

RHÖN-KLINIKUM AG

25th Annual General Meeting



Dr. med. Dr. jur. Martin Siebert, Frankfurt am Main, 12 June 2013



RHÖN-KLINIKUM
AKTIENGESELLSCHAFT

Adverse effects on the result

As a result of takeover attempt

- Insecurity of staff
- Management capacities tied up
- Extraordinary effects
- Structural problems inherent to the sector

Due to negative earnings contributions

- HSK
- UKGM

Unstable framework conditions for policy and financing



Figures

Number of employees: 43,059

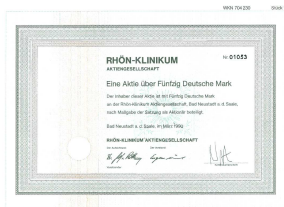
Patient treatments: 2.5 m

Revenues: € 2.86 bn

Net consolidated profit: € 92 m

“Given this overall situation, what RHÖN-KLINIKUM AG achieved in financial year 2012 can be rated as a very respectable performance. But don’t get me wrong here: respectable is only respectable and not enough! – We have to act!”

Dividend proposal



The Board of Management and the Supervisory Board propose to the Annual General Meeting

to distribute a **dividend of € 0.25 per share**



Based on a profit of € 0.65 per ordinary share

Stable distribution rate (nearly 40%)

Dividend total: € 34.6 million

Q1 figures

Patient treatments: 670,677

Revenues: € 752.2 m

Net consolidated profit: € 24.3 m

“Implementation of the organisational, personnel and structural measures to improve our situation is far from having been completed; however, the first effects will make themselves felt already in the course of the year.”

Framework conditions

Immediate assistance for hospitals

- Additional funding to be welcomed
- RHÖN-KLINIKUM AG can benefit from this

Substantial structural reforms necessary

- Remuneration of medical services lagging far behind trend in wages
- No real impetus to be expected

Further cost-driving factors





Measures initiated

Ongoing individual projects from beginning of year

- Simplified and more stringent management structures
- Individual projects to tap efficiency and cost-cutting potential
- Improvement of communication internally and externally

“We wish to put RHÖN-KLINIKUM AG in future back where the Company in our view belongs: at the top of the market.”

ImPULS

Optimisation and growth programme

Fundamental, systematic and Group-wide

Currently: Classic decentralised orientation of hospital operators



Objective: Integrated healthcare company with closely meshed, efficient and cross-facility operative service structures

WHAT DOES INTEGRATED HEALTHCARE PROVIDER MEAN?

Provider of network medical care, i.e.

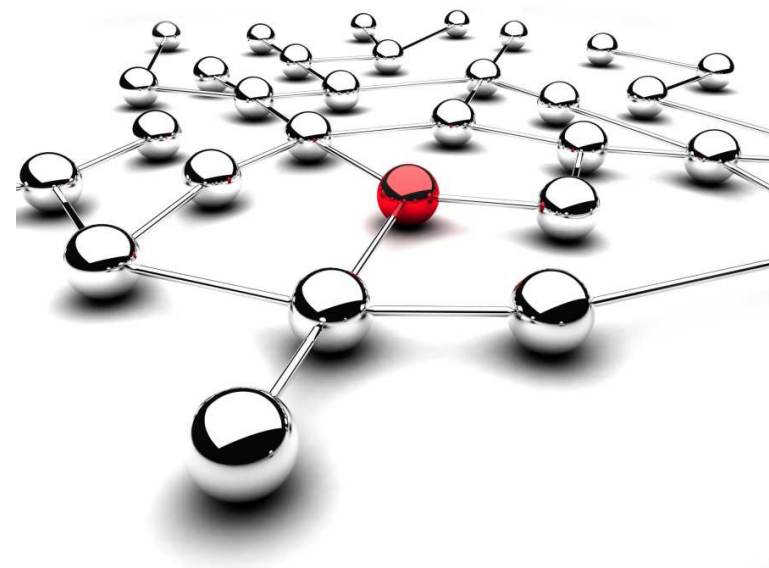
- swift
- individualised
- diagnosis-oriented
- and comfort-oriented care of patients

Network medical care also means

- new revenue models

Medium-to-long-term objective

- offer for supplementary insurance coverage



NETWORK MEDICINE IN 2 STAGES

Stage 1

- New revenue models, e.g. company healthcare provision
- Currently: talks with clients and network partners

Stage 2

- Gradual establishment of national care provision



PILLARS OF IMPULS

- Medicine strategy: Medical Board to assist Board of Management
- Regional and supraregional strategies retaining patients and referrers
- Cross-facility exchange of knowledge, expertise and technologies

ADVANTAGES OF NETWORK MEDICINE

- For patients
 - Higher quality, safety and comfort of treatment
 - Anyone covered by statutory health insurance may avail themselves of the respective insured services like a private patient

- For our Company
 - Pooling of investments in state-of-the-art technology
 - Higher profit contributions from DRGs
 - Generation of additional revenues
 - Increase in investment capacity

OBJECTIVES



- Significant improvement in economic result
- Investments of roughly € 1 billion over next 5 years
- Significant increase in profitability
- Disproportionate organic growth
- Increase in market share



“Affordable medical care for everyone”: That can’t be just another claim! It isn’t! That is because at RHÖN-KLINIKUM AG this claim is a reality embraced and practised.”

DR. HORST SCHMIDT KLINIKEN

- Economically on target
- First positive monthly results in Q3/2013
- Further concentration of management capacities
- Investment of € 180 m in health campus

“We are investing in a Gesundheitscampus Wiesbaden (Health Campus Wiesbaden) 180 million euros to further develop both brands – HSK and DKD – in a joint concept whilst preserving their respective individual stand-alone potential.”



From our care network

UKGM

- Earnings improvement on target
- Headway in dialogue with involved parties
- Talks with Federal State resulted in Letter of Intent (LoI)
- Cutting-edge level of medical expertise in future to be exploited within hospital network to a greater extent



“We are working on placing UKGM in the medium term, within the healthcare network of RHÖN-KLINIKUM AG, in the role of a medical hub that the Company’s many facilities are to draw on to a greater extent in future.”

REMARKABLE ACHIEVEMENTS

- Weißeritztal-Kliniken
 - Improved care of diabetes patients through pilot project

- Zentralklinik Bad Berka
 - Thuringia's second-best hospital
 - Clinic of Molecular Radiotherapy draws in patients from all over the world
 - Development of minimal-invasive operating techniques for spinal surgery

- Herzzentrum Leipzig
 - No. 1 rank on hospitals list (Focus) for heart surgery
 - International reputation



REMARKABLE BASIS OF NETWORK MEDICINE

- Neurology Clinic at headquarters in Bad Neustadt
 - Cardio and Stroke Angel
 - Stroke Angel distinguished by German Society for telemedicine for improved care of stroke patients

- WebEPA
 - Evidence of our innovative strength in telemedical field
 - Raises quality of treatment
 - Helps prevent redundant and multiple examinations
 - Speeds up clinical processes

- Further good basis for establishment of network medicine
 - Standardised procedure for obtaining second opinions, peer-review groups, audits and quality circles





IN THE PAST

- 40 years RHÖN-KLINIKUM AG: Hospital market's idea production line

IN PRESENT

- ImPULS programme: Driver of development to integrated healthcare company
- Exemplary medical and technological basis for impending transformation process



AND THE FUTURE!

- We have the know-how, staff and wherewithal to shape a viable future for this Company

Embracing innovations & unlocking potential!



THANK YOU FOR YOUR ATTENTION!

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