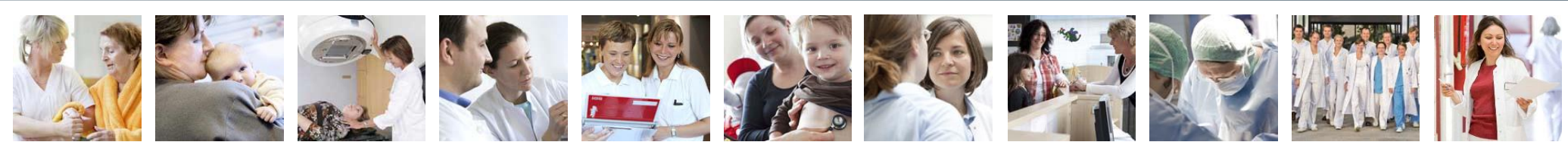


RHÖN-KLINIKUM AG

Roadshow Presentation

May 2019



This presentation has been prepared by RHÖN-KLINIKUM AG (the “**Company**”) and is for information purposes only.

This presentation does not constitute, or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company, nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company, nor shall it or any part of it form the basis of or be relied upon in connection with any contract or commitment whatsoever.

This presentation may contain forward-looking statements relating to the business, financial performance and results of the Company and the industry in which the Company operates. Any forward-looking statements contained in this presentation, including any assumptions, opinions and views of the Company and information attributed to or summarized from third party sources, represent solely opinions and forecasts which are subject to risks and uncertainties. Actual events may differ significantly from current expectations or assumptions due to many factors. The Company does not guarantee that the assumptions underlying the forward-looking statements in this presentation are free from errors nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecasted developments. The statements in this presentation are made only as of the date of this presentation. The Company does not undertake any obligation to review, update or confirm investors’ expectations or estimates or to release publicly any revisions to any forward-looking statements given in this presentation to reflect subsequent events or circumstances that may arise in relation to the content of this presentation. Consequently, neither the delivery of this presentation nor any further discussion of the Company with any of the recipients thereof shall under any circumstances create any implication that there has been no change in the affairs of the Company since such date.

Due to rounding, numbers presented throughout this and other documents may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

By accepting this presentation you acknowledge the foregoing and that you will be solely responsible for your own assessment of the Company, the industry and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the current and potential future performance of the Company’s business.

Glossary: € = Euro; \$ = (US)Dollar; (F)Y = (financial) year(s); M = month(s); % = percentage; a = actual; acc. = according; approx. = approximately; e = expected; k = thousand(s); m = million(s); N/A = not applicable



1 Transformation and strategy

2 Business development

3 Financials and guidance

4 Regulatory framework and
staffing policy

From Old RHÖN to New RHÖN

The rational behind the deal

RHÖN-KLINIKUM AG sold 43 clinics in 2014 in an asset deal...

Old RHÖN

(before Fresenius/Helios Deal)

- **53 individual clinics** throughout Germany
- **Portfolio:** Mass producer, from small county hospital to maximum care provider
- **Size:** “Huge oil tanker”
- **Strategy:** Buy financially distressed clinics, restructure them to achieve target margins, potentially sell them
- **No overall medical strategy; local focus**

TRANSFORMATION PROCESS

New RHÖN

- **8 clinics** in 5 core locations
- **Portfolio:** Focus on state-of-the-art medicine; treatment of highly severe cases within core business areas
- The only private provider with **direct access to university medicine**
- **Size:** “Agile speed boat”
- **Strategy:** Campus Concept and Digitalisation
- **Vision:** “Top notch medical care in rural areas within fully digitalised clinics”



From Old RHÖN to New RHÖN

New Management Board

- **Stephan Holzinger (CEO/CFO)**
Corporate communications, IR, corporate development, accounting, tax, controlling, corporate finance, HR, legal, data protection, compliance, internal audit, digital transformation and corporate offices
- **Prof. Dr. Bernd Griewing (CMO)**
Medical board, patient safety, quality management and hygiene, medical process management, network medicine, innovations and clinical sites Bad Neustadt and Frankfurt (Oder)
- **Dr. Gunther K. Weiß (COO)**
Procurement management, construction and technology, IT and clinical sites Bad Berka, Giessen and Marburg



New RHÖN at a glance

Key figures

5 sites
8 clinics
7 MVZs

~ 5,400 beds



Sole private operator of
two university clinics
in Germany

~ 850k patients

€ 1.23 bn in sales



~ 17k employees

- ✓ 5 sites = Bad Neustadt, Frankfurt (Oder), Bad Berka, Giessen and Marburg
- ✓ 8 clinics = Bad Berka , Campus Bad Neustadt Acute Care, Campus Bad Neustadt Rehab, Psychosomatic Clinic Bad Neustadt, Haus Saaletal Bad Neustadt (detoxification center), Frankfurt (Oder), University Hospital Giessen and University Hospital Marburg
- ✓ 7 MVZs (polyclinics) = Bad Berka, Bad Neustadt, Frankfurt (Oder), Weimar, Giessen, Marburg (2x)

New RHÖN at a glance

Market position

Germany's first listed hospital operator

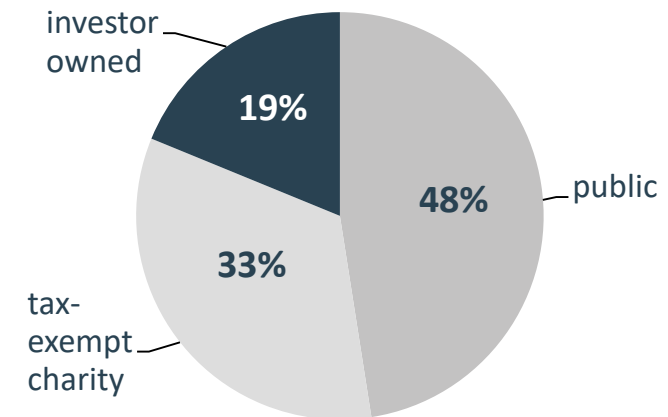
- The only publicly listed pure-play on the German acute-care hospital sector (member of SDAX/IPO 1989)
- Focus on **specialized and high-end medicine**
- ~ **1.7%** of the total German hospital market ¹⁾
- ~ **8.8%** of the German private hospital sector ¹⁾

German hospital market ²⁾

- Total hospital expenditure ~ **€93bn**
- 10Y CAGR **+4.1% p.a.**

Ownership in German hospital market

Total number of beds in the market: 497,182 ³⁾



1) Based on number of beds of RHÖN-KLINIKUM/total beds and ϕ -CMI of ~1.5 per bed

