



## Press Release

**GAROFALO HEALTH CARE S.P.A.: BOARD OF DIRECTORS APPROVES INTERIM FINANCIAL REPORT AT SEPTEMBER 30, 2024**

**STRONG GROUP GROWTH CONTINUES IN THE FIRST 9M 2024 (REVENUES +32%)**

**PRIVATE ACTIVITIES UP 8%**

**STANDARD ETHICS CONFIRMS MEDIUM-LONG TERM ESG RATING OF GHC GROUP AT INVESTMENT GRADE EE+ (“VERY STRONG”)**

### KEY 9M 2024 RESULTS:

- REVENUES OF €347.3M VS. €263.1M IN 9M 2023 (+32.0%)
- OP. EBITDA ADJ.<sup>(1)</sup> OF €58.9M VS. €51.0M IN 9M 2023 (+15.6%), WITH A 17.0% MARGIN
- NET INCOME OF €18.7M VS. €18.4M IN 9M 2023
- NFP OF €195.4M WITH FINANCIAL LEVERAGE<sup>(2)</sup> OF 2.5x

**AURELIA HOSPITAL GROUP PERFORMANCE ALIGNED WITH PLANNED EFFICIENCY TARGETS FOR THE CURRENT FISCAL YEAR**

**Rome, November 14, 2024** – Garofalo Health Care S.p.A. (“GHC”) today approved the Interim Financial Report at September 30, 2024, drawn up as per Article 82 of the Issuers’ Regulation adopted with motion No. 11971 of May 14, 1999 and as per IAS/IFRS international accounting principles.

**Maria Laura Garofalo, Chief Executive Officer of GHC**, stated: *“We are approaching the end of 2024 with 9M results that fully confirm our vision for the year, despite being physiologically impacted by the seasonality of the summer quarter. The Group’s results in these 9 months, up on all indicators compared to last year, confirm the ability of our facilities to be extremely attractive also to private and Out-of-Region patients, thanks to a state-of-the-art technology park and highly specialized staff. We are confident that the fourth quarter will show outstanding performance, in view of a 2025 that will see the Group aiming for even more ambitious growth targets, also thanks to the new initiatives already in pipeline.”*

<sup>(1)</sup>Operating EBITDA Adjusted defined as EBIT + depreciation and amortisation + provisions and write-downs + adjustments (these latter in 9M 2024 negative for approx. €0.06M and mainly concerning M&A costs). The 9M 2023 adjustments were negative for €0.3M and were principally related to M&A costs and “extra-Covid costs” (net of the reimbursements recognized by the Regions to a number of Group facilities against “extra-Covid costs” incurred in the previous years)

<sup>(2)</sup>Calculated as the ratio between NFP and Operating EBITDA Adj. for the last 12 months, including the estimate of the contribution for 12 months from the acquisition of Sanatorio Triestino (realized in May 2023) and of the Aurelia Hospital Group (in November 2023)



## GHC Group 9M 2024 consolidated key operating highlights

The GHC Group's 9M 2024 results, in comparison with the previous year, include the full contribution of Sanatorio Triestino (acquired in May 2023), and of the Aurelia Hospital Group (acquired on November 16, 2023).

The results as of September 30, as envisioned in the annual planning, reflect the physiological slowdown in healthcare activity in the summer quarter, which nevertheless – considered in conjunction with the strong performance achieved in the first half – enables the Group to show growth results for the 9 months compared to 2023 on all major indicators.

### Consolidated 9M Revenues

GHC's Consolidated Revenues in the first nine months of 2024 totalled €347.3M, up €84.2M from €263.1M in 9M 2023 (+32.0%).

These results include the performances of Sanatorio Triestino (€14.0M) and of the Aurelia Hospital Group (€67.3M).

