

# Schweizeraktien.net Healthcare conference



# Forward-looking statements

This communication contains statements that constitute “forward-looking statements”. In this communication, such forward-looking statements include, without limitation, statements relating to our financial condition, results of operations and business and certain of our strategic plans and objectives. Because these forward-looking statements are subject to risks and uncertainties, actual future results may differ materially from those expressed in or implied by the statements. Many of these risks and uncertainties relate to factors which are beyond AEVIS VICTORIA SA's ability to control or estimate precisely, such as future market conditions, currency fluctuations, the behavior of other market participants, the actions of governmental regulators and other risk factors detailed in AEVIS VICTORIA SA's past and future filings and reports and in past and future filings, press releases, reports and other information posted on AEVIS VICTORIA SA's group companies websites. Readers are cautioned not to put undue reliance on forward-looking statements, which speak only of the date of this communication. AEVIS VICTORIA SA disclaims any intention or obligation to update and revise any forward-looking statements, whether as a result of new information, future events or otherwise. This presentation does not constitute an offer to sell or a solicitation to purchase any securities of AEVIS VICTORIA SA.



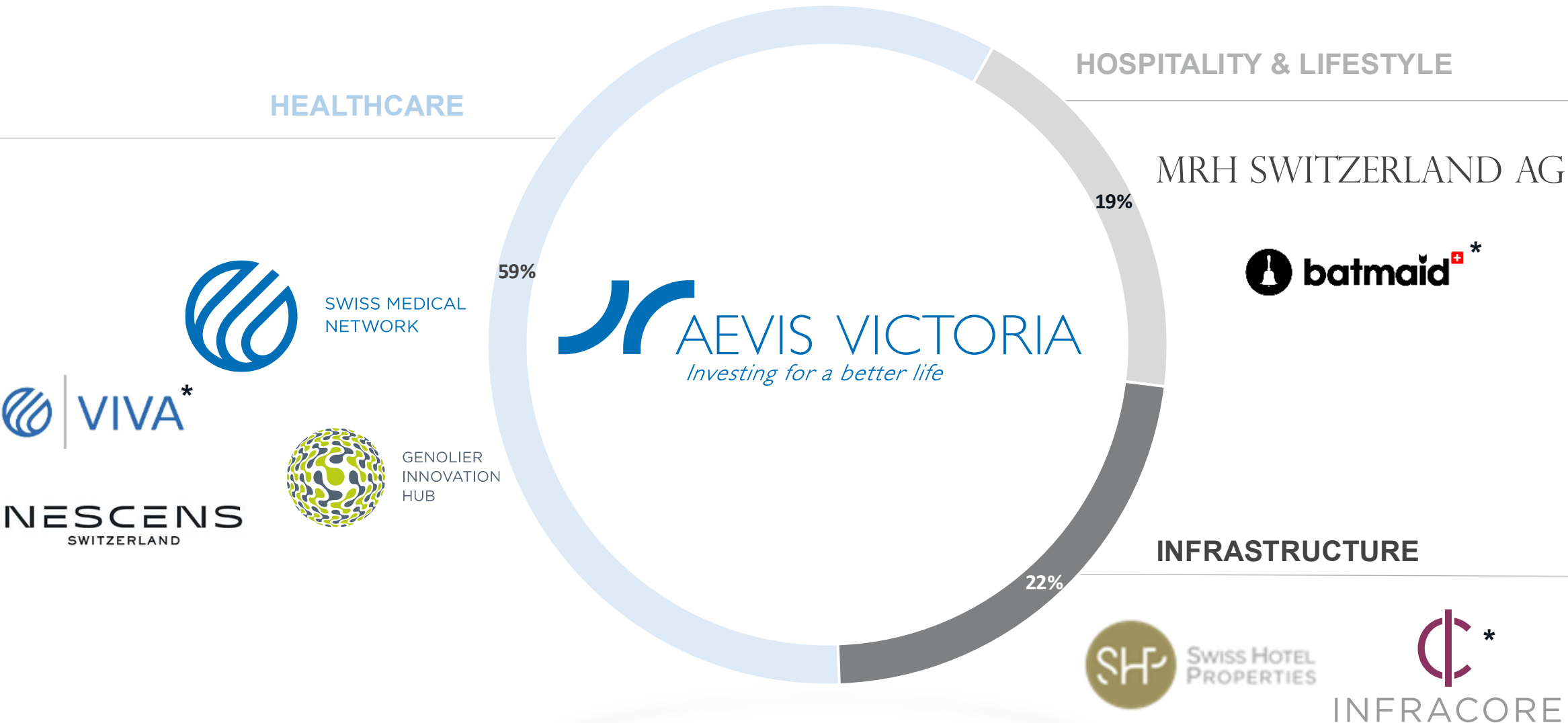
# Overview and Equity Story

Michel Keusch

CFO / CIO

# AEVIS VICTORIA

An investment company focused on services to people



% of group's value

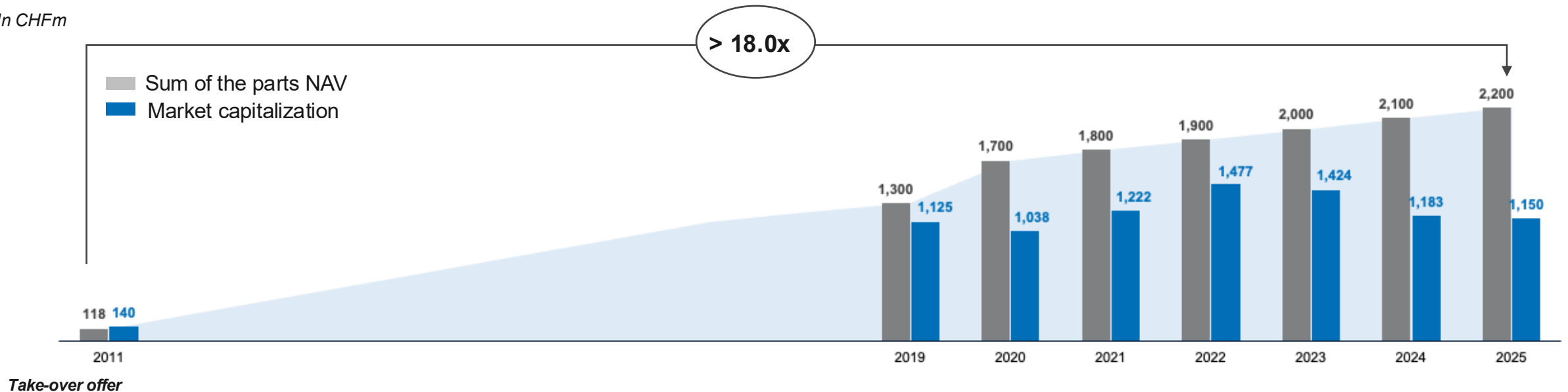
\* Not consolidated

