



**MEDIOS**

# Capital Markets Day

Berlin, November 24, 2022

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# Today's presenters



**Matthias Gärtner**  
Chief Executive Officer | CEO



**Mi-Young Miehler**  
Chief Operating Officer | COO



**Christoph Prußeit**  
Chief Innovation Officer | CINO



**Falk Neukirch**  
Chief Financial Officer | CFO

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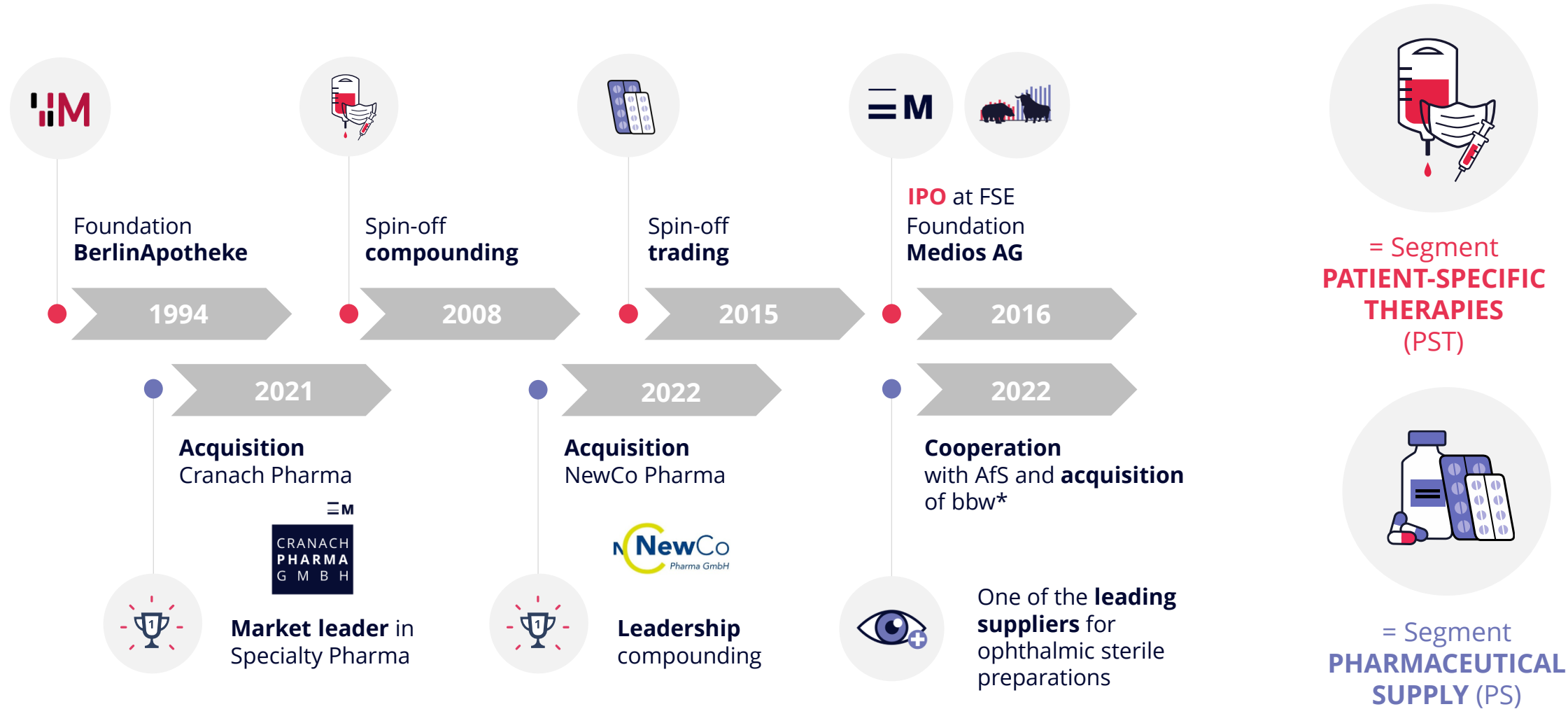
# 1 Medios today and future growth opportunities: 2023 and beyond

2 Ready for further expansion

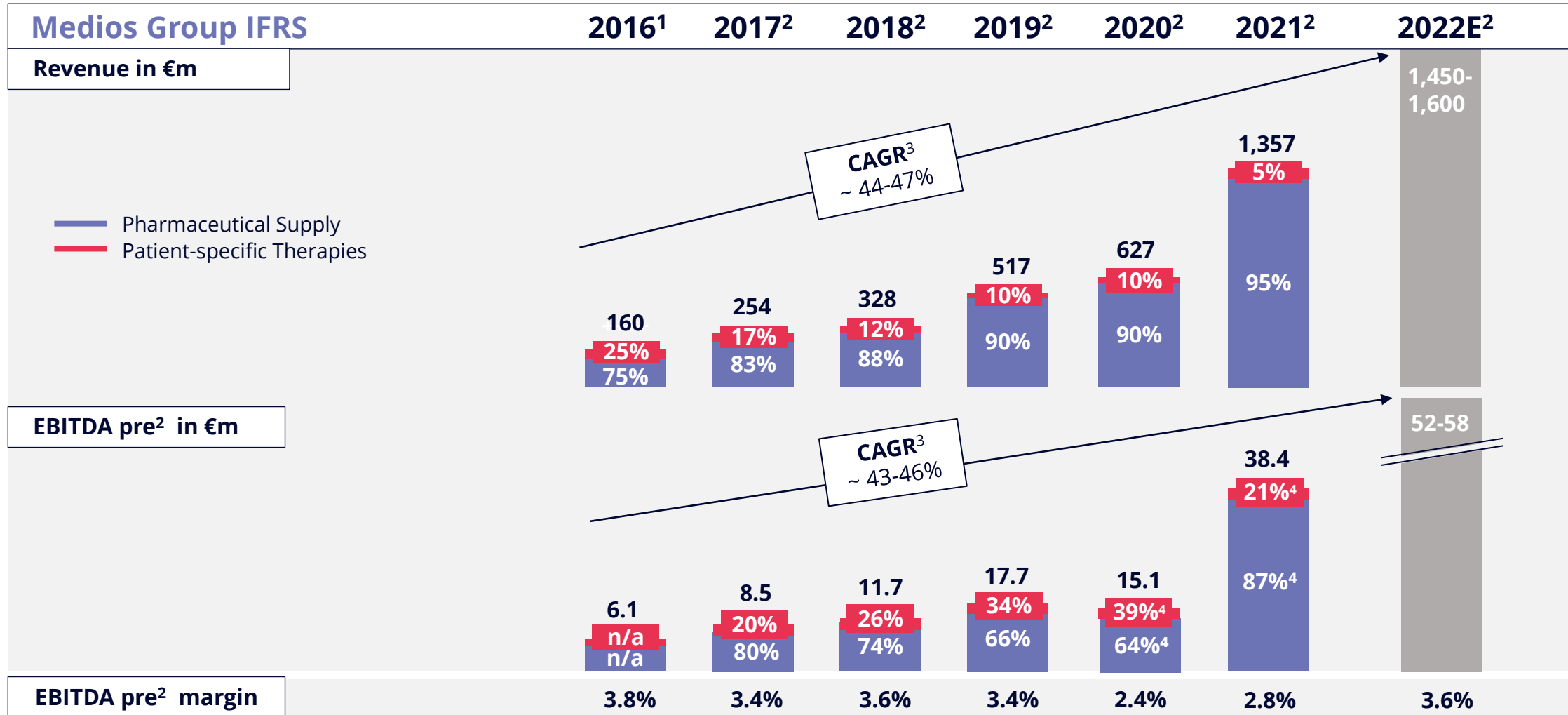
3 Patient-specific and advanced therapies

4 Conversion into sustainable value contribution

# Our Journey to leadership in the German Specialty Pharma market



# Proven financial track with strong profitable growth



# Medios – Market leader in the specialty pharma sector in Germany

**Specialty Pharma:** Individualized medicine, treatment of chronic and/or rare diseases, usually time-consuming and cost-intensive

## PHARMACEUTICAL SUPPLY 'PS'



- **Strong focus** on specialty pharma drugs
- **1,000** products from **100,000** available products

## PATIENT-SPECIFIC THERAPIES 'PST'



- **Strong positioning** in patient-specific therapies
- **~ 350,000 individualized** preparations in 2022 (Medios incl. NewCo Pharma)



Oncology



Neurology



Autoimmune diseases

**Focus on six indication areas**



Ophthalmology

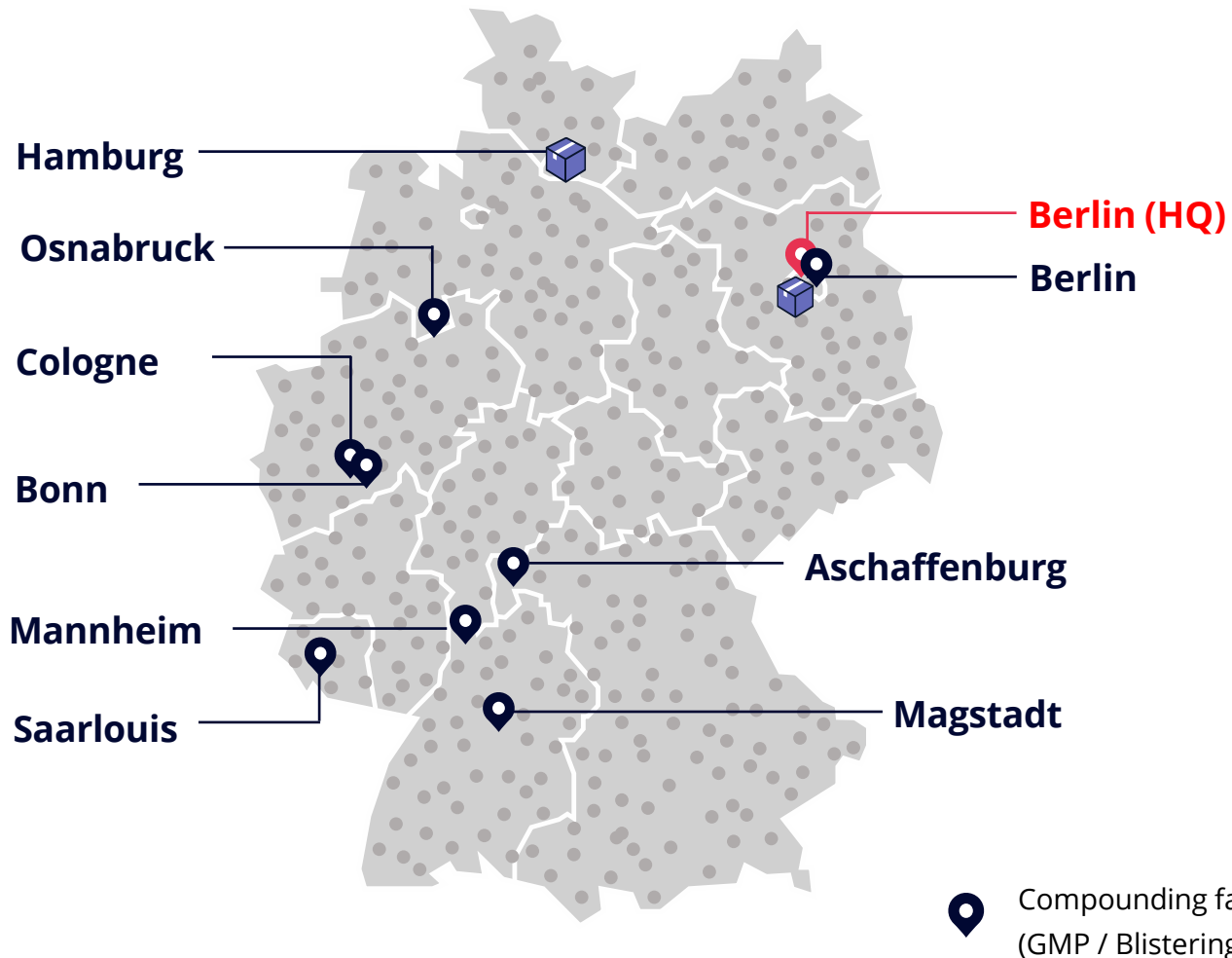


Infectious diseases



Haemophilia

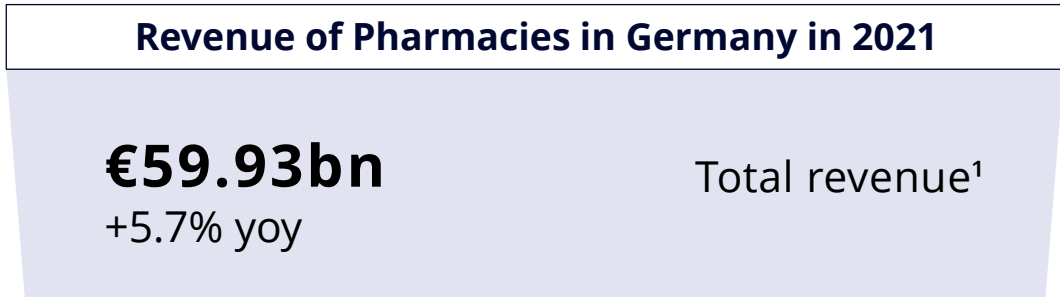
# Excellent geographic coverage through strong nationwide network of partners and own compounding facilities



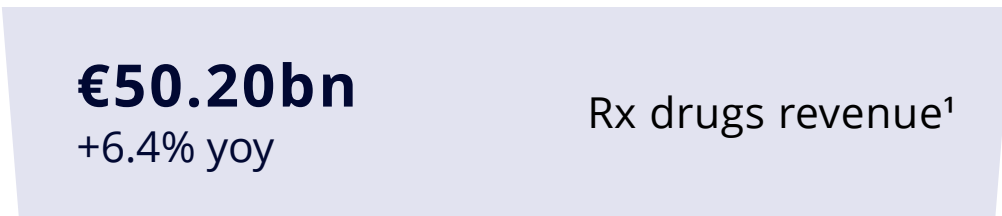
- 7 GMP<sup>1</sup> / blistering **labs**
- 2 **warehouses**
- ~ **600 specialized partner pharmacies**
- ~ **320,000 individualized preparations** manufactured in 2021 (pro forma: Medios including NewCo Pharma)
- **Compounding capacities** now: ~ **600k** preparations p.a. including new labs in Berlin and NewCo Pharma's labs



