



# Q3 REPORT PRESENTATION

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Attendo  
♡◎+



### **Q3 highlights:**

Strong organic growth but weak results, on track with turnaround in Finland for 2023

- Strong move-in rate in nursing homes in Sweden and towards the end of the quarter also in Finland
- Occupancy continues to rise and we show continued strong organic growth
- Profits in Finland and Scandinavia declined as a result of high personnel costs and high inflation
- Contracts terminated in Finland in order to ensure that all nursing home contracts in Finland will be re-negotiated
- Near-term we expect challenges to remain, while we expect price negotiations to lead to sustainable terms in Finland from April 2023



# Group highlights in Q3 2022

Net Sales, growth<sup>1</sup>

**10% (7%org.)**

Q2/22: 9%      Q3/21: 10%

Lease adjusted EBITA, SEKm

**171 (4.6%)**

Q2/22: -11 (-0.3%)      Q3/21: 208 (6.4%)

Adjusted Earnings Per Share, SEK

**0.80**

Q2/22: -0.14      Q3/21: 0.83

Quality Index

**89%**

Q2/22: 89%      Q3/21: 90%



Leverage (Lease adj ND/Lease adj EBITDA)

**4.1x**

Q2/22: 3.2x      Q3/21: 2.8x

Total Occupancy<sup>2</sup>

**85%**

Q2/22: 84%      Q3/21: 83%

Opened beds in own operation<sup>3</sup>

**130**

Q2/22: 84      Q3/21: 243

Total # of beds in operation<sup>2</sup>

**21,082**

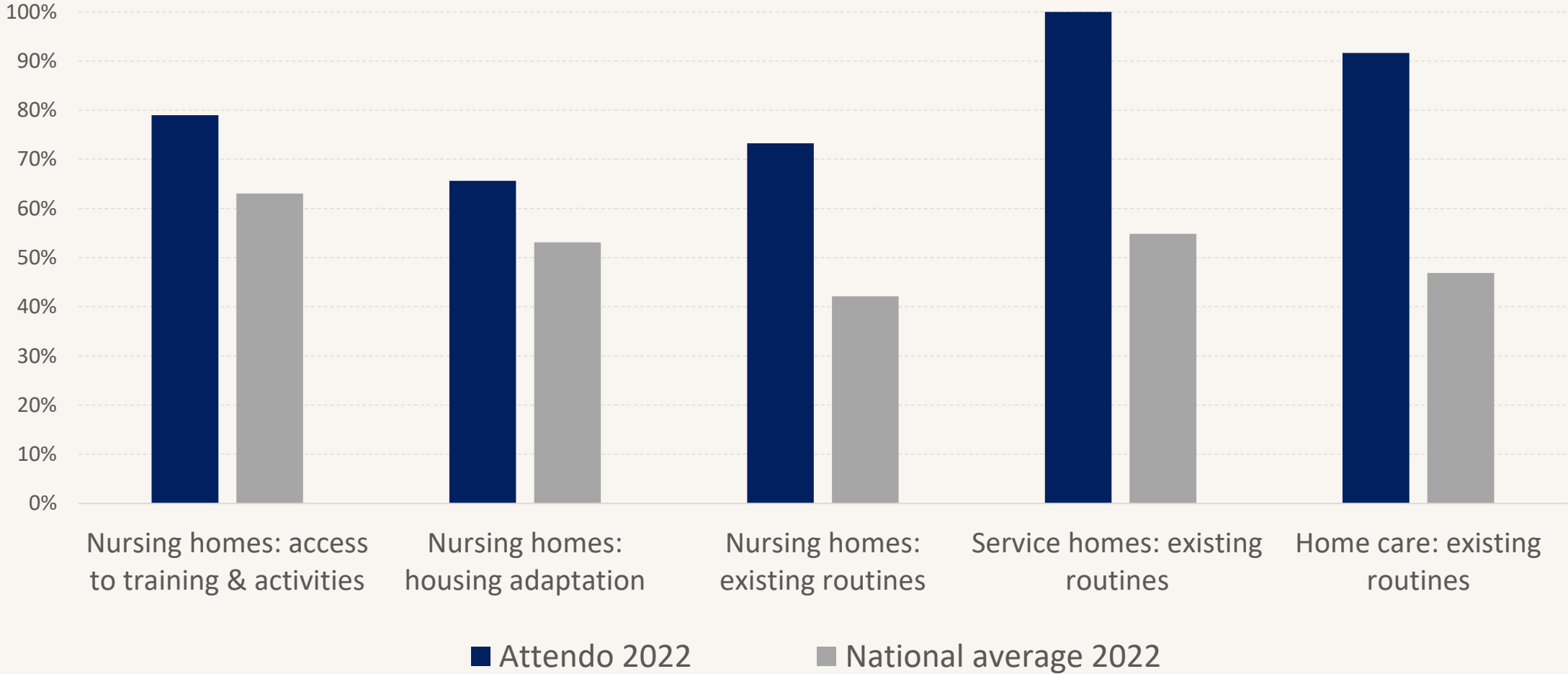
Q2/22: 21,062      Q3/21: 20,935

1. Excluding currency effects
2. All own and outsourced nursing and care homes.
3. Own nursing homes (care for older people, CoP) and own care homes (care for people with disabilities, social psychiatry and individual and family care).



# Strong outcome in recent quality comparison

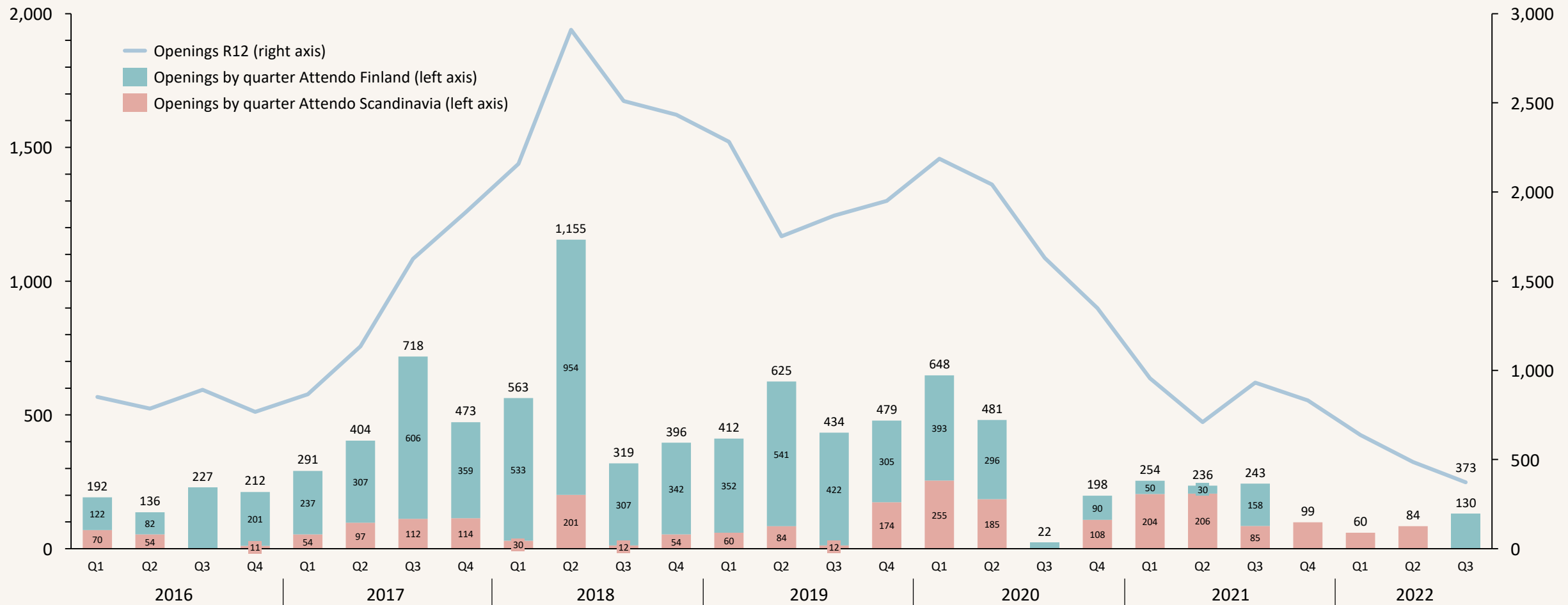
Unit survey 2022, The Swedish National Board of Health and Welfare.  
Summary of selected areas



# Own operations: openings of new homes

## Low number of openings in 2022 supporting occupancy

No. of opened beds in own operation<sup>1</sup>, by quarter and rolling 12 months

