



Oberender AG

Committed to Excellence

Die Oberender AG – Your partner in healthcare

Board



**Dipl.-Kfm.
Jan Hacker
(CEO)**



**Jochen
Baierlein**



**Dr. rer. pol.
Thomas
Rudolf**

Supervisory Board

Prof. Dr. h. c. Herbert Rebscher (Chairman)

Former chairman of the board of DAK-Gesundheit, Hamburg, Germany

Prof. Dr. med. Hartwig Bauer

Former General Secretary of the German Society of Surgery, Berlin

Wolfgang Kunz

Auditor/ tax consultant

Advisory Board

Dipl.-Volksw. Irmtraut Gürkan, Commercial Director of the University Hospital Heidelberg (Chairwoman)

Dipl.-Kfm. Hartmut Hain, Non Executive Chairman Marcol Healthcare Germany, Berlin

Dipl.-Verw. Thomas Kräh, Managing Director of medius Kliniken gGmbH

Dr.-Ing. Hans Jürgen Wildau, Vice President BIOTRONIK SE & Co. KG

Oberender AG is one of the **leading healthcare consulting firms on the German market and internationally**

Oberender AG at a glance

We employ
more than
50 people

We have
2 offices
in Germany

Oberender & Partner
was founded in
2000

More than
250 clients
trust us since our founding

We support customers in
10 countries

2005
Founding of Oberender AG,
formerly EconoMedic AG

7 competence teams
focus on strategy, processes
and M&A, among others

More than
70 network partners
support us

We are represented at
11 hospital sites with
6 management contracts

Oberender AG is a preferred advisor in the German and international health care sector for many years

Advise



- **Independent** and university-based **management consultancy** in the health care sector with a focus on **inpatient** and **outpatient care providers and investors**
- Our clients - from hospital owners and strategic investors to private equity investors - value **our know-how** and **our independent and well-founded solutions**
- Our unique selling point: **Hands-on experience** of our employees in the healthcare sector

Competence



- For 18 years we have been advising clients in the healthcare sector
- **Comprehensive competence spectrum:** medicine, care, management and project management
- **Numerous references** in the national and international healthcare market

Network



- **Well-established contacts** with operative (interim) managers and experts, opinion leaders in politics, self-administration and medicine
- Qualified **strategic sparring partner** with access to **highly qualified network partners**
- Reliable access to **valid data material**

Method

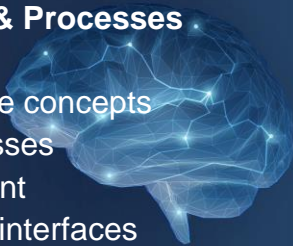


- Systematic **project management** based on **results and decisions**
- Excellent **implementation/practical orientation** (also in business management)
- **In-depth knowledge of methods** (analysis, strategy, organization and conception)

Profound market knowledge and our international network make us your partner in the healthcare sector

Medical Strategy & Processes

- Future strategy
- Medical and site concepts
- Hospital processes
- HR management
- Organizational interfaces



Management

- Business management
- Interim management
- Project management



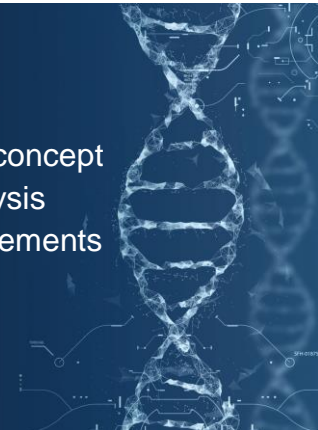
Mergers & Acquisitions

- Market research
- Corporate/ Business valuation
- Transaction support
- Start-Up valuation



Market Access

- Market-strategic concept
- Competitive analysis
- Regulatory requirements
- Publications



Oberender AG is one of the
fastest growing companies in the German
healthcare sector – according to Focus

Our team develops integrated and cross-sector approaches and concepts tailored to our clients' needs



