

PIHLAJALINNA WE TAKE CARE

CEO Tuomas Hyyryläinen

Carnegie Healthcare Seminar, 29 November 2023



PIHLAJALINNA IN BRIEF



One of the leading
private providers of social and
healthcare services in Finland



Established
2001



Revenue 2022
690.5 MEUR,
growth **19.5 %**



Over
7,000
employees and
2,200
practitioners



Over
160
business locations
all over Finland



Number of private clinic
visits approx
2 million

Q3/2023

- Organic revenue growth strong (+8.7%)
- Profitability and financial position strengthened as planned despite retrospective costs of demanding specialised care
- Number of practitioners increasing
- Insurance company collaboration is growing – a new three-year agreement with Fennia
- Pihlajalinna specified the outlook for 2023



GROWTH OF REVENUE CONTINUED, PROFITABILITY AND FINANCIAL POSITION IMPROVED AS PLANNED

Q3/2023 Key figures, MEUR

	Q3 2023	Q3 2022	change-%	1-9/2023	1-9/2022	change-%
REVENUE	165.6	165.2	0.2	537.0	502.1	7.0
EBITDA	20.1	18.1	11.2	60.8	42.9	41.7
Adjusted EBITDA	20.5	18.9	8.7	59.9	52.2	14.8
Adjusted EBITA	9.6	9.4	2.2	27.9	24.4	14.1
Earnings per share (EPS), EUR	0.13	0.14	-7.7	0.44	0.45	-2.7
Cash flow from operating activities	6.6	6.7	-0.8	52.9	42.4	24.6
Interest-bearing financial liabilities excluding IFRS 16				155.3	182.2	-14.8
Net debt/adjusted EBITDA, rolling 12 months, excluding IFRS 16				3.5x	4.0x	-12.2
Practitioners at the end of the period				2,202	1,891	16.4

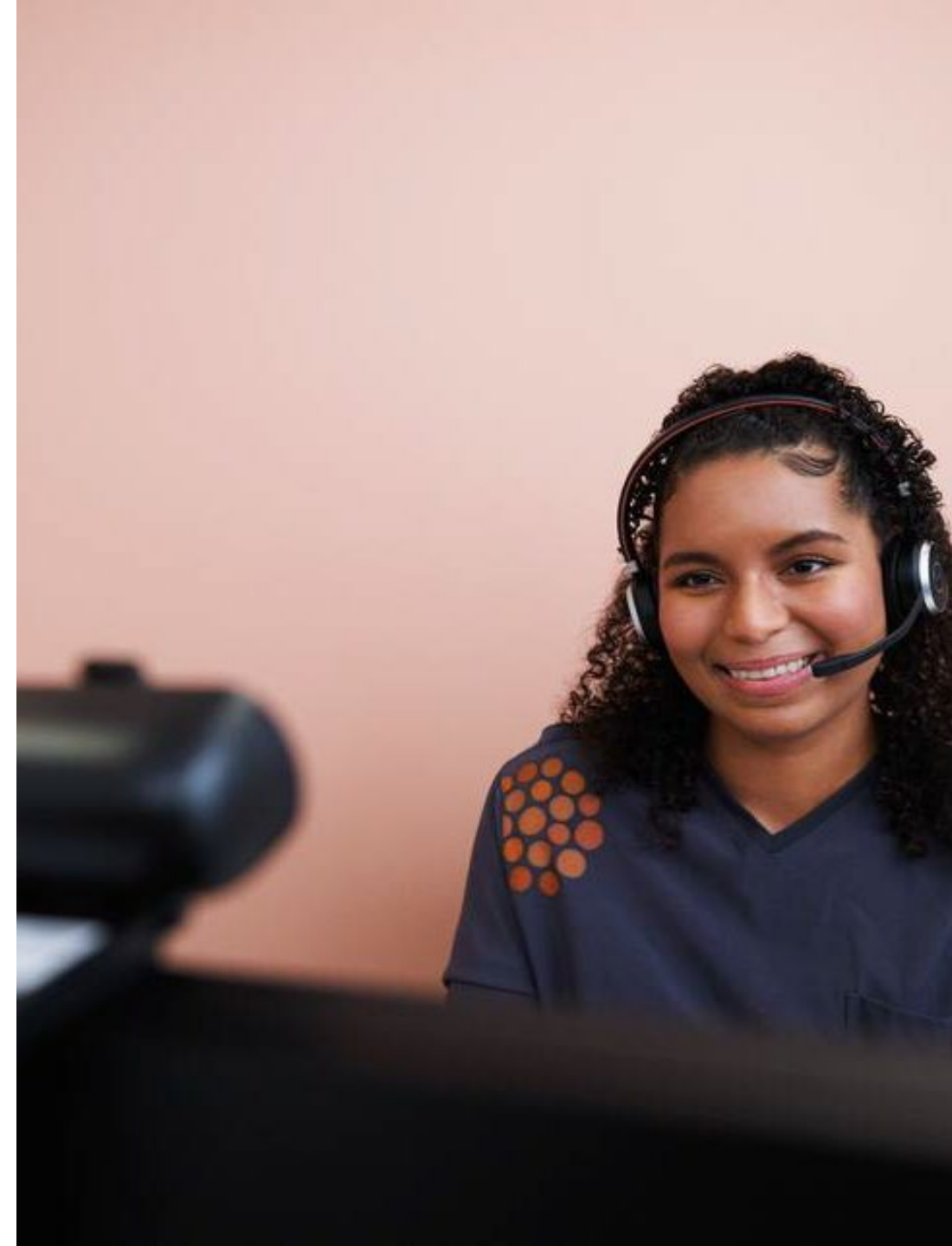
MODERN HOSPITAL NETWORK ENABLES EFFICIENT SERVICES FOR PRIVATE AND PUBLIC CUSTOMERS

- Top quality surgical operations in five university cities in Finland
- One hospital providing public specialised care in Jämsä, Mid-Finland, approx 700 joint replacement surgeries per year
- Top-tier orthopedic professions are selecting high-quality hospitals
- Comprehensive service portfolio for insurance companies as well as for wellbeing service counties
- **Case example:** More than 300 joint replacement surgeries will be done in Kuopio hospital as a temporary service outsourcing for Pohjois-Savo wellbeing service county



REMOTE SERVICES FOR DIFFERENT CUSTOMER NEEDS

- Remote services are designed to help both private and public customers – 40 % of all visits are done through remote services
 - Increasing usage in paediatric services, also with home clinic devices such as TytoCare
 - Simple and efficient access to occupational health services
 - Enables public health services to rural areas that lack doctors
- Pihlajalinna's responsible doctor service is a comprehensive hybrid model for public healthcare needs
- **Case example:** During autumn 2023, Pihlajalinna's complete outsourcing locations has implemented Digital health center model for citizens. Model includes AI powered symptom mapping which streamlines access to health.



Q&A



Thank you!

Upcoming events

- Financial Statements 2023:
Wednesday, 14 February 2024
- Interim Report January-March:
Friday, 3 May 2024
- Half-year Interim Report January-June
Friday, 9 August 2024
- Interim Report January-September:
Thursday, 7 November 2024

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