MEDICLINIC
SOUTHERN AFRICA
INVESTOR SITE VISIT

COMPANY OVERVIEW
Koert Pretorius
Chief Executive Officer: Mediclinic Southern Africa
MEDICLINIC INTERNATIONAL INTRODUCTION
# MEDICLINIC INTERNATIONAL GROUP OVERVIEW

As at 31 Oct 2019

1 Reflects the sale of Klink Belair in October 2019
2 Minority investment in Intercare's 21 multi-disciplinary primary care medical and dental centres
3 By number of beds

<table>
<thead>
<tr>
<th></th>
<th>SWITZERLAND</th>
<th>SOUTHERN AFRICA</th>
<th>MIDDLE EAST</th>
<th>SPIRE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BEDS</strong></td>
<td>1,888</td>
<td>8,597</td>
<td>926</td>
<td>2,000</td>
</tr>
<tr>
<td><strong>HOSPITALS</strong></td>
<td>17¹</td>
<td>53</td>
<td>7</td>
<td>39</td>
</tr>
<tr>
<td><strong>SUB-ACUTE</strong></td>
<td>—</td>
<td>5</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>HOSPITALS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>DAY CASE</strong></td>
<td>2</td>
<td>9</td>
<td>2</td>
<td>—</td>
</tr>
<tr>
<td><strong>CLINICS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>OUTPATIENT</strong></td>
<td>3</td>
<td>21²</td>
<td>19</td>
<td>8</td>
</tr>
<tr>
<td><strong>CLINICS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MARKET</strong></td>
<td>#1</td>
<td>#3</td>
<td>#2</td>
<td>#2</td>
</tr>
<tr>
<td><strong>POSITION</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

¹ Reflects the sale of Klink Belair in October 2019
² Minority investment in Intercare’s 21 multi-disciplinary primary care medical and dental centres
³ By number of beds
MEDICLINIC INTERNATIONAL
GROUP OVERVIEW

For the 6 months to 30 September 2019

<table>
<thead>
<tr>
<th>Contribution to Group Revenue (£'m)</th>
<th>Contribution to Group Adjusted Pre-IFRS16 EBITDA (£'m)</th>
<th>Contribution to Group Adjusted Pre-IFRS16 Earnings (£'m)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL</strong> 1 515m</td>
<td><strong>TOTAL</strong> 222m</td>
<td><strong>TOTAL</strong> 76m</td>
</tr>
</tbody>
</table>

Note:

1 General Medicine includes services offered by general practitioners and allied health professionals
MEDICLINIC INTERNATIONAL
GROUP STRATEGIC GOALS

1. Become an integrated healthcare provider across the continuum of care
2. Improve our client value proposition significantly
3. Transform our healthcare services and client engagement through digitalisation
4. Evolve as an analytics-driven organisation
5. Strengthen our position as the employer of choice
6. Grow in existing markets and expand into new markets
7. Achieve superior long-term financial returns
MEDICLINIC
SOUTHERN AFRICA
OVERVIEW
# MEDICLINIC SOUTHERN AFRICA OVERVIEW

## SOUTHERN AFRICA OPERATIONAL OVERVIEW

<table>
<thead>
<tr>
<th>Overview</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Acute Hospitals</strong></td>
<td>53&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>Day Case Clinics</strong></td>
<td>9&lt;sup&gt;2&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>Sub-Acute Hospitals</strong></td>
<td>5&lt;sup&gt;3&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>Beds</strong></td>
<td>8,597</td>
</tr>
<tr>
<td><strong>Theatres</strong></td>
<td>285</td>
</tr>
<tr>
<td><strong>Admitting Doctors</strong></td>
<td>2,238</td>
</tr>
<tr>
<td><strong>Employees</strong></td>
<td>15,804</td>
</tr>
</tbody>
</table>

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**Notes:**

1. Includes Intercare Medfem Fertility Hospital
2. Includes 5 Mediclinic and 4 Intercare day case clinics
3. Includes 1 Mediclinic and 4 Intercare sub-acute hospitals

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**SOUTHERN AFRICA SUBSIDIARIES**