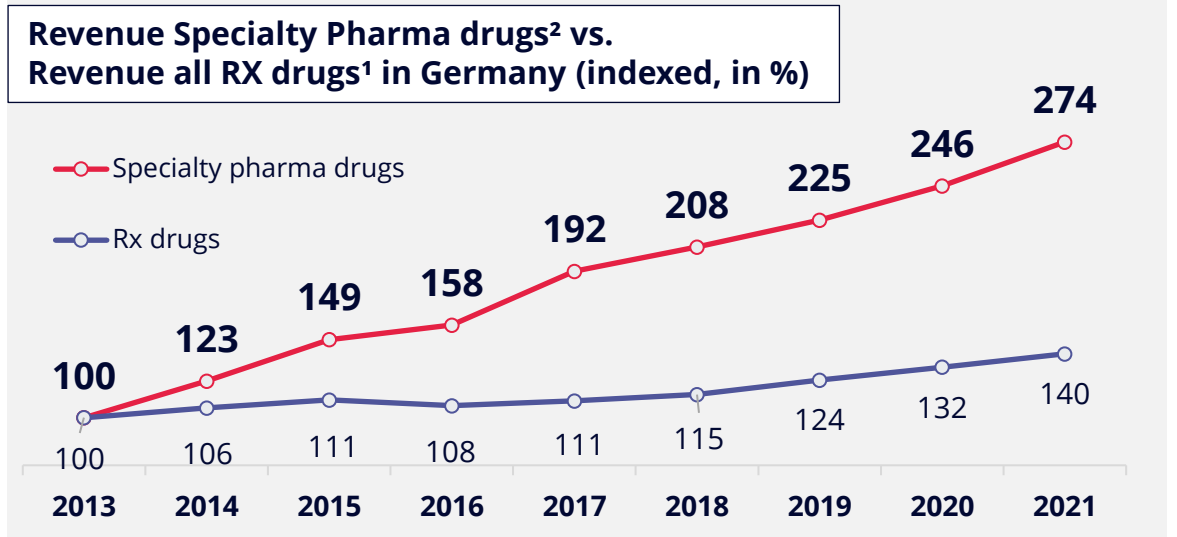
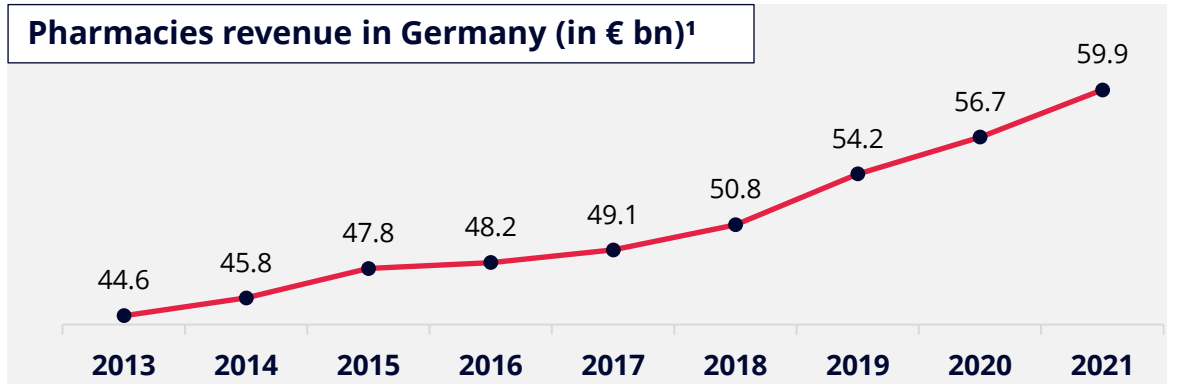
# Specialty Pharma drugs are driving the dynamic market development in Germany



thereof

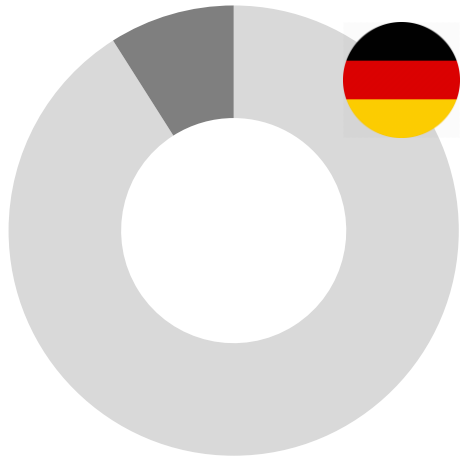


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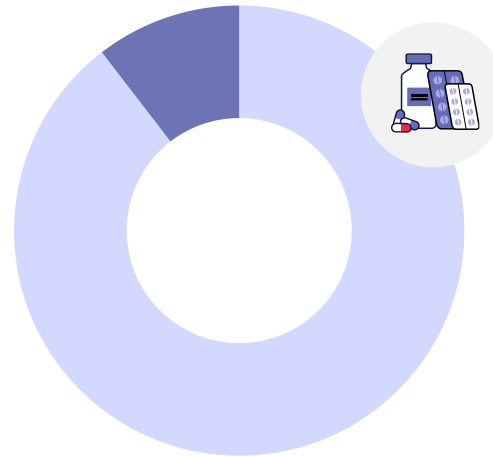
# Specialty Pharma market Germany – Medios, undisputed market leader

Total revenue  
German Specialty Pharma  
Market: €17.8bn  
Medios' market share: ~ 9%\*



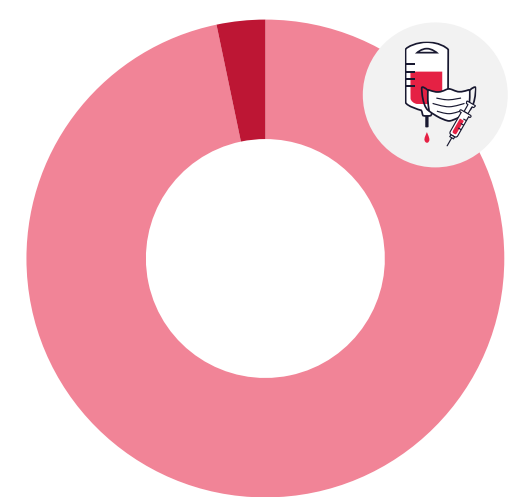
- Specialty Pharma GER
- Medios market share

Total revenue Germany  
Pharmaceutical Supply: €11bn  
Medios' market share: ~ 12%\*









- PS
- Medios PS

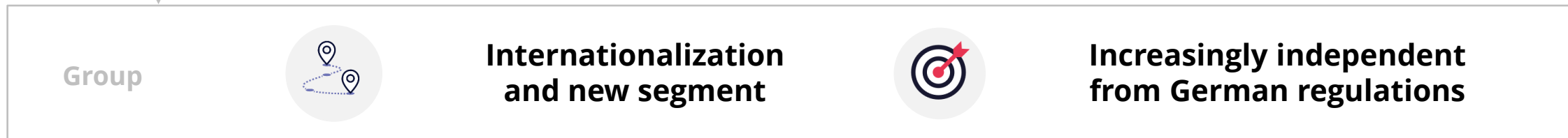
Total revenue Germany  
Patient-specific therapies: €5.9bn  
Medios' market share: ~ 3.4%\*



- PST
- Medios PST

# Regulatory environment in Germany

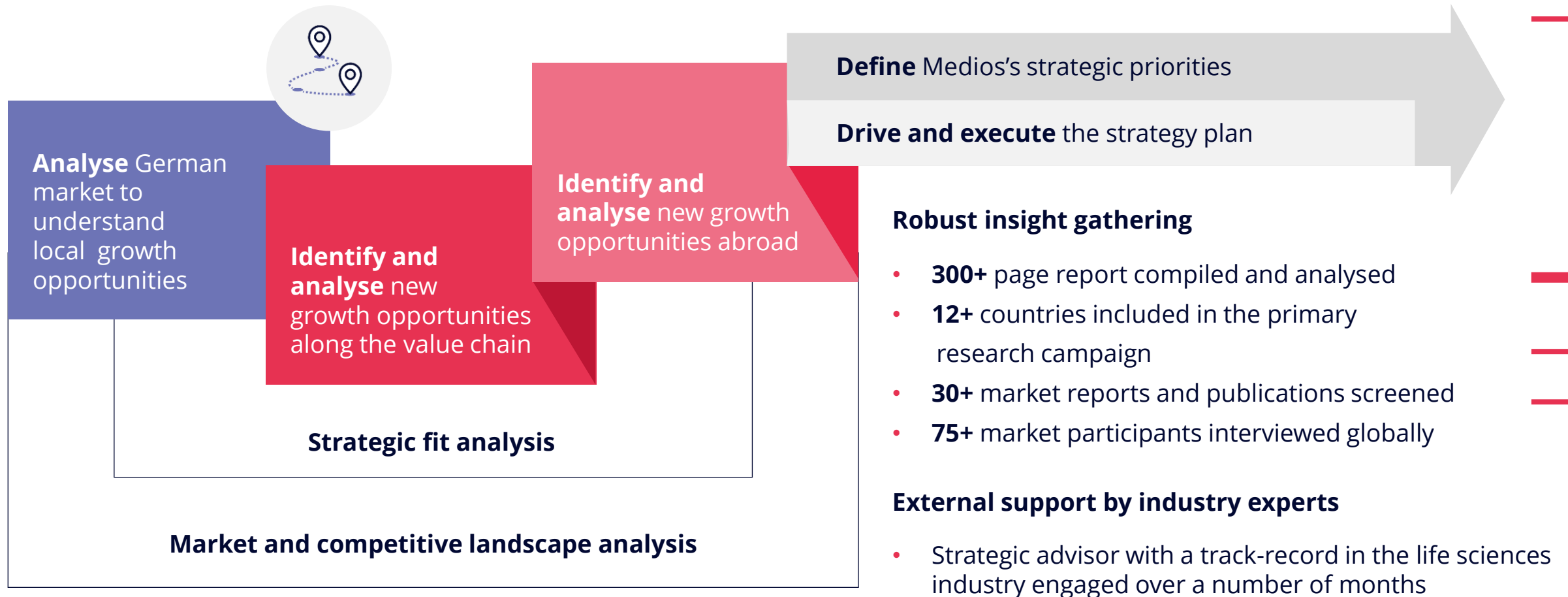
Segment	Regulation	Consequence on EBITDA pre* margin	
 <b>Pharmaceutical Supply</b> (Finished medicinal products)	<b>Drug price regulation</b> (“Arzneimittelpreisverordnung”)	 Low margin profile +/- 2.5% (2021)	<b>Stable</b>
 <b>Patient-specific Therapies</b> (Compounding)	<b>Reimbursement scheme</b> (“Hilfstaxe”)	 Higher margin +/- 12% (2021)	<b>Pressure due to regulation</b>
 <b>Group</b>	<b>Consolidated</b>	 Limited to 3 - 4%	



Strategic outlook: Identifying growth opportunities

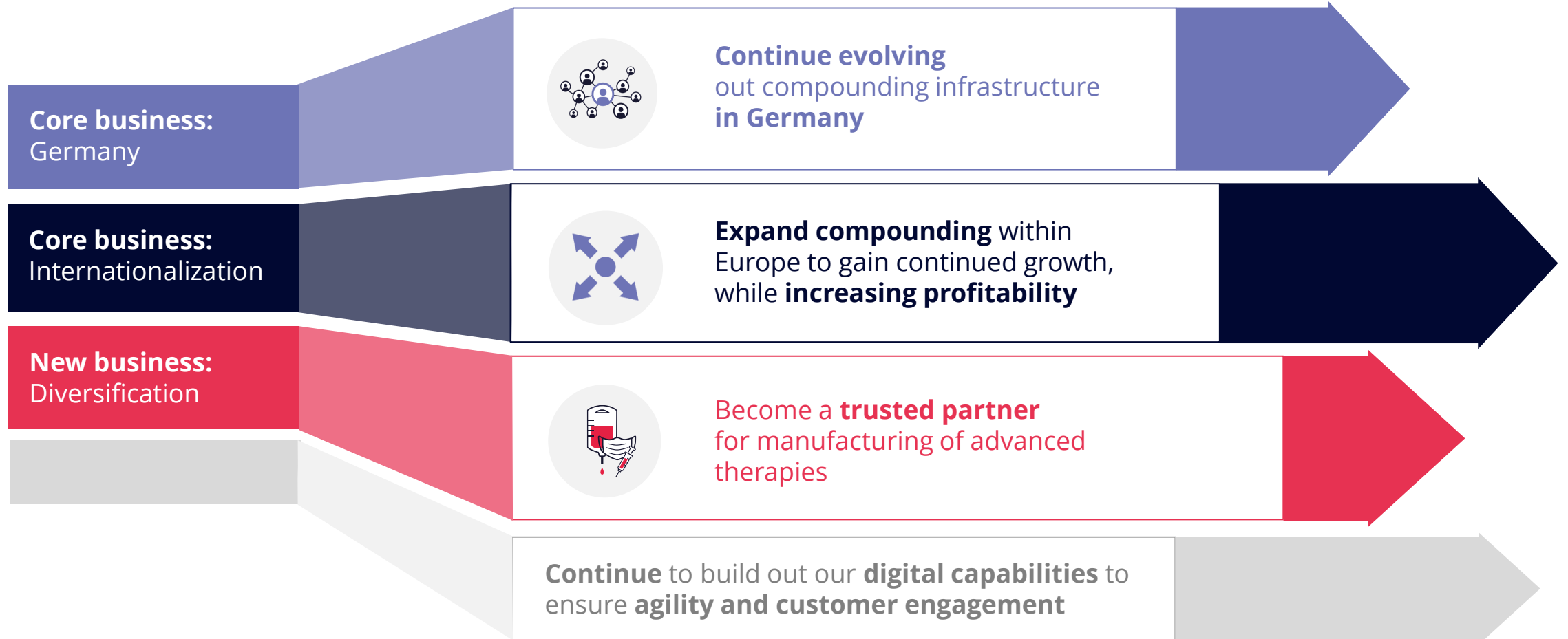
# A thorough process to define Medios's strategic plan

