

# RHCNZ Medical Imaging Group

## Infratil Investor Day Presentation

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Chief Executive

# New Zealand's Largest Radiology Network

Large-scale national business providing specialist imaging, diagnostic and preventative radiology services



## National portfolio of 70+ clinics

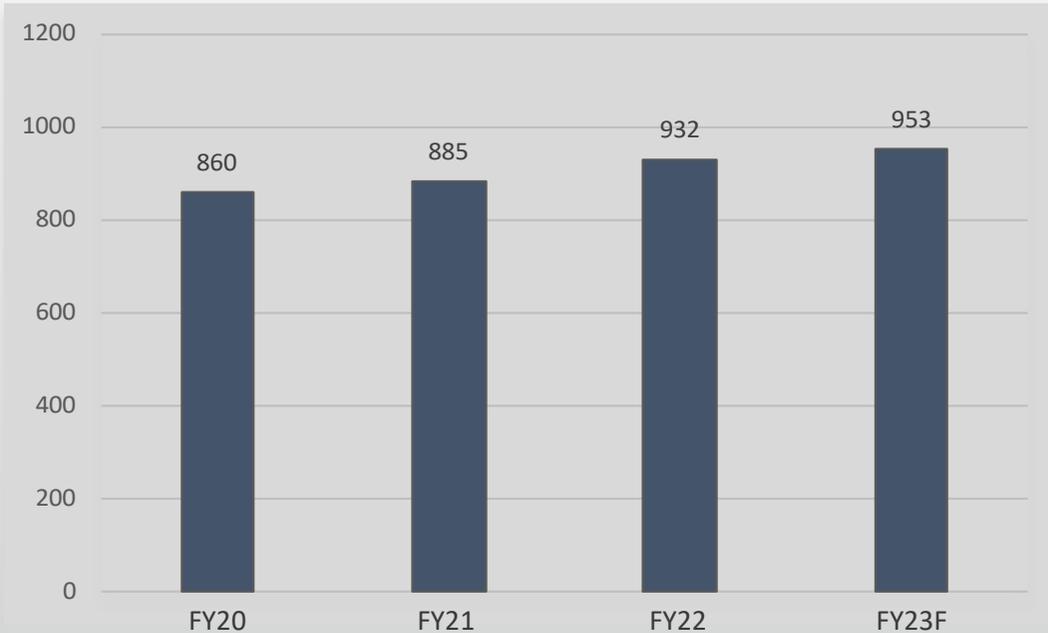
- 43 clinics in North Island
- 32 clinics in South Island
- + located at 19 key private hospitals
- 144 radiologists nationwide
- 1,298 staff nationwide
- 24 / 7 teleradiology service

# Financial Performance

Significant disruption experienced during and post-COVID, but underlying volume growth remains

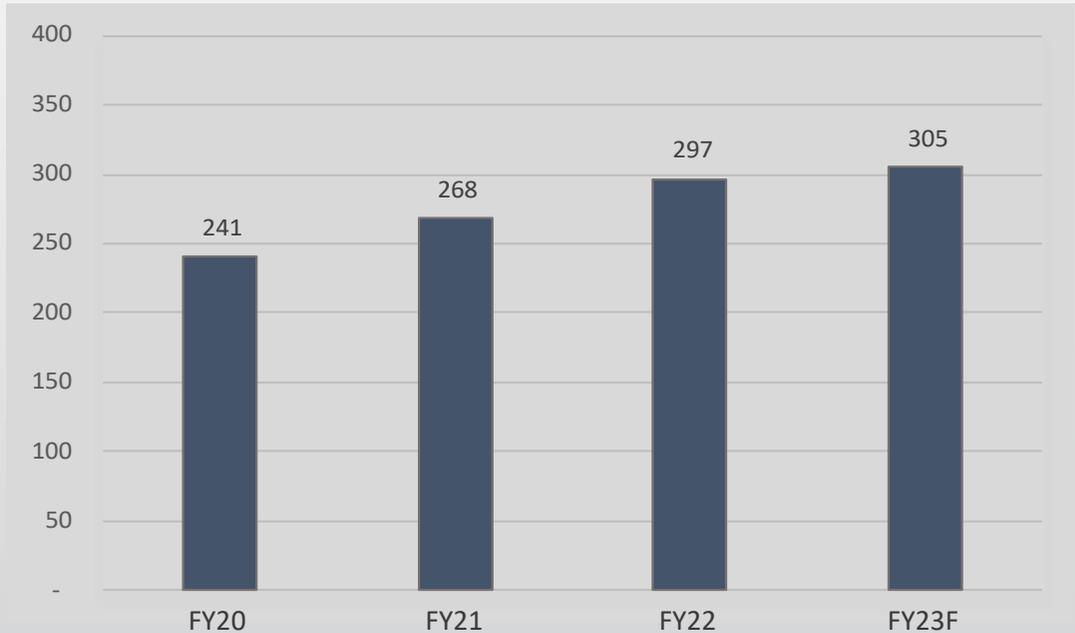
## Total Group Volumes (000's of scans p.a.)

