

”QUALITY THROUGH SPECIALISATION”

Presentation Q1

29 April 2009



GLOBAL HEALTH PARTNER

Background information

- An international health care company
- Specialised clinics within specific areas; spine, dental, orthopaedics, bariatrics, project within arrhythmia
- Founded in 2006, listed on AIM in London, listed in Stockholm since October 2008
- Market cap SEK 720 million
- Revenue 2008 SEK 400 million



Strategic foundation

- Global Health Partner's strategy can be summarised in the four main pillars stated below

Quality through specialisation – Service Lines

- Focus on full care cycle delivery within a well defined diagnosis area
- Focus on high volume and complexity
- Focus on quality outcomes
- Marketing and branding to underpin volume growth
- Duplication of collaborating clinics in local/regional markets to secure;
 - brand value
 - scale advantages
 - data volumes

Partnership model

- Partners – only leading experts- with entrepreneurial skills
- Equity participation to align interests and to improve accountability
- Creation of an international peer network dedicated to outcomes sharing and collaboration
- Simple and few, but very strict rules on governance, financing, risk handling etc.

Decentralised business model

- Lean overhead - qualified but limited central support
- Rapid adoption to market conditions
- Autonomous clinics with committed and integrated clinical and business leadership
- Projects to drive economies of scale initiated and lead by clinics

Rapid growth in selected markets

- Presence in markets with:
 - High prevalence in relevant treatment areas
 - Deficient public offering
 - Attractive/broad customer base
 - High patient awareness
- Growth
 - Organic
 - Acquisitions
 - Start-ups
 - Partnerships; public and private



Value of care – the fundamental equation



In relation to



Subjective factors
– the patient’s experience

- Patient satisfaction
- Complaints
- Perceived quality and outcomes vs expectations
- Patient compliance, engagement and commitment

Objective factors
– measurable results

- Well defined and relevant medical outcomes
- Complications and deviations from expected results
- Evidence based questionnaires for measuring quality of life, experience of pain, functional capabilities.



