

# RHÖN-KLINIKUM AG

## 27th Annual General Meeting



Dr. med. Dr. jur. Martin F. Siebert, Frankfurt am Main, 10th June 2015



**RHÖN-KLINIKUM**  
AKTIENGESELLSCHAFT

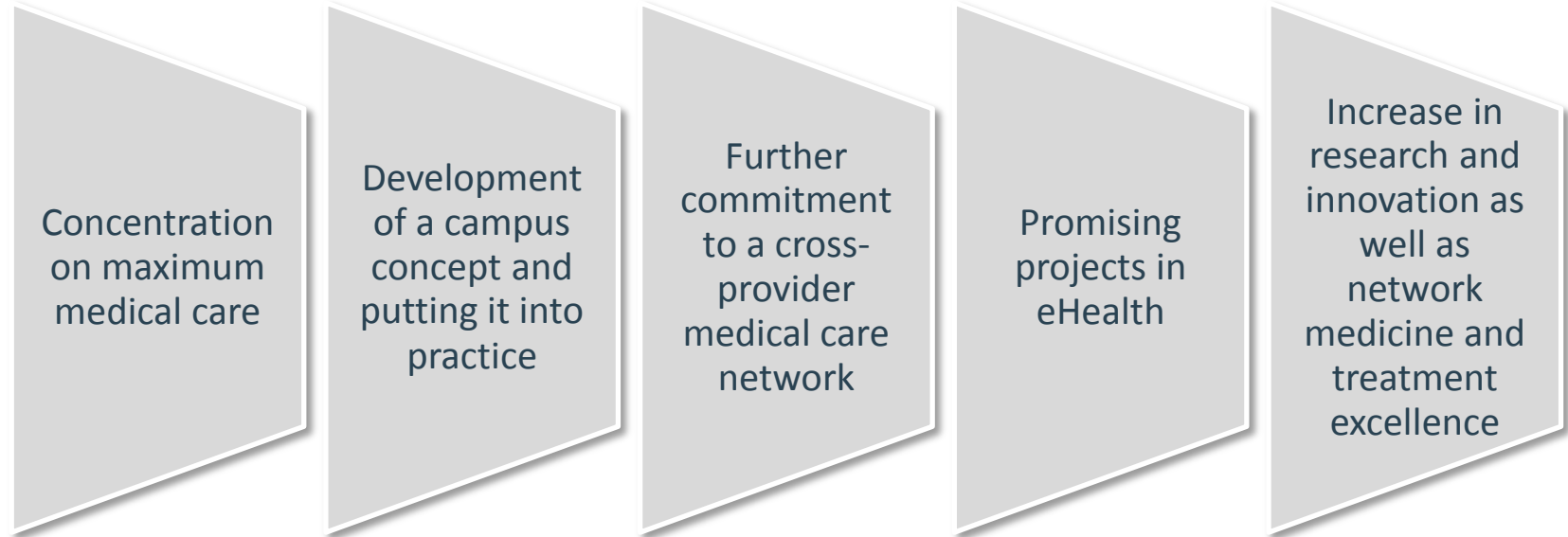
## 1. **Financial year 2014**

2. Past and future trends for financial year 2015

3. Current developments in our hospitals

4. Market environment and corporate strategy

## Re-orientation of RHÖN-KLINIKUM AG



We remain a source of inspiration and a decisive motor in the German healthcare economy

## Process of transformation

Sold hospitals were taken over and integrated pursuant to agreement

Share repurchase scheme with subsequent capital reduction – distribution of roughly € 1.65 billion to shareholders

Expansion of market position as a strong healthcare provider

- Latest diagnostic and therapeutic methods and state-of-the-art medical technology
- Medical technology + best possible nursing care = successful treatment in the long-term

## Introduction of Medical Board



- Assists Management Board with implementation of medical innovations
- Direct inclusion of medical expertise in all processes of patient care
- Economic solutions to benefit patients
- Decisive factor in strategic re-orientation

## Accounting of hospitals depending on date of transfer

### Q1 2014

Direct transfer of 38 hospitals and a further 2 hospitals with a short time delay

### Q2 2014

Transfer of ownership for HSK Wiesbaden

### Q3 2014

Clearance by anti-trust authorities and transfer of Cuxhaven

### Q4 2014

Sale of Waltershausen-Friedrichroda and Boizenburg

## Financial figures

Patients treated: 1.22 million

Revenues: € 1.51 billion

EBITDA: € 1.41 billion

Net consolidated profit: € 1.23 billion

*“Taking into account the extraordinary situation due to the Helios/Fresenius transaction – which brought both positive special influences as well as additional burdens – the result we achieved in financial year 2014 is more than satisfactory.”*

Resolution by AGM 2014 to distribute most of the sales proceeds in the amount of roughly **€ 1.67 billion** through a **share repurchase scheme**

- Execution from 16th October to 14th November 2014
- Public purchase offer 2014: **offer price** – € 25.18 per share
- Offer accepted for just under **65 million shares**
- Corresponds to an **acceptance rate** of **98.4 %**

