

21 November 2014

The Manager
Company Announcements
Australia Securities Exchange Limited
Level 4, Bridge Street
SYDNEY NSW 2000

Presentation to the Medical Tourism Summit – 21 November 2014

Attached presentation delivered by nib's Managing Director, Mark Fitzgibbon, at the Medical Tourism Summit (21 November 2014).

Yours sincerely



Michelle McPherson
Company Secretary/Chief Financial Officer



Medical Tourism Summit 21 November 2014

Mark Fitzgibbon
Chief Executive Officer/ Managing Director



Some context

- We are spending more and more on healthcare services.
- Governments are running short, or haven't the tax revenue.
- International barriers are crumbling.

International Borders are crumbling because

- Globalisation of markets and competition.
- Cheap transport/rising wealth/freedom of movement.
- Communication and technology.
- Deliberate investment in medical travel (e.g. Thailand).

A bit about nib Options

- Bundled service offering.
- Fee for service, **not** insurance.
- Value proposition promised upon trustworthiness, quality assurance and safety.

nib options

Market horizons for nib Options

- Australia and New Zealand:
 - cosmetic/dental
 - medical (uninsured and insured)
- Cosmetic/dental/medical in foreign markets.

State of play

- Capability being built since 2013.
- “Soft” launch in March 2014.
- Advertising commenced October 2014.
- Significant further investment planned.
- Steep learning curve.

General observations

- China has special potential.
- USA is a slow mover.
- Focus is shifting from cosmetic to medical.
- There are synergies with health insurance.