



# "HYGEIA GROUP"



#### Interim 2009 IFRS Financial Statements





August 6, 2009







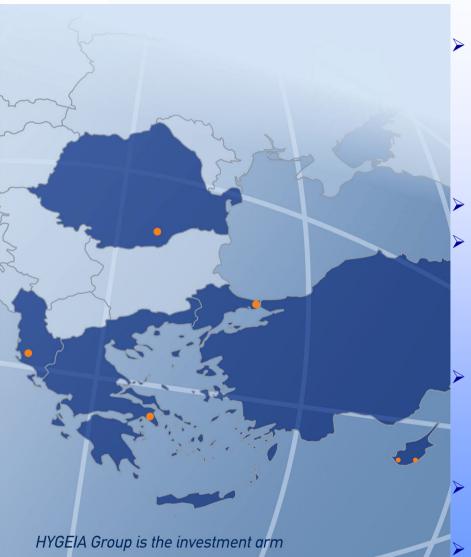
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in the healthcare services sector of MARFIN

#### **HYGEIA Group Results**

- **1H 09 Revenues** increased by 33.5% y-o-y to EUR 183.0m, mainly due to the full-consolidation of Evangelismos Paphos since 3Q08 and Safak Group since December 08. Thus, the consolidated financial statements are not directly comparable with the same period last year.
- **1H 09 EBITDA** reached EUR 31m up 3.2% y-o-y.
- **1H 09 EBITDA margin** stood at 16.9% on the back of the increased contribution of lower margin commercial subsidiary Y-Pharma and the consolidation for the first time of SAFAK Group and Evangelismos that are in a restructuring phase.
- **1H 09 EBT** increased by 27.4% y-o-y to EUR 15.8m, mainly due to the lower interest expenses following the early full redemption of the EUR 300m Convertible Bond Loan (C.B.L).
- **1H 09 Net Income** increased by 36.5% to EUR 11.1m, due to minorities.
- **1H 09 Net Debt** stood at EUR 190.3m.



Income Statement EUR m	1H 2008	1H 2009
Revenues	137.1	183.0
change y-o-y		33.5%
EBITDA	30.0	31.0
change y-o-y		3.2%
margin	21.9%	16.9%
EBT	12.4	15.8
change y-o-y		27.4%
margin	9.0%	8.6%
Net Income (after minorities)	8.1	11.1
change y-o-y		36.5%
margin	5.9%	6.0%

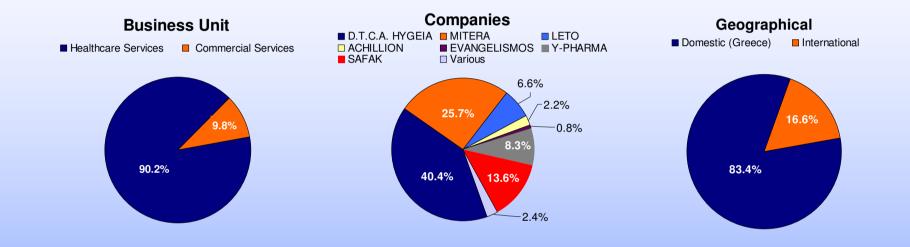


#### **1H 2009 Group Balance Sheet**

Balance Sheet EUR m	2008	1H 2009
Tangible assets	233.3	246.4
Intangible assets	139.8	138.8
Goodwill	234.5	234.5
Other Assets	7.2	7.1
Total Assets	614.8	626.8
Inventories	9.9	10.9
Accounts Receivables	89.4	94.8
Cash & Liquid Assets	199.6	74.0
Total Current Assets	298.8	179.7
TOTAL ASSETS	913.6	806.5
Shareholders' Equity	340.1	319.8
Minority interests	39.0	33.4
Long-Term Debt	33.1	31.9
Other Long-Term Liabilities	73.2	74.6
Total Long - Term Liabilities	106.3	106.5
Short-term Debt	328.8	232.3
Accounts Payable	90.9	104.0
Other Short-term Liabilities	8.6	10.5
Total Current Liabilities	428.2	346.8
TOTAL EQUITY & LIABILITIES	913.6	806.5



# **HYGEIA Group Revenues Breakdown<sup>1</sup>**



- Hospital Services B.U. accounts for 90.2% of group revenues.
- **HYGEIA, MITERA & LETO Hospitals account for circa 72.7% of revenues.**
- **Revenues from third countries accounts for 16.6% of group revenues.**



HYGEIA GROUP	1H 2008	1H 2009
Days	182	181
Licensed Bed Capacity End of Period	1,007	1,620
Active Bed Capacity	788	1,270
Available Hospitalisation Days	143,325	229,870
Patient Days	98,053	150,357
Occupancy Rate	68.4%	65.4%
Inpatients	29,611	52,124
Number of operations	24,751	32,554
Outpatients	181,445	390,068
L.O.S	3.31	2.88
Births	8,374	9,462

