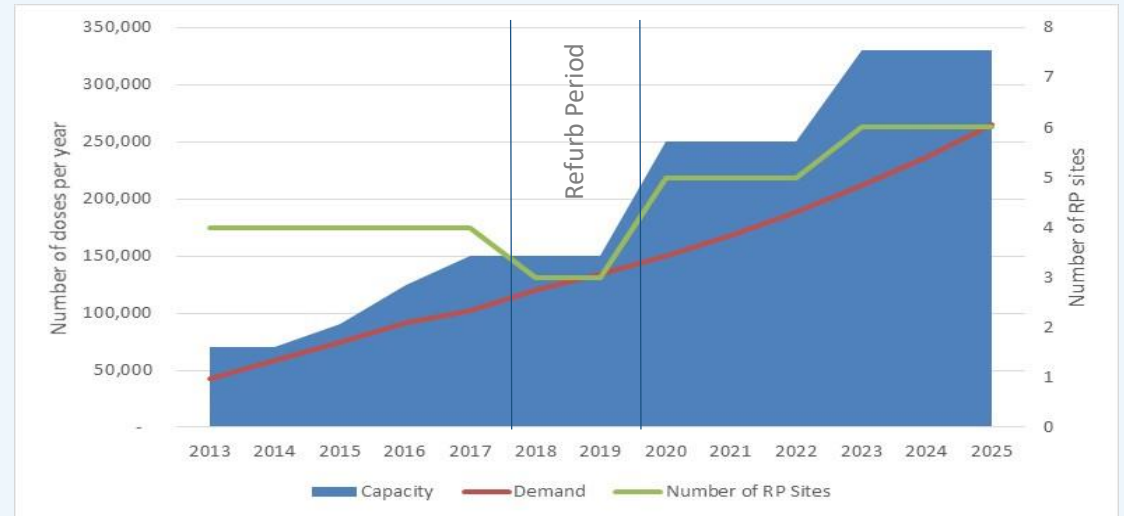
Margin adjusted for additional costs during refurbishment programme

\* Scan volumes, includes all scans carried out in PET-CT units

# INTERNATIONAL | UK RADIOPHARMACY

## FUTURE PROOFING

- With strong growth in PET-CT the planned refurbishment has resulted in operational challenges while the business has operated three of the four cyclotron sites
- Limiting capacity during this period has negatively impacted costs
- All four sites operational as at the end of March, four sites providing a highly reliable PET-CT service through H2 FY2020
- Substantial additional production capacity will be introduced as a result of a fifth site, Dinnington, opening late in FY2020 to cater for the continued growth in PET-CT – with possible delays due to travel restrictions on cyclotron engineers
- Dinnington has significantly more capacity than the current sites, with an additional fixed cost base of being c.1% margin dilutive in the short-term
- The last site to be refurbished, Sutton, will commence following the opening of Dinnington, to ensure we maintain four operational sites



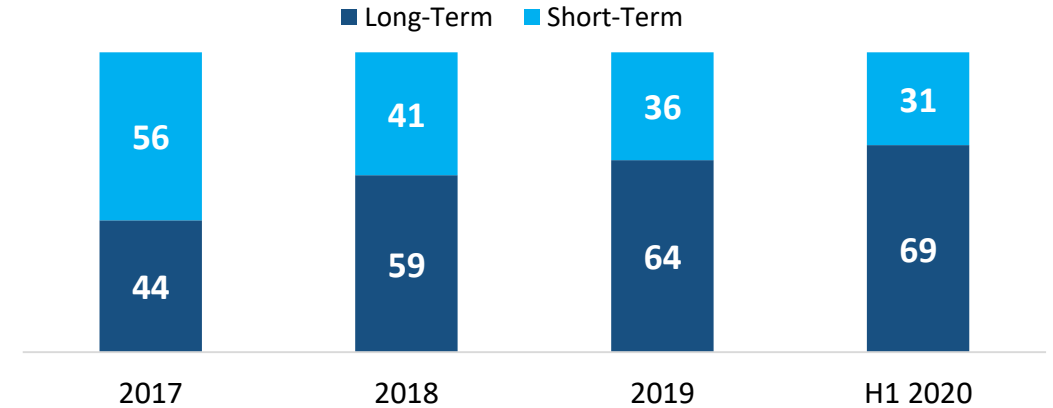
# INTERNATIONAL | ALLIANCE MEDICAL

UK

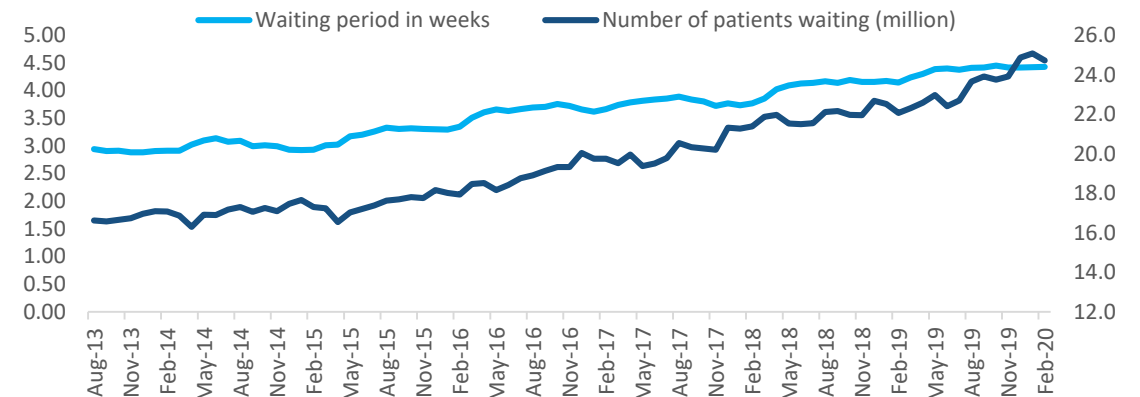
## Diagnostic imaging (DI)