April – October 2022



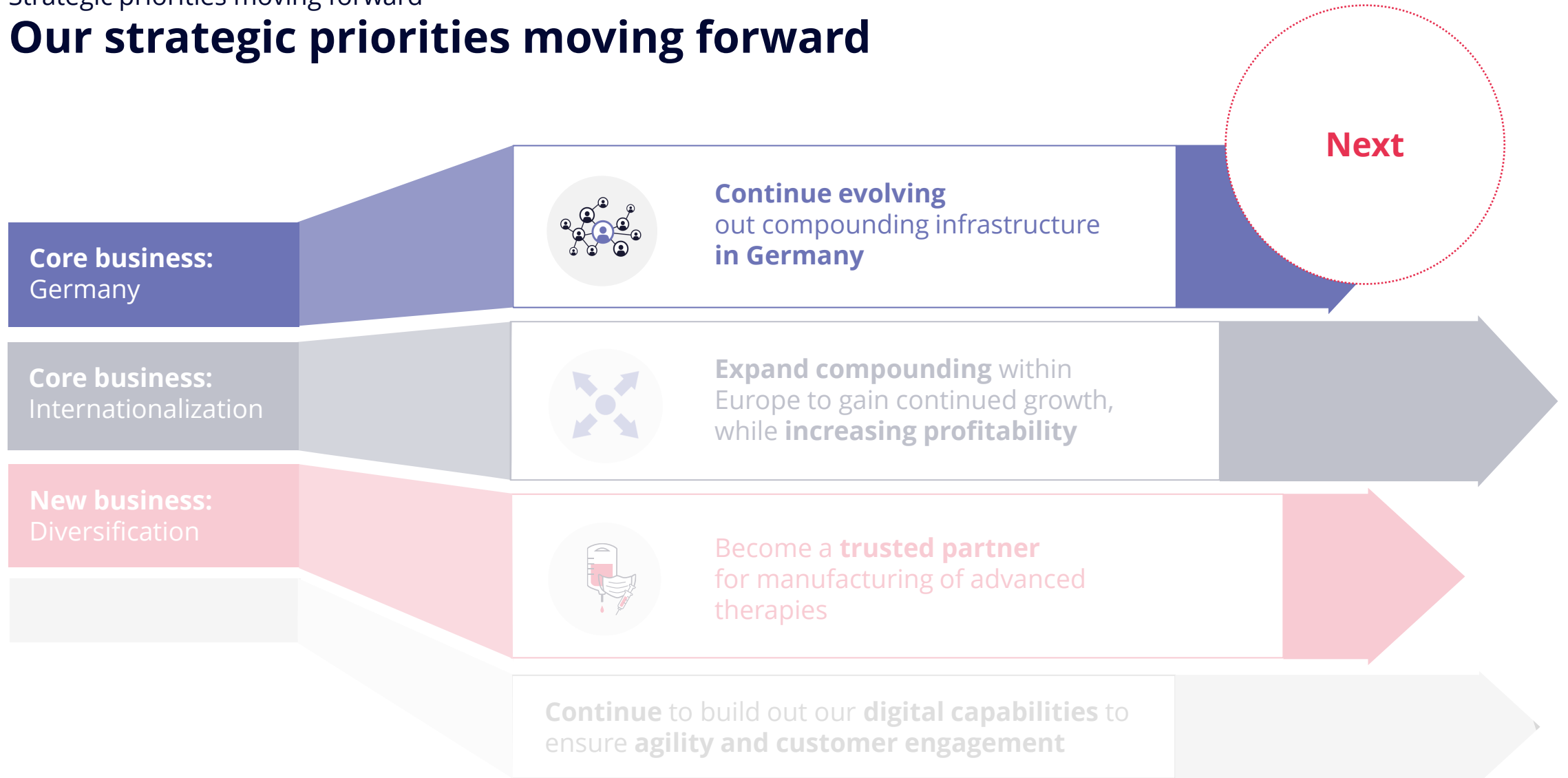
Strategic priorities moving forward

# Our strategic priorities moving forward



Strategic priorities moving forward

# Our strategic priorities moving forward



# Most recent transaction

## The transactions splits into two components:

1. Acquisition of 100% of the shares in Blisterzentrum Baden-Württemberg GmbH (“bbw”), and
2. Cooperation agreement on the sterile compounding volume from AfS OHG

The key economic parameters of the transaction underpin the attractiveness of this opportunity :

- Revenues: €75m
- EBITDA: €6.8m
- Total Consideration: >€30m
- EV/EBITDA-Multiple: <4.4x EBITDA

**bbw** is a GMP-compliant manufacturing business providing patient-specific blister-packaging with adjacent specialty pharmaceutical wholesale business based in Magstadt, Germany

The **sterile compounding** comprises a total of more than 70,000 patient-specific preparation units including ophthalmic preparations; none of these are affected by the recent regulatory changes (“Hilfstaxe”)

## Transaction Highlights (in €m)

<b>Total consideration</b>	<b>&gt;30.0</b>
<i>thereof performance-based</i>	<i>ca. 33%</i>
<b>Revenues</b>	<b>ca. 75</b>
<b>EBITDA</b>	<b>6.8</b>
EV/EBITDA	<4.4x

Profitable growth: : €+75m in Revenues / €+6.8 m in EBITDA

Expansion to Southern Germany with >70,000 preparations

Strengthening of sterile compounding positioning in Southern Germany

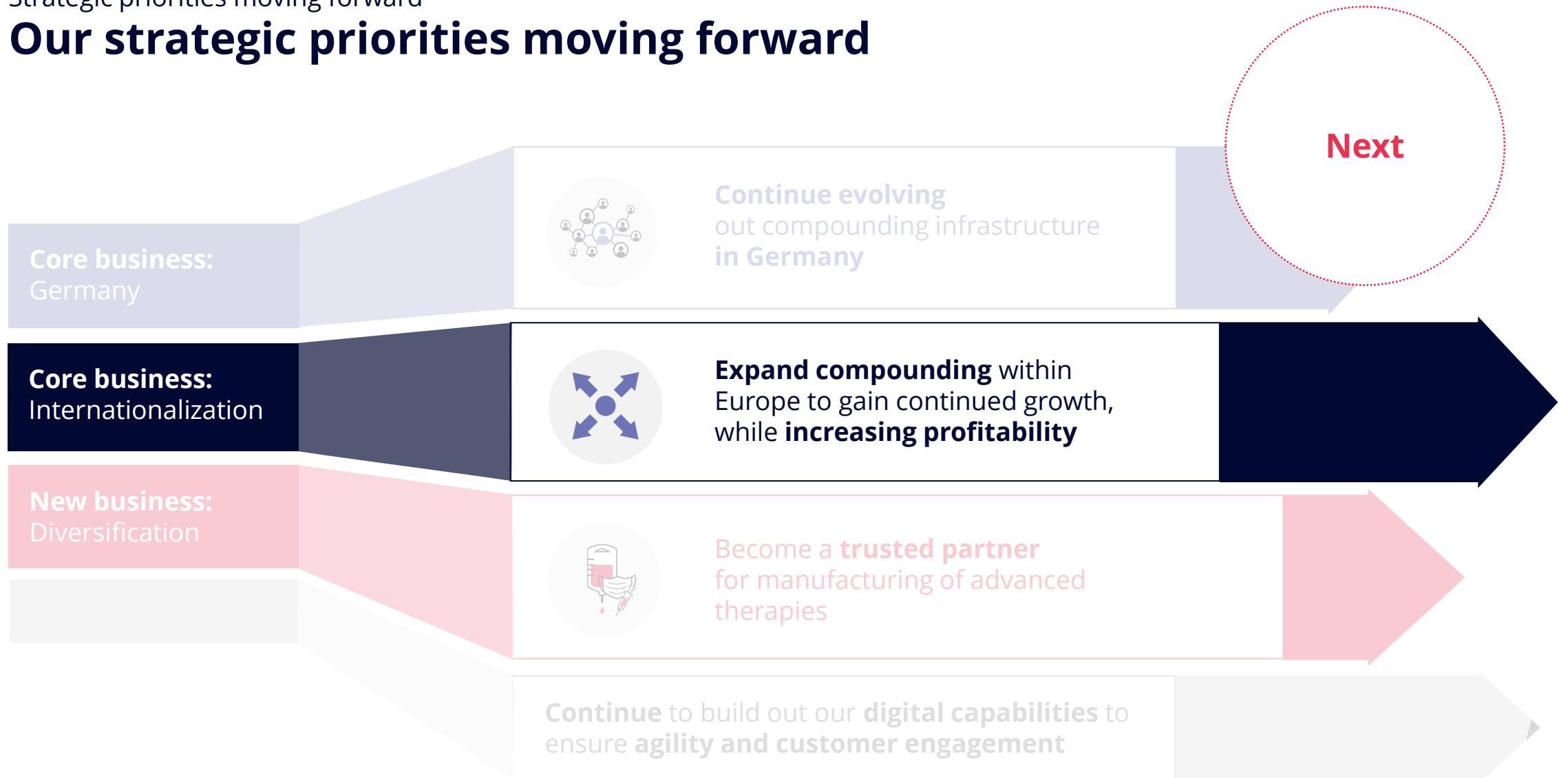
Diversification of product mix in Medios’ laboratories

Potential efficiency gains in blistering

Medios, a reliable partner as outsourcing option for pharmacies

Strategic priorities moving forward

# Our strategic priorities moving forward





Market opportunity: Internationalization

# Favourable underlying trends support a growing compounding market opportunity in Europe

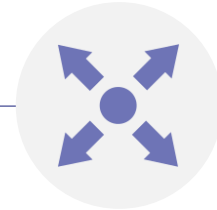


## Expanding pipeline of drugs

- Growing number of novel drugs in development and the drugs that are being discontinued
- Increasing value and relevance of high potency oncology drugs

## Increasing outsourcing

Increasing stringency on quality standards in hospital and community pharmacies



Growth drivers of sterile and non-sterile compounding include ...



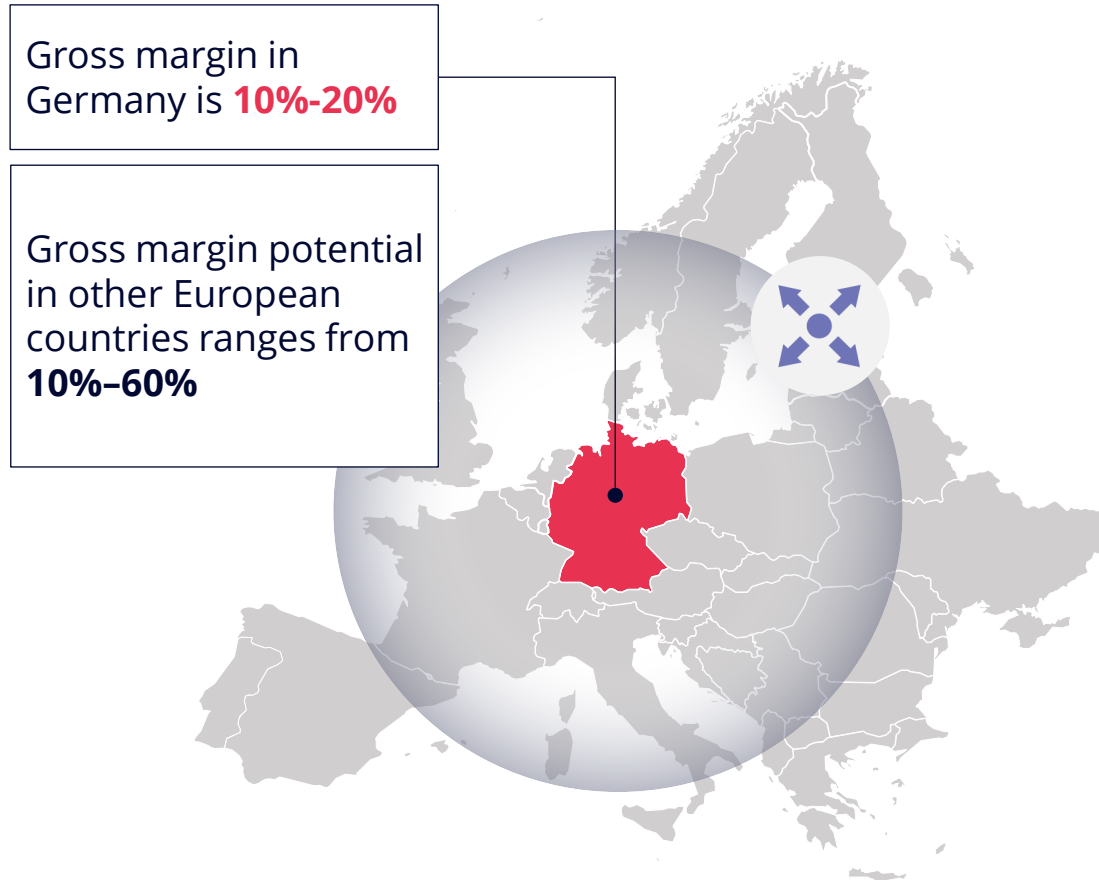
## Rising prevalence of chronic disease

Considerable increase in chronic diseases due to an ageing population

The underlying global specialty pharma market is estimated to grow at 7-10% p.a. in 2021-26<sup>1</sup>

