



# EUC a.s.

Company Presentation

May 2022



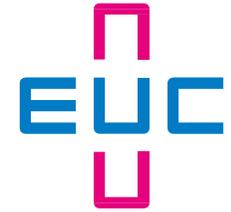
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# Presenters



## Václav Vachta

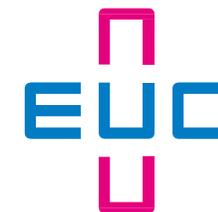
- ✚ Chairman of the Board of Directors; Chief Executive Officer
- ✚ A graduate of the University of Economics in Prague, MBA at the University of Chicago Booth School of Business. He worked at PPF in senior finance positions, then as head of FP&A at Home Credit Bank. Since 2009 in charge of business development of EUC, since February of 2011 he has served as the chairman of the EUC board of directors.



## Milan Zapletal

- ✚ Member of the Board of Directors; Chief Financial Officer
- ✚ Since graduating from Charles University, he has worked in financial management positions, as corporate controlling director for the company O2, and as the CFO for the firm Arriva. In April of 2015, he became the CFO for the EUC a.s. group.

# Committed Management



Michal Bednář

- ✚ Member of the Board of Directors, Medical Director of the EUC Group
- ✚ After graduating from medical school, he worked in anesthesiology and resuscitation. During his career, he has served in an expert and managerial capacity at various healthcare facilities, most recently as the chairman of the board of directors and director of the healthcare provider network Dopravní zdravotnictví, subsidiary of Agel Group. He joined the EUC group in 2015 as the director of the EUC Kladno Clinic, and at the end of 2016 his authority was expanded over the entire group, becoming the EUC medical director responsible for the operation of EUC Clinics.



Markéta Billová

- ✚ Member of the Board
- ✚ Marketa is a graduate of Masaryk University in Brno. She has been working in the EUC healthcare group since 2003, successively as the manager of the EUC clinics in Brno and Olomouc. She later served as the general manager of EUC Premium from January 2019. She has held the position of CEO of Canadian Medical s.r.o. since April 2020, following the merger of EUC Premium and Canadian Medical.



Jan Schiesser

- ✚ Member of the Board of Directors
- ✚ Graduated from Central European University in Essex and Budapest in 1997, completed his finance studies in 1998 at Masaryk University. From 1997, Jan played key roles in ATLANTIK FT, a brokerage firm, firstly as head analyst, then Director and lastly CEO and Chairman of the Board of Directors. From 2007, Jan was responsible for the development of brokerage and asset management services in the financial division of KKCG. Jan left KKCG group in 2009. Jan currently serves as a member of the ERE a.s. Board of Directors and head of Central Purchasing and Property Management for the EUC group.



Jiří Madar

- ✚ Member of the Board of Directors, responsible for the strategic development of EUC clinics
- ✚ A medical school graduate, he has worked in the field of orthopedics. While practicing medicine, he has served as the deputy director of medical care for the regional healthcare company Krajská zdravotní a.s., the director of Masaryk Hospital, and the director of the Jihlava Hospital. He has had a private orthopedics practice since 1993, and he worked as a physician at the Olympic Games in Barcelona in 1992 and in Atlanta in 1996. He joined EUC in 2014, where he served as the director of the EUC Clinic in Ústí nad Labem for several years.

# The largest network of Outpatient Clinics in the Czech Republic

➤ EUC's Turnover of CZK 4,637 million (2021)



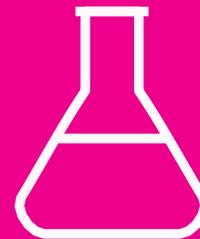
Outpatient Care



Surgery



Pharmacies



Laboratories



Premium Care

# Our Brands

*“Build the brand value proposition on the basis of offering unique value and exclusive goods, saving consumers time, and providing them with emotional benefits”*



„Zdraví na dosah.“  
 (“Health at your fingertips.”)



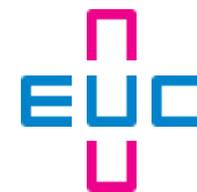
“Health. The greatest wealth.”

## Different POSITIONING

- Mass market brand
- We are progressive, helpful
- Even public healthcare can be enjoyable and at your fingertips

- This is premium care
- We are exclusive club
- It pays off to invest in health

# EUC Klinika - Kladno



# Clinic - Prague 5



# EUC In Numbers



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3.3 million examinations  
per year



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2,300 qualified health  
professionals



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17 clinics + 8 premium clinics  
13 mammography centers



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3,350 surgeries annually



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23 pharmacies  
online pharmacy



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11 laboratories with  
7.8 million tests annually

# Our Story

2010  
Euroclinicum  
HemaLab  
Aliatros  
Canadian Medical Care

2011  
Kardia  
CMC Dental

2012  
MUDr. Janišová, mamocentrum  
Medika Plzeň  
Poliklinika Plzeň s lékárnou  
Cotraxim

2013  
Mamocentrum Zlín  
Nemocnice Frýdlant  
RDG a mamoliberec

2014  
PP Klinika Kladno s lékárnou

2015  
Medicover/Mediconet  
6 lékáren Benu  
Poliklinika Liberec  
G-medica  
RDG Brno, Brněnská poliklinika

2016  
Poliklinika Hradec Králové  
Radiodiagnostické centrum, spol. s r.o.  
CGB Laboratoř

2017  
MFT Kožní sanatorium, s.r.o.  
Mamodiagnostické centrum Pardubice  
Homolka Premium Care a.s.  
VELAB s.r.o.  
F.P.Histolab s.r.o.  
DIMOLab s.r.o.  
MephaCentrum, a.s.  
CYTOLCARE s.r.o.  
Mamologie s.r.o.  
Medifin – zdravotní služby, a.s.