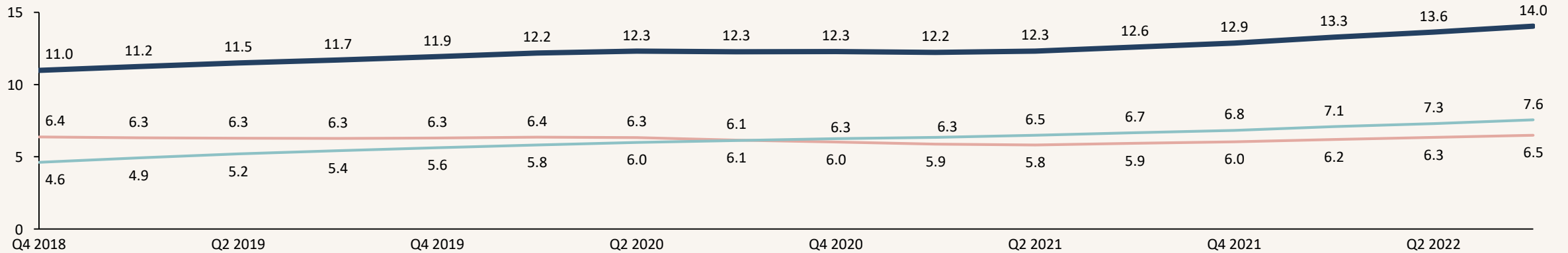


1. Own nursing homes (care for older people, CoP) and own care homes (care for people with disabilities, social psychiatry as well as individual and family from 2018)

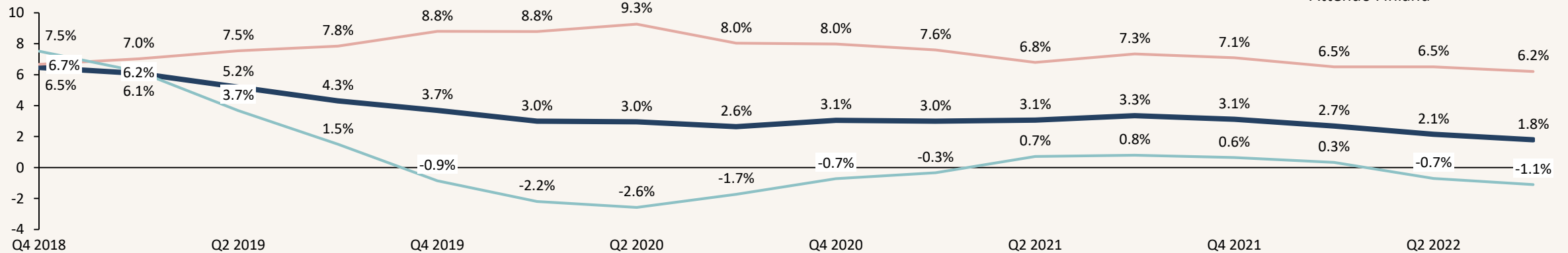
# Margin and net sales development

## Strong top-line growth but margin pressure remains

R12 Net sales, SEK Billion



R12 lease adjusted EBITA margin (IAS17) development %



Note: Figures according to IAS 17.

