Who We Are

- Founded in 2003, Australian-owned.
- Provider of outsourced healthcare solutions
- Specialising in remote, challenging and under-resourced environments
- 1,600+ employees in Australia, Pacific, UK, USA, Africa and Gulf region
What we do

• Healthcare project management
• Healthcare people
• Healthcare clinics and hospitals
• Healthcare mobile facilities
• Healthcare training and consultancy
Who we do it for

<table>
<thead>
<tr>
<th>Public Sector</th>
<th>Private Sector</th>
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<tr>
<td>Australian Government</td>
<td>Total</td>
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<td>HM Government</td>
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<td>USAID</td>
<td>BHP</td>
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<td>Queensland Government</td>
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Where we work
Committed to Social Purpose

- Benefit Corporations (B Corps) are an emerging group of companies using the power of business to create a positive impact on the world and generate a shared and durable prosperity for all.

- B Corps redefine success in business by competing not to be the best in the world, but to be the best for the world.

- Independently audited and Certified by B Lab, a NFP.
Challenges and Lesson’s Learnt (our perspective)

• ‘One of the most important and complex institutions in any country is its health system’. ‘Identifying Global Development problems can be deceptively simple from a distance’ (Ray Kumar, Devex).

• Silver bullet solution’s:
  – It is complex - history, politics (external/internal) and culture.

• How can an outsider expect to navigate this?
  – It takes time, investment (personal and capital) and patience.
  – Listen (it’s a skill).
  – Localisation:
    • Partners
    • Engagement
    • Ownership

• Utilise Austrade’s local knowledge and expertise – ultimately it is up to you.

• Don’t think you know everything – seek advice.
Pacific

- Scalability
- Geography and urbanisation
- Regulatory environment
Fiji

- Public-Private Partnership
- 23-year contract
- Develop, finance, upgrade, operate and maintain
  - Lautoka Hospital, Fiji’s second largest hospital
    - 305 Beds
  - Ba Sub-divisional hospital
    - 70 Beds
- Dependent population of 380,000
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