

MEDIA RELEASE – 16 AUGUST 2018

## FINANCIAL RESULTS FOR THE YEAR ENDED 30 JUNE 2018

### 1. Summary

- FY2018 result in line with guidance underlying EBITDA growth 6.4% (constant currency)
- Underlying EBITDA growth 8.3% to A\$962 million (actual currency)
- Revenue growth 8.2% to A\$5.5 billion
- Net profit growth 11.2% to A\$476 million
- Earnings per share growth 9.9% to \$1.12 cents
- Final dividend up 6.5% to \$0.49 per share (full-year dividend up 5.2% to A\$0.81)
- Strong earnings growth in both Laboratory and Imaging divisions
- Ongoing successful organic, acquisition and hospital laboratory joint venture growth strategies

#### 2. Commentary on Results

Sonic Healthcare today reported a statutory net profit for the year to 30 June 2018 of A\$476 million, on revenues of A\$5.54 billion.

Sonic's CEO, Dr Colin Goldschmidt, said: "Sonic Healthcare's performance in the 2018 financial year was strong both financially and operationally. Milestones achieved during the year included winning the national bowel screening program contract for Australia, as well as the Barnet and Chase Farm (U.K.) and Zug Cantonal (Switzerland) hospital laboratory outsourcing contracts. In Germany, we completed the acquisitions of Laboratory Bremen and Pathology Trier (on 1 July 2018), while in the USA, we formed laboratory partnerships with NYU Langone Health and ProMedica Health System (signed on 2 August 2018). In addition, we completed a number of important restructuring and synergy extraction steps, particularly in Germany and the USA, negotiated procurement deals with substantial savings, and refinanced debt at attractive rates, whilst substantially lengthening our maturity profile. All of these outcomes were achieved while, at the same time, the company continued to provide outstanding health care services to more than 115 million patients.

I am pleased to report that, as expected, the return to profit and margin growth in Sonic's Australian laboratory business that commenced in 2017 has continued through 2018, driven by organic revenue growth of 6% and disciplined cost management.

Organic growth in our European operations was strong, enhanced by synergistic acquisitions and contract wins. Sonic's strategy to form laboratory partnerships with hospital systems in the USA continues to gain momentum, and the existing joint ventures are performing well.

Sonic's Australian diagnostic imaging business delivered 7% organic revenue growth and 15% EBITDA growth, an excellent result driven by ongoing investments in technology, equipment and greenfield sites.

Our global management teams continue to work diligently to further improve the level of our services and the efficiency of our operations, while also actively progressing and developing our pipeline of potential acquisition, joint venture and contract opportunities. I thank our managers and all of Sonic's more than 34,000 people, who go the extra mile every day for the benefit of our patients, our referring doctors and for Sonic Healthcare."

# Dr Colin Goldschmidt

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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 2018 (<u>www.sonichealthcare.com</u>).

#### 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 statement will be achieved. Actual future events may vary materially form the forward-looking statement are based. Given these uncertainties, readers are cautioned to not place undue reliance on such forward-looking statements.