Our medical concepts strengthen the competitiveness of our clients



Medical & Site Concept

- Analysis of the **future viability** of the **locations & medical specialties**
- **Department specific medical concepts** considering external environment as well as revenue and cost situation
- **Process optimization** especially for personnel and medical processes
- **Integration/ concept implementation**

Future Strategy

- Development of **strategic orientation, individual growth** and **business area strategies**
- **Portfolio** and **Performance Strategy**
- Conception of **sustainable care structures** with interlocking of outpatient & inpatient service sectors
- **Reorganization and optimization** from primary areas right through tertiary areas

Analysis/ Expert opinion

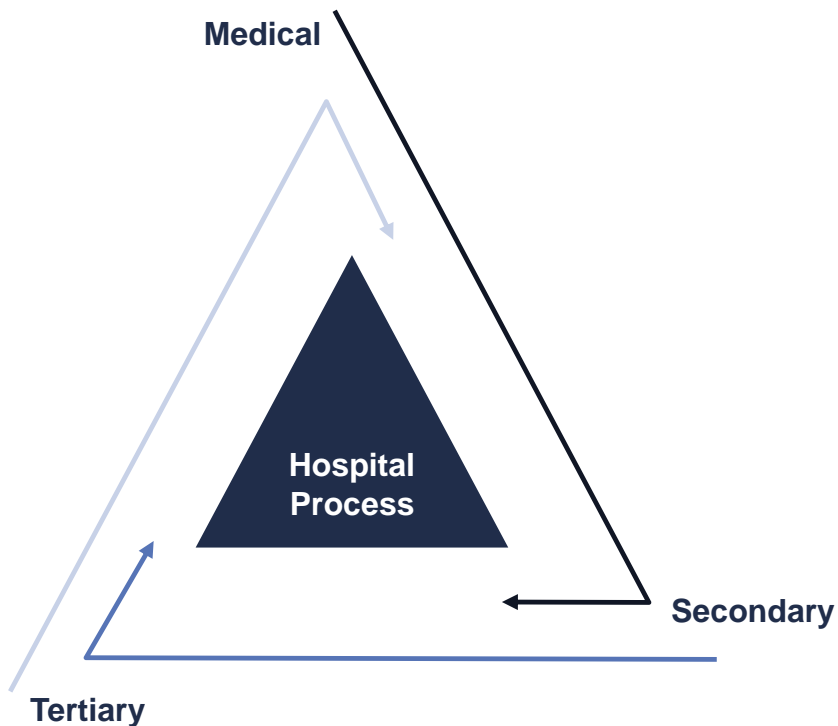
- Preparation of all **necessary analysis**, e.g. competition & market analyses as well as demand forecasts by the Oberender Research Institute
- **Second opinion/** review of developed concepts

Our concepts are characterized by the numerous years of practical experience in the HR management of hospitals



- Support in all areas of human resource management from reorganization management to personnel development to personnel controlling
- Development of suitable, sustainable options for action in accordance with the specifications of the relevant stakeholders
- Development of our concepts specially tailored to the requirements of our customers

Our process management is characterized by a high level of competence, excellent expertise & operational implementation



Medical Processes	<ul style="list-style-type: none">• Emergency Department• (Central) Patient Admission and (Central) Bed Occupancy Management• OR-Processes
Secondary Processes	Organizational interfaces in the area of: <ul style="list-style-type: none">• Disinfection and Sterilization• Radiology• Laboratory
Tertiary Processes	<ul style="list-style-type: none">• Procurement and Logistic• Administration (Accounting, HR, Medical Coding, etc...)• Digitalization

The Oberender Research Institute provides detailed analyses tailored to the specific needs of its clients

