

# Half Year Report 2017

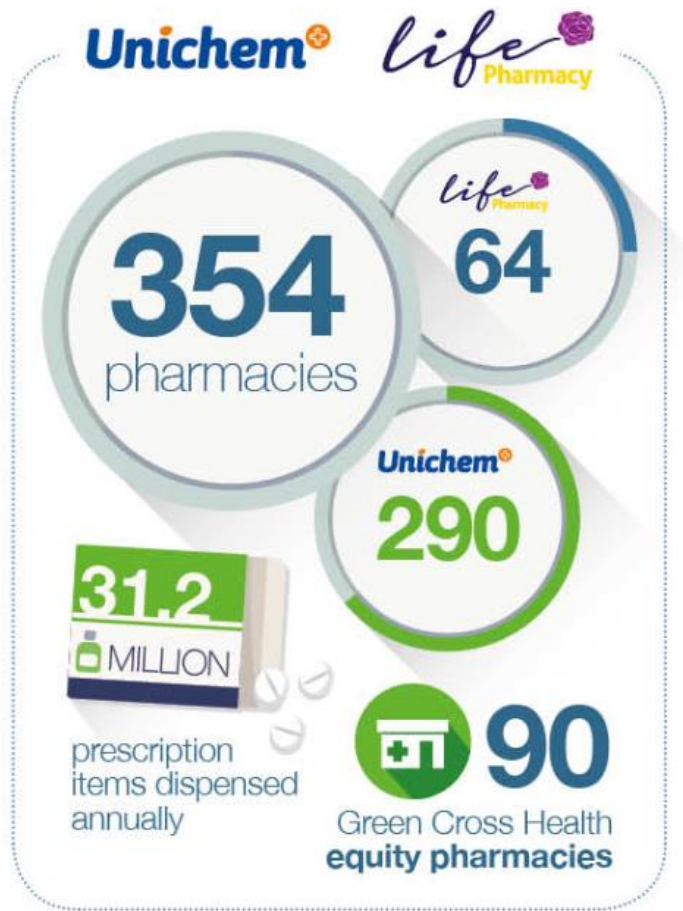




As at 30 September 2017







## Highlights

Revenues \$166.3m up \$8.5m (5.4%)

Operating profit was \$13.75m up \$1.43m (11.6%)

EBIT Margin has increased from 7.8% to 8.3%

## Future Focus

Continued health services development

Working with our supply partners and members to strengthen our core retail disciplines

Development of digital and personalised channels including e-commerce

kia ora, welcome  
please see n

 the doctors  
te whare hāpara

coming for you  
today

DR LAURA GELING

DR ROSE WALKER

PAULA REDDUP NP

JALA BROOKING

PAUL ORRILL

NURSE JO TURNBULL

ACHA TE HAU

CAROLINE THOMPSON

MEDICAL



## Highlights

Patient numbers increased by 5.4% to 220,200  
Medical Centre operating earnings increase 36%  
Two new Medical Centres joined the Group

## Future Focus

Growth through acquisition  
(full year investment projection \$8-\$10m)  
*Includes medical acquisitions in key geographical areas, co-located with pharmacies where feasible*

Improve performance through practice leadership

Win contracts for the delivery of targeted services





# COMMUNITY HEALTH



Supporting the  
strategy of **live well,  
stay well, get well**  
for all New Zealanders



Specialist nursing  
services through  
Total Care Health



**166**  
community  
nurses



Clinical staff including  
qualified nurses,  
occupational therapists  
& physiotherapists



**20,900**  
clients

**3,700**  
support workers



## Highlights

Won 50% of the Nelson Marlborough DHB contract

Increases in ACC and Nursing Services revenue

Operating Profit \$1.30m up 11.2%

Support worker staff turnover from 29% to 21%

## Future Focus

Maximise benefits of a Regularised Workforce

Grow District Nursing and Serious Injury services

Employ IT solutions to deliver improved workforce  
efficiency and patient outcomes

