



ParagonCare

Strawman Investor presentation

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ASX : PGC

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Paragon Care Group overview

Paragon Care (PGC)

- Australian based / established in 2008
- Mainly focused on sale of medical equipment and devices along with related consumables and maintenance support
- Long term relationships with >100 manufacturers globally
- Unique end to end capability across AsiaPac
- Also own standalone business manufacturing and supplying Red Cell Diagnostic Products
- Access to Asian markets and expanded OEM opportunities via Quantum merger



Devices



Diagnostics



Capital &
Consumables

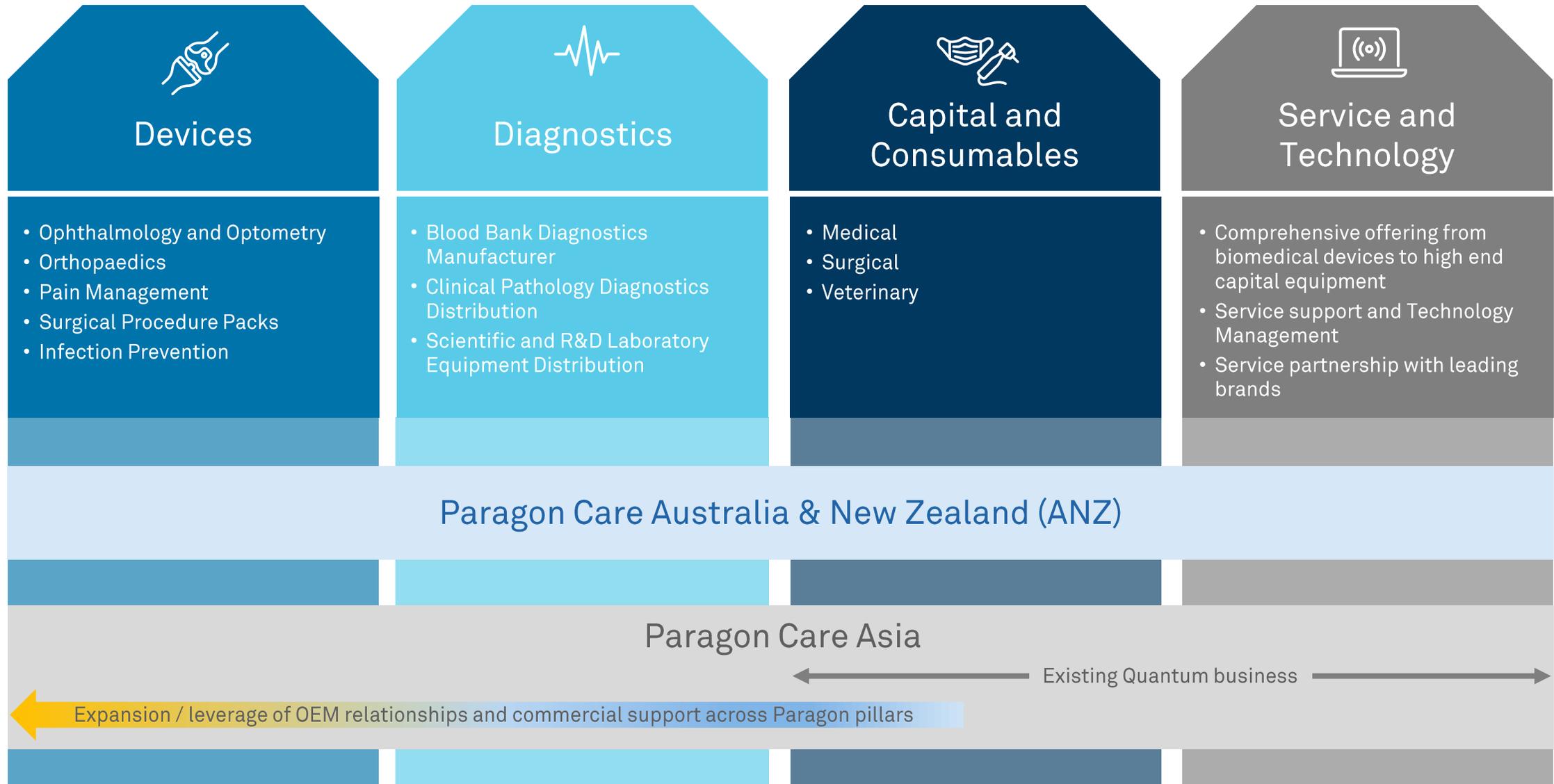


Service &
Technology

ParagonCare



Business Structure to support growth



A financial snapshot of Paragon Care

A\$248m

FY22
Revenue

- 1H FY23 up 38%
- FY23 growth expected to be around 25%

A\$30.2m

FY22
Underlying EBITDA

- 1H FY23 up 37%
- FY23 growth expected to be around 30%

c.A\$180m

Current market
capitalisation

- Listed on ASX in 2008
- LTM dividend 1.2 cents per share, fully franked

**Ambitious
growth
strategy**

- Targeting A\$100m EBITDA by FY27 through a combination of organic growth and more targeted M&A activity

Strategy – ‘the Light on the Hill’

“Empowering healthcare”

A\$100m EBITDA per annum
within 3-5 years
(A\$1 bn market cap)

Proactive bias for
high quality earnings
(*sustainable / higher margin*)

Organic growth

- based on strategic plans by pillar
- supported by improved execution

M&A growth

- targeted at fewer / larger opportunities
- more tightly aligned to strategy

ENABLEMENT

Growth mindset

Clear strategies by pillar

Comms to engage stakeholders (including team members)

