

Leading Provider of Out of Hospital Healthcare



totallyplc



Provider of Out of Hospital Healthcare Service



- Operating in a £20bn per year sector and spending on community healthcare is increasing rapidly
- Consolidator in a fragmented marketplace - further acquisition opportunities are presenting themselves as companies approach Totally to be considered to join the Group
- Acquired businesses performing in line with management's expectations
- Successful £18m fundraise Feb 17 shows overwhelming market confidence in the business model and strategy. New funds have been successfully deployed to grow the Group
- Subsidiary businesses continue to secure new business and renewals
 - Operating contracts with NHS England, several CCGs, HM Prisons, Police Forces and other public and private sector organisations across England
- The board has extensive, proven, multi-decade experience in building growth companies, the NHS and in the outsourced services sector

Proven Management Team



Bob Holt, OBE - Chairman

- Long background in developing support service businesses
- Chairman of Mears Group PLC: social housing and domiciliary care services
- Chairman of Totally since September 2015



Tony Bourne, Non Executive Director

- Chairman of Chelsea and Westminster Health Charity
- Previously Chief Executive of the British Medical Association
- Non-executive director of Barchester and Spire Healthcare



Wendy Lawrence, CEO

- 20+ years with the NHS: 12 of which at Director level
- Former Chief Exec of three NHS Primary Care Trusts
- Led the client delivery team at BUPA Health Dialog
- CEO of Totally since 2013



Michael Rogers, Non Executive Director

- Over 30 years' experience in healthcare-services
- Currently non-executive director of Mears Group PLC
- Health and social care adviser to Morgan Stanley Private Equity and member of the investment advisory board of P.E. provider Bestport Ventures LLP



Lisa Barter, Finance Director (from 24.10.17)

- 20+ years as Chartered accountant
- 13 years in finance roles within the healthcare sector
- Former Head, Divisional Finance (Healthcare) Care UK
- Previously Financial Controller at Mercury Health Ltd



Gloria Cooke, Clinical Quality Director (from 04.12.17)

- 40+ years in the NHS incl. 10 years in A&E practice
- Former Head of Nursing for a large integrated service.
- Former Group Operations Director for one of the largest acute trusts in the UK



Don Baladasan, Non Executive Director (from 24.10.17)

- Chartered Management Accountant with 18+ years experience
- Founder of Maxis Ltd, providing FD services to SMEs
- Former Head of Accounting Development at Stemcor, UK's 3rd largest private company

"Management has proven, multi-decade experience in the NHS, and has identified public market outsourced healthcare as an attractive prospect and have developed a plan to build on this opportunity"

Significant Market Opportunity



UK outsourced NHS/healthcare services

c.£20 Billion p.a.

1/5 of the UK's healthcare budget

Spending on community health services by the private sector and secondary care by local commissioning bodies and NHS trusts

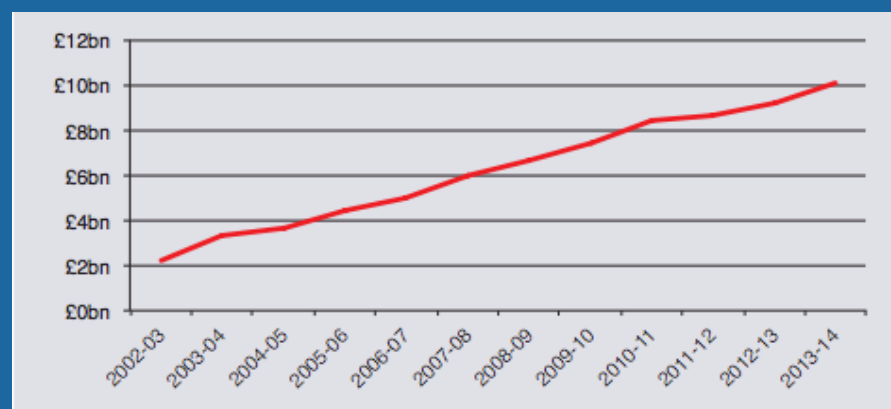
Increased 50%

(2009: £6.6bn 2014: £10bn)

30 million

NHS patients per year are treated by private sector organisations operating across nearly 2,000 sites

Growth in the expenditure of PCTs/CCGs* and NHS Trusts on private sector provision 2002 – 2014



Source: (Health Select Committee Public Expenditure on Health and Personal Social Services 2009 Table 20a; Department of Health Accounts 2009-10 – 2013-14.)