2) Based on statutory and private insured patient revenues

3) latest available total number of beds in the market as of 2017

(Source: Federal Bureau of Statistics Germany, "Grunddaten d. Krankenhäuser", September 17)

New RHÖN at a glance

Our portfolio

Bad Berka



- Beds 647
- Patients ~ 114k*
- Employees ~ 1,900
- Academic teaching hospital of the University Clinic Jena

Bad Neustadt a. d. Saale



- Beds 1,579
- Patients ~ 94k*
- Employees ~ 3,500
- Opening of the first RHÖN Campus
- Academic teaching hospital of Philipps-University Marburg

Frankfurt (Oder)



- Beds 852
- Patients ~ 117k*
- Employees ~ 1,700
- Conversion of traditional hospital into Campus
- Academic teaching hospital of Charité Berlin

UKGM Giessen/Marburg



- 2,291 beds
- Patients ~ 525k patients*
- Employees ~ 9,800
- 3rd largest university hospital in Germany
- Sector advantage: Knowledge transfer between RHÖN sites

More than 2/3 of revenue line from growth segments: cardiovascular, oncology, pneumology, neurology, special orthopedics and trauma surgery

* Including MVZs (polyclinics)

Company's strategic direction

Moving ahead after the transformation



Campus strategy

Unique cross-sectoral care model
1st Campus established at Bad Neustadt

THE NEW RHÖN



Expansion strategy

Domestic Campus rollout
Business opportunities abroad



Digitalisation strategy

Tiplu (Semantic Coding Assistance)
Medical Cockpit, digital patient file, et al.

“In comparison to other private operators, RHÖN has already completed the transformation process and is thus best prepared for market consolidation and future growth!”

