



## Q1/2022: PRE-SILENT NEWSLETTER

IR Newsletter is published four times a year, prior to the beginning of the silent period. The newsletter wraps up the latest quarter including most important releases published during the quarter, frequently asked questions by investors and upcoming IR-events.

Terveystalo's silent period will start on Tuesday, 29 March, 2022 and the January-March 2022 results will be published on Thursday, 28 April, 2022 at around 09.00 am EEST. Webcast will be held on the same day starting at 10.30 am EEST.

If you have any questions before the silent period, please reach out to: [investors@terveystalo.com](mailto:investors@terveystalo.com) tai [liisamaija.seppanen@terveystalo.com](mailto:liisamaija.seppanen@terveystalo.com).

### Terveystalo's company pages were renewed

Terveystalo's renewed website has been published. The Company pages contain basic information about Terveystalo, Careers, Investors, Newsroom, as well as Quality and Responsibility sections. The company pages are available in Finnish and English. Visit the new [Company -pages](#).

### The most important releases during Q1/2022

#### Terveystalo's Annual Report 2021 published

Annual Report 2021 was published on 18 February, 2022 and it is available at: <https://www.terveystalo.com/en/company/investors/reports-and-presentations/>

#### Notice to the Annual General Meeting 2022

Annual General Meeting of Terveystalo Plc will be held on Thursday, 7 April, 2022 at 3:00 p.m. EEST. In order to prevent the spread of the Covid-19 pandemic, the Annual General Meeting will be held without shareholders' and their proxy representatives' presence at the meeting venue. Shareholders of the Company and their proxy representatives may participate in the meeting and exercise shareholder rights only through voting in advance as well

as by making counterproposals and presenting questions in advance. The notice to General Meeting of Shareholders, as well as the Board of Directors' proposals to the General Meeting have been published in stock exchange releases and on Terveystalo's website: <https://www.terveystalo.com/Annual-General-Meeting-2022>

Video recordings of the speeches of the President and CEO, the Chairman of the Board, the Chairman of the Nomination Committee and the new Board member candidates are also available on the site. Registration and advance voting will end on 31 March, 2022 at 4:00 p.m. EEST.

## [Terveystalo has signed an agreement for a EUR 100 million domestic commercial paper program](#)

Terveystalo has signed an agreement for a EUR 100 million domestic commercial paper program. Under the program, the company may issue commercial papers with a maturity of less than one year.

The financing arrangement diversifies Terveystalo's financing base and supports the Group's normal working capital financing. The debt investor presentation is available [here](#).

## [Terveystalo sends care supplies to Ukraine](#)

Terveystalo responded to the request of the Ukrainian embassy, donating a total of 31 sets of care supplies such as syringes, needles and protective equipment for crisis aid. The first cargo left for Ukraine on 1 March, 2022, with the transport of our partner Freja in cooperation with the Ukrainian authorities. This will ensure that the aid reaches its destination. Our partners in the project are Mediq, our supplier of care products, and Plandent and Wulff. In addition, we are supporting the Doctors Without Borders grant with a monetary donation to help people in this major crisis.

Other releases published during the quarter can be found in our [Newsroom](#).

## **Frequently asked questions during the quarter**

### **How does accelerating inflation affect Terveystalo's business?**

In procurement, the rise in prices is currently reflected in the prices of some supplies and also affects the prices of electricity, which, however, has a relatively small effect on the increase in costs. Similarly, rising inflation will put more pressure on wage increases, which will be negotiated centrally, for example for nurses.

### **How is Terveystalo going to proceed in the Swedish market?**

We have completed Feelgood's integration process and are starting to implement business plans. The Swedish market offers Terveystalo more opportunities for growth both organically and through acquisitions. The occupational health market in Sweden is more fragmented than in Finland and there are better opportunities for market consolidation. The "funnel" of bolt-on acquisition targets is currently strong. Terveystalo has already made three bolt-on acquisitions in Swedish occupational health, in addition to Feelgood. In the longer term, the goal is also to grow in Sweden outside occupational health to specialized care.

In addition, Terveystalo has clear plans to expand its digital suite to the Swedish market, and the goal here is to make progress this year.

### **How will the possible alleviation of the COVID-pandemic and the reduction in Covid testing impact Terveystalo?**

Terveystalo performed approximately 230,000 Covid tests in 2020 and approximately 500,000 in 2021. We report on these on our website in the open data at <https://avoinraportointi.terveystalo.com/korona/>

Covid testing will be lower as expected, but one has to remember that it has replaced other normal diagnostics during the pandemic, so a reduction in Covid testing will not directly reduce revenue as it is expected to be replaced

by other services. In addition, PCR testing, as an example, will most likely be part of normal flu diagnostics in the future.

## **The demand-supply situation, how has it developed and what has Terveystalo done to minimize the supply bottlenecks?**

Demand for health services remains high and supply is the limiting factor. We have put lots of effort to the recruitment of professionals and have been able to expand our offering with our digital services (chat, video receptions) as the booking rates continue at high level.

## **Financial reporting 2022**

- Interim Report for January–March 2022 on Thursday, 28 April 2022
- Half-Year Report for January–June 2022 on Tuesday, 19 July 2022
- Interim Report for January–September 2022 on Thursday, 27 October 2022

The Financial reviews 2022 will be published at approximately 9:00 a.m. EET. Financial reports are published in Finnish and English.

## **Investor activities and events 2022**

Check Terveystalo's Investor Calendar for the upcoming [IR events](#).

## **Consensus**

Check the latest [Vara consensus](#).

## **Terveystalo's IR Team**

Terveystalo's IR Team is happy to help you with any questions.

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## **Terveystalo in brief**

Terveystalo is the largest private health care service provider in Finland in terms of revenue and network. Terveystalo is also a leading occupational health provider in the Nordic region. We offer a wide variety of primary health care, specialized care, and well-being services for corporate and private customers and the public sector. Terveystalo's digital services are available 24/7, regardless of time and place. Health and well-being services are also provided by Terveystalo's over 360 clinics across Finland. In Sweden, we offer occupational health services at 120 clinics. Terveystalo is listed on the Helsinki Stock Exchange and has a predominantly Finnish ownership.

# Terveystalo

In 2021, Terveystalo had approximately 1.3 million individual customers in Finland and the number of customer appointments was approximately 8 million, with more than a quarter of these taking place via remote channels. Terveystalo employs over 15,500 healthcare and well-being professionals. Terveystalo is a Key Flag company and member of Association for Finnish Work. [www.terveystalo.com](http://www.terveystalo.com)