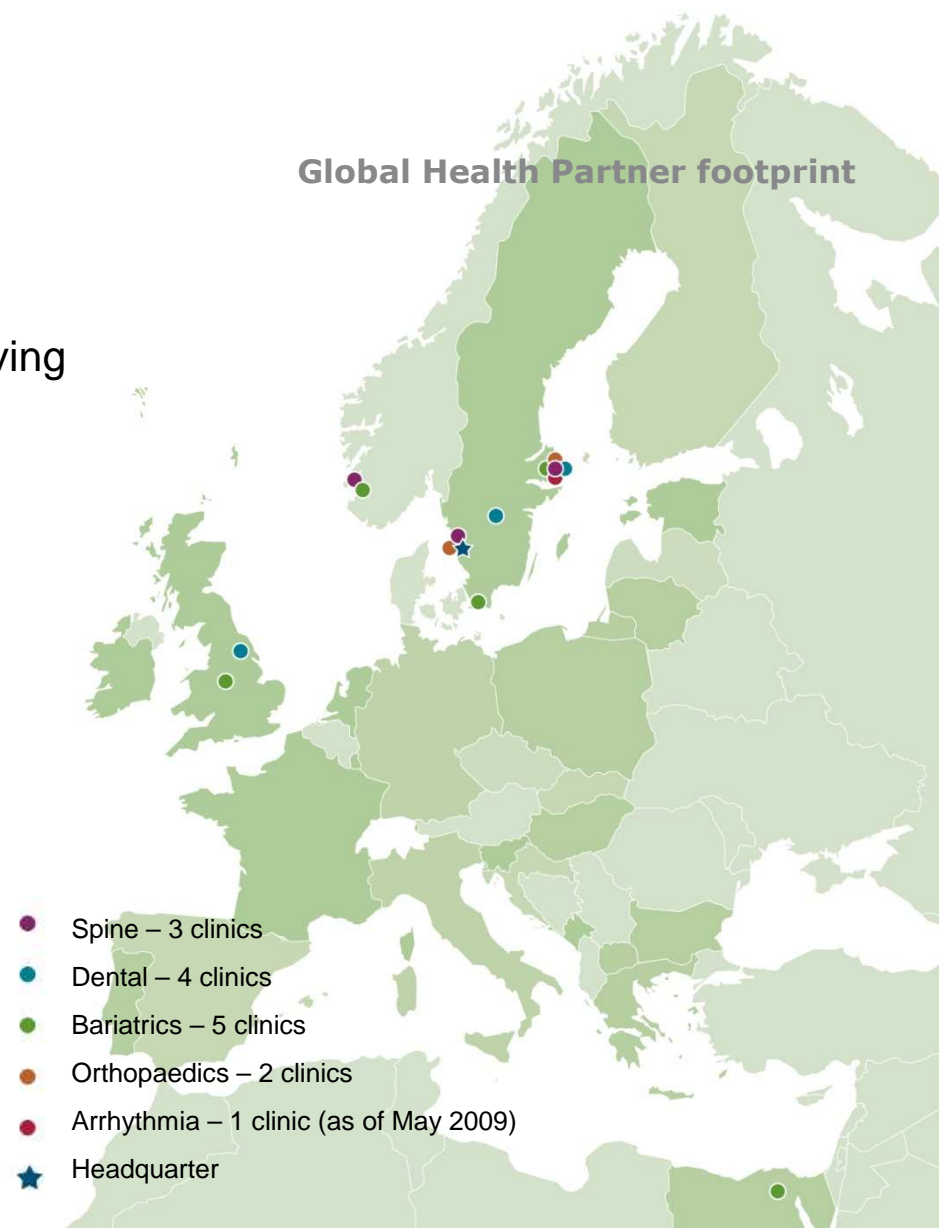
Efficiency
– deployment of resources

- Cost per patient
 - Use of fixed and variable costs
 - Patient care cycle time
- Cost of poor quality
- Matching science to care



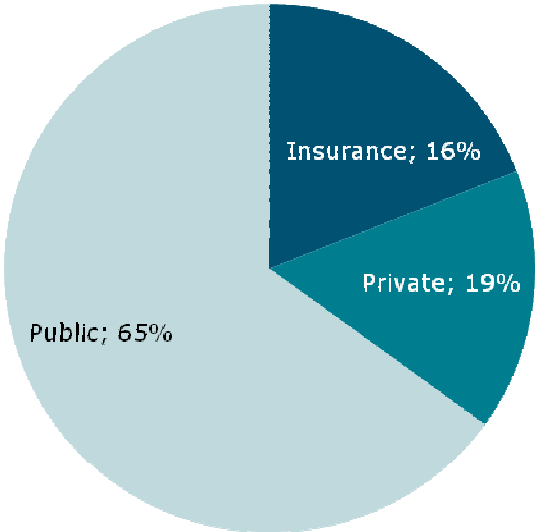
Presence and market strategy

- Scandinavian focus so far
- Coordinated and structured approach to moving into Europe
- Investment lean approach to high potential segments of selected Middle East markets
- Use of business partners/advisors:
 - in all new markets
 - to understand the market, such as price structure, structure of health care system, politics -> reduce risk
 - may also be investors in the companies



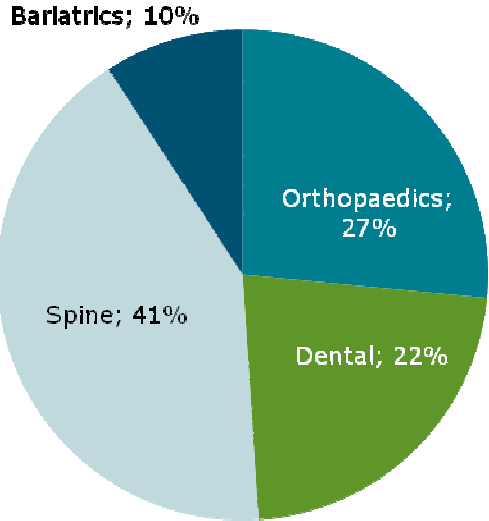
Global Health Partner revenue is well diversified

GHP revenue split by customer group, Q1 2009



- Well diversified revenue sources

GHP revenue split by Service Line, Q1 2009



- Diversified clinic base

Financial goals

- Average annual turnover growth of above 30 percent per year over a 3-year period. However, additional acquisition opportunities could raise this figure substantially.
- Reaching a consolidated operating margin of at least 10 percent during financial year 2011, after all central, development, start-up and project costs
- As of 31 March 2009, Global Health Partner had a debt-free parent company and significant cash resources dedicated for expansion.



