



Half Year Results

For the period ending 31 December, 2008

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Highlights

- ▶ Record results for half-year period
- ▶ Strong organic revenue growth in main global markets
 - ▶ Australian laboratory division 8%
 - ▶ USA laboratory division 6%
 - ▶ German laboratory division 7%
- ▶ Synergy capture on track in USA and Germany
 - ▶ USA margins ↑ 200 basis points
 - ▶ Germany margins ↑ >100 basis points
- ▶ Radiology growth and operations stable
- ▶ Cautious approach to acquisition activity
- ▶ No debt-related issues
- ▶ On track to achieve full-year guidance (after 7 months)



Financial Highlights

		Actual H1 '09	Growth H1 '09 vs H1 '08
Revenue	A\$M	1,439	28%
EBITDA	A\$M	262	18%
EBITA	A\$M	217	17%
NPAT	A\$M	137	21%
EPS	cents	38.8	12%
Interim Dividend	cents	22	10%



Revenue Growth

	6 Months ended 31 Dec 2008 (A\$M)	6 Months ended 31 Dec 2007 (A\$M)	Growth
Total Revenue	1,439	1,127	28%

- ▶ Divisional revenue growth rates
 - ▶ Laboratory – 31% (organic and acquisitions)
 - ▶ Radiology – 5%
 - ▶ Primary care (IPN) – 41% (organic and acquisitions)
- ▶ Exchange rate movements: ↑ reported revenue of A\$62M
- ▶ Little to no impact on revenue from global financial crisis

Organic Revenue Growth

	Organic Revenue Growth* Acquisitions excluded
Australia – Laboratory	8%
USA	6%
Germany	7%
UK	16%
Australia – Radiology	5%

** Revenue growth rates in local currencies*



Acquisitions impacting FY'09 revenue

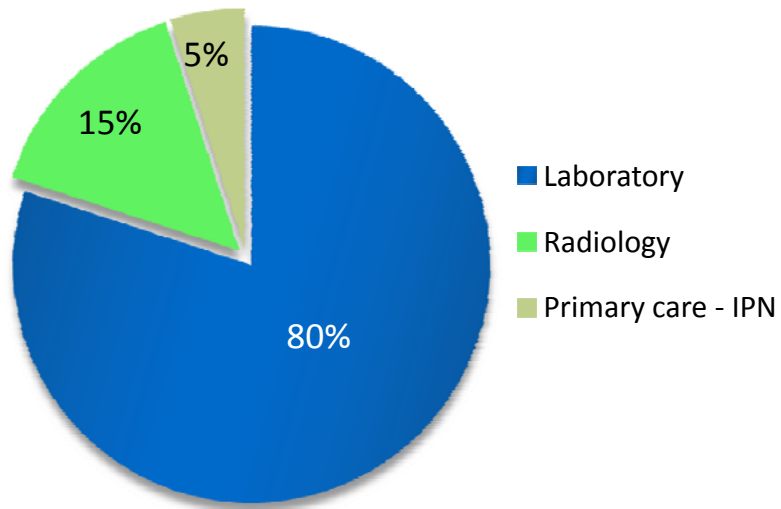
	FY 2007/8												FY 2008/9											
	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J
Sunrise (USA)		■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Bioscientia (GER)			■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Labor-28 (GER)													■	■	■	■	■	■	■	■	■	■	■	■
GLP Medical (GER)															■	■	■	■	■	■	■	■	■	■
Clin Labs Hawaii (USA)															■	■	■	■	■	■	■	■	■	■
Gemini (IPN – AUS)										■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
Others (small)																								



Revenue Mix

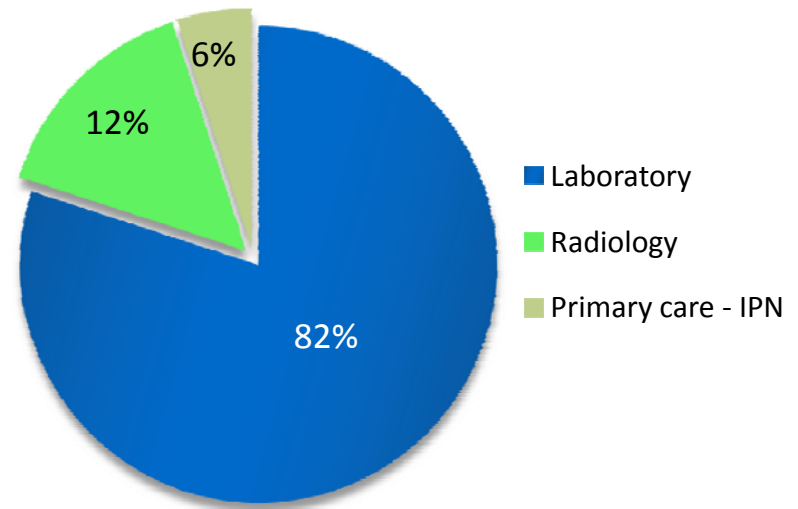
For half-years ended 31 December 2007 and 2008