# Strong track record of value creation

Equity value of AEVIS has increased by a factor of >18x since 2011

## AEVIS equity value development 2011-2025

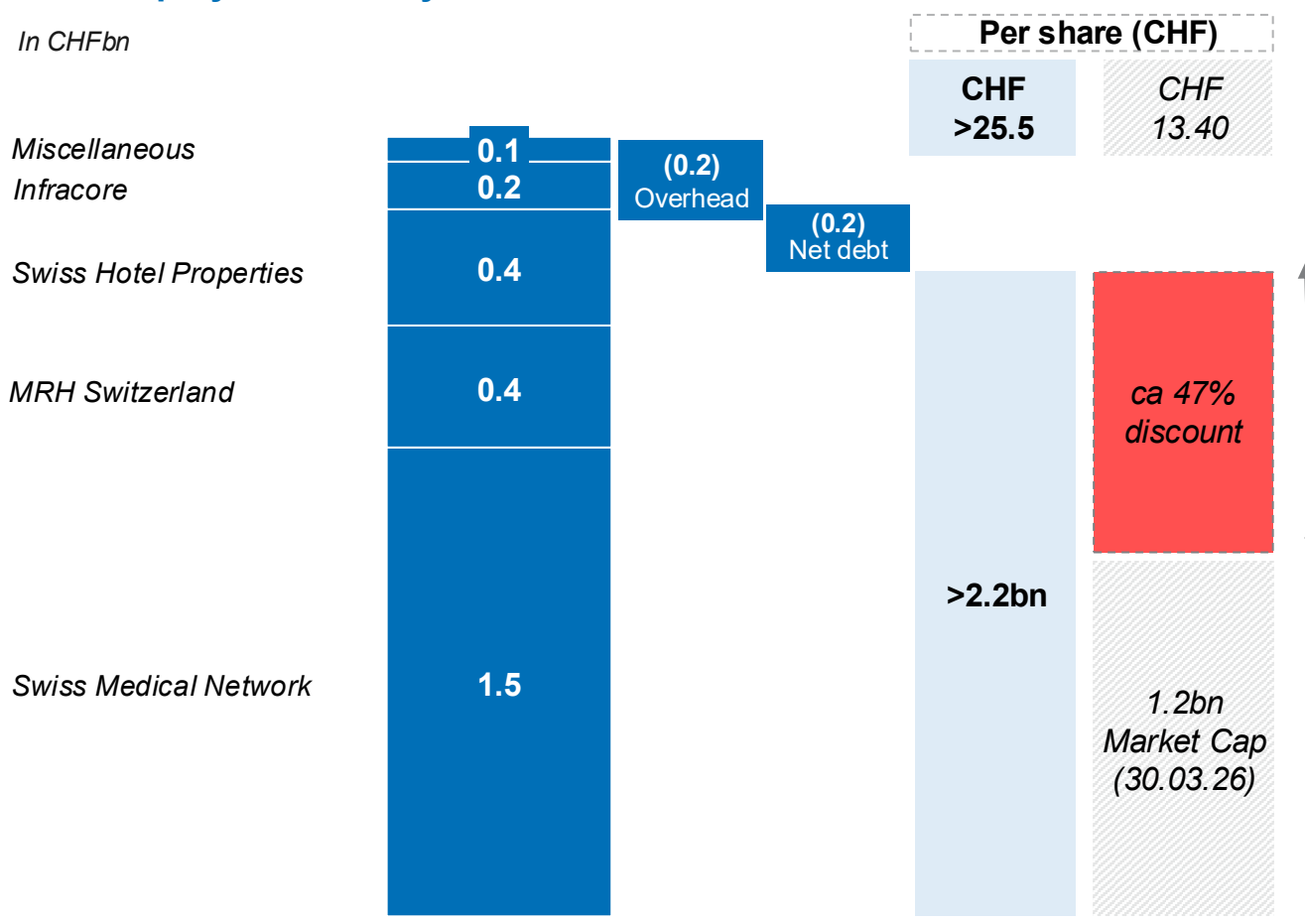
In CHFm



- Active entrepreneurial investment approach
- Long-term value-based strategy (via organic and inorganic initiatives)
- Strong industry focus: “Services to people” – stable and resilient activities in healthcare and hospitality
- Strong focus on sustainability

# Sum of the parts valuation of AEVIS VICTORIA

## AEVIS sum of the parts valuation as of 30.3.2026



- The **total value of participations is CHF 2.5bn**
- After deducting capitalized overheads and the holding company's net debt, the **intrinsic value of equity is > CHF 2.2bn**, or > CHF 25.5 per share

- AEVIS has a **market capitalization of CHF 1.2bn** as at 30.3.2026, which represents a discount of 47% compared with the group's sum of the parts value
- Potential for further capital gains to be unlocked

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# Healthcare Value creation

Fabrice  
Zumbrunnen  
CEO

# Track Record of Growth Over 20+ Years



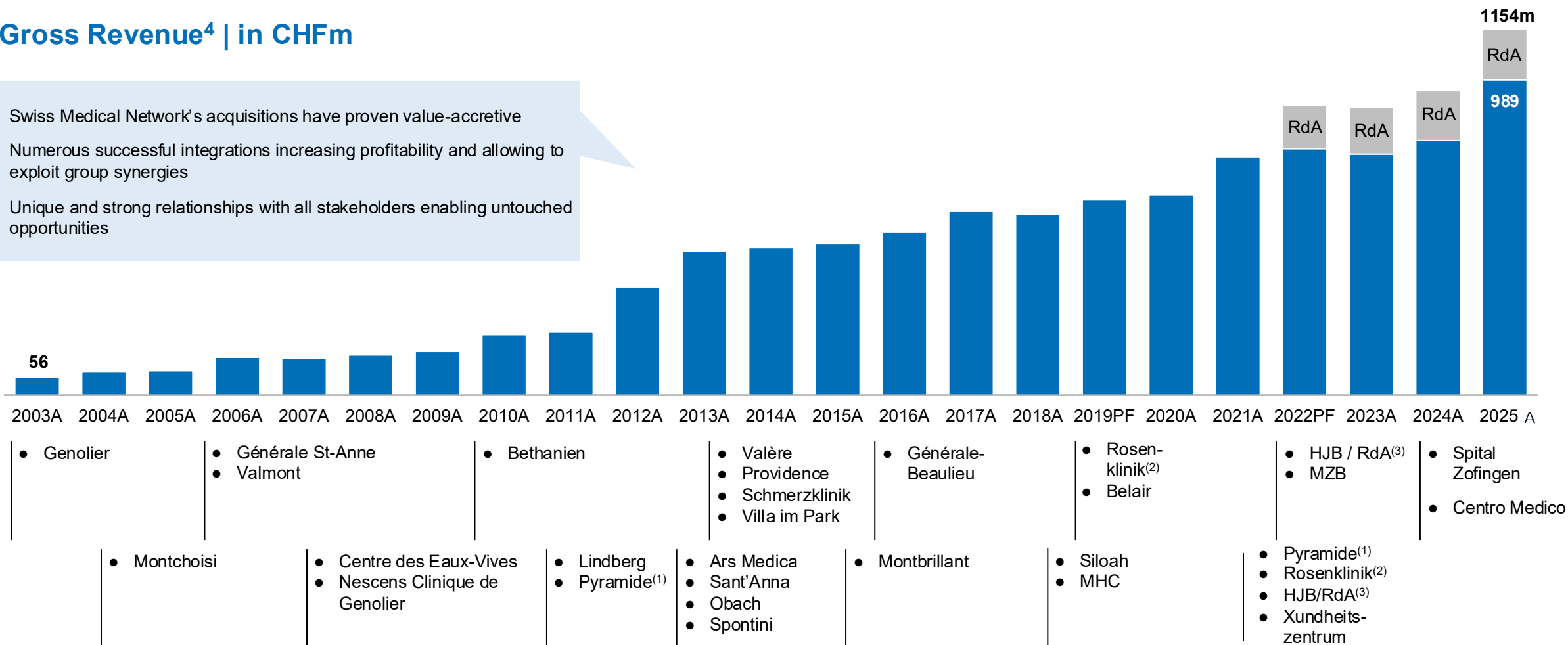
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## Gross Revenue<sup>4</sup> | in CHFm

Swiss Medical Network's acquisitions have proven value-accretive

Numerous successful integrations increasing profitability and allowing to exploit group synergies

Unique and strong relationships with all stakeholders enabling untouched opportunities



(1) Pyramide was acquired in two phases – 20% in 2011 and 80% in 2021

(2) Rosenklinik was acquired in two phases – 40% in 2019 and 60% in 2021

(3) Hôpital du Jura Bernois majority was acquired in two phases – 35% in 2020 and 17% in 2021 (through a call option)

