



Quality through specialisation

Q2 REPORT

July 12, 2019

Daniel Öhman, CEO

Philip Delborn, CFO



Agenda



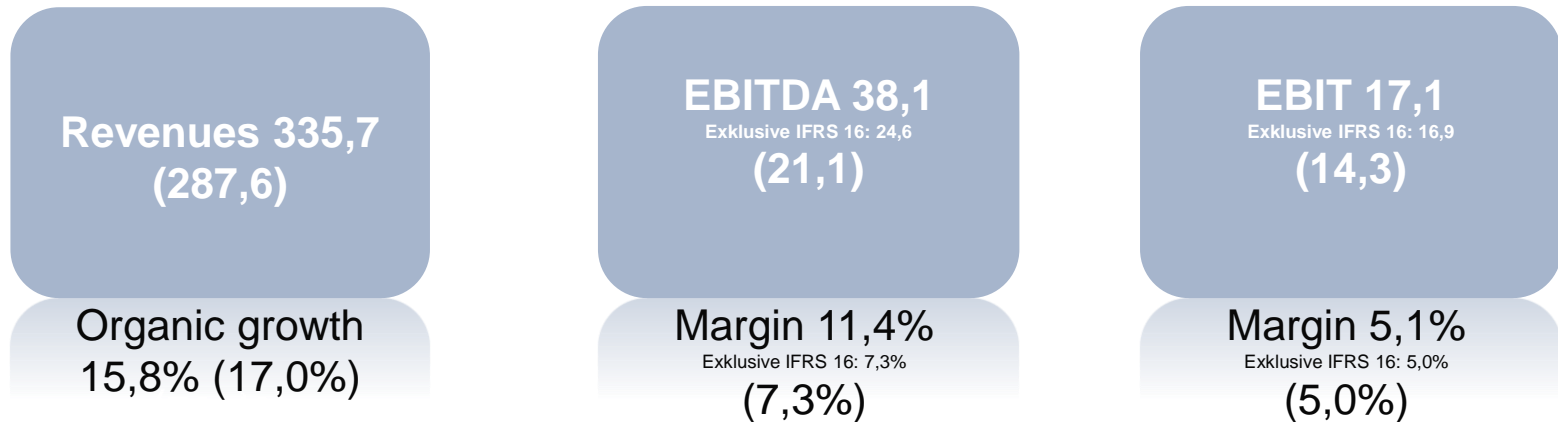
● **CEO reflections on Q2**

● **Financials – Q2**

● **New business**

GHP International takes important step

MSEK



- GHP International establishes a second business in a new country. Revenue starts in Q3, some one off costs in Q2
- Strong revenue growth within Norden and Vårdsamverkan
- New accounting model for International boosts income and results in the quarter



General comments

Nordics

- Excited to welcome Hudcentrum Hagastaden into GHP
- We had expected faster improvements within our startups within orthopedics and urology