Stephan Holzinger, CEO/CFO

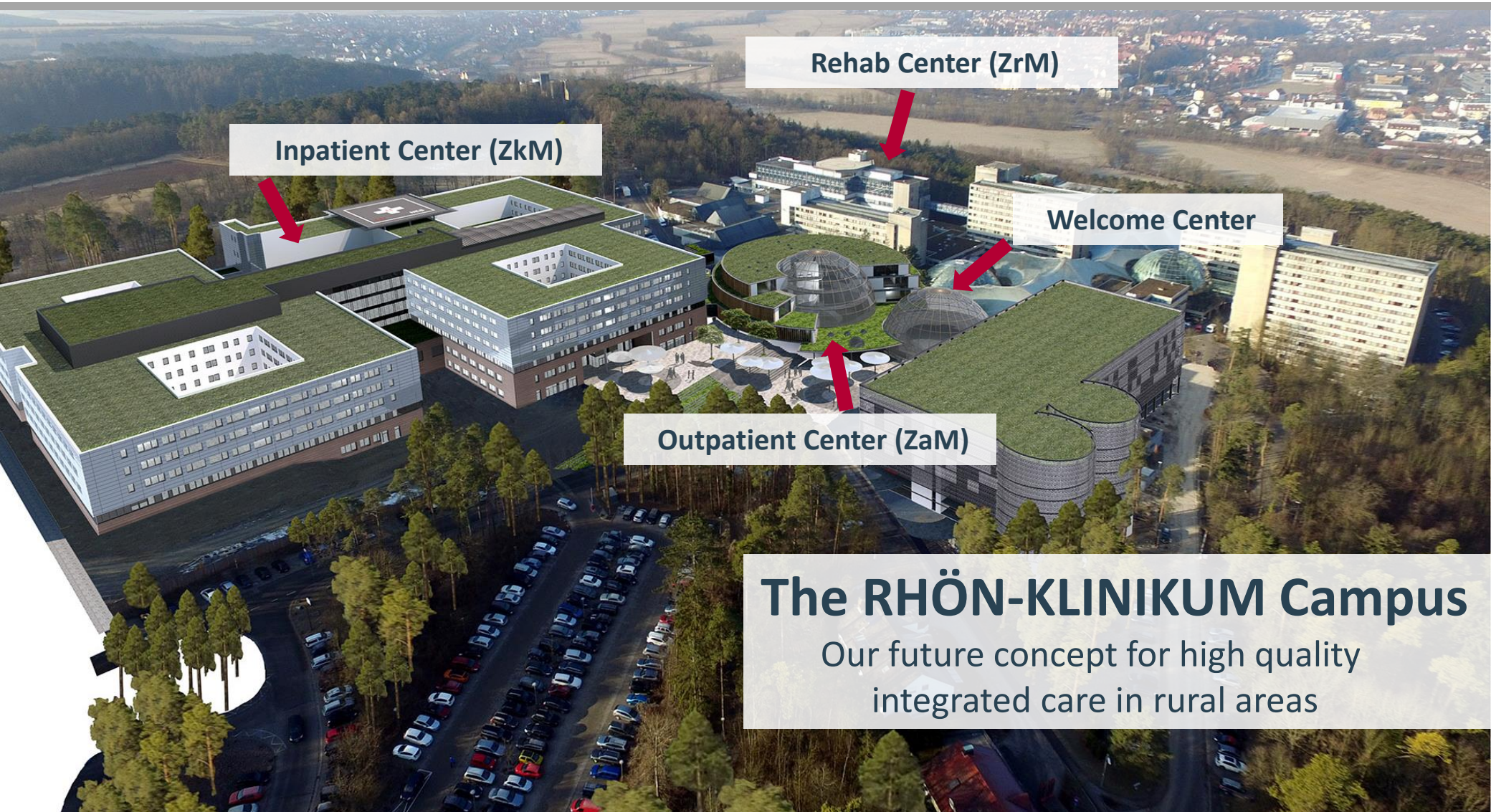


Telemedics strategy

Medgate Germany with the potential to become an additional business division

Pillar 1: Campus strategy

Our solution: The healthcare Campus of the future



The RHÖN-KLINIKUM Campus

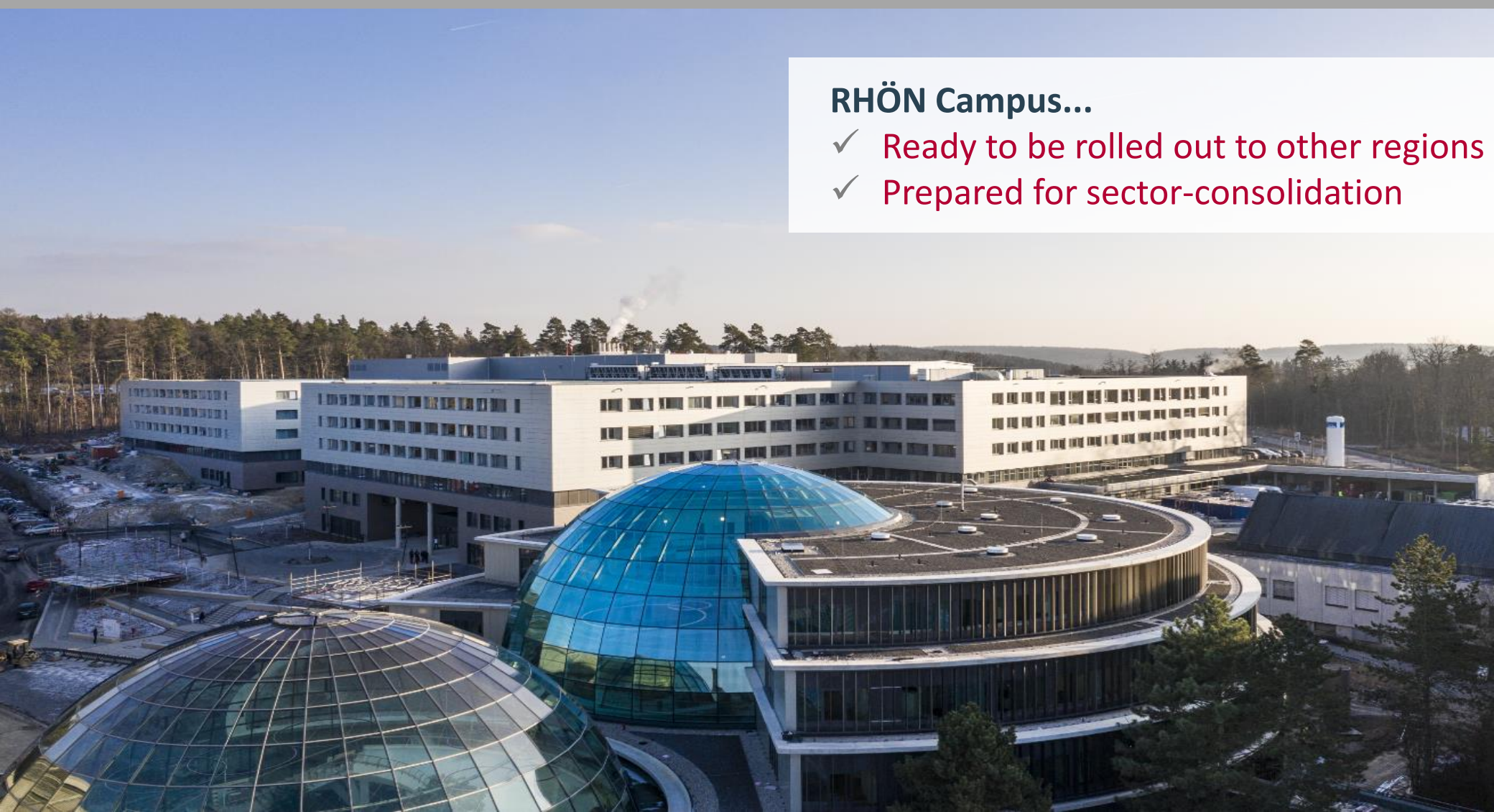
Our future concept for high quality
integrated care in rural areas

Pillar 2: Expansion strategy

Rollout of Campus Concept

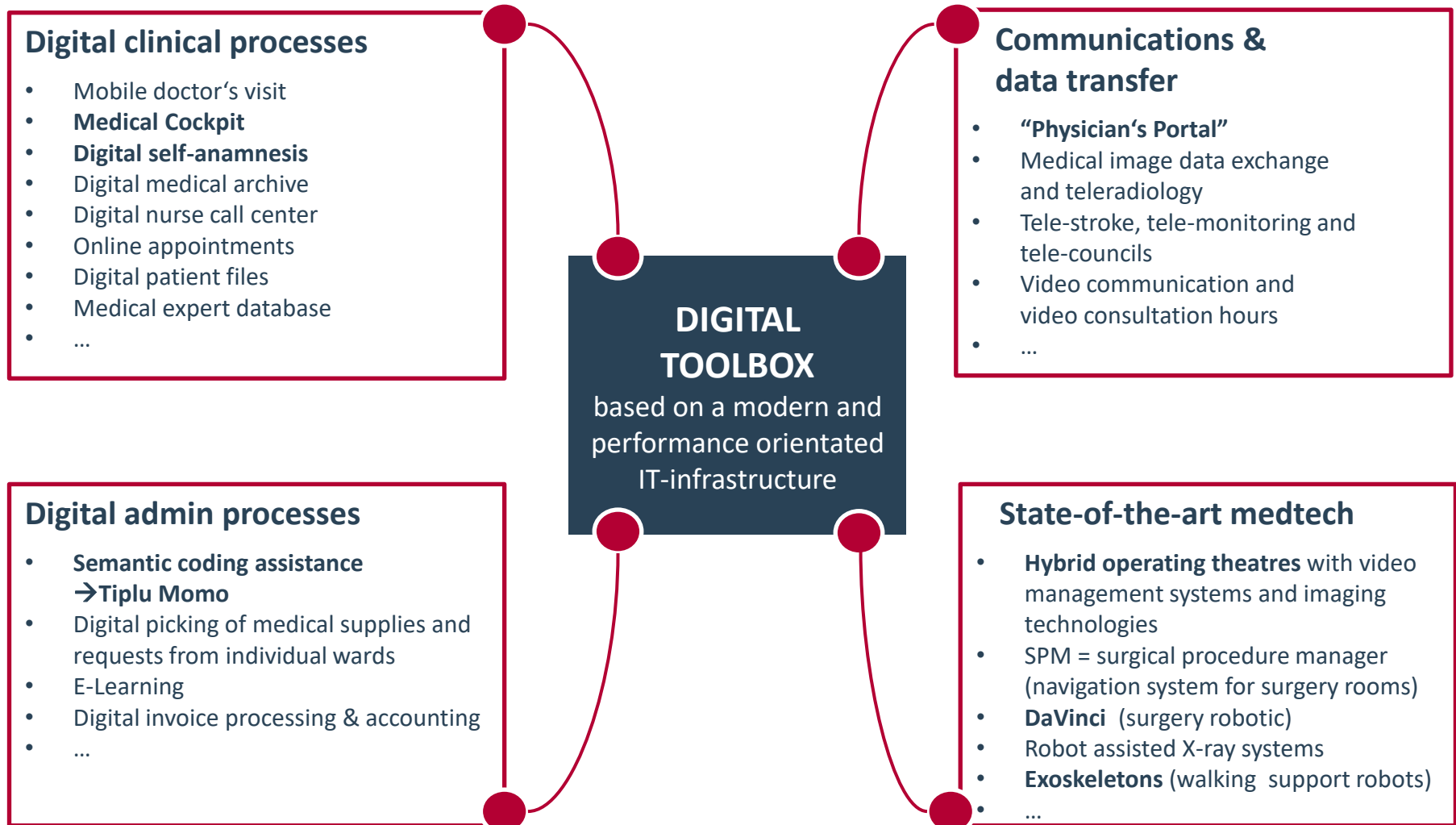
RHÖN Campus...

