

# VAMED Group

## Company Profile



health. care. vitality.

International Market Leader  
with the most extensive Value Chain



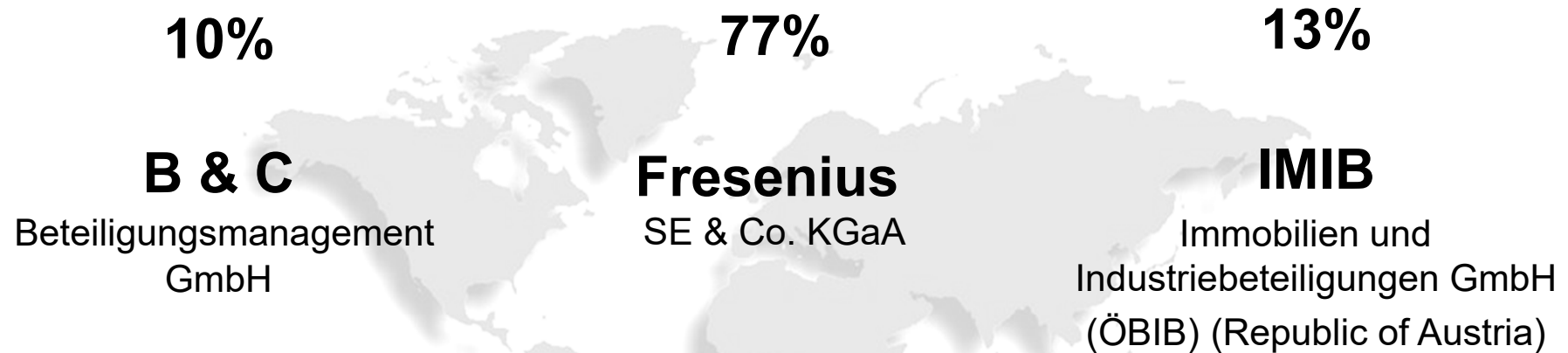
VAMED is the leading company in the fields of planning, equipment, construction, technical management and total operational management of complex health care facilities