Revenues in Euro millions	9M 2024	9M 2023	vs. 9M'23 (€M)	vs. 9M'23 (%)
<b>Total</b>	<b>347.3</b>	<b>263.1</b>	<b>+84.2</b>	<b>+32.0%</b>

At like-for-like perimeter, i.e. excluding the contribution of Sanatorio Triestino and of the Aurelia Hospital Group, Revenues were up 3.9% on 9M 2023 (€266.0M vs. €256.1M).

This increased production was driven by: (i) the increase in services provided to private and Out-of-Region patients, respectively up approx. +8% and +7% on 9M 2023, confirming the attractiveness of the Group's facilities and the growing demand for healthcare services, in addition to (ii) the increased services provided to Regional patients under the agreement with the NHS, as a result of obtaining extra budgets allocated by some regions and aimed mainly at reducing waiting lists.

Like-for-like Revenues in Euro millions	9M 2024	9M 2023	vs. 9M'23 (€M)	vs. 9M'23 (%)
<i>Total at LFL perimeter</i>	<i>266.0</i>	<i>256.1</i>	<i>+9.9</i>	<i>+3.9%</i>

### Focus on Q3 2024 consolidated Revenues

GHC's Consolidated Revenues for the third quarter were €95.8M, up €19.3M from €76.5M in Q3 2023 (+25.3%).

Revenues in Euro millions	Q3 2024	Q3 2023	vs. Q3'23 (€M)	vs. Q3'23 (%)
<b>Total</b>	<b>95.8</b>	<b>76.5</b>	<b>+19.3</b>	<b>+25.3%</b>

Excluding the contribution of Sanatorio Triestino and of the Aurelia Hospital Group, Revenues – physiologically affected by the summer period – were substantially in line with Q3 2023 (€73.1M vs. €72.9M).

Like-for-like Revenues in Euro millions	Q3 2024	Q3 2023	vs. Q3'23 (€M)	vs. Q3'23 (%)
<i>Total at LFL perimeter</i>	<i>73.1</i>	<i>72.9</i>	<i>+0.2</i>	<i>+0.3%</i>

### Consolidated 9M Operating EBITDA Adjusted

Consolidated Operating EBITDA Adjusted in 9M 2024 totalled €58.9M, up €7.9M on €51.0M in the previous year (+15.6%), with a 17.0% margin.

These results benefit from the increased production volumes and include the contribution of Sanatorio Triestino (€2.0M) and of the Aurelia Hospital Group (€5.1M), whose 9M 2024 performances – similarly to the one of other facilities – were overall in line with the annual planning.

Op. EBITDA Adj. in Euro millions	9M 2024	9M 2023	vs. 9M'23 (€M)	vs. 9M'23 (%)
<b>Total</b>	58.9	51.0	+7.9	+15.6%

Excluding the contribution of Sanatorio Triestino and of the Aurelia Hospital Group, Op. EBITDA Adjusted grew 3.2% on 9M 2023 (€51.8M vs. €50.2M), with a margin of 19.5%.

Op. EBITDA Adj. Like-for Like in Euro millions	9M 2024	9M 2023	vs. 9M'23 (€M)	vs. 9M'23 (%)
<i>Total at LFL perimeter</i>	51.8	50.2	+1.6	+3.2%

### Focus on Q3 2024 consolidated Operating EBITDA Adjusted

The Operating EBITDA Adjusted recorded in Q3 2024, when compared with the same quarter of 2023, reflects events, circumscribed and already resolved, that have affected the operating activities of some Group facilities resulting in a different scheduling of production activities.

In view of that outlined above, consolidated Operating EBITDA Adjusted in Q3 2024 was €10.9M, decreasing €1.8M on €12.7M in the previous year, with a margin of 11.4%.

Op. EBITDA Adj. in Euro millions	Q3 2024	Q3 2023	vs. Q3'23 (€M)	vs. Q3'23 (%)
<b>Total</b>	10.9	12.7	-1.8	-14.4%

Excluding the contribution of Sanatorio Triestino and of the Aurelia Hospital Group, Op. EBITDA Adjusted decreased approx. €1.9M on 9M 2023 (€10.6M vs. €12.5M), with a margin of 14.5%.

