



Quality through specialisation

Q3 REPORT

October 22, 2020

Daniel Öhman, CEO

Philip Delborn, CFO



Agenda



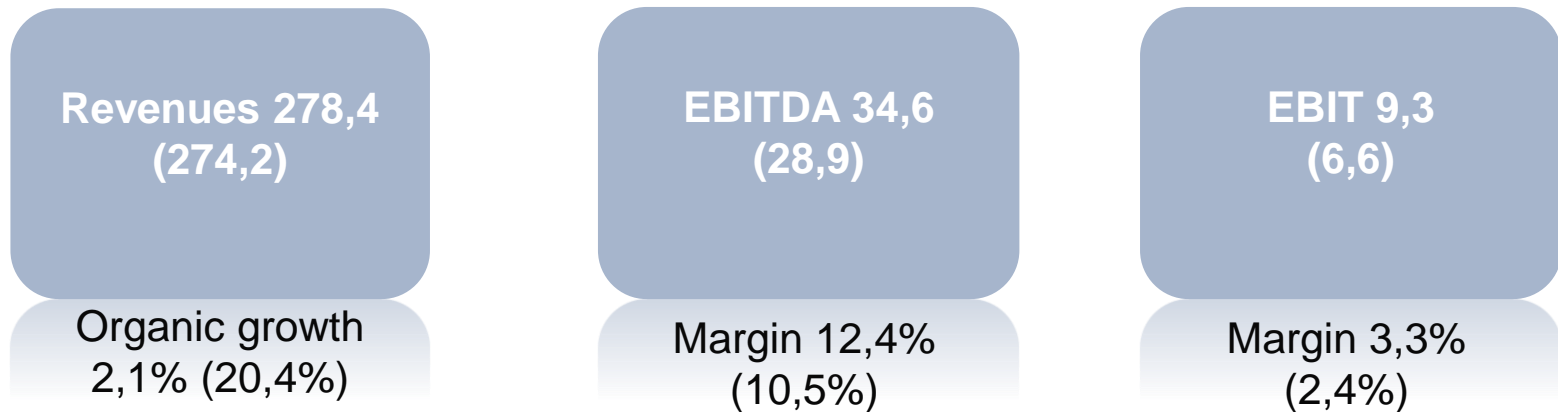
● **CEO reflections on Q3**

● **Financials – Q3**

● **Data driven
development**

Strong demand during the end of the quarter

MSEK



- Demand in the Nordics is back to normal or higher
- Second wave in middle east means continued disruptions within International but at a lower level then before
- High demand in Vårdsamverkan results in small negative p&l effects
- We have now a strong organization in place which gives increased capacity to continue to grow and develop GHP with new projects within all business areas.



