



Q2 REPORT 2014



Daniel Öhman, CEO
Tobias Linebäck, CFO and Dep. CEO



Agenda

● **CEO reflections
on Q2**

● Financials – Q2 and
half year

● Market and going
forward



Improved performance in Q2

SEK millions

Revenues 201
(195)

Organic growth
3%

EBITDA 18
(16)

Margin 9%

EBIT 12 (9)

Margin 6%

- Easter impacts organic growth negatively
- Profitability in Q2 continued from Q1
- Operating profit improved by good utilization of capacity



Factors behind the Q2 performance

Improved clinic performance

- Stockholm
- Denmark
- Dental

Growth

- Orthopaedics Stockholm
- General surgery in Stockholm
- Denmark

Lowered central costs

- Central cost -4.0 MSEK (-6.5)
- New organization in place





Current position of GHP

GHP now has a strong base to stand on

- Good H1 performance
- Many clinics show stability
- Lower central costs
- New organization

Risk factors

- Continued price pressure
- Political change and public opinion may have a negative impact

GHP is a long term, publicly listed, quality focused provider of specialist health care



Agenda

● CEO reflections
on Q2

● **Financials – Q2 and
half year**

● Market and going
forward



Strong half year performance

SEK millions

Revenues 408
(390)

Organic growth
5%

EBITDA 41
(42*)

Margin 10%

EBIT 29 (28)

Margin 7%

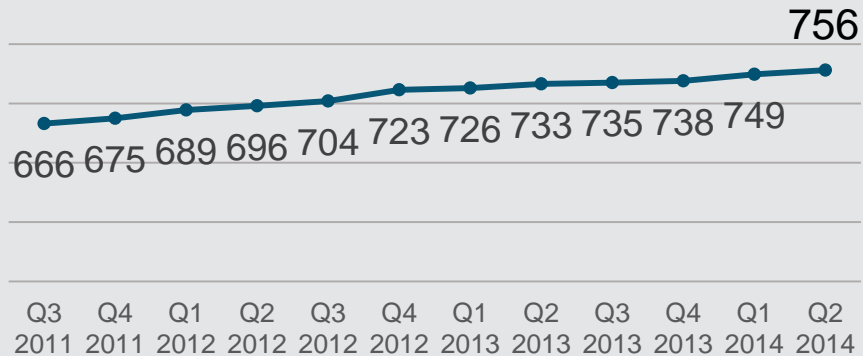
- 5 percent organic growth
- Operating profit improved by good utilization of capacity
- Comparable numbers are effected positively by capital gain and reversed additional consideration. EBIT of 29 MSEK should be compared with 15 MSEK