Highlights Q1 2009

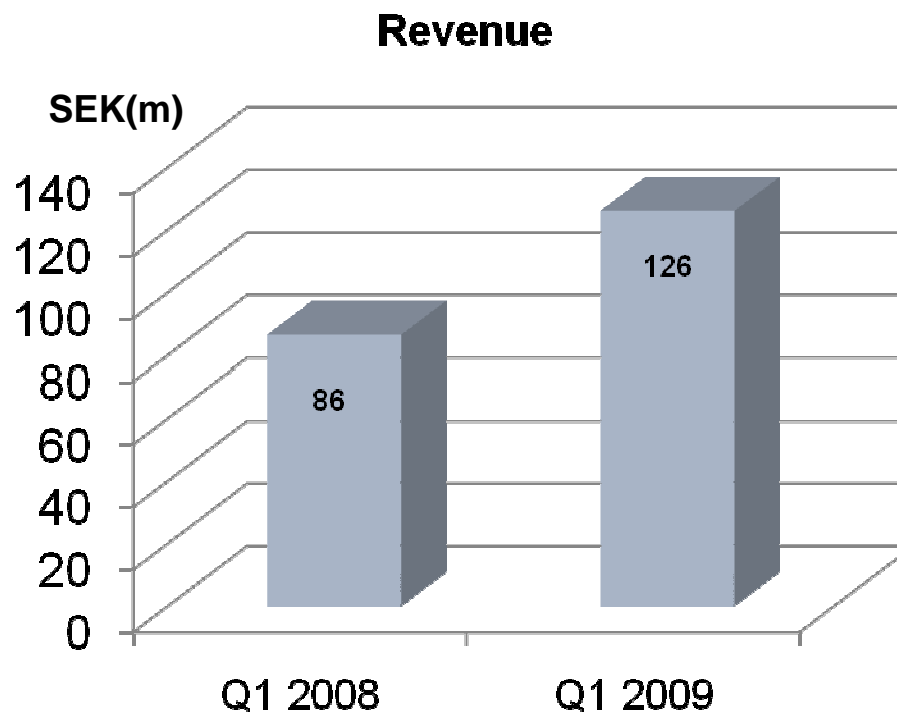
- Revenues increased with 46% to SEK 126.0 million
- Operating result increased from SEK 0.7 million to SEK 3.3 million
- Easter effect in Q2 2009 compared to Q1 2008
- Significant start-up losses and expansion costs in Service Line Bariatrics
- EBT amounted to SEK 2.9 million (-0.4)
- 3 clinics opened in UK, Norway and Egypt within Bariatrics



Strong revenue growth

Q1 2009

- 46% growth, compared to communicated target of above 30%
- Organic growth of 28%, of which Spine Center Göteborg is the main contributor
- All segments have increased their revenue, the Bariatric segment has more than doubled and the Dental segment more than tripled its revenue.
- Easter was in Q1 last year but in Q2 this year.



