Board of Directors

**Frans van Hoogstraten**  
BA Law  
(Independent Non-Executive Chairman)

**Phil Jaffe**  
B.Com CA(SA) H.Dip in Tax Law,  
Independent Non-Executive Director,  
based in Australia

**Carl Grillenberger**  
B.Com CA (SA) MBA  
(Chief Executive Officer)

**Marc Resnik**  
Dip Pharm, CEO of PresMed Australia,  
based in Australia

**Cor van Zyl**  
B.Com (Hons) Acc, CA (SA)  
(Chief Financial Officer)

**Dr Wilfred Tommy Mthembu**  
Eye Specialist & Independent  
Non-Executive Director
Operational Management

- Marti Gelderblom CFO
- Gerrit van den Berg COO
- Ivan Kassell (CA(SA))
- Alan Flax (Ophthalmologist)
- Phil Jaffe CA(SA)
- Feng Gu Neal (CFO Australian)
- Mark Resnik (CEO Australia)
- Roger Cronin (COO Australia)
Background and History

- The directors and management of Advanced helped to develop and list PresMed Limited, the businesses of which are now operated by Life Healthcare
- PresMed was one of the first organisations to develop Day Clinics in South Africa
- The directors and management of the South African and Australian operations are well placed to take advantage of future growth opportunities in the industry.
## Comparison of Market Segmentation

<table>
<thead>
<tr>
<th>Population (million)</th>
<th>Private Hospitals Inc. Psychiatric</th>
<th>Day Surgery Facilities</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>🇺🇸 317.241</td>
<td>6700</td>
<td>6000</td>
<td>12700</td>
</tr>
<tr>
<td>🇦🇺 23.438</td>
<td>279</td>
<td>302</td>
<td>581</td>
</tr>
<tr>
<td>🇿🇦 52.982</td>
<td>235</td>
<td>45</td>
<td>280</td>
</tr>
</tbody>
</table>
This indicates that a substantial potential for day clinics exists in South Africa
One of our Operating Theatres
Obtain Licenses for new Day Clinics in South Africa
Licenses obtained:
(i) Soweto Day Clinic

Potential BEE Partner

South Africa

eMalahleni Day Hospital (eDH)
Medgate Day Clinic (MDC)

Advanced Health Limited

Australia

Ophthalmic Surgery Centre (OSC)

Epping Surgery Centre (ESC)

Central Coast Surgery Centre (CCSC)
80% of our Income is generated by our Australian Clinics

- It is important to note that most of our income is at present derived from our Australian Clinics.
- This is an exiting hedge against currency fluctuations.
- Advanced is well placed to benefit from the changes which are taking place in the South African Health Care Environment.
- Medical Scheme Administrators are keen to stimulate the growth of Day Hospitals in South Africa, in view of the escalating costs associated with Private Hospitals.
Surgical Procedures suited for Single Day Admissions

- Plastic surgery
- Cataract surgery
- Ear nose & Throat surgery
- General & Gynaecological surgery such as laparoscopic surgery
- Orthopaedic arthroscopy surgery
- Maxillofacial surgery
- Sterilisation, circumcision and related
### Break-even number of patients

<table>
<thead>
<tr>
<th>Number of patients</th>
<th>Primary Target Market</th>
<th>Secondary Target Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>All our clinics have got a capacity to treat more than 350 patients per month</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Break-even number of patients</th>
<th>120</th>
</tr>
</thead>
</table>

#### Income

<table>
<thead>
<tr>
<th>Procedures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital</td>
</tr>
</tbody>
</table>

#### Procedures

<table>
<thead>
<tr>
<th>Break-even number of patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>200 Patients. (Please see note below)</td>
</tr>
</tbody>
</table>

#### Capital

<table>
<thead>
<tr>
<th>Working Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
</tr>
<tr>
<td>22</td>
</tr>
</tbody>
</table>

#### Total Cost

<table>
<thead>
<tr>
<th>No of patients treated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Variable Cost</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fixed Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
</tr>
</tbody>
</table>

| Loss making volume of patients |
| Profitable volume of patients |

#### Fixed Cost

<table>
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</table>
Primary Target Market

• General Practitioners (mainly for referral purposes)
• Dentists (dental procedures & referral)
• Optometrists (referral only)
• Specialists (some referral but mainly procedures)
Secondary Target Market

- Patients
- Medical Schemes
- Insurers
- Managed Care Organisations
- Government Contracts
- National Health Insurance (NHI)
Objectives for the future

- Secure the support of additional surgeons. Offer shareholding & incentives
- Grow Advanced through the acquisition of existing clinics
- Develop greenfield projects
- In South Africa secure the services of a younger and dynamic management team
- In Sydney go ahead with the development of a state-of-the-art five theatre day surgery facility
Capital Raising & Use of Capital

- Obtain portion of capital from medical practitioners.
  
  Advanced plans to strengthen its relationship with the medical fraternity.

- The objective is to raise R100 million.

- The amount raised is to be invested
  
  - R30 million in Australia (Subject to Reserve Bank approval)
  
  - R70 million in South Africa
Advanced Health would like to thank you for making your time available for our investment presentation.