2018  
Mamocentrum Česká Lípa

2019  
Rehabilitace Klášter s.r.o.  
Tornero s.r.o.

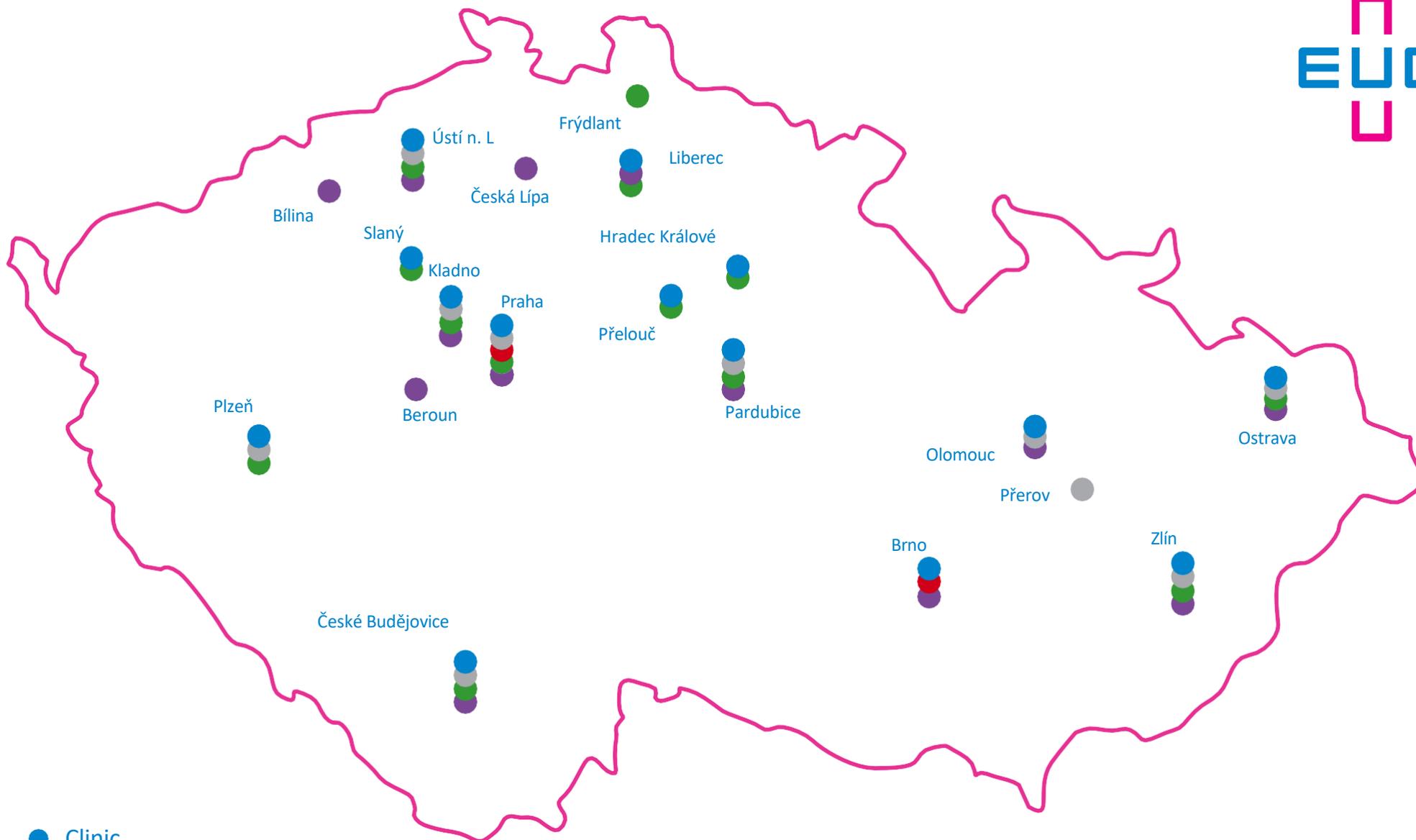
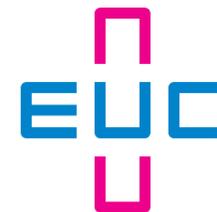
2020  
ARTROCENTRUM-ORTOPEDIE, spol. s r.o.  
KOSMA a DAMIAN a.s.  
ARTHROMED, s.r.o.  
Pneumologie Slaný, s.r.o.

2021  
Ordinace Rochlice s.r.o.  
MUDr. Kamila Škapová s.r.o.  
Medijanor s.r.o.



Acquisition value since 2010 stands at CZK 2,790 million

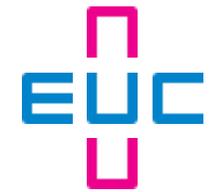
The group is growing through acquisitions simultaneously connecting and creating synergies of a unified brand.