6 Months to 31 December '07



Total Revenue H1 '08 = A\$1,127M

6 months to 31 December '08



Total Revenue H1 '09 = A\$1,439M



Earnings Growth

		6 Months ended 31 December '08	6 Months ended 31 December '07	Growth
EBITDA	(A\$M)	261.8	221.1	18.4%
NPAT	(A\$M)	136.5	113.3	20.5%
EPS (diluted)	(cents)	38.8	34.7	11.8%
Cash generation	(A\$M)	187.7	174.0	7.8%

Cash generation

- *In line with cash profit*
- *Growth rate on previous period affected by outstanding cash generation in that period (109% of cash profit)*

Shares on issue (WANOS*)	351,817	326,714	7.7%
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*WANOS = diluted weighted average number of shares

Earnings Margins

	6 Months ended 31 December '08	6 Months ended 31 December '07
EBITDA margin	18.2%	19.6%
EBITA margin	15.0%	16.5%
Net profit margin	9.5%	10.1%

- ▶ Low margin acquisitions dilute pre-existing Sonic margins
- ▶ Australian laboratory margins down 90 bps for half
 - ▶ Fee cuts announced in 2008 Federal Budget (A\$5M impact)
 - ▶ One-off costs: New laboratory (Sydney), new IT implementation (Sydney)
 - ▶ Strong recovery forecast for second half: market share gains, patient co-payments
- ▶ Germany
 - ▶ Schottdorf restructure 31 Dec '07: ↑ revenue A\$18M, no added earnings
 - ▶ One-off costs associated with direct billing implementation
 - ▶ Excluding one-off impacts, EBITDA margin ↑ >100 bps
- ▶ USA margin expansion 200 bps (excluding recent Hawaiian acquisition CLH)
- ▶ New Zealand pathology margin contraction
- ▶ Australian radiology margin contraction

**bps = basis points of margin*

2009 Full-Year Guidance

	FY 2009 Guidance
Revenue growth	>15%
Earnings per share growth	>10%

- ▶ Sonic 2009 guidance unchanged since August 2008
- ▶ Sonic tracking in line with guidance after 7 months of trading



Currency Exchange Impact

H1 '09 actuals vs H1 '09 restated at H1 '08 FX rates:

- Revenue impact for half-year: ↑ A\$62 million
- NPAT impact for half-year: ↑ A\$5.1 million
- EPS impact for half-year: ↑1.5 cents
- FX earnings impact mitigated by FX interest impact



Interim Dividend

	H1 '09	H1 '08	Change
Interim Dividend	A\$0.22	A\$0.20	10%

- ▶ Dividend franked to 60%
- ▶ Record Date 12 March 2009
- ▶ Payment Date 26 March 2009
- ▶ Dividend Reinvestment Plan suspended



Debt Summary

		31 Dec '08	30 Jun '08
Net Interest-bearing Debt	A\$ M	1,536	1,238

Covenant	Formula As per bank definitions		Actual For period to 31 Dec '08	Covenant Limit
Gearing ratio	Net debt / Net debt + equity	%	36.5	<55
Interest cover	EBITA / Net interest expense	X	5.7	>3.25
Debt cover	Net debt / EBITDA	X	2.3	<3.5



Debt Update

- ▶ Debt tranche (~A\$500 million) refinanced in Dec '08 (expiry 30 Apr '10)
- ▶ Other main debt facility expiry dates in 2011 and 2012
- ▶ Facility limits denominated in foreign currencies (mainly USD and EUR)
- ▶ Debt drawn in foreign currencies
 - ▶ Off shore assets funded in local currency
 - ▶ Exchange rate effects on earnings offset by FX effects on interest in same currency
- ▶ Available funds ~A\$530 million (pre-interim dividend)



Interest Expense

	6 Months ended 31 Dec 2008 (A\$M)	6 Months ended 31 Dec 2007 (A\$M)	Growth (A\$M)
Net interest expense	44.7	31.6	13.1

▶ Interest expense growth

Increased debt levels to fund acquisitions A\$ +8.3 million

Exchange rate movements A\$ +5.3 million

Interest rate/margin changes A\$ - 0.5 million

A\$ 13.1 million



Australian Pathology

- ▶ Revenue growth of Australian pathology division 8%
 - ▶ Medicare market growth 4.9%
 - ▶ Robust organic growth in Sydney, Brisbane, Melbourne, Perth
 - ▶ Market share gains
- ▶ Establishment of new centres of excellence
 - ▶ Dermatopathology in Brisbane
 - ▶ Gynaecological pathology in Sydney (“GynaePath”)
 - ▶ Very strong growth of both units
- ▶ Impacts during H1 ‘09
 - ▶ New laboratory building and IT system implementation in Sydney
 - ▶ Medicare fee cuts from 1 July 2008
- ▶ Predict outperformance for second half
 - ▶ Strong start to second half
 - ▶ Market share growth gaining momentum