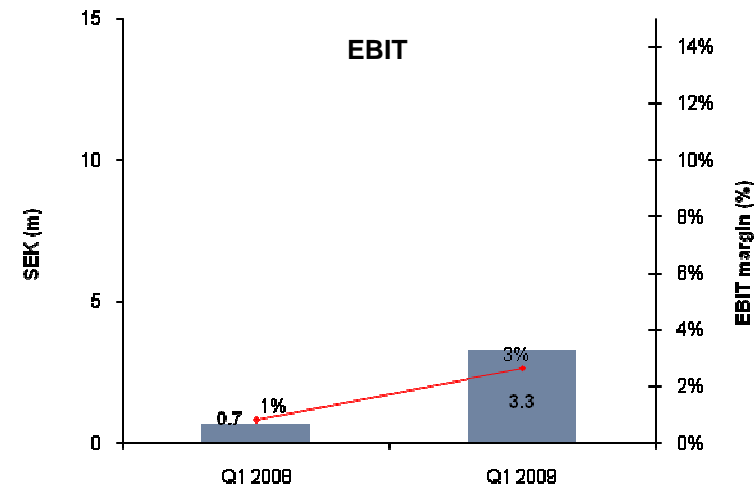
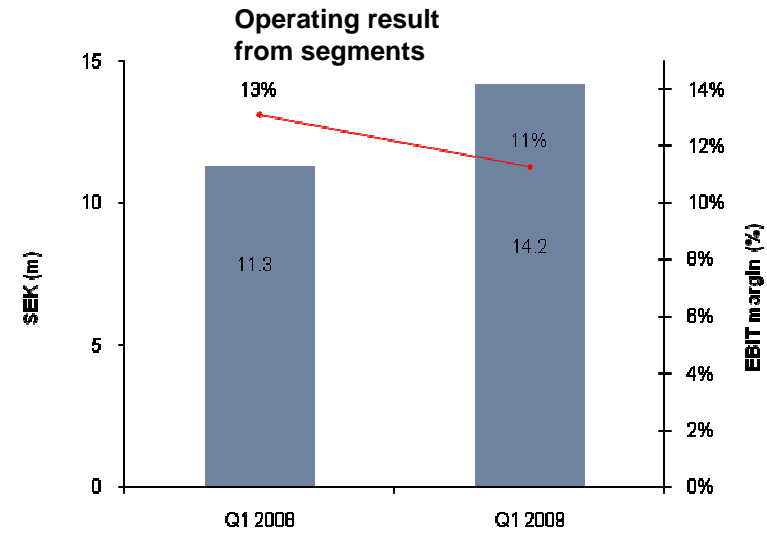
Improved operating results

Operating result from segments

- Operating result from segments increased with 26% compared with the same period 2008.
- Improved operational performance increased the result for Orthopaedics.
- Newly started loss making clinics and continued high Service Line development costs reduced the result for Bariatrics.

EBIT

- Unallocated central costs amounted to SEK 10.9 million (10.6)
- EBIT increased from SEK 0.7 million to SEK 3.3 million



“Secondary segments”

Sweden, Q1 2009

- Revenue SEK 124.0 million
- Operating profit SEK 11.2 million
- Operating margin 9%

UK, Q1 2009

- Revenue SEK 2.0 million
- Operating loss SEK -6.5 million
- Negative operating margin

Comments

- All business development is included in the Swedish segment, despite that most development activities are carried out outside Sweden
- Operating profit includes clinic performance as well as attributable central and business development



Financial key data

Financial key data		
MSEK	Q1 2009	Q1 2008
Total cash	198	199
Shareholders equity	547	453
Long term debt	116	160
Net cash position	76	26
Equity ratio	70%	65%
Net cash to equity ratio	14%	6%
Basic cash flow from operating activities per share	-0,08	-0,07
Shareholders equity per share, SEK	7.8	6.7
Number of employees	279	198
Revenue per employee	0.45	0.39

Improved financial stability

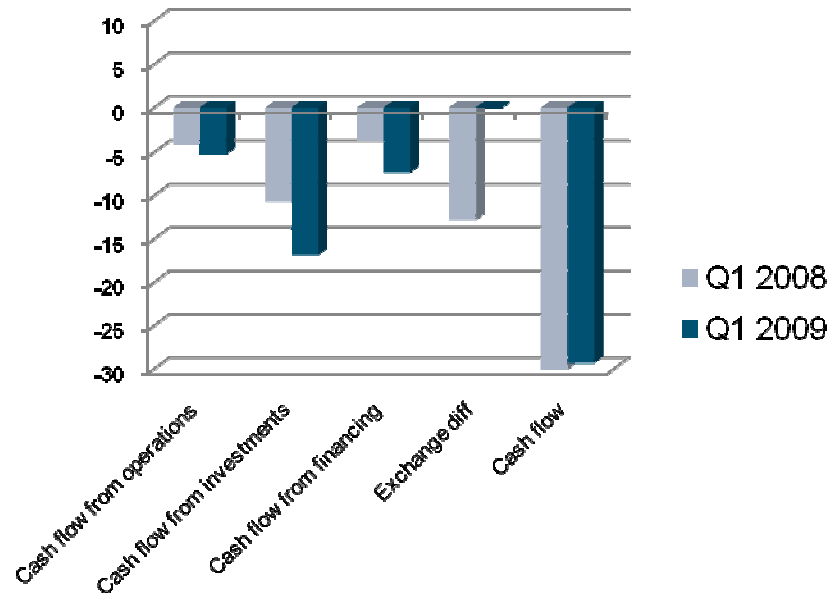
- Total cash similar to last year
- Bank debt reduced by loan amortisations
- Net cash position increased due to stable total cash position while bank debt decreased
- Both increased number of employees and revenues per employee indicates a better usage of facilities and other resources to maximize revenue per employee