- ER24
- Intercare
- MHR
- Medical Innovations

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**Contact:**

- Phone: 084 124
**MEDICLINIC SOUTHERN AFRICA OVERVIEW**

### Financial Performance

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (ZAR m)</th>
<th>EBITDA (ZAR m)</th>
<th>EBITDA Margin %</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>12,323</td>
<td>2,625</td>
<td>21.3%</td>
</tr>
<tr>
<td>FY16</td>
<td>13,450</td>
<td>2,877</td>
<td>21.4%</td>
</tr>
<tr>
<td>FY17</td>
<td>14,367</td>
<td>2,049</td>
<td>21.2%</td>
</tr>
<tr>
<td>FY18</td>
<td>15,204</td>
<td>3,245</td>
<td>21.3%</td>
</tr>
<tr>
<td>FY19</td>
<td>15,960</td>
<td>3,385</td>
<td>21.2%</td>
</tr>
</tbody>
</table>

5 Year CAGR: 6.7%

### Underlying EBITDA Margin %

- FY15: 6.7%
- FY16: 6.6%
- FY17: 5.8%
- FY18: 6.3%
- FY19: 6.7%

### Operational Performance

- **Revenue per Bed Day**
  - FY15: 4.4%
  - FY16: 2.9%
  - FY17: 0.8%
  - FY18: -1.5%
  - FY19: 0.6%

- **Bed Days Sold**
  - FY15: 5.8%
  - FY16: 6.3%
  - FY17: 5.8%
  - FY18: 6.7%
  - FY19: 4.3%

### Bed Numbers and Occupancy

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of Beds</th>
<th>Operational Beds</th>
<th>Additional Capacity</th>
<th>Bed Occupancy Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY15</td>
<td>7,885</td>
<td>72.9%</td>
<td>69.7%</td>
<td>65%</td>
</tr>
<tr>
<td>FY16</td>
<td>8,017</td>
<td>71.5%</td>
<td>69.2%</td>
<td>65%</td>
</tr>
<tr>
<td>FY17</td>
<td>8,095</td>
<td>71.5%</td>
<td>69.2%</td>
<td>65%</td>
</tr>
<tr>
<td>FY18</td>
<td>8,131</td>
<td>69.7%</td>
<td>69.2%</td>
<td>65%</td>
</tr>
<tr>
<td>FY19</td>
<td>8,517</td>
<td>69.2%</td>
<td>69.2%</td>
<td>65%</td>
</tr>
</tbody>
</table>

5 Year CAGR: 6.6%
SOUTH AFRICA
HOSPITAL PROVIDER MARKET

- NHN/independents gained more beds post-2014
- NHN market share grew from 16% in 2010 to over 25% in 2017/18

PRIVATE OWNERSHIP/CLASSIFICATION

<table>
<thead>
<tr>
<th>CHANGE IN BEDS (2014/15 TO 2017/18)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NHN/Independent Hospitals</td>
</tr>
<tr>
<td>Life Healthcare</td>
</tr>
<tr>
<td>Mediclinic</td>
</tr>
<tr>
<td>Netcare</td>
</tr>
</tbody>
</table>

Source: Mediclinic/Econex Calculations
MEDICLINIC SOUTHERN AFRICA
SERVICES PROVIDED

<table>
<thead>
<tr>
<th>SPECIALIST</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>ANAESTHETIST</td>
<td>607</td>
</tr>
<tr>
<td>GYNAECOLOGIST</td>
<td>229</td>
</tr>
<tr>
<td>ORTHOPAEDIC SURGEON</td>
<td>226</td>
</tr>
<tr>
<td>GENERAL PRACTITIONER</td>
<td>182</td>
</tr>
<tr>
<td>PAEDIATRICIAN</td>
<td>156</td>
</tr>
<tr>
<td>GENERAL SURGEON</td>
<td>155</td>
</tr>
<tr>
<td>PHYSICIAN</td>
<td>143</td>
</tr>
<tr>
<td>ENT SURGEON</td>
<td>76</td>
</tr>
<tr>
<td>UROLOGIST</td>
<td>70</td>
</tr>
<tr>
<td>NEUROSURGEON</td>
<td>42</td>
</tr>
<tr>
<td>OTHER</td>
<td>352</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>2238</td>
</tr>
</tbody>
</table>

