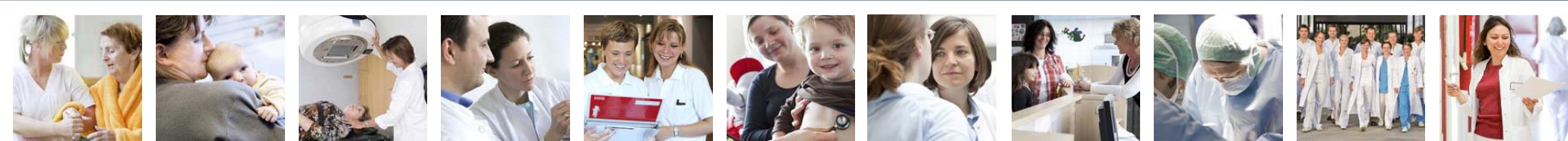


Preliminary Results for FY 2018

22 February 2019



Stephan Holzinger
Julian Schmitt



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Glossary: € = Euro; \$ = (US)Dollar; (FY) = (financial) year(s); M = month(s); % = percentage; a = actual; acc. = according; approx. = approximately; e = expected; k = thousand(s); m = million(s)

“Against the industry trend, RHÖN-KLINIKUM AG continued to develop successfully in 2018, despite major regulatory hurdles, thanks to its strategic focus.”

- **First inter-sectoral Campus opened at Bad Neustadt last December**
- **New separate accounting contract became effective**
 - ✓ +€10m EBITDA contribution on a recurring basis/+€20m one-off in 2018
 - ✓ +2.5% p.a. additional compensation for inflation costs
 - ✓ UKGM sustainably strengthened with strategically important capex programme
- **Revision of the medical strategy and focus of our sites in Bad Berka and Frankfurt (Oder)**
- **Acquisition of majority stake in Marburg Ion Therapy Centre (MIT)**
- **Digital lighthouse projects took off at full speed**
- **Semantic coding software in use to increase the quality of medical documentation and reduce MDK corrections**



Impressions of our Campus Bad Neustadt: The brand-new facilities will be presented at our capital markets day on 10 April 2019



Campus strategy

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



Digitalisation strategy

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

“THE NEW RHÖN”



~850k patients
~17k employees
Five locations
Only privatised
university clinic
in Germany



Expansion strategy

Domestic Campus rollout
Business opportunities abroad



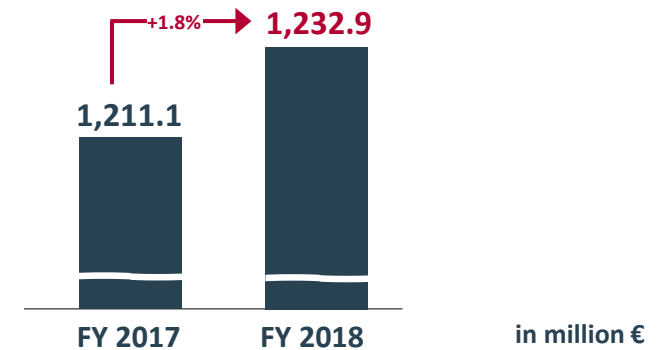
Telemedics strategy

Medgate Germany as a 2nd pillar

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%)

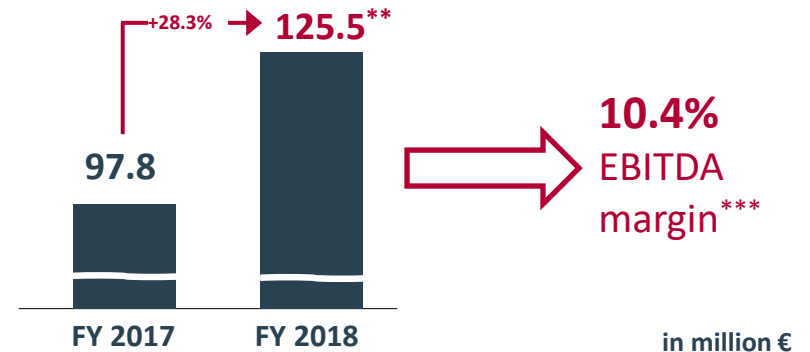
Revenues



Earnings & Cash

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

EBITDA



* All figures are preliminary and not audited

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

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

GUIDANCE
2019

Group REVENUES

€ 1.30bn +/- 5%

Group EBITDA

€ 117.5m to € 127.5m

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
- +4.0% input **wage cost inflation**
- +€20m one-off from **subsequent effects** of the **Helios** transaction

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

- 22 February 2019 **Preliminary results for financial year 2018
Conference call**
- 29 March 2019 **Publication of annual financial report 2018
Annual Press Conference**
- 10 April 2019 **Capital Markets Day (Campus Bad Neustadt)**
- 3 May 2019 **Publication of interim report for the quarter ending 31 March 2019**
- 5 June 2019 **Annual General Meeting (Stadthalle Bad Neustadt)**
- 1 August 2019 **Publication of the half-year financial report as of 30 June 2019**
- 8 November 2019 **Publication of interim report for the quarter ending 30 Sept 2019
Conference call**

All dates could be subject to modification

Federal Level

Layer **1**

Total hospital system budget

- Wage sum increase as main reference number for DRG inflation in **2019: +2.65%**
- Sector-specific cost index +1.96%

State Level

Layer **2**

Base rates and case-mix volume for each state

- Negotiations between hospital association and statutory health insurance funds
- Effective price hike depends on regional distribution
- 2019 base rate for RHÖN portfolio **+2.5e%**

