



## PRESS RELEASE

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# From Polyclinics to University Hospitals – VAMED Continues to Expand its International Presence

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- VAMED celebrates its 12<sup>th</sup> record year in a row: EBIT +10% to € 76 million, sales in 2017 +6% to € 1.228 bn
  - Orders on hand € 2.1 bn (+ 9%), order inflow € 1.1 bn (+ 8%)
  - With a international sales rate of around 70%, in 2017 VAMED once more underlines its role as an essential driver of Austrian exports
  - VAMED expands its market position in Switzerland and acquires the rehabilitation clinic Seewis
  - Acquisition of cleanpart healthcare makes VAMED the German market leader in the supply of sterile goods
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Vienna – In 2017, with an EBIT of € 76 million the internationally leading healthcare provider VAMED achieved its twelfth record year in a row. The order intake exceeded the previous year's figure by 8 percent and amounts to € 1.1 bn. Last year, VAMED succeeded in newly entering the markets of Denmark, Spain, Equatorial Guinea, Zambia and Nepal. By 2020, VAMED plans to expand its global presence from currently more than 80 to 100 countries.

**Dr. Ernst Wastler, CEO of VAMED AG:** “We have assumed a key role in international healthcare. Today, with our unique expertise from 35 years of experience in the design, construction and operation of healthcare facilities, we contribute to the improvement of healthcare worldwide. This gives us an ideal position to ensure that, with healthcare globally undergoing change, all patients everywhere in the world receive the latest medical care – from polyclinics to university hospitals.”

### **35 years of VAMED: Around 850 health projects completed on five continents**

VAMED plans, finances, builds and operates facilities in all areas of healthcare – from prevention through acute and post-acute care to rehabilitation and nursing. In total, VAMED has implemented around 850 healthcare projects since its founding 35 years ago. As of December 31, 2017, the orders on hand in the project business for the first time passed the € 2 bn mark, peaking at € 2.1 bn, hence 9 percent more than by the end of 2016.



In 2017, VAMED generated around 70 percent of its sales outside of Austria, furnishing impressive proof of its role as a driver of Austrian exports: Project orders for the construction of new hospitals came, among others, from Ulan Bator in Mongolia, from Kasama in Zambia, from Vientiane in Laos, from Wewak in Papua New Guinea, and from Biberach in Germany. The commissioned projects range from polyclinics in Africa providing basic medical care up to general and university hospitals for top-class medical treatment.

The competence of VAMED in the field of technical services and total operational management of healthcare facilities was in high demand last year. In 2017, for the first time the service business generated more than 50 percent of the total sales. As a technical service provider, VAMED is now in charge of 670 healthcare facilities with around 153,000 beds. In more than 50 facilities, it is in charge of the total operational management.

### **Acquisitions strengthen the market position in Germany and Switzerland**

In Switzerland, VAMED acquired the renowned rehabilitation clinic Seewis in the canton of Grisons. Only five years after its start as a provider of rehabilitation in Switzerland, VAMED can thus further expand its market position as the second largest private rehabilitation provider there, and cover all important indications in rehabilitation with its now three rehabilitation facilities.

In early November, VAMED acquired the majority of shares in the German cleanpart healthcare GmbH. By this acquisition, VAMED strengthens the important sector of high-end services, becoming the leading sterile goods service provider in Germany.

### **VAMED implements 25<sup>th</sup> public–private partnership (PPP) project**

In Austria, a few days ago VAMED opened the first family-oriented pediatric and adolescent rehabilitation. Leuwaldhof in St. Veit im Pongau offers rehabilitation facilities for 32 children and adolescents with cancer and metabolic diseases, as well as for up to 50 family members. After award of the contract for construction of radiation therapy centers at Hietzing Hospital and at the SMZ-Ost by the Viennese Hospital Association (*Wiener Krankenanstaltenverbund*, KAV), this is already VAMED's 25<sup>th</sup> PPP project.

**Dr. Ernst Wastler, CEO of VAMED AG:** "VAMED is a global PPP pioneer in healthcare and the only healthcare provider able to offer everything from a single source. Faced with shrinking public budgets, the question of financing solutions for healthcare facilities is gaining importance. VAMED is a competent and reliable partner in this area as well."

As Austria's leading private rehabilitation provider, VAMED currently operates 18 facilities in Austria, Switzerland and the Czech Republic. At the same time, with more than 3.2 million guests in eight houses of VAMED Vitality World (VW), VAMED is also Austria's largest operator of spa and health resorts, and it operates the largest spa resort in Hungary, the Aquaworld Resort Budapest, as well.

### **Research activities intensified – Individualized medicine shapes the future supply**

In 2017, with the Institute for Gender Medicine, in cooperation with the Medical University of Vienna VAMED has opened a healthcare facility dedicated exclusively to research. VAMED

expects important findings from the results of this research that will in the future contribute to the expansion of the supply in all VAMED healthcare facilities.

At the same time, VAMED is also advancing initiatives in big data analytics to optimize lifecycle and investment costs, building information modeling (BIM) and telemedicine. With its leadership in innovation, its comprehensive value creation chain, its wide international market presence and its order balance of more than € 2 bn, VAMED is well prepared for the coming years and expects sustained profitable growth in 2018 once more.

### **Increases in all corporate KPIs – 700 additional jobs**

Including all operations for which the company bears the overall responsibility, VAMED generated a total business volume of € 1.7 bn in 2017. The consolidated sales of VAMED AG increased by 6 percent to € 1.2 bn in 2017. The operating result (EBIT) was increased by 10 percent, to € 76 million. Earnings before taxes (EBT) amounted to € 74 million, exceeding the previous year's figure by 11 percent. For 2018, VAMED AG expects another year of successful growth.

In 2017, the total number of VAMED employees increased once more, by a total of 700 to around 18,000 employees. In Austria, VAMED currently employs more than 6,000 persons.

### **Overview of the key financial indicators 2017**

|                         | <b>2017</b>  | <b>2016</b>  | ± from PY |
|-------------------------|--------------|--------------|-----------|
| Orders on hand (€ m)    | <b>2,147</b> | <b>1,961</b> | + 9%      |
| Order intake (€ m)      | <b>1,096</b> | <b>1,017</b> | + 8%      |
| Sales (€ m)             | <b>1,228</b> | <b>1,160</b> | + 6%      |
| International sales (%) | <b>69.3%</b> | <b>68.3%</b> |           |
| EBIT(€ m)               | <b>76</b>    | <b>69</b>    | + 10%     |
| EBT(€ m)                | <b>74</b>    | <b>67</b>    | + 11%     |

**In case of any questions, feel free to contact:**

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