- Strategic focus continues to be on long-term partnership solutions with hospital trusts
- UK DI volumes up c.7% (February YTD) excluding the impact of site gains/losses, with strong cost control
- Alliance Medical UK benefited from the move away from mobile infrastructure, short-term or spot contracts to longer-term contracts for static facilities
- New management structure implemented to deliver operational excellence

## Growth in longer-term contracts



## NHS referral to treatment (RTT waiting times)



# INTERNATIONAL | ALLIANCE MEDICAL - OTHER KEY MARKETS

## ITALY AND IRELAND

### Italy

- Revenue down 5.9% as a result of COVID-19 impact in March 2020
- 2.2% growth February YTD on the back of increasing volumes and acquisitions
- Slower growth in private revenue, 1% year-on-year (pre-COVID-19)
- Focus on maximising the allocated ASL budget by December 2020 to capture reduced volumes due to COVID-19
- Acquisition of clinics during FY2019 performing well
- Continuing consolidation of activities within regions to reduce cost base
- Investment made in management team to support and drive the quality agenda
- Additional acquisition in H1 FY2020

### Ireland

- Continues to show solid volume growth in clinics and statics due to strong activity and sales stimulation, with revenue growth of 10.1% despite COVID-19 impact in March 2020
- Continuing high level of contracts for overflow work for public customers seen during FY2019

# INTERNATIONAL | POLAND

## STRONG PERFORMANCE

- The Group has decided to suspend the process of potentially disposing of Scanmed due to the uncertainty and market volatility brought on by the COVID-19 pandemic
- The process is expected to restart towards the latter part of 2020, depending on market conditions at that point in time
- Scanmed has shown strong growth in the period

	2020	2019	Change %
Revenue (PLN'm)	<b>192</b>	177	8.5%
Normalised EBITDA (PLN'm)	<b>20</b>	11	81.8%
Normalised EBITDA margin	<b>10.7%</b>	6.3%	

- Good revenue growth driven by:
  - Price increases for public-funded volumes, including PLN1.5m for procedures carried out prior to H1 2020
  - Significant increases in endoprosthesis and cardiology procedures
- Margin improvement due to:
  - Operational efficiencies within hospitals
  - Reduction in overhead spend, through process optimisation
- COVID-19 impact estimated at PLN2.7 million EBITDA reduction

# INTERNATIONAL

## QUALITY OUTCOMES

Clinical quality indicator	H1 FY20	FY19	FY18	Year-on-year trend	Target
<b>UK</b>					
Patient experience (satisfied and very satisfied)	<b>97.4%</b>	95.3%	94.4%	↑	>92.5%
Friends and family score	<b>96.3%</b>	94.9%	94.5%	↑	>92.5%
Written patient complaints per 10 000 scans	<b>2.0</b>	3.2	4.4	↓	<5
Escalated events per 10 000 scans	<b>0.85</b>	0.9	0.7	↓	1.0
CQC/IRMER incidents per 10 000 scans	<b>0.1</b>	0.1	0.1	→	0
RIDDOR reportable incidents per 10 000 scans	<b>0</b>	0	0.1	→	0
Clinical audit: level 1 and 2 discrepancy scores	<b>0.07%</b>	0.05%	0.02%	↓	<1%
<b>Ireland</b>					
Patient experience (satisfied and very satisfied)	<b>98.5%</b>	98.0%	N/A <sup>1</sup>	↑	>92.5%
Friends and family score	<b>95%</b>	96.5%	N/A <sup>1</sup>	↓	>92.5%
Written patient complaints per 10 000 scans	<b>5.1</b>	5.4	N/A <sup>1</sup>	↓	<6
<b>Italy</b>					
Patient experience (satisfied and very satisfied)	<b>89.5%</b>	88.0%	N/A <sup>1</sup>	↑	>80%
Friends and family score	<b>91.5%</b>	96.5%	N/A <sup>1</sup>	↓	>90%

<sup>1</sup> Comparable data not available





# OPERATIONAL REVIEW

## GROWTH INITIATIVES

PIETER VAN DER WESTHUIZEN | ACTING GROUP CEO



# GROWTH INITIATIVES

## SA Imaging Opportunity

- Good progress has been made regarding the development of the imaging opportunity
- Timing of implementation impacted by COVID-19 with traction expected in H2 2020

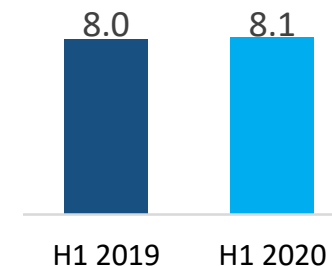
## Outpatient Care

- Six myLife clinics set up of which four are in partnership with Pick-n-Pay
- Rapid delivery of digital outpatient innovations in response to COVID-19 pandemic, including free public COVID-19 symptom checker, COVID-19 staff risk tracker for employers, and direct doctor-to-patient virtual consultations in light of recent HPCSA telemedicine dispensation