Market opportunity: Internationalization

# Internationalization strategy: a robust analysis of the growing pharmaceutical compounding market in the EU countries



## Strategic rationale

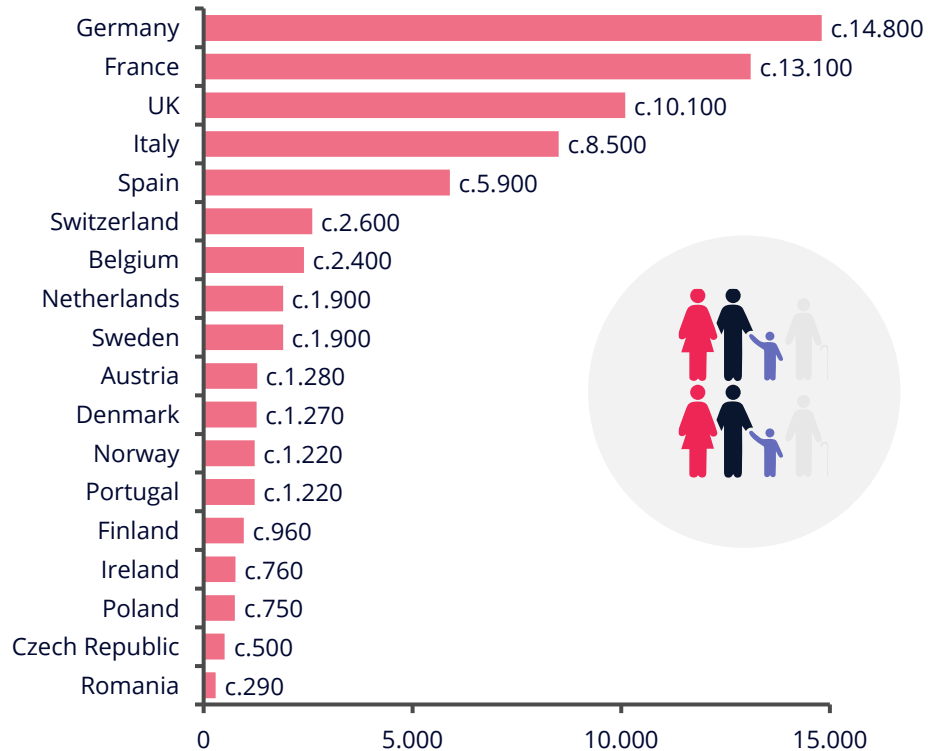
- Compounding provides margin improvement opportunities
- Focusing on Europe leverages Medios' strong market position, while diversifying the customer and regulatory landscape
- Network of decentralised compounding facilities lays the foundation for further business model diversification

Market opportunity: Internationalization

# Beyond Germany, there are several attractive and large compounding markets in Europe

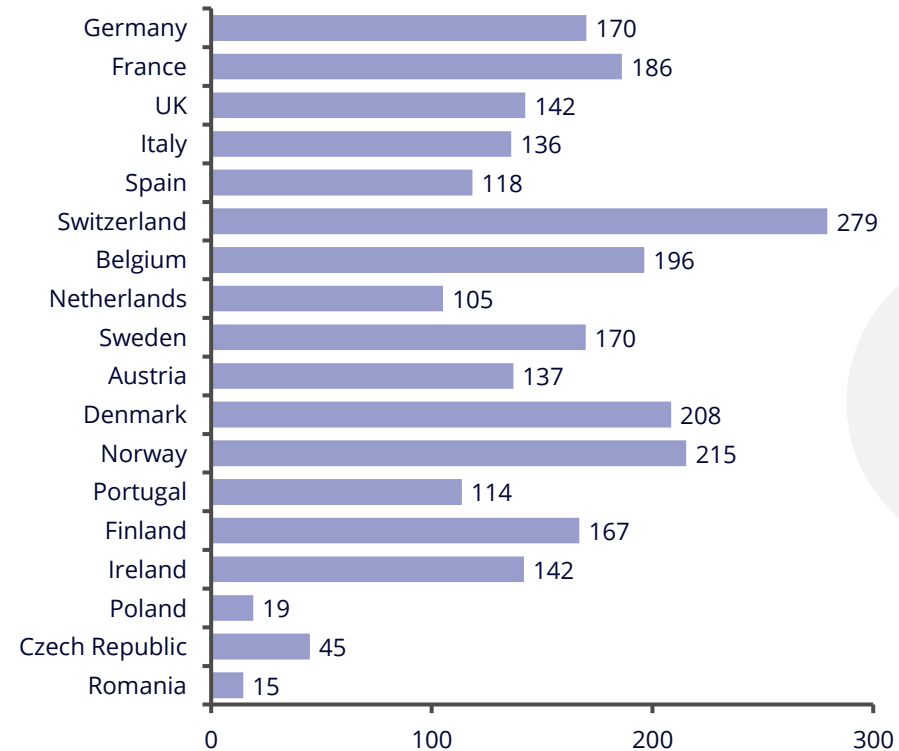
## Total specialty pharma expenditure (2020)

Millions of €

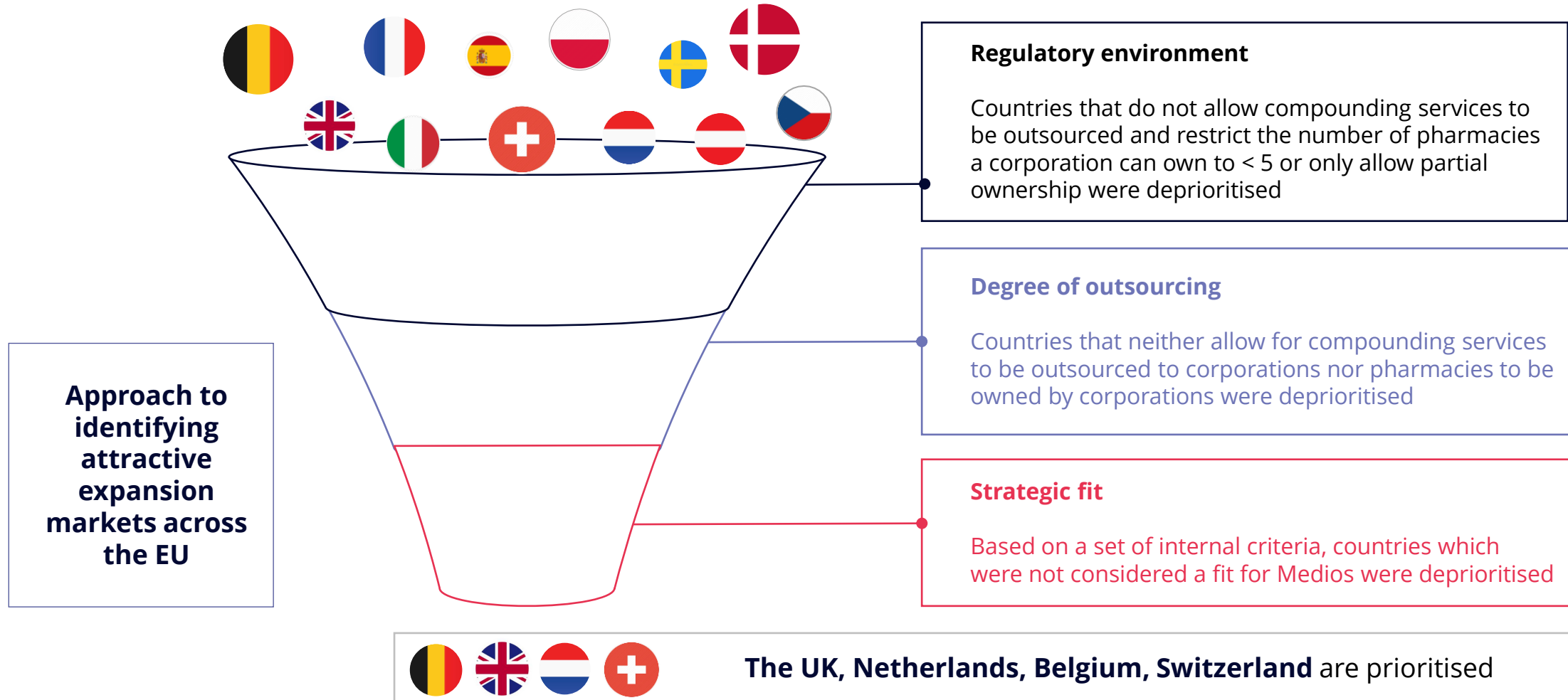


## Per capita specialty pharma expenditure (2020)

in €



# Increasing regulation drives levels of outsourcing and local compounding practices across EU

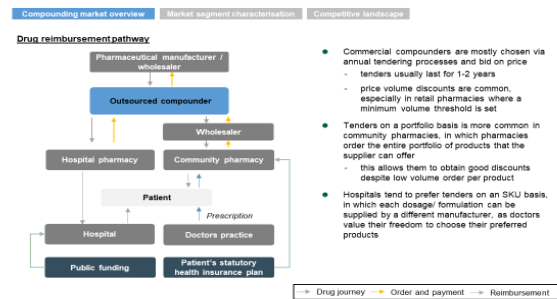


# In-depth analysis of the prioritised markets provided insight into the market structure and competitive landscape

## Compounding market overview

- Structure of the compounding market and outsourcing dynamics
- Reimbursement pathways and commercial implications for compounders

### Reimbursement pathway for compounded products

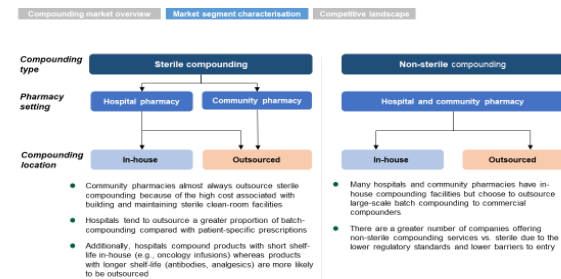


- Commercial compounders are mostly chosen via annual tendering processes and bid on price
  - tenders usually last for 1-2 years
  - price volume discounts are common, especially in retail pharmacies where a minimum volume threshold is set
- Tenders on a portfolio basis is more common in community pharmacies, in which pharmacies order the entire portfolio of products that the supplier can offer
  - this allows them to obtain good discounts despite low volume order per product
- Hospitals tend to prefer tenders on an SKU basis, in which each dosage formulation can be supplied by a different manufacturer, as doctors value their freedom to choose their preferred products

## Market segment characterisation

- Characterisation of market segments
  - sterile compounding
  - non-sterile compounding

### Market segmentation – sterile and non-sterile compounding



- Community pharmacies almost always outsource sterile compounding because of the high cost associated with building and maintaining sterile clean-room facilities
- Hospitals tend to outsource a greater proportion of batch-compounding compared with patient-specific prescriptions
- Additionally, hospitals compound products with short shelf-life in-house (e.g., oncology infusions) whereas products with longer shelf-life (antibiotics, analgesics) are more likely to be outsourced
- Many hospitals and community pharmacies have in-house compounding facilities but choose to outsource large-scale batch compounding to commercial compounders
- There are a greater number of companies offering non-sterile compounding services vs. sterile due to the lower regulatory standards and lower barriers to entry

## Competitive landscape

- Key competitors and assessment of market shares

### Competitive landscape

Business model	Company	Ownership	Revenue	Core business	EBITDA margin	Other services	Comments
Community pharmacy	Company #1	Public	€120m	Sterile	23%		Multi-national conglomerate with a broad range of other services
	Company #2	Public	€390m	Sterile	22%		Key player in steriles
	Company #3	Private	€75m	Sterile	14%		
	Company #4	Private	€80m	Sterile	13%	Delivery systems / syringes	Key player in steriles
	Company #5	Private	€30m	Sterile	4%	Generics and branded medicines wholesale	Key player in steriles
	Company #6	Private	€37m	Both	27%	Sterile manufacturing, support services, infused products	Key player in non-steriles
	Company #7	Private	€75m	Non-sterile	15%	N/A	Key player in non-steriles
	Company #8	PE owned	€76m	Non-sterile	4%	Licensed liquid medicines	Leader for non-sterile liquids (mostly infused patients)
	Company #9	Private	€16m	Non-sterile	4%	Medicines wholesale	Smaller player
	Company #10	Private	Unknown	Non-sterile	Unknown	N/A	One of the best compounding pharmacies in UK
Community pharmacy	Company #11	Private	Unknown	Non-sterile	Unknown	N/A	Focuses on bio-identical hormones
	Company #12	Private	€25m	Non-sterile	Unknown	N/A	Subsidiary of PCCA
	Company #13	VC backed	€30m	Non-sterile	Unknown	Prescription and OTC	Dermatology
Company #14	VC backed	€25-30m	Non-sterile	Unknown	Prescription and OTC	Dermatology	

# Glance into our learnings: two examples

## Sweden: Example of less attractive market



Compounding outsourcing regulations



- Until 2009 Swedish pharmacies were state-owned
- In 2009, c.30% of community pharmacies were privatized
- Community and hospital pharmacies largely outsource compounding to a centralized state-owned player which typically operates at an **operating loss and receives** government subsidies / grants

**At the moment, the monopolistic market environment makes Sweden an unattractive market for Medios to enter.**

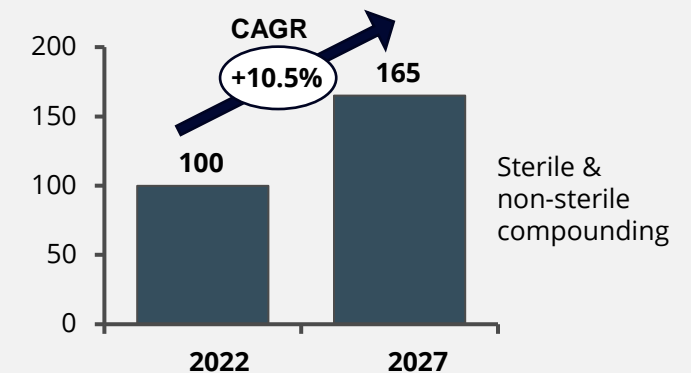
## Netherlands: Example of more attractive market



### Key growth drivers of outsourced compounding

- More stringent GMP regulation on hospital pharmacies
- Growth in potent and high-value oncology compounds
- Increasing preference for pre-filled syringes over ampoules