The Health and Social Care Act 2012 places a requirement on Clinical Commissioning Groups (CCGs) to put these services out to competitive tender

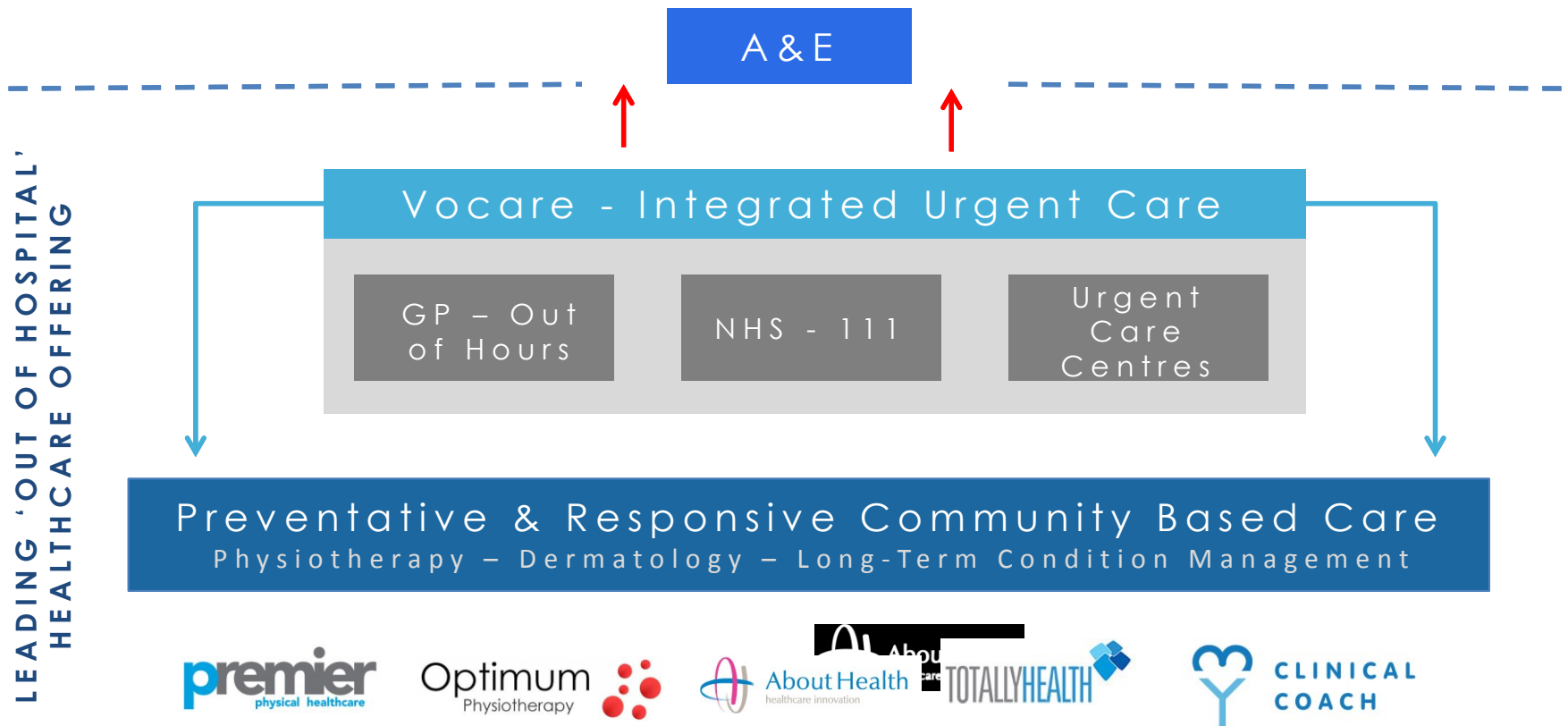
*PCT - Primary Care Trust CCG - Clinical Commissioning Groups