Business Intelligence & Data analysis

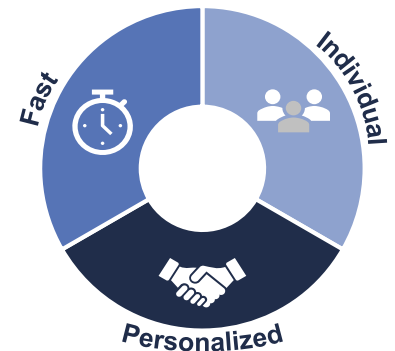


- Advanced **Data Integration Methodology** and Big Data Analysis
- Example:
 - BioVariance (www.biovariance.com)
 - OP-Reporting-System (OR-Reporting and ER-Reporting)

Market research



- **Comprehensive Data Bases** with valid information's
- Example:
 - Business models on the healthcare market
 - inpatient care situation of multimodal pain therapy in German hospitals



BinDoc GmbH



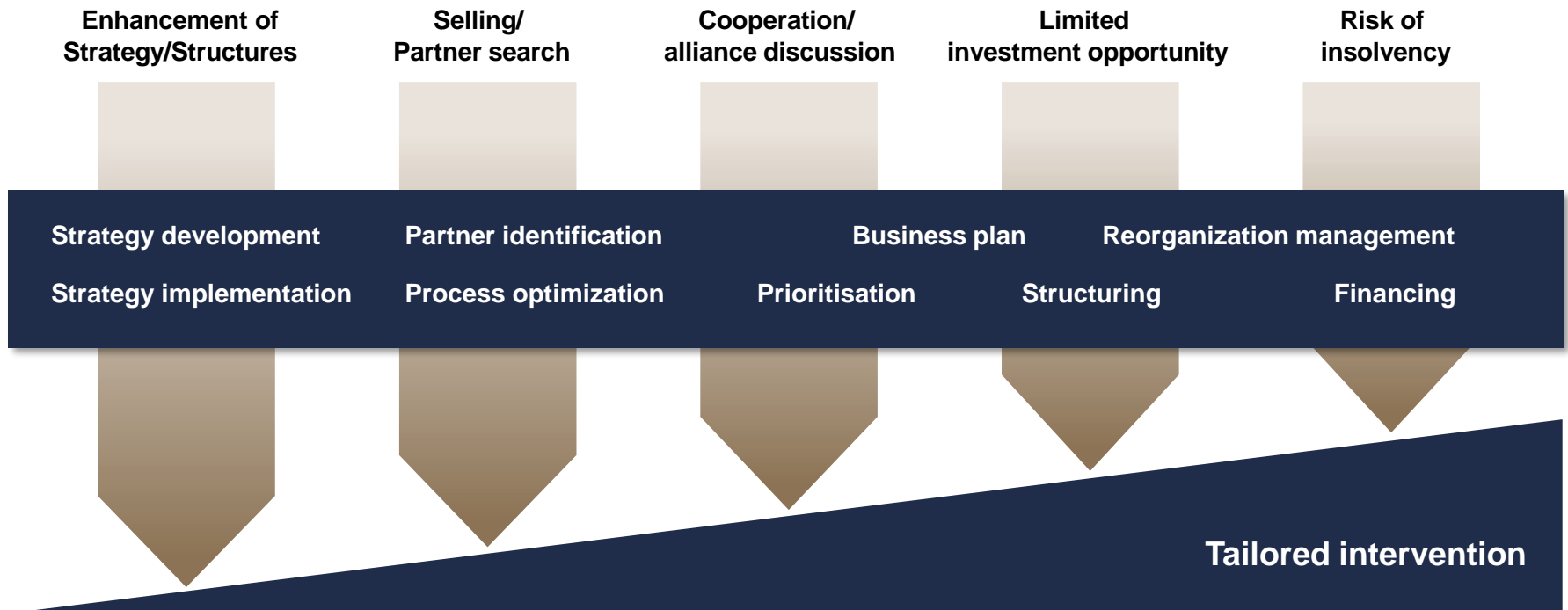
- Our subsidiary company BinDoc wraps up our expertise with digital analytics as Germany's largest cloud based hospital analysis and benchmarking platform
- Innovative analyses methods through intelligent calculation algorithms
- General and individual analysis results - completely web-based retrievable