**Dutch outsourced compounding market (2022-27F)**  
Millions of €



# Prioritised markets are growing markets with attractive gross margins



The **gross margins** in the prioritised markets range from **10% - 60%**

The **segment growth** rate in the prioritised markets ranges from **5% - 65%**



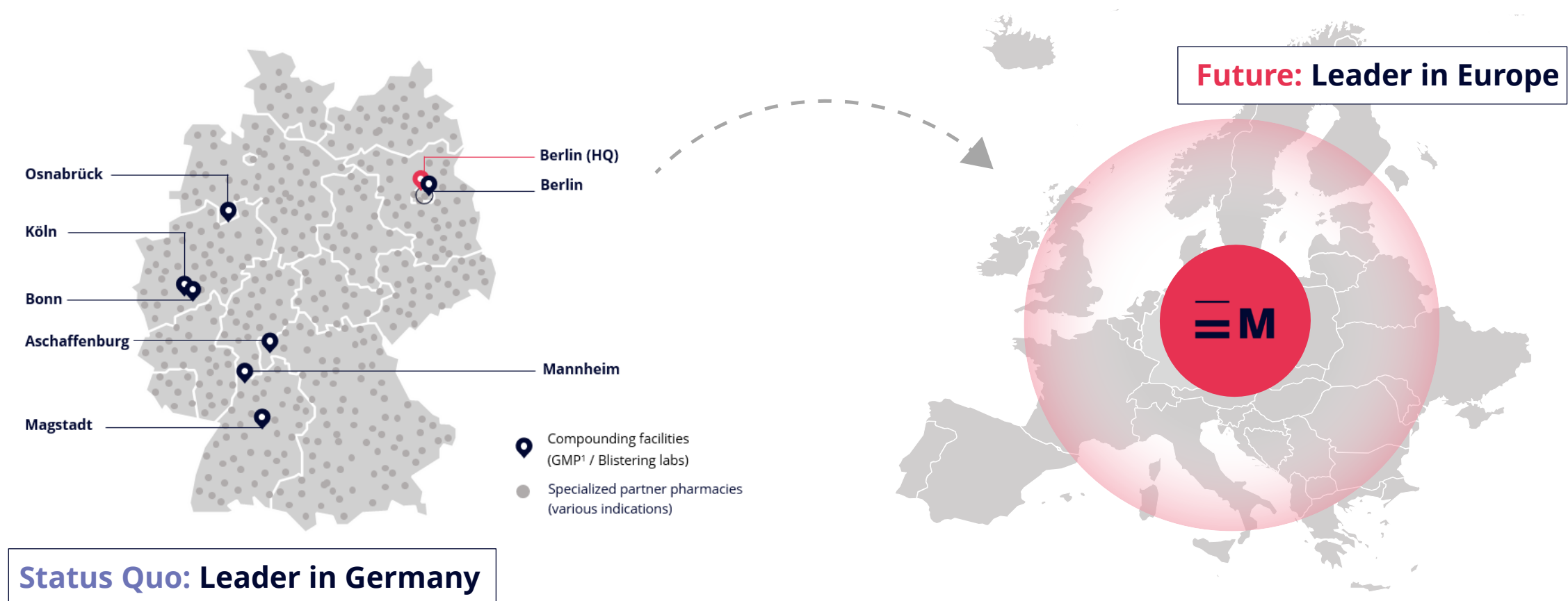
The prioritised markets have a **total population** of **c.106m** and a total specialty pharma spending of **c.€17bn**



The **total compounding market size** in the prioritised markets is estimated to be **c.€2bn**

Market opportunity: Internationalization

# From German network of compounding facilities to a European network of compounding facilities

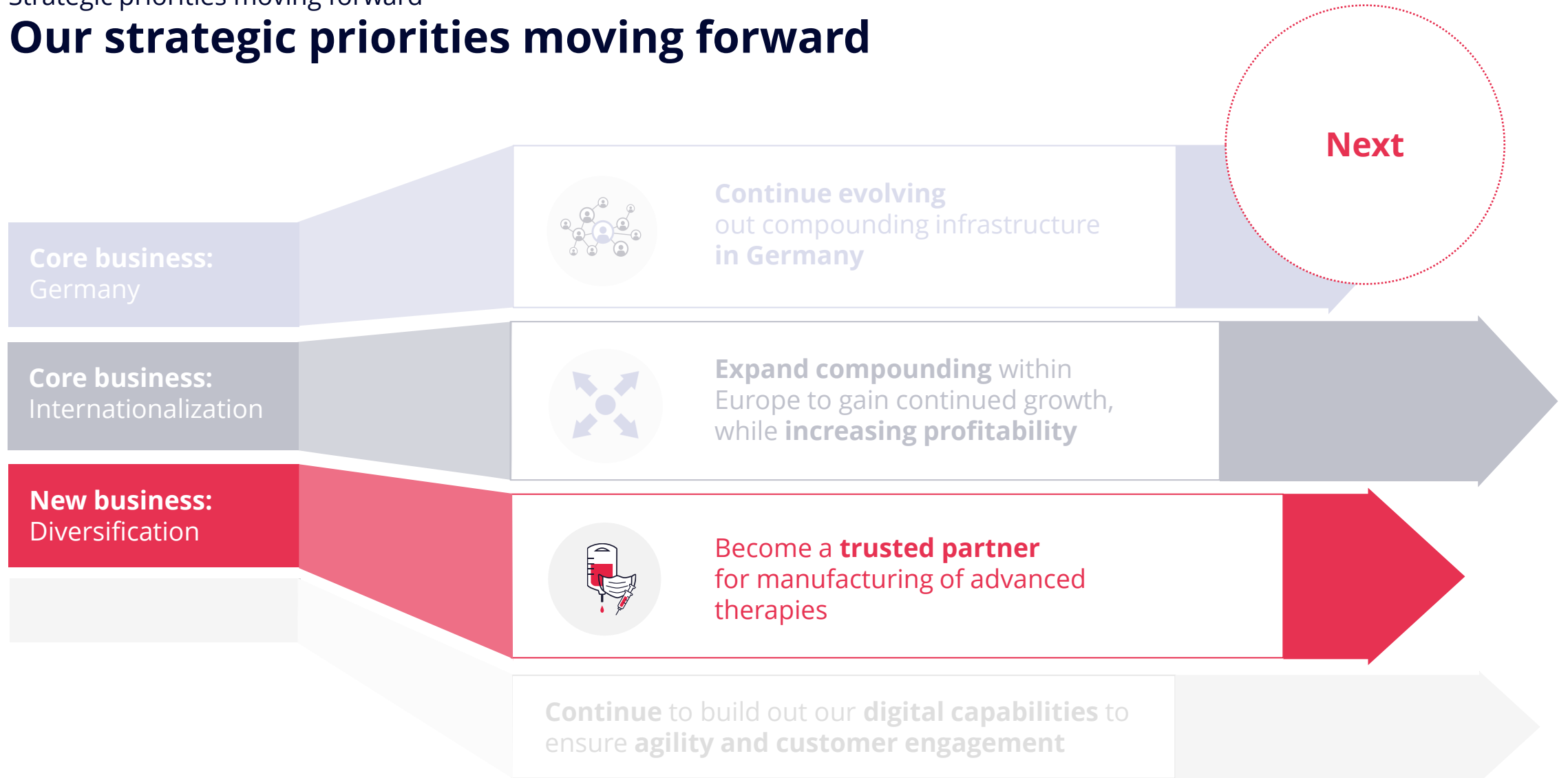


Our mission of **Building regional supply networks** forms the basis of our internationalization strategy



Strategic priorities moving forward

# Our strategic priorities moving forward



Market opportunity: Diversification

# Value creation going forward: diversifying our business to take advantage of opportunities along the pharmaceutical value chain

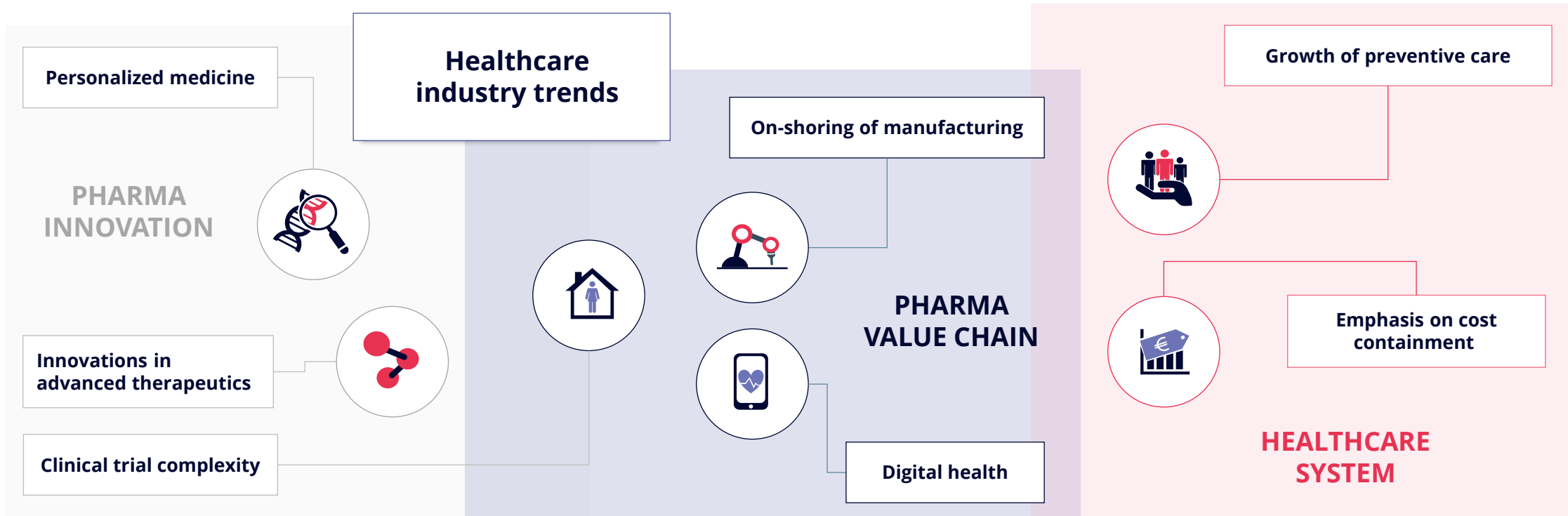


- Deliver shareholder returns through accessing new markets and unlocking additional growth opportunities
- Diversify our revenue streams and reduce exposure to individual segments and / or regulatory environments
- Strengthen partnerships with stakeholders across the value chain