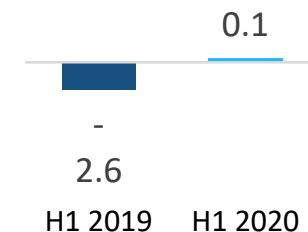
## LMI

- Focus on driving sales of Neuraceq – radioactive tracer used to identify amyloid plaques in the brain in order to diagnose Alzheimer’s disease
- Filing of Biogen’s therapeutic disease-modifying drug Aducanumab delayed but is anticipated in H2 2020
- NeuraCeq and other amyloid beta targeting PET biomarkers obtained reimbursement by Switzerland starting April 2020
- NeuraCeq sales down approximately 80% for the month of April 2020 due to COVID-19 but we are seeing improvement in sales
- Strong pipeline of products at various stages of development, with a phase 2 study for Tau tracer commencing during the year

### Revenue (GBP'm)



### EBITDA (GBP'm)





## FINANCIAL REVIEW

PIETER VAN DER WESTHUIZEN | ACTING GROUP CEO

**2020**  
YEAR OF THE NURSE

# HIGHLIGHTS

Reported revenue  
**+6.8%**  
 Reported normalised EBITDA  
 pre-IFRS16  
**+2.7%**

Underlying revenue  
**+8.9%**  
 Underlying normalised  
 EBITDA pre-IFRS16  
**+8.7%**

Normalised EPS  
**+12.0%**  
 to 55.0 cps

**Strong  
 Operational performance**

**PPD growth of +0.2% and  
 PET-CT volumes +13.9%**

**Investments in  
 efficiency programmes  
 starting to deliver**

**Normalised EBITDA  
 margin same as FY2019**

**Strong financial position  
 and  
 undrawn facilities of  
 R3.8 billion**

# FINANCIAL STATUTORY RESULTS

## GROUP

	2020 R'm	2019 R'm	% change
Revenue	<b>13 244</b>	12 399	6.8
Normalised EBITDA	<b>2 923</b>	2 733	7.0
Normalised EBITDA margin (%)	<b>22.1</b>	22.0	
EBITA	<b>2 155</b>	2 114	1.9
Amortisation	<b>(308)</b>	(311)	(1.0)
Operating profit	<b>1 847</b>	1 803	2.4
Non-operating income/(expense)	<b>34</b>	(458)	>100
Net finance costs	<b>(457)</b>	(527)	(13.3)
Associates and joint ventures	<b>10</b>	4	
Profit before tax	<b>1 434</b>	822	74.5
Tax	<b>(498)</b>	(324)	53.7
Non-controlling interest	<b>(155)</b>	(141)	9.9
Attributable profit	<b>781</b>	357	>100

- Normalised EBITDA impacted by:
  - IFRS 16 *Leases*
  - COVID-19 pandemic
  - continued operational challenges within radiopharmacy in the UK
- Non-operating income/(expenses) includes:
  - gain on derecognition of lease asset and liability (R75 million) in the current period
  - mark-to-market loss on the Max option contracts of R354 million (before tax) in the prior period
- Reduction in net finance costs due to repayment of debt in Q4 FY19

# FINANCIAL UNDERLYING RESULTS

## GROUP

	2020 As reported R'm	2020 IFRS 16 impact R'm	2020 Estimated COVID-19 impact R'm	2020 Underlying results <sup>1</sup> R'm	2019 R'm	% change
Revenue	13 244	-	264	13 508	12 399	8.9
Normalised EBITDA	2 923	(117)	166	2 972	2 733	8.7
Normalised EBITDA margin (%)	22.1	(0.9)	0.8	22.0	22.0	
EBITA	2 155	(21)	166	2 300	2 114	8.8
Amortisation	(308)	-	-	(308)	(311)	(1.0)
Operating profit	1 847	(21)	166	1 992	1 803	10.5
Non-operating income/(expense)	34	-	0	34	(458)	>100
Net finance costs	(457)	30	1	(426)	(527)	(19.2)
Associates and joint ventures	10	-	-	10	4	
Profit before tax	1 434	9	167	1 610	822	95.9
Tax	(498)	(1)	(31)	(530)	(324)	63.6
Non-controlling interest	(155)	-	(4)	(159)	(141)	12.8
Attributable profit	781	8	132	921	357	>100

<sup>1</sup> IFRS 16 impacted the reported results positively, while COVID-19 had a negative impact on the reported results. These were excluded to obtain underlying results

# IMPACT OF IFRS 16 LEASES AND COVID-19

## GROUP

	2020 As reported R'm	2020 IFRS 16 impact R'm	2020 Estimated COVID-19 impact R'm	2020 Underlying results <sup>1</sup> R'm	2019 R'm	% change
<b>Revenue</b>	<b>13 244</b>	-	264	<b>13 508</b>	12 399	8.9
Southern Africa	9 402	-	112	9 514	8 847	7.5
International	3 685	-	152	3 837	3 406	12.7
Growth initiatives	157	-	-	157	146	7.5
<b>Normalised EBITDA</b>	<b>2 923</b>	(117)	166	<b>2 972</b>	2 733	8.7
Southern Africa	2 236	(34)	67	2 269	2 104	7.8
International	726	(81)	99	744	670	11.0
Growth initiatives	(39)	(2)	-	(41)	(41)	0.0
<b>Operating profit</b>	<b>1 847</b>	(21)	166	<b>1 992</b>	1 803	10.5
Southern Africa	1 801	(15)	67	1 853	1 721	7.7
International	102	(6)	99	195	160	21.9
Growth initiatives	(56)	-	-	(56)	(78)	28.2
Net finance costs	(457)	30	1	(426)	(527)	(19.2)
<b>Profit before tax</b>	<b>1 434</b>	9	167	<b>1 610</b>	822	95.9