1. Group financials including HQ costs.

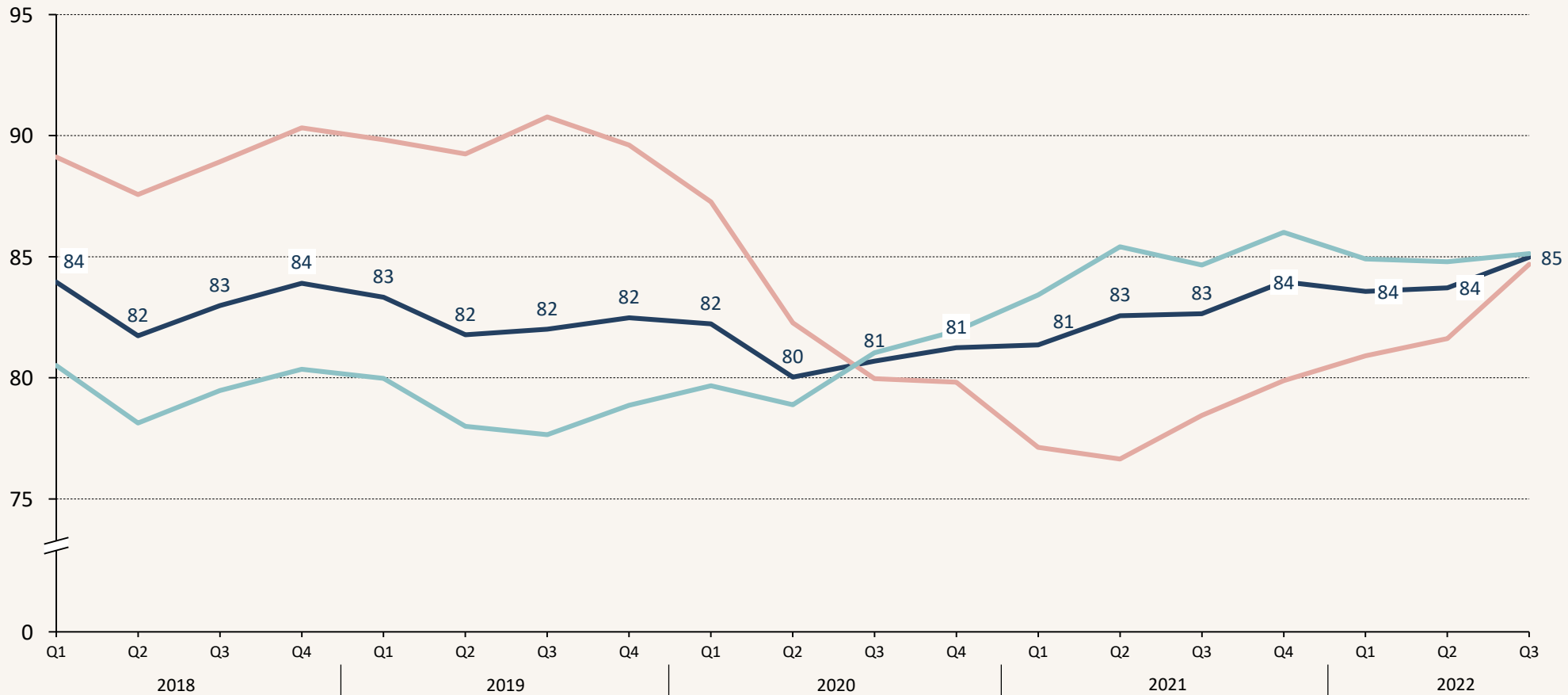


# Occupancy development by business area

## Continued progress in Scandinavia, Finland in line with H1

Occupancy in all homes<sup>1</sup>

— Total — Attendo Scandinavia — Attendo Finland



Occupancy development Finland:

- Shortage of personnel
- On-going contract re-negotiations

Occupancy development Sweden:

- Good demand
- Solid progress of active sales work
- New attractive units

1. All own and outsourced nursing and care homes.



# P&L: High organic growth but weaker operating profit

SEKm	Q3 2022	Q3 2021	Change (%)
<b>Net sales</b>	<b>3,679</b>	<b>3,260</b>	<b>13</b>
Organic, %	6.8	5.6	-
Acquired, %	3.5	4.6	-
Currency, %	2.5	-1.0	-
<b>Lease adjusted operating profit (EBITA)</b>	<b>171</b>	<b>208</b>	<b>-18</b>
<b>Lease adjusted operating margin (EBITA), %</b>	<b>4.6</b>	<b>6.4</b>	<b>-</b>
IFRS16 adjustment	124	111	-
<b>Operating profit (EBITA)</b>	<b>295</b>	<b>319</b>	<b>-7</b>
<b>Operating margin (EBITA), %</b>	<b>8.0</b>	<b>9.8</b>	<b>-</b>
Amortization	-14	-13	-
<b>Operating profit (EBIT)</b>	<b>281</b>	<b>306</b>	<b>-8</b>
Financial net	-160	-171	-
Income tax	-26	-40	-
<b>Profit for the period</b>	<b>95</b>	<b>95</b>	<b>0</b>
Diluted earnings per share, SEK	0.59	0.58	-
<b>Adjusted earnings per share<sup>1</sup>, SEK</b>	<b>0.80</b>	<b>0.83</b>	<b>-3</b>

1. Profit for the period attributable to the parent company shareholders excluding amortization of acquisition related intangible assets, IFRS 16 and items affecting comparability and related tax effects divided by the average number of shares outstanding, after dilution.





