



medibank

Morgan Stanley Australia Private Health Forum

Dr Andrew Wilson – CEO Amplar Health

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Amplar Health and Medibank's strategy to grow as a health company

Expanding our network, enhancing healthcare access, choice and affordability



Meeting changing customer needs through partnering and investing in solutions led by health professionals



Health and wellbeing

- **Live Better:** promoting health and wellbeing to all Australians through digital content, events and rewards
- **Preventative health:** accessible, evidence-based programs to address specific health risks



Short stay and community care

- **No gap and short stay:** across multiple surgical modalities, giving patients more affordability and choice in how their care is delivered when clinically appropriate
- **Community care:** supporting customers' choice in where healthcare is delivered through programs such as Medibank at Home and CareComplete



Virtual, primary and integrated care

- **Virtual health:** more sophisticated remote patient technologies supporting diagnosis and treatment across multiple disciplines, e.g. joint venture with Calvary and joint venture with North Coast Health Connect (NSW North Coast)
- **Primary care:** Myhealth supports GPs in playing a greater role in patient-centred, coordinated care
- **Integrated care:** partnerships to support the provision of connected, effective and efficient care, e.g. iMH – a joint venture between Medibank and Aurora Healthcare to deliver an integrated mental health care model

Scaling profitable health businesses that strengthen Medibank's customer proposition of value, choice and control and catalyse system change

Amplar Health has an important role as health megatrends accelerate

Supporting the growth of Medibank with strong foundational capabilities



Consumerisation of health



The shift to prevention



The rise of new care settings



Outcome-based care

What's happening

A shift to personalised, connected experiences, with consumers taking greater responsibility for their health with technology playing a critical role

Focus on better managing and preventing diseases through health engagement and prevention programs

New care settings that deliver quality care at lower costs, giving patients and providers more choice, value and control

A connected system for patients, providers and our communities where incentives are aligned to health outcomes

Emerging trends and opportunities

Consumer push for greater control¹
Better health service integration, e.g., ePharmacy, teleGP

Preventative health spend expected to increase from <2% of Australia's total health expenditure to 5% by 2030²

Low current uptake of new care settings in Australia compared to OECD countries³

Medicare Taskforce recommendation to improve coordination and prevention with better use of data and incentives