- IFRS 16 adopted from 1 October 2019
- No restatement to prior periods

	31 Mar 2020 R'm	1 Oct 2019 R'm
<b>Impact of IFRS 16 on financial position</b>		
PPE	1 188	1 144
Interest-bearing borrowings	1 281	1 230

<sup>1</sup> IFRS 16 impacted the reported results positively, while COVID-19 had a negative impact on the reported results. These were excluded to obtain underlying results

UNAUDITED GROUP INTERIM RESULTS | FOR THE SIX MONTHS ENDED 31 MARCH 2020 AND TRADING STATEMENT



# FINANCIAL RESULTS

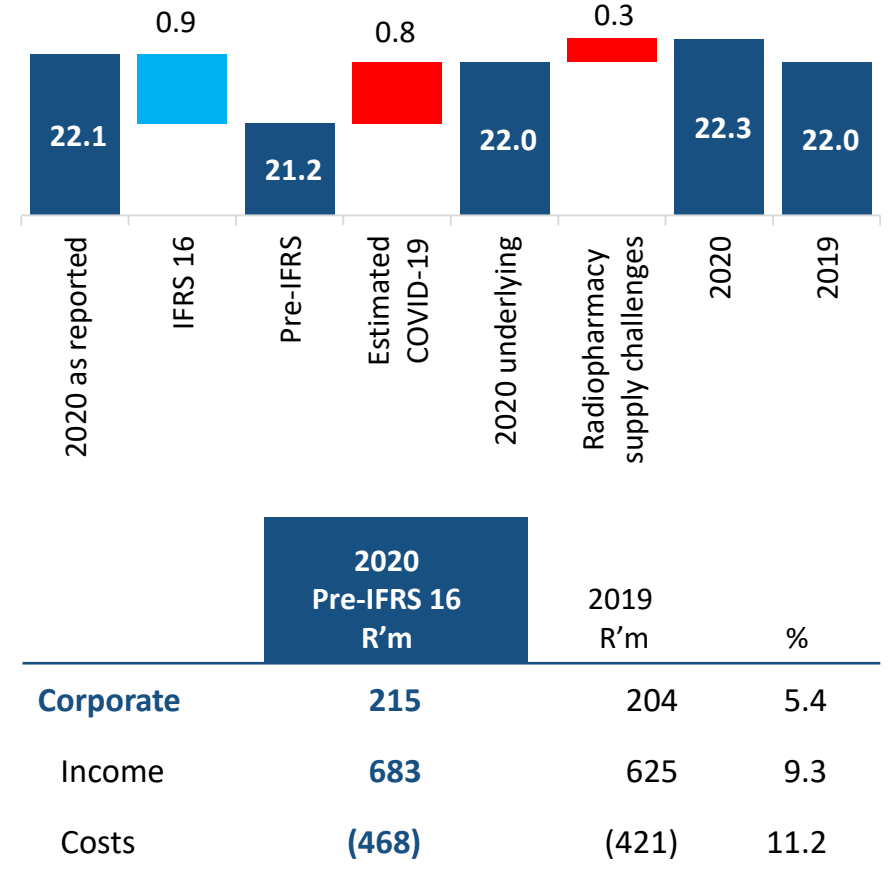
## GROUP

	Constant currency %	2020 Pre-IFRS 16 R'm	2019 R'm	%
<b>Revenue</b>	5.4	<b>13 244</b>	12 399	6.8
Southern Africa	6.3	<b>9 402</b>	8 847	6.3
International	3.4	<b>3 685</b>	3 406	8.2
Growth initiatives <sup>1</sup>	2.1	<b>157</b>	146	7.5
<b>Normalised EBITDA</b>	1.5	<b>2 806</b>	2 733	2.7
Southern Africa	4.6	<b>1 987</b>	1 900	4.6
International	(8.7)	<b>645</b>	670	(3.7)
Corporate	5.4	<b>215</b>	204	5.4
Growth initiatives <sup>1</sup>	2.4	<b>(41)</b>	(41)	0.0
<b>Normalised EBITDA margin (%)</b>		<b>21.2%</b>	22.0%	
Southern Africa (incl. corporate)		<b>23.4%</b>	23.8%	
Southern Africa (excl. corporate)		<b>21.1%</b>	21.5%	
International		<b>17.5%</b>	19.7%	

<sup>1</sup> Growth initiatives comprises new outpatient models, imaging and other in southern Africa/LMI internationally

1PLN = ZAR3.86 (31 March 2020)  
1PLN = ZAR3.75 (31 March 2019)

### Normalised EBITDA margin (%)



1GBP = ZAR19.30 (31 March 2020)  
1GBP = ZAR18.35 (31 March 2019)