- ✓ Ready to be rolled out to other regions
- ✓ Prepared for sector-consolidation



Pillar 3: Digitalisation

Digital tools



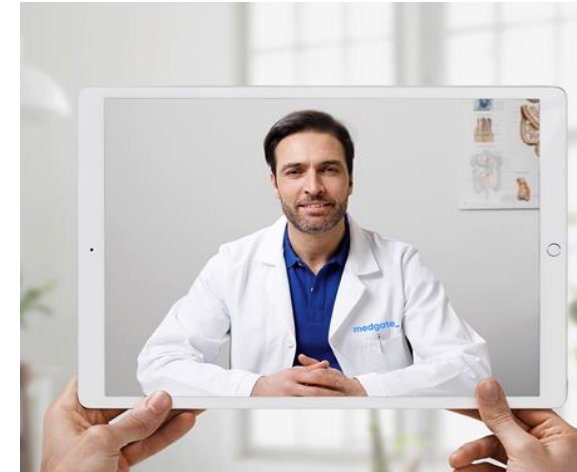
Taking into account current data protection guidelines and the DSGVO

RHÖN-KLINIKUM AG enters future market of telemedics with Medgate

- Memorandum of Understanding on extensive cooperation for telemedics signed; New-Co in the founding process
- RHÖN-KLINIKUM AG will hold the majority of New-Co with 51%, Medgate will have a 49% stake
- Telemedics bears the potential to develop into a second business division for RHÖN
- Reasonable addition to our hospital business

Benefits for the patient

- Transaction supplements cross-sectoral Campus Concept
- Closing the widening gaps in medical care in rural areas; meeting patient expectations of a modern healthcare system
- Contact with physicians via video, phone and digital formulars
- Smartphone app for easy, fast, personal and digital access to physicians



Source: Medgate



1 Transformation and strategy

2 Business development

3 Financials and guidance

4 Regulatory framework and
staffing policy

Business development Highlights

**RHÖN-KLINIKUM Campus Bad
Neustadt opened on 6 Dec. 2018**



**RHÖN
safeguards
future of
Marburg
Particle Therapy
Center (MIT)**



**Implementation of
important digital
projects**



**Catalogue of measures
successfully implemented:
use of semantic coding
software, etc.**

**Agreement on separate
accounting successfully
realized**



**Future-oriented medical re-focusing and
strategy at our locations in Bad Berka and
Frankfurt (Oder) initiated**



Business development

Campus Bad Neustadt

12/2018 – Opening of the new Campus Bad Neustadt

- One of the largest individual construction projects in the company's 45-year history
- Ideal implementation of the Campus Concept for holistic health care in rural areas for the first time

12-2018/01-2019 – Successful relocation of the Bad Neustadt clinics to the new Campus

- Bundling of medical excellence on Campus
- Optimization of patient control through centralization

Digital high-end solutions

- 16 operating theatres, including 2 hybrid operating theatres
- Robot-based X-ray system with 3D imaging
- Equipment of all theatres with complex video management systems
- Two of the most powerful CT's (computer tomographs)
- State-of-the-art app-controlled exoskeleton for stroke patients
- Use of digital solutions such as Medical Cockpit and “Physician’s Portal”



Strategic realignment of Health Campus Frankfurt (Oder)

- At our Frankfurt (Oder) site a second health Campus is being built
- Center for Outpatient Medicine
 - Cooperations e.g. standby doctor's office, MVZ, therapy offices
 - 18 practices on the Campus
 - 180,000 contacts to patients a year

Geriatric traumatology offers new care concept

- Geriatric trauma center at the hospital established in January 2019

State-of-the-art computer tomography for better diagnostics

- Institute for Radiology and Interventional Neuroradiology puts one of the world's most modern computer tomographs into operation

Outlook 2019/2020 – Focus on the following medical centers

- Vascular Medicine
- Cardiac Medicine with Cardiac Surgery
- Neuro Medicine
- Geriatric Medicine
- Mental Health



120 years of clinical medicine

- With the establishment of the former lung sanatorium, the foundation stone was laid for today's top medicine provider of Bad Berka

45 years interdisciplinary cardiac center

- One of the largest and best recognised heart centers in Germany
- Interdisciplinary network of cardiac surgery, cardiology and electrophysiology with a catchment area extending far beyond the region

25 years of spinal surgery

- One of the largest spine departments in Germany
- Known beyond national borders in the context of serious accidents

20 years paraplegic center

- Supraregional leader regarding the care of paraplegic patients
- Only paraplegic center in the whole of the state Thuringia

20 years PET center and clinic for radiopharmacy

- One of the most modern clinics for radiopharmacy in Europe with operation of its own cyclotron system
- Leading in personalized radiopharmaceutical tumor therapy (Theranostics)



Cardio-lung cluster of excellence "Cardio-Pulmonary System" (ECCPS)

- Only cluster of excellence for heart and lung research in Hesse remains a stable factor
- Unique selling proposition throughout Germany

Foundation of the Intergenomics Network

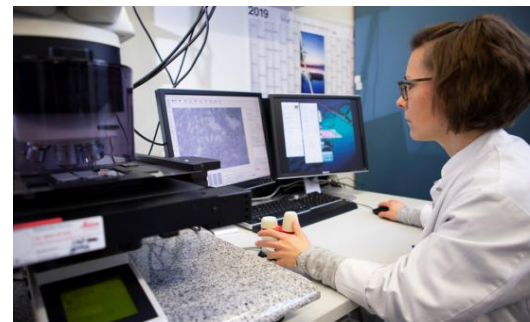
- Center for Integrated Genome Medicine for innovative diagnostics and personalized treatment of cancer in children and adults
- Revolution in oncology: liquid biopsy