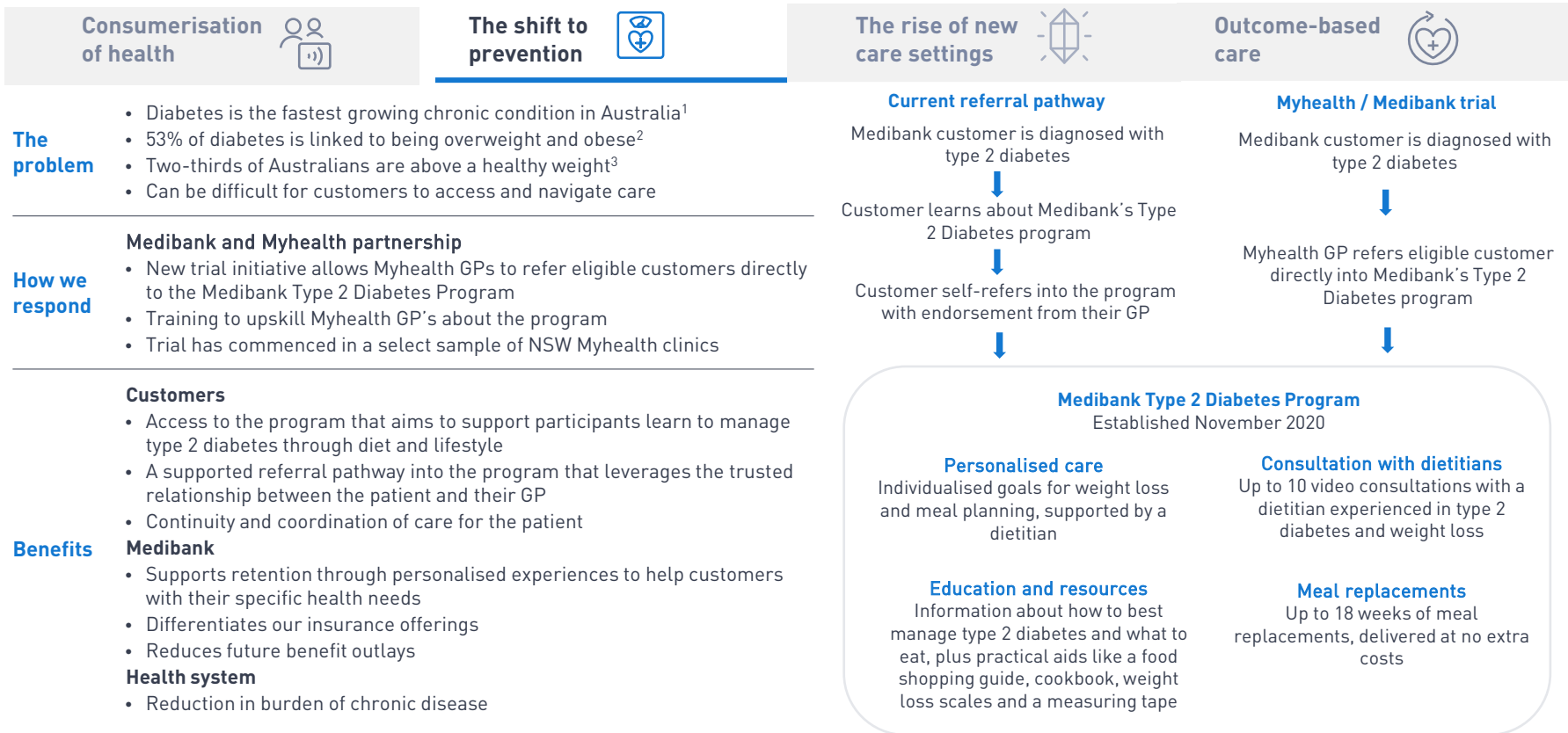
¹ E.g., 32% Australians currently own a smartwatch or fitness tracker. Nielsen media release. Updated September 2021

² National Preventive Health Strategy 2021–2030. Updated December 2021

³ OECD statistics across inguinal hernia, cholecystectomy, tonsils and adenoids, septoplasty. Updated July 2022

Shift to prevention will benefit the entire health system

Example: Myhealth and Medibank trial to improve access to support for eligible Medibank customers with type 2 diabetes



1 Source: Diabetes Australia. www.diabetesaustralia.com.au

2 Source: Australian Institute of Health and Welfare study "Impact of overweight and obesity as a risk factor for chronic conditions" released 13 April 2017:

3 Source: Australian Bureau of Statistics 2017-2018 National Health Survey

The rise of new care settings in mental health

Example: Medibank and Aurora Healthcare extending care to incorporate additional support services in home and in the community

Consumerisation of health



The shift to prevention



The rise of new care settings



Outcome-based care



Customer need

- Continuity of mental health care and out-of-hospital support
- Greater access, choice and flexibility to mental health services, including outside an acute hospital setting, where appropriate
- c. 6 month wait for outpatient psychiatry over the past 2 years¹

How we respond

iMH – an innovative and integrated mental health model

- 50/50 JV between Aurora Healthcare and Medibank (Amplar Health)
- 153 new mental health beds across 3 new hospitals in NSW and ACT
- Extends hospital care to incorporate additional support services including in-home care, telehealth and care coordination
- These services typically not included under a traditional psychiatric model

Customers

- iMH will look to provide these services at no additional cost for patients with eligible private health insurance²
- Aims to support long-term recovery with integrated inpatient and out-of-hospital care helping patients access support when and where they need it
- Model designed around individual needs and circumstances with treatment options beyond hospital-centric care