Op. EBITDA Adj. Like-for Like in Euro millions	Q3 2024	Q3 2023	vs. Q3'23 (€M)	vs. Q3'23 (%)
<i>Total at LFL perimeter</i>	10.6	12.5	-1.9	-15.2%

### Consolidated 9M EBIT

9M 2024 EBIT was €36.9M, up €4.8M on €32.1M in 9M 2023 (+14.9%). This result reflects: (i) amortisation, depreciation and write-downs of approx. €19.0M, increasing €3.4M on €15.5M in 9M 2023, mainly due to the change in the consolidation perimeter (5.5% as a percentage of sales, down vs. 5.9% in 9M 2023), and (ii) Impairments and other provisions for approx. €2.9M, substantially in line with €3.0M in 9M 2023.

EBIT in Euro millions	9M 2024	9M 2023	vs. 9M'23 (€M)	vs. 9M'23 (%)
<b>Total</b>	36.9	32.1	+4.8	+14.9%

### Consolidated 9M Net Income

The Group Net Income was €18.7M, increasing €0.3M on €18.4M in 9M 2023 (+1.4%). This amount reflects: (i) net financial charges for €10.9M (up €3.6M vs. €7.3M in 9M 2023, mainly as a result of the medium/long-term financing used for the acquisitions of Sanatorio Triestino and of the Aurelia Hospital Group) and (ii) income taxes of €7.3M, increasing €0.9M on €6.4M in 9M 2023, in light of the increased profit before taxes.

It is specified that net financial charges include the one-off impact of approx. €0.9M for the not yet amortized portion of the transaction costs related to the previous bank financing of November 2021, repaid in July 2024..

Net Income in Euro millions	9M 2024	9M 2023	vs. 9M'23 (€M)	vs. 9M'23 (%)
<b>Total</b>	18.7	18.4	+0.3	+1.4%



## GHC Group consolidated balance sheet highlights at September 30, 2024

### Consolidated Net Financial Position

At September 30, 2024, the Net Financial Position (NFP) of GHC was €195.4M, comprising liquidity of €36.8M and financial debt of €232.2M.

Net Financial Position in Euro millions	9M 2024	FY 2023	Change vs. FY 2023
<b>Total</b>	195.4	205.7	-10.3
Financial leverage (x) <sup>(3)</sup>	2.5x	2.8x	-0.3x

The NFP at September 30, 2024 improved by €10.3M compared to 31.12.2023.

In comparison with 9M 2023, the evolution in the NFP reflect: (i) management decision not to anticipate the collection of receivables arising from the Out-of-Region production of the Emilia-Romagna facilities (amounting to approx. €8M), motivated by the desire to prioritize - through the non-assignment without recourse of these receivables - the containment of financial charges with respect to the cash benefit that would have resulted, (ii) increased financial charges, which however include in 9M 2024 also the one-off impact for the capitalisation of the transaction costs relating to the recent financing transaction signed in July 2024, and (iii) a less favourable working capital trend than in the same period last year, partly due to the settlement of one-off items related to the Aurelia Group.

### Capex

The Group in 9M 2024 invested a total of approx. €12.5M, of which €8.7M for maintenance and €3.8M for expansion and development. Among these, we highlight the acquisition by GHC Real Estate of the property which houses the headquarters of the subsidiary Aesculapio.

### SUBSEQUENT EVENTS TO YEAR-END

There were no subsequent events to period-end.

### OUTLOOK

The Group results for the first nine months of the year, that include the physiological and planned slowdown of activities during the third quarter, confirm the structural growth trends for private out-of-pocket activities and the demand for healthcare and dependency care services, and once again highlight the key role of private accredited operators in providing an adequate response to this demand.

In this context, the Group will continue to operate by fully realizing the accredited activity, including the increased resources partly already allocated for the reduction of waiting lists, and especially by developing the activity towards private "out-of-pocket" patients, considering this growth trend as structural and not temporary.