REVENUE SPLIT BY SPECIALITY 1H20

- Internal Medicine: 24%
- Orthopaedics: 16%
- Cardiac & Vascular Surgery: 15%
- General Surgery: 15%
- Obstetrics & Gynaecology: 11%
- Neurology: 10%
- Urology: 5%
- ENT & Ophthalmology: 3%
- Oral & Maxillofacial Surgery: 1%
- General Surgery: 15%
- Cardiac & Vascular Surgery: 15%
- Orthopaedics: 16%
- General Surgery: 15%
- Neurology: 10%
- Urology: 5%
- ENT & Ophthalmology: 3%
- Oral & Maxillofacial Surgery: 1%
ADVANCING OUR CO-LOCATED DAY CASE CLINIC STRATEGY

- Providing day surgery in most appropriate care settings
- Convenient and efficient service delivery that meets all stakeholder expectations
- Complements high-acuity hospital business
- Opened five Mediclinic day case clinics at:

<table>
<thead>
<tr>
<th>Location</th>
<th>Open Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>LIMPOPO</td>
<td>WELKOM</td>
</tr>
<tr>
<td>STELLENBOSCH</td>
<td></td>
</tr>
<tr>
<td>NEWCASTLE</td>
<td></td>
</tr>
</tbody>
</table>

- Invested in four Intercare Group day case clinics
- Opening six additional day case clinics at Mediclinic:

<table>
<thead>
<tr>
<th>Location</th>
<th>Open Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>NELSPRUIT</td>
<td>PIETERMARITZBURG</td>
</tr>
<tr>
<td>WINELANDS</td>
<td>BLOEMFONTEIN</td>
</tr>
<tr>
<td>CAPE GATE</td>
<td>PANORAMA</td>
</tr>
<tr>
<td>WELKOM</td>
<td>STELLENBOSCH</td>
</tr>
<tr>
<td>STELLENBOSCH</td>
<td>CAPE GATE</td>
</tr>
<tr>
<td>DURBANVILLE</td>
<td>NELSPRUIT</td>
</tr>
<tr>
<td>WELKOM</td>
<td>WELKOM</td>
</tr>
<tr>
<td>STELLENBOSCH</td>
<td>STELLENBOSCH</td>
</tr>
<tr>
<td>NEWCASTLE</td>
<td>NEWCASTLE</td>
</tr>
</tbody>
</table>

MEDICLINIC STELLENBOSCH DAY CASE CLINIC
MEDICAL SCHEME MARKET
TARIFF AND NETWORK TRENDS

- Increasing trend towards network agreements
- Driven by focus on affordability in market where insured lives remains broadly flat
- Only hospital group that has been included on all recent significant network agreements
- Positive developments for Mediclinic for the 2020 calendar year:
  - **DISCOVERY HEALTH**: Discovery Health Medical Scheme day surgery network
  - **POLMED**: Polmed network introduction across all options
  - **BONITAS**: Bonitas – Mediclinic represented on all options, except limited representation on BonCap, which represents 10% of beneficiaries
  - **GEMS**: GEMS Sapphire and Emerald Value Option (Jan 2020)
  - **PRIVATE**: Extensive fixed-fee service offering for private cash-paying patients
DELIVERING IMPROVEMENTS ACROSS MEDICLINIC SOUTHERN AFRICA
MEDICLINIC SOUTHERN AFRICA
MAINTAINING CLINICAL EXCELLENCE

• Key component of the Group's strategic goal to improve our client value proposition significantly

• In line with our commitment to greater transparency, Mediclinic is the only hospital group in South Africa to publish online clinical performance indicators per hospital

• Appointed clinical directors at 15 of Mediclinic's largest hospitals

<table>
<thead>
<tr>
<th></th>
<th>AUG '17 TO SEPT '18</th>
<th>AUG '18 TO SEPT '19</th>
<th>IMPROVEMENT</th>
<th>TARGET</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Antimicrobial Usage Rate per 100 patient days</td>
<td>75.51</td>
<td>73.19</td>
<td>3.07%</td>
<td></td>
</tr>
<tr>
<td>Index</td>
<td>1.01</td>
<td>0.98</td>
<td></td>
<td>Index &lt;0.96</td>
</tr>
<tr>
<td>Hospital-associated Infection Rate per 1 000 patient days</td>
<td>1.93</td>
<td>1.84</td>
<td>4.61%</td>
<td>5% annual improvement</td>
</tr>
<tr>
<td>Hand hygiene compliance</td>
<td>75.34%</td>
<td>79.84%</td>
<td>5.98%</td>
<td>80% hand hygiene compliance</td>
</tr>
<tr>
<td>Mortality Index</td>
<td>0.93</td>
<td>0.87</td>
<td>6.93%</td>
<td>Index &lt;1.0</td>
</tr>
</tbody>
</table>
MEDICLINIC SOUTHERN AFRICA
ENHANCING PATIENT EXPERIENCE