(4) Including Swiss Visio

Not consolidated



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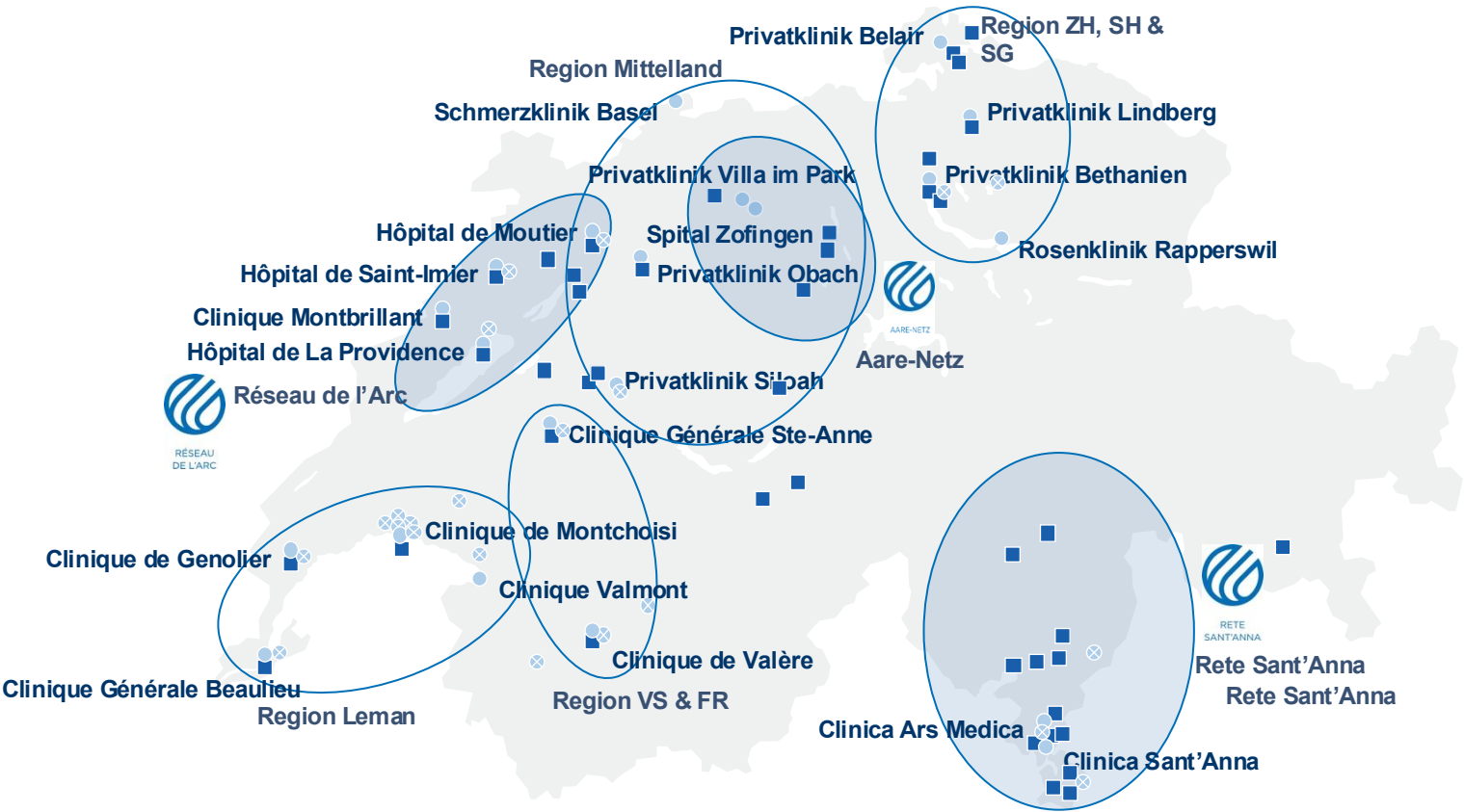
# Healthcare segment: Overview of Swiss Medical Network

Present in all Linguistic Regions Across 16 Cantons

## Key Metrics (2025)

|                                             |                                           |
|---------------------------------------------|-------------------------------------------|
| <b>19</b><br>Hospitals                      | <b>70</b><br>Outpatient Centres           |
| <b>&gt;1.2m</b><br>Patients                 | <b>&gt;2.3k</b><br>Physicians             |
| <b>CHF 989m</b><br>Gross Revenue            | <b>CHF 835m</b><br>Net Revenue            |
| <b>CHF 133m</b><br>EBITDAR<br>16% Margin    | <b>CHF 46m</b><br>EBITDA<br>5.8% Margin   |
| <b>19.7%</b><br>Hospital EBITDAR<br>margins | <b>8.8%</b><br>Hospital EBITDA<br>margins |

## Geographical Footprint



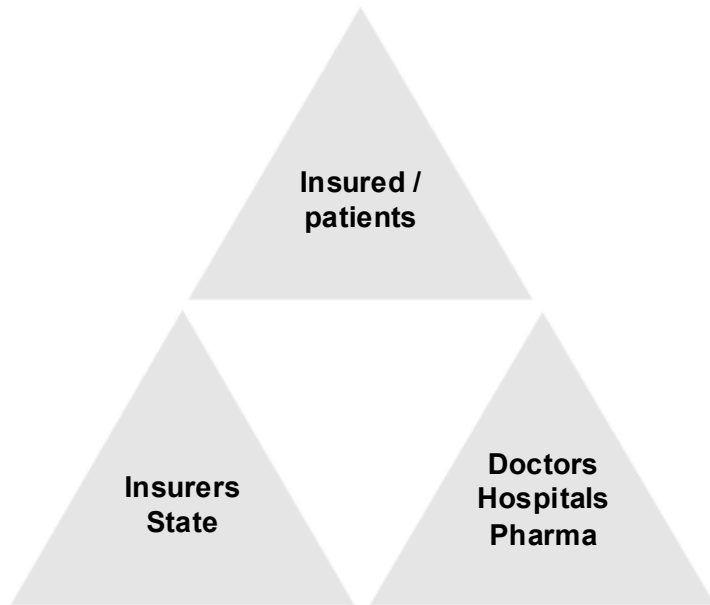
- Hospitals
- Medical center
- ⊗ Swiss Visio

# The disruptive vision: From “Sick Care” to Healthcare

Aligning incentive structures; focusing on patient experience and health outcomes

## Traditional Approach

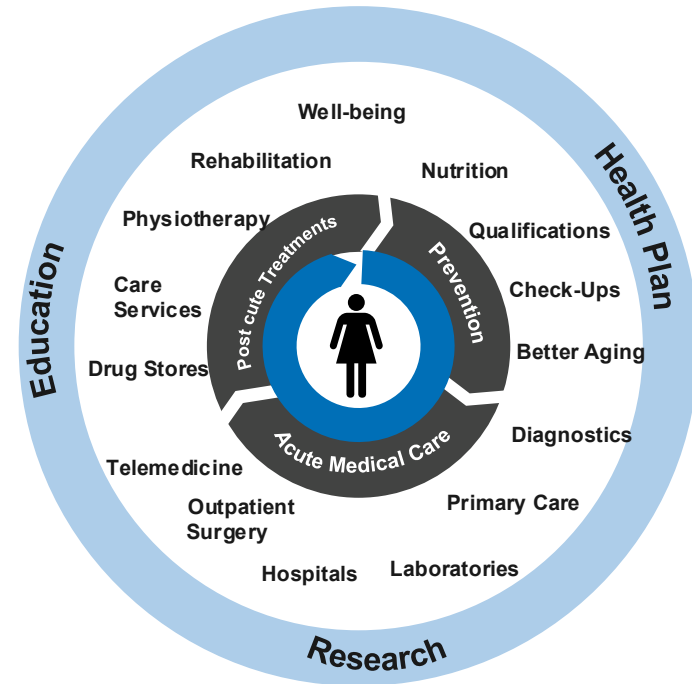
Swiss healthcare system: an inefficient and vicious triangle



- Misalignment of incentives
- Patient overtreatment and inefficiencies
- Lack of coordination in care provision and duplication of efforts
- Limited economies of scale

## Integrated Approach

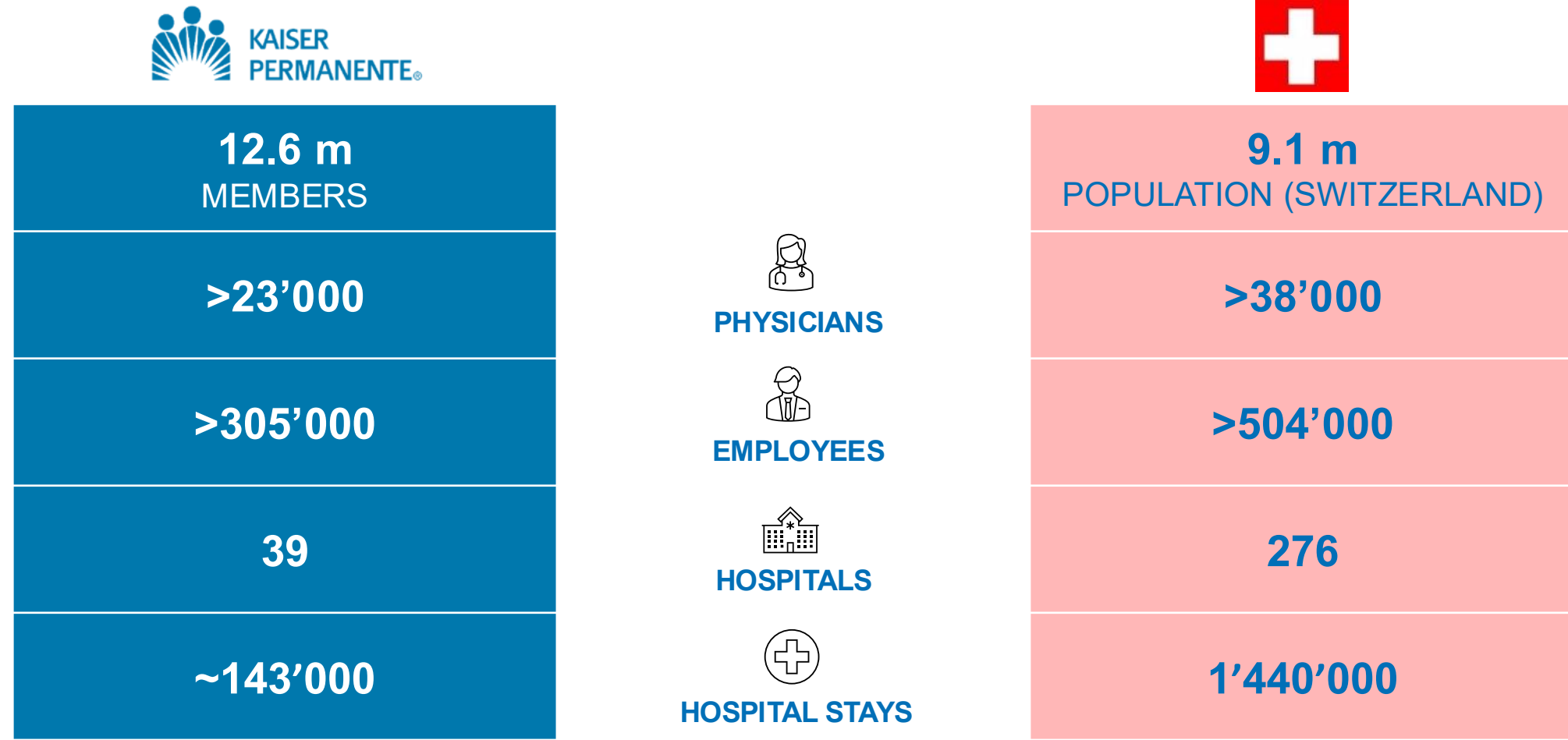
Integrated care unites all stakeholders with currently diverging interests



