Pihlajalinna

ANALYST MEETING
PRESILENT-CALL Q4/2022

16.1.2023

EVENTS OF Q4 & AFTER THE REPORTING PERIOD

- **21 November 2022:** year 2022 outlook change related to EBITA. Announced measures: balancing of the service network, pricing of the services, pursuiting of the business arrangement synergies as well as streamlining the operations
- **1 January 2023:** price increases of the services
- **2 January 2023:** announcement to sell dental care services to Hammas Hohde at the end of the year 2022. The transaction is expected to close at the end of Q1/2023.
- **10 January 2023:** Measures to ensure consistent and streamlined approaches will begin to achieve economies of scale for the business arrangements. As part of the whole, the company reviews its operations and organization and start cooperation negotiations.

PUBLIC SERVICES AND THE WELLBEING SERVICES COUNTIES

- The wellbeing service counties begin to operate 1 January 2023
- Pihlajalinna's services continues mainly at the same level as 2022
- Participation to help to dismantle the public healthcare lines
- Hanko public healthcare center outsourcing to Pihlajalinna at Länsi-Uusimaa wellbeing service county
- Ministry of Social Affairs and Health permits COVID-19 vaccinations from private healthcare operators, and Pihlajalinna starts vaccinations aligned with the ministry and the Finnish Institute for Health and Welfare instructions at the end of January. Main target group occupational healthcare customers.

BRIEFLY

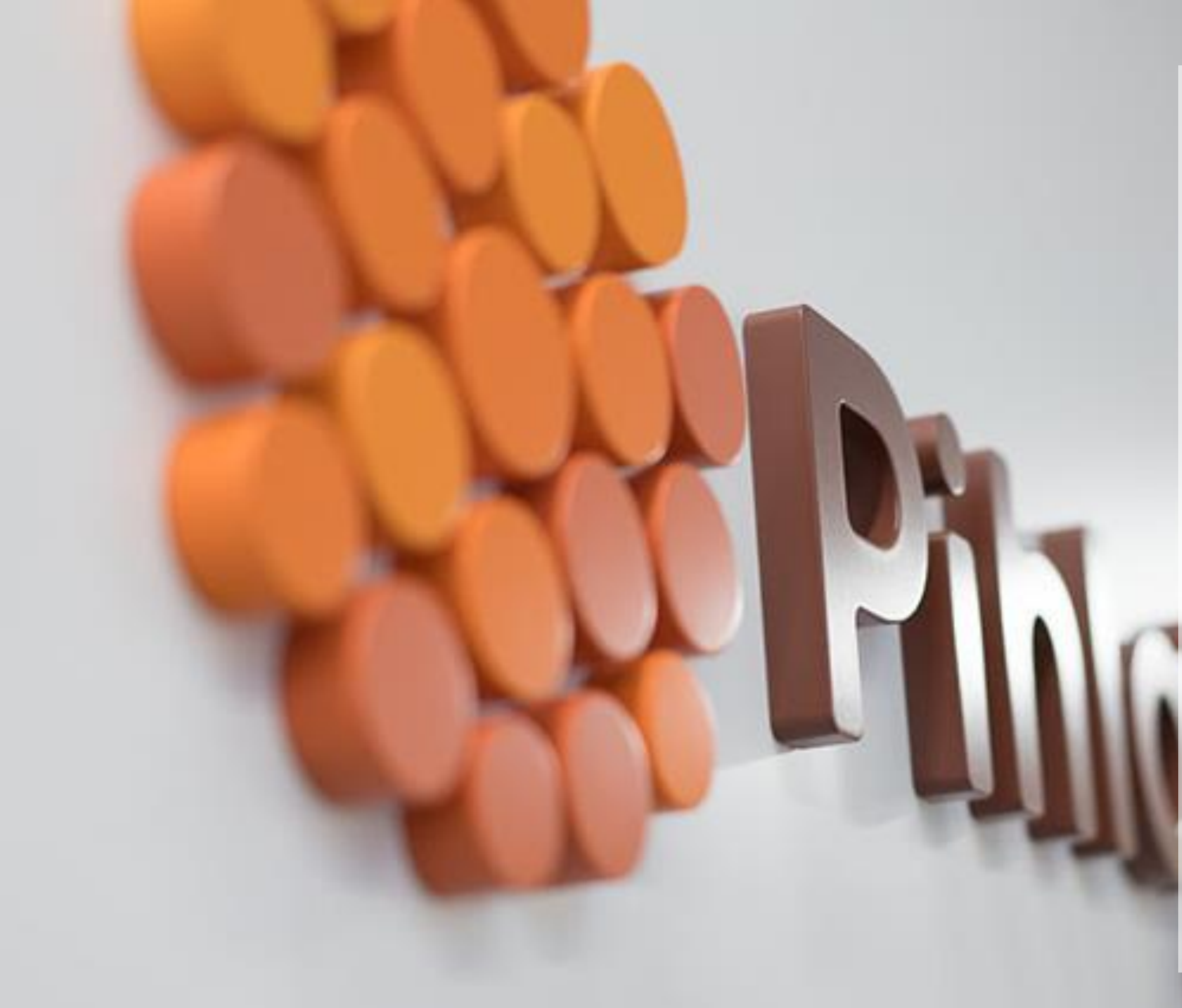
1) The demand for health services has remained strong and the supply of services increased mainly to emergency services and high value-adding hospital services.

2) Progress of cost

- The sick leave rates have continued to cause operational challenges and costs
- Effects of general costs inflation and wage inflation

3) Improving the profitable growth

- Service pricing adjustments for private customers, insurance cooperation and occupational health care customers
- Cost savings – service network and better targeting of the operative work
- Organizational structure and operational management enhancement
- Synergy benefits: economies of scale of acquired businesses



Thank You!

Upcoming events

- Financial Statements Release 2022: Friday, 17 February 2023
- Financial statements and Board of Directors' report: no later than in week 11
- Pihlajalinna Plc's Annual General Meeting is scheduled for Tuesday, 4 April 2023.

Please contact:

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