FY20-FY23F



## Total Group Revenues (NZ\$ millions)

FY20-FY23F



- Post-COVID the broader New Zealand health system has experienced disruption in workflows. Overall group volumes up 2.2% in FY2023
- Over the last five years, volumes have also been driven by a mix shift towards higher-tech modalities
- We have seen an improvement in volumes from November 2022, and we believe long run growth rates will likely return to historical trend over FY2024 as the fundamental industry drivers remain strong

## Recently Expanded Capability

New purpose-built regional facilities delivered on time and within budget



Pacific Radiology,  
Timaru Branch

X-Ray, Ultrasound, MRI, CT, Breast Imaging



Pacific Radiology,  
Metro, Canterbury

X-Ray, Ultrasound, CT, CBCT



Pacific Radiology,  
New CT for Palmerston North

CT

# Future Planned Capability

Significant future capability planned in strategic locations

New Facility	MR	CT	PET CT	CT SPECT	US	XR
Whangārei	✓	✓	✓	-	✓	✓
North Hamilton	✓	✓	-	-	✓	✓
Whanganui	✓	✓	-	-	✓	✓
Dunedin Central	✓	✓	✓	-	✓	✓
Tauranga	✓	✓	✓	-	✓	✓
Remuera Road (Auckland)	✓	✓	✓	✓	✓	✓
Napier	✓	✓	-	-	✓	✓



# New Zealand Long-Run Industry Drivers

## DEMOGRAPHIC CHANGES

- Ageing and growing population
- Higher incomes
- More health conscious

## VALUE BASED SHIFT

- A shift toward early diagnosis and preventative care
- High-value modality volume-led growth
- Leading-edge technology, radiologist expertise and growth in regional capability

## INCREASE IN ONCOLOGY

- Cancer is one of New Zealand's leading causes of mortality
- Diagnostic imaging key part of patient treatment

## POST-COVID CONTEXT

- Pressure on public health system
- Radiology an essential service in identification, prevention and monitoring of patient healthcare lifecycle



# Our Competitive Advantage

1

## National Scale

- Largest private radiology provider in New Zealand
- Combined group approximately four times larger than next largest provider
- Offers full suite of diagnostic imaging modalities
- Latest technologies and equipment

2

## Radiologist Expertise

- Expansive breadth of radiologist expertise across a full range of sub-specialisations: Abdominal, Bone, Breast, Cardiothoracic, CT, Interventional, Neurological, Oncological, Obstetrics & Gynaecology, Musculoskeletal, PET, Paediatric, Vascular and Veterinary imaging
- Talent attracts talent

Extensive range of service modalities

3

## Technology

- Proven commitment to investing in the very latest in technology for improved diagnostic capability, quality reporting and patient comfort

Early adopter of leading-edge technology

4

## Research

- Strong reputation for research innovations in imaging techniques, procedures and technology

Clearly defined growth strategy per modality

5

## Stakeholder Relationship

- Positioned to become key partner with Te Whatu Ora
- Well established valuable relationships with referring health professionals
- Competitive advantage with Cyclotek partnership

## Key Strategic Priorities

With a strong commercial platform, significant market share and a proven reputation for clinical and operational excellence, we can achieve above-market growth expectations

### Key partner to the NZ Health system

- Strong trusted relationships with referrers built upon streamlined, value enhancing interactions
- Pro-active relationships
- Management across the health system Te Whatu Ora, Te Arai Whatu Ora & ACC

### First choice for referrers and patients

- Demonstrable equity in delivery of services
- Enhancing access to all New Zealanders
- Exceed expectations throughout patient journey
- Breadth and depth of sub-specialty expertise

### Great place to work / grow your career

- Ability to learn from leaders who are experts in their field
- Supportive culture celebrating diversity and inclusion
- Fellowship programmes and support to grow the next generation

### Leader in innovation and efficiency

- Technology that supports optimisation of time and skills across the business, leading to better-quality outcomes
- Progressive adoption of AI to support quality and learning

# In Summary

## DIVERSIFIED FUNDING STREAMS

- Diversified funding sources: ACC, Public Hospitals, Ministry of Health screening initiatives, private health care insurance & direct patient fees
- Capacity constraints in public health systems creates opportunity, private clinics broadly accepted as valuable & necessary for their critical role in preventative health and informing clinical decision making

## STRONG MARKET SHARE

- Leading NZ radiology provider in terms of geographical presence, number of nationwide clinics, radiologist expertise, number of complex modalities offered, and number of employees

## EMPLOYER OF CHOICE

- Talent attracts talent. Unparalleled depth of radiologist expertise in NZ
- Attractive and flexible entry for doctors to own equity
- Group at forefront of leading-edge technology and research is an attractive value proposition for all employees

## FURTHER GROWTH OPPORTUNITY

- Majority of patient exam fee derived from complex modalities, which continues to grow at a fast pace
- Proven growth plan includes greenfield opportunities, targeted modality expansion
- Partnership opportunities with key funders

# Thank You