Progress in Med-tech equipment

- New low-radiation children's heart catheter measuring station in the children's heart center
- SPECT-CT Hybrid System in nuclear medicine
- Robot assisted operations (DaVinci) of the latest generation

University Medical Outpatient Center

- Interdisciplinary outpatient center with its own range of outpatient services, private practices and day clinics
- Expansion of the range of services and use of the network for referrals
- Part of the holistic cross-sector Campus model of RHÖN-KLINIKUM AG



RHÖN-KLINIKUM AG secures the future of the Marburg Particle Therapy Center (MIT)

- Acquisition of the majority interest in MIT from Heidelberg University Hospital (75.1%)
- Introduction of a successful new chapter for MIT
- Positive signal for the Marburg site, UKGM, Central Hesse and our patients

Successful start of the “Physician’s Portal”

- Patients benefit from the expansion of the digital networking of the University Hospital Marburg by prompt transmission of their discharge letters to the physicians in private practices who continue treating them
- High acceptance: More than 96% of the patients invited already agreed to participate in the “Physician’s Portal” during inpatient admission

A new era in cancer immunotherapy

- Breakthrough in cancer treatment with tailored immune cells for specific hematological tumor diseases
- With the so called CAR T cell Therapy, the University Hospital Marburg is one of the few centers in Europe that can offer this high-innovative therapy



New separate accounting contract

The pact for the future

“Groundbreaking agreement on the separate accounting signed with the State of Hesse in 2017, contract in force!”

- **New separate accounting contract became effective in Q3 2018 after third party comparison on a arm’s length principle by KPMG was finished**
- **For the first time RHÖN is adequately compensated for it’s research and teaching efforts**
- **+€11.6m extra contribution on EBITDA (ongoing effect), thereof...**
 - ✓ +€7.4m recorded under other income
 - ✓ -€4.1m booked against personnel expenses
- **+€20m one-off effect, thereof...**
 - ✓ +€12.8m recorded under other income
 - ✓ -€7.2m booked against personnel expenses
- **Contract includes an annual increase by +2.5% (base year 2017)**
- **UKGM sustainably strengthened with strategically important €100m capex program (incl. €13m grant from State of Hesse)**
- **The program runs until the end of 2021 and has the potential of being established as a permanent solution beyond that**



UKGM (Giessen site)



UKGM (Marburg site)



1 Transformation and strategy

2 Business development

3 Financials and guidance

4 Regulatory framework and
staffing policy

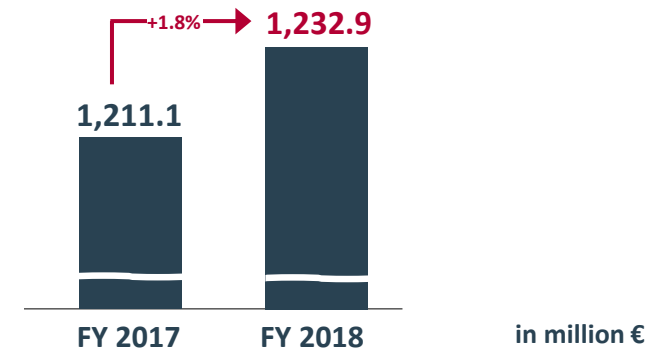
Financials

FY 2018 key figures

Volumes

- **+1.6%** more treated patients
- Total number of cases **850,147**
- Reduced number of inpatient cases (-0.4%) outperformed by increased number of ambulatory treatments (+2.3%)

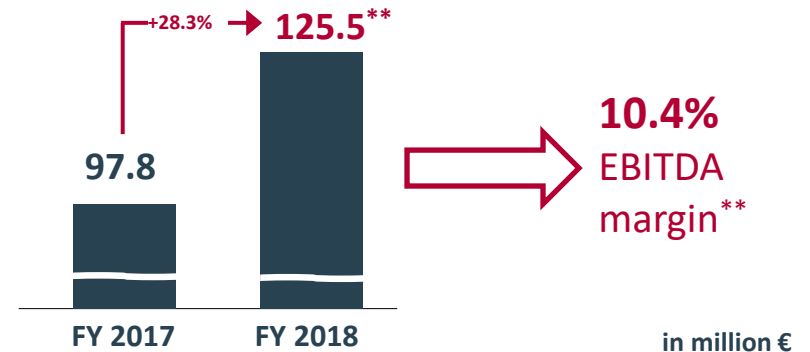
Revenues



Earnings & Cash

- EBIT (last year) **€64.9m** (€38.7m)
- Net Profit (last year) **€51.2m** (€36.7m)
- Cash **€246.7m**

EBITDA



* Includes a +€20m one-off from separate accounting

** Adjusted for effects from the settlement of additional fees for Spinraza; unadjusted EBITDA margin 10.2%

P&L (in €m)	2018	2017	Delta
Revenues	1,233	1,211	+1.8%
Personnel expenses	-796	-788	+1.0%
Material expenses	-372	-348	+7.1%
Other expenses	-122	-130	-5.9%
EBITDA	126	98	+28.3%
Depreciation & amortisation	-61	-59	+2.5%
EBIT	65	39	67.7%
Finance result	-2	-2	+6.2%
Income taxes	-12	0	N/A
Net profit	51	37	+39.5%

- Despite regulatory interventions by the legislator such as the catalogue effect and FDA as well as MDK corrections and the trend towards outpatient treatments, sales rose by 1.8%
- Personnel expenses in 2018 include positive one-off effects from separate accounting. Previous year's figure includes one-off payments in the single-digit million euro range in the course of the restructuring of the Management Board
- After elimination of the "Spinraza effect", material cost ratio remained at the previous year's level of 28.7%. This shows the success of our improvement program
- Adjusted for Spinraza our EBITDA margin was at 10.4%. RHÖN-KLINIKUM AG thus reaches the double-digit EBITDA margin range once again
- Consolidated net profit increases by 39.5%
- Earnings figures include one-off effects from separate accounting in the amount of approximately €20 million

- **A successful first quarter with solid growth figures despite start-up effects of the new Campus**
 - ✓ Revenues €324.2m (+4%)/EBITDA €28.7m (+4%)
 - ✓ Treated patients 218.924 (+1.1%)
- **New RHÖN-KLINIKUM Campus Bad Neustadt in operation**
 - ✓ Flagship facility launched at the turn of the year 2018/2019
 - ✓ Project implemented on time and within budget
- **Preparations for new telemedicine company in progress**
 - ✓ Swiss pioneer Medgate as cooperation partner
 - ✓ Ideal enhancement to our Campus Concept
 - ✓ Potential to develop into an important new field of business
- **Strategic minority stake in coding assistance software provider “Tiplu” acquired**
- **Dividend proposal foresees increase of +32% to €0.29 per share**
- **B. Braun increased shareholding to 25.23% (+23 bps)**



