

The new name in healthcare

**ParagonCare**

# Annual General Meeting

## Chairman's Address

**30 November 2011**

**Mr Shane Tanner**



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## Vision:

Paragon Care to be the preferred supplier of durable medical equipment and products to both the acute and aged care markets



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## Positioning:

Paragon Care has emerged as a distinguished premium provider of equipment to both the acute and aged care market following the successful acquisition and integration of five distribution businesses over the past two years.



## Capital Structure

Shares on issue:	25.4m
Market Cap:	\$9m
Options:	14.9m @ 20c (May 2012)
Convertible note:	\$3.0m @ 11%pa
Options (unlisted):	3m @ 30c (ex 2013)

## Board of Directors

Chairman:	Shane Tanner
Managing Director:	Mark Simari
Executive Director:	Tim Blanche
Executive Director:	Brett Cheong
Non Exec Director:	Mike Newton
Company Secretary:	Darryl Levin

### **Key Shareholder Statistics:**

- The Top 20 shareholders represent 60.53% of the issued capital
- Board of Directors and associates represent 31.24% of the issued capital

### **Our substantial shareholders are:**

Mr Brett Cheong	(Executive Director of Paragon Care) :	11.16%
Mr Tim Blanche	(Executive Director of Paragon Care) :	9.83%
Mr John Turner	(Founder of Rapini Pty Ltd) :	6.32%

# Highlights of FY 2011

- Acquisition of GM Medical
- Agreement to sell Lifetime Planning and Tender Living Care
- Consolidation of operations at Nunawading Victoria
- New organisational structure
- Roll-out of SAP
- Major contracts - Royal Children's Hospital (Melbourne) and St Vincent's Hospital (Melbourne)



# Financial Summary FY 2011

- Revenues of \$16.3mil (up 73%)
- EBITDA of \$1.39mil – representing a fourfold increase on the previous year
- Net Profit was \$851k – an increase of 476%
- Earnings per share: 3.4c per share



# Priorities for 2012

- Target acquisitions to facilitate continued growth phase, perhaps in niche consumable items
- Stronger presence in New South Wales & Queensland
- Margin and inventory management improvements driven by SAP
- Continued product sourcing from Asia, Europe and USA.



# Hospital Funding in Australia

- \$24.3 billion spent on public hospitals by the Australian Government annually
- 758 public hospitals with 55,904 available beds
- 278 private hospitals with 24,766 available beds
- 265 day hospitals with 1,992 beds



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## ParagonCare

Paragon Care continues to build it's strong representation within the following healthcare markets:

- Acute Care
- Aged Care
- Community Care
- Primary Care
- Materials Handling
- Specialised Manufacturing



axishealth

Patient Stretchers  
Mobile Surgical Units  
Medical and Medication Carts  
Screen Systems  
IV Systems



iona

Bedding Products  
Mattresses  
Furniture  
Lifting Systems  
Chair Systems



rapini

Shelving Systems  
Service Carts  
Refrigeration Systems  
Mortuary Systems



VÖLKER  
Australia

World class acute care  
and aged care beds and furniture  
The dignified care concept



gmmedical

Stainless steel equipment  
for acute and aged care markets

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Patient Stretchers  
Mobile Surgical Units  
Medical and Medication Carts  
Screen Systems  
IV Systems

### key partnerships

Artromick  
Ecohydra  
Hausted  
ITD  
Ootswoud  
Provita  
Ropimex  
Seers Medical  
UFSK



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**VÖLKER**  
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Bedding Products

Mattresses

Furniture

Lifting Systems

Chair Systems

**key partnerships**

Alrick

Broda

Lopital

Park House Healthcare



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Shelving Systems

Service Carts

Refrigeration Systems

Mortuary Systems



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gmmedical

Stainless steel equipment for acute  
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[www.paragoncare.com.au](http://www.paragoncare.com.au)