Cash flow impacted by year-end effects and investments

Q1 2009

- Included in cash flow from operations is a positive EBITDA of SEK 6.2 million
- Cash flow from operations was negatively impacted by year end effects with very low working capital at year-end.
- Cash flow from investments is mainly additional consideration for the acquisition of a dental clinic as well as investments in the new Ablations clinic
- Cash flow from financing is mainly loan amortisations

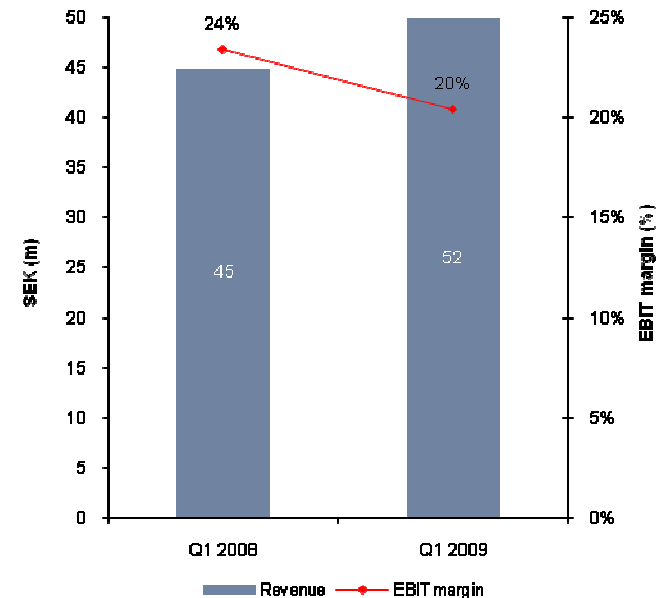


Continued high margins for Service Line Spine

Q1 Performance

- The segment has continued to expand organically with 16%.
- Segment margin has declined from 24% to 20% due to prioritisation of home county council patients.
- Continued excellent performance by Spine Center Göteborg.
- Service Line specific development costs, mainly the Service Line lead and other expansion costs is effecting the segment result with SEK -0.6 million.

Financials

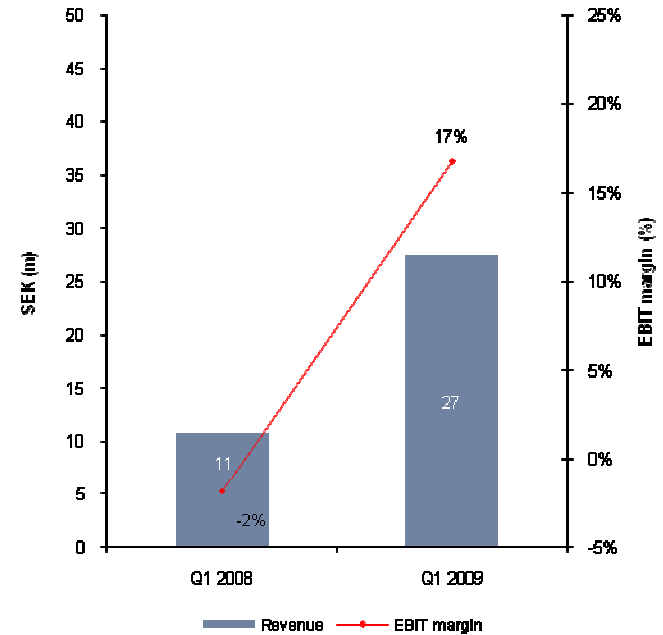


Improved performance from all clinics in Service Line Dental

Q1 performance

- Revenue increased with 154% compared to last year.
- All clinics contribute to the growth but main reason is the acquisition of the Nacka clinic.
- EBITA increase of SEK 4.6 million, partly from acquisition and partly from increased performance at the other clinics.
- Segment specific development costs of -0.1 MSEK and loss in UK Dental clinic reduced the Segment result

