



Creating Healthcare Precincts

PROSPECTUS 2022



OECD INTERNATIONAL HEALTH PERFORMANCE RATING 2021

Australia ranks third for overall health performance, according to the 2021 Commonwealth Fund healthcare report.



MARKET OVERVIEW

WORLD LEADERS IN MEDICAL EXCELLENCE

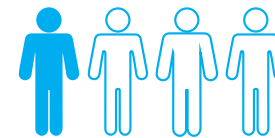
When considering market potential of medical centres, we can tap into the latest research on how Australia performs among Organisation for Economic Co-operation and Development (OECD) countries for equity and healthcare. We rank third for overall health performance, following Norway and the Netherlands, according to the 2021 Commonwealth Fund healthcare report. No small feat.

Government data estimates that by 2055 the average life expectancy will be 95.1 years for men and 96.6 for women, due to access to high quality health care. Increased life expectancy means escalating demand, with the recent global pandemic already contributing pressure and change to our national healthcare landscape.

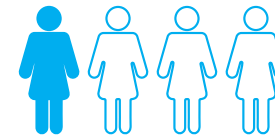
PROVEN, FUTURE-PROOFED MODEL

Consumers' preference for convenience, access, and transparency around treatment care and cost have been identified, alongside COVID-19 which has changed the model of clinical care. Our population have been challenged to become more active, engaged, and empowered in managing their health, and require proactive providers to assist them. The pandemic has also necessitated the widespread adoption of telehealth, and led many practices to realise the importance of digital communications. At CMH Practice Management, we've recognised and responded to these issues early, with the data to prove them. And in doing so, our practices have adapted and are thriving toward the post-pandemic future.

LIFE EXPECTANCY ESTIMATION BY 2055



95.1 YEARS



96.6 YEARS

WE ARE A DYNAMIC MEDICAL FIRM



CLINICAL AND OPERATIONAL INNOVATION

CMH Practice Management oversee leading medical clinics and precincts that have been acknowledged for their professionalism both at a clinical and operational level. Our long history in practice management has gained us the skills and expertise to develop our own systems and tools – with the objective of improving the overall health and wellbeing of our patients.



INDUSTRY LEADERS IN HEALTHCARE

We are a dynamic medical firm, leading in technical innovation and intelligent programming, backed by decades of clinical and operational success. We design, build and manage industry-leading, multi-disciplinary healthcare precincts for the communities we work in. Our doctor-led Castle Medical Centres are more than a medical clinic. Technologically advanced, they also offer supporting allied healthcare services including pharmacy, physiotherapy, radiology, dental, ophthalmology, audiology, psychiatry, podiatry and more.



DEMONSTRATING THE DATA IN ACTION

In 2021, our Castle Hill Centres provided over 200,000 consultations with an average wait time of seven minutes. Our teams administered over 3193 COVID-19 tests, 50,000 COVID vaccinations, and 74,491 referrals to allied health and other medical specialists.



BACKED BY TECHNOLOGICAL EXCELLENCE

Our teams utilise our own technologically-advanced tools, including medical analytics, telehealth and lifestyle apps that we've developed for their clinical and operational success as experts in our field.



PURPOSE-BUILT AND FULLY EQUIPPED LOCATIONS

Our purpose-built facilities with their spacious waiting rooms and functional clinical rooms are equipped right down to the finest detail. Designed with our team in mind, our staff and patients access a fully integrated, world-class system and support.