Vårdsamverkan

- We have started physiotherapy network supported by orthopedic surgeon on video

International

- We continue to focus on business development in the region



Agenda



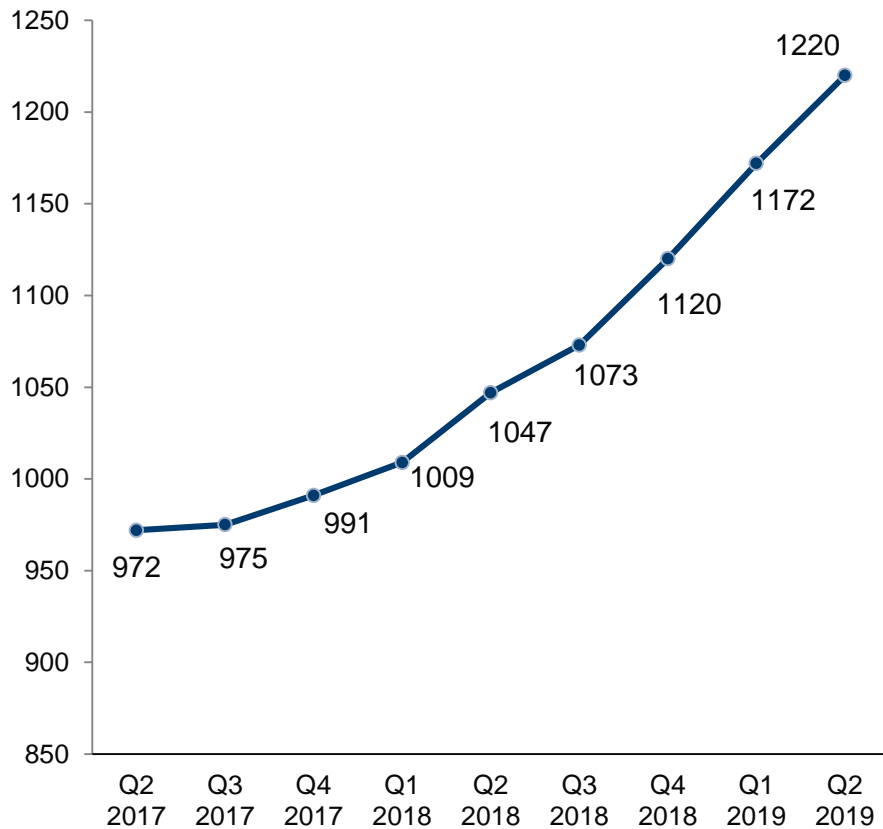
● CEO reflections on Q2

● **Financials – Q2**

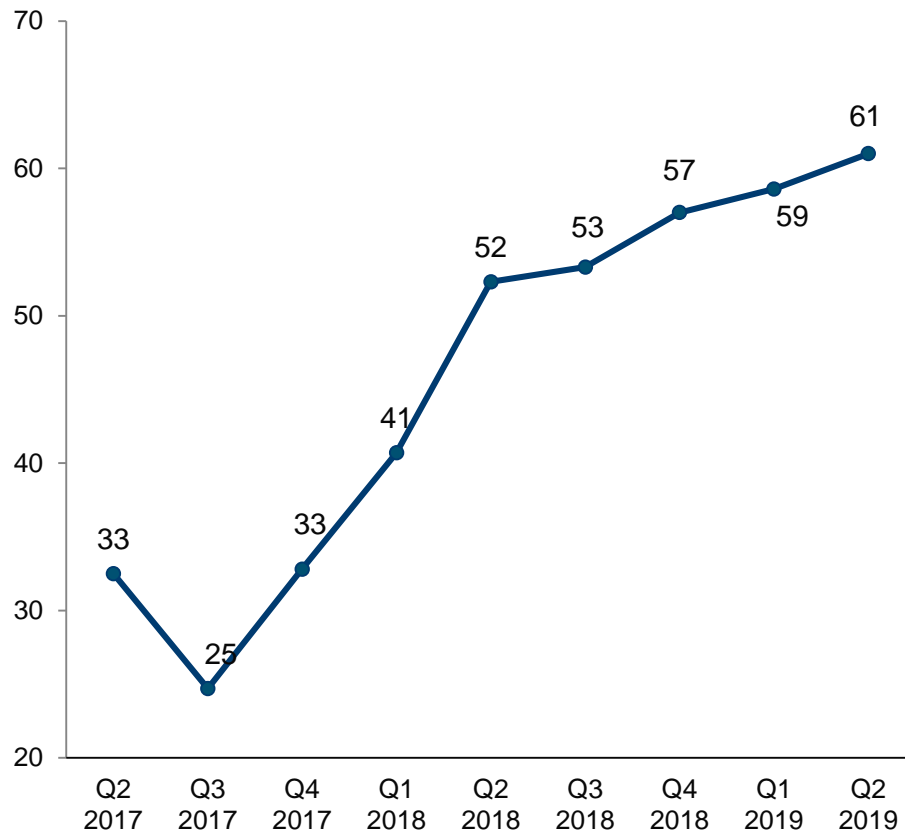
● New business

Strong organic growth

Revenue, rolling 12 months



EBIT, rolling 12 months

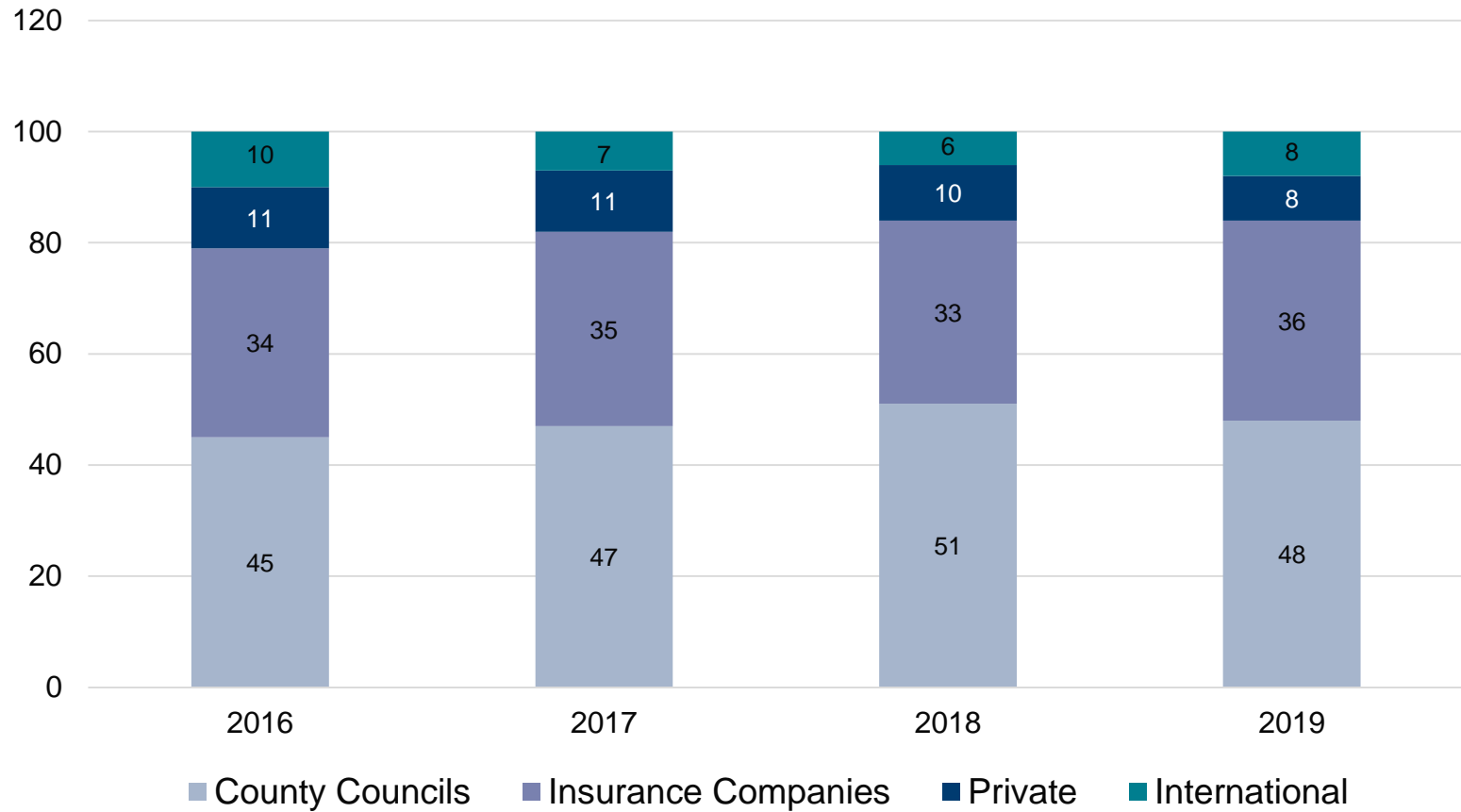


EBIT is adjusted for capital loss from divestments of -16,3 Msek in Q2 2017



Split between revenue sources

Revenue Distribution %, quarter



Segment Nordic

- Almost all clinics increase their revenue despite some Easter effect
- Start-up of robot surgery and outpatient surgery in Stockholm, with some start-up costs
- New contract situation within general surgery with reduced prices
- Positive development in most clinics, especially Skåne and Göteborg

MSEK	Q2 2019	Q2 2018	Change %	Year 2018
Revenue	276,9	259,4	6,7	977,0
EBIT	22,8	21,6		73,7
EBIT margin, %	8,2	8,3		7,5



Segment International

- New contract in Kuwait, with start-up cost of 2 MSEK
- New model for revenue allocation between quarters in UAE gives positive one-time effect of 9,6 MSEK, of which 6,3 MSEK comes from Q1