With regards to the Aurelia Hospital Group, in view of the absolute attention of the Lazio Region to the healthcare issue, GHC believes to date that it can confirm the path of development and significant improvement in the performance of the Aurelia Group expected by 2024 and that it will fully unfold in the coming fiscal years.

### RATING ESG STANDARD ETHICS

The Company announces that Standard Ethics, an independent extra-financial sustainability rating agency on environmental, social and governance (ESG) issues, has confirmed GHC's medium-long term rating at Investment Grade EE+ ("Very Strong"), also confirming the short-term rating at the current level EE ("Strong"), also Investment Grade.

Please note that the rating assigned by Standard Ethics represents an independent assessment that expresses the level of adherence to institutional and international voluntary guidance on sustainability (and

<sup>(3)</sup> Calculated as the ratio between NFP and Operating EBITDA Adj. for the last 12 months, including the estimate of the contribution for 12 months from the acquisition of Sanatorio Triestino (realized in May 2023) and of the Aurelia Hospital Group (in November 2023)



related governance aspects) from the United Nations (UN), the Organization for Economic Cooperation and Development (OECD) and the European Union (EU). Further details on the sustainability rating methodology adopted by Standard Ethics can be found at [www.standardethics.eu](http://www.standardethics.eu).

### **CONFERENCE CALL OUTLINING THE 9M 2024 RESULTS**

The Company announces that this afternoon, November 14, 2024, at 6PM (CET) a conference call shall be held for investors and analysts to provide an overview of the key 9M 2024 results.

The Group's Chief Executive Officer Ms. Maria Laura Garofalo, together with the top management, will take part in the conference call.

The call shall be held in Italian. A transcript of the call shall be made available also in English on the company website ([www.garofalohealthcare.com](http://www.garofalohealthcare.com), Investor Relations / Presentations section).

Registration via the link below is required to participate in the conference call. It is specified that once you have registered (by accessing the link below), you will receive a registration notification by email with which you will be notified of your personal Passcode and PIN, which must be used to directly and uniquely access the conference call:

<https://services.choruscall.it/DiamondPassRegistration/register?confirmationNumber=8676874&linkSecurityString=11e193ebbe>

\* \* \*

The Interim Financial Report at September 30, 2024 is available to the public on the Company's website [www.garofalohealthcare.com](http://www.garofalohealthcare.com) in the Financial Statements and Reports section and on the eMarket Storage authorised storage mechanism ([www.emarketstorage.com](http://www.emarketstorage.com)).

\* \* \*

The Executive Officer for Financial Reporting, Mr. Luigi Celentano, states in accordance with paragraph 2, Article 154-bis of the Consolidated Finance Act that the accounting information in this press release corresponds to the underlying accounting documents, records and entries. The data in this press release has not been audited.

\* \* \*

### **The GHC Group**

The GHC Group, listed on the Euronext STAR segment of the Italian Stock Exchange, is an Italian accredited private healthcare leader operating through 37 healthcare clinics demonstrating excellence and offering a comprehensive range of services covering all areas of healthcare thanks to diversified specialties, the use of cutting-edge technologies and highly-qualified personnel. The Group in fact operates across eight regions in Northern and Central Italy (Piedmont, Lombardy, Veneto, Friuli-Venezia Giulia, Emilia Romagna, Liguria, Tuscany and Lazio), covering in the hospital sector acute admissions, long-term care, post-acute rehabilitations and outpatient services (the "Hospital Sector"), and in the social services and dependency care sector covering residential admissions and district outpatient services (the "Community Care and Dependency Care Sector").