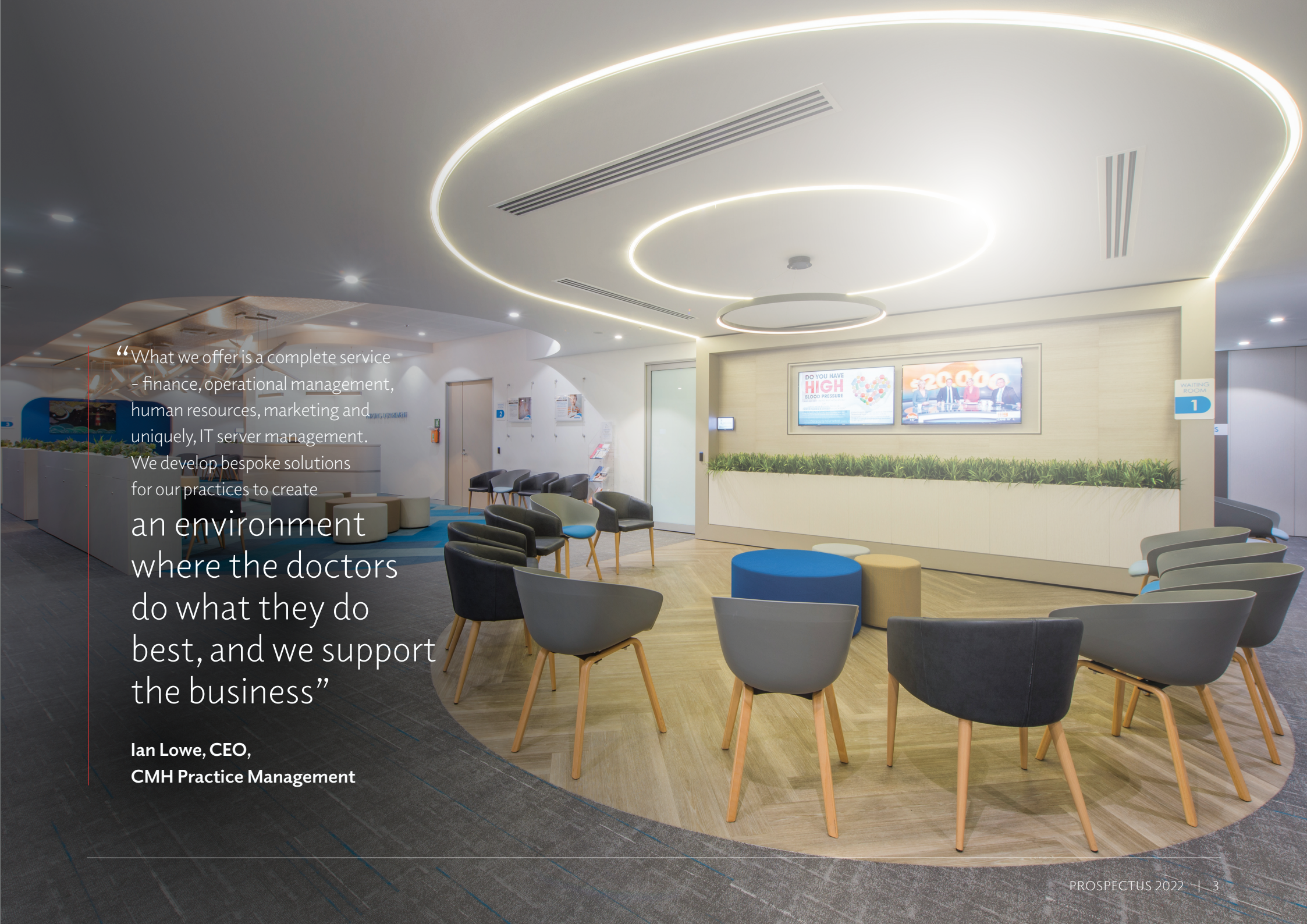
SUPERIOR WORK ENVIRONMENT

We are committed to an engaging and superior work environment. Staff are trained according to policy and access. Our GPs are also supported with ongoing training and advice. Multi-disciplinary services work together seamlessly as a valuable offering in the communities we operate in, and toward our own clinical success.



BEST PRACTICE AND QUALITY CARE

We believe in best practice and quality care. Our medical centres are patient-centric, and we are well-regarded by the public and our patients for our proactive approach.



“What we offer is a complete service
- finance, operational management,
human resources, marketing and
uniquely, IT server management.
We develop bespoke solutions
for our practices to create
an environment
where the doctors
do what they do
best, and we support
the business”

**Ian Lowe, CEO,
CMH Practice Management**





A PROVEN & SUCCESSFUL MODEL

CMH Practice Management operates a proven and successful business model backed by decades of clinical and operational success.

CASTLE HILL MEDICAL CENTRE, THE MALL

Opening date: **2017**

GLA: **1420m²**

Number of GPs & specialists: **32**

Preventative Health, UCVS

Allied Health providers include pathology, radiology, physiotherapy, podiatry, psychiatry, audiology

CASTLE HILL MEDICAL CENTRE, BARWELL

Opening date: **October 2021**

GLA: **1100m²**

Number of GPs & specialists: **8**

Allied Health providers include pathology
CHMC Barwell is also a provider for Urgent Care Services (Cat 4 & 5 Emergency Services)

CASTLE MEDICAL MARSDEN PARK

Opening date: **November 2021**

GLA: **1708m²**

Number of GPs & specialists: **4**

Allied Health partners include pathology, radiology, physiotherapy, pharmacy, dental

CASTLE HILL MEDICAL CENTRE - RESPIRATORY CENTRE

Opening date: **18 May 2020**

22,185 Covid tests

47,218 vaccinations provided

Covid testing and treatment centre

UPCOMING LOCATIONS

Strategic locations currently in development include areas where considerable growth is forecast in the immediate and greater surrounds.