SIX
Mediclinic Southern Africa hospitals on Discovery Health Top 20 Hospital List

FIRST
Hospital group in South Africa to publish online patient experience index results per hospital

PRESS GANEY 12-MONTH ROLLING SCORE
YEAR-ON-YEAR

TARGET FY19: 82.2
TARGET FY20: 82.5
• Gallup® Employee Engagement Survey supporting ‘Employer of Choice’ status
• Continued improvement in participation rate
• Sustained improvement in engagement score
• Improvement in both “Engaged” and “Actively Disengaged” employees
• Improvement across all engagement areas
SKILLS DEVELOPMENT

PREFERENTIAL PROCUREMENT

ENTERPRISE & SUPPLIER DEVELOPMENT

• Improvement across all elements, most notably in:

### MEDICLINIC SOUTHERN AFRICA

#### IMPROVING B-BBEE SCORECARD

<table>
<thead>
<tr>
<th>B-BBEE ELEMENT</th>
<th>WEIGHTING</th>
<th>OLD B-BBEE CODES</th>
<th>MEDICLINIC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ownership</td>
<td>25.00</td>
<td>10.00</td>
<td>20.66</td>
</tr>
<tr>
<td>Management</td>
<td>8.04 (6.2+1.84)</td>
<td>6.12 (2.97+3.15)</td>
<td>6.17 (2.81+3.36)</td>
</tr>
<tr>
<td>Employment Equity</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
</tr>
<tr>
<td>Skills Development</td>
<td>20.00+5.00</td>
<td>8.00</td>
<td>12.00</td>
</tr>
<tr>
<td>Preferential Procurement</td>
<td>40.00+4.00</td>
<td>PP-10.00 (ED-2.00)</td>
<td>28.27 (PP-11.27)</td>
</tr>
<tr>
<td>Enterprise &amp; Supplier Development</td>
<td>5.00</td>
<td>5.00</td>
<td>5.00</td>
</tr>
</tbody>
</table>

| TOTAL | 109.00+9.00 | 71.97 | 68.03 | 73.06 | 51.73 | 47.22 | 77.08 | 80.16 |

| B-BBEE level | 4 | 4 | 4 | 8 | 8 | 5 | 4 |

| B-BBEE Level (Discounted) | n/a | n/a | n/a | Non-compliant | Non-compliant | n/a | n/a |
NAVIGATING
THE REGULATORY
ENVIRONMENT
REGULATORY DEVELOPMENTS
HEALTH MARKET INQUIRY

- Final report released 30 September 2019

**KEY FINDINGS**
- Highly concentrated facilities market
- Utilisation rates higher than can be explained by burden of disease
- Lack of data on clinical quality
- Incomplete medical scheme regulatory environment
- Health professionals’ rules inhibit innovation

**KEY RECOMMENDATIONS**
- Supply Side Regulator for Healthcare (SSRH)
- Multilateral tariff negotiation framework for doctors and schemes
- Continuation of bilateral negotiation framework for facilities and schemes
- Outcomes Monitoring and Reporting Organisation (OMRO)
- Change to Health Professions Council of South Africa (HPCSA) ethical rules
- Introduce standardised base benefit package and Risk Adjustment Mechanism
REGULATORY DEVELOPMENTS
NATIONAL HEALTH INSURANCE

• The NHI Bill is going through the official Parliamentary process
• Written comments submitted 29 November 2019
• Public hearings currently being conducted
• Parliamentary presentations to be held in 2020
• High-level enabling legislation with serious legal concerns and many key uncertainties:
  - Benefits
  - Costing
  - Funding
  - Contracting
  - Future role of private healthcare
• Mediclinic actively participating in formal and informal engagement processes
• Next important step: Treasury discussion paper on funding of NHI
GROWTH OPPORTUNITIES
DELIVERING INCREMENTAL GROWTH IN SOUTHERN AFRICA

