



Pihlajalinna

**ANALYST MEETING
PRE-SILENT CALL Q3/2022**

4/10/2022

Q3 EVENTS

- 9/9 Pihlajalinna Plc told that it strengthens the Management Team's structure to correspond the company's development and growth in line with its strategy. At the same time two new Management Team members will be nominated.

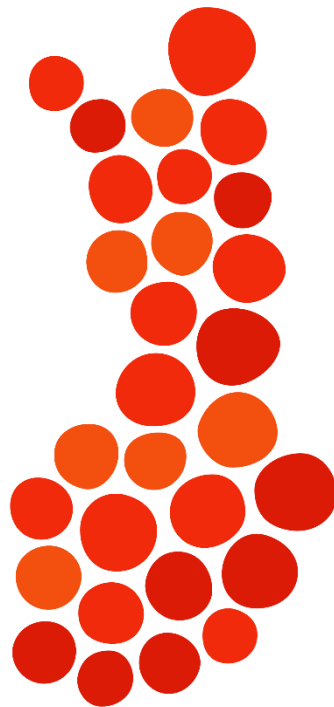
The new Management Team will begin to operate at the 1st of November:

- Joni Aaltonen, CEO
- Timo Harju, COO, Private clinics and hospital, (as of 1 November)
- Eetu Salunen, COO, Public services
- Sari Nevanlinna, CCO
- Kati Raassina, CPO (as of 1 November)
- Tarja Rantala, CFO
- Antti-Jussi Aro, CIO
- Sari Riihijärvi, CMO
- Marko Savolainen, CLO



ACQUISITIONS AND INTEGRATIONS ARE PROGRESSING AS PLANNED

- The integration of business transactions and the expansion of the service offering are progressing well
 - Pohjola Hospital, five different locations
 - Lääkärikeskus Ikioma, Mikkeli
 - Seppälääkärit and Seppämagneetti, Jyväskylä
 - MediEllen, Kainuu
- Accessibility of the occupational healthcare services
 - Through the acquisition of Etelä-Savon Työterveys, we will offer occupational healthcare services for the entire wellbeing services county of Etelä-Savo



DEVELOPMENT OF DEMAND AND SUPPLY

- The demand for health services has remained strong, and we have increased the supply. The sick leave rates have continued to cause operational challenges and costs.
- Factors supporting supply
 - Successful recruitments of experts
 - Increasing the service offering and the opening hours, expanding the emergency services in the cities, among other things
 - The remote and digital services part of daily business, multi-channel customer offering (Remote services represented 40 per cent of all appointments, H1)
- We believe that the weakening of consumer confidence will only have a limited effect on Pihlajalinna's business. Self-paying private customers accounted for approximately 14% of Pihlajalinna's revenue in the first half of the year.