

SHL Telemedicine

2018 Results

12 March 2019



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Agenda

- Financial Highlights and Summary
- Business Update
- Appendix

2018 Financial Highlights

- **The Company continues to demonstrate outstanding financial performance, achieving growth in revenues and profitability**
- Revenues are up 31% to \$ 48.9m:
 - Stable income in Israel operations with \$ 20.7m revenue
 - Revenues in Germany up 65% to \$ 27.6m including bonus income from PBC customers in the amount of \$ 8.6m
- Gross margin expanded to 62% thanks to operating leverage (compared to 52% in 2017)
- EBITDA up 81% to \$ 16.5m
- Cash reserves of \$ 8.9m after early repayment of long term loan and complete repayment of short term credits
- **Company continues generating cash with a positive operational free cash flow of \$ 11.6m***

*Cash from operating activities net of investments in fixed and intangible assets

2018 Financial Summary

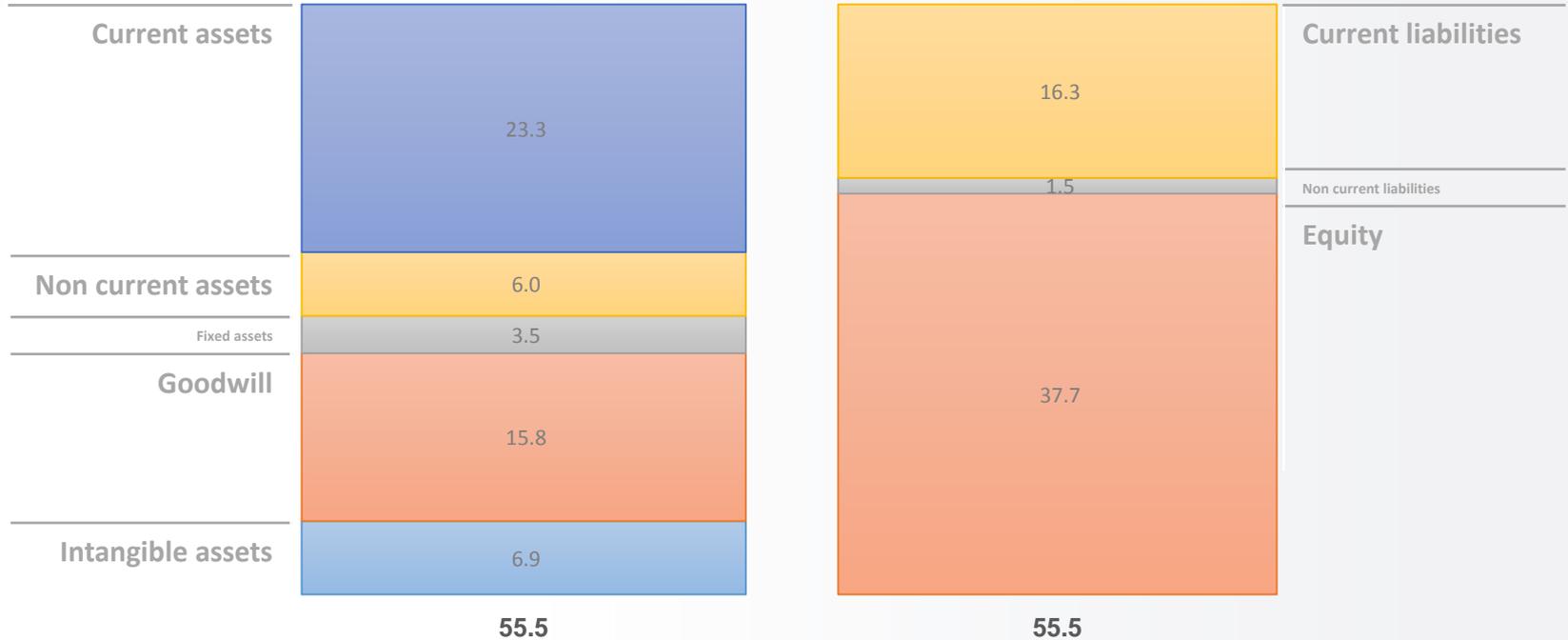
USD million

	As reported			Constant Currency*		
	2018	2017	% change	2018	2017	% change
Revenues	48.9	37.4	31%	48.9	38.2	28%
<i>Germany</i>	27.6	16.7	65%	27.6	17.4	59%
<i>Israel</i>	20.7	20.5	1%	20.7	20.5	1%
<i>ROW</i>	0.6	0.2	200%	0.6	0.3	100%
EBIT	12.0	4.1	192%	12.0	4.2	186%
<i>% of revenues</i>	25%	11%		25%	11%	
Net profit (loss)	10.1	2.4	321%	10.1	2.5	310%
<i>% of revenues</i>	21%	6%		21%	6%	
EBITDA	16.5	9.1	81%	16.5	9.2	79%
<i>% of revenues</i>	34%	24%		34%	24%	
EPS (LPS)	0.96	0.23	317%	0.96	0.24	300%

*Presenting figures in constant currency gives more meaningful comparison between the periods due to fluctuations in NIS/USD/EUR exchange rates.

31.12.2018 Balance Sheet

USD Million



2018 Cash Flow Summary

USD million	2018	2017	Diff.
Cash received from operating activities	12.8	11.9	0.9
Cash used in investing activities (ex. marketable securities)	(0.6)	(1.5)	0.9
Cash used in financing activities	(13)*	(11.3)**	(1.7)
Effect of exchange rate changes	(0.7)	0.7	(1.4)
Increase (decrease) in cash, cash equivalents & marketable securities	(1.5)	(0.2)	(1.3)
Cash, cash equivalents & marketable securities at beginning of period	10.4	10.6	(0.2)
Cash, cash equivalents & marketable securities at end of period	8.9	10.4	(1.5)
Operating Free Cash Flow***	11.6	10.3	1.3

*Early repayment of loan complete repayments of short term credits in Israel

**Early repayment of loan in Germany and current loan repayments in Israel

***Cash from operating activities net of investments in fixed and intangible assets

Business Update

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- A decorative graphic consisting of a grey circle with an orange Wi-Fi symbol inside, positioned to the left of the list items.
- Continuing to develop our existing platforms in Germany and Israel
 - Bonus in PBC customers indicates continued savings from Chronic Disease Management contracts
 - Developing new programs and digitizing existing programs to enhance customer value add and attract new customers
 - Growing the smartheart™ business globally

Investor Information

- 10,878,491 registered shares with a par value of NIS 0.01 each
- Listed at SIX Swiss Exchange in CHF; Symbol: SHLTN, No. 1128957
- Price high/low (CHF) 8.40/6.00
- Market cap high/low (CHF m) 88.2/63.0
- Market cap 30.12.18 (CHF m) 64.1



Yoav Rubinstein, CEO
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Yoav Rubinstein joined SHL in March 2012 as Senior Vice President, Head of Global Business Development and was appointed CEO in June 2017. Before joining SHL, Mr. Rubinstein worked in the private equity industry, for 9.5 years as a Principal for Apax Partners and then as a Senior Advisor to Saban Capital Group. Mr. Rubinstein holds a BA in Business Administration from the Interdisciplinary Center, Israel.



Yossi Vadnagra, CFO
yossiv@shl-telemedicine.com

Yossi joined SHL in February 2017 as Director of Business Development in Israel and has been appointed CFO in June 2017. Over 18 years of experience in international markets with Blue Chip companies as CFO in the Healthcare, Retail, and Engineering sectors. He is a CPA (Israel) with an MBA in Finance.

Thank you