*inc capital gain of 10.7 MSEK

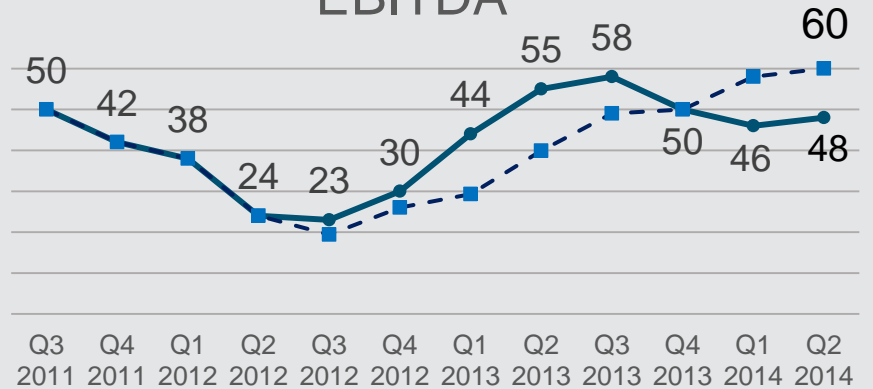


Rolling 12 months development SEK millions

Revenue

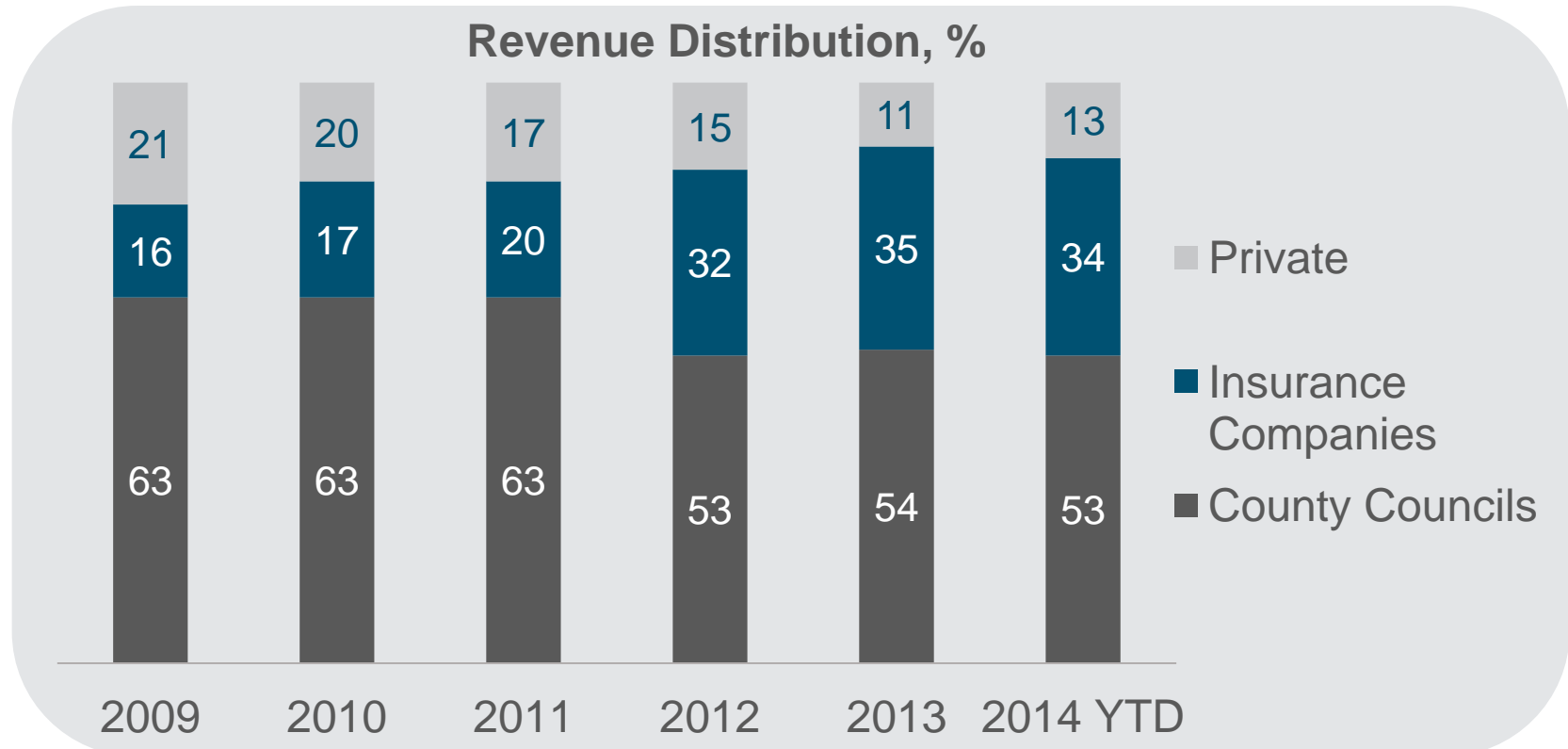


EBITDA





Stable split between revenue sources





Spine/Orthopaedics – improved performance in Denmark

- Lower prices in patient free choice for spine surgery in Stockholm
- Denmark continue to improve
- Very strong provider of orthopaedic and spine treatments in Sweden
- Capital gain and reversed additional consideration in comparable numbers

MSEK	Q2 2014	Q2 2014	Change %	Half year 2014	Half year 2013	Change %
Revenue	124,3	121,6	2	259,0	246,3	5
EBITA*	3,3	7,3		14,2	20,1	
EBITA margin, %*	3	6		5	8	

* Including the capital gain of SEK 5.2 million when business operations in Norway were divested in half year 2013



Gastro/Surgery - continued strong profitability

- Good profitability in all treatment areas
- Positive development in UAE
- Negative growth comes from lower demand in Bariatric surgery
- Comparable half year numbers include capital gain

MSEK	Q2 2014	Q2 2013	Change %	Half year 2014	Half year 2013	Change %
Revenue	37,0	37,6	-2	73,4	77,2	-5
EBITA*	5,9	4,7		13,3	16,3	
EBITA margin, %*	16	13		18	21	

* Including capital gains from the divestment of business operations in Norway and the Czech Republic, in total SEK 5.5 million for the half year 2013.