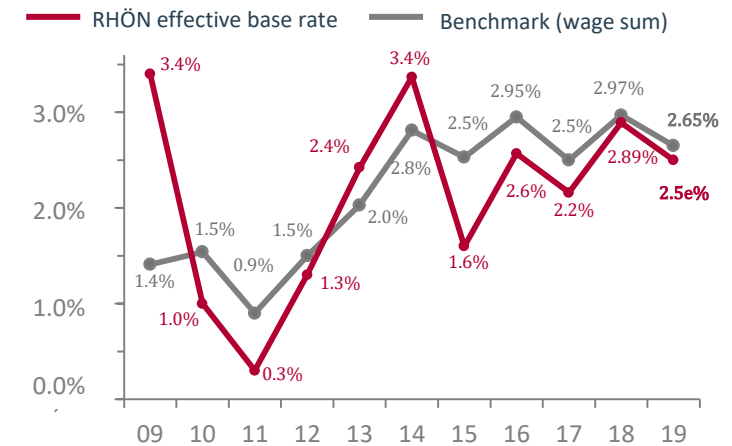
Hospital Level

Layer **3**

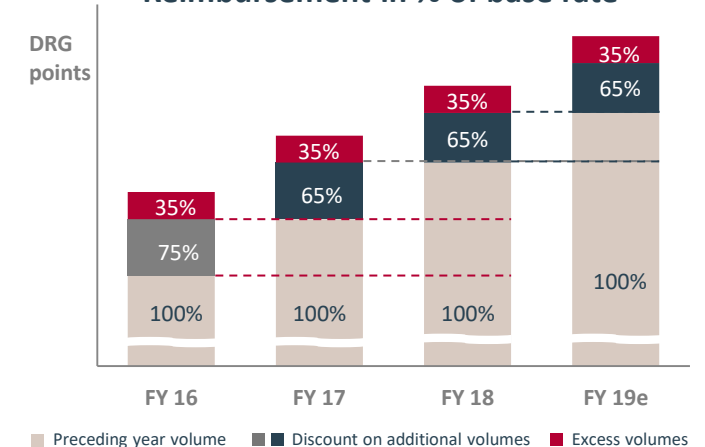
Individual hospital volumes and reimbursement

- Negotiation of volume “budgets” between hospital and health insurance funds
- Additional volumes within the budget reimbursed at 65% for 3 years** (→ e.g. \emptyset -vol. growth assumption of +1.5% p.a. leads over 3Y to a revenue discount of approx. -1.6% for these underlying DRG cases).
- Volumes outside the budget reimbursed at only 35%**

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

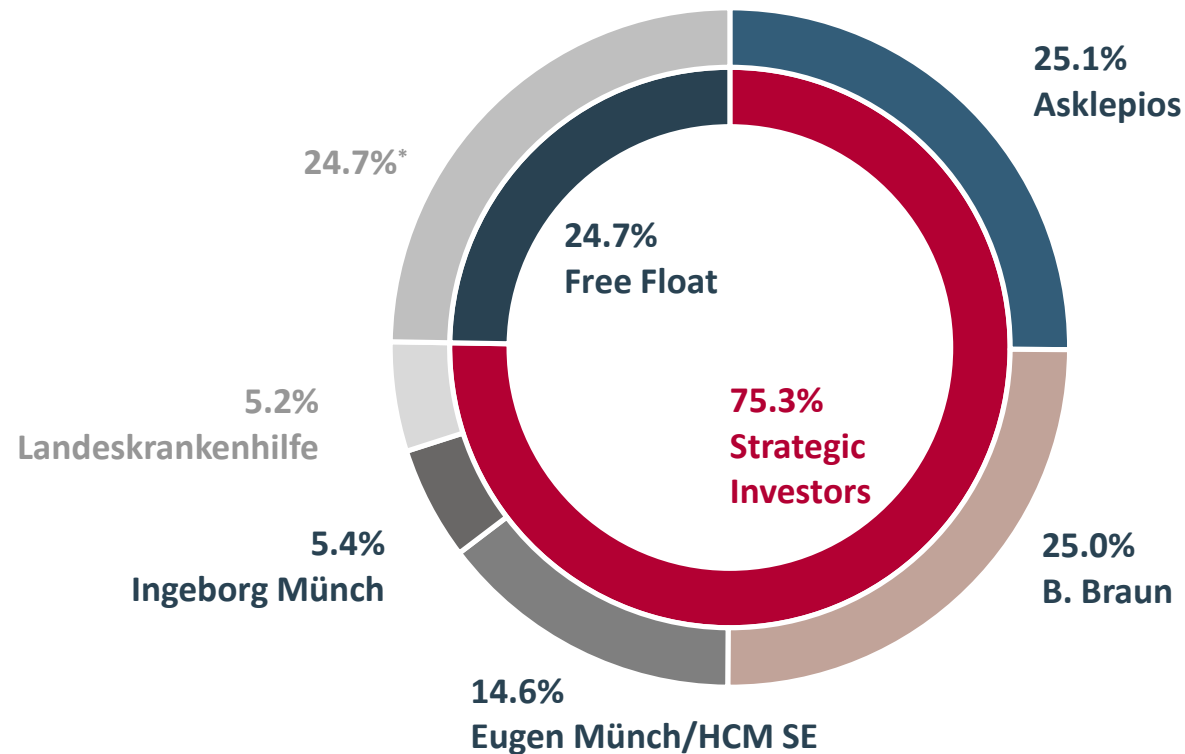


Reimbursement in % of base rate



Shareholder Structure

as of **31 December 2018**, according to the most recent notifications of voting rights at that time



* Shareholders with less than 3% of total voting rights

Appendix

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