# FINANCIAL RESULTS

## GROUP

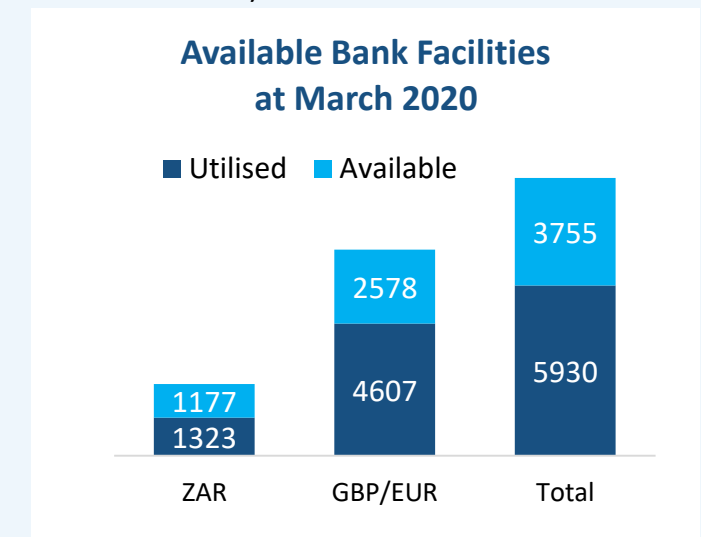
	2020	2019	% change
Weighted average number of shares (million)	1 455	1 456	(0.1)
<b>EPS (cents)</b>	<b>53.7</b>	24.5	>100
Impairment of assets and investments	-	2.5	
Loss/(profit) on disposal of property, plant and equipment	0.1	(0.1)	
HEPS (cents)	53.8	26.9	100.0
Fair value loss on Max option contracts	-	17.6	
Adjustments to contingent considerations	4.5	2.6	
Gain on derecognition of finance lease asset and liability	(3.7)	-	
Transactions costs	0.4	2.0	
<b>Normalised EPS (cents)</b>	<b>55.0</b>	49.1	12.0
<b>Normalised EPS excluding amortisation (cents)</b>	<b>71.5</b>	63.7	12.2
<b>Normalised EPS excluding impact of IFRS 16 (cents)</b>	<b>55.5</b>	49.1	13.0

- Includes the impact of IFRS 16
- Earnings negatively impacted by R132 million (-9.1 cps) due to the COVID-19 pandemic

# CONSOLIDATED CONDENSED STATEMENT OF FINANCIAL POSITION

	Mar 2020 R'm	Sept 2019 R'm
<b>Non-current assets</b>	<b>35 902</b>	31 588
Property, plant and equipment	14 892	12 929
Goodwill	15 328	13 140
Intangible assets	4 236	3 829
Other	1 446	1 690
<b>Current assets (excluding cash)</b>	<b>4 837</b>	4 434
Cash	1 255	1 544
<b>Total assets</b>	<b>41 994</b>	37 566
<b>Total shareholders' equity</b>	<b>19 525</b>	17 491
<b>Non-current liabilities</b>	<b>13 808</b>	11 632
Interest-bearing borrowings	11 762	9 399
Other non-current liabilities	2 046	2 233
<b>Current liabilities (excluding interest-bearing borrowings)</b>	<b>6 205</b>	5 847
Interest-bearing borrowings	2 456	2 596
<b>Total equity and liabilities</b>	<b>41 994</b>	37 566
Net debt	14 286	11 318
<b>Net debt to normalised EBITDA (covenant 3.5x)</b>	<b>2.24</b>	1.96

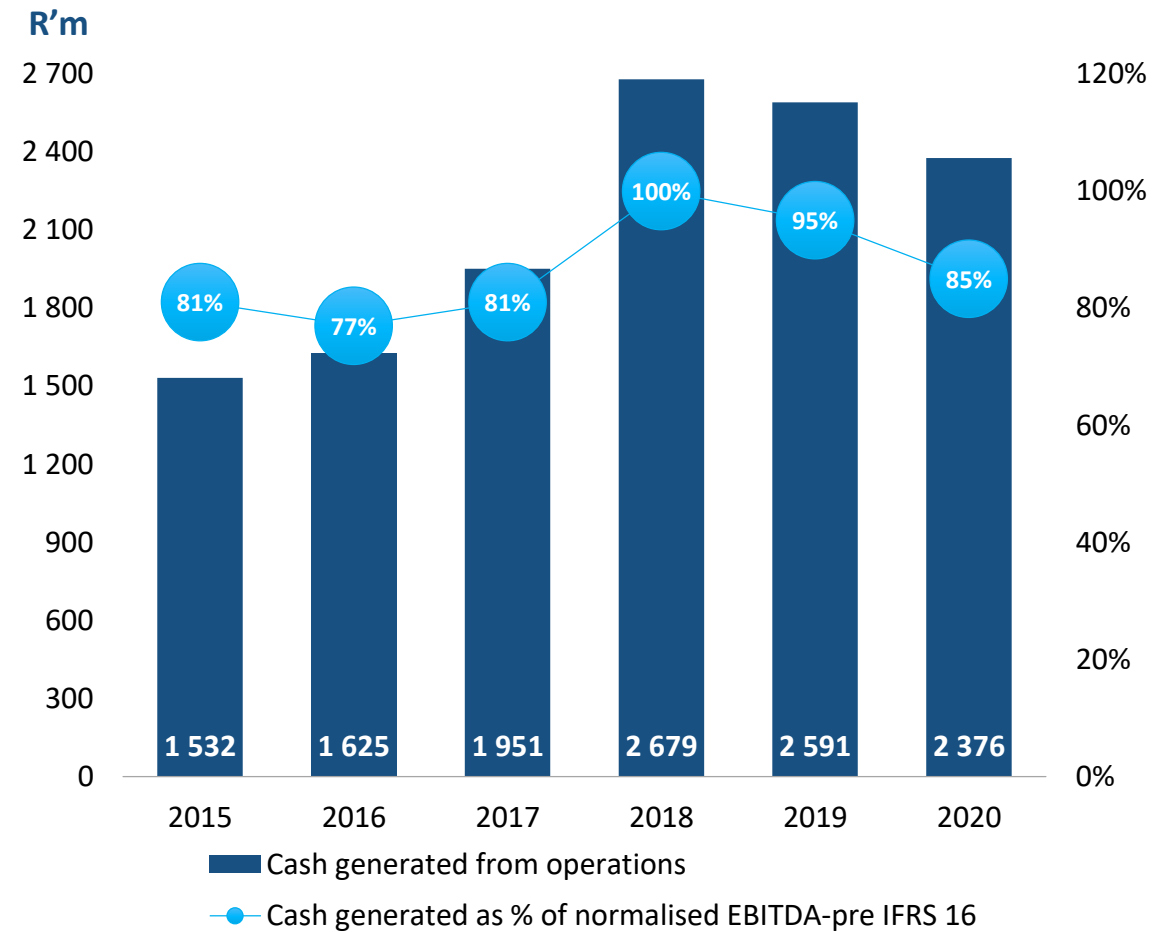
- Strong financial position
- Successful refinance of international debt in Mar 2020. Reducing interest rate by approx. 50bps and extending maturity dates by average 4 years
- Available undrawn facilities of R3.8 billion at 31 Mar:
  - In process to further increase facilities (R3.9 billion in SA)



