

Totally plc Interim results 2021

November 2021



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Interim results 2021

Wendy Lawrence, Chief Executive Officer



Lisa Barter, Chief Financial Officer

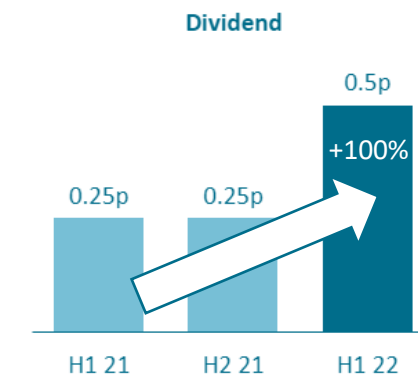
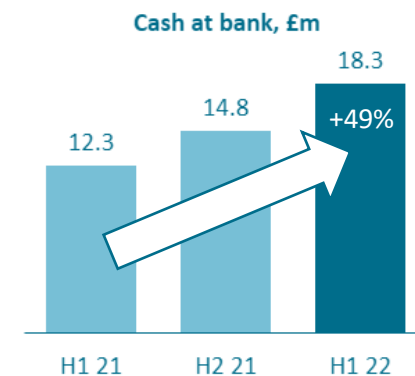
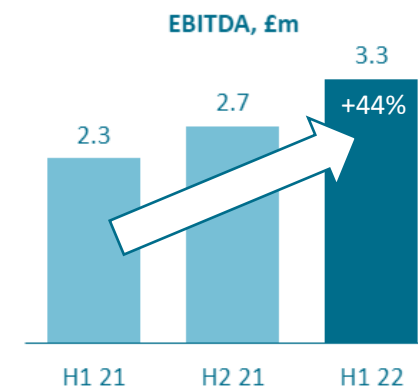
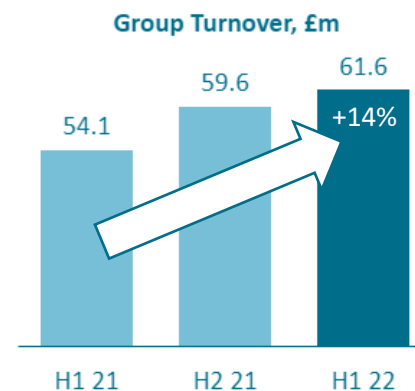


Strong performance during first half of the year

- Trading strongly with continued growth in revenue, earnings and cash
 - Group turnover up 14% to £61.6 million
 - Significant increase in EBITDA profit at £3.3 million
 - Cash at bank of £18.3 million positioning business strongly for future acquisitive activity
 - Proposed interim dividend doubled to 0.5p per share
- More than one million patients assessed and treated during the period
- Urgent Care Division awarded extensions to 20 existing contracts, reflecting the quality of service and strength of relationships with NHS partners – value of circa £45 million
- Award and swift mobilisation of new Urgent Treatment Centre contract at Kings College London
- Continued delivery of services across all areas underpinning National COVID recovery and ensuring patients can access appropriate services quickly
- New post-pandemic business-as-usual model facilitating growth and opportunities to expand services in current and new settings
- In advanced conversations with a number of bolt-on acquisition targets

Significant growth in revenue, earnings and cash

- Group turnover up 14% to £61.6 million reflecting growth across all divisions
- Gross profit up 14% to £11.6 million (H1 21: £10.2 million)
- Significant increase in EBITDA profit at £3.3 million as income from higher-margin planned care and insourcing business doubles
- Profit before tax £0.9m (H1 21: £0.1 million)
- Margin 18.9% (H1 21: 18.8%)
- Cash at bank of £18.3 million positioning business strongly for future acquisitive activity
- Proposed interim dividend doubled to 0.5p per share



Growth across all divisions

Urgent care:

- Revenue increased and new contracts secured and mobilised
- Multiple contract extensions awarded collectively worth £45m

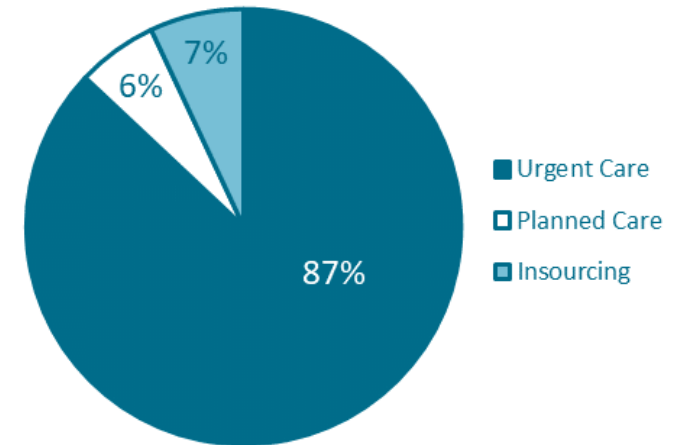
Planned care:

- Service delivery now fully operational, with new COVID safe care models.

Insourcing:

- Continued growth, reflecting opportunity in the market and strength of proposition
- Latest reported waiting list figures for England at 5.83 million – up 380,000 since August

Revenue contribution



A positive outlook

- Trading ahead of management expectations, putting us in a resilient position as we enter an uncertain winter
- Significant additional investment planned for NHS to support winter, Covid-19 and waiting list recovery
 - £12bn pa additional funding for H&SC announced in September; further £5.9 bn funding to reduce waiting lists announced in October
 - Over 5 million on waiting lists in England alone; potential to reach 13 million (as reported by BBC)
- New post-pandemic business-as-usual model is providing significant opportunities for growth and expansion of services in current and new settings
- Strong cash position provides opportunities to accelerate buy and build strategy to strengthen proposition, respond to new market opportunities and build shareholder value
 - Advanced discussions underway with a number of bolt-on businesses which broaden service offering and bring immediate earnings enhancing opportunities

Q&A

Wendy Lawrence, Chief Executive Officer



Lisa Barter, Chief Financial Officer





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