Australian Pathology Medicare Reimbursement

- ▶ Medicare rebate cuts in 2008 Federal Budget
 - ▶ Effective from 1 July '08
 - ▶ Impacted Sonic revenue and EBIT by ~A\$5 million
 - ▶ Increasing patient co-payments to mitigate fee cuts
- ▶ Review of Medicare pathology funding in progress
 - ▶ Outcome in May 2009 Federal Budget
- ▶ Australian pathology industry
 - ▶ An essential service to Australian community
 - ▶ Medicare rebates per test have not increased for >10 years
 - ▶ Labs have absorbed unremitting cost increases – labour, consumables
 - ▶ Sonic's Australian pathology division employs >7,500 people
 - ▶ Consolidation of industry is at an end – 3 players control ~90% of market
 - ▶ Confident that government will understand the need for adequate funding



New Zealand Pathology

- ▶ NZ earnings decline under new fixed price contracts
- ▶ Diagnostic Medlab (DML)
 - ▶ Earnings reduced, margins significantly down
 - ▶ Volumes up ~5%
 - ▶ Fixed price contract of NZ\$72M p.a.
 - ▶ Healthscope contract value is NZ\$65M p.a. (FY '09) and NZ\$67M (FY '10)
 - ▶ DML has additional revenue of ~NZ\$10M p.a. (cytology and corporate testing) – not subject to Health Board contracts
 - ▶ DML is one of Sonic's most efficient lab operations



Auckland Laboratory Contract

- ▶ Leave to appeal denied – announced 12 February 2009
- ▶ Contract represents <2% of Sonic's revenue and earnings
- ▶ Existing Auckland infrastructure (loyal staff, lab, collection network) owned or employed by Sonic
- ▶ Not clear how new contract can be implemented without enormous risk to health care provision in Auckland
- ▶ Sonic continues to provide excellent pathology services to community of Auckland under an agreement with the Auckland District Health Boards



Sonic Healthcare USA

- ▶ Strong financial and operational performance ongoing
- ▶ Organic growth (excluding acquisitions) 6%
- ▶ Hawaiian lab acquisition (CLH)
 - ▶ Smooth integration into Sonic USA structure
- ▶ Ongoing synergy activity
 - ▶ Underlying margin expansion of 200 basis points (excluding Hawaiian acquisition)
 - ▶ Internal mergers, centralisation, purchasing, IT, sales, marketing
 - ▶ Sonic's Apollo IT system to be launched in Southeast division in Apr '09
- ▶ Fee/pricing status
 - ▶ Medicare (~20% of total revenue) fee increase of 4.5% instituted 1 Jan '09
- ▶ Future growth
 - ▶ Earnings and margin growth via organic growth and synergy capture
 - ▶ Sonic pursuing synergistic acquisitions
 - ▶ Little to no impact from global financial crisis
- ▶ Dedicated and experienced management team driving progress



Sonic Healthcare Germany

- ▶ **Financial performance**
 - ▶ Organic revenue growth of 7%
 - ▶ Underlying margin expansion >100 basis points
- ▶ **Synergy benefits**
 - ▶ Expect >€10M synergy benefits over 2-5 years (Schottdorf/Bioscientia) : >50% locked in
 - ▶ Expect additional >€5M synergy benefit over 2-3 years (Labor 28/GLP)
 - ▶ Hamburg laboratory merger to be completed in 2009
 - ▶ Plan for Berlin laboratory merger being finalised
 - ▶ Exceeding synergy expectations in purchasing and equipment maintenance
 - ▶ Commencing synergy flow from courier rationalisation, insurances, centralisation of testing, fleet management, sales, marketing, IT, quality systems
- ▶ **Management**
 - ▶ Teams from all 4 Sonic labs collaborating well to drive synergies
- ▶ **Market**
 - ▶ General M&A activity markedly reduced
 - ▶ Sonic continues to explore opportunities for synergistic acquisitions



Germany – Fee Reforms

- ▶ “Direct billing” reform for routine labs
 - ▶ Commenced 1 October 2008
 - ▶ Eliminates discounts to GPs
 - ▶ Average fee increase, slight volume reduction, higher admin costs – net impact as budgeted
 - ▶ Significant one-off implementation costs in half
 - ▶ Outstanding management effort allowed smooth implementation
- ▶ Public fee schedule (EBM)
 - ▶ Fee reduction for select esoteric tests from 1 January 2009
 - ▶ Impact being evaluated
- ▶ Private fee schedule (GOÄ)
 - ▶ No change expected in medium term