With our competence network, we take responsibility for project and business management



Our team supports the client in every situation by strengthening its position

Exemplary initial situations and approaches to solutions



The core business of our management competence is the Economedic business management contract



Business Management

- **Long-term and implementation-oriented hospital management** (acute & rehabilitation)
- Management of **downstream administration functions** (e.g. department management, PDL)
- Risk sharing through success-oriented remuneration
- Supplementary resources from a single source

Interim-Management

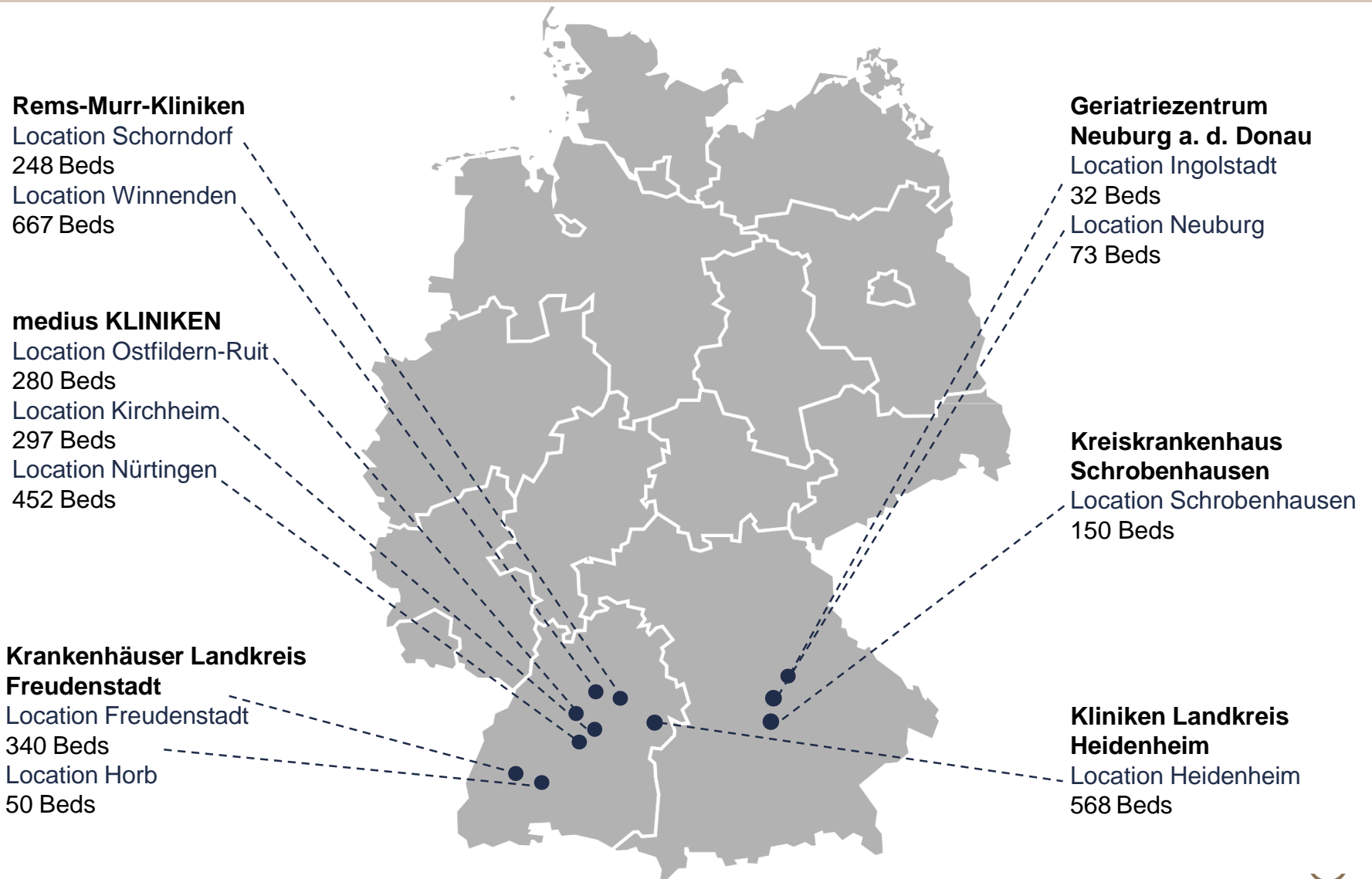
- (Short-term) management of first and second level **executive positions** (acute & rehabilitation)
- In case of need (reorganization/ turn-around, interim) **provision of additional capacities**
- **Contribution to the structuring of merger, integration and insolvency processes**
- Supplementary resources from a single source



