1. The Main Features of the Company
Healthcare Group

The Main Features of the Company
Staff at the Adolescent Unit of the Hospital Quirónsalud Palmaplanas
1.1. Our Background

In 2017, Quirónsalud merged with the German company, Helios (which belongs to the Fresenius Group), which has resulted in the creation of Europe’s leading hospital operator, and one of the most important in the world. The new group have more than 100,000 employees, manage 155 health centres and maintain both brands: Quirónsalud in Spain and Helios in Germany.

The main shareholder of Fresenius is a non-profit foundation called “Else Kröner-Fresenius-Stiftung”, whose objective is medical research and the development of medical-humanitarian projects.

The German group, who has been regarded as the leader of the sector in Europe for a long time, has evaluated Quirónsalud as an internationally renowned organisation in the sector, given that in a short period of time the Spanish company has managed to consolidate itself as being amongst the best on the European continent.

GLOBAL COMPANY DATA 2017

- **Hospitals**: 44
- **University Hospitals**: 7
- **Autonomous Regions**: 13
- **Health Centres Throughout Spain**: 100
- **Preventive Healthcare Centres with Access to More Than 5 million Workers**: 231

2017 Data
## Extensive Network of Centres and Specialist Fields

### Galicia : 2

<table>
<thead>
<tr>
<th>Hospital</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>H. Quirónsalud A Coruña</td>
<td>A Coruña</td>
</tr>
<tr>
<td>H. Quirónsalud Miguel Domínguez*</td>
<td>Pontevedra</td>
</tr>
</tbody>
</table>

### Basque Country : 3

<table>
<thead>
<tr>
<th>Hospital</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>H. Quirónsalud Bizkaia</td>
<td>Bilbao</td>
</tr>
<tr>
<td>Gipuzkoa Polyclinic</td>
<td>S. Sebastián</td>
</tr>
<tr>
<td>H. Quirónsalud Vitoria</td>
<td>Vitoria</td>
</tr>
</tbody>
</table>

### Madrid : 10

<table>
<thead>
<tr>
<th>Hospital</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>H. Univ. Fundación Jiménez Díaz</td>
<td>Madrid</td>
</tr>
<tr>
<td>Hospital La Luz</td>
<td>Madrid</td>
</tr>
<tr>
<td>H. Ruber Internacional</td>
<td>Madrid</td>
</tr>
<tr>
<td>Hospital Ruber Juan Bravo**</td>
<td>Móstoles</td>
</tr>
<tr>
<td>H. Quirónsalud San José</td>
<td>Pozuelo de A.</td>
</tr>
<tr>
<td>H. Univ. Rey Juan Carlos</td>
<td>C. Villalba</td>
</tr>
<tr>
<td>H. Univ. Quirónsalud Madrid</td>
<td>Valdemoro</td>
</tr>
<tr>
<td>General Hospital of Villalba</td>
<td>Alcorcón</td>
</tr>
<tr>
<td>H. Univ. Infanta Elena</td>
<td></td>
</tr>
<tr>
<td>H. Quirónsalud Sur</td>
<td></td>
</tr>
</tbody>
</table>

### Extremadura : 3

<table>
<thead>
<tr>
<th>Hospital</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>H. Quirónsalud Clideba</td>
<td>Badajoz</td>
</tr>
<tr>
<td>H. Quirónsalud Cáceres</td>
<td>Cáceres</td>
</tr>
<tr>
<td>H. Quirónsalud Santa Justa</td>
<td>V. de la Serena</td>
</tr>
</tbody>
</table>

### Andalusia : 5

| Hospital                                                        | City      |
|                                                               |           |
| H. Quirónsalud Sagrado Corazón                                 | Seville   |
| H. Quirónsalud Infanta Luisa                                   | Seville   |
| H. Quirónsalud Marbella                                        | Marbella  |
| H. Quirónsalud Málaga                                          | Málaga    |
| H. Quirónsalud C. de Gibraltar                                 | Los Barrios|

### Canary Islands : 2

<table>
<thead>
<tr>
<th>Hospital</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>H. Quirónsalud Tenerife</td>
<td>S. C. Tenerife</td>
</tr>
<tr>
<td>H. Quirónsalud Costa Adeje</td>
<td>Adeje</td>
</tr>
</tbody>
</table>