Switzerland

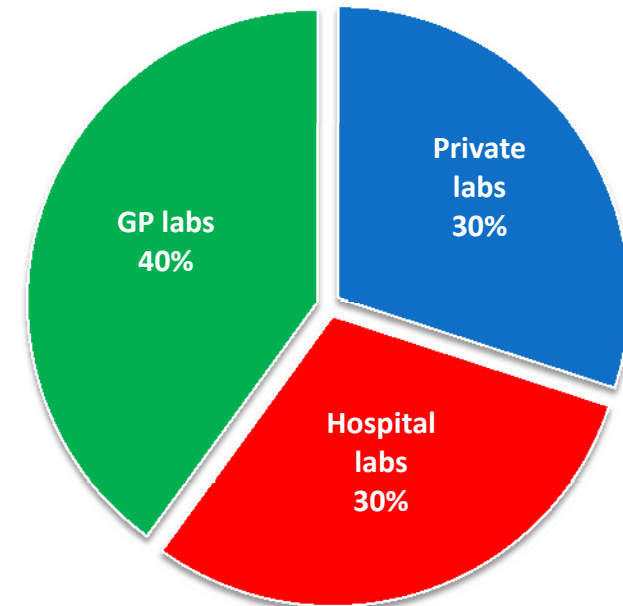
- ▶ Solid financial performance
- ▶ Acquisition of Prof. Krech laboratory
 - ▶ Completed 1 July 2008 – comprised two small labs
 - ▶ Zurich lab closed and Kreuzlingen lab downsized – both fully integrated into main Medica lab in Zurich
 - ▶ Synergies flowing earlier than anticipated
- ▶ Outstanding management team



Switzerland – Fee reforms

- ▶ New government fee schedule published
 - ▶ Fee reductions for high-volume routine tests
 - ▶ Fee increases for manual and esoteric tests
 - ▶ New “case fee” per request
- ▶ Timeline
 - ▶ Phased in over 2 years, commencing 1 July 2009
- ▶ Potential impact for Sonic
 - ▶ Estimated minor revenue impact on current volumes
 - ▶ Medium-term positive implication – ↑consolidation
 - ▶ GP labs/small hospital labs dependent on routine tests
 - ▶ Sonic’s Medica business well equipped to manage changes

Swiss Laboratory Market



Source: Sonic estimates

UK

- ▶ Strong revenue and earnings growth (16%)
- ▶ Harley Street market growth solid
- ▶ NHS work now represents ~20% of revenue
- ▶ Further outsourcing opportunities being pursued
- ▶ Dedicated management team driving growth



Sonic Imaging

- ▶ Sonic Imaging financials
 - ▶ Sonic Australian imaging revenue growth 6%
 - ▶ Strong revenue growth at Queensland X-Ray and Castlereagh Imaging
 - ▶ Margin contraction of ~100 basis points
- ▶ Sonic awarded 3 new MRI licences in H1 '09
 - ▶ Hunter Valley, NSW (1)
 - ▶ Perth, WA (2)
- ▶ Future strategy
 - ▶ Counter falling margins via patient co-payments for services
 - ▶ Continue to provide highest quality imaging services to community



Australian Radiology Industry

- ▶ Industry conditions remain difficult
- ▶ No Medicare rebate increase per examination for >10 years
- ▶ Minimal economies of scale available in radiology
- ▶ Inevitable cost increases in radiology practices – labour, equipment
- ▶ Closure of unprofitable regional centres
- ▶ Vicious cycle: closure of centres → pressure on public hospital radiology departments → outsourcing to private radiology companies
- ▶ Failure of small radiology companies → reduced patient access to services
- ▶ Confident that government will understand the vital importance of private radiology sector to the community



IPN

- ▶ Sonic's acquisition of IPN minorities completed September 2008
- ▶ IPN business integrated smoothly into Sonic structure
- ▶ Focus on extracting relevant synergies
- ▶ EBITDA growth ~30% (including Gemini acquisition)
- ▶ IPN/Sonic model provides market differentiation



Summary

- ▶ Sonic Healthcare in strong position
- ▶ Resilient business model and infrastructure
- ▶ Solid growth set to continue – Australia, Europe, USA
- ▶ Market share gains in Australian laboratory division ongoing
- ▶ Synergy activity in USA and Europe active and ongoing
- ▶ Stable debt position with ~A\$530 million available funds
- ▶ Little impact on business from global financial crisis
- ▶ Sonic's operations provide essential healthcare services
- ▶ Committed, stable world-wide management team
- ▶ Strong, binding Sonic culture



THANK YOU