Benefits

Medibank

- Future share of profit
- Innovation in new care settings

Health system

- Helps address the growing demand for private mental health services
- Resources in mental health are appropriately used for differing customer needs

iMH - Aurora and Medibank JV

\$31m³

Initial investment from the JV

3

new hospitals

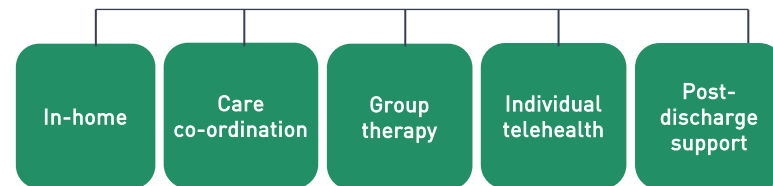
153

new mental health beds

Flexible care pathways and support



Range of additional mental health treatments (clinician led)



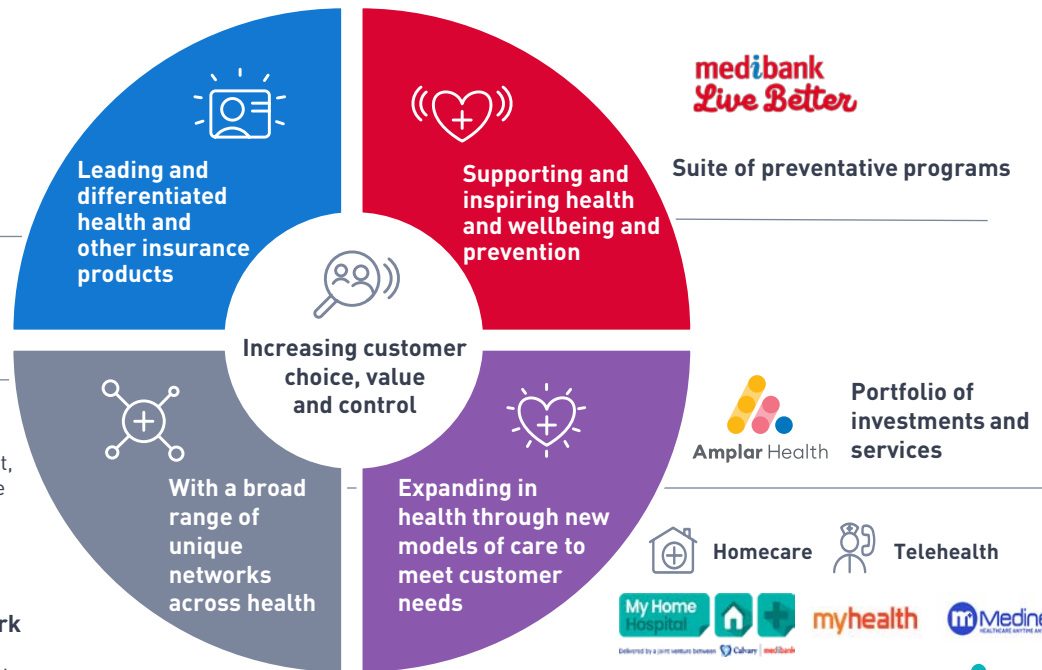
¹ In the Aurora Healthcare network

² Excess or co-payment may apply

³ Medibank's investment \$15.5m

Our vision is to create the best health and wellbeing for Australia

Amplar Health has a key role in delivering on our vision and further supporting Medibank customers



Better Health for Better Lives



No gap network

A national network for joint replacement, endoscopy and some general surgery procedures



Members' Choice Advantage Network

for optical, dental and 8 'Move' modalities



Our hospital and ancillary provider network

Amplar Health
Portfolio of investments and services

Homecare Telehealth

My Home Hospital myhealth Medinet
Delivered by a joint venture between Calvary | medibank

East Sydney Private Hospital Adeney PRIVATE HOSPITAL

MQ Health MACQUARIE UNIVERSITY HEALTH SCIENCES CENTRE IMH™ Aurora & Amplar Health
New investment



We are aiming to invest \$150m-\$250m inorganically over 3 years

Primarily in health and wellbeing, primary care and new care models (including additional short stay hospitals)

To increase scale, expand geographic coverage and add new capability