- Fully-aligned incentive structure (win-win)
- Higher patient centrality and focus on health outcomes
- Quality increase and improved utilisation
- Highly efficient in realizing economies of scale and managing costs

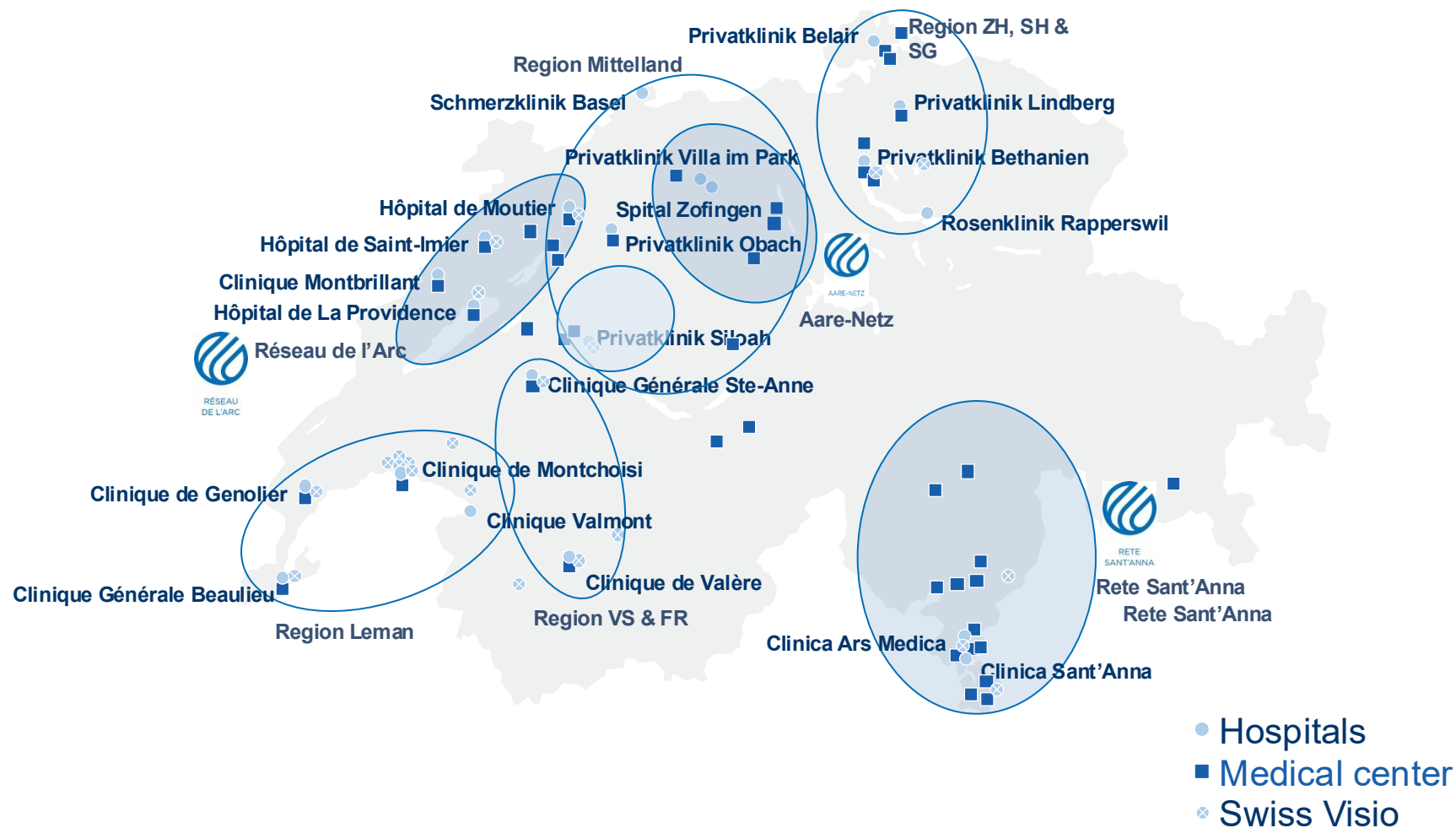
# The role model: Kaiser Permanente

## Comparison to the Swiss healthcare system



# Integrated Care: Further roll out

## Goal to cover the whole of Switzerland

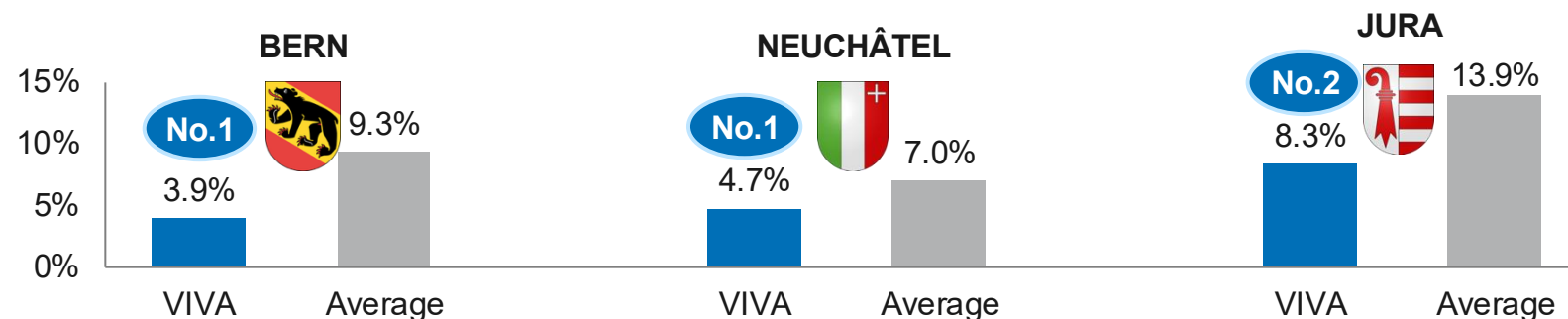


# Health Plan VIVA: «Full Capitation» Model

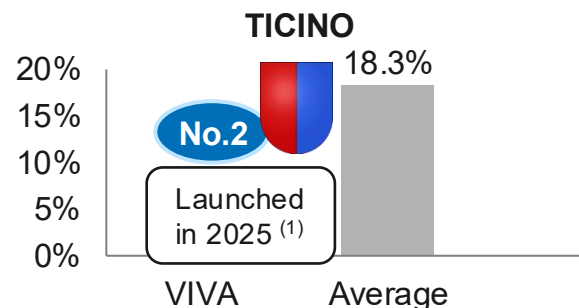
## VIVA Remains Competitive in 2026 with Among the Lowest Premiums



