

# "HYGEIA GROUP"





#### 1H 2010 IFRS Financial Statements

August 27, 2010







#### Table of Contents





HYGEIA GROUP Results	3
D.T.C.A. HYGEIA General Hospital	10
Stock Market Data	12
Disclaimer	13
Contact Details	14



### **HYGEIA Group Results**



in the healthcare services sector of MARFIN

- IH 2010 Revenues declined by 6.1% y-o-y to EUR 171.8m, mainly due to the illegal competition in the Greek maternity sector and the Turkish & Cypriot subsidiaries.
- IH 2010 EBITDA declined by 67.9% to EUR 9.9m on the back of the financial crisis that had a negative impact in Greek consumers disposable income, the illegal competition in the Greek maternity sector, the pre-opening expenses of the new Hospital in Albania and the loss-making subsidiaries in Turkey & Cyprus.
- **1H 2010 EBITDA margin** stood at 5.8% versus 16.9% in 1H 2009, due to the financial crisis and the foreign subsidiaries.
- Due to the abovementioned reasons in **1H 2010** HYGEIA Group reported pre-tax losses of EUR 4.7m versus E.B.T of EUR 15.6m in 1H 2009.
- On a comparable basis HYGEIA Group posted in 1H 2010 losses after taxes and minorities of EUR 2.1m versus Net Income of EUR 11.0m in 1H 2009. Recall that the Greek government imposed a one-off tax to all Greek companies for the profits of FY09 that the Group booked in 2Q 2010 (EUR 3.8m). As a result, reported losses after taxes and minorities stood at EUR 6.0m
- **1H 2010 Net Debt** stood at EUR 166.1m.



#### **Group Key Financial Figures**

1H 2009	1H 2010
183.0	171.8
	-6.1%
31.0	9.9
	-67.9%
16.9%	5.8%
15.6	-4.7
	n.m.
8.5%	-2.7%
11.0	-6.0
	n.m.
6.0%	-3.5%
11.0	-2.1
	n.m.
6.0%	-1.2%
	183.0 31.0 16.9% 15.6 8.5% 11.0 6.0% 11.0

Recurring comparable Net Income exclude the windfall tax of EUR 3.8m that was booked in 2Q 2010.

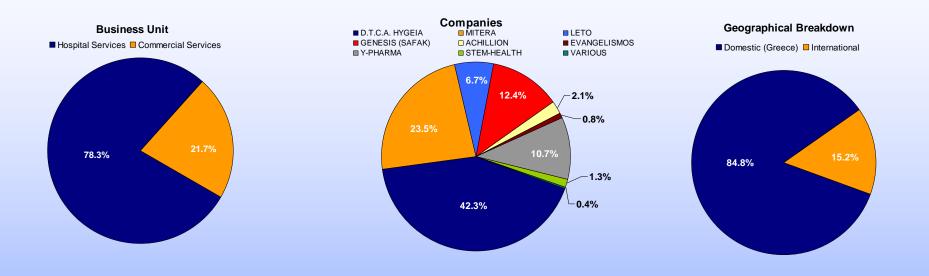


#### **Group Balance Sheet**

Balance Sheet EUR m	2009	1H 2010
Tangible assets	253.5	266.8
Intangible assets	148.3	147.1
Goodwill	230.1	230.1
Other Assets	6.6	7.5
Total Assets	638.6	651.5
Inventories	10.8	11.1
Accounts Receivables	81.8	81.0
Other short term receivables	19.8	23.2
Cash & Liquid Assets	29.1	29.1
Total Current Assets	141.5	144.3
TOTAL ASSETS	780.0	795.7
Shareholders' Equity	399.2	392.5
Shareholders' Equity Minority interests	<b>399.2</b> 32.2	<b>392.5</b> 27.9
• •		
Minority interests	32.2	27.9
Minority interests Long-Term Debt	32.2 36.0	27.9 34.9
Minority interests Long-Term Debt Other Long-Term Liabilities	32.2 36.0 76.0	27.9 34.9 77.0
Minority interests Long-Term Debt Other Long-Term Liabilities <b>Total Long - Term Liabilities</b>	32.2 36.0 76.0 <b>112.0</b>	27.9 34.9 77.0 <b>111.9</b>
Minority interests Long-Term Debt Other Long-Term Liabilities <b>Total Long - Term Liabilities</b> Short-term Debt	32.2 36.0 76.0 <b>112.0</b> 156.0	27.9 34.9 77.0 <b>111.9</b> 160.3
Minority interests Long-Term Debt Other Long-Term Liabilities <b>Total Long - Term Liabilities</b> Short-term Debt Accounts Payable	32.2 36.0 76.0 <b>112.0</b> 156.0 48.4	27.9 34.9 77.0 <b>111.9</b> 160.3 62.7



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



- Hospital Services B.U. accounts for 78.3% of group revenues.
- > HYGEIA, MITERA & LETO Hospitals account for circa 72.5% of revenues.
- Revenues from third countries accounts for 15.2% of group revenues.

<sup>1</sup> Revenues Breakdown excluding intra-group sales.



### **Greek Entities Key Financial Figures**

Income Statement EUR m	1H 2009	1H 2010
Revenues	154.4	145.7
change y-o-y		-5.7%
EBITDA	30.6	15.9
change y-o-y		-48.1%
margin	19.8%	10.9%
EBT	18.0	4.8
change y-o-y		-73.5%
margin	11.6%	3.3%
Net Income (after minorities)	12.9	1.9
change y-o-y		-85.0%
margin	8.3%	1.3%
Recurring Comparable N.I.	12.9	5.8
change y-o-y		-54.9%
margin	8.3%	4.0%

Recurring comparable Net Income exclude the windfall tax of EUR 3.8m that was booked in 2Q 2010.