Enhanced business reporting

Proactive people assessment / upskilling

Project visibility / execution capability

Existing footprint provides a strong platform for further ANZ growth



~20 locations

Sales and distribution network to support our customers

~150 team members

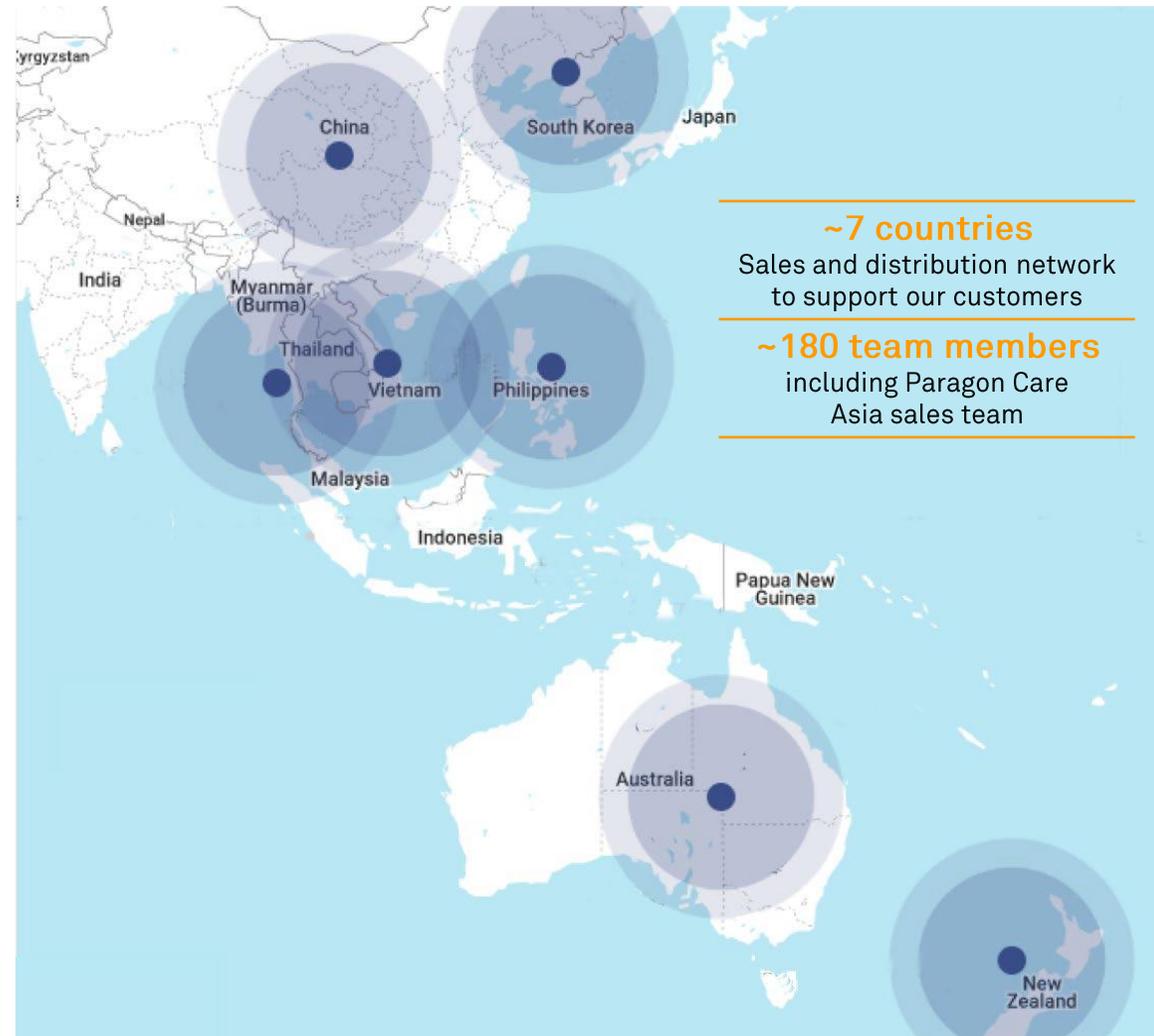
Paragon Care sales team

World class manufacturing facilities in Melbourne for Immulab Red Cell Diagnostic Products

- OFFICE
- WAREHOUSE
- MANUFACTURING

Growing distribution network across Asia

- Paragon Care Asia (previously Quantum) already has a presence in Thailand, Korea, Philippines, China, Vietnam and New Zealand