- Clinic
- Premium Care
- Laboratory
- Pharmacy
- Mammography Center

# Our Facilities

# Our Facilities

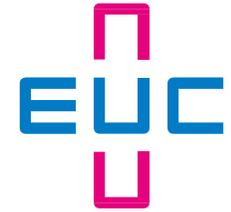


✚ 18 locations across the country



EUC Clinics: České Budějovice, Bílina, Brno, Kladno, Hradec Králové, Liberec, Olomouc, Ostrava, Pardubice, Praha, Plzeň, Přelouč, Slaný, Ústí nad Labem, Zlín; Premium Care: Brno, Praha; EUC Pharmacies: České Budějovice, Hradec Králové, Chrást, Kladno, Liberec, Pardubice, Plzeň, Praha, Přelouč, Slaný, Ústí nad Labem, Zlín; EUC Laboratories: České Budějovice, Frýdlant, Kladno, Olomouc, Ostrava, Pardubice, Plzeň, Praha, Přerov, Ústí nad Labem, Zlín

# Stable Revenue Stream



## Resilient Payments

- ⊕ Highly regulated industry with high barriers to entry
- ⊕ EUC concluded Contracts for the Provision and Payment of Paid Services, pursuant to the Act number 618/2006, with all Healthcare Insurance Providers in the Czech Republic
- ⊕ Almost 68% of revenues are sourced from the Paid Services reimbursed by the Healthcare Insurance Providers (including pharmacy services)
- ⊕ Indefinite contract period with 1-year notice period in respect of Inpatient (Surgery) and Outpatient Care

## Diversified Revenue Streams (2021)



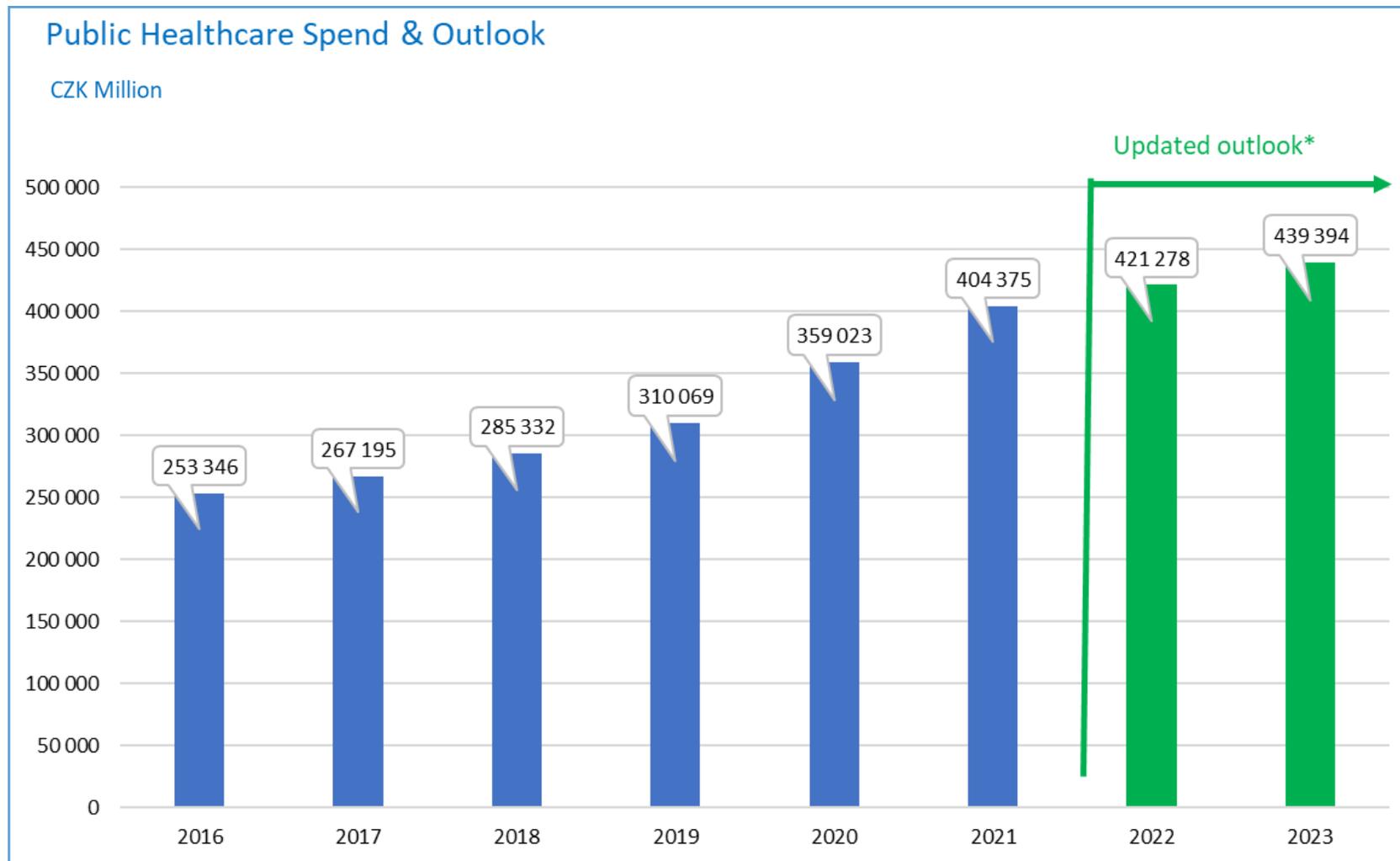
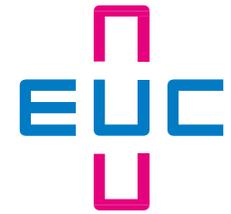
## Digitalization