1. Building a network of co-located day case clinics to complement established acute hospital business

2. Enhancing the efficiency of in-hospital day case procedures

3. Building on our standardised and centralised operating efficiencies

4. Actively engaging with medical insurance schemes on network formation

5. Formed specialist facility with the Institute of Orthopaedics and Rheumatology in Stellenbosch

6. Maintained our strong position on the Discovery Health Top 20 hospital list – 6 Mediclinic hospitals
MEDICLINIC PANORAMA SITE VISIT

RIAAN VORSTER Hospital General Manager
MEDICLINIC PANORAMA

- **850** Permanent Staff
- **140** Admitting Specialists
- **378** Beds
- **7%** of MCSA Revenue

850
Permanent
Staff

140
Admitting
Specialists

378
Beds

7%
of MCSA
Revenue
OVERVIEW

1986
- Opens 1 August 1986
- 90 beds
- 8 theatres
- 195 staff members
- 1st self developed

1995
- Heart Unit opens
- Currently, the busiest Heart Unit in South Africa

2010
- TAVI procedures
- TAVI procedures commence October 2010

2011
- Electrophysiology lab opens February 2011

2019
- Current

SERVICES
- Cardiology
- Cardiothoracic Surgery
- Dermatology
- ENT Surgery
- Fetal Medicine
- Gastro-enterology
- General Surgery
- Haematology
- Fertility Treatment
- Internal Medicine
- Maxillofacial Surgery
- Neonatal Specialised Care
- Neurosurgery
- Obstetrics & Gynaecology
- Oncology
- Ophthalmology
- Orthopaedic Surgery
- Paediatrics
- Paediatric Surgery
- Psychiatry
- Pulmonology
- Rheumatology
- Urology
- Vascular Surgery

TOP CONTRIBUTORS
- Cardiology · Orthopaedic Surgery · Cardiothoracic Surgery · General Surgery · Obstetrics & Gynaecology · Vascular Surgery

- 300 Admin Staff
- 550 Nursing Staff
- 1 Hybrid Theatre
- 3 Catheterisation Labs
- 2 Cardiac Theatres
- 10 Theatres
OPERATIONAL PERFORMANCE
2019 FINANCIAL YEAR

- **71%**
  - BED OCCUPANCY RATE

- **29 145**
  - HOSPITAL ADMISSIONS

- **16 185**
  - SURGICAL CASES

- **1 468**
  - BIRTHS

- **7 305**
  - DAY CASES

- **3 252**
  - CATHETERISATIONS

- **359**
  - CARDIOTHORACIC CASES

- **14 866**
  - EMERGENCY CENTRE CASES
OPERATIONAL FOCUS

MAJOR FOCUS ON CLINICAL EXCELLENCE

- Appointment of clinical director
- Neonatal and cardiothoracic care benchmarked against international indicators

PATIENT EXPERIENCE

- Hospital of choice
- Discovery Health Top 20 for 5 years running
- *Die Burger* Top 3
BUILDING PROJECT

R360M INVESTMENT

- 25% increase in ICU beds
- New Day Case Clinic
- New Surgical Ward
- New Maternity Ward
- New Emergency Centre
- 300 additional parking bays

SUSTAINABILITY

<table>
<thead>
<tr>
<th>Water</th>
<th>Electricity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reverse osmosis plant</td>
<td>2084 Solar panels</td>
</tr>
<tr>
<td>YTD</td>
<td>YTD</td>
</tr>
<tr>
<td>2019</td>
<td>2019</td>
</tr>
<tr>
<td>0.551 kl/bed day</td>
<td>88 kWh/bed day</td>
</tr>
<tr>
<td>2015</td>
<td>2015</td>
</tr>
<tr>
<td>1.03 kl/bed day</td>
<td>115 kWh/bed day</td>
</tr>
</tbody>
</table>