Key P&L figures

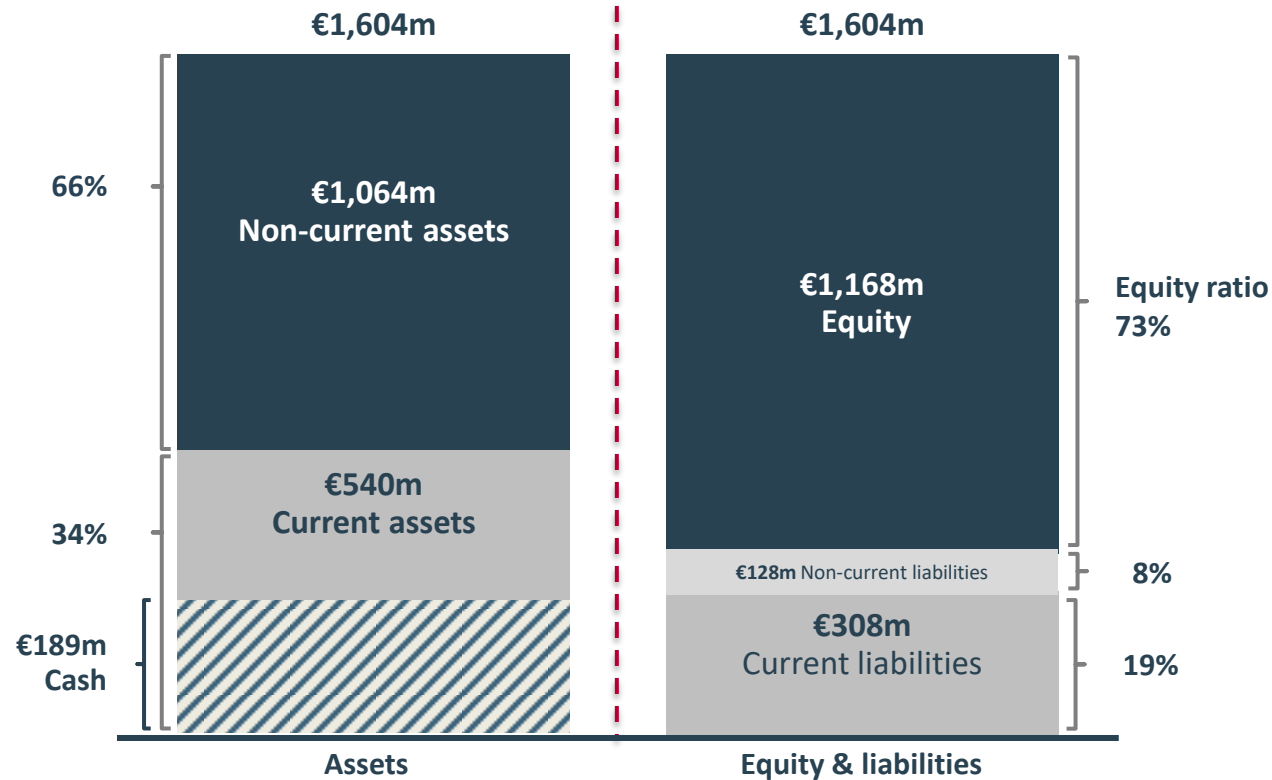
First quarter of 2019

Performance* in € millions	Q1 2019		vs. Q1 2018
Revenue	324.2	100.0%	4.0%
Personnel exp.	-213.6	65.9%	7.0%
Cost of materials	-96.0	29.6%	3.4%
Other expenses	-29.6	9.1%	5.3%
EBITDA	28.7	8.9%	4.0%
D&A	-17.6	5.5%	16.6%
EBIT	11.1	3.4%	-11.2%
Income tax	-1.8	0.5%	-10.0%
Net profit	8.9	2.8%	-14.4%

- Successful Q1 sales growth of +4.0% affected by new outcome of negotiations on university outpatient centers
- Overall sales growth still limited by regulatory interventions of the legislator and the trend towards outmigration
- Rise in personnel costs mainly based on an increase in number of employees (FTEs) and higher tariffs; 2019 figure includes small additional effect for trainees in the health professions
- Material costs increase by +3.4% is less than proportionally to sales; Material ratio of 29.6% is 20 bps below the previous year's level → success of corporate improvement program
- Increase in other costs includes expenses from the first-time consolidation of the Marburg Particle Therapy Center (MIT)
- EBITDA goes up by +4.0% (+€1.1m); EBITDA margin is at 8.9%
- Decline in EBIT and net profit is due to higher depreciation resulting from the commissioning of the Campus Bad Neustadt

* detailed and comprehensive P&L in Q1 2019 report

Core balance sheet positions as of 31 March 2019



**Solid balance sheet and
sustainable financial strength**



- ✓ Strong equity ratio
- ✓ High net liquidity
- ✓ Low gearing ratio

Management Board and Supervisory Board jointly propose to the AGM

to distribute a **dividend of €0.29 per share**
(+32% compared to the previous year)

Based on the currently outstanding number of shares in the amount of 66.94 million,
the total dividend will amount to €19.4m

DIVIDEND POLICY

“The dividend payout ratio of around 40% of the consolidated net income ensures medium-term investment capability and enables shareholders to participate appropriately in the company's success.”