- The business development projects in Kuwait, Saudi and the United Arab Emirates continue to proceed

MSEK	Q2 2019	Q2 2018	Change %	Year 2018
Revenue	25,5	16,5	55,2	72,7
EBIT	8,4	5,2		27,2
EBIT margin, %	32,8	31,3		37,4



Segment Vårdsamverkan

- The first year with the extended Trygg-Hansa agreement, carried out with positive outcome
- The result in the second quarter was burdened with relatively high costs for purchased care and continued investments in data analysis models
- Two new digital pilot projects launched

MSEK	Q2 2019	Q2 2018	Change %	Year 2018
Revenue	33,3	11,7	185,0	70,6
EBIT	-2,4	-2,9		-6,4
EBIT margin, %	-7,4	-24,6		-9,0



Key figures

Comments

- Our key figures are affected by the implementation of IFRS 16
- Paid dividend of 20,5 MSEK in Q2

MSEK	Q2 2019	Q2 2019, exkl. IFRS 16	Q2 2018	Year 2018
EBITDA	38,1	24,6	21,1	84,2
EBT	16,8	17,3	17,1	56,9
EPS	17 öre	17 öre	18 öre	55 öre
Net Debt	243,5	119,0	110,0	107,4
Net Debt / EBITDA	2,07	1,31	1,42	1,27
Equity Ratio	42	48	52	51



Cash flow second quarter 2019

Cash flow			
Sek millions	Second quarter		Full Year
	2019	2018	2018
Operating result *	16,9	14,3	56,4
Depreciation/amortisation and write-downs *	7,7	6,8	27,8
Other investments	-16,5	-6,5	-29,4
Other adjustments – net	1,1	-2,2	-2,0
Change in working capital – net	10,3	-0,3	-20,7
Operating Cashflow	19,5	12,1	32,1
Paid tax and financial net *	-1,8	-2,5	-6,1
Free cash flow after financial items and tax	17,7	9,6	26,0

* Excl. IFRS 16 effect

Comments

- Improved operating cashflow
- Investments in new urology robot and the new orthopedic clinic in Stockholm



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Kuwait Hospital



- Constructed and equipped but never really opened
- Contract start 1/7 2019
- Situation analyses ongoing
- Revenue based on three parts; fixed, revenue share and EBITDA share
- The task is to create an attractive and cost efficient elective hospital

Hudcentrum Hagastaden



- Second dermatology clinic, an area which is interesting for insurance companies
- Medically leading clinic with the same focus as GHP; value for society
- Strong entrepreneur who together with GHP will be able to really develop this specialty
- We see potential for new, more efficient, care chains

www.ghp.se

Contact.

Daniel Öhman, CEO | +46 708 55 37 07 | daniel.ohman@ghp.se

Philip Delborn, CFO | +46 702 12 52 64 | philip.delborn@ghp.se

