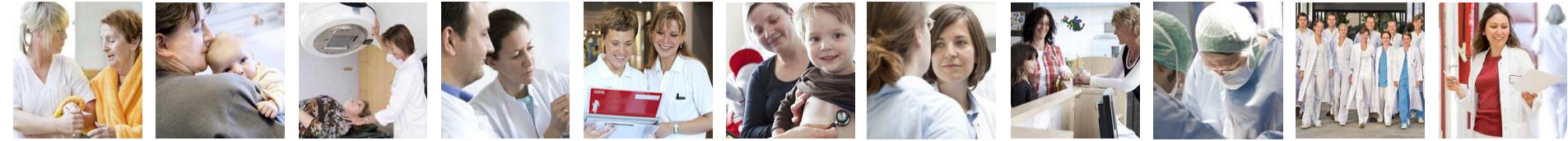


# RHÖN-KLINIKUM AG

## 28th Ordinary Annual General Meeting



Speech by the CEO, Dr. Martin F. Siebert, Frankfurt/Main, 8th June 2016

1. Financial year 2015
2. Past and future trends for financial year 2016
3. Current developments in our hospitals
4. Market environment and corporate strategy

# Focus on Re-orientation

Concentration on  
maximum cutting-edge  
medical care

Raised treatment  
excellence

Putting our campus  
concept into practice

Further development of  
network medicine

Driver for  
developments in eHealth

# Financial Year Milestones

## 31st July 2015

- Notarised purchase agreement for municipal hospital in Bad Neustadt/Saale (new name since 1st January 2016: RHÖN-Kreisklinik Bad Neustadt)



## 9th September 2015 – 12th October 2015

- Share Repurchase Scheme (€ 167 million distributed)



## 23rd October 2015

- Marburg Ion Beam Therapy Centre officially taken into service



## 1st January 2016

- Larger Board of Management: Prof. Bernd Griewing (Bad Neustadt) - Chief Medical Officer (CMO)

# Financial Year in Figures

**Patients treated**

**765,109**

**Revenues**

**€ 1.11 billion**

**EBITDA**

**€ 154.2 million**

**Targets for 2015 fully achieved**

✓ **Revenues: € 1.08 billion – € 1.12 billion**

✓ **EBITDA: € 145 million – € 155 million**

# Agenda

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# Satisfactory First Quarter for FY 2016

**Patients treated**

**205,578**

**Revenues**

**€ 291.5 million**

**EBITDA**

**€ 67.9 million\***

\*Including positive special influence (€ 36.4 million) after dissolving provisions for warranty claims from Helios/Fresenius sales transaction

# Expectation for Financial Year 2016

**Revenues**

**€ 1.17 billion - € 1.20 billion**

**Earnings before interest, taxes,  
depreciation and amortisation  
(EBITDA)**

**€ 155 million - € 165 million**



# Dividend Proposal

Board of Management and  
Supervisory Board propose  
to AGM to distribute a

**dividend of € 0.80 per share**

resulting in a dividend amount of  
€ 53.6 million based on the currently  
outstanding number of 66.96 million  
shares.

*"Extensive shareholder participation in the future success of the Company by means of dividend payout ratios which are above 60 % of net consolidated profit – under the limiting terms that no value-adding growth opportunities can be realised."*

# Agenda Item No. 5: Profit Transfer Agreements

“Resolution on the consent to conclude profit transfer agreements with the 100 percent subsidiaries, Haus Saaletal GmbH, Neurologische Klinik Bad Neustadt GmbH as well as Klinikum Frankfurt (Oder) GmbH”

▶ With the conclusion of the agreements the 100 percent subsidiaries are financially included in RHÖN-KLINIKUM AG but remain legally independent.

▶ With the conclusion of the agreements it is possible to make a fiscal offset of profit and loss between the subsidiaries with respect to corporate tax and trade income tax.

▶ Offsetting positive and negative financial results at the corporate group level allows overall tax burden to be optimised for our Company.

# Other Areas of Focus in Financial Year 2016



RHÖN-KLINIKUM  
AKTIENGESELLSCHAFT

## **Medical Board**

Start of second legislation period

## **Expert Databank**

For the first time overview of specialist areas of roughly 140 experts from all sites

## **RHÖN Innovations GmbH**

Subsidiary established to promote and assist start-up companies connected with our core business

## **IBM Cooperation**

Joint project to optimise patient navigation providing best possible healthcare

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# Current Developments in our Hospitals

## Bad Berka



- Certified endoprosthesis centre providing maximum medical care
- New radiopharmaceutical centre on schedule – to be taken into service in summer 2016

## Bad Neustadt



- Acquisition of municipal hospital
- Ground-breaking ceremony for new campus
- Psychosomatic hospital celebrates 40-year anniversary and moves to new building
- Three specialist clinics awarded status of academic teaching hospitals of Marburg university

## Frankfurt (Oder)



- One of the world's newest state-of-the-art MRT scanners taken into service
- Geriatric A&E pilot project
- Foundation stone laid for day clinic for pain management and optional medical services

# Current Developments in our Hospitals

## University Hospitals in Giessen and Marburg



### *Giessen*

- Highly modern CT scanner taken into service – leading new development in detector and tube technology
- Intercultural out-patient pilot project unique in Germany
- Bladder cancer centre opened (unique in Germany)

### *Marburg*

- Ion beam therapy centre taken into service: first patient treatment in October, official opening ceremony in November
- Highly modern linear accelerator taken into service after construction period of nine months
- Highest quality confirmed for Marburg stem cell transplantation unit

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# Well-Prepared for the Future

Campus Concept



Digitalisation

Pioneer in innovations and sustainability

Optimised patient navigation

Adequate and age-appropriate medical care

Linking out-patient and in-patient medical care

Making the most of synergies and  
potential efficiency enhancements

**We remain a driving force in providing  
high-quality medical care for the future.**





Thank you  
for listening!