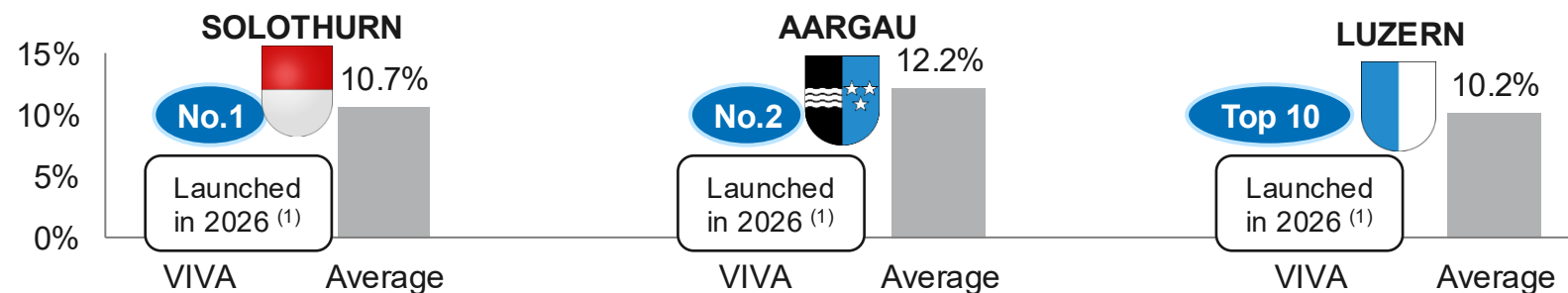
Growth  
(2024 - 2026)



Growth  
(2024 - 2026)



Growth  
(2024 - 2026)



<sup>1</sup> No growth comparison possible

# Integrated Care: Strong momentum and lever for profitability improvement

## VIVA's Value for Swiss Medical Network

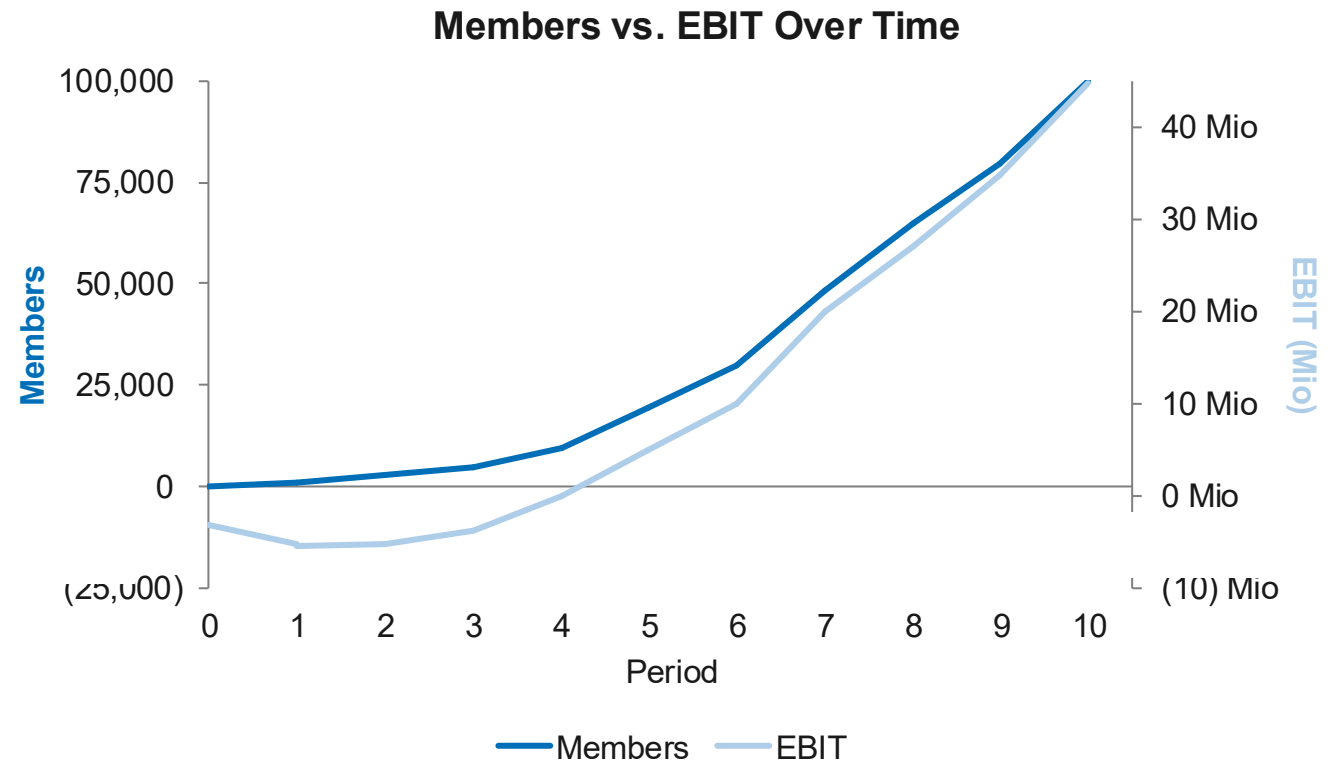


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### Strong momentum

- VIVA doubled membership each year since its launch in 2024 and now exceeds 7'000 (end 2025)
- Expected to double again by 2027
- Positive net savings to be reached with a membership base of around 10,000
- **Full capitation approach** turns savings into a financial advantage (while savings in a traditional **fee-for-service** system tend to reduce profitability)

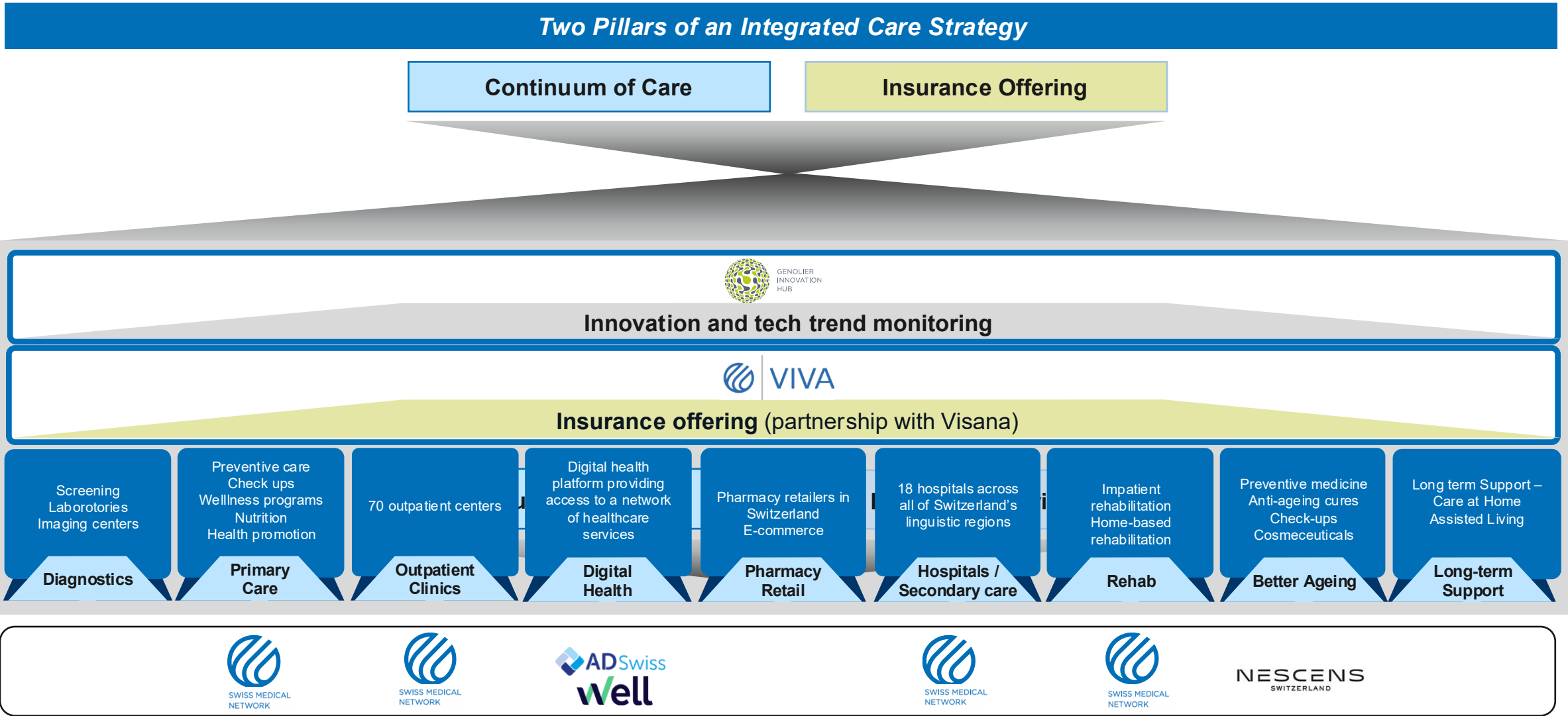
### Strong scalability and lever for probitability