- **K.P.Is are not directly comparable due to the full consolidation of Safak Group and Evangelismos.**
- > As a result, HYGEIA Group active bed capacity increased by 61%y-o-y.
- Patient Days soared by 53%y-o-y.
- Occupancy rate declined by 3pps y-o-y to 65.4%.
- **L.O.S declined to 2.88 days.**



## **D.T.C.A. HYGEIA General Hospital Results**



- **1H 09 Revenues** increased by 8.1% y-o-y to EUR 74.1m.
- **1H 09 EBITDA** increased by 2%y-o-y to EUR 14.8m.
- > 1Q 09 EBITDA margin stood at 20%.
- EBT increased by 22.4% y-o-y to EUR 14.8m, mainly due to the lower interest expenses following the early full redemption of the EUR 300m Convertible Bond Loan (C.B.L).
- **1H 09 Net Income** reached EUR 13.2m, increasing by 15.5% y-o-y.
- > **1H 09 Net Debt** stood at EUR 140m.



Income Statement EUR m	1H 2008	1H 2009
Revenues	68.5	74.1
change y-o-y		8.1%
EBITDA	14.5	14.8
change y-o-y		2.0%
margin	21.2%	20.0%
EBT	12.1	14.8
change y-o-y		22.4%
margin	17.7%	20.0%
Net Income	11.4	13.2
change y-o-y		15.5%
margin	16.7%	17.9%



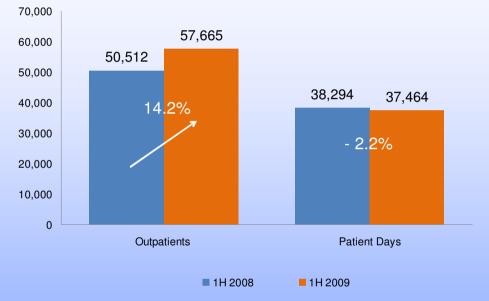
## D.T.C.A. HYGEIA General K.P.Is

D.T.C.A. Hygeia General Hospital Data	2005	1H 2008	1H 2009
# of Active Beds	254	258	258
Available Patient Days	92,710	46,592	46,698
Patient Days	66,662	38,294	37,464
change y-o-y			-2.2%
Inpatient Admissions	14,893	9,228	9,200
change y-o-y			-0.3%
Length of Stay (Days)	4.48	4.15	4.07
Throughput Ratio (patients / bed number)	58.6	35.8	35.7
Occupancy Rate	71.9%	82.2%	80.2%
Average Revenue per Inpatient (EUR)	4,823	6,364	6,825
change y-o-y			7.2%
Average Revenue per Outpatient (EUR)	167	193	196
change y-o-y			1.2%
Avg. Revenue per bed/day (EUR)	1,078	1,534	1,676
change y-o-y			9.3%
Avg. Revenue per day (EUR)	228,638	376,319	409,181
change y-o-y			8.7%

- Since the acquisition of D.T.C.A. HYGEIA from MIG in Jan. 06, all the operating metrics of the hospital have improved significantly.
- During 1H09 the restructuring of the hospital continued, while from 2H 2009 the capacity of the hospital will increase by 25 beds.



#### 1H 09 D.T.C.A. HYGEIA Hospital K.P.Is



Length of Stay



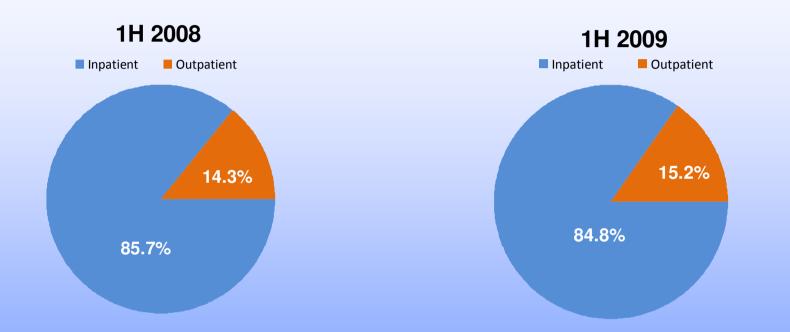
- > Outpatients increased by 14.2%y-o-y.
- Inpatients slide by 0.3%y-o-y.
- Patients days decreased by 2.2%y-o-y.

L.O.S decreased to 4.07 days from 4.15 in 1H08. Recall that FY05 L.O.S stood at 4.48.

Occupancy rate in 1H09 reached 80.1% compared to 82.2% the same period last year and 71.9% in FY05.