- Target markets beyond this include Japan, Indonesia and Singapore
- A three-pronged strategy:
 - leveraging existing supplier partnerships (Paragon for Quantum and vice versa)
 - attracting new supplier relationships on the basis of a comprehensive AsiaPac footprint
 - supporting Immulab push into Asia

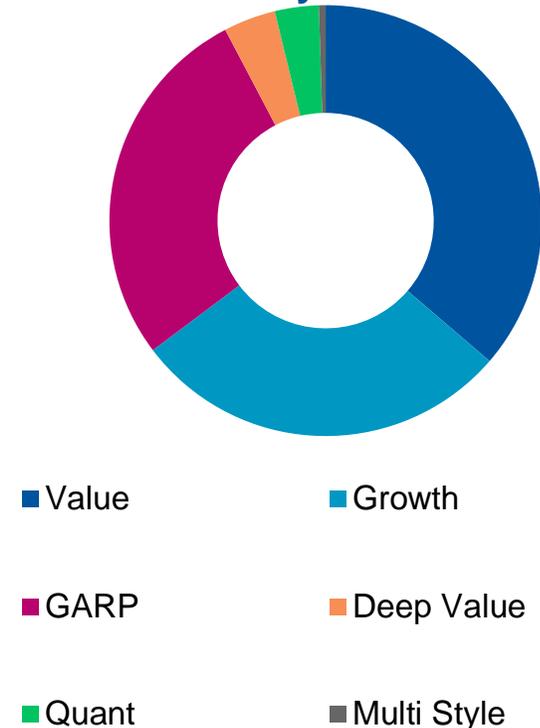


Register Analysis

- Key shareholders are mainly ex-founders of previously acquired businesses (includes John Walstab, Quantum Healthcare ~ 19%)
- Directors & Employees ~ 20% (excluding John Walstab)
- Institutional investors ~16%

PGC appeals to both value and growth investors

Institutional investment styles





Thank You

ParagonCare