



Financial Report

Q3 2017

Unicare Group

Overview

Bond issuer

Care Bidco AS

Unicare group

Unicare is one of the largest private healthcare and care service providers in Norway. The Company was founded in 2008 and is now a leading provider of care services, health clinics, rehabilitation and in specialist health services.

Commitment

NOK 350 million

Bond issued

March 24, 2017

Listing

September, 2017

Final Maturity date

March 24, 2021

Income

A substantial portfolio of continuous and long-term contracts with established counterparties, including the public sector (regional health authorities (RHAs), the Norwegian Labour and Welfare Administration (NAV) and municipalities) and large corporates.

Geography

40 locations in Norway and 10 in Sweden

Employees

The Unicare Group has approximately 2,800 employees in Norway and Sweden.

Quarterly update

Headlines Q3 2017

- Revenues of NOK 349.1 million, an increase of NOK 96.2 million from Q3 2016 and up NOK 3.4 million from Q2 2017
- EBITDA of NOK 2.7 million, up NOK 2.2 million from Q3 2016
- Two new Rehabilitation units as of the 1st of September 2017. These are Unicare Landaasen and Unicare Bakke
- Change in management team. Tom Tidemann (minority owner and founder) is from November 2017 employed as the new CEO in Unicare Holding AS

Turnover and EBITDA

Unicare continues its revenue growth in Q3 2017 driven by acquisition growth. The turnover in Q3 2017 is NOK 349.1 million compared to NOK 252.9 million in Q3 2016, affected by the four bolt on acquisitions in the Rehabilitation division through 2017. In addition, The Swedish operation was acquired with effect from the 1st of September 2016.

The EBITDA in Q3 has increased from Q3 2016, but the profitability is below expectations for the period.

The integration of new rehabilitation units has proven successful, and the division is delivering better than forecasted.

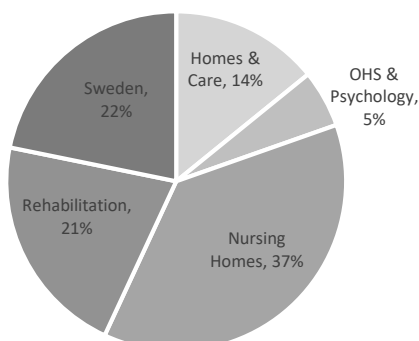
Some units are underperforming in Q3. The segment Occupational health service (OHS) & Psychology are affected by the holiday period and reduced run-rate compared with 2016. For more details see comments under Segments.

The revenue model and customer contracts for most Unicare units result in a steady turnover flow throughout the year. Steady turnover combined with reduced salary costs in June, contributes each year to a strong Q2 compared to the other quarters. A majority of the profitability is created in Q2.

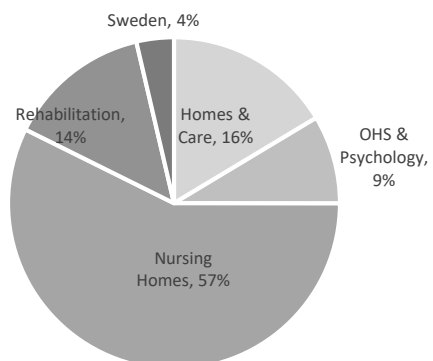
M&A

During Q3 2017 Unicare Holding AS acquired two new rehabilitation centres. Bakke Senter for Mestring og Rehabilitering AS and Landaasen AS are to be integrated in the Rehabilitation division from the 1st of September 2017.

Revenue distribution operating units YTD Q3 2017



Revenue distribution operating units YTD Q3 2016



Segments

The fast-growing **Rehabilitation** segment is developing as planned, and both turnover and profitability has maintained above budgeted levels in the growth period.

The revenue in Unicare's largest segment **Nursing homes & Home Care** (37% of turnover in Q3) delivered a stable turnover during Q3 compared to Q2. Whilst the largest unit in the division (Nursing Homes) delivers according to plan, **Unicare Home Care** experienced negative profitability in Q3 as well as in Q2.