# Creation of a Swiss Champion Covering the Full Continuum of Care

## Bringing the Benefits of Integrated Care Solutions to the Swiss Healthcare Market

Aevis  
footprint



### Two Pillars of an Integrated Care Strategy

Continuum of Care

Insurance Offering



Innovation and tech trend monitoring



Insurance offering (partnership with Visana)

- |                                              |                                                                                    |                       |                                                                              |                                                 |                                                             |                                                       |                                                                         |                                                        |
|----------------------------------------------|------------------------------------------------------------------------------------|-----------------------|------------------------------------------------------------------------------|-------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------------------------|--------------------------------------------------------|
| Screening<br>Laboratories<br>Imaging centers | Preventive care<br>Check ups<br>Wellness programs<br>Nutrition<br>Health promotion | 70 outpatient centers | Digital health platform providing access to a network of healthcare services | Pharmacy retailers in Switzerland<br>E-commerce | 18 hospitals across all of Switzerland's linguistic regions | Inpatient rehabilitation<br>Home-based rehabilitation | Preventive medicine<br>Anti-ageing cures<br>Check-ups<br>Cosmeceuticals | Long term Support –<br>Care at Home<br>Assisted Living |
| Diagnostics                                  | Primary Care                                                                       | Outpatient Clinics    | Digital Health                                                               | Pharmacy Retail                                 | Hospitals / Secondary care                                  | Rehab                                                 | Better Ageing                                                           | Long-term Support                                      |



NESCEMS  
SWITZERLAND

# Infracore – Overview

30% investment of AEVIS (50% voting rights)

## Infracore SA

Infracore SA is a healthcare infrastructure company based in Switzerland



**CHF 1'412m**  
Market value of properties



**47**  
Properties



**CHF 66m**  
Revenue (LTM)



**44.5%**  
LTV



**221'000sqm**  
Rental surface



**CHF 7'101 /sqm**  
implied value (ex dvpt)

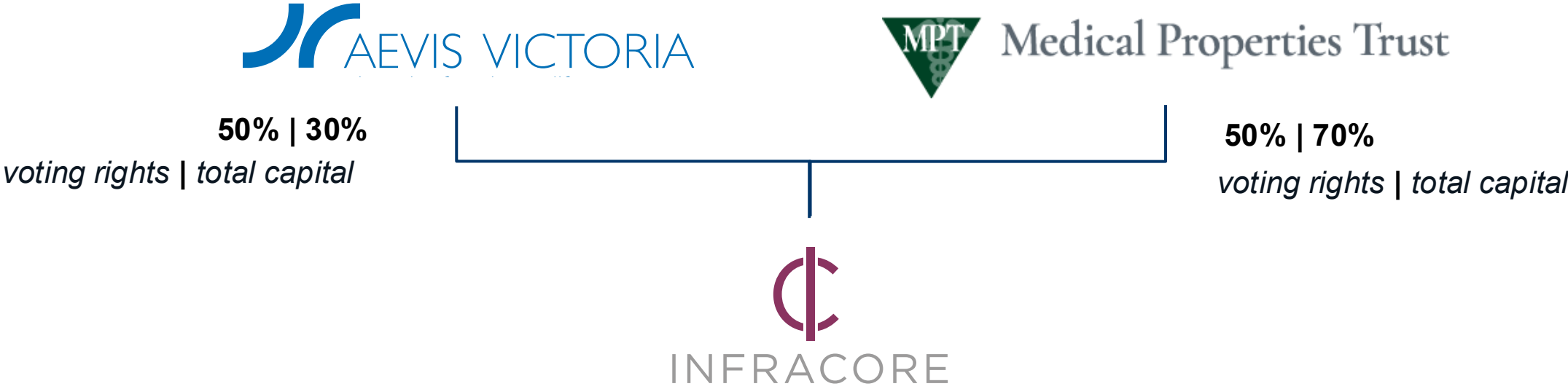


**1.3%**  
Vacancy rate



**28.7 years**  
WAULT

# Infracore – JV between Aevis Victoria and MPT



# Healthcare infrastructure – Strong Sale & Lease back opportunities

Infracore – An inflection point in the company's history

## A Challenged Swiss Hospital Sector

### Challenging financing conditions

- Sector credibility eroded by the GZO case
- “Credit crunch” situation in Switzerland

### Broad-based strain within the sector

- Regulatory and cost pressures
- Further privatization / consolidation



**Strong  
potential for  
sale & lease  
backs**

## A clear competitive edge for Infracore

### Unique leading Healthcare Infrastructure Player in Switzerland

- Only nationwide private network of hospitals
- Core & shell principle

### Scalable growth platform

- Strong expertise in construction, renovation and modernization of hospitals

### Strong Balance Sheet

- LTV: 44.5% (FY-25)
- Equity ratio: 46.6% (FY-25)

# 4

## Healthcare Financials

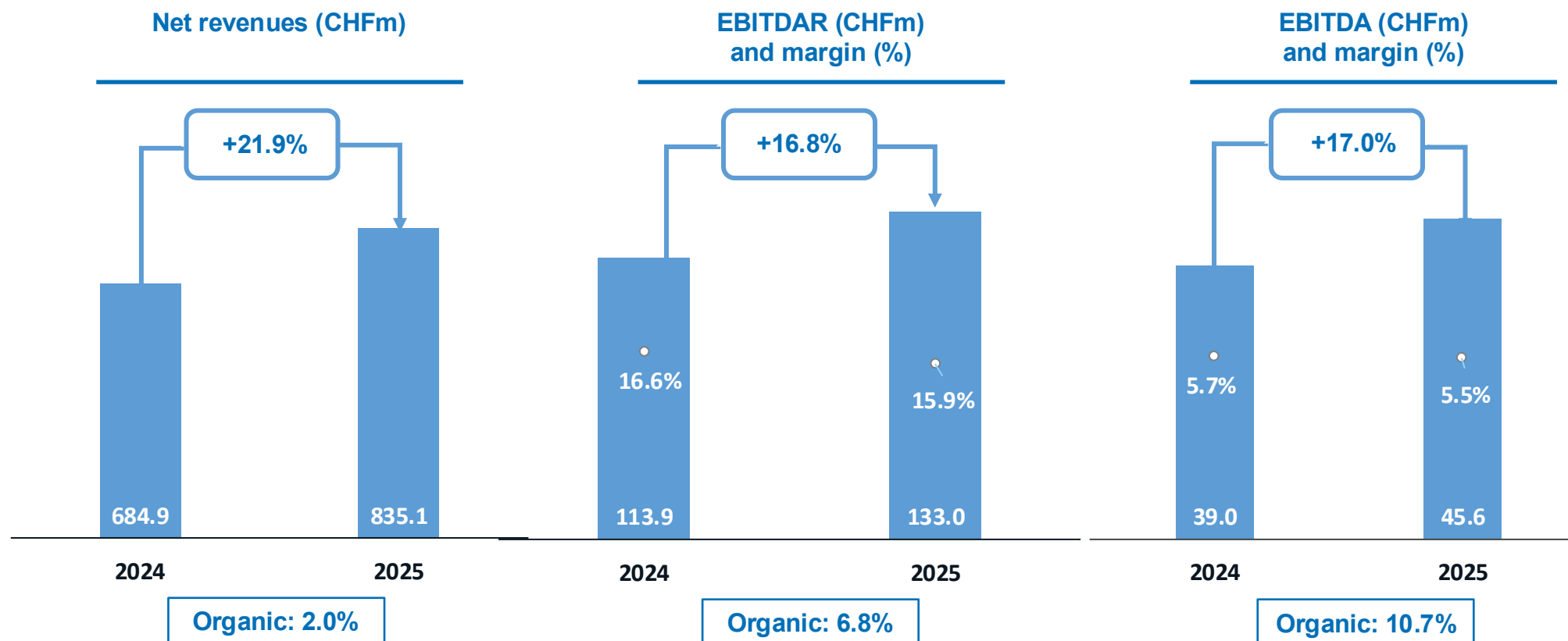
Michel Keusch  
CFO / CIO

# Healthcare segment

Resilient margins despite dilutive acquisitions and strategic investments



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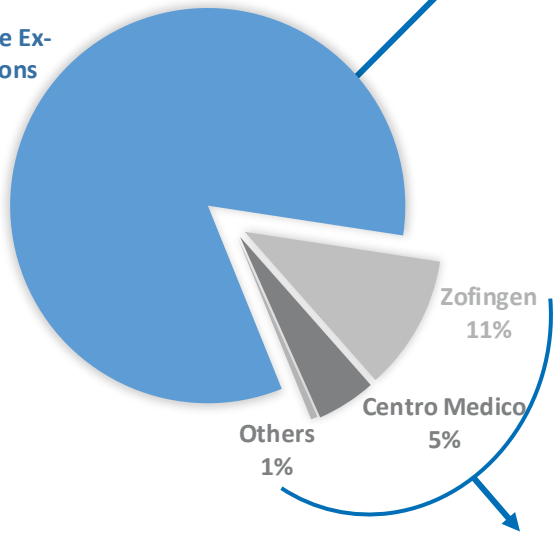
# Healthcare segment: Dilution from acquisitions