**Focus on health**

**Global player**

**Most extensive value chain**

# Shareholders



# Business Segments



## Clinics



## Hospitals

## Thermal Spas & Wellness Resorts



## Health and Medical Wellness Centers

## Rehabilitation Centers



## Nursing Homes

## Laboratories



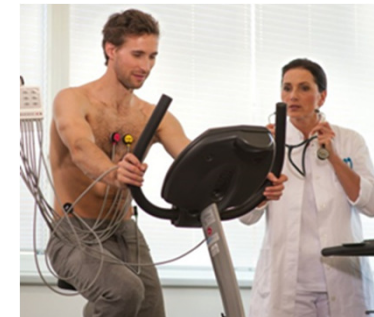
## Research Facilities



# Organizational Structure



## VAMED AG



### Projects

**International**

**Central Europe**

**VE**  
VAMED Engineering

**VSG**  
VAMED  
Standortentwicklung

### Services

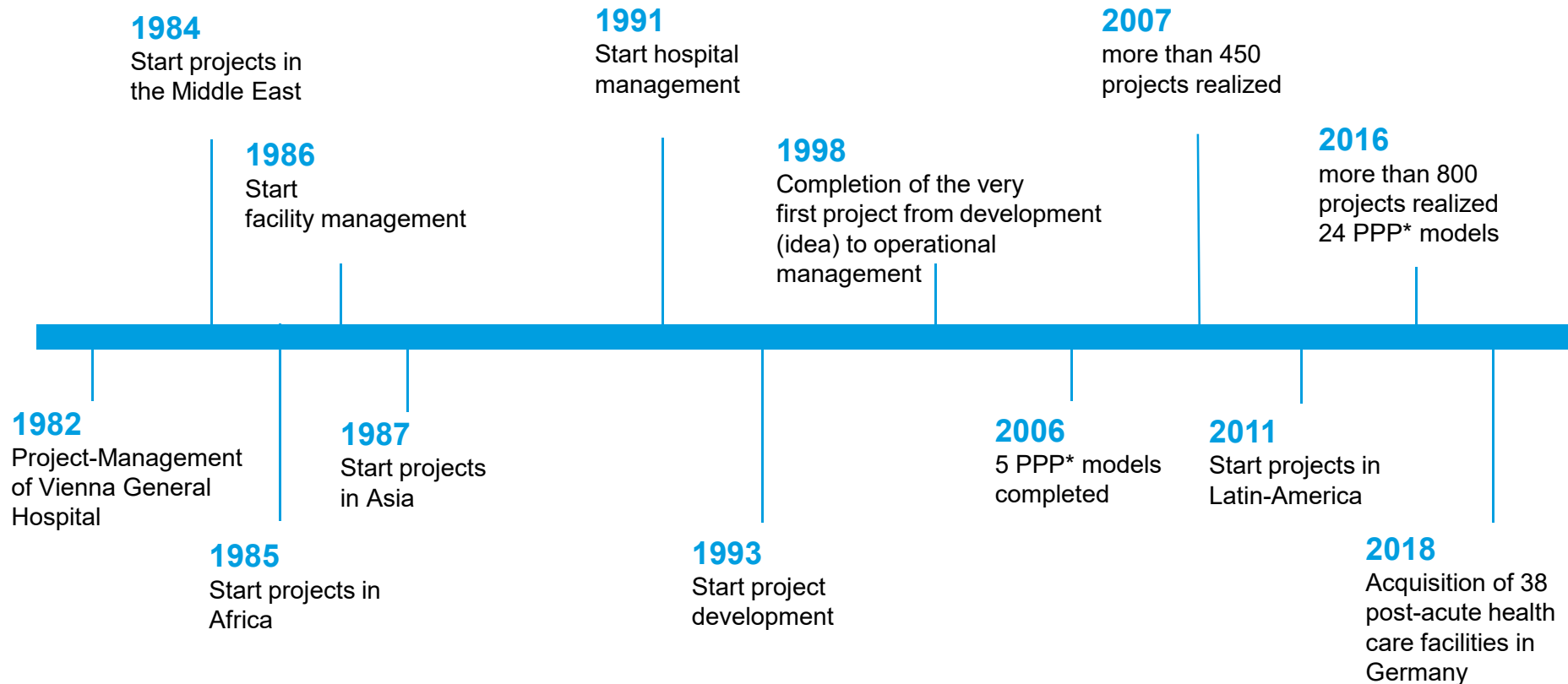
**Vienna**

**Central Europe  
& International**

**VKMB**  
VAMED - KMB

**VMS**  
VAMED Management  
& Service

# VAMED Milestones



\* PPP = Public Private Partnership

- **International market leader** headquartered in Austria
- More than **900 healthcare projects** implemented across the globe
- Operates in the Project and Service businesses in **88 countries** on **5 continents**
- Technical services for more than **840 healthcare facilities** with approx. **193,000 beds** worldwide
- **PPP and life cycle pioneer** in the healthcare sector: **25 PPP models** in **Austria** and **Germany** and **36 international life cycle projects**
- **Market leader** in **Austrian health tourism** and **medical wellness**  
(VAMED Vitality World: about 3.2 million guests, 10 resorts in Austria and Hungary)
- **Leading private rehabilitation provider** in **Austria**, **Germany**, **Switzerland** and **Czech Republic**, market entry in the UK in 2017; total of about **8,000 beds**
- **Total operational management** for about **100 healthcare facilities** in 13 countries on 3 continents with a total of approx. **18,000 beds**

