



MEDIA RELEASE – 16 AUGUST, 2017

## FINANCIAL RESULTS FOR THE YEAR ENDED 30 JUNE 2017

### 1. Summary

A\$M	FY2017 Statutory	FY2017 Underlying*	Increase on previous year
Revenue	5,122	5,308	5.8%*
EBITDA	869	923	5.3%*
Net Profit	428	459	4.4%*
Cash generated from operations	736		4.0%
Earnings per share (cents)	102.1¢	109.7¢	2.9%*

\* Underlying numbers and increase on previous year are after adjusting for currency movements and non-recurring items in the current and previous year, see Appendix 4E for details.

- FY2017 results in line with previous guidance
- Final dividend up 4.5% (full-year up 4.1%)
- Strong earnings growth in Sonic's Laboratory and Imaging divisions
- Strong cash generation: 103% conversion of EBITDA to gross operating cash flow
- Accretive acquisitions and hospital laboratory joint ventures to augment ongoing strong organic growth

### 2. Commentary on Results

Sonic Healthcare today reported a net profit for the year to 30 June 2017 of A\$428 million, on revenues of A\$5,122 million.

Sonic's CEO, Dr Colin Goldschmidt, said: "Sonic's results for 2017 demonstrate again the stability and strength of our company, its culture, and its people. Perhaps the most pleasing aspects of the results were the improvement in margins in both our Laboratory and Imaging divisions, and in particular, the return to earnings growth and margin enhancement in our Australian laboratory business, which had been impacted by abnormal cost growth due to industry issues for several years. Our strategies to manage these costs are now in full effect and we are confident of ongoing earnings growth.

Our German and Swiss businesses once again performed exceptionally, with strong organic revenue growth and focussed cost control. The acquisitions we have completed in the year, including Staber in Germany and West Pacific Medical in the USA, have performed to expectation and integration projects are well advanced. Since year end we have also welcomed Medical Laboratory Bremen into the Sonic family, and our pipeline of further acquisition prospects remains robust.

Sonic's strategy to partner with hospital networks in the USA to provide laboratory services is proving highly successful, with our joint ventures with Western Connecticut Health Network and Baptist Memorial Health Care underway since April and running smoothly, and with the recent signing of agreements with the New York University hospital system (NYU Langone Health) as partner to offer enhanced outreach laboratory services for NYU's more than 2,000 affiliated physicians and healthcare providers. We also have a strong pipeline of additional opportunities in prospect, as Sonic's reputation as a medically led, high quality, flexible partner spreads through the hospital systems in the USA.

I express my sincere thanks to Sonic's entire global team of over 33,000 people, for their support of Sonic's culture and goals, and their expertise and passion to offer the best possible healthcare services to our patients and medical colleagues."

**Dr Colin Goldschmidt**  
CEO  
Sonic Healthcare  
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For further information regarding the result, please refer to Dr Goldschmidt's PowerPoint Presentation and to Sonic's Appendix 4E Preliminary Final Report, both of which will be posted on the Sonic Healthcare website by 10.00am, 16 August 2017 ([www.sonichealthcare.com](http://www.sonichealthcare.com)).

#### **Forward-looking statements**

*This media release may include forward-looking statements about our financial results, guidance and business prospects that may involve risks and uncertainties, many of which are outside the control of Sonic Healthcare. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date that they are made and which reflect management's current estimates, projections, expectations or beliefs and which involve risks and uncertainties that could cause actual results and outcomes to be materially different. Risks and uncertainties that may affect the future results of the company include, but are not limited to, adverse decisions by Governments and healthcare regulators, changes in the competitive environment and billing policies, lawsuits, loss of contracts and unexpected growth in costs and expenses. The statements being made in this media release do not constitute an offer to sell, or solicitation of an offer to buy, any securities of Sonic Healthcare. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including Sonic Healthcare). In particular, no representation, warranty or assurance (express or implied) is given in relation to any underlying assumption or that any forward-looking statement will be achieved. Actual future events may vary materially from the forward-looking statements and the assumptions on which the forward-looking statements are based. Given these uncertainties, readers are cautioned to not place undue reliance on such forward-looking statements.*