### **International Entities Key Financial Figures**

Income Statement EUR m	1H 2009	1H 2010
Revenues	28.6	26.1
change y-o-y		-8.7%
EBITDA	0.4	-5.9
change y-o-y		<i>n.m.</i>
margin	1.4%	-22.7%
EBT	-2.4	-9.4
change y-o-y		<i>n.m.</i>
margin	-8.4%	-36.2%
Net Income (after minorities)	-1.9	-7.9
change y-o-y		<i>n.m.</i>
margin	-6.6%	-30.4%



#### **HYGEIA Group K.P.Is**

HYGEIA GROUP	1H 2009	1H 2010
Days	181	181
Licensed Bed Capacity End of Period	1,620	1,628
Active Bed Capacity	1,270	1,266
Available Hospitalisation Days	229,870	229,146
Patient Days	150,359	136,175
Occupancy Rate	65.4%	59.4%
Inpatients	52,124	49,514
Outpatients	382,262	456,804
Number of operations	32,547	28,660
L.O.S	2.88	2.75
Births	9,462	8,375



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



- > **1H 2010 Revenues** slide by 1.9% y-o-y to **EUR 72.7m**.
- > **1H 2010 EBITDA** decreased by 24.8%y-o-y to **EUR 11.1m**.
- H 2010 EBITDA margin reached 15.3% versus 20%, on the back of adverse revenue mix.
- H 2010 Recurring EBT (excluding dividends from subsidiaries) declined by 26.8% y-o-y to EUR 4.8m versus EUR 6.6m in 1H 2009.
- H 2010 Reported EBT decreased by 67.5% y-o-y to EUR 4.8m versus EUR 14.8m in 1H 2009, since HYGEIA's management decided not to collect dividends from its subsidiaries in order to strengthen their capital structure. Recall that in 1H 2009 HYGEIA booked dividends from subsidiaries of EUR 8.3m.
- **1H 2010 Comparable and Recurring Net Income** reached EUR 3.6m, decreasing by 38.5% y-o-y. Reported Net Income including subsidiaries dividends and the windfall tax of EUR 1.7m decreased by 86%y-o-y to EUR 1.8m versus EUR 13.2m in 1H 2009.
- **1Q 2010 Net Debt** stood at EUR 97.5m.



## **D.T.C.A. HYGEIA Key Financial Figures**

Income Statement EUR m	1H 2009	1H 2010
Revenues	74.1	72.7
change y-o-y		-1.9%
EBITDA	14.8	11.1
change y-o-y		-24.8%
margin	20.0%	15.3%
EBT	14.8	4.8
change y-o-y		-67.5%
margin	20.0%	6.6%
Recurring EBT	6.6	4.8
change y-o-y		-26.8%
margin	8.9%	6.6%
Net Income (after minorities)	13.2	1.8
change y-o-y		-86.0%
margin	17.9%	2.5%
Recurring Comparable N.I.	5.8	3.6
change y-o-y		-38.5%
margin	7.8%	4.9%

Recurring comparable Net Income exclude the windfall tax of EUR 3.8m that was booked in 2Q 2010 and the subsidiaries dividends of EUR 8.3m that were booked in 2Q 2009.



#### **Stock Market Data**

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

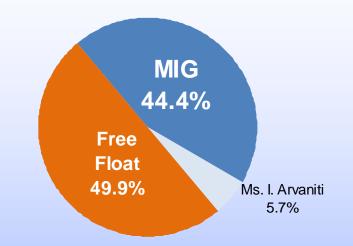


#### **HYGEIA MARKET PERFORMANCE**

vs PEERS & ATHEX G.I.



#### **HYGEIA SHAREHOLDERS' STRUCTURE**



Stock Data	
Mcap (EUR m)	169.9
# of shares (m)	163.3
Avg. Daily Volume (52 weeks)	105,242
52-weeks low (EUR)	0.95
52-weeks high (EUR)	2.32
IPO 7/6/2002 Adj. Price (EUR)	3.87
Bloomberg Code	HYGEIA GA
RIC	HYGr.AT
Prices as of closing June 30, 2010	



# DISCLAIMER

This presentation contains forward-looking statements, which include comments, statements and opinions with respect to our objectives and strategies, considering environment and risk conditions, and the results of our operations and business.

However, by their nature, these forward-looking statements involve numerous assumptions, uncertainties and opportunities, both general and specific. We caution that these statements represent the Company's and/or the Group's judgments and future expectations and that we have based these forward-looking statements on our current expectations and projections about future events. The risk exists that these statements may differ materially from actual future results or events and may not be fulfilled. We caution readers of this presentation not to place undue reliance on these forward-looking statements as a number of factors could cause future Company and/or Group results to differ materially from these targets.

Forward-looking statements may be influenced in particular by factors such as movements in local and international securities markets, fluctuations in interest rates and exchange rates, the effects of competition in the areas in which we operate, general market, macroeconomic, governmental and regulatory trends and changes in economic, regulatory and technological conditions. We caution that the foregoing list is not exhaustive.

When relying on forward-looking statements to make decisions, investors should carefully consider the aforementioned factors as well as other uncertainties and events. Any statements regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future.

All forward - looking statements are based on information available to HYGEIA SA on the date of this presentation and HYGEIA SA assumes no obligation to update such statements, unless otherwise required by applicable law.

Nothing on this presentation should be construed as a solicitation or offer, or recommendation, to acquire or dispose of any investment or to engage in any other transaction.



#### **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

