

**Pfitzner, Laura**

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**From:** McGinness, Clare  
**Sent:** Wednesday, 23 November 2011 4:54 PM  
**To:** McGinness, Clare  
**Subject:** Exclusive dealing notification lodged by Cabrini Health Limited - Bupa Comments [SEC=UNCLASSIFIED]  
**Importance:** High

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**From:** Karen Murphy [mailto:]  
**Sent:** Tuesday, 22 November 2011 1:02 PM  
**To:** McGinness, Clare; Adjudication  
**Cc:** Emma Zipper; Ayela Thilo; Annabey Ehrlich; Paul Ray  
**Subject:** Exclusive dealing notification lodged by Cabrini Health Limited - Bupa Comments  
**Importance:** High

Dear Ms Dalins and McGinness,

Thank you for your attached letter of 28 October 2011 to our General Counsel, Emma Zipper. We apologise for the delay in responding and appreciate the opportunity to provide our comments upon Cabrini Health's notification.

Bupa supports the proposal by Cabrini Health, based on Bupa's expectation that Cabrini Health will have responsibility for the quality of hospitals and associated pathology and radiology services, which should benefit consumers. Bupa does not consider that any public detriment or adverse effect upon competition should arise from the exclusive dealing conduct.

Thanks and regards,  
Karen

**Karen Murphy** Senior Legal Adviser - Healthcare Leadership  
Bupa 17/179 Turbot Street, Brisbane QLD 4000  
HBA, MBF & Mutual Community are part of Bupa

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23/11/2011