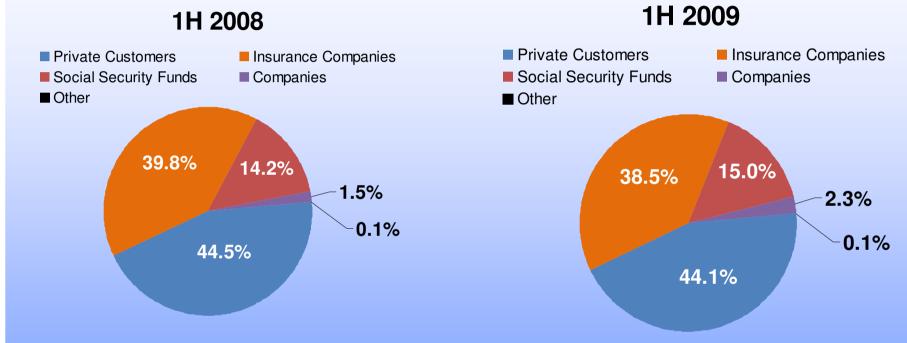
#### **D.T.C.A. HYGEIA Revenues Breakdown**



- > Inpatient revenues increased by 6.9% y-o-y to EUR 62.8m.
- > Outpatient revenues increased by 15.5% y-o-y to EUR 11.3m.



#### **D.T.C.A. HYGEIA Revenues Breakdown**



> 1H09 Revenues from Insurance Companies stood at 38.5%.

> 1H09 Revenues from Private Customers stood at 44.1%.



#### **Mitera Maternity Hospital**



- **1H 09 Revenues** increased by 10.4% y-o-y to EUR 47.2m.
- **1H 09 EBITDA** remained stable at EUR 11.05m.
- > **1H 09 EBT** stood at EUR 9.4m down 2.9%y-o-y.
- Net Income slighted by 1.5% y-o-y to EUR 7.03m.
- > **Net Debt** stood at EUR 37.2m.

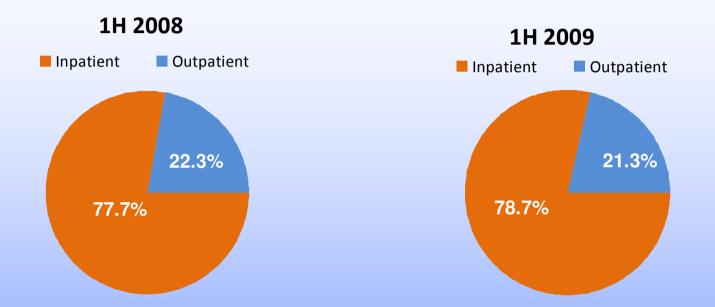


## Mitera Maternity K.P.Is

Mitera Maternity Hospital Data	1H 2008	1H 2009
# of Active Beds	358	379
Available Patient Days	65,065	68,599
Patient Days	43,643	42,504
change y-o-y		-2.6%
Inpatient Admissions	14,558	14,540
change y-o-y		-0.1%
# of Deliveries	6,148	6,098
change y-o-y		-0.8%
Length of Stay (Days)	3.00	2.92
Throughput Ratio (patients / bed number)	40.7	38.4
Occupancy Rate	67.1%	62.0%
Average Revenue per Inpatient (EUR)	2,285	2,555
change y-o-y		11.8%
Average Revenue per Outpatient (EUR)	97	103
change y-o-y		5.8%
Avg. Revenue per bed/day (EUR)	762	874
change y-o-y		14.6%
Avg. Revenue per day (EUR)	235,330	260,626
change y-o-y		10.7%



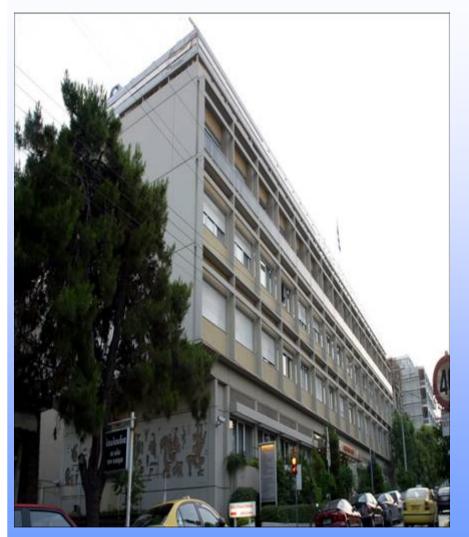
#### Mitera Revenue Breakdown



Amidst the financial crisis MITERA 1H09 Revenues improved:

- > Outpatient revenues increased by 4.9% y-o-y to EUR 10.0m.
- Inpatient revenues increased by 11.7% y-o-y to EUR 37.1m.
- **Birth revenues increased by 8.4%y-o-y to EUR 22.9m.**





#### **Leto Maternity Hospital**

- **1H 09 Revenues** increased by 1.2% y-o-y to EUR 12.1m.
- **1H 09 EBITDA** increased by 4.3% y-o-y to EUR 2.9m.
- **EBITDA margin** improved by 71pps y-o-y.
- **1H 09 EBT** decreased by 11.2% y-o-y to EUR 1.9m.
- Net Income decreased by 9.1% y-o-y to EUR 1.4m.
- > Net Cash stood at EUR 2.7m.