B. Braun Melsungen: 18 %, Asklepios Kliniken Group: 15 %, Münch family: 11 %



Clear confirmation of corporate strategic objectives



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## Financial figures for Q1

Patients treated: 191,730

Revenues: € 276.1 million

EBITDA: € 49.7 million

### *Forecast for 2015:*

***Revenues of € 1.08 – 1.12 billion  
EBITDA of € 145 – 155 million***

*Implies positive and negative one-off effects which will partially cancel each other out*

## Expansion of market position

**1** All locations have university hospital status or act as academic teaching hospitals with a close link to science, research and training

**2** **Investment pool:** financing initiatives with a total volume of roughly € 4 million in 2015

Primary subjects of “research and innovation” as well as “treatment excellence and network medicine”

Promoting 61 individual projects over all corporate locations

Focus on personalised medical care, telemedicine and eHealth as well as organisation and logistics

# FINANCIAL YEAR 2015: POSSIBLE SHARE REPURCHASE SCHEME II

Framework conditions for another public purchase offer in the second half of 2015

Board of Management is authorised by AGM resolution from 2014 to purchase up to **10 % of the share capital** by 31st December 2015

- No new resolution required by 2015 AGM
- Very high acceptance rate and liquidity in the tender period indicates efficient and attractive implementation of repurchase in 2014
- **Specific data** on offer price, tender ratio, etc., will be given in due time before the start of the repurchase. All relevant details will be published in the bidding documentation

Board of Management and Supervisory Board propose to the AGM

the distribution of a **dividend of € 0.80 per share**

Dividend total: roughly € 58.8 million

“RHÖN-KLINIKUM AG can be recommended to many investors as a share with an attractive dividend which may be interesting in view of the currently exceptionally low interest rates.”

# ELECTION OF THE SUPERVISORY BOARD

- Reduction of Supervisory Board from 20 to 16 members based on a modification of the articles of association
- Unanimous resolution in the meeting on 16<sup>th</sup> April 2015 for the proposed members of the Supervisory Board to be elected today
- Share of 30 % of women at management level which becomes compulsory from 1<sup>st</sup> January 2016 already taken into consideration

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## Campus in Bad Neustadt



- Work has already commenced for the new psychosomatic clinic
- Autumn 2015: start of reconstruction and initial implementation of our campus concept
- Optimised patient care with respect to architectural design, logistics and therapeutic methods
- “Medical Excellence by Tradition”
- Use of “Revolution” CT scanner



## Hospital in Bad Berka

- A new radiopharmaceutical centre was established
- “LuKreZia” lung cancer centre was certified as the first such facility in central Thuringia
- Included again in the FOCUS list of best clinics in Germany
- “Clean Hands” certificate in gold



## Hospital in Frankfurt / Oder



- Positron emission tomography CT was taken into service
- Start to modernise the buildings in accordance with our campus concept
- Permit from Deutsche Gesetzliche Unfallversicherung (DGUV) for the treatment of very serious injuries

# CURRENT DEVELOPMENTS IN OUR HOSPITALS



Network of two strong university hospitals

## Marburg Ion Beam Therapy Centre (MIT)

- Signing of agreement on 22nd September 2014
- Current status: preparatory work to take facility into service; specialist staff is being hired and trained
- Treatment of first patients planned for autumn 2015



# CURRENT DEVELOPMENTS IN OUR HOSPITALS



## ***Giessen site***

- Self-dissolving stents of the latest generation were used for the first time in Europe
- “Interdisciplinary surgery holding ward” (ICH) was established for patients in the following disciplines: general surgery, ENT, oral and maxillofacial surgery and urology
- University Shunt Centre was opened
- 75<sup>th</sup> lung transplantation
- Start of reconstruction for adult psychiatry clinic
- Bicentenary of gynaecological clinic

## ***Marburg site***

- First university hospital to be awarded hygiene certificate in Germany
- Centre for undetected and rare diseases in international focus
- Another acute paediatric/juvenile psychiatric ward was opened
- Start of Marburg Cardiac Arrest Center
- Medical services were supplemented with a palliative ward
- 1,400 births in 2014

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- Demographic challenges demand innovative ideas
- Growing demand for hospital services goes hand-in-hand with a decreasing number of people paying into the health insurance schemes
- Higher costs have no equivalent compensation on the earnings side
- Legislation imposes more unreasonable financial burdens on hospitals
- Trend for specialisation of medical services increases
- Range of services of a higher level than average, improved quality and economically sound structures are necessary to survive




RHÖN-KLINIKUM AG will benefit from fees for medical services based on quality




Forward-looking projects with special emphasis on patient management



Important tool to increase efficiency and quality of treatment: self-developed WebEPA-plus



Further development of campus concept for channelling medical services with logistics



Further development of network medicine through cross-provider network partnership “We stand for health”



Thank you very much  
for listening!