**GUIDANCE
2019**

Group REVENUES

€1.30bn +/- 5%

Group EBITDA

€117.5m to €127.5m

**fully
confirmed**

Assumptions and key levers*

- **+1.8% DRG price effect** on group revenues
- **+2.8% DRG volume growth** on group revenues after catalogue effect
- **Further growth** from additional charges, elective services and outpatient revenues
- **+€20m one-off** from **subsequent effects** of the **Helios** transaction

*All assumptions are preliminary and may be subject to change in 2019

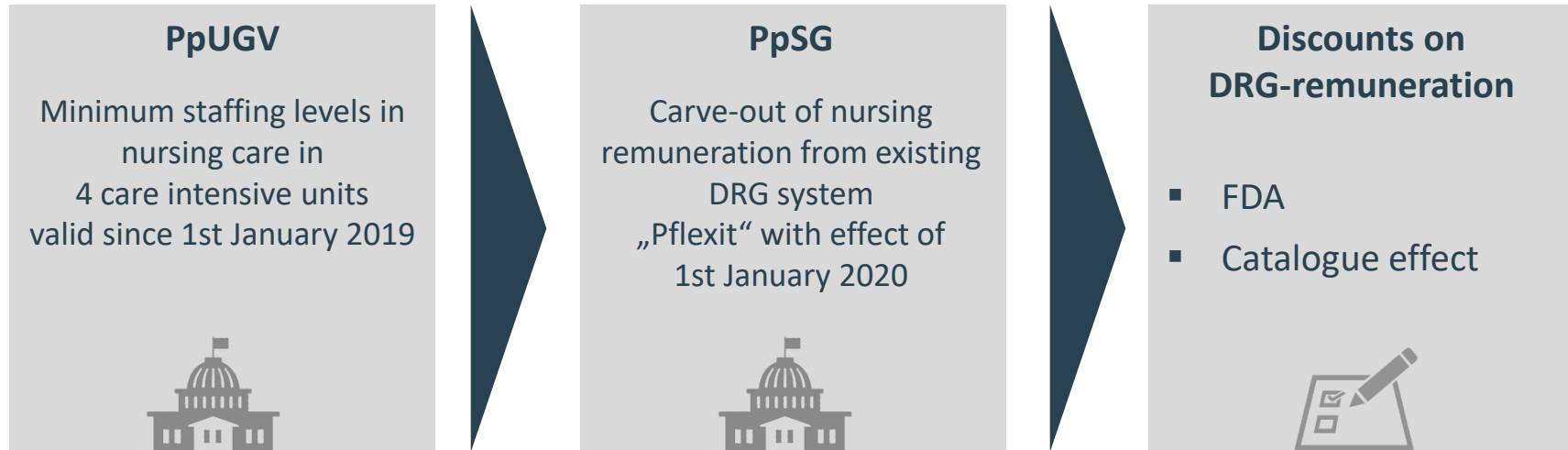


1 Transformation and strategy

2 Business development

3 Financials and guidance

4 Regulatory framework and
staffing policy



Numerous regulatory interventions by the legislator in introduction phase...

- **Right to choose between discounts or case number limitations** in the event that the minimum staffing levels are not reached (potential **effect of limitations from 2020 earliest**)
- Nursing personnel will be **fully remunerated on a 1:1 basis by 2020**
- Additionally hired nurses are **already fully compensated in transition year 2019**
- **Definition of "nursing care"** and associated occupational profiles that will be carved out **still have to be determined** (currently running process)
- The long-term objective of these measures is **to consolidate the sector from which RHÖN will benefit**

Incentives

- 2018 Start of an exchange program for nursing students between Bad Berka and the University Hospital Marburg
- Assistance in finding accommodation and discounted offers
- Support in finding kindergartens and nursery spaces
- Parcel and grocery delivery directly to the workplace (DHL/Amazon lockers)

Differentiated patient communications

- Patient needs and tasks are digitally recorded, prioritized and transmitted in a structured way to the ward staff
- More efficient communication between nurses and patients
- Multilingual system used at UKGM; well accepted by staff and patients

Group-wide nursing integration program

- Program established in Bad Neustadt for the recruitment and integration of nurses from abroad; More than 70 nurses have been recruited in 4 years to date
- Ongoing transition of this programme to other sites

Nursing Care Summit

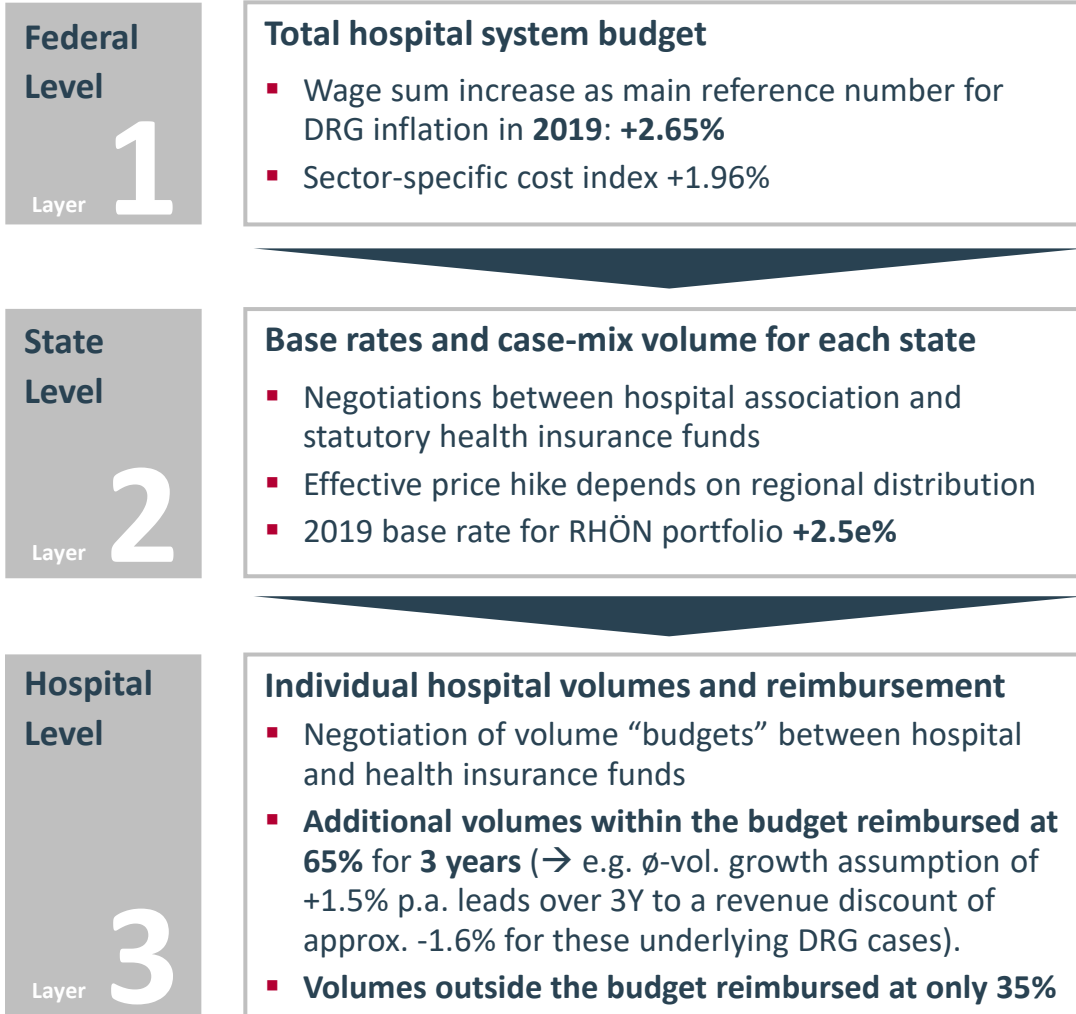
- First Group-wide nursing summit for interdisciplinary dialogue and adoption of packages of measures to strengthen nursing care