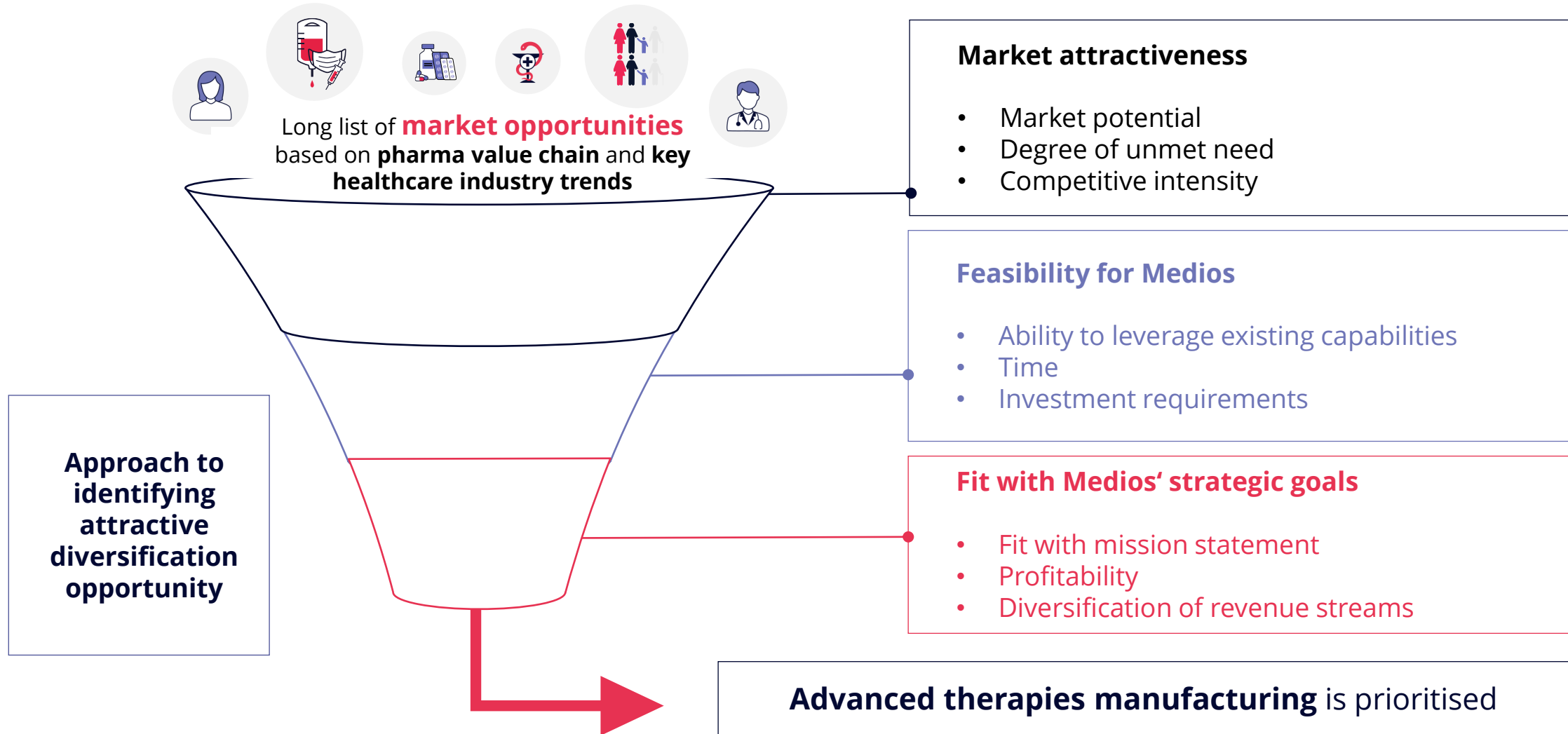


Market opportunity: Diversification

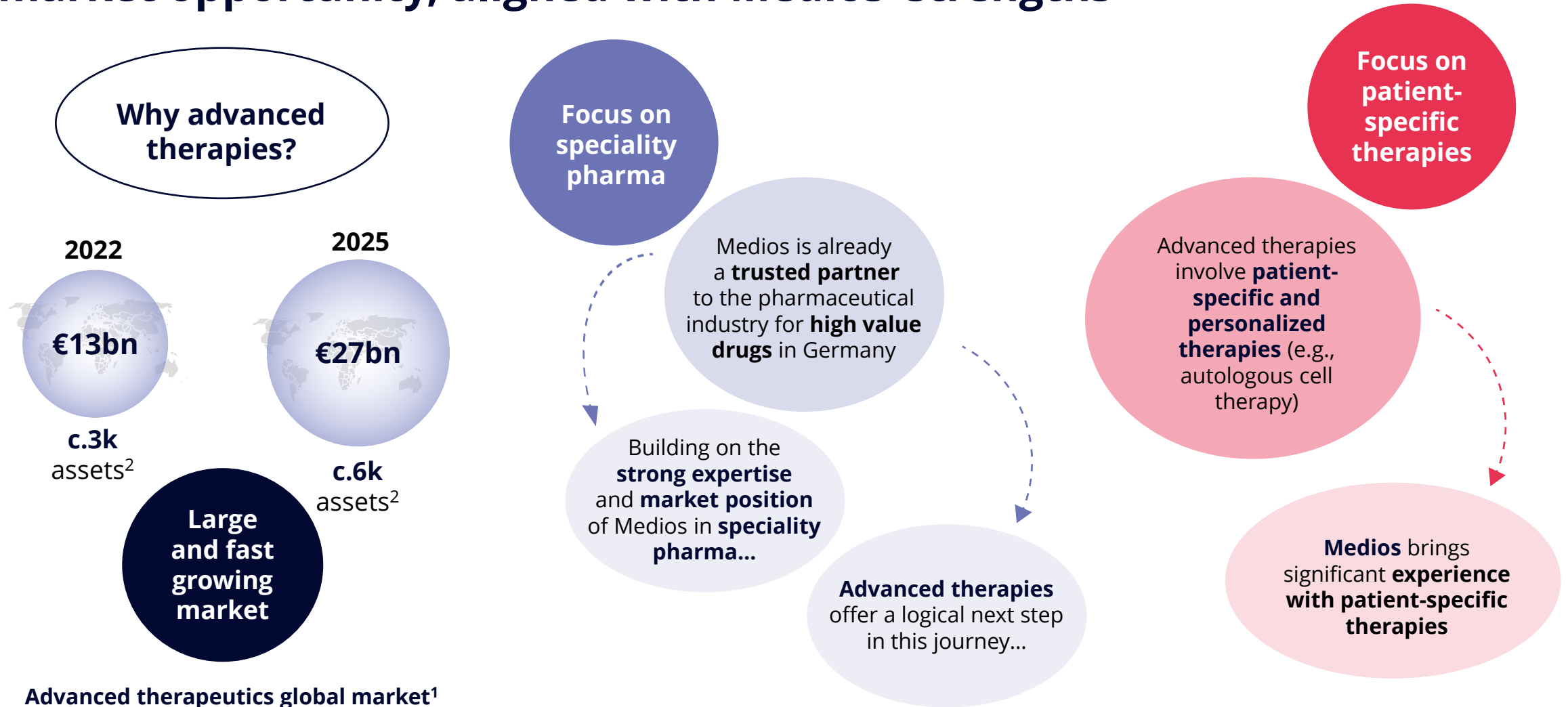
# Key healthcare trends underpin the diversification opportunities in the pharmaceutical value chain



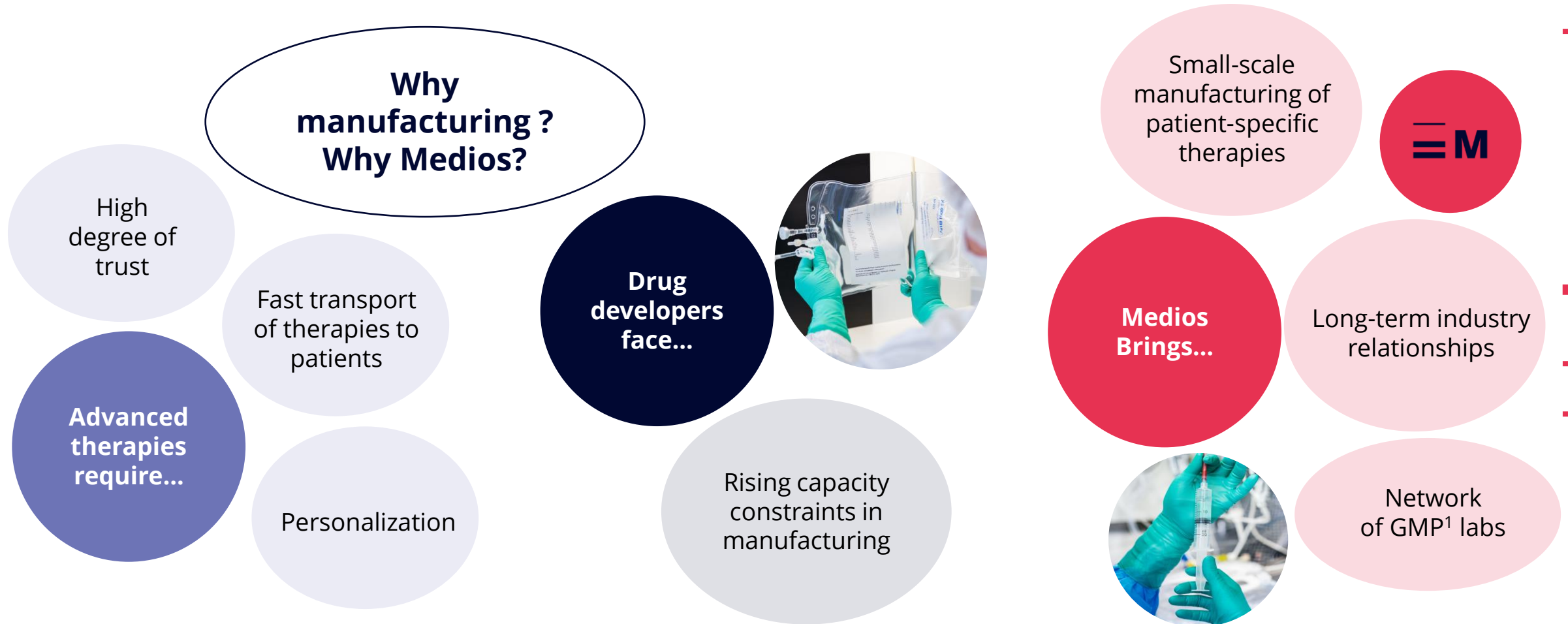
# Medios identified a range of diversification opportunities and reviewed them for attractiveness, feasibility and strategic fit



# Advanced therapies manufacturing represents a highly attractive market opportunity, aligned with Medios' strengths

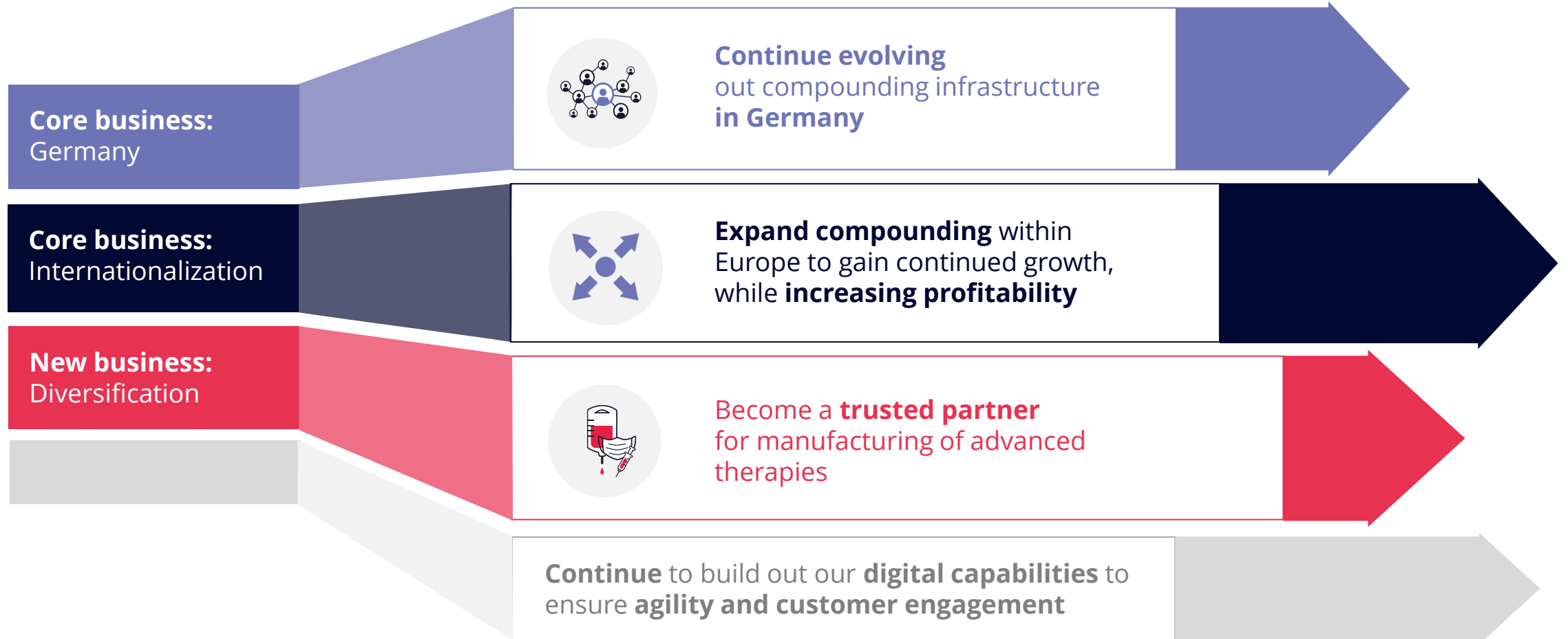


# Personalized of advanced therapies require decentralized, small-batch manufacturing which Medios is well positioned to provide



Strategic priorities moving forward

# Wrap up: Our strategic priorities moving forward



- 1 Medios today and future growth opportunities: 2023 and beyond
- 2 **Ready for further expansion**
- 3 Patient-specific and advanced therapies
- 4 Conversion into sustainable value contribution





# Capital Markets Day

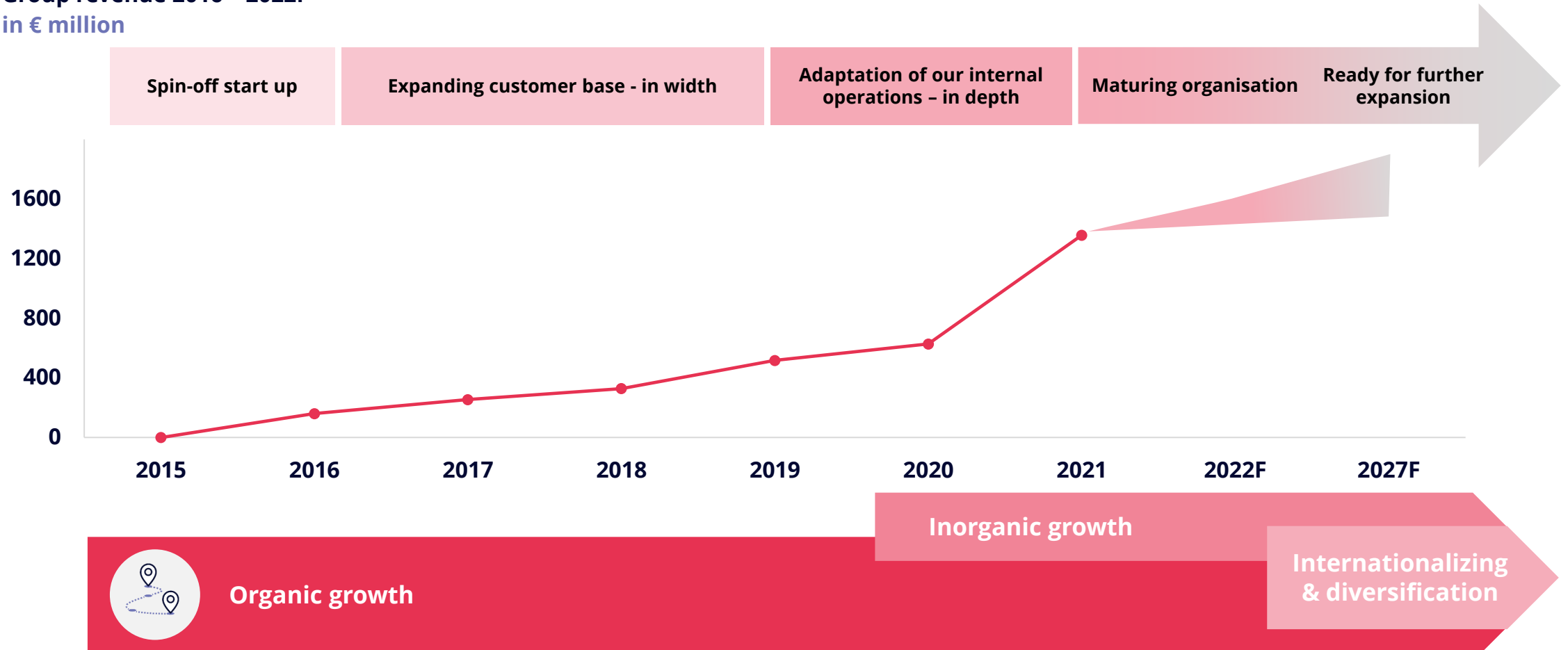
Ready for further expansion

Mi-Young Miehler | COO  
November 24, 2022

Ready for further expansion

# Gearing up for the transition from national to multinational Company

Group revenue 2016 - 2022F  
in € million



Ready for further expansion

# Culture and people



## Culture

- **Common vision, clear mission** and **core values** shaped our corporate culture
- The **concept of partnership** is our USP and our DNA
- The **concept of leadership**: establishing leadership guidelines and development programme
  - 1. Act as a role model
  - 2. Leading a team
  - 3. Guiding Medios into the future

