

MANAGEMENT TEAM

Kai Hankeln
CEO



Dr. Thomas Wolfram
CEO



Hafid Rifi
CFO



Marco Walker
COO



Prof. Dr. Christoph U. Herborn
CMO



At Asklepios, we embody excellence. Every single day.

To us, excellence is not a target, but a long-term process of constantly improving.



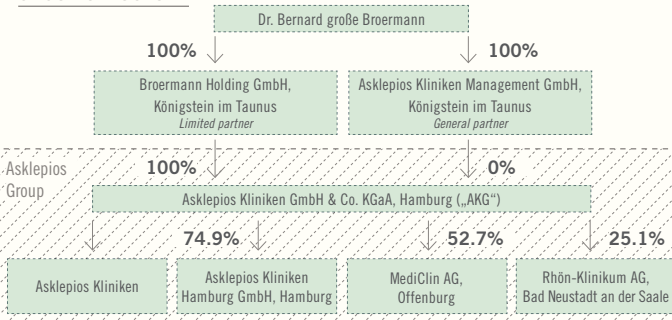
COMPANY PROFILE

- > Leading integrated healthcare group under family ownership
- > Around 160 healthcare facilities in 14 German federal states
- > Nationwide German network for holistic healthcare provision:
 - Maximum, basic, primary and specialised care services
 - Specialist hospitals with established specialities
 - Rehabilitation clinics
 - Medical centres
- > Asklepios takes responsibility for state-of-the-art, future-proof jobs and individual development prospects for more than 47,000 employees
- > Quality, innovation and social responsibility are our guiding principles

KEY FIGURES

EUR million	2017	2016
Patients (million)	2.282	2.279
Beds	26,704	26,593
Employees (FTEs)	35,097	34,887
Revenue	3,261.9	3,211.2
EBITDA	396.4	390.4
EBITDA margin	12.2	12.2
Net income for the year	194.1	192.1
Net debt/EBITDA	2.2x	1.3x

GROUP STRUCTURE



EQUITY AS AT 31 DECEMBER 2017

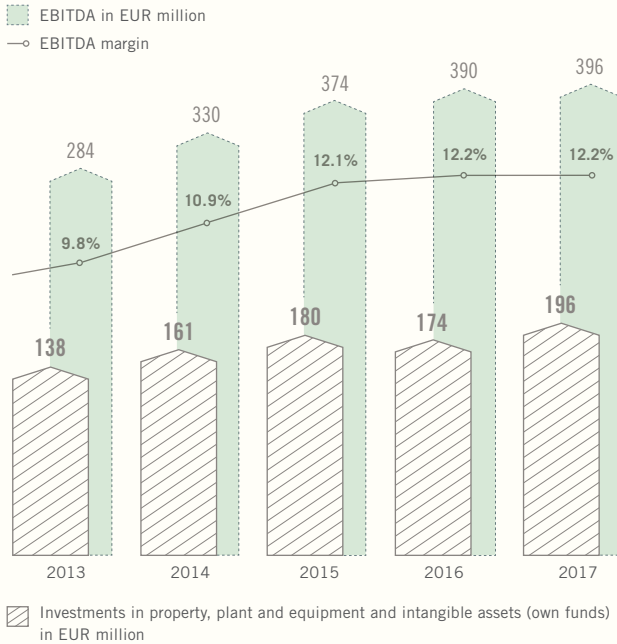
1,417
EUR million

EQUITY RATIO
34.4%

RETURN ON EQUITY
13.7%



INVESTED OWN FUNDS AND EBITDA



INVESTMENT HIGHLIGHTS

Attractive acute market

- › 80% of revenue is from the crisis-resistant area of statutory health insurance
- › Increasing demand for healthcare services, which is independent of economic trends

Market leadership and diversification

- › Leading operator of clinics and healthcare facilities with a focus on expanding the Centres of Excellence
- › Clear commitment to high quality medicine, continuous innovation and social responsibility

Predictability

- › Stable and predictable cash flows as a result of non-cyclical demand for healthcare services, the regulated environment and high barriers to market entry

Experience

- › Over 30 years of success in the healthcare market with a highly experienced management team

Profitability

- › Successive increase in the long-term EBITDA margin to 12%
- › Further potential by integrating and giving a distinct identity to existing hospitals and strategically expanding our value chain

Conservative financing approach

- › Healthy financial structure with a balanced maturity profile
- › Investment-grade profile as the Group financing guideline

FINANCING INSTRUMENTS

Instrument	Time of issue	Issue volume	Coupon	Terms
Promissory note loan	2017	EUR 780 million	Variable or fixed	5, 7 and 10 years
Promissory note loan	2015	EUR 580 million	Variable or fixed	5, 7, 10, 12 and 15 years
Promissory note loan	2013	EUR 300 million	Variable or fixed	5, 7 and 10 years

FINANCIAL CALENDAR

26 April 2018	Annual Report 2017
24 May 2018	Report on the first quarter
23 August 2018	Report on the first half of the year
22 November 2018	Report on the third quarter

INVESTOR RELATIONS CONTACT

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