# CASH FLOW

## GROUP

	2020 R'm	2019 R'm	% change
<b>Cash generated from operations</b>	<b>2 376</b>	2 591	(8.3)
Transaction costs paid	(5)	(30)	
Net interest paid	(332)	(454)	
Tax paid	(382)	(477)	
Maintenance capex	(598)	(527)	
Minority distributions	(134)	(151)	
Staff schemes	(3)	(2)	
<b>Free cash flow</b>	<b>922</b>	950	(2.9)
Growth capex	(547)	(398)	
Investments, net of cash	(1)	(236)	
Premium paid relating to Max option contracts	-	(54)	
<b>Net cash flow after capex and investments</b>	<b>374</b>	(262)	>100
<b>Free cash flow excluding transaction costs</b>	<b>927</b>	980	(5.4)



# CASH PRESERVATION

Due to the impact of COVID-19 the Group has implemented a number of short-term cash preservation levers

- The board has taken the prudent decision not to pay an interim dividend in order to preserve cash during this uncertain time due to the COVID-19 pandemic. This position will be reviewed for the full year
- Delaying capex projects without compromising the business
- Reducing temporary staff through increased permanent employee utilisation
- Negotiating extended payment terms with suppliers
- Negotiating rent payment holidays with landlords
- Utilising government support programmes to the extent possible
- Utilising the employer contribution to post-retirement funding
- Deferring executive and management bonuses

# DEBT

<b>Funding</b>	<b>Mar 2020 Local currency 'm</b>	<b>Mar 2020 R'm</b>	<b>Weighted avg. cost of debt <i>(post-tax)</i></b>	<b>Sep 2019 Local currency 'm</b>	<b>Sep 2019 R'm</b>	<b>Weighted avg. cost of debt <i>(post-tax)</i></b>
Acquisition funding						
ZAR	<b>550</b>	<b>550</b>	5.79	650	650	6.99
PLN	<b>94</b>	<b>410</b>	3.74	95	362	3.76
GBP	<b>139</b>	<b>3 094</b>	1.95	139	2 598	2.44
Capex funding - ZAR	<b>3 054</b>	<b>3 054</b>	5.56	3 174	3 174	5.85
Poland - PLN	-	-		6	24	3.02
Alliance Medical - GBP	<b>201</b>	<b>4 465</b>	1.77	201	3 760	2.14
Capitalised finance leases <sup>1</sup>						
ZAR	<b>633</b>	<b>633</b>	7.94	515	515	8.53
PLN	<b>112</b>	<b>487</b>	3.77	66	252	4.46
GBP	<b>69</b>	<b>1 525</b>	3.22	35	660	3.56
Working capital - ZAR	<b>1 323</b>	<b>1 323</b>	4.99	867	867	5.58
		<b>15 541</b>	3.48		12 862	4.01
Net debt : EBITDA		<b>2.24</b>			1.96	
1 GBP:ZAR (spot)		<b>22.19</b>			18.68	