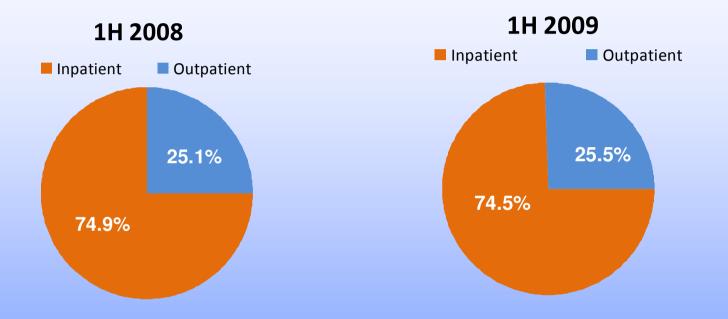


## Leto Maternity K.P.Is

Leto Maternity Hospital	1H 2008	1H 2009
# of Active Beds	97	97
Available Patient Days	17,654	17,557
Patient Days	11,153	11,602
change y-o-y		4.0%
Inpatient Admissions	3,103	3,266
change y-o-y		5.3%
# of Deliveries	2,039	2,095
change y-o-y		2.7%
Length of Stay (Days)	3.59	3.55
Throughput Ratio (patients / bed number)	32.0	33.7
Occupancy Rate	63.2%	66.1%
Average Revenue per Inpatient (EUR)	2,781	2,766
change y-o-y		-0.5%
Average Revenue per Outpatient (EUR)	113	119
change y-o-y		5.6%
Avg. Revenue per bed/day (EUR)	774	779
change y-o-y		0.6%
Avg. Revenue per day (EUR)	63,339	66,992
change y-o-y		5.8%



#### **Leto Revenue Breakdown**



- > Outpatient revenues increased by 6.7% y-o-y to EUR 3.1m.
- > Inpatient revenues increased by 4.7% y-o-y to EUR 9.0m.
- **Birth revenues increased by 6.3% y-o-y to EUR 6.0m.**

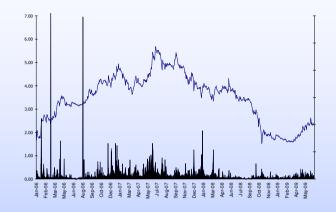


- In January 09 Hygeia Group proceeded to the early full redemption of the EUR 300m Convertible Bond Loan.
- In March 09 Hygeia Group increased its indirect stake in LETO Maternity Hospital to 87.5% for € 10.9m.
- In March 09 Hygeia Group acquired the remaining 80% of Magnetic Hygeia Diagnostic Imaging for € 1.7m.
- > In June 09 Hygeia Group acquired the 70% of Biocheck for € 1.05m.

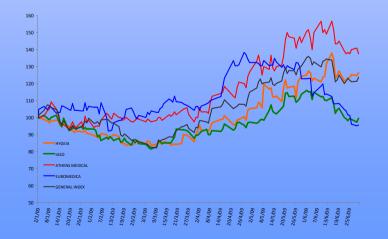


#### **Stock Market Data**

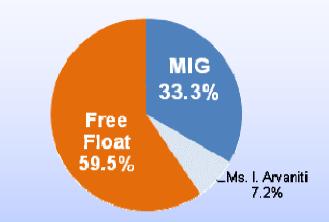
#### **HYGEIA SA Price - Volume Chart**



HYGEIA MARKET PERFORMANCE vs PEERS & ATHEX G.I.



**HYGEIA SHAREHOLDERS' STRUCTURE** 



Stock Data	
Mcap (EUR m)	301.5
# of shares (m)	125.6
Avg. Daily Volume (52 weeks)	79,957
52-weeks low (EUR)	1.52
52-weeks high (EUR)	3.71
IPO 7/6/2002 Adj. Price (EUR)	4.17
Bloomberg Code	HYGEIA GA
RIC	HYGr.AT
Bloomberg Code	HYGEIA GA

Prices as of closing June 30, 2009



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#### **Contacts:**

#### **Konstantinos Tzoutzourakis**

Investor Relations Director Tel: +30 210 6867 455 e-mail: <u>k.tzoutzourakis@hygeia.gr</u>

#### Marina Mantzourani

Investor Relations Officer Tel: +30 210 6867 006 e-mail: <u>m.mantzourani@hygeia.gr</u>

fax: +30 210 6867 008 ir@hygeia.gr www.hygeia.gr

30, Kapodistriou Ave. & Pentelikou Str. GR-151 23 Marousi, Athens, Greece