Out-of-Hospital Healthcare



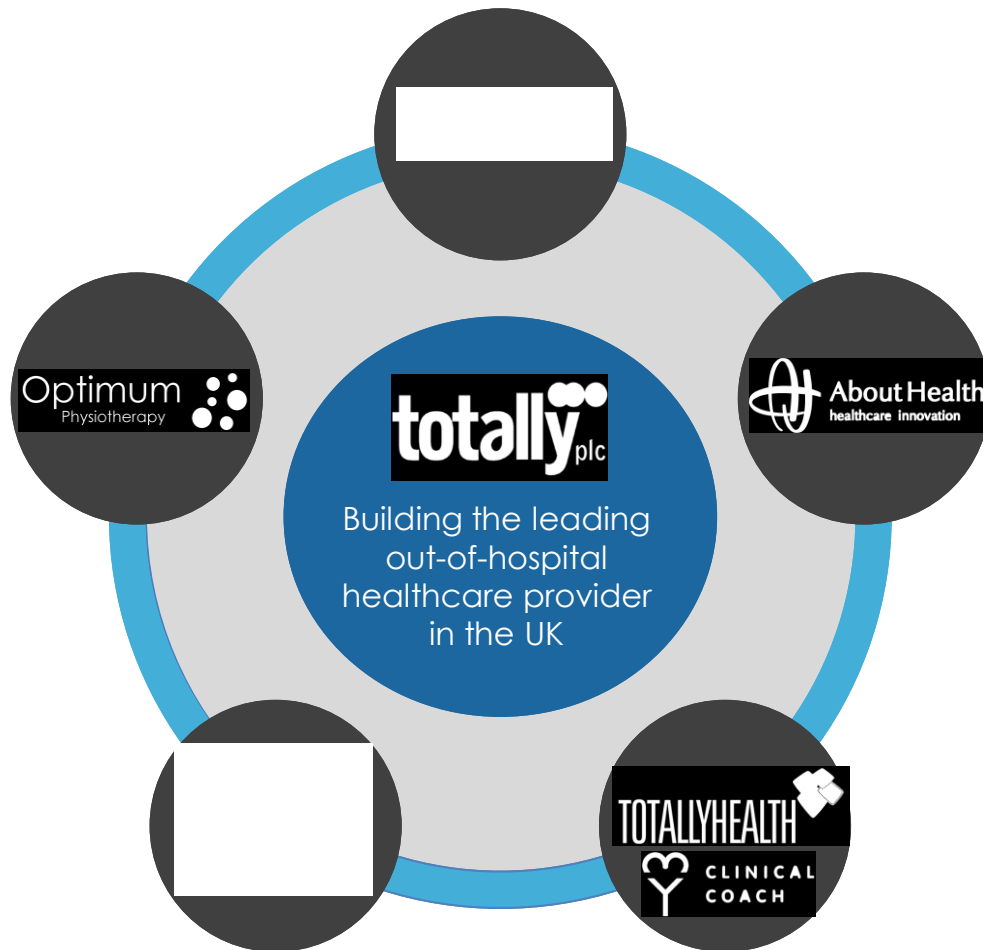
- Out-of-hospital healthcare includes:
 - Primary care (GP surgeries)
 - Community care
 - Patients' homes
 - Prisons and other public/private sector organisations
 - Places of work
 - Mobile locations
- Totally provides care where hospital admissions can be avoided, at low cost and with better outcomes for the patient, aiming to:
 - Provide diverse range of health services tailored to needs of individuals
 - Provide interventions that keep people healthy longer, prevent ill health, reduce health inequalities
 - Ensure efficient provision of primary health and community care

Out-of-Hospital Business Model



Totally's goal is to improve people's health, reduce patient healthcare reliance, re-admissions and emergency admissions to hospital

Totally's Divisions



Cash generative 'Out-of-Hospital' service offering

Premier Physical Healthcare

Physiotherapy and podiatry

About Health

Dermatology and referral management services

Optimum Sports Performance Centre

Physiotherapy

Totally Health

Clinical Health coaching models

Vocare

Provider of healthcare services through urgent care centres, GP out-of-hours services, the NHS 111 service and integrated urgent care services.


Corporate Snapshot



- AIM quoted, cash generative, provider of out-of-hospital healthcare services in the UK
- Works closely with the NHS and UK private health organisations
- Proven disruptive, outcome-based, outsourced service model across its five subsidiaries
- UK outsourced NHS/healthcare services market estimated to be worth £20 billion per year
- 'Buy and build' strategy – four value accretive acquisitions made in 2016 and 2017 with potential for further acquisitions
- Proven management team with years of collective experience in building healthcare and support service companies



Strategy

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- A vertical column of five blue chevrons pointing downwards, each aligned with one of the five strategy points.
- Focused on out-of-hospital healthcare worth £20bn per year – NHS is moving non-acute care components out of hospitals and closer to home
 - Buy and build consolidation strategy fitting with NHS trend towards outsourcing and outcome based commissioning
 - Targeting attractive companies in the UK health sector that share the company's vision for integrated and cohesive out-of-hospital healthcare
 - Build and develop a high-quality diversified group through organic and acquisition based growth
 - Become the leading out of hospital healthcare provider in the UK

Contact



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