CASTLE MEDICAL GLENDALE

Completion: **Q3 2023**

GLA: **1485m²**

CASTLE HILL MEDICAL CENTRE ROUSE HILL

Completion: **Q4 2023**

GLA: **1700m²**



CASTLE HILL MEDICAL CENTRE 2021 HIGHLIGHTS



OVER 140K CONSULTS

140,953 Consultations and 50,060 COVID-19 vaccinations were fulfilled at Castle Hill Medical Centre in 2021



OVER 25K VACCINATED

We vaccinated 25,000 people out of **140K adults** in our LGA and administered **3193 COVID-19 tests**



VACCINATED THE PRIME MINISTER

Castle Hill Medical Centre administered the **first COVID-19 vaccines available in Australia** during a televised event, including to the Hon. Prime Minister Scott Morrison.



7 ROOMS AND 18 NURSES FOR VACCINE ROLLOUT

At the peak of COVID-19 vaccine rollout, CHMC ran **seven rooms** with **18 nurses** on roster



OVER 3K PHONE CALLS PER WEEK

For the last **12 months**, our teams received on average **3448 calls per week** and **14,654 calls per month**



AVERAGE WAIT OF 7 MINS

Our patients experienced an **average wait time of seven minutes** to see a doctor

**medical analytics powered by Clinimetrix*



NURSING DEPARTMENT



OUR REQUIREMENTS

Beyond projected growth and demand, CMH Practice Management has specific requirements in looking for potential medical precinct sites.



Ideally located within neighbourhood shopping centres, strip retail, mixed use developments, large format retail centres, high streets and freestanding buildings



Greenfield sites or existing locations



No Demolition Clause



High Exposure Position with excellent signage opportunities



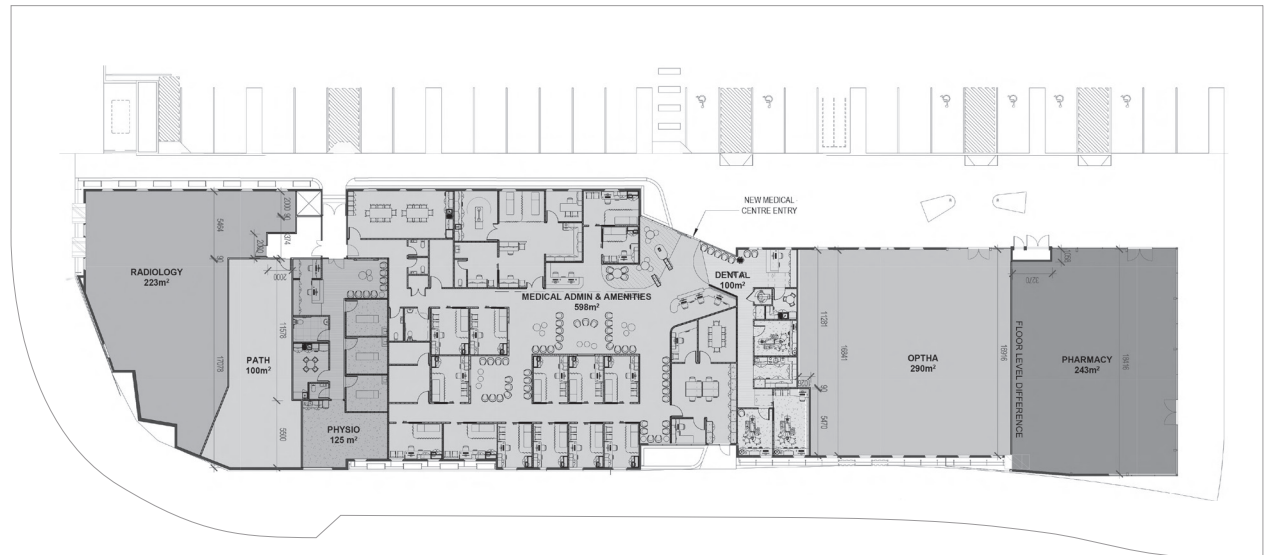
GLA from 1,200m² to 2,000m² preferred



Minimum 30 parking space (excluding customer parking)



Single level preferred with retail frontage. Multiple levels can be considered



CONTACT US TODAY

If you have an existing site or are interested in discussing how CMH Practice Management can develop a destinational medical precinct within your portfolio, we'd love to hear from you.

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