- ⊕ Opinion leader of digitalization in the Czech Republic
- ⊕ Client digital platform **mojeEUC, myCanadian** ~100 ths clients
- ⊕ „Lékař online 24/7“ service caters thousands of consultations per month

## Impeccable Track Record

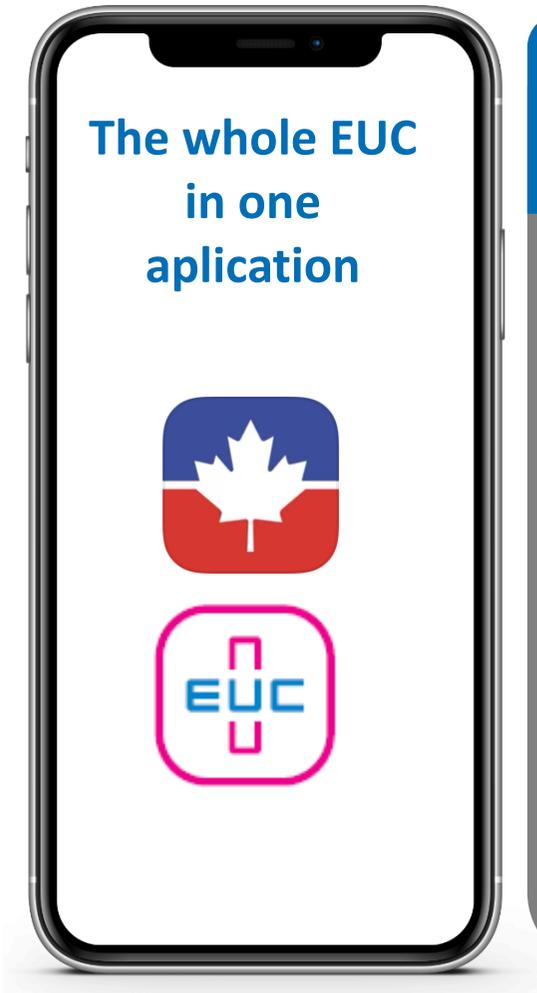
- ⊕ All contracts with EUC have always been prolonged by Healthcare Insurance Providers in the past

# Public spend on healthcare to keep on growing

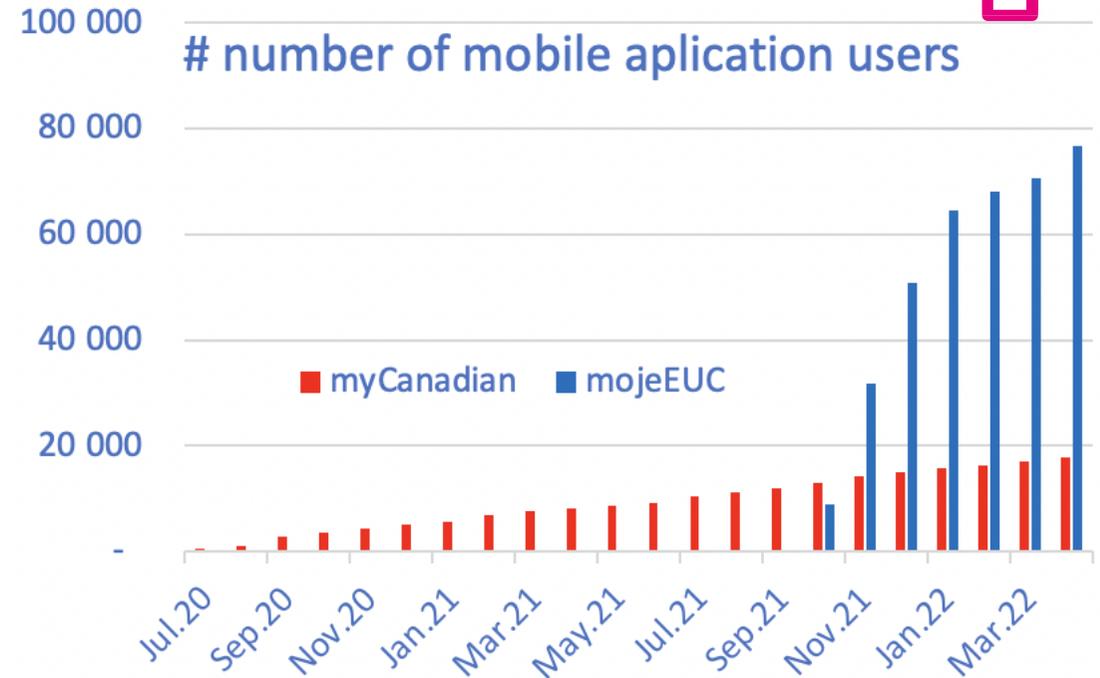


\*Public Health Insurers Estimate

# Digital Transformation



- ### Key functions
- Telemedicine
  - Appointments
  - Health records
  - E-prescription
  - Drug interaction
  - Benefits
  - Pharma e-shop