<sup>1</sup> Increased due to adoption of IFRS 16



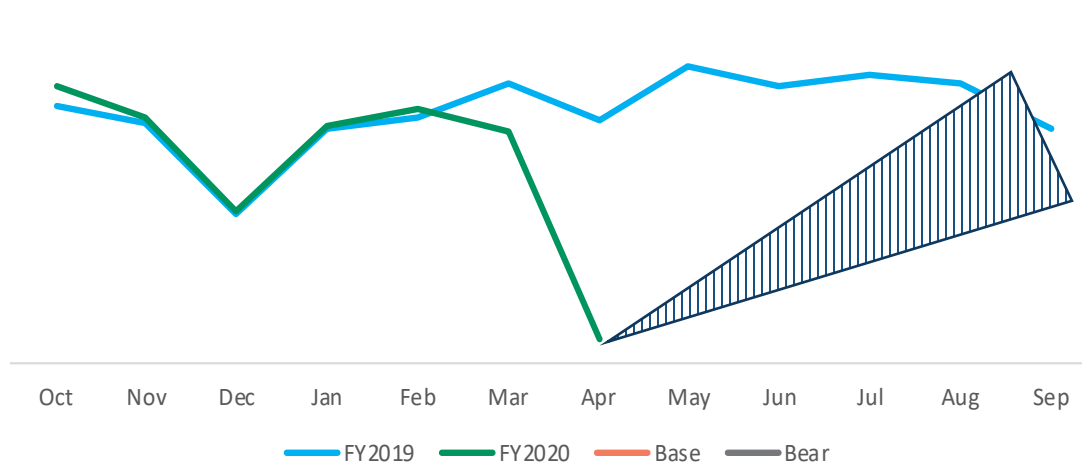
## 2020 H2 OUTLOOK

PIETER VAN DER WESTHUIZEN | ACTING GROUP CEO

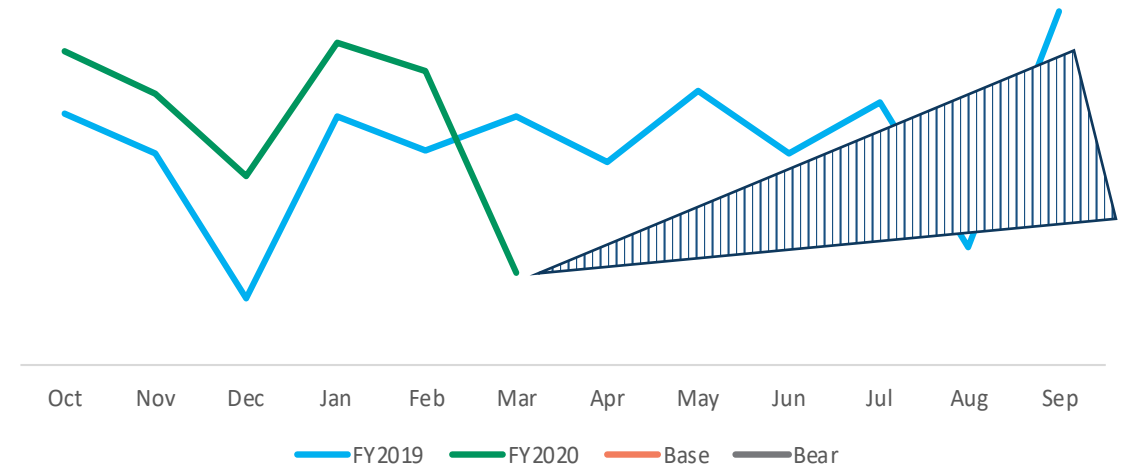


# COVID-19 OUTLOOK SCENARIOS

## SA PPDs



## Alliance Medical Revenue



- Infection peak forecast for August / September 2020 in line with recent estimates from National Department of Health and the Actuarial Society of SA
- Expect slow increase in medically necessary admissions pre and post the COVID-19 surge
- Expect occupancy levels to normalise during 2021
- The impact of the economic environment on medical scheme membership is uncertain at this stage

- Expect slow increase in scan volumes across all markets with normal scan volumes only reached in Q2 2021
- Expect faster return to normality for PET-CT scanning
- Maintain prudent capex spend
- Uncertain what broader economic impact will be on funding levels for Healthcare by different governments



# H1 2020 | GROUP OVERVIEW

## OUTLOOK FOR H2 2020

### COVID-19

- Level and duration of COVID-19 pandemic remains uncertain
- Focus on treating our patients and looking after our employees and doctors
- Cut discretionary spend and reduce capex without causing longer term harm to the business
- Difficult environment expected to continue in H2 2020 but with improvement in activities

### Life Healthcare Southern Africa

- Focus on managing the COVID-19 pandemic and the return of medically necessary surgery
- Re-initiate SA radiology opportunity
- Capex spend of approximately R750 million for the full year

### Alliance Medical

- Business focusing on post-lockdown increase in activities and adapting to new environment
- Further stabilisation of radiopharmacy supply with opening of fifth cyclotron scheduled for end Q4
- Capex spend of approximately R800 million for the full year

### Scanmed

- Expectation for sale process to be revived once situation stabilises

# H1 2020 | GROUP OVERVIEW

## OUTLOOK FOR H2 2020

### CEO Recruitment Process

- Process put on hold until operating environment stabilises

### International Nurses Day – 12 May 2020

- 2020 is the WHO year of the Nurse
- Appropriate in these times that our nurses are recognised for the valuable role they play in our society and as the front line in dealing with the COVID-19 pandemic
- Thank our nurses for their immense contribution

# TRADING STATEMENT

## OUTLOOK FOR H2 2020

- In FY2019 the Group disposed of its investment in Max Healthcare. This transaction resulted in a net profit of R1 billion consisting of:
  - a profit on disposal of the investment of R1.4 billion
  - transaction costs of R118 million
  - a hedge loss of R292 millionAll the items are net of tax
- The net proceeds on the disposal of R3.8 billion was utilised to reduce debt levels in the Group
- These two known items will cause the current year's performance to be lower than the FY2019 by more than 20%\*. Hence the Group is releasing a trading statement
- In addition the financial impact of COVID-19 is uncertain and therefore the Group will update the market on a more regular basis over the next six months

\* The JSE listing requirements require a trading update to be issued if the earnings or headlines earnings per share are going to be more than 20 percent above or below the previously reported earnings.


# OUR VISION


## ADAPTING OUR STRATEGY FOR THE NEW ENVIRONMENT


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


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

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

**GROWTH**  Innovate and further diversify our delivery model in southern Africa  
Continue to grow our international diagnostic imaging business

**EFFICIENCY**  Drive business optimisation through efficient, optimal utilisation of processes, information, technology & innovation

**QUALITY**  Deliver clinical excellence

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



**2020**

#flattenthecurve #strongertogether

**Wash your hands  
for 20 seconds**  
with soap and water

**Keep 2m apart**  
#socialdistancing

**Zero Excuses**  
Wear a mask  
Practice hand hygiene  
Keep your distance  
Adhere to lockdown regulations

**Life** Group  
HEALTH CARE

## APPENDIX TO COVID-19 RESPONSE

**2020**  
YEAR OF THE NURSE

# H1 2020 | GROUP OVERVIEW

## SOUTHERN AFRICA COVID-19 RESPONSE

PRIORITISING THE SAFETY OF OUR EMPLOYEES, OUR DOCTORS AND PATIENTS

### COVID-19 PREPARATION

- COVID-19 specific plans covering facilities, operational, staffing and clinical interventions have been implemented
- Adopted guidelines issued by the DoH, NICD, WHO and various medical societies
- Focus on ensuring adequate PPE for employees and doctors and increased ventilator capacity
- Universal masking implemented in order to reduce transmission risk, including cloth masking our employees when not at work
- Implementation of a dynamic forecasting model that the hospitals are using for logistical, capacity and employees planning