Partnership, leadership and cooperation are embedded in our corporate culture and are a part of our Medios DNA

Ready for further expansion

## Culture and people



### Strategy for new talents and experienced talents

- **Employer branding** and our yearly **employee satisfaction survey** show high scores for Medios as an employer and appreciate the Medios community, "Heimat"
- **Medios has a strong purpose**
- **Attracting new talents:**
  - Actively promoting our values, purpose and sustainability mission
  - Creating Medios Talent Academy: providing scholarships for students
  - Looking for people with international background and experience
- **Retaining experienced talents:**
  - Promoting Medios community as a key value
  - Effective incentive system
  - Establishing an active learning culture for personal growth

Our values are a solid base for strong customer satisfaction as well as attracting new talents and retaining experienced talents

Ready for further expansion

# Organizational structure

**Hamburg**  
Cranach Pharma

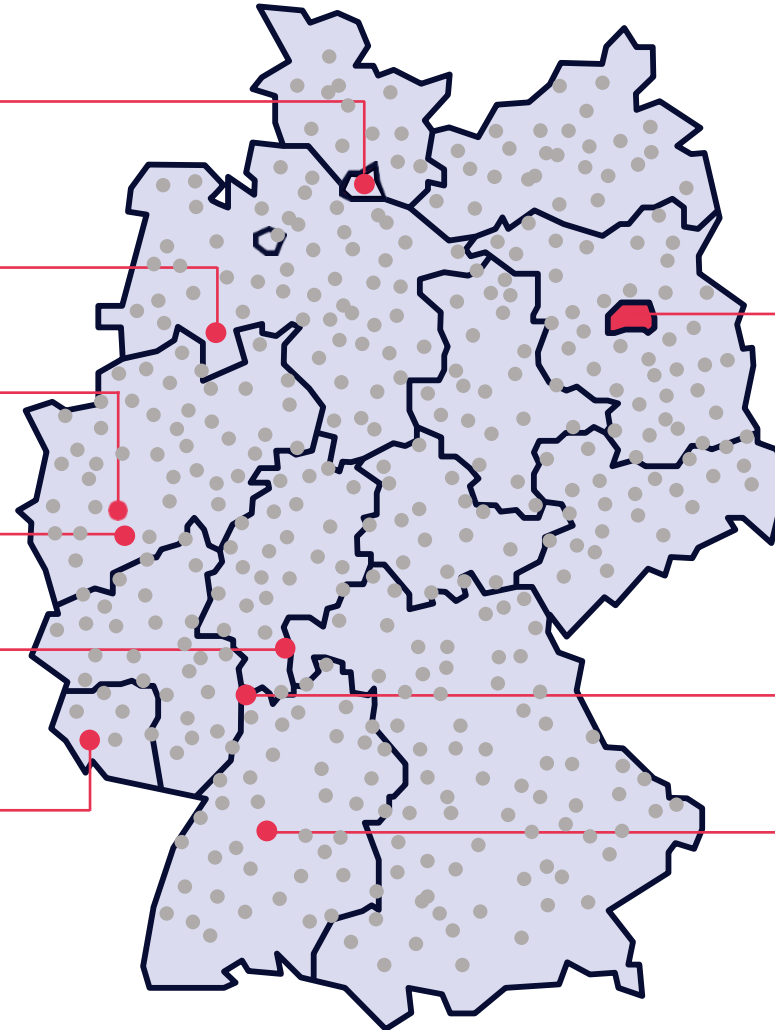
**Osnabrück**  
Onko Service

**Köln**  
Kölsche Blister

**Bonn**  
Rheinische Compounding

**Aschaffenburg**  
Rhein Main Compounding

**Saarlouis**  
hvd medical



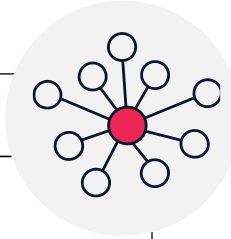
**Berlin HQ**  
**Medios AG**  
Medios Pharma  
Medios Manufaktur  
Medios Individual  
Medios Digital

**Mannheim**  
NewCo Pharma  
Fortuna Herstellung  
Logopharma Pharmagroßhandel

**Magstadt**  
cas central compounding

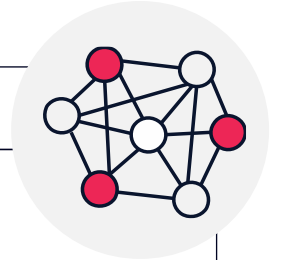
# Organizational structure

## Centralized centre of competence



- New level of top management: Business Unit Director
- Aligning strategy and standards
- Foster knowledge consolidation and cross-functional collaboration

## Decentralized regional supply system

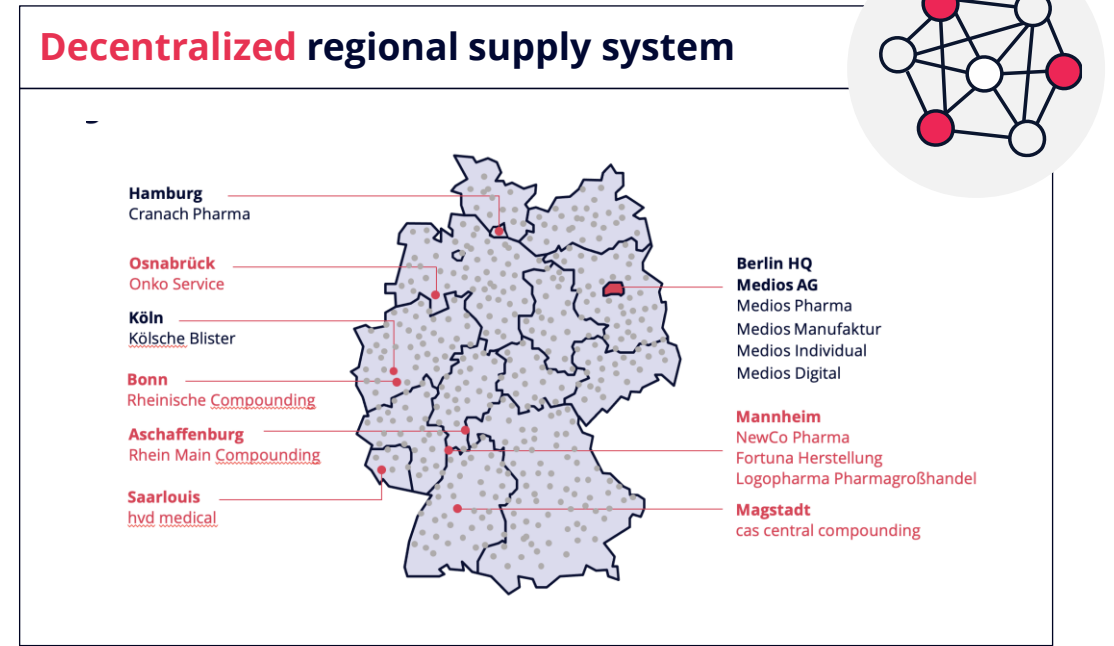
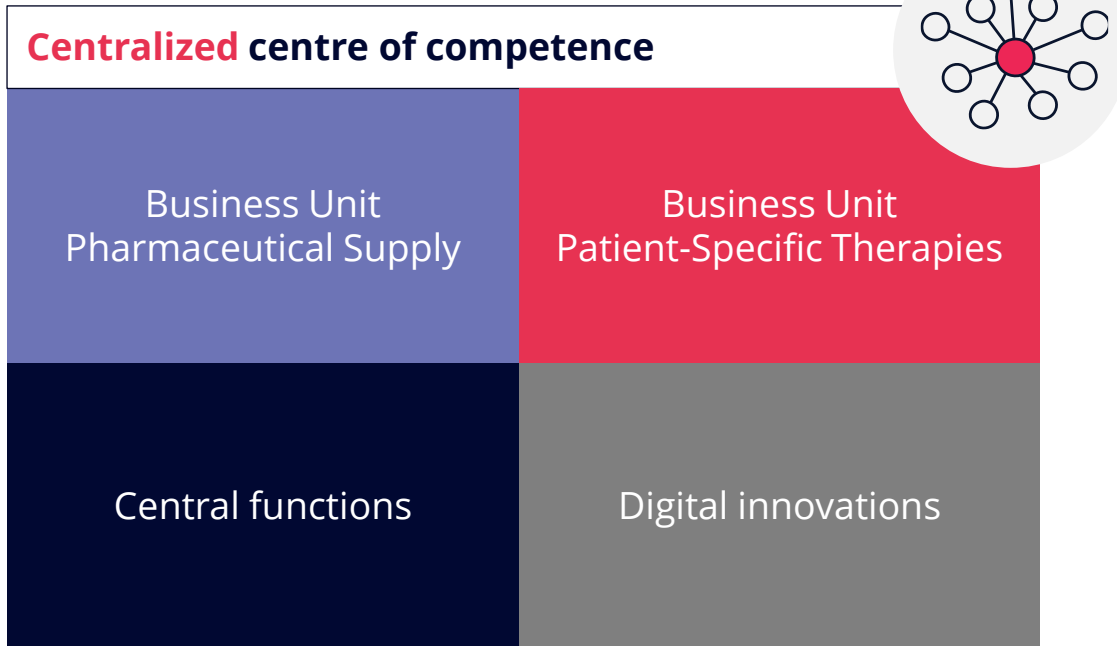


- Each site is empowered to respond to local market needs
- Fast and flexible service to our customers
- Culture and dialect of regional customers are respected

Striking the right balance between centralized and decentralized setup makes our organization more stable

Ready for further expansion






# Organizational structure



Striking the right balance between centralized and decentralized setup makes our organization more stable

Ready for further expansion

# Professionalising M&A and Post Merger Integration

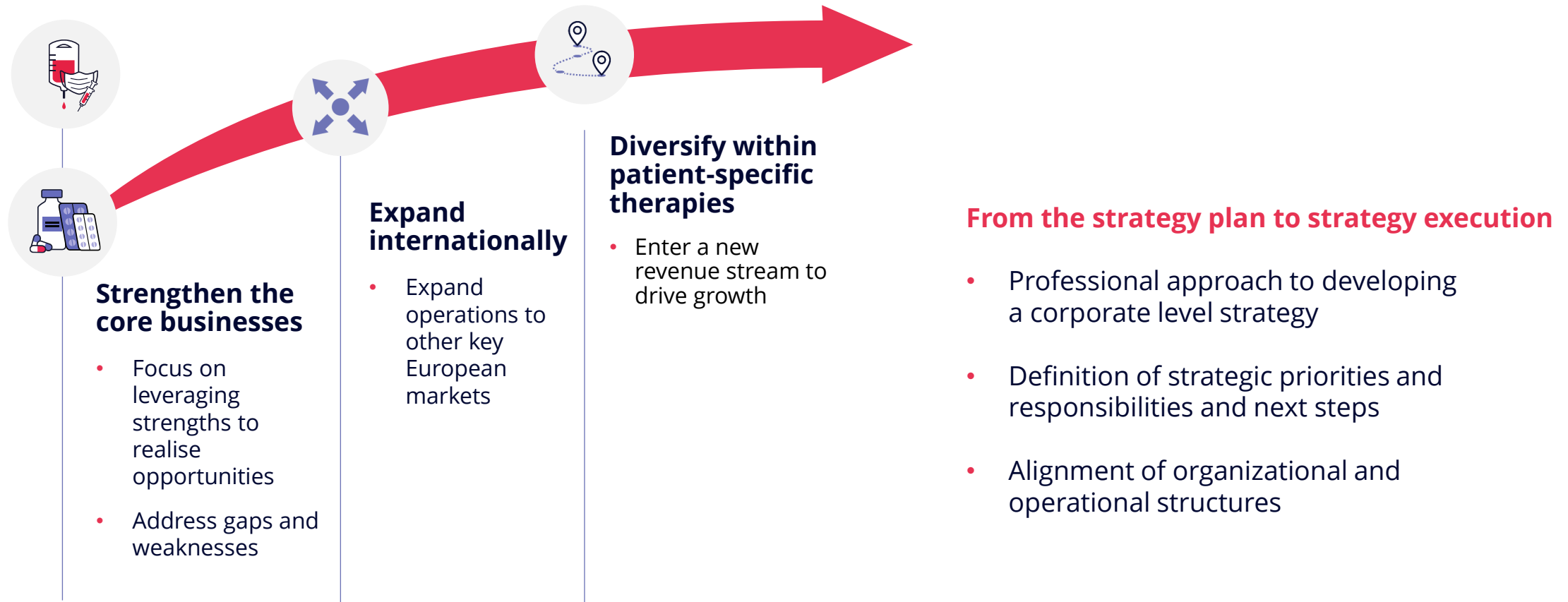
Our track record	2021	2022
Name	 <b>Cranach Pharma</b>	 <b>NewCo Pharma</b>
Headquarters, presence	Hamburg, nationwide	Mannheim, nationwide
Price	€121m	€120m
Number of employees	29	200
Number of entities / locations	1 entity / 1 location	8 entities / 6 locations
Business segment	 Pharmaceutical Supply	 Patient-specific Therapies + Pharmaceutical Supply
Post Merger Integration Status		

Via our acquisitions we have professionalized integration processes  
– a key success factor for future expansion