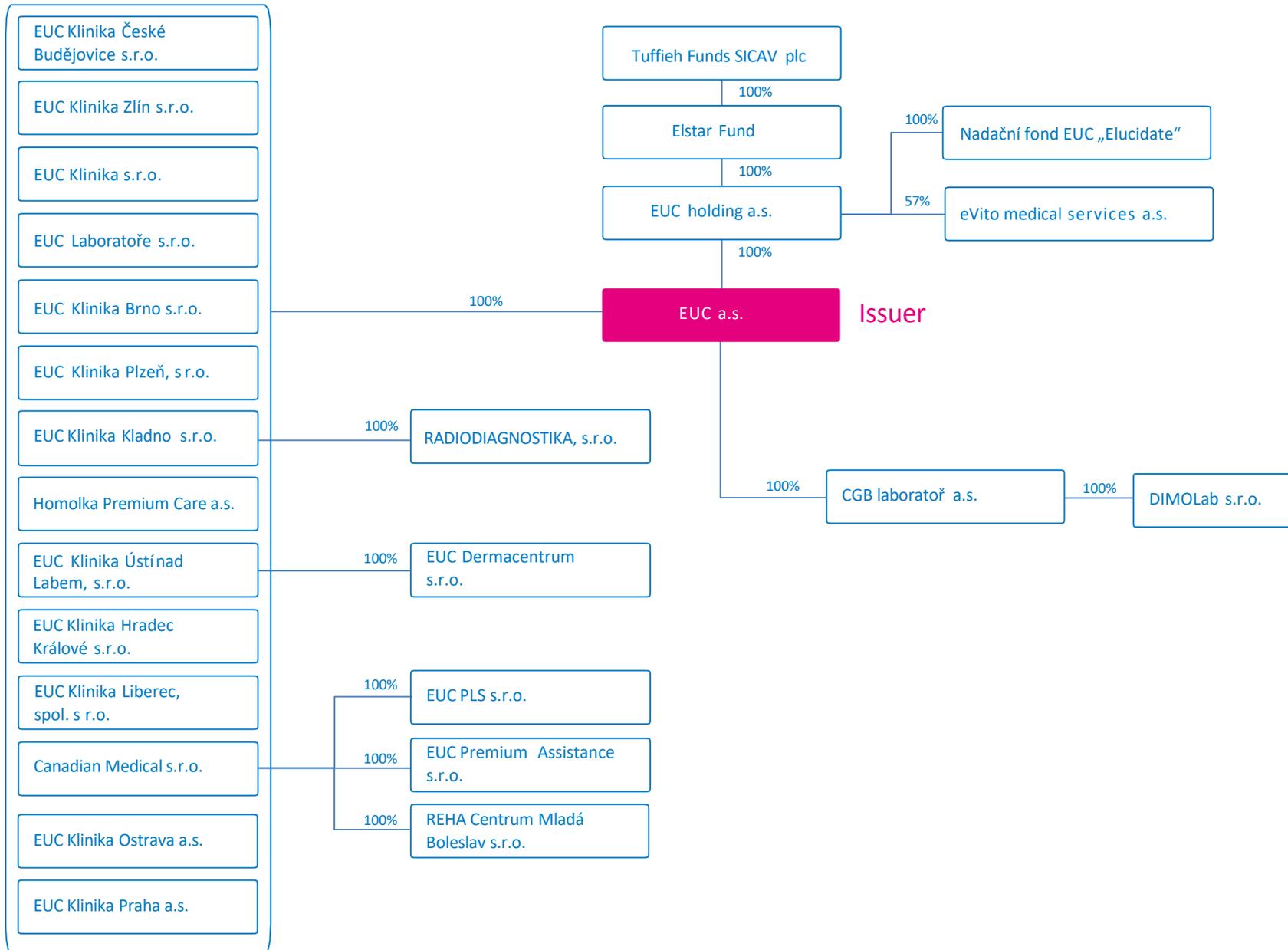
The EUC integrated the Swedish telemedicine platform Doctrin

- 3 mil consultations internationally
- 150 healthcare providers internationally
- Sweden, Norway, UK, Czech Republic



Doctrins platform is an approved medical device. All data is transmitted encrypted and processed according to the Personal Data Act, the Patient Data Act and the Eu Data Protection Regulation (GDPR).

# Ownership Chart



# Investment Strategy

## 1. Quality of care and expertise

- Modern equipment
- Upgrading environment
- Educating employees

Since 2011, we have invested CZK 1,129 million

We invest into two main areas:

## 2. Digitalizations

- Unifying IT systems
- Online patients communication
- Online appointment scheduling
- Secure portal for partnering doctors
- Online laboratory results and referrals
- E-prescriptions
- Client Zone
- Mobile app
- Doctor Online 24/7



# Best of EUC



⊕ The largest provider in the Czech Republic in the following fields:

Outpatient care



- ⊕ 17 clinics across the Czech Republic
- ⊕ 40+ specializations
- ⊕ 3.3 million examinations per year

Premium Medical Care



- ⊕ 8 clinics (Praha, Brno)
- ⊕ 40+ specializations
- ⊕ 175,000 examinations per year