Our work focuses on the following **key elements**:

- Ensuring adequate and high-quality medical care
- Management of the facilities with a team of professional and experienced hospital managers
- Extensive external network of experts, including physicians, lawyers, tax consultants, accountants and many more

Oberender AG is currently responsible for six hospital business management services at 11 locations in Germany



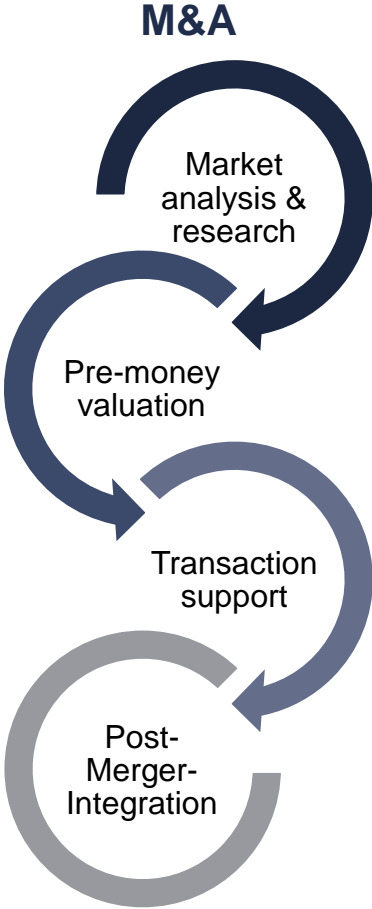
Our M&A team supports a growing number of clients with an integrated approach



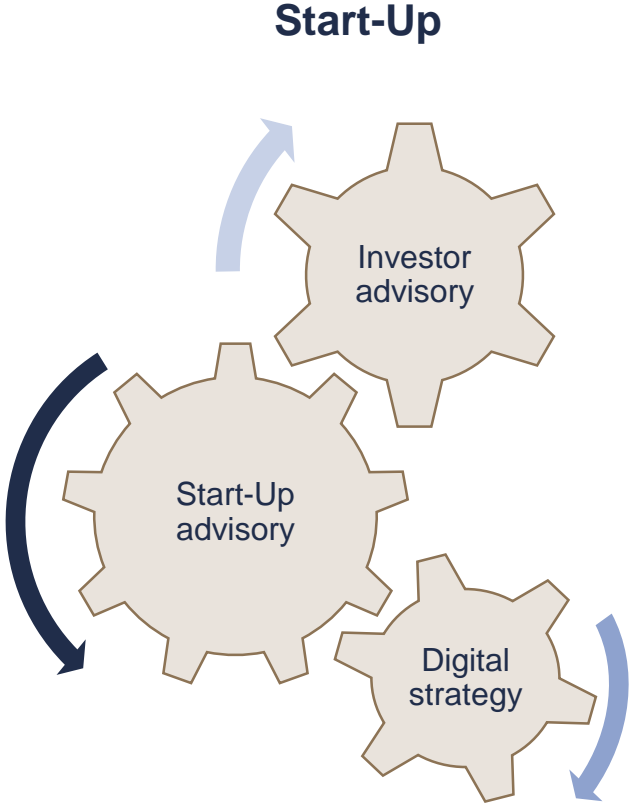
Our clients are private,
public and non-profit hospital owners,
MVZ owners and financial investors