Agenda



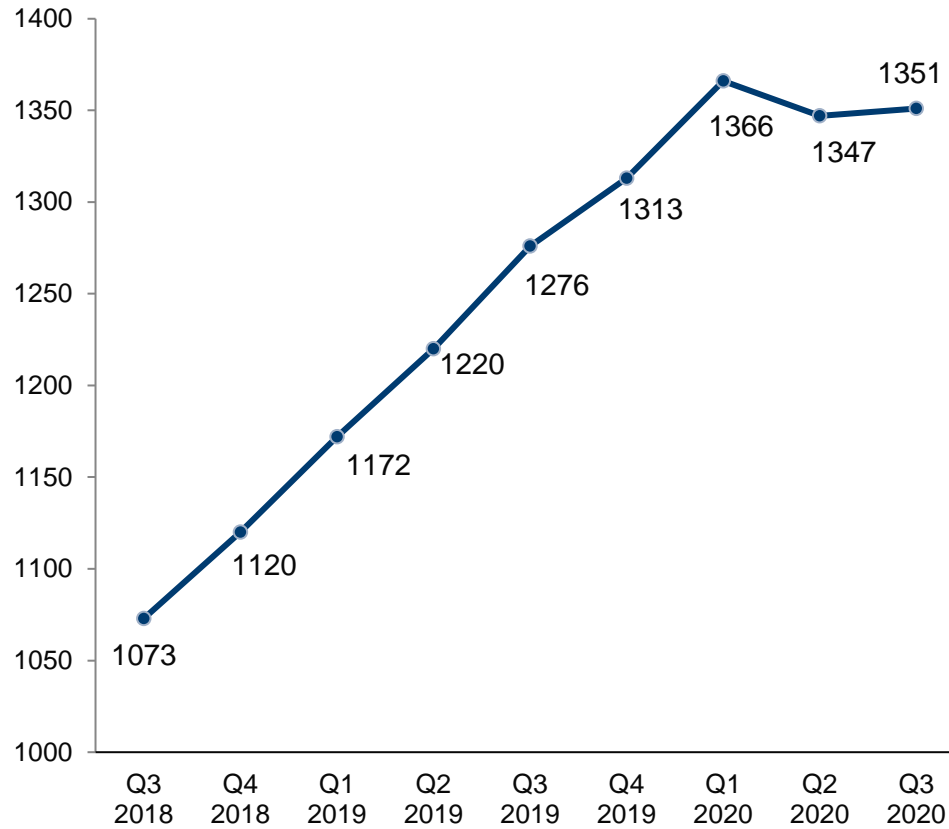
● CEO reflections on Q3

● **Financials– Q3**

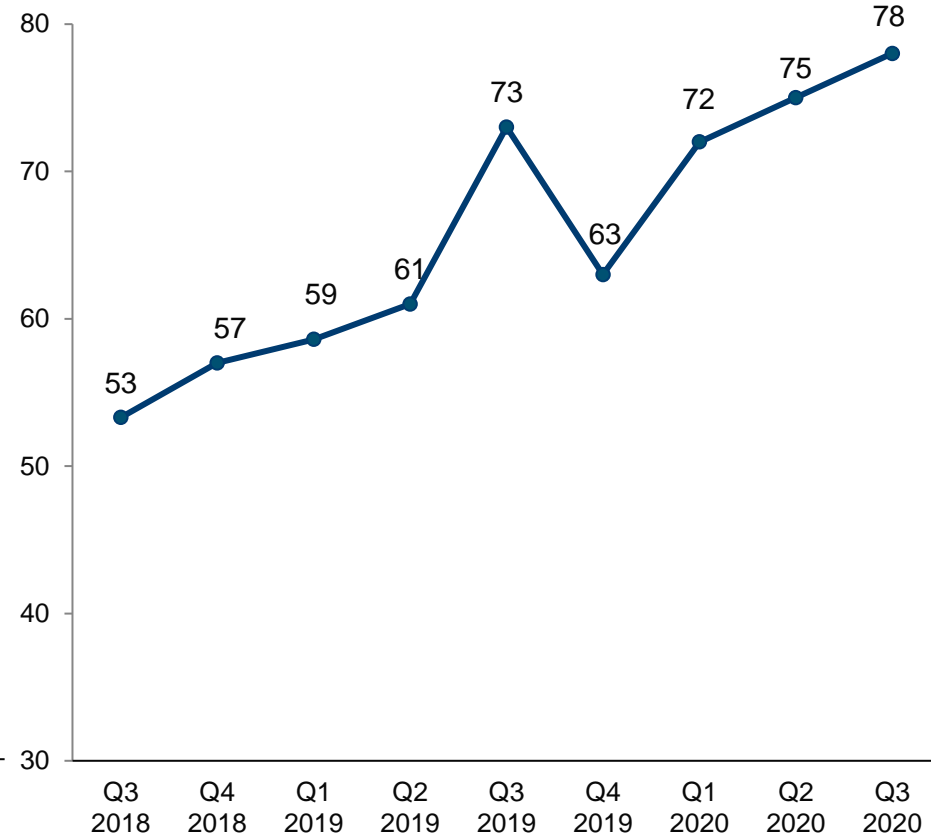
● Data driven
development

Improvement in earnings continues

Revenue, rolling 12 months



EBIT, rolling 12 months



Segment Nordic

- The majority of the clinics improved their results during the quarter.
- At the end of the quarter most of the clinics were back at levels corresponding to the period before the pandemic.
- GHP has decided to expand in Skåne in the field of orthopedics and spine care.
- Agreement to divest the shares in the partially-owned company GHP Urologcentrum Odenplan AB.

MSEK	Q3 2020	Q3 2019	Change %	Year 2019
Revenue	232,5	221,9	4,8	1 097,1
EBIT	9,9	3,9		81,2
EBIT margin, %	4,3	1,7		7,4



Segment International

- Halved revenues in Kuwait during Q2 and Q3 as a result of the fact that GHP's normal work in Kuwait has been limited due to Covid-19.
- In UAE, operations had gradually returned to also taking care of the patient groups that are normally treated but a second wave of the pandemic has delayed this process.
- Business development is ongoing and has focused during the quarter on potential diabetes business operations in Saudi Arabia.