Financials

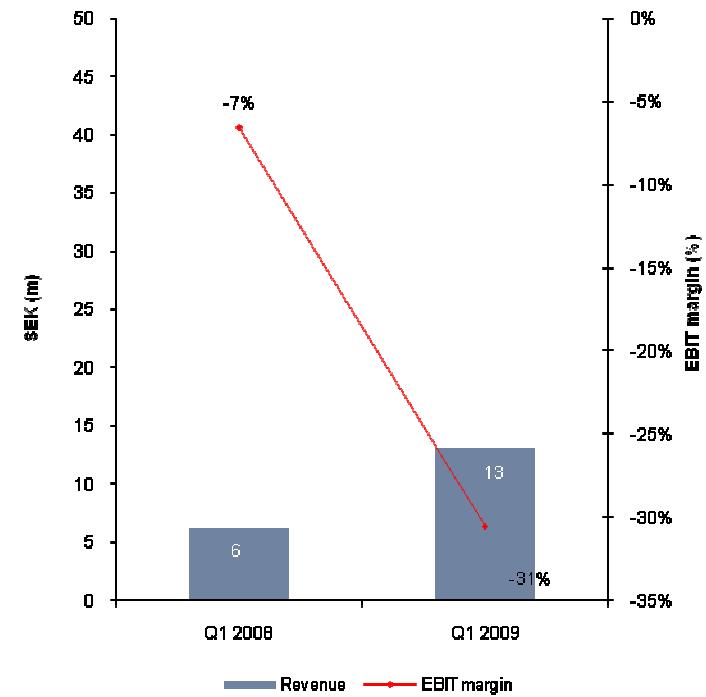


High development costs in Service Line Bariatrics

Q1 performance

- Segment growth of 115%, where Bariatric Center Stockholm is the main driver
- Contribution to growth also from new clinics in Egypt, Skåne and UK.
- Bariatric Center Stockholm shows very good profit margins
- The newly started clinics have induced a loss of SEK -4.1 million.
- Service Line specific development costs were SEK -1.8 million.

Financials

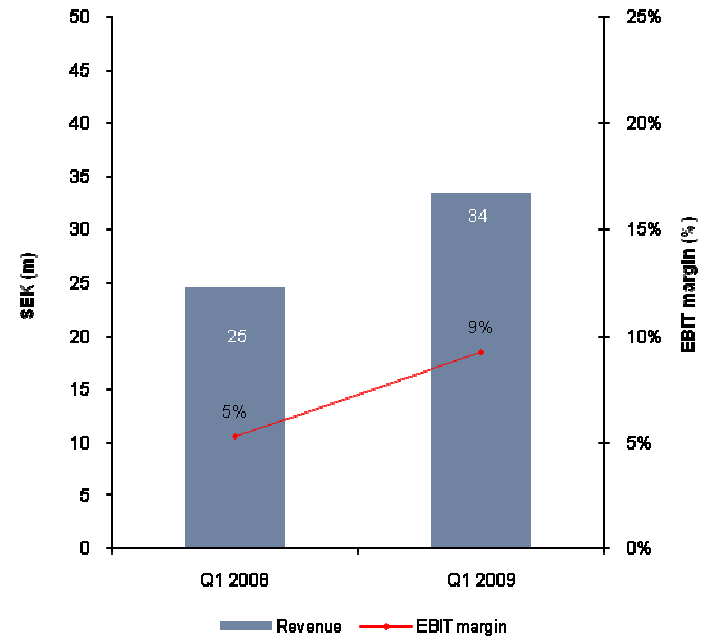


Strongly improved performance by OrthoCenter Göteborg

Q1 performance

- Solid revenue increase and profit margin due to improved operational performance
- Revenue increase is organic
- OrthoCenter Göteborg has undergone major changes to convert from a loss making clinic to strong operational profit margins
- Service Line specific development costs of SEK -0.2 million is effecting the segment performance.