Oberender AG has been a preferred M&A advisor in the field of healthcare for many years

Services

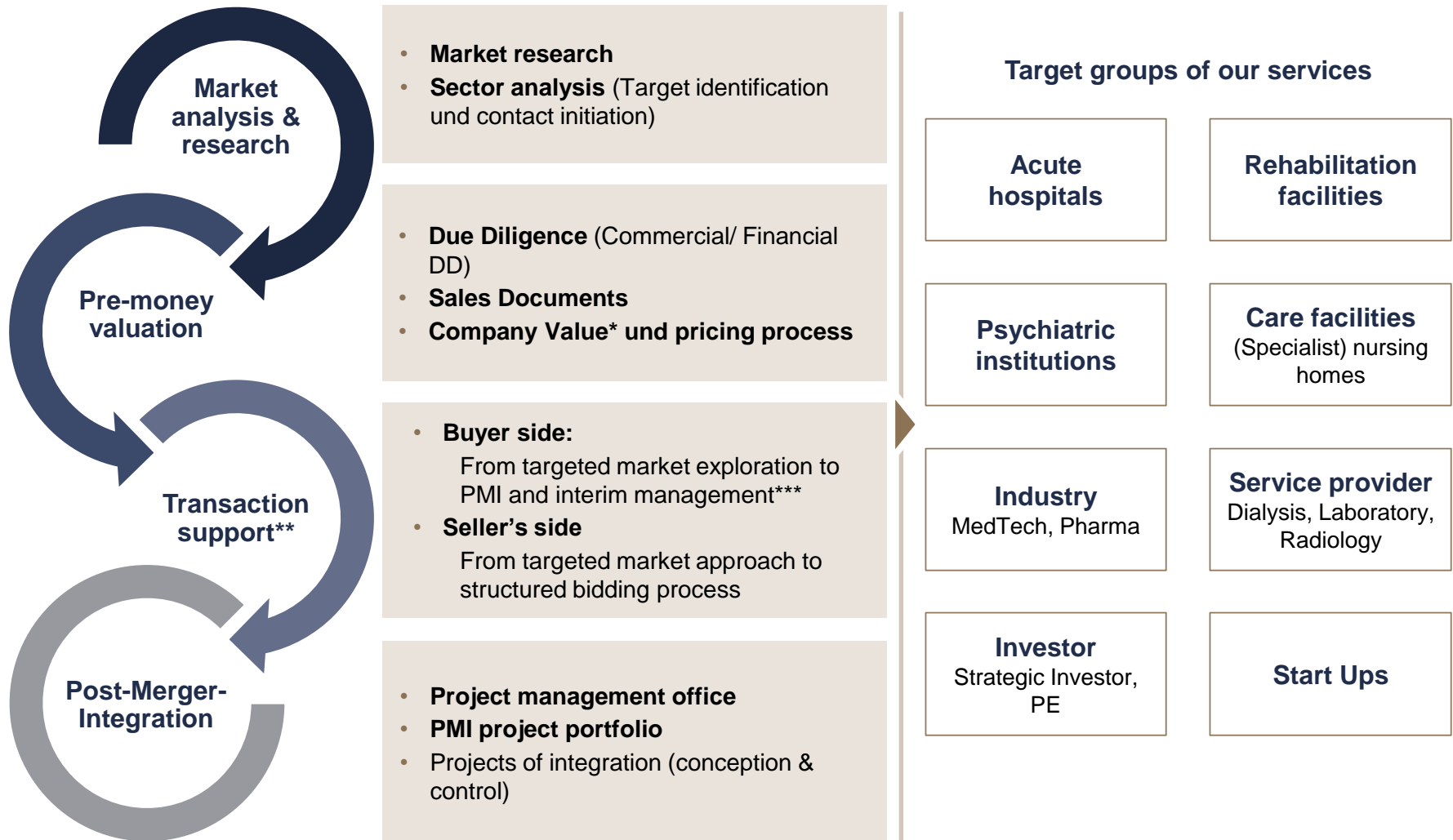


Clients benefit from our all-embracing transaction support & global network



National and international Start-Ups benefit from our global network & future-oriented vision