Mammography



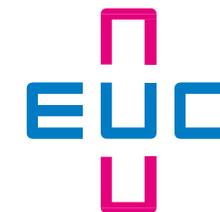
- ⊕ more than 202,000 female patients treated each year → 23% of all patients in the Czech Republic
- ⊕ 13 accredited mammography
- ⊕ 5 of the EUC centers are in the TOP 10 mamography centers of the Czech Republic

Medical care for employers



- ⊕ 20 years of experience, 80,000 examinations per year
- ⊕ 1,100 Partner practices across the country
- ⊕ Delivering care to several of the largest employers

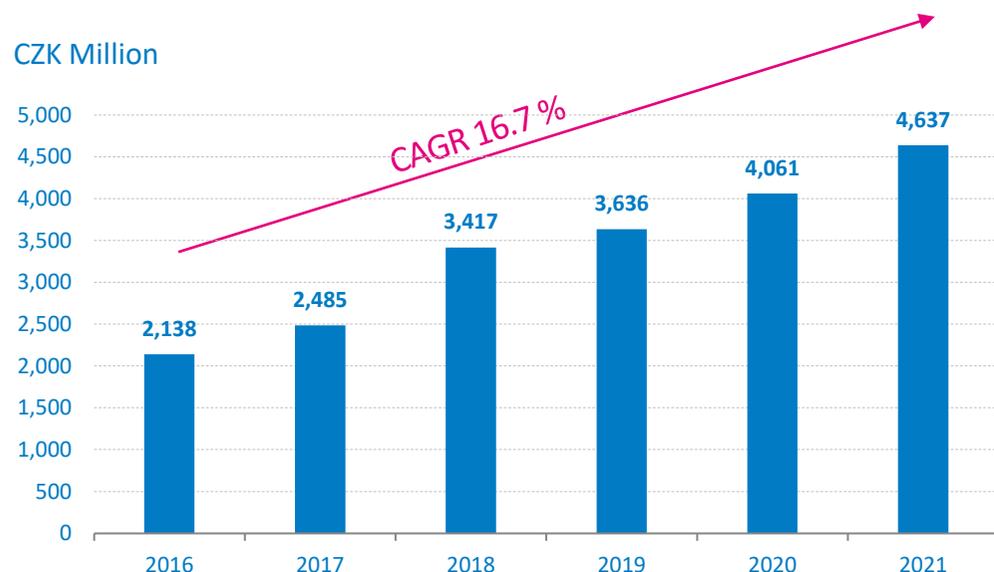
# Key Figures



 EUC a.s. – Audited Consolidated Financial Figures

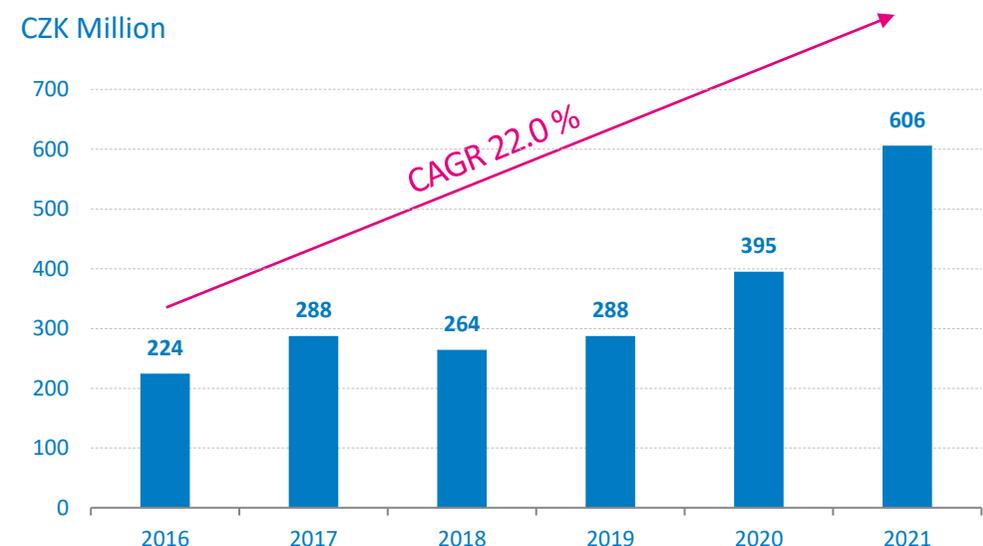
## Turnover

CZK Million



## EBITDA

CZK Million



EBITDA calculated as Net Income before taxes:

- plus Interest Expenses (+) except Interest Expenses in relation to movable and immovable leasing obligations / less Interest income (-);
- plus Depreciation of Long-term Tangible and Intangible Assets (except Depreciation in relation to movable and immovable leasing obligations);
- plus Increase (+) / less Decrease (-) of Reserves and Asset provisions (except Change in Reserves in relation to obligations owing to third-parties arising from provisions for sale of goods by the Issuer);
- less Profit (+) / plus Loss (-) from sale of securities and participations;
- less Profit(+) / plus Loss (-) in relation to movable and immovable leasing obligations.