MSEK	Q3 2020	Q3 2019	Change %	Year 2019
Revenue	22,2	28,1	-21,1	94,3
EBIT	6,5	10,8		27,2
EBIT margin, %	29,3	38,5		28,9



Segment Vårdsamverkan

- Revenues for the quarter decreased compared with the corresponding quarter the previous year. The change is primarily due to less health care brokerage, which leads to both reduced revenues and reduced costs.
- Health care consumption returned to more normal levels during the quarter after having been lower during the second quarter as a result of the pandemic.
- The efforts to build up analytical tools and better care chains will play an important role in managing and further improving the development of costs.

MSEK	Q3 2020	Q3 2019	Change %	Year 2019
Revenue	23,7	24,2	-2,0	121,9
EBIT	2,2	1,3		-2,0
EBIT margin, %	9,4	5,4		-1,6



Key figures

Comments

- Most of GHP's key figures improved during the quarter
- The Group's cash amounted to 174 MSEK on September 30, 2020. In addition, the Group has granted, unutilized credit at the bank of 70 MSEK

MSEK	Q3 2020	Q3 2019	Year 2019
EBITDA	34,6	28,9	150,4
EBIT	9,3	6,6	63,0
EPS	9 öre	2 öre	53 öre
Net Debt	202,5	291,2	279,5
Net Debt / EBITDA	1,16	2,01	1,86
Equity Ratio	41	40	41



Cash flow third quarter 2020

Cash flow			
	Third quarter		Full Year
Sek millions	2020	2019	2019
Operating result	9,3	6,6	45,1
Depreciation/amortisation and write-downs	25,4	22,2	64,0
Operating investments	-7,2	-9,9	-36,9
Other adjustments – net	0,0	0,0	1,2
Change in working capital – net	-33,3	-41,5	-34,0
Repayment of financial lease debt	-6,8	-15,0	-44,1
Operating Cashflow	-12,6	-37,6	-4,7

Comments

- Improved cash flow
- Negative change in working capital due to seasonal variations



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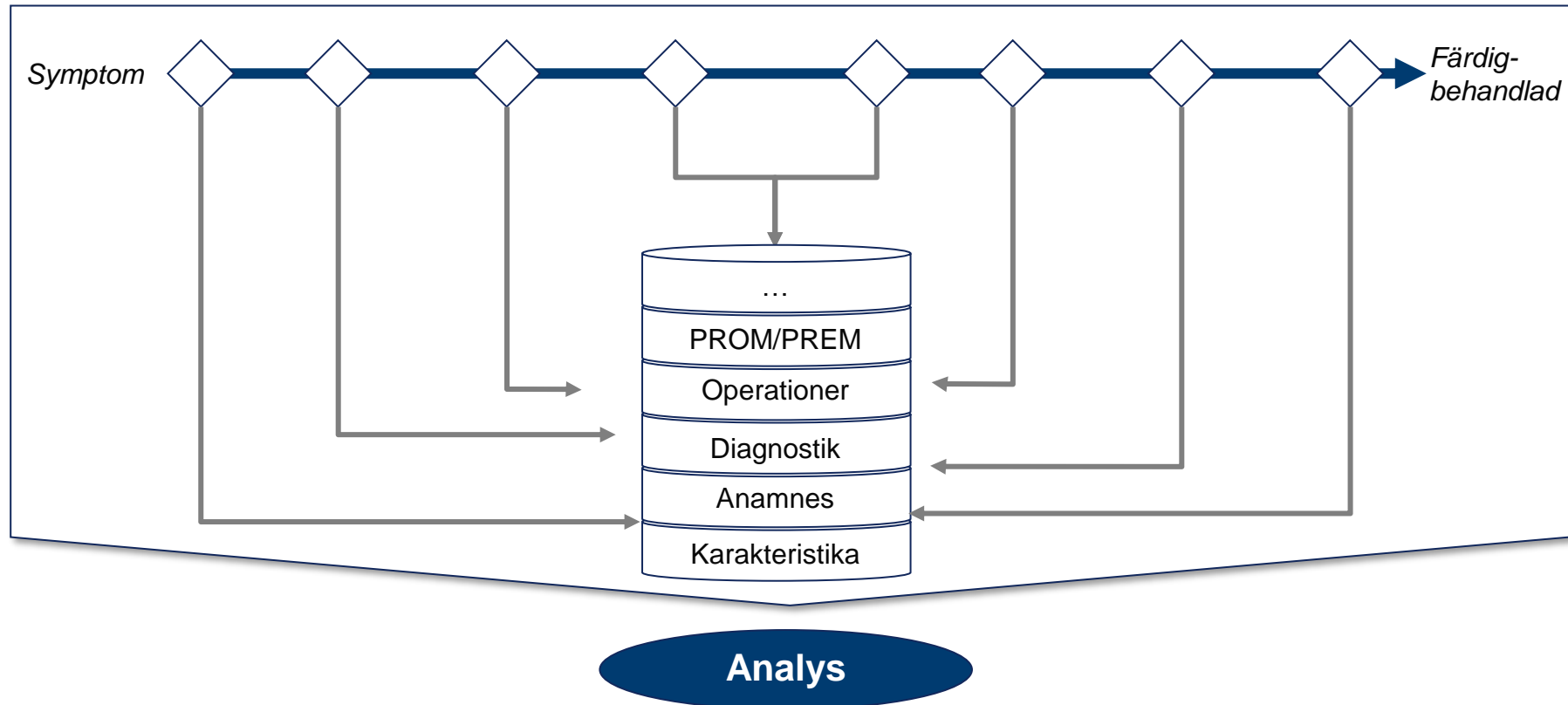