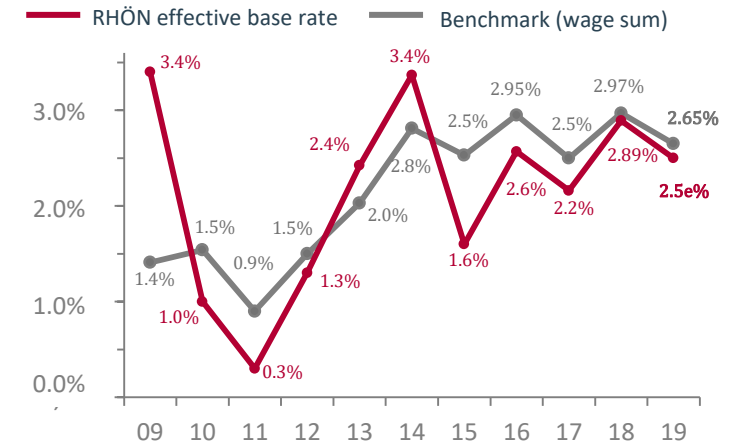
Digital Medicine, eHealth and Telemedicine

- Cooperation between Justus-Liebig-University Giessen (JLU) and RHÖN-KLINIKUM AG with participation of the Technical University Hessen (THM) and the Center for Telemedicine in Bad Kissingen (ZTM)
- Improving competencies for medical students at the interface between computer science and medicine
- We train the physicians of the future and impart the technological and communicative expertise
- Teaching the basics of artificial intelligence for decision support in medicine
- Theoretical training in Giessen and practical application via internships at the Bad Neustadt Campus

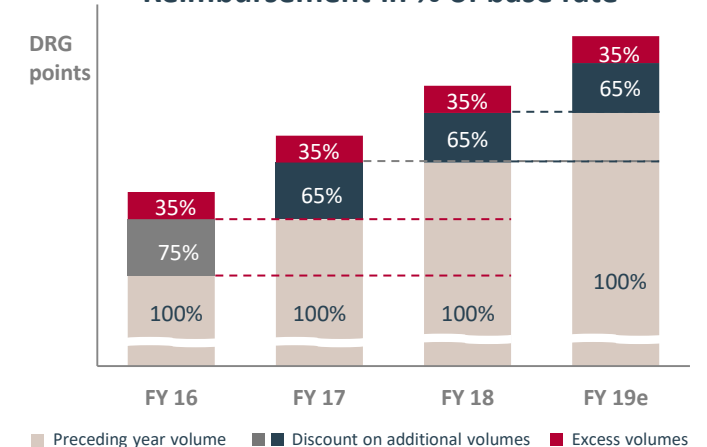




Average base rate increase in states with RHÖN hospitals
(weighted by RHÖN case mix)

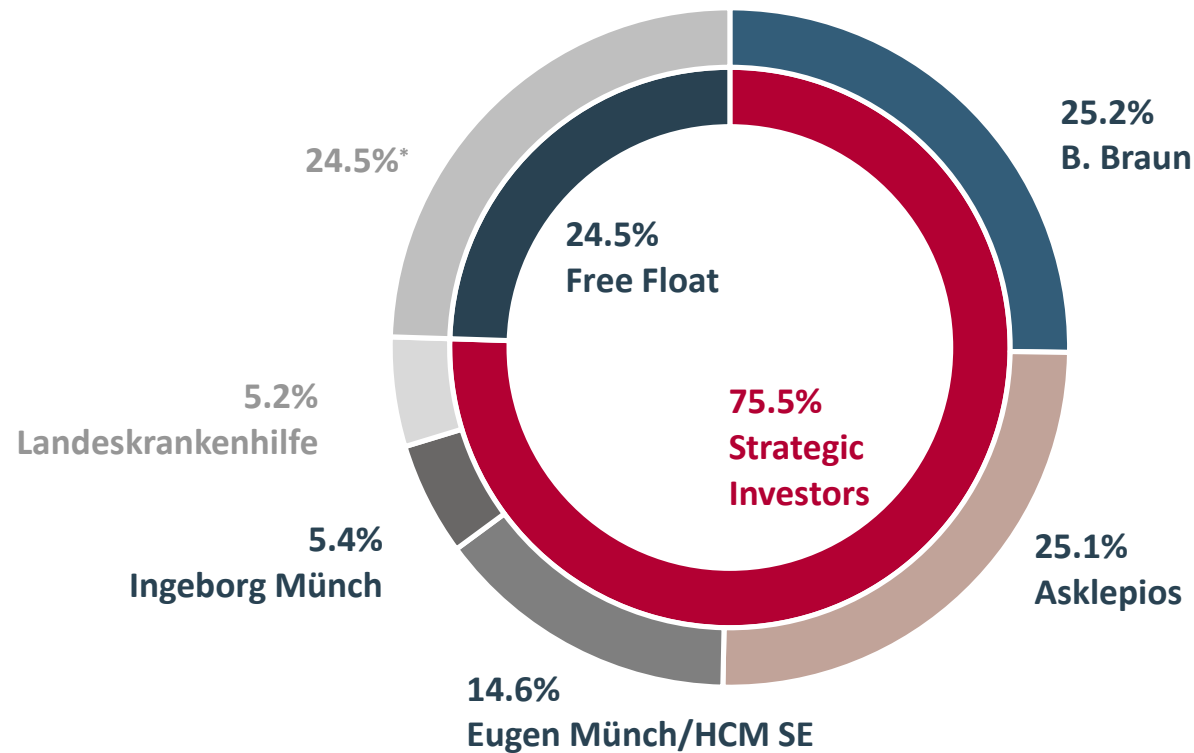


Reimbursement in % of base rate



Shareholder structure

as of 30 April 2019, according to the most recent notifications of voting rights at that time



* Shareholders with less than 3% of total voting rights

Appendix

IR contact information

Contact

Julian Schmitt

Head of Investor Relations & Treasury

tel +49 9771 65 1536

email ir@rhoen-klinikum-ag.com