Arrhythmia/New specialities - good performance from all clinics

- Increased patient generation in both clinics
- Highly developed technology and care quality increase patient flow in Arrhythmia
- Both the clinics in Arrhythmia and maternal care show increased performance

MSEK	Q2 2014	Q2 2013	Change %	Half year 2014	Half year 2013	Change %
Revenue	11,7	10,2	15	24,3	19,5	25
EBITA	2,2	1,6		4,6	2,3	
EBITA margin, %	19	16		19	12	



Dental - strong second quarter

- All clinics show improvement compared to last year
- Increased patient generation
- Organizational change may lead to lower financial performance in quarters to come

MSEK	Q2 2014	Q2 2013	Change %	Half year 2014	Half year 2013	Change %
Revenue	27,9	25,2	11	50,8	46,6	9
EBITA*	5,0	2,2		5,0	2,0	
EBITA margin, %*	18	9		10	4	



Improved key figures for half year 2014

Comments

- Strong EBITDA with a margin of 10 percent
- Comparable numbers include capital gain of 10,7 MSEK
- Reduced net debt leads to stronger key ratios
- Flat equity ratio

SEK millions	Half year 2014	Half year 2013
EBITDA	41	42
EBT	27	25
EAT	22	20
Net Debt	50	66
Net Debt / EBITDA	1,03	1,21
Equity Ratio	50	51



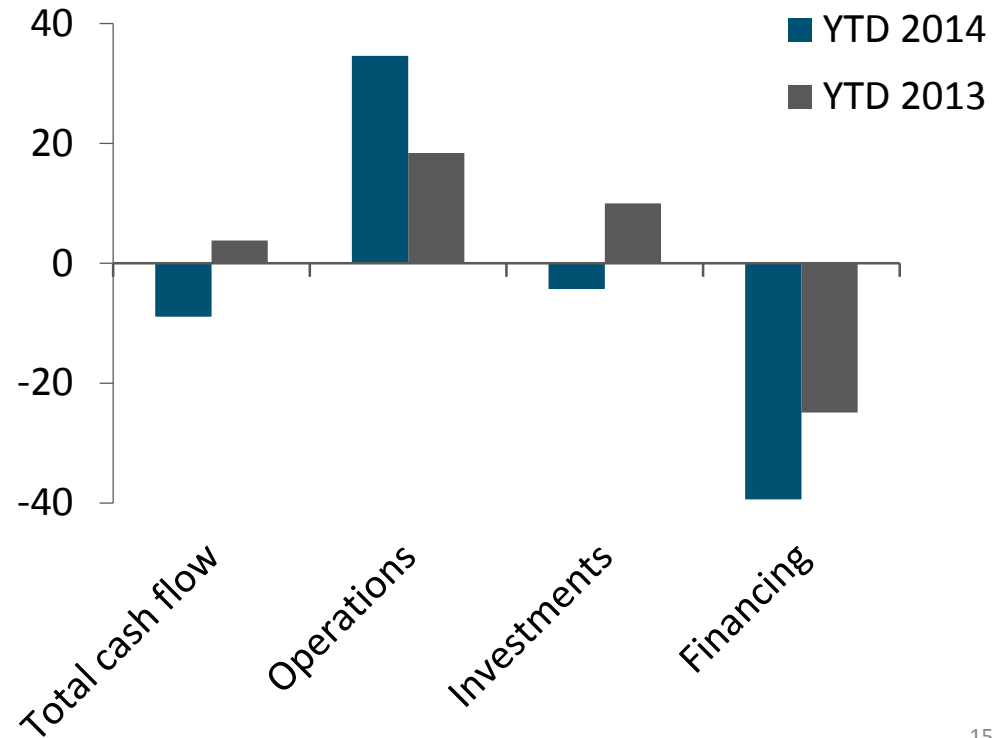
Cash flow YTD 2014

SEK millions

Comments

Generated cash from operations have been used to

- lower usage of credit facilities, and
- payment for acquisition of shares from minority.