● CEO reflections on Q3

● Financials – Q3

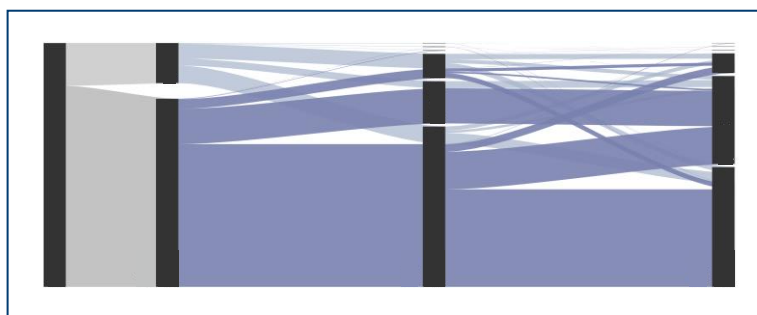
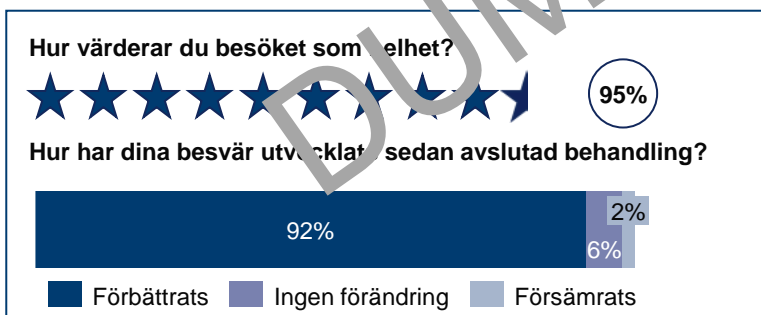
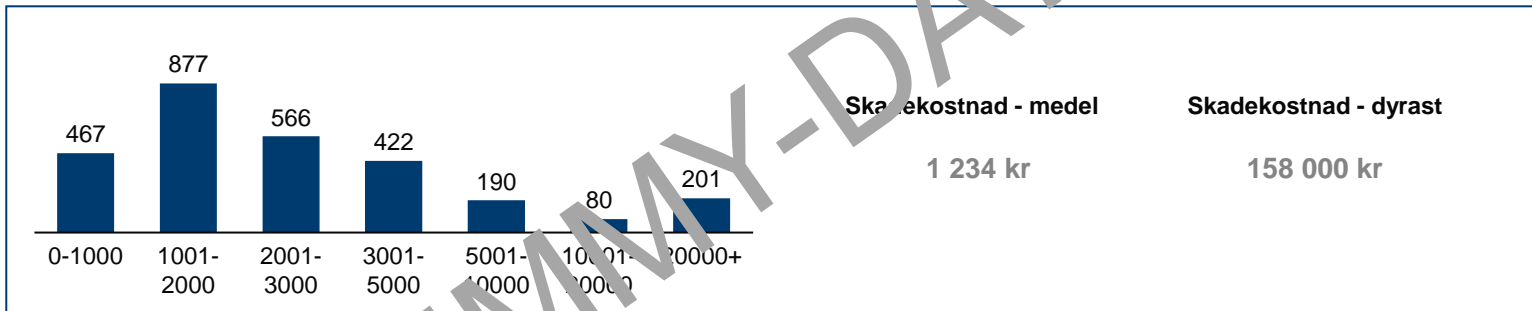
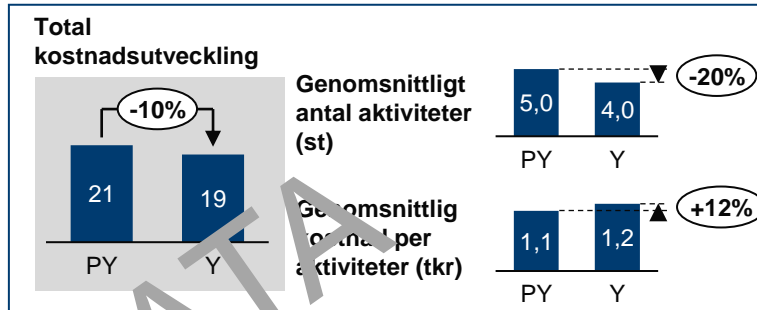
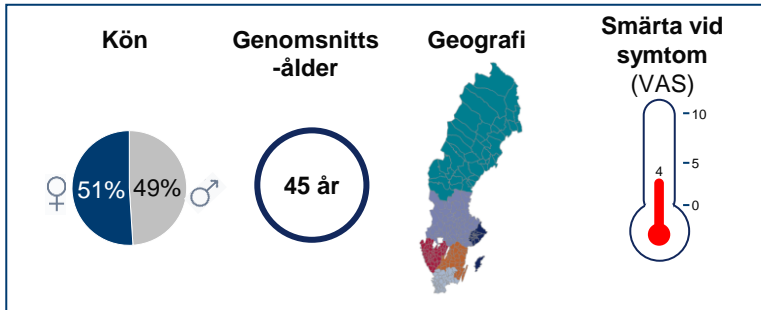
● **Data driven
development**