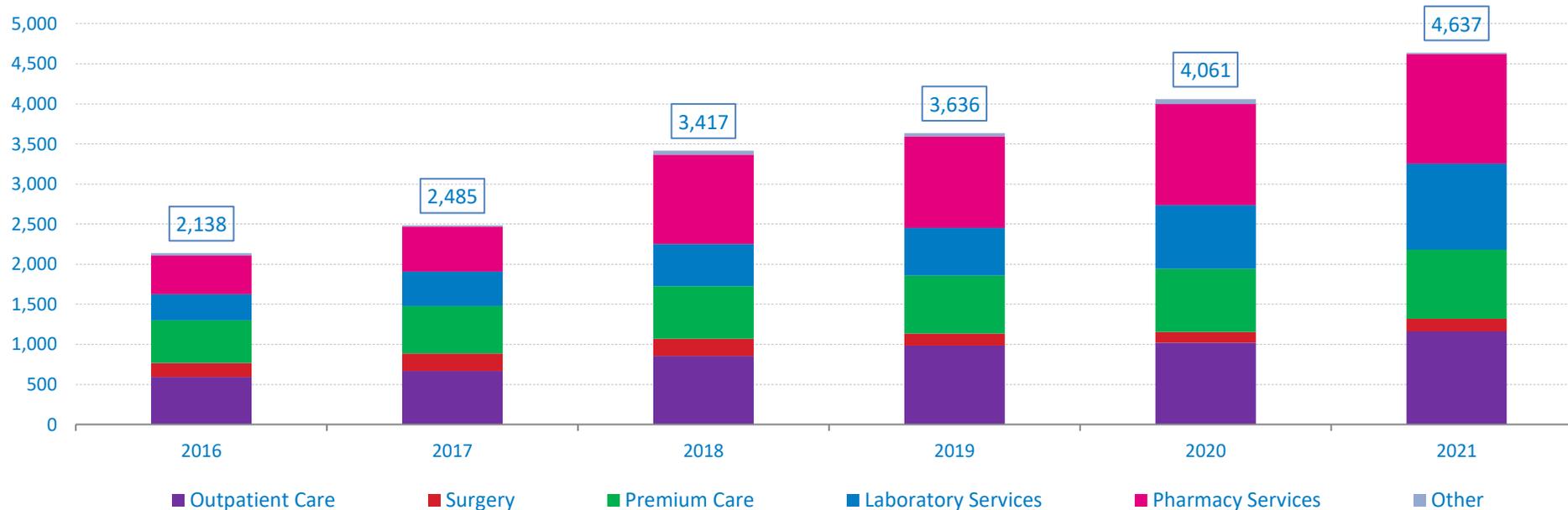
# Key Figures



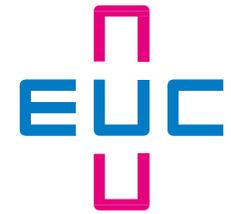
 EUC a.s. – Audited Consolidated Financial Figures

## Turnover

CZK Million



# EUC's Key Business Lines



CZK Million

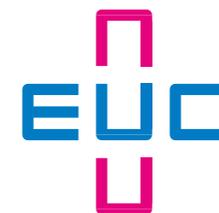
-  **Outpatient Care**
-  **Surgery**
-  **Premium Care**
-  **Laboratory Services**
-  **Pharmacy Services**



All figures according to IFRS; source: EUC



# Outpatient Care





## Outpatient Care



**3.3 million examinations per year**

**Turnover  
of CZK 1,162  
million (2021)**

**Largest on  
the market**

**Complex Care**

Under one roof, we provide our clients: GP's, specialist, imaging, laboratories, pharmacies.

We are the largest provider of connected outpatient medical care in the Czech Republic.

**13 mammography  
centers  
202,251 women  
screened annually**

We are the largest mammography screening provider in the Czech Republic, carrying out 23% of all mammography examinations.

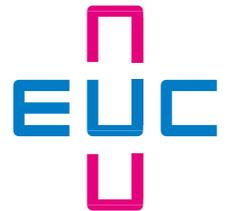
**17 clinics**

A network of outpatient facilities across the country.





# Non-acute Surgery





## Non-acute Surgery

Turnover of CZK 158 million (2021)

Over 3,350  
surgeries annually

- Inpatient care in:  
EUC Klinika Zlín & EUC Klinika Kladno
- One-day surgery in:  
EUC Klinika Ústí nad Labem & Canadian Medical

Outstanding  
quality standards

- Herniology
- Thyroid surgery
- Vascular surgery
- Gynecological surgery
- Orthopedics including reconstructive surgery
- Urology & Urogynecology
- Plastic surgery

Surgeries in:

- General surgery
- Gynecology
- Plastic surgery
- Orthopedics
- ORL
- Urology
- Eye surgery

Personalized  
medical care

We provide

- comfortable and discreet setting as well as continuous care by a single doctor, from diagnosis to postoperative care
- Online ordering through EUC website





Premium care



Doctor on  
phone 24/7

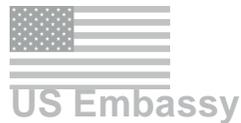
8 Premium  
Clinics

Care  
Coordinator

40+ medical  
specializations

Open until the  
evening

## References



Google



SONY



**Deloitte.**

ORACLE



Premium  
medical  
care

Turnover  
of CZK 862 mil. (2021)