# Extensive Value Chain – All services from a single competent provider



## Project Business

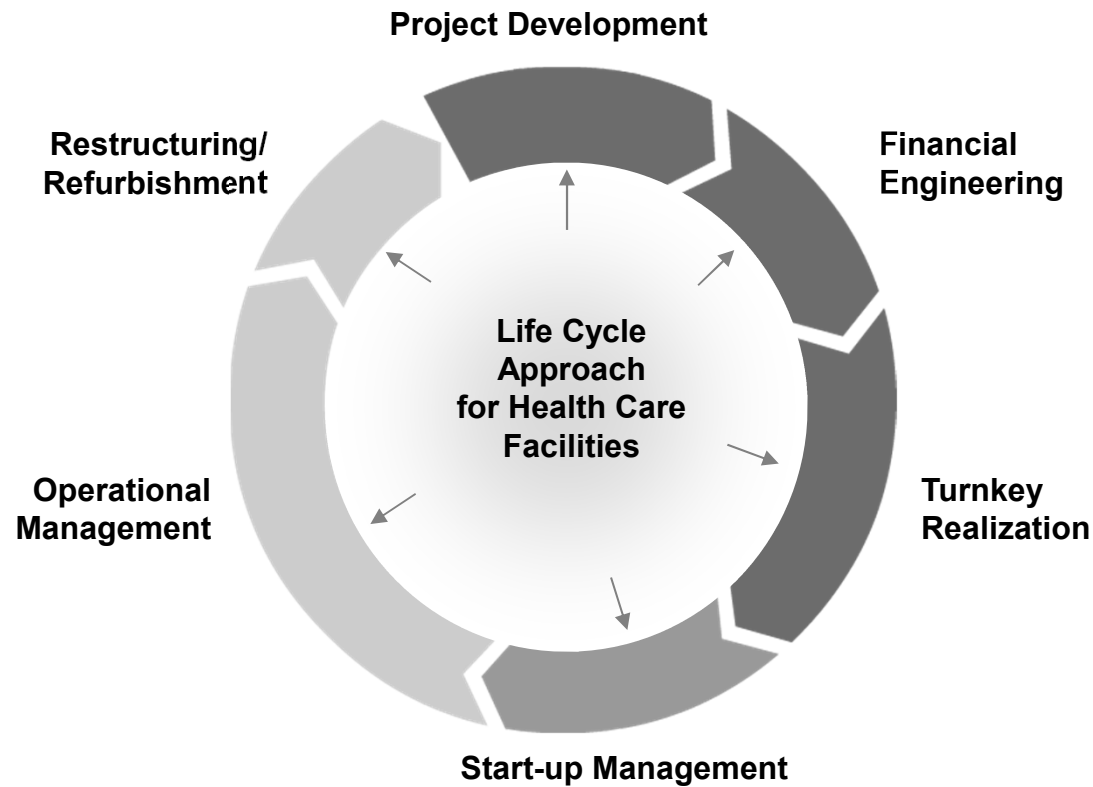
## Service Business

### VAMED Value Chain





# Extensive Value Chain – Services covering the entire life cycle



## VAMED Value Chain



# VAMED Portfolio



## Project Business

## Service Business

PROJECT DEVELOPMENT	CONSULTING	ENGINEERING	PROJECT MANAGEMENT and CONSTRUCTION	SERVICES Technical, Commercial, Infrastructure	TOTAL OPERATIONAL MANAGEMENT
Project Idea / Project Conception	Health Sector Studies	Functional and Healthcare Planning	General Contractor	Maintenance of Medical Equipment	Ownership
Utilization / Structure Concept	Feasibility Studies	Civil, Structural and Architectural Engineering	Turnkey Contractor	Maintenance of buildings' technical installations (M&E)	
Planning	Economic & Market Studies	Mechanical and Electrical Engineering	Building Promotor	Procurement & Logistics	Operational Management
Financing Models	Target Planning	Biomedical Engineering	Project Financing	Education Programs	
Revitalization Concepts	Master Plan	Hospital IT Engineering	Concessionary Models	Energy management	
Realization Models	IT-Consultancy	Financial Engineering	Cost / Quality / Organizat. Planning and Controlling	Sterilization Services	Management Assistance
Strategy Consultancy	Staff Planning	General Planning	Warranty	IT Services	