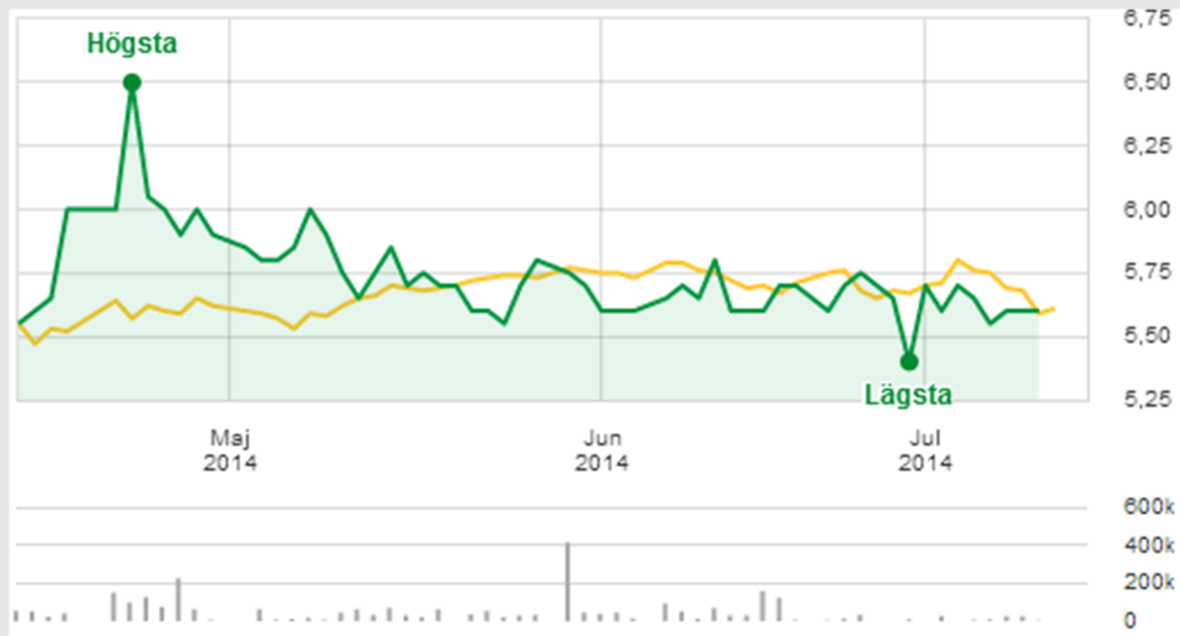




Share price development, 3 months

Comments

- Share price development last 3 months in line with index
- EV/EBITDA on single figures
- Continued increased performance together with expansion is a platform for increased share price performance





Agenda

● CEO reflections
on Q2

● Financials – Q2 and
half year

● **Market and going
forward**



Political risk

Substantial negative changes not likely

- The public is positive to free choice
- The private sector is a large part of the welfare system
- The private health care providers saves tax payers' money

Likely changes

- Profits not allowed to be number one goal
- Slower or paused roll out of free choice systems
- “Long term” owners and more detailed requirements



Focus areas (1/2)

Clinics with potential to improve

- Ortho Center Skåne
- Ortho Center Göteborg
- Denmark
- Dental

Display the strengths of GHP

- Better measurement of quality and customer satisfaction
- Descriptive material
- Name and logo



Focus areas (2/2)

Growth

- **Acquisitions**
 - Reasonable pace – good deals
- **Start ups**
 - High demand
- **Present regions but possibly new specialties**





GLOBAL HEALTH PARTNER

QUALITY THROUGH SPECIALISATION

www.globalhealthpartner.com

Contact:

Daniel Öhman, CEO | +46 (0)708-55 37 07 | daniel.ohman@ghpartner.com

Tobias Linebäck, CFO and IR | +46 (0)708-55 37 19 | tobias.lineback@ghpartner.com