Our clients benefit from our all-embracing transaction support & global network

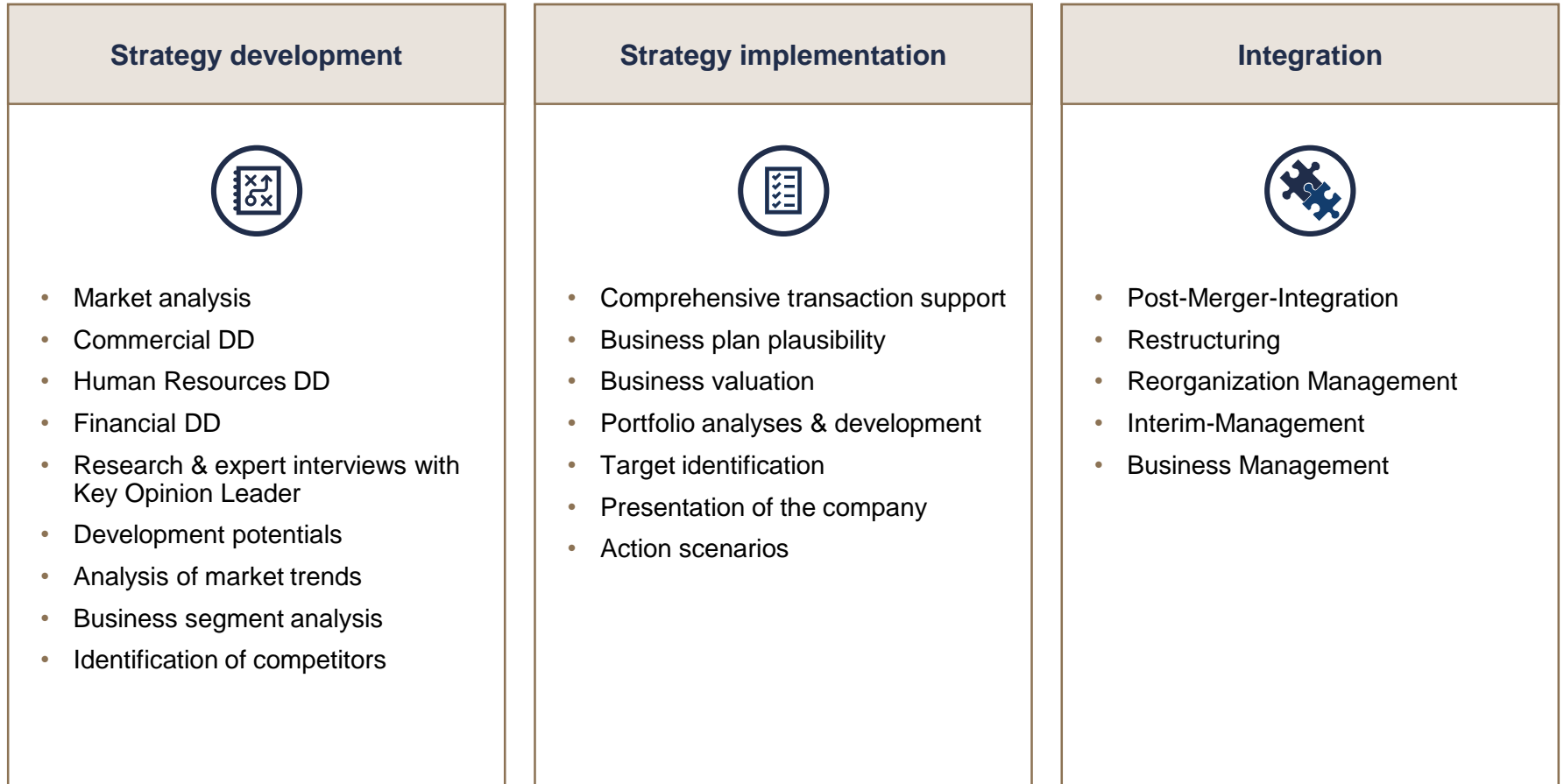


* Not in the sense of IDW S6

** incl. cooperation partners from Legal and Financial

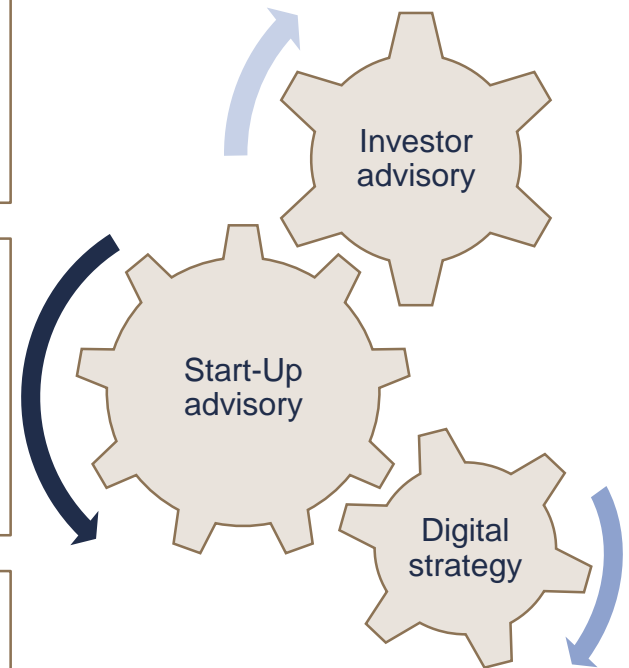
*** Depending on arrangement in relation to our Management division

For investors, our services are focused on the areas of strategy development, implementation and integration



Our long-standing expertise ensures a comprehensive portfolio of services especially for start-ups and investors

Start Up advisory	<ul style="list-style-type: none">• Development and establishment of sustainable and market-driven corporate structures• Support during the establishment of business-relevant processes• Competitive view• Sales conception• Assistance up to market maturity• Analyses and product-specific market research
Investor advisory	<ul style="list-style-type: none">• Development of potential analyses• Identification of national and international market potentials• Due Diligence (CDD & ODD)• Evaluation of start ups under consideration of specific peculiarities• Portfolio Optimization
Digital strategy	<ul style="list-style-type: none">• Involvement of innovative ideas from start-ups in the development of digital business strategies• Raising the awareness for digitalization by means of workshops



In the **M&A consulting field**, **Oberender AG** has been **growing faster** than the market since **2013**.

We provide knowledge based on years of hands-on experience and an extensive database



Our clients benefit from our Business Intelligence Unit and our experts knowledge when launching their products on the market



Market Access Strategy	<ul style="list-style-type: none">• Identification of market access strategies through market analysis• Development of international/ national market access concepts• Regulatory requirements• Assessment of the market potential• Pricing• Marketing towards different target groups• Competitive analysis
Publication	<ul style="list-style-type: none">• Support during the publication of the results• Publication of product specific articles and documentation

Partial support in the reimbursement process, particularly in cost-benefit analysis and the monitoring of regulatory requirements



OBERENDER



Oberender AG

e info@oberender.com

h www.oberender.com

Friedrichstr. 20
95444 Bayreuth

t +49 921 745443-0

f +49 921 745443-29

Elsenheimerstr. 59
80687 Munich

t +49 89 8207516-0

f +49 89 8207516-29