#### Engagement with Government

- Continuous engagement with both SA national and provincial government departments
- Committed to assisting the SA Government with the treatment of public sector patients in Life Healthcare facilities
- A process to establish pricing in SA for the treatment of State patients is underway
- Participating in the HASA and Business Unity South Africa initiatives

# H1 2020 | GROUP OVERVIEW

## SOUTHERN AFRICA COVID-19 RESPONSE

### PRIORITISING THE SAFETY OF OUR EMPLOYEES, OUR DOCTORS AND PATIENTS

#### Employees

- Establishing separate teams to limit the potential impact and spread
- Measures, backed by policies and procedure guidelines include:
  - Hygiene and social distancing
  - Travel policies
  - Adapted leave policies, including sick leave, quarantine and isolation, and work-from-home principles
  - Freeze on non-essential recruitment
  - Redeployments between units and hospitals
  - Infection prevention specialists at hospitals are driving the training and compliance to infection prevention protocols
  - Flu vaccines for all employees and supporting doctors
  - A number of initiatives focusing on increasing healthcare worker capacity
  - A communication campaign to all employees
  - Extensive guidelines covering screening, clinical care, infection prevention, PPE usage have been developed and employees training continues across all facilities

#### Facilities management

- Entrances reduced and screening protocols implemented at all facilities
- Visiting patients suspended, with limited exceptions
- 17 retail pharmacies temporarily closed
- Operational model created for all hospitals
- Hospital wards designated for COVID-19 and non-COVID-19 patients
- Acute hospital business consists of: 49 facilities, 8 037 beds, 1 035 high care/ICU beds, 682 universal ventilators and 366 anaesthetic machines/portable ventilators
- Detailed 'surge' plans prepared by all facilities within the Group guidelines, covering:
  - reconfiguration of existing wards within different surge scenarios
  - patient flow (split between COVID-19 and non-COVID-19)
  - employee planning
  - doctor capacity
  - A&E triage and patient flow/isolation

# H1 2020 | GROUP OVERVIEW

## SOUTHERN AFRICA COVID-19 RESPONSE

PRIORITISING THE SAFETY OF OUR EMPLOYEES, OUR DOCTORS AND PATIENTS

### Planning for the return of medically necessary admissions

- With South Africa returning out of lockdown this has enabled the return of medically necessary surgery
- The Group has implemented plans across its facilities to ensure that the COVID-19 risk is appropriately managed, including
  - testing of patients before admission
  - screening for symptoms of employees, doctors and support services personnel on a daily basis
  - random testing of employees and doctors
  - facility plans covering:
    - staggered admission times
    - the split of facilities between COVID-19 and non-COVID-19 patients
    - bed capacity management to ensure social distancing
    - appropriate protocols in theatre covering utilisation, cleaning and social distancing
    - revised PPE protocols
    - rotation of employees
  - Guidelines from various medical societies as well as international best practice have been considered



# SOUTHERN AFRICA

## COVID-19 PANDEMIC STAGES

### Phase 1

#### Outbreak

- Lockdown flattened the infection curve
- Acute occupancies post-introduction of lockdown at 40%
  - 34% reduction in emergency cases
  - 41% reduction in medical admissions (pneumonia, upper and lower respiratory infections) but increased LOS
  - 58% reduction in surgical cases
  - Complementary services impact mixed
    - Limited impact on oncology, renal dialysis and acute rehabilitation (occupancy 72%)
    - Bigger impact on mental health as non-emergency cases delayed
  - Limited impact at Life Esidimeni
  - Significant impact on Life Employee Health Solutions

### Phase 2

#### Infection peak

- Our view is informed by a SEIR (susceptible, exposed, infectious, recovered) epidemiological model which projects an infection peak in September
- Demand will potentially exceed the current number of critical care beds and ventilators
- Bringing on stream additional ICU capacity
- Detailed 'surge' planning at each facility

### Phase 3

#### New normal

- Given the delay in elective surgery, we expect pent-up demand for surgery post the surge of COVID-19 admissions
- Occupancy levels should normalise during 2021
- The impact of the economic environment on the medical scheme membership is uncertain at this stage
- Adapt our southern Africa strategy for the new normal - Innovate and further diversify our delivery model in southern Africa

# GROUP OVERVIEW

## Managing uncertainties and risk

- The impact of the economic environment on the membership of medical schemes is uncertain at this stage
- Unknown depth and duration of the down cycle

## Cash preservation measures

- Decision not to pay interim dividend
- Delaying capex projects without compromising the business
- Reducing temporary staff through increased permanent employee utilisation
- Negotiating extended payment terms with suppliers
- Negotiating rent payment holidays with landlords
- Utilising government support programmes to the extent possible
- Utilising the employer contribution to post-retirement funding
- Deferring executive and management bonuses

## Financial resilience

- Committed to maintaining and bolstering a strong balance sheet
- Strong liquidity position with committed undrawn facilities of R3.8 billion at 31 March
- In process to further increase facilities of R3.9 billion in SA



# UNAUDITED GROUP RESULTS

FOR THE PERIOD ENDED  
31 MARCH 2020, AND TRADING STATEMENT