Financials



THANK YOU FOR LISTENING!

www.globalhealthpartner.com

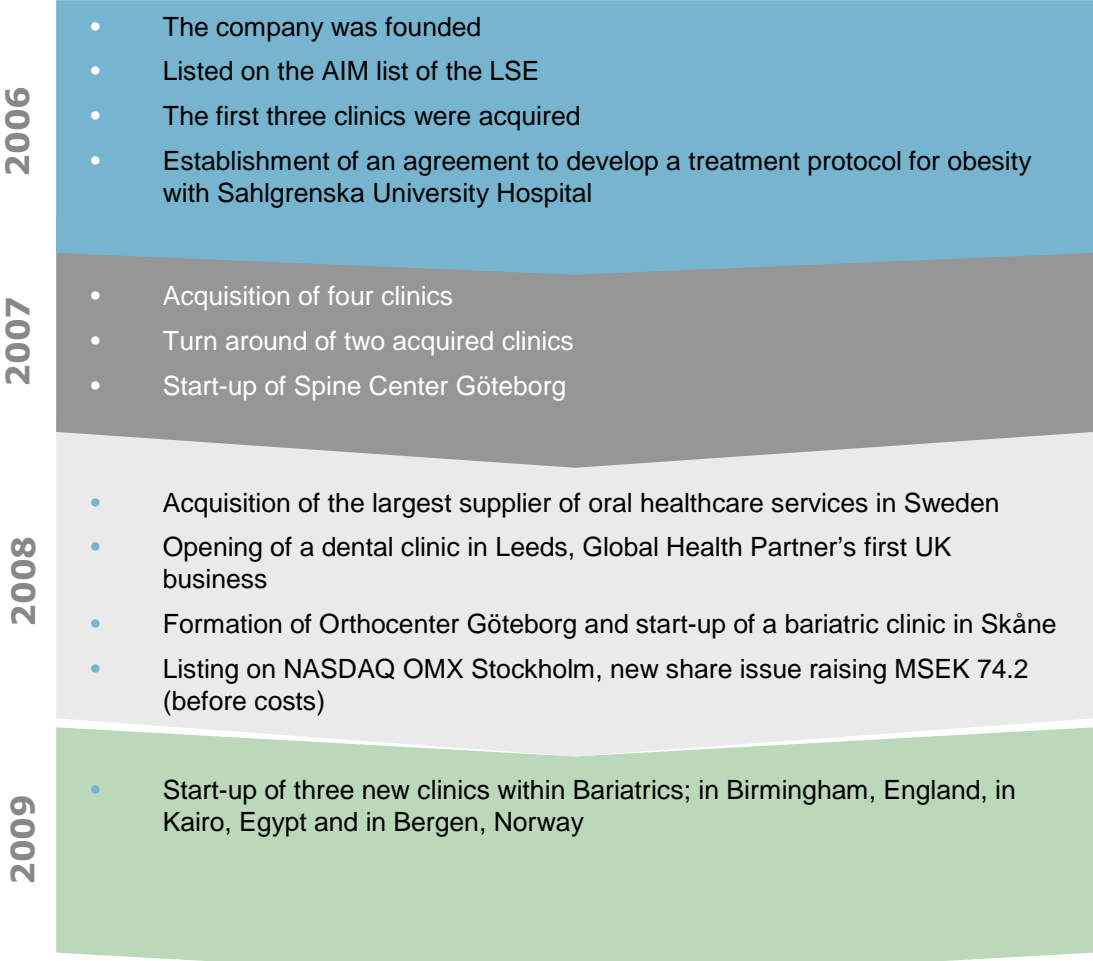


GLOBAL HEALTH PARTNER

Appendix



Global Health Partner history



Global Health Partner's criteria for choosing Service Lines

- Unmet and growing demand
- Poor existing medical outcomes versus golden standard
- Scarcity of top specialists
- High barriers of entry
- Reasonable chance to establish regional dominance
- Scale and duplication synergies
- Potential to cater for the “full care cycle”
- Elective healthcare, not emergency healthcare