# Attendo Scandinavia Q3 2022

## Higher occupancy rate due to solid inflow of new customers

### Solid customer inflow to nursing homes

- Good organic growth due to strong customer inflow
- Total occupancy of 85%
- Positive customer inflow expected to continue

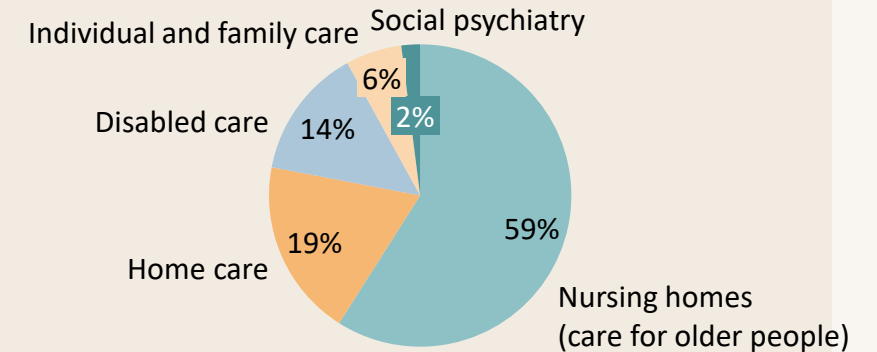
### Result slightly lower versus last year

- Better result from nursing home in own operations
- Negative development in home care
- High personnel costs
- High inflation

### Other

- Estimated annual sales of outsourcing contracts won/lost but not yet started/ended amount to SEK -93m

Net sales per service offering, Q3 2022



SEKm	Q3		Chg (%)
	2022	2021	
Net sales	1,670	1,516	10
Lease adjusted EBITA	150	158	-5
Lease adjusted EBITA margin, %	9.0	10.4	-
Operating profit (EBITA)	204	204	0
Operating margin (EBITA), %	12.2	13.4	-

# Attendo Finland Q3 2022

## Better long-term conditions but still weak results

### High organic growth

- High organic growth due to past price increases

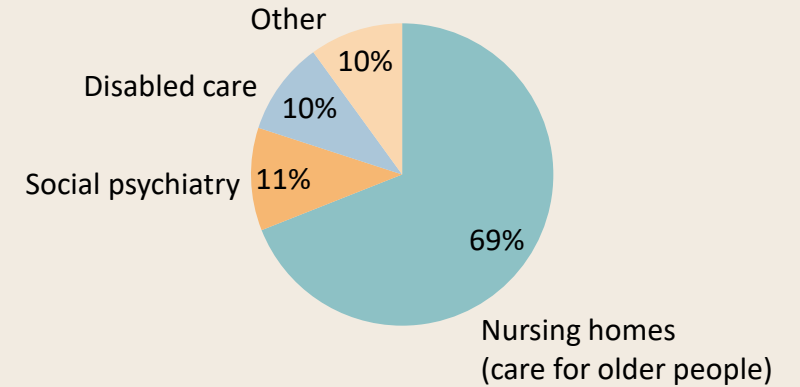
### Continued pressure on profit

- The result is affected by high personnel costs related to staffing law and imbalances in the labor market
- High inflation

### Other

- Contract renegotiations resumed for 2023
- So far negotiated contracts for the new staffing law mean an average price adjustment of around 30 percent
- Positive customer inflow towards the end of the quarter

Net sales per service offering, Q3 2022



SEKm	Q3		Chg (%)
	2022	2021	
Net sales	2,009	1,744	15
Lease adjusted EBITA	37	66	-44
Lease adjusted EBITA margin, %	1.8	3.8	-
Operating profit (EBITA)	106	130	-18
Operating margin (EBITA), %	5.3	7.5	-

# Cash flow: lower free cash flow due to change in working capital

SEKm	Q3 2022	Q3 2021
<b>Operating profit (EBITA)</b>	<b>295</b>	<b>319</b>
Change in working capital, paid tax, non cash items and depreciation	-106	15
<b>Cash flow after changes in working capital</b>	<b>189</b>	<b>334</b>
Net investments in tangible and intangible assets	-30	-41
<b>Operating cash flow</b>	<b>159</b>	<b>293</b>
Interest received/paid	-8	-11
Interest costs and amortization IFRS 16	-424	-396
<b>Free cash flow</b>	<b>-273</b>	<b>-114</b>
Net change in assets and liabilities held for sale	-	-
Net of acquisitions/divestments	-	-18
Change in financing	150	-298
<b>Total cash flow</b>	<b>-123</b>	<b>-430</b>
Lease adjusted net debt	1,943	1,761
Lease adjusted net debt / Lease adjusted EBITDA	4.1x	2.8x
Net debt	14,309	13,462
Net debt/EBITDA	6.6x	6.2x



# Summary

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- High organic growth driven by solid customer inflow in Scandinavia and higher prices in Finland
- Profits pressured by high personnel costs and impact of high inflation
- We are working intensively to improve the situation short and long term
- Positive outlook to achieve sustainable terms in Finland for 2023



*Thank you*