Grow profit through operational improvement and new  
business





**13.5%**

increase to underlying  
shareholder earnings



**6.4%**

growth in medical  
centre patient  
numbers to 220,200

**11.6%**

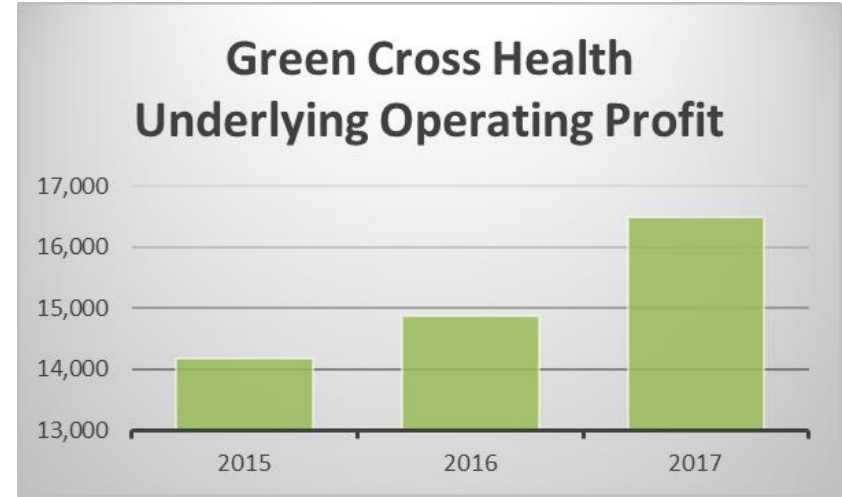
increase in pharmacy  
operating profit to \$13.75m

**11.2%**

increase in underlying  
earnings per share to  
6.25 cents

## Financial Health

# Group Revenue and Profit



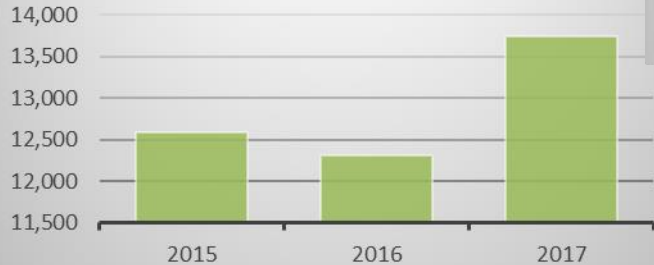
## H1 2016 to 2017

- 6.9% Revenue Growth
- 10.8% Underlying Operating Profit Growth

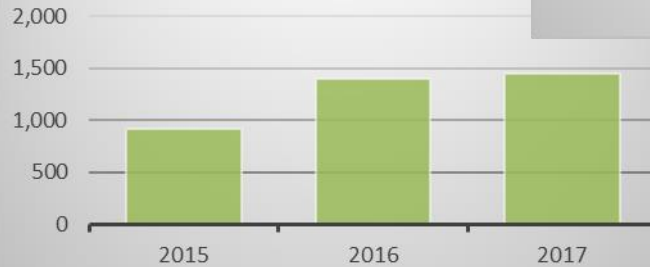


# Profitability by Division

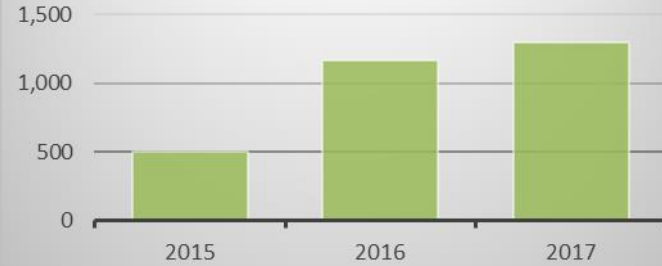
## Pharmacy Operating Profit



## Medical Operating Profit



## Community Health Operating Profit



### H1 YoY

- 11.6% Pharmacy Operating Profit Growth
- 3.6% Medical Operating Profit Growth
- 11.2% Community Health Operating Profit Growth



# Cashflow, EPS & Dividend

- Net cash inflow from operating activities was \$17.3m versus \$6.8m
- Earnings per share increased 11.2% to 6.25 cents on underlying earnings (excluding 2016 fair value gain)
- Fully imputed interim dividend of 3.5 cents per share to shareholders on the register as at 5pm on 11 December 2017. The dividend will be paid on 22 December 2017. The dividend reinvestment plan is available to shareholders.



# GXH | GREEN CROSS HEALTH | 2017 Interim Report