---

* Hospital complex comprising of two hospitals: Hospital Quirónsalud Miguel Domínguez and Neuro-rehabilitation Institute Quirónsalud Pontevedra.
** Hospital complex comprising of two hospitals: Hospital Ruber Juan Bravo 39 and Hospital Ruber Juan Bravo 49.
NATIONAL PRESENCE OF 44 HOSPITALS IN 13 REGIONS AND 1 HOSPITAL IN PERU

ARAGÓN: 1
Hospital: H. Quirónsalud Zaragoza
City: Zaragoza

CATALONIA: 7
Hospital: H. Univ. Sagrat Cor
City: Barcelona
Hospital: Teknon Medical Centre
City: Barcelona
Hospital: Teknon Medical Centre
City: Barcelona
Hospital: Hospital El Pilar - Sant Jordi Cardiovascular Centre
City: Barcelona
Hospital: H. Univ. Dexeus
City: Barcelona
Hospital: H. Univ. General de Catalunya
City: S. Cugat V.
Hospital: H. Quirónsalud del Vallès
City: Sabadell

BALEARIC ISLANDS: 3
Hospital: H. Quirónsalud Palmaplanas
City: P. Mallorca
Hospital: Clínica Rotger
City: P. Mallorca
Hospital: H. Quirónsalud Son Verí
City: P. Mallorca

VALENCIAN REGION: 2
Hospital: H. Quirónsalud Valencia
City: Valencia
Hospital: H. Quirónsalud Torrevieja
City: Torrevieja

MURCIA: 1
Hospital: H. Quirónsalud Murcia
City: Murcia

CASTILLA LA MANCHA: 3
Hospital: H. Quirónsalud Toledo
City: Toledo
Hospital: H. Quirónsalud Albacete
City: Albacete
Hospital: H. Quirónsalud Ciudad Real
City: C. Real

PERU: 1
Hospital: Ricardo Palma Clinic
City: Lima
6 OUTPATIENT HOSPITALS, 65 OUTPATIENTS CLINICS*

**GALICIA : 5**
- M.C. Quirónsalud A Coruña
- M.C. Quirónsalud Ferrol
- M.C. Quirónsalud Pontevedra
- Ophthalmological Institute Quirónsalud A Coruña
- Quirónsalud Rehabilitation Centre Pontevedra

**ANDALUSIA : 17**
- Outpatient Hospital Ave María
- M.C. Quirónsalud Alajarfe
- M.C. Quirónsalud Sevilla Este
- M.C. Quirónsalud Manuel Siurot
- M.C. Quirónsalud Málaga
- M.C. Quirónsalud Fuengirola
- M.C. Quirónsalud Málaga
- M.C. Quirónsalud Guadalete
- Quirónsalud Dialysis Unit Marbella
- Traffic Accident Unit Quirónsalud Marbella
- M.C. Quirónsalud Condes de Bustillo
- M.C. Quirónsalud Condes de Bustillo 36
- M.C. Quirónsalud Mairena
- M.C. Quirónsalud Los Remedios
- M.C. Quirónsalud Nervión
- M.C. Quirónsalud Alamedal
- M.C. Quirónsalud Espartinas

**MADRID : 11**
- CEP Pontones
- CEP Argüelles
- C.E. Cristo Rey
- CEP Navalcarmero
- CEP Villaviciosa Odon
- M.C. Ruber Juan Bravo
- M.C. Ruber Juan Bravo Maldonado
- M.C. Quirónsalud Tres Cantos
- Outpatient Hospital Quirónsalud Alcalá de Henare
- Rehabilitation Centre Ruber Juan Bravo
- Aesthetic Center Ruber Juan Bravo

**BASQUE COUNTRY : 4**
- Outpatient Hospital Quirónsalud Donostia
- M.C. Quirónsalud Bilbao
- Rehabilitation Center Quirónsalud Vitoria
- Resonance Center Policlinica Gipuzkoa Irún

**EXTREMADURA : 4**
- M.C. Quirónsalud Badajoz
- M.C. Quirónsalud Mérida
- IERA - Assisted Reproduction Institute of Extremadura
- Radiotherapy Cáceres
231 PREVENTIVE HEALTHCARE CENTRES