## Spital Zofingen and Centro Medico pressure division margins

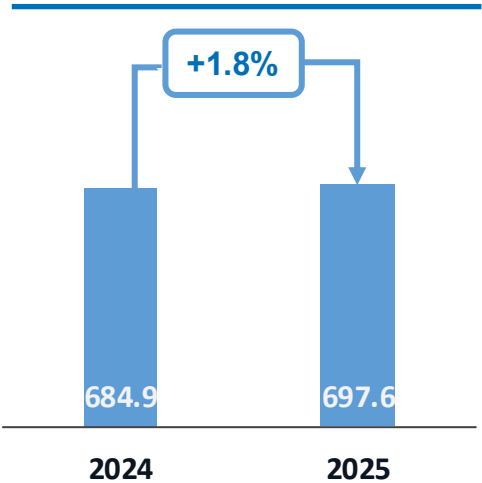


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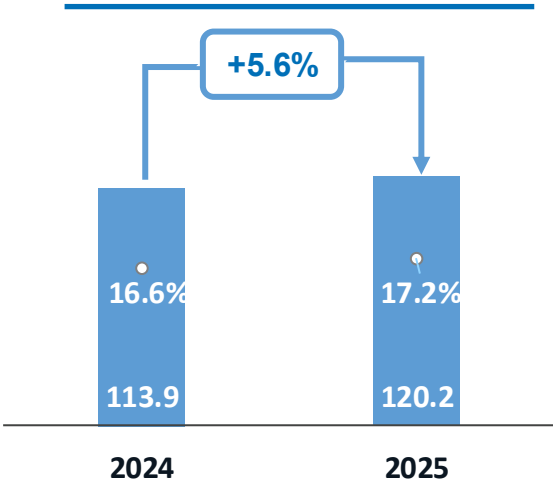
Healthcare Ex-  
acquisitions  
83%



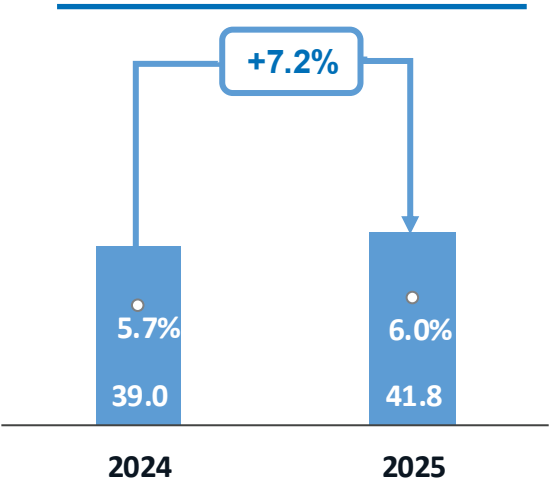
Net revenues (CHFm)



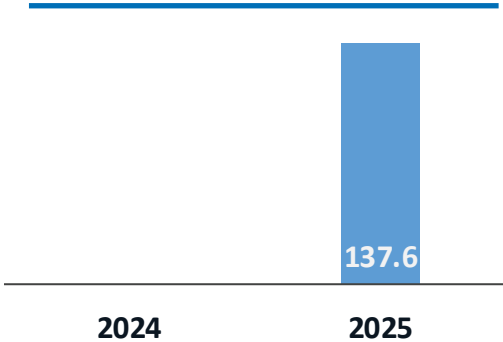
EBITDAR (CHFm)  
and margin (%)



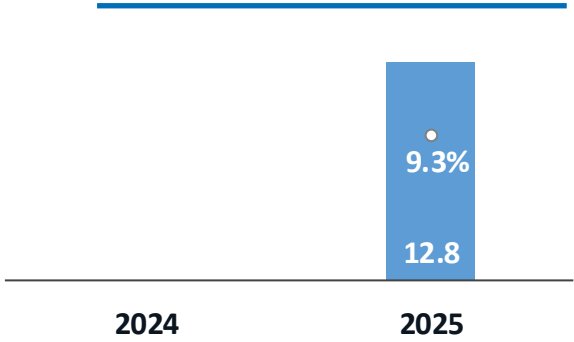
EBITDA (CHFm)  
and margin (%)



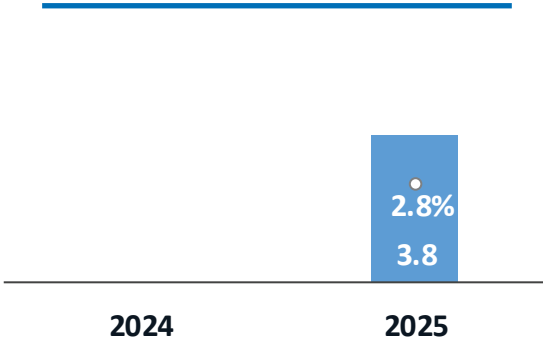
Net revenues (CHFm)



EBITDAR (CHFm)  
and margin (%)



EBITDA (CHFm)  
and margin (%)



# Strong track record in hospital M&A and restructuring



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## A proven turnaround playbook