\* \* \*

### **FOR FURTHER DETAILS:**

Garofalo Health Care S.p.A.  
Mimmo Nesi - Investor Relator  
Tel. +39 06 68489231 - [ir@garofalohealthcare.com](mailto:ir@garofalohealthcare.com)  
Website: [www.garofalohealthcare.com](http://www.garofalohealthcare.com)

### **Press Office**

Barabino & Partners  
Massimiliano Parboni - [m.parboni@barabino.it](mailto:m.parboni@barabino.it)  
Tel. +39 335 8304078  
Giuseppe Fresa - [g.fresa@barabino.it](mailto:g.fresa@barabino.it)  
Tel. +39 348 5703197

### Consolidated Income Statement of the GHC Group for 9M 2024

<i>In Euro thousands</i>	<b>30/09/2024</b>	<b>30/09/2023</b>
Revenues from services	341,727	258,104
Other revenues	5,602	5,028
<b>TOTAL REVENUES</b>	<b>347,328</b>	<b>263,131</b>
Raw materials and consumables	52,205	34,813
Service costs	137,553	108,050
Personnel costs	82,375	57,205
Other operating costs	16,326	12,392
<b>TOTAL EBITDA</b>	<b>58,868</b>	<b>50,671</b>
Amortisation, depreciation and write-downs	18,976	15,543
Impairments and other provisions	2,954	2,989
<b>TOTAL OPERATING COSTS</b>	<b>310,390</b>	<b>230,992</b>
<b>EBIT</b>	<b>36,938</b>	<b>32,139</b>
Financial income	314	82
Financial charges	(11,339)	(7,451)
Results of investments at equity	108	83
<b>FINANCIAL INCOME AND CHARGES</b>	<b>(10,917)</b>	<b>(7,286)</b>
<b>PROFIT BEFORE TAXES</b>	<b>26,022</b>	<b>24,853</b>
Income taxes	7,323	6,409
<b>NET PROFIT FOR THE PERIOD</b>	<b>18,698</b>	<b>18,444</b>
Group	18,560	18,435
Minority interests	139	9



### Consolidated Balance Sheet of the GHC Group at September 30, 2024

<b>ASSETS</b> <i>In Euro thousands</i>	<b>30/09/2024</b>	<b>30/09/2023</b>
Goodwill	91,541	156,007
Other intangible assets	281,492	219,258
Property, plant and equipment	292,438	252,989
Investment property	817	846
Equity investments	1,364	1,386
Other non-current financial assets	1,248	3,368
Other non-current assets	1,730	2,238
Deferred tax assets	13,232	14,850
<b>TOTAL NON-CURRENT ASSETS</b>	<b>683,862</b>	<b>650,942</b>
Inventories	6,072	5,583
Trade receivables	99,560	100,994
Tax receivables	5,119	7,939
Other receivables and current assets	7,483	7,652
Other current financial assets	15,781	409
Cash and cash equivalents	21,041	22,684
<b>TOTAL CURRENT ASSETS</b>	<b>155,057</b>	<b>145,260</b>
<b>TOTAL ASSETS</b>	<b>838,919</b>	<b>796,202</b>

**Consolidated Balance Sheet of the GHC Group at September 30, 2024**

<i>LIABILITIES</i> <i>In Euro thousands</i>	<b>30/09/2024</b>	<b>30/09/2023</b>
Share capital	31,570	31,570
Legal reserve	1,088	614
Other Reserves	267,623	245,903
Group result	18,560	20,799
<b>TOTAL GROUP SHAREHOLDERS' EQUITY</b>	<b>318,841</b>	<b>298,886</b>
Min. interest capital and reserves	10,964	1,929
Minority interest result	139	74
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>329,944</b>	<b>300,889</b>
Employee benefits	16,541	19,505
Provisions for risks and charges	24,496	28,251
Non-current financial payables	223,254	164,200
Other non-current liabilities	2,253	4,182
Deferred tax liabilities	103,652	74,770
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>370,196</b>	<b>290,908</b>
Trade payables	77,849	87,853
Current financial payables	8,995	64,637
Tax payables	4,863	4,475
Other current liabilities	47,071	47,442
<b>TOTAL CURRENT LIABILITIES</b>	<b>138,778</b>	<b>204,406</b>
<b>TOTAL LIABILITIES</b>	<b>508,975</b>	<b>495,313</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>838,919</b>	<b>796,202</b>