Starts Feb 2020

2021

2022

2023

2024

Ends 2025

NEW DAY CASE CLINIC

NEW SURGICAL WARD

NEW MATERNITY WARD

NEW EMERGENCY CENTRE

300 ADDITIONAL PARKING BAYS

NEW SURGICAL WARD

NEW MATERNITY WARD

NEW EMERGENCY CENTRE

300 ADDITIONAL PARKING BAYS

SUSTAINABILITY

Water

Electricity

Reverse osmosis plant

2084 Solar panels

YTD

YTD

2019

0.551 kl/bed day

88 kWh/bed day

2019

2015

1.03 kl/bed day

115 kWh/bed day

2015
FACILITY TOUR

PAEDIATRICS - NEONATAL - PRIVATE WARD - CARDIAC ICU - INTERCARE
<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Permanent Staff</td>
<td>270</td>
</tr>
<tr>
<td>Admitting Specialists</td>
<td>52</td>
</tr>
<tr>
<td>Beds</td>
<td>158</td>
</tr>
<tr>
<td>Revenue of MCSA</td>
<td>2%</td>
</tr>
</tbody>
</table>
## OVERVIEW

<table>
<thead>
<tr>
<th>Year</th>
<th>Commissioned</th>
<th>1st Expansion</th>
<th>2nd Expansion</th>
<th>Department of Health</th>
<th>R44 Construction</th>
<th>Current</th>
</tr>
</thead>
<tbody>
<tr>
<td>1992</td>
<td>8th Mediclinic</td>
<td>90 beds</td>
<td>98 beds</td>
<td>DOH approval for 128 beds &amp; co-located 30 bed day case clinic</td>
<td>Phase 1: Jun 19</td>
<td>Phase 2: Aug 19</td>
</tr>
<tr>
<td></td>
<td>58 beds</td>
<td>4 theatres</td>
<td>5 theatres</td>
<td>Emergency centre</td>
<td>Emergency centre</td>
<td></td>
</tr>
<tr>
<td>2001</td>
<td>90 beds</td>
<td>4 theatres</td>
<td>Emergency centre</td>
<td></td>
<td></td>
<td>158 Beds</td>
</tr>
<tr>
<td>2009</td>
<td>98 beds</td>
<td>5 theatres</td>
<td>Emergency centre</td>
<td></td>
<td></td>
<td>10 Theatres</td>
</tr>
<tr>
<td>2012</td>
<td>DOH approval for 128 beds &amp; co-located 30 bed day case clinic</td>
<td></td>
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<tr>
<td>2017</td>
<td>Phase 1: Jun 19</td>
<td></td>
<td></td>
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<tr>
<td>2019</td>
<td>Phase 2: Aug 19</td>
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</tbody>
</table>

### SERVICES

- Anaesthesiology
- ENT Surgery
- Fertility Treatment
- General Surgery
- Internal Medicine
- Maxillofacial Surgery
- Neurology
- Neurosurgery
- Nuclear Medicine
- Obstetrics & Gynaecology
- Ophthalmology
- Orthopaedic Surgery
- Paediatrics
- Plastic Surgery
- Rheumatology
- Urology

### MEDICLINIC STELLENBOSCH & DAY CASE CLINIC

<table>
<thead>
<tr>
<th></th>
<th>Main</th>
<th>Co-located day case clinic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beds</td>
<td>95</td>
<td>20</td>
</tr>
<tr>
<td>Theatres</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>Emergency Centre</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Research Centre</td>
<td>-</td>
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</tr>
</tbody>
</table>

### MEDICLINIC WINELANDS ORTHOPAEDIC & DAY CASE CLINIC

<table>
<thead>
<tr>
<th></th>
<th>Main</th>
<th>Co-located day case clinic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beds</td>
<td>33</td>
<td>10</td>
</tr>
<tr>
<td>Theatres</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td>Emergency Centre</td>
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<td>-</td>
</tr>
<tr>
<td>Research Centre</td>
<td>1</td>
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</tbody>
</table>

### TOP CONTRIBUTORS

- Orthopaedic surgery
- Obstetrics & Gynaecology
- General Surgery
- Internal Medicine
- Rheumatology
OPERATIONAL PERFORMANCE
2019 FINANCIAL YEAR

- Bed occupancy rate: 71%
- Hospital admissions: 9,622
- Surgical cases: 6,344
- Births: 857
- Day cases: 2,877
- Orthopaedic cases: 2,383
- Emergency centre cases: 12,105
SUSTAINABILITY

**Water**
- Grey water toilet flush system – utilising both ground water (sump) and borehole water
- Aerators on all the taps and low-flow showers
- Autoclave recycling system