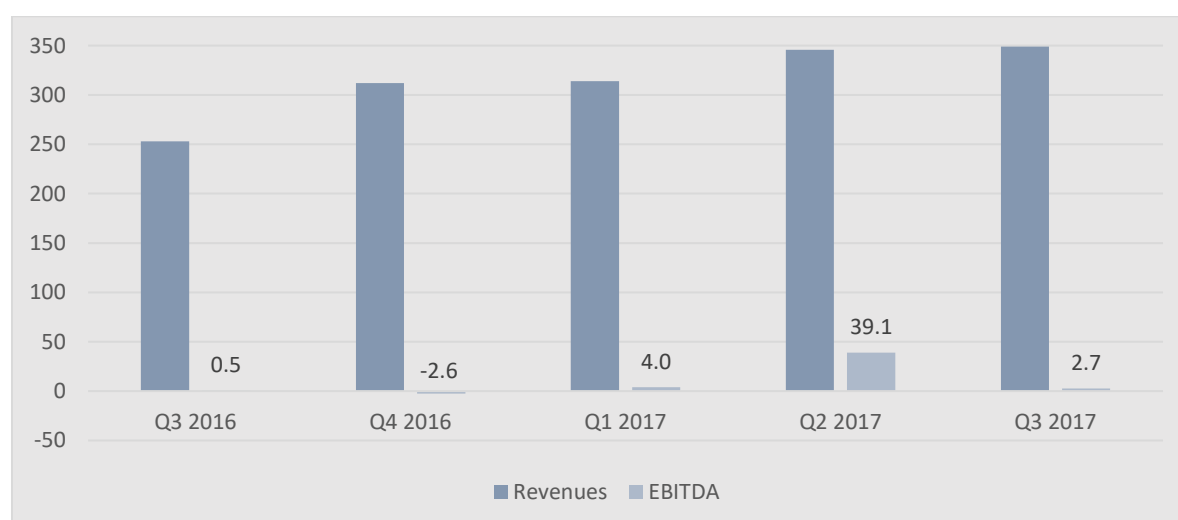
The **Primary Care Swedish segment** (acquired the 1st of September 2016) an operation comprising of 10 Vårdsentraler (Care centres) is showing positive proforma figures for Q3 compared to Q3 2016.

The segment **Occupational health service (OHS) & Psychology** experienced reduced turnover and EBITDA in Q3 2017 compared to the same period in 2016.

The segment **Homes & Care** includes Unicare BAB and Unicare Små Enheter. The division is performing as planned in Q3.

Financials Q3 2017 NOK 1000	Unicare Group		
	Q3 2017	YTD	Q3 2016
Revenues*	349.1	1008.8	252.9
Proforma revenues inc acquired companies	349.1	1042.1	333.8
Depreciation	-4.1	-9.7	-1.8
EBIT	-1.4	36.1	-1.3
EBITDA	2.7	45.7	0.5
Profit before tax (PBT)	-8.4	31.7	-2.2

Revenue and EBITDA development (NOK million)



* Due to an error in the newly implemented reporting system, the reported Q2 2017 EBITDA and turnover was overstated by 2.18 MNOK and 16.6 MNOK correspondingly. The error has been corrected.

Consolidated income statement

Actual reported figures Q3 2017		Unicare Group		
NOK 1000		Q3 2017	YTD	Q3 2016
Revenues	349,103	1,008,820	252,919	
Costs				
Cost of sales	-35,870	-108,398	-21,335	
Salaries	-257,349	-696,166	-194,991	
Other Personnel Expenses	-4,889	-15,555	-3,981	
Other Operating expenses	-48,335	-142,962	-32,096	
Sum costs	-346,443	-963,081	-252,402	
Depreciation	-4,068	-9,678	-1,815	
EBIT	-1,408	36,062	-1,298	
Net financial items	-6,945	-4,313	-919	
EBT	-8,353	31,749	-2,217	
EBITDA	2,659	45,739	517	

Q3 2017 Proforma figures*		Unicare Group		
NOK 1000		Q3 2017	YTD	Q3 2016
Revenues	349,103	1,042,057	333,800	
Costs				
Cost of sales	-35,870	-110,021	-36,172	
Salaries	-257,349	-719,426	-242,012	
Other Personnel Expenses	-4,889	-15,175	-3,520	
Other Operating expenses	-48,335	-150,719	-43,617	
Sum costs	-346,443	-995,342	-325,321	
Depreciation	-4,068	-10,080	-2,501	
EBIT	-1,408	36,636	5,979	
Net financial items	-6,945	-4,315	-953	
EBT	-8,353	32,321	5,025	
EBITDA	2,659	46,716	8,479	

The improvement in Q3 2017 compared to Q3 2016 is mainly driven by increased turnover and EBITDA from acquired units in the rehabilitation segment and the Swedish operation. The P&L includes both actual reported figures and proforma figures including the latest acquisitions executed in September 2017. The interim statements are prepared according to NGAAP and are unaudited. The Q4 figures will be converted to IFRS.