## Consolidated Cash Flow Statement of the GHC Group at September 30, 2024

<i>In Euro thousands</i>	30/09/2024	30/09/2023
<b>OPERATING ACTIVITIES</b>		
Net profit for the period	<b>18,698</b>	<b>18,444</b>
Adjustments for:		
- <i>Amortisation and depreciation</i>	18,606	15,400
- <i>Provisions for employee benefit liabilities</i>	701	600
- <i>Provisions net of releases for risks and charges</i>	2,954	2,989
- <i>Provisions net of releases for doubtful debt provision</i>	370	143
- <i>Interest from discounting</i>	1,851	2,800
- <i>Other non-cash adjustments</i>	6,190	276
- <i>Change in investments in associates valued under the equity method</i>	(108)	(83)
- <i>Change in other non-current assets and liabilities</i>	(1,600)	(133)
- <i>Net change in deferred tax assets and liabilities</i>	864	62
- <i>Payments for employee benefits</i>	(1,428)	(1,088)
- <i>Payments for provisions for risks and charges</i>	(6,708)	(1,959)
Changes in operating assets and liabilities:		
(Increase) decrease in trade and other receivables	1,063	15,976
(Increase) decrease in inventories	(489)	(237)
Increase (decrease) in trade and other payables	(10,004)	(4,318)
Other current assets and liabilities	572	(64)
<b>NET CASH FLOW FROM OPERATING ACTIVITIES (A)</b>	<b>31,530</b>	<b>48,808</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Investments in intangible assets	(1,504)	(965)
Investments in tangible assets	(11,267)	(10,146)
(Investments)/disposals in financial assets	2,437	(1,145)
Sale of tangible assets	1,067	402
Dividends from associates		80
Acquisition Sanatorio Triestino		(10,754)
<b>CASH FLOW ABSORBED BY INVESTING ACTIVITIES (B)</b>	<b>(9,267)</b>	<b>(22,528)</b>

<i>In Euro thousands</i>	30/09/2024	30/09/2023
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Issue of medium/long term loans	177,800	7,518
Repayment of medium/long-term loans	(165,181)	(11,959)
Issue/(repayment) of short-term loans	(15,973)	(4,408)
Changes in other financial payables	(20,250)	(4,424)
(Acquisition) treasury shares	(302)	(1,030)
<b>NET CASH FLOW GENERATED/(ABSORBED) FROM FINANCING ACTIVITIES (C)</b>	<b>(23,907)</b>	<b>(14,304)</b>
<b>TOTAL CASH FLOWS (D=A+B+C)</b>	<b>(1,643)</b>	<b>11,977</b>
<b>CASH &amp; CASH EQUIVALENTS AT BEGINNING OF PERIOD (E)</b>	<b>22,684</b>	<b>31,382</b>
<b>CASH &amp; CASH EQUIVALENTS AT END OF PERIOD (F=D+E)</b>	<b>21,041</b>	<b>43,359</b>
Additional information:		
Interest paid	7,347	2,994
Income taxes paid	3,444	3,390

### Consolidated Net Financial Position of the GHC Group at September 30, 2024

<i>In Euro thousands</i>	30/09/2024	31/12/2023
A Available liquidity	21,041	22,684
B Cash and cash equivalents	-	-
C Other current financial assets	15,781	409
<b>D Liquidity</b>	<b>36,822</b>	<b>23,093</b>
E Current financial debt	8,101	28,436
F Current portion of non-current financial debt	894	36,201
<b>G Current financial debt</b>	<b>8,995</b>	<b>64,637</b>
<b>H Net current financial debt (G - D)</b>	<b>(27,827)</b>	<b>41,543</b>
I Non-current financial debt	222,668	164,200
J Debt instruments	586	-
K Trade payables and other non-current payables	-	-
<b>L Non-current financial debt (I + J + K)</b>	<b>223,254</b>	<b>164,200</b>
<b>M Total financial debt (H + L)</b>	<b>195,427</b>	<b>205,743</b>