NAVARRA : 1
- Quirónsalud Assisted Reproduction Institute Pamplona

ARAGÓN : 1
- Quirónsalud Outpatient Hospital Zaragoza

CATALONIA : 2
- Medical Center Quirónsalud Aribau
- Ophthalmological Institute Quirónsalud Barcelona

BALEARIC ISLANDS : 9
- Medical Center Quirónsalud Playa de Muro
- Medical Center Quirónsalud Sa Pobla
- Medical Center Quirónsalud Nureddúna
- Medical Center Quirónsalud Palma Nova
- Medical Center Quirónsalud Sóller
- Medical Center Quirónsalud Inca
- Medical Center Quirónsalud Manacor
- Medical Center Quirónsalud Arenal
- Medical Center Quirónsalud Campos

VALENCIAN REGION : 7
- Medical Center Quirónsalud Blasco Ibáñez
- Medical Center Quirónsalud Severo Ochoa
- Medical Center Quirónsalud Plaza Legión Española
- Medical Center Quirónsalud Valencia
- Medical Center Quirónsalud Artes Gráficas
- Medical Center Quirónsalud Orihuela
- Medical Center Quirónsalud Santa Pola

MURCIA : 1
- Quirónsalud Institute of Assisted Reproduction Dexeus Murcia

CASTILLA LA MANCHA : 7
- Quirónsalud Outpatient Hospital Talavera
- C.M. Quirónsalud Puertollano
- Clínica Quirónsalud Alcázar De San Juan
- M.C. Quirónsalud Plaza del Madroño
- M.C. Quirónsalud Albacete
- Rehabilitation Center Quirónsalud Talavera
- Rehabilitation Center Quirónsalud Toledo

UNITED ARAB EMIRATES : 1
- Ophthalmological Institute Quirónsalud Dubai

* Includes: Specialist Centres, Medical Centres, Rehabilitation Centres, Ophthalmological Institutes, Traffic Accident Units, Assisted Reproduction Institutes, MRI Centres and Radiotherapy Units.
During the 2017 financial year, the Group has maintained its position as leader of the Spanish hospital market and has continued its international growth. As in the previous year, the expansion process in Spain has continued, with the acquisition of several medical centres, among which the Clinic Balear group must be highlighted. Likewise, international expansion has continued with the opening of an Ophthalmological Medical Centre in Dubai.
OUR SERVICES

ALWAYS CLOSE TO OUR PATIENTS

We cover every specialist medical field and we are renowned in organisation in the areas of:

- ONCOLOGÍA
- GINECOLOGÍA
- CARDIOLOGÍA
- PEDIATRÍA
- NEUROLOGÍA
- TRAUMATOLOGÍA
- ENDOCRINOLOGÍA

We also have specialist assisted reproduction, ophthalmology and cardiology centres.
1.2. Key Business Activity Statistics

OUR UNION

EVOLUTION OF ECONOMIC MAGNITUDES

- In the 2017 financial year Quirónsalud has achieved a consolidated revenue of €2,800 million.

- During 2016, Quirónsalud made an investment of €180 million in improvements to our healthcare network, both in the technological renovation of our equipment and improvements in our facilities.

- Following our merger with the German group Fresenius-Helios at the end of 2017, we became the leading European healthcare operator, and one of the largest in the world, with more than 100,000 employees and the management of more than 150 health centres.
Consolidated income statistics for 2017: €2,800,000,000

Economic growth compared to 2016: 10%

Investment in our healthcare network: (improvements and technology) (new centres) €180,000,000

Total No. of employees: 31,725

International projection:
- Inauguration of an Ophthalmological Centre in Dubai
- Consolidation of the Ricardo Palma Hospital in Peru

Scale of our healthcare network:
- 44 Hospitals, more than 100 medical centres, more than 300 preventive healthcare centres
1.3. Trusted Brand: Our Mission, Vision and Values
• All Quirónsalud centres uphold common values, such as clinical excellence, commitment to technology, innovation and research, and a personalised treatment for patients and their relatives.

• Our values make us different and unique, and they help to build and reinforce our identity.

• They correspond to and express our position: person-to-person healthcare.