Hospital repositioning



Volume-driven operating leverage



Reduction of length of stay



Process optimizations



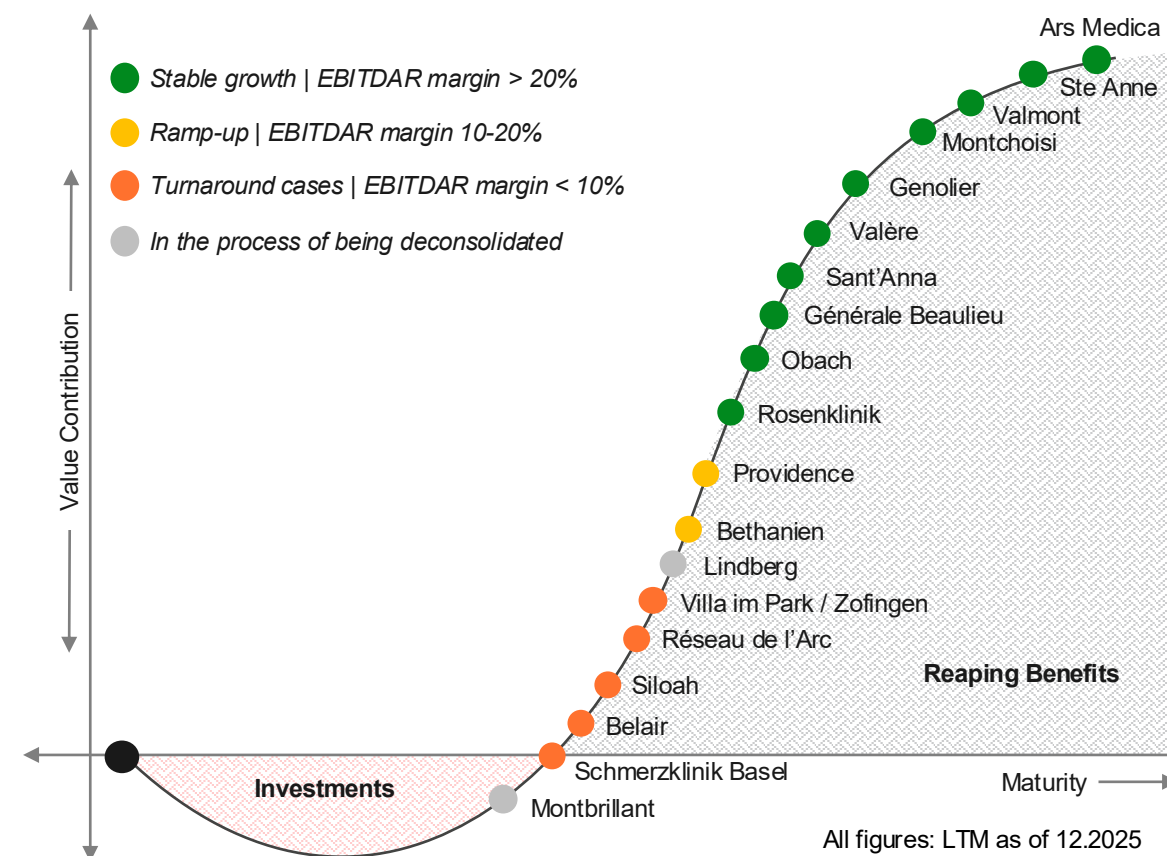
Restructuring measures

In-depth  
Analysis

Investments &  
Renovation

Marketing of  
New Hospital

Continuous  
Optimisation



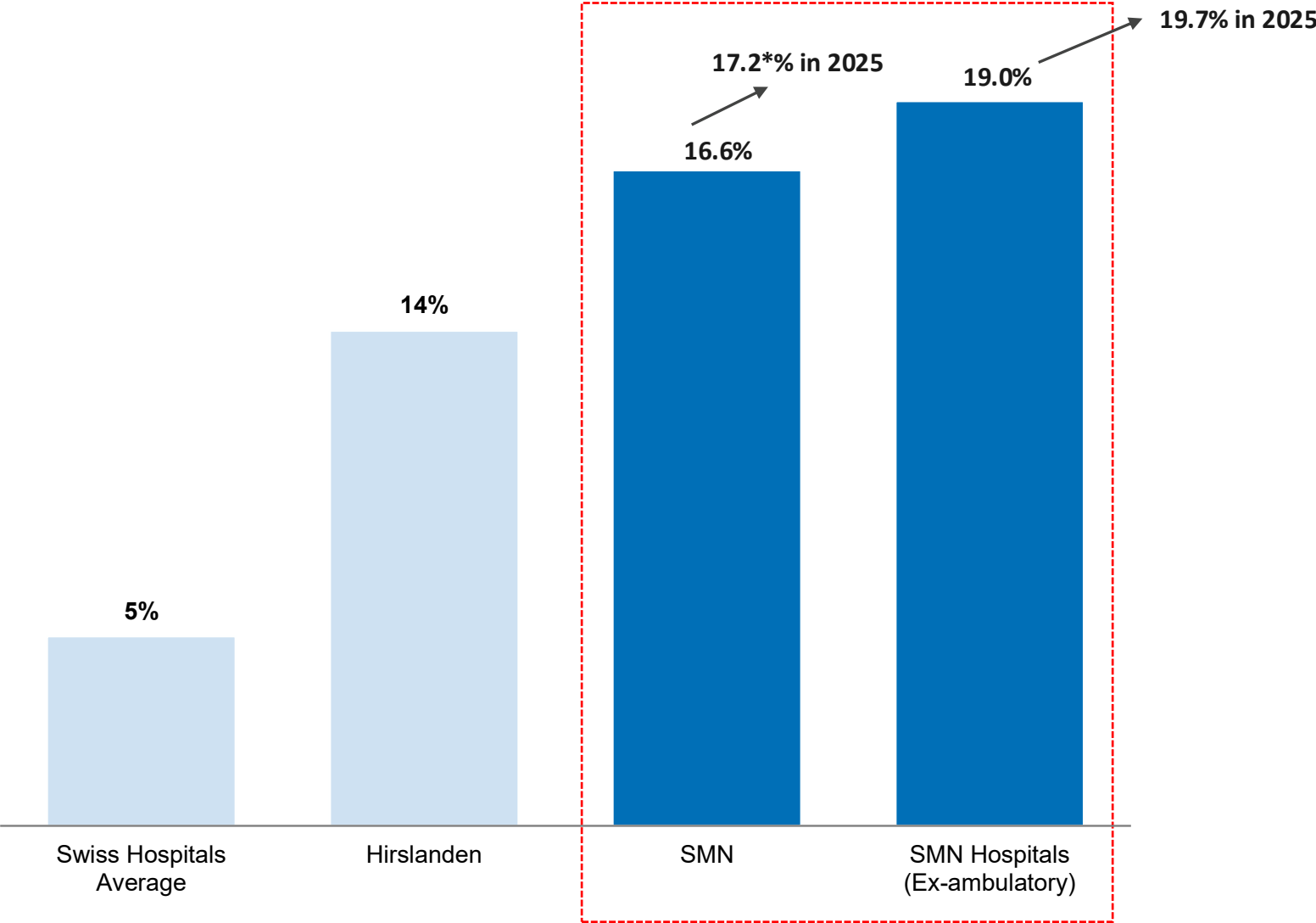
# Deep Operational Knowledge Driving Market-Leading Profitability

## Highest EBITDAR Margins in Industry



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EBITDAR Margin 2024



\* Excluding the temporary dilutive effect from acquisitions

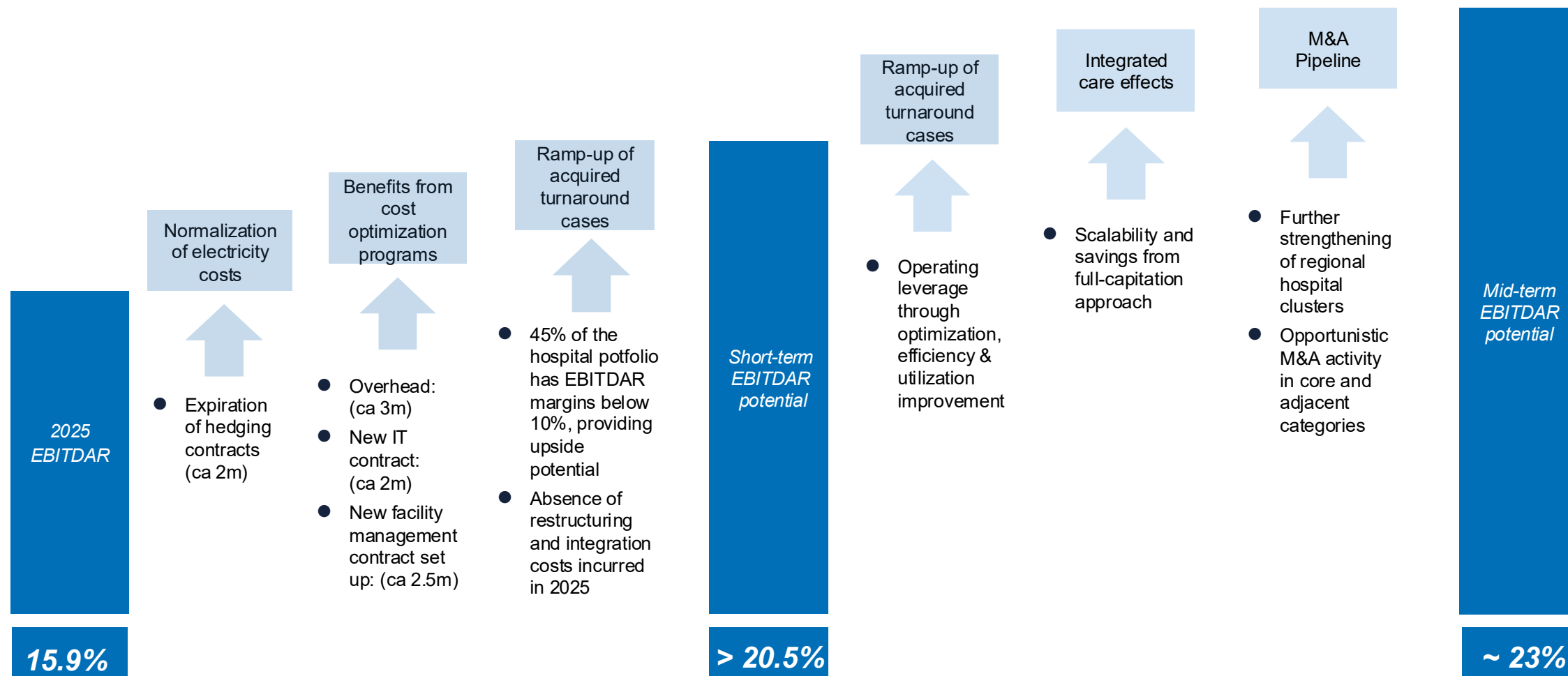
# Further growth and profitability potential

Operating Leverage, Cost optimization, M&A and Integrated Care Effects



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Organic growth: 2-3% p.a





# Thank you for your attention.

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