# Integrated Health Care and Service Provider



## VAMED Value Chain

**Service  
Provider**

**PROJECT  
DEVELOPMENT**

**CONSULTING**

**ENGINEERING**

**PROJECT  
MANAGEMENT  
and  
CONSTRUCTION**

**SERVICES  
Technical,  
Commercial,  
Infrastructure**

**TOTAL  
OPERATIONAL  
MANAGEMENT**

**Health Care  
Provider**

**PREVENTION**

**ACUTE CARE**

**REHABILITATION**

**NURSING CARE**

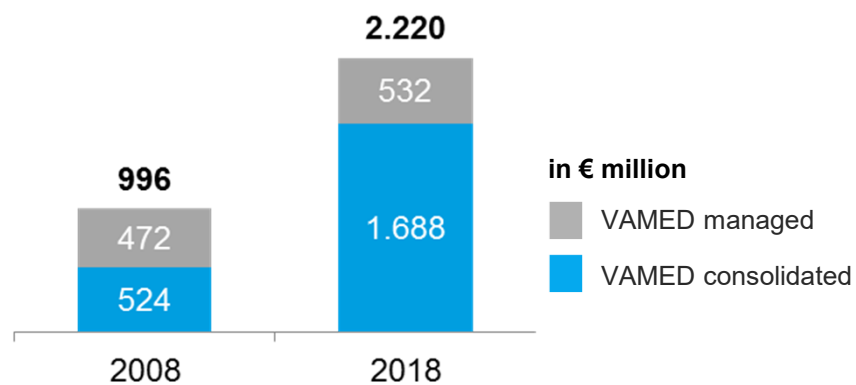


**Regional cross-linking of the VAMED value chain  
in selected markets**

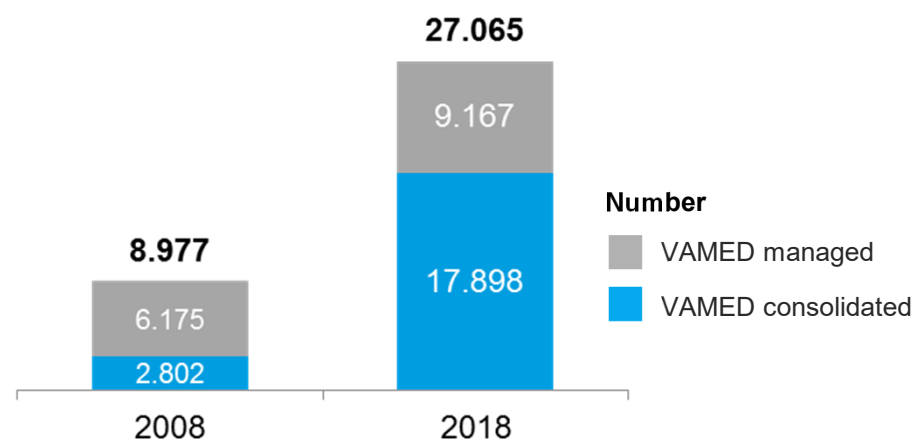
# Key Figures “Managed Business”



## Sales Development



## Employees

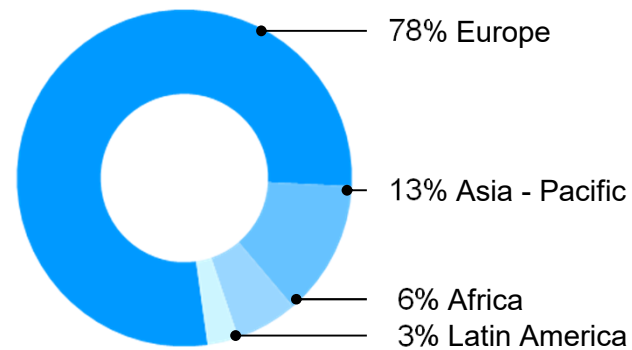


# Key Figures “Managed Business”



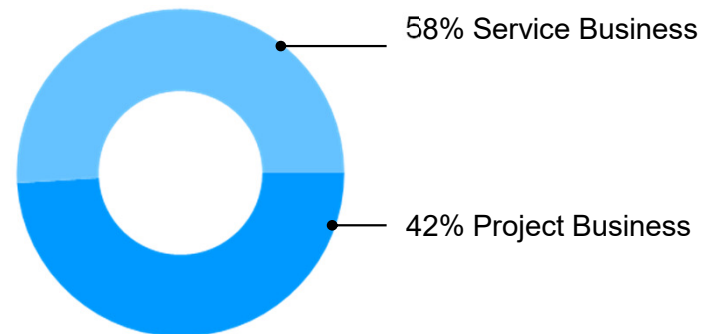
## Sales distribution by region

2018: € 1,688 million



## Revenue distribution by segment

2018: € 1,688 million







create. health.    manage. care.    enjoy. vitality.