**Electricity**
- Solar evacuated tubes heat water in one central plant in conjunction with heat pumps
- Heat recovery systems (heat generated in autoclaves and air handling unit compressors utilised to heat water for hot water plant)
- VRV air cons limit the number of outside units, saving electricity
- Motion detector lights in unmanned areas

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**PROJECT INVESTMENT**

**CAPEX: PROPERTY DEVELOPER (ATTERBURY)**
- R395M

**CAPEX: MEDICLINIC SOUTHERN AFRICA**
- R143M

**TOTAL**
- R538M
JOINT MANAGEMENT OF RHEUMATOLOGY AND ORTHOPAEDICS

- Provides integrated, end-to-end market-leading treatment
- Specific focus on creating new pathways, methods & techniques for replication
- Associated with cutting-edge technology, superior clinical outcomes
- Auxiliary services are embedded (normally all at one facility) and clinical support services are specialised
- Intimately involved in research and serves as knowledge and training anchors to the selected discipline
- Based on shared, long-term ownership
- Growth prospects with potential to establish Institute on a national and international basis
FACILITY TOUR
MEDICLINIC
VERGELEGEN
SITE VISIT

MARQUIN CROTZ
Hospital General Manager
MEDICLINIC VERGELEGEN

500
Permanent Staff

85
Admitting Specialists

237
Beds

3%
of MCSA Revenue
OVERVIEW

1995
Acquisition
Opened 1987
Acquired by Mediclinic in 1995
60 beds

1997
Heart Unit opens
Also general hospital expansion and upgrade

2010
TAVI procedures
TAVI procedures commence followed by mechanical embolectomy in 2012

2015
Hospital upgrade
Four-year building expansion and upgrade project commenced

2019
Current

R475M INVESTMENT TO DATE
Building project completed
New day case clinic and electrophysiology lab development

SERVICES
Cardiology
Cardiothoracic Surgery
Dermatology
Electrophysiology
ENT surgery
Endocrinology
Gastro-enterology
General Surgery
Haematology
Internal Medicine
Maxillofacial Surgery
Nephrology
Neurosurgery
Neurology
Obstetrics & Gynaecology
Oncology
Orthopaedic surgery
Paediatrics
Paediatric Cardiology
Plastic Surgery
Pulmonology
Rheumatology
Urology
Vascular Surgery

TOP CONTRIBUTORS
Orthopaedic Surgery · Cardiology · General Surgery · Internal Medicine · Neurosurgery · Cardiothoracic Surgery
OPERATIONAL PERFORMANCE
2019 FINANCIAL YEAR

BED OCCUPANCY RATE
68%

HOSPITAL ADMISSIONS
15,589

SURGICAL CASES
7,610

BIRTHS
657

DAY CASES
2,743

CATHETERISATIONS
1,190

CARDIOTHORACIC CASES
311

EMERGENCY CENTRE CASES
18,945
CLINICAL EXPERTISE

- Cardiac Centre (over 20 years’ experience)
- TAVI / Minimum invasive cardiac procedures
- Electrophysiology
- Stroke Centre / Mechanical embolectomies
- Geriatrics & Nephrology
- Gynae-oncology
- Cochlear implants
- Neurosurgery
- Vascular Surgery
- Day Case Surgery

SUSTAINABILITY

<table>
<thead>
<tr>
<th>Filtration plant/Ionisation</th>
<th>Water</th>
<th>YTD</th>
<th>2019</th>
<th>0.376 kl/bed day</th>
</tr>
</thead>
<tbody>
<tr>
<td>Solar panels/Heat pumps</td>
<td>Electricity</td>
<td>YTD</td>
<td>2019</td>
<td>85 kWh/bed day¹</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>2015</td>
<td>52 kWh/bed day</td>
</tr>
</tbody>
</table>

Note:
¹ Increase due to hospital supplying radiology with electricity; pre-expansion, radiology received its supply from the municipality directly.
GROWTH OPPORTUNITIES

1. New day case clinic and electrophysiology lab establishment
2. Wide referral area in Helderberg / Overberg region
3. Future expansion to 270 beds
4. High demand due to excellent clinical outcomes; well-established doctor complement and several residential developments
THANK YOU