More than 175,000  
examinations  
per year

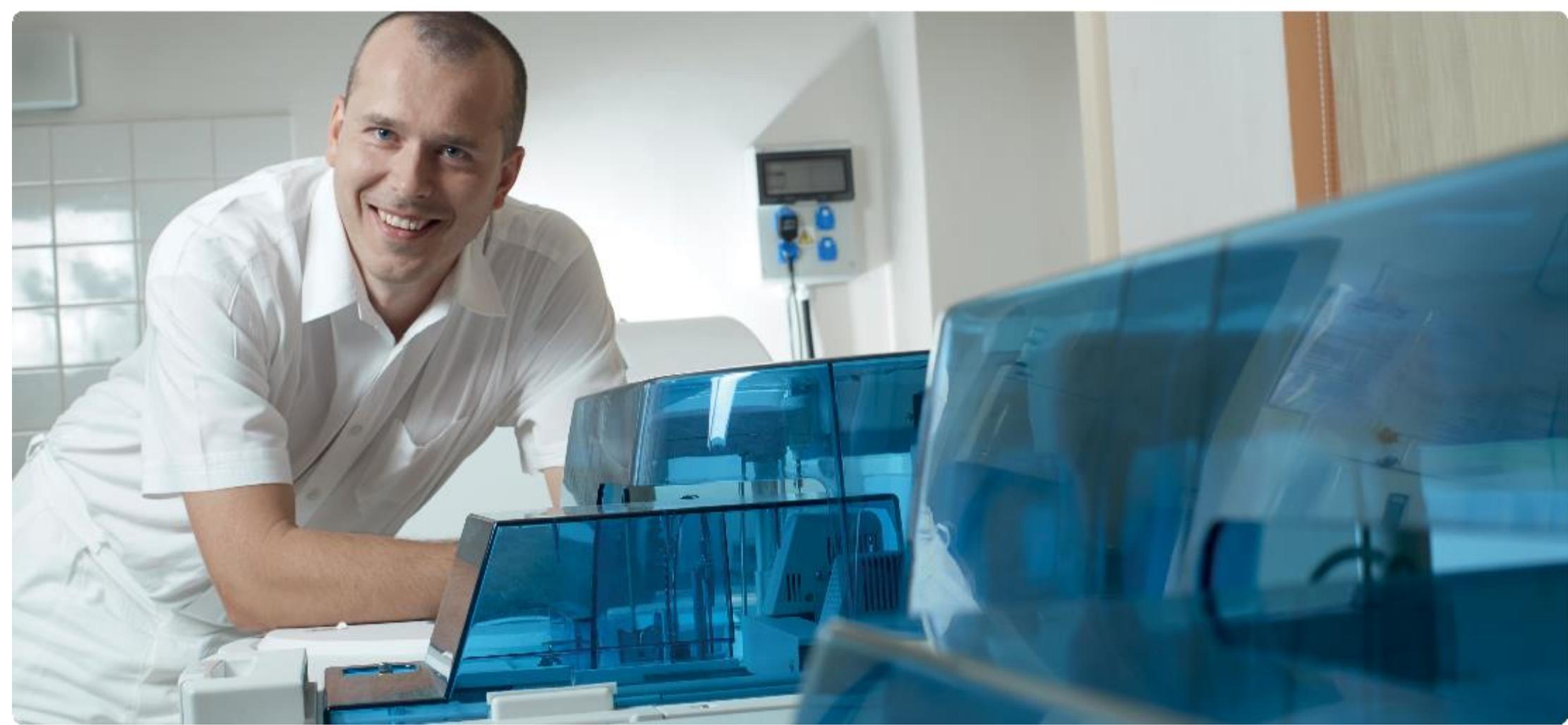
Medical care for  
employers

CM focuses on premium medical care for  
corporate management.

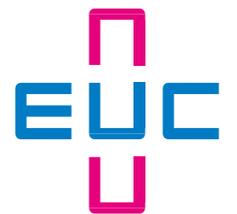


Leader in expat care

Huge amount of clients are composed of foreign nationals. All staff members speak English and the clinic provide direct billing with foreign health insurance companies.



# Laboratory Services





## Laboratory Services



**7.8 million tests each year**  
**30 collection sites**  
**11 laboratories**

Each year, we test more than 1million patients -  
amounting to about 7.8 million examinations.

**Turnover of CZK 1,073 mil. (2021)**

**More than 9,569 referring doctors**

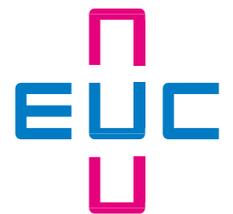
Partner doctors are offered not just quality diagnostics, but also a rapid collection of the samples as well as services including electronic communication of results or electronic.

## Complete diagnostics

- Biochemistry
- Hematology
- Immunology and allergology
- Microbiology
- Microbiology (PCR)
- Pathology
- Cytogenetics
- Molecular genetics



# Pharmacy Services





## Pharmacy Services



### 23 pharmacies and the e-shop

- 20 pharmacies at hospitals and clinic premises
- 3 standalone pharmacies



Turnover of  
CZK 1,365 million (2021)

We cater for more than 2  
million transactions each  
year

Prescription sales account for 1,366,095 transactions and OTC sales for 808,156 transactions.

### Pharmacies

growing distribution network for e-shop orders and instant delivery centers

# EUC's Highlights



- ✚ The largest provider in Outpatient Care, Mammography and Medical Care for employers in the Czech Republic
- ✚ Resilient and Diversified Revenue Streams
- ✚ Regulated Healthcare Industry / High Barriers to Entry
- ✚ Impeccable Track Record
- ✚ Experienced Management