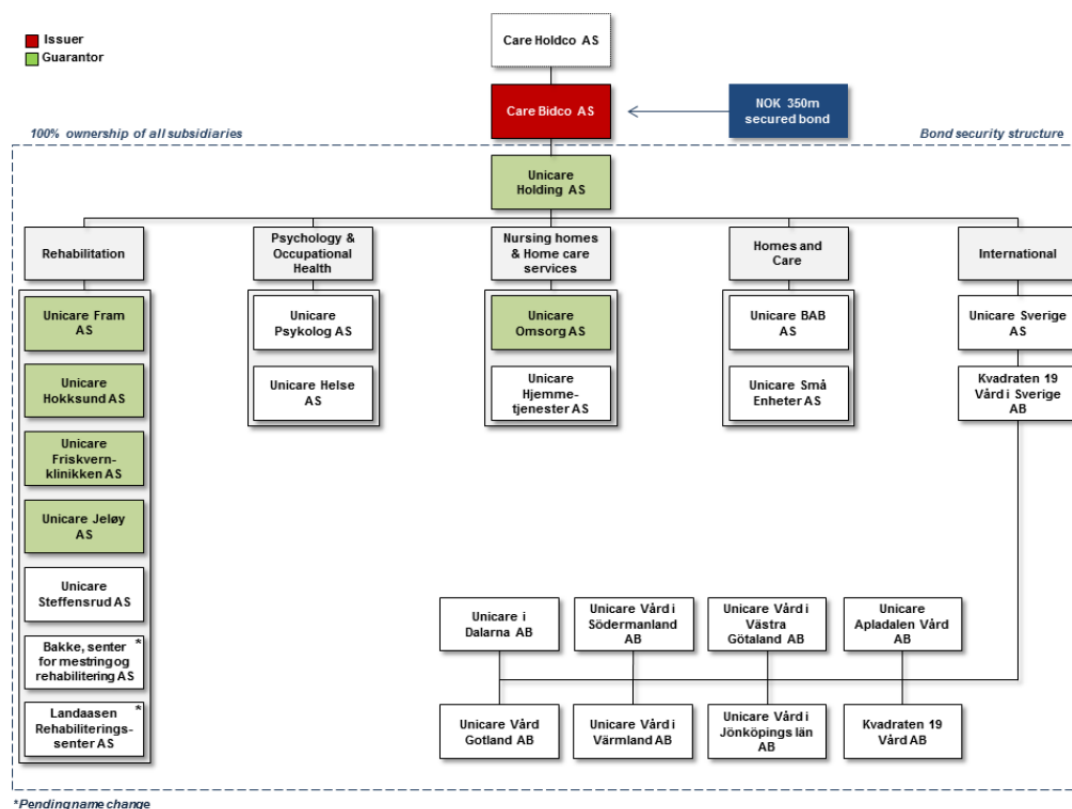
Net debt

NOK million	Q3 2017	Q2 2017	Q1 2017	2016
Cash and cash equivalents	184.3	165.4	390	102.4
Interest bearing debt	350.3	350.2	687	239.3
Net Debt	166	184.8	297	136.9
Interest cover ratio	0.4	13.8	NA	5.7
Leverage ratio	3.84	3.6	6.9	3.67

Followed by the Bond Issue in March 2017, Unicare repaid in April loans to financial institutions.

Shareholders

Company	Name of shareholder	Number of shares	Percentage of shares
Care Bidco AS	Care Holdco AS	566,000	100%



Unicare Holding AS is the immediate subsidiary of Care Bidco and a holding company managing the various divisions in which the Group operates. Care Bidco holds 100% of the shares in Unicare Holding AS which in turn holds 100% of the shares in each direct subsidiary, as illustrated by the Group chart above.

Unicare Holding AS was incorporated on 8 September 2010 and registered in the Norwegian Register of Business Enterprises on 27 September 2010, with registration number 995 986 973 and registered address at Pilestredet 56, 0167 Oslo. The company is incorporated in Norway and organised as a private limited liability company in accordance with the Norwegian Private Limited Companies Act. Unicare Holding AS is a holding company with direct ownership of all the Group's Norwegian subsidiaries and indirect ownership of the Swedish entities through Unicare Sverige AS.



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