• Our philosophy of "Treatment and Care" involves an ongoing staff training programme which transmits a manner of treating our patients which is more human, personalised and attentive.
The positioning and recognition of Quirónsalud has grown in 2017 in line with the dissemination of information related to innovation, clinical research and healthcare disclosures, which have been consolidated as key communication areas with patients and their families, with our staff and with society in general.

The excellence of our staff, the representatives of our ranges of specialist fields and those responsible for managing the company’s prestige, as well as the group’s sponsorship of various activities related to health and sporting values, are some of the fundamental aspects of our brand’s presence. With more than 35,500 appearances in the general, regional and specialist media, and more than 133,000 mentions on social networks, the visibility of the Group and our centres continues to grow steadily. Of particular note is the increase in news items recorded in the media in comparison with 2016, which showed an increase of more than 26%.

Corporate news has had an important presence in 2017. Operations such as the purchase of Quirónsalud by the German group Fresenius Helios, the sports medical centre that Quirónsalud will build in the ‘Quinta Torre’ (Fifth Tower) in the Avenida Castellana in Madrid, and the commissioning of the first proton therapy centre in Spain, have generated positive news items, in line with the attitude promoted by the company’s Communication Department. In addition, information related to our ongoing commitment to innovation, investment in the healthcare sector, and the care and treatment of celebrities and elite athletes, have been recurrent themes linked to the brand and have generated visibility for us.

Quirónsalud maintains an open, collaborative and proactive relationship with the media, based on the dissemination of verified information, which is of interest depending on the different recipients. Quirónsalud’s activity on social networks is based on revealing our activities, reporting on healthy lifestyle habits and providing advice and recommendations to society. Our contents of interest are focused on raising awareness amongst the population regarding the importance of adopting appropriate habits to prevent diseases. Our professional staff in our wide range of specialist fields are key to establishing guidelines which provide sound knowledge of our general attitudes towards healthcare.

The conversations about Quirónsalud and our centres is mostly positive, with 88% of the mentions displaying a favourable attitude towards the company. Twitter is the social network which generates the best digital reputation for the Group. The ongoing interaction with users has had a decisive influence on improving our brand image. Through the distinct social channels (Twitter, YouTube, Instagram, LinkedIn and Facebook), Quirónsalud offers more responsive, personalised care for its patients and users, enabling channels for receiving and managing queries and suggestions.
COMPLIANCE AND ALLIANCES

Amongst the international organisations with whom we collaborate directly, we must highlight:

- Adherence to the United Nations Global Compact.
- Membership of the AEF - Asociación Española de Fundaciones (Spanish Foundations Association).
- Membership of Board of the Fundación SERES.
- Membership of the FORÉTICA Business Association.
- Consolidated relationship with the AECC - Asociación Española Contra el Cáncer (Spanish Association Against Cancer).
1.4. Milestones 2017. Our contributions of economic, environmental and social value

OUR MAIN ACHIEVEMENTS OF 2017 IN FIGURES

FINANCIAL PERFORMANCE

- €2,800 M Consolidated income
- €180 M in improvements to our healthcare network

INTERNATIONAL EXPANSION:
- 44 Hospitals in Spain
- Hospital in Peru and Ophthalmological Centre in Dubai
- 98% Spanish corporate providers

LABOUR PRACTICES

- 31,725 employees
- 74% Permanent contracts
- 75% women
- 100% of employees covered by collective bargaining agreement
- 54 nationalities represented in our workforce

SOCIAL IMPACT

- 1,630 Research projects, 1,029 scientific publications and 4 patent applications
- 8,226,334 Medical consultations
- Teaching of over 3,000 students
- More of 640,000 Users of our Patient Portal
- International Cooperation €500,000 for the Fundación Recover
- 5% online medical events
- 640,000 Users of our Patient Portal

ENVIRONMENTAL IMPACT

- 21 Hospitals awarded the ISO 14001 Certificate for Environmental Management
- 5% in energy intensity (KW/activity)
- 5 Hospitals awarded the ISO 50001 Certificate for Energy Management
- 6,000 documents dealt with daily through EDI (Electronic Data Interchange); preventing the generation of 2 million paper records
- 90% of chemical products in recyclable containers