Vi arbetar med aggregerad data från “start till mål” i datalager vilket möjliggör för nya former av analys och utveckling



Exempel på hur vi följer vården genom datalager

Startperiod	2019
Status	Avslutad
Område	Knä & Rygg
Besökstyp	Alla



Via data och medicinskt kunskap utvecklar vi automatiska beslutsstödsregler och följer upp effekt

Regelstyrning för behandlingsrekommendation

IF

("Hur svår är din knäsmärta?">("6"))

AND

("Hur länge har du haft dessa knäbesvär?"=("Mindre än 24 timmar"
OR "6 månader")

AND

("Är knät låst nu?"="Nej")

AND

("Har du några av följande symtom i samband med dina knäbesvär?
Markera alla som gäller." !=
"Förlamning (du kan inte röra benet)")

AND

("Har du feber?" = "Nej"))

THEN

"Patienten lämpar sig för fysioterapeut med ultraljudskompetens ."

Knäbesvär

Patientens egna ord

EGEN UPPFATTNING:
FÖRVÄNTNINGAR:

Aktuellt
Nya knäbesvär.

DURATION:
TIDSASPEKT:

SVÅRIGHETSGRAD:
TYP:

LOKALISATION:

SAMMANHANG:
MODIFIERANDE FAKTORER:
ASSOCIERADE SYMPTOM:

Bakgrund - tidigare sjukdomar, socialt och läkemedel

SOCIAL BAKGRUND:
AKTIVITETER I DET DAGLIGA LIVET (ADL):
MISSBRUK:
LÄKEMEDEL:
TIDIGARE BEHANDLINGAR:


Genomgång av organsystem

ALLMÄNT:

Risikfaktorer, förebyggande och patientreflektion

FYSISKT TILLSTÅND:

Självutvärderingsskalor

 Visa info om skalan

Behandlingsrekommendation utifrån svar

Boka patienten till fysioterapeut med ultraljudskompetens samt ge råd om smärtlindring före besöket

www.ghp.se

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