Ready for further expansion

# Professional Strategy development and alignment



Professionalization of our strategic plan and strategic execution is a reliable base for future growth

Ready for further expansion

# Implementing our ESG strategy 2025



## ESG committee established

- Chaired by CEO
- Members of management, executive board and supervisory board ensure interlocking of ESG and corporate strategy

## ESG development measured against 57 internal and external KPIs

- Data as a basis for future measure control

## 34 aims realized through 65 measures

- e. g.: 2023 – Publication of Supplier Code of Conduct & assessment of suppliers
- Greater consideration of sustainability aspects in expansion plans

ESG is integrated in our Corporate strategy

Ready for further expansion

# Shaping foundations for a multinational future



- **Evolve people** and **culture** in line with the Medios strategy
- **Decentralize** operational network, **centralize** competence centre
- **Professionalized** M&A and PMI to enable further for **inorganic growth**
- **Established** corporate strategy development capabilities
- ESG strategy embedded in **our corporate strategy**

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**Break**

- 1 Growth opportunities: today, 2023 and beyond
- 2 Ready for further expansion
- 3 Patient-specific and advanced therapies**
- 4 Conversion into sustainable value contribution

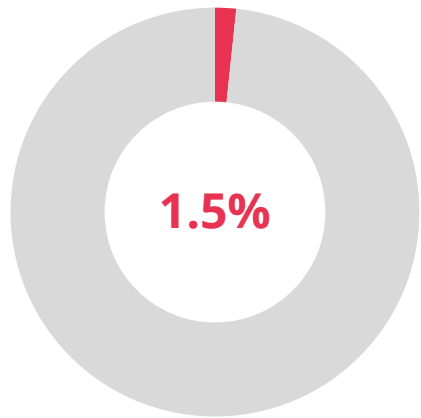
# Capital Markets Day

Patient-specific and advanced therapies

Christoph Prußeit | CINO  
November 24, 2022

Patient-specific and advanced therapies

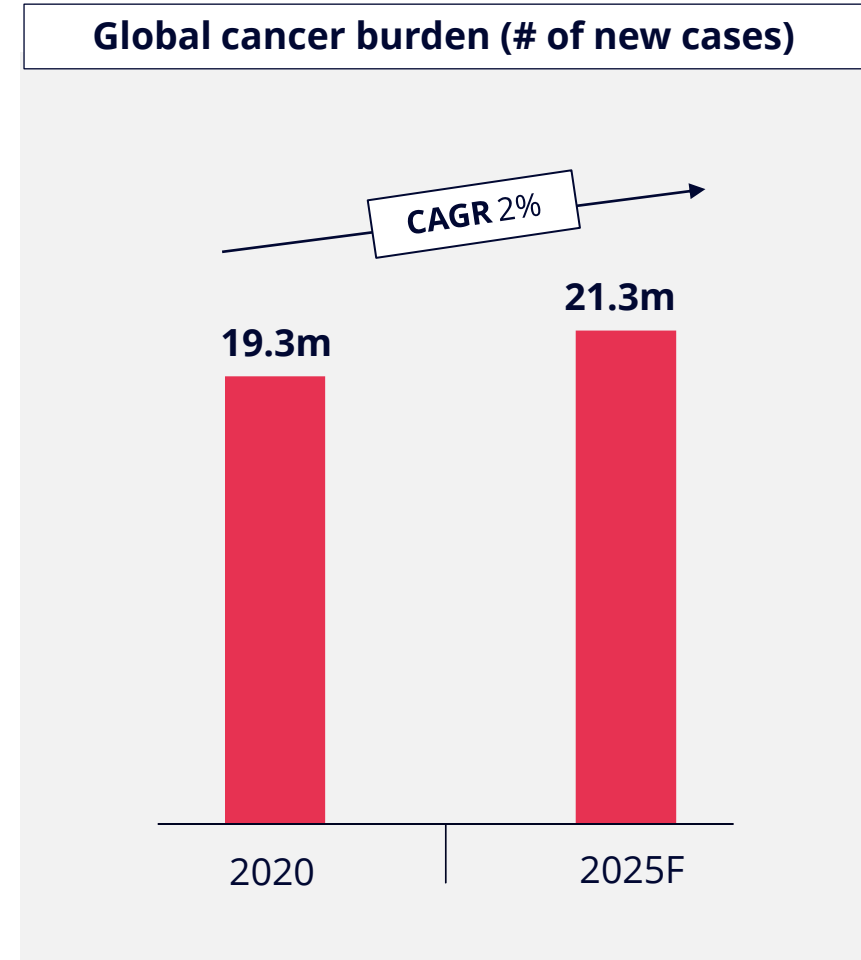
# Cancer is the leading cause of death, affecting 1.5% of the world's population with prevalence growing at 2% p.a.



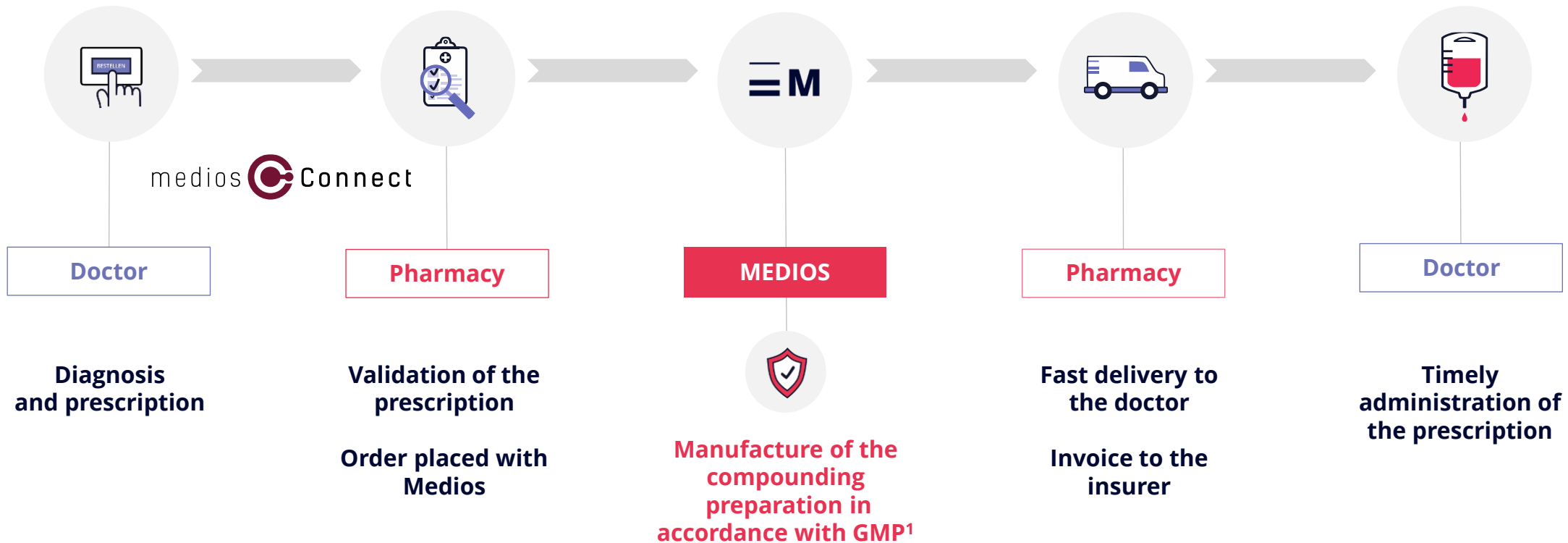
of the world population is affected by cancer, equivalent to **1.2 million patients** in Germany



**1 in 6 deaths** in the world are caused by cancer, equating to **c.10 million deaths** in 2020 alone



# Patient-specific Therapies: Role of Medios in the supply chain

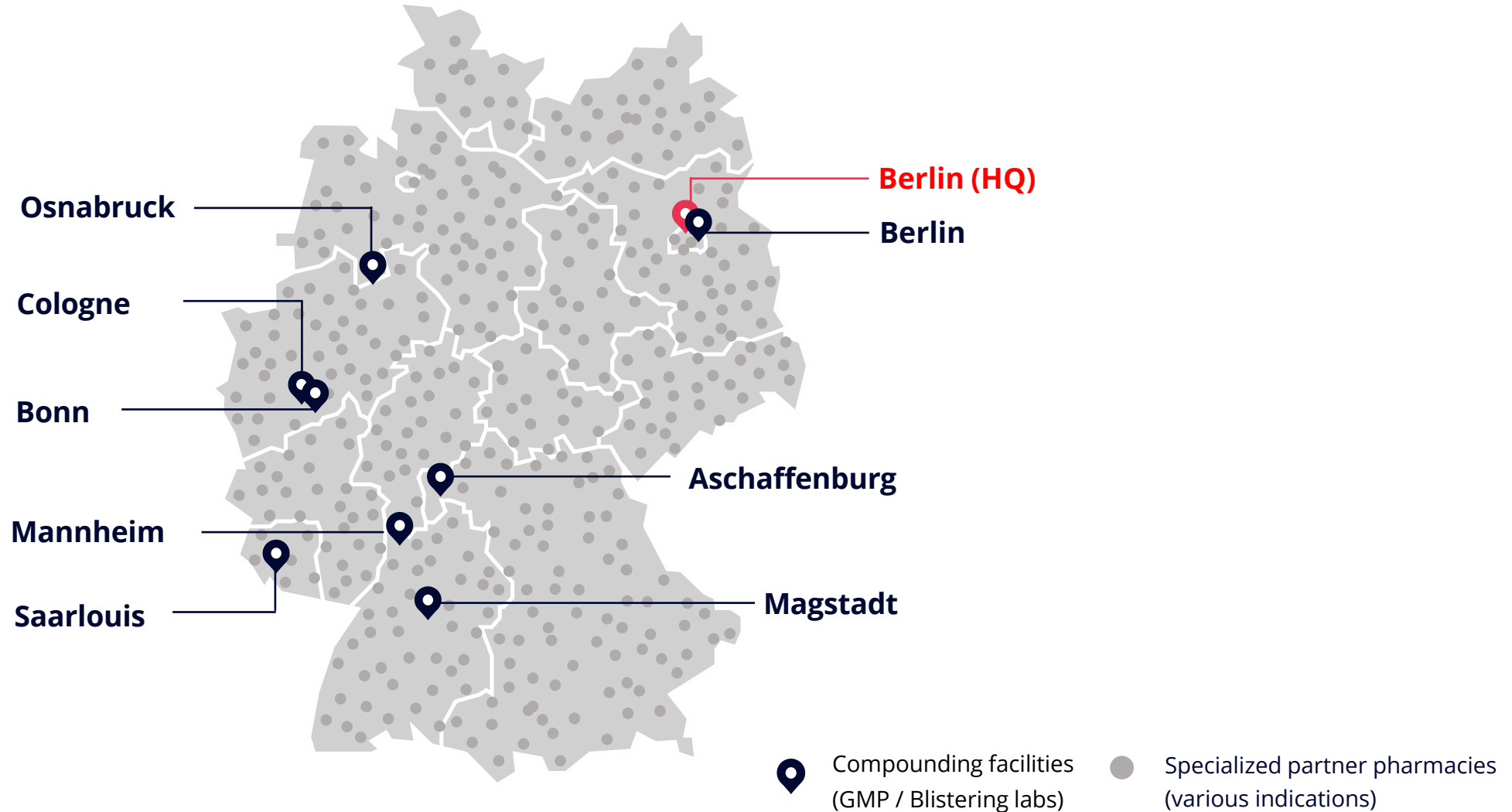


Decentralized manufacturing of **patient-specific preparations** enables timely administration to patients



Patient-specific and advanced therapies

# Excellent geographic coverage through a decentralized network

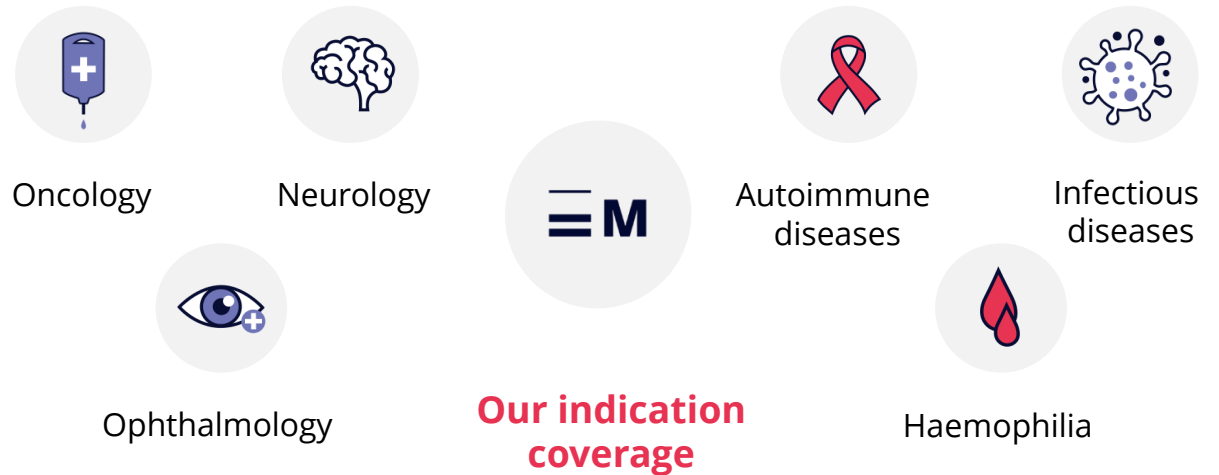






Patient-specific and advanced therapies

# The wide product portfolio allows us to cover multiple different specialty pharma indications out of one hand

## Our product portfolio

- Cytostatics
- Monoclonal antibodies
- Parenteral Nutrition
- Antibiotics, Virustatics
- Parenteral Painmedication
- Parenteral Calcium- and Sodiumfolinates



	Pharmaceutical industry (e.g. Big pharma)	Pharmacies	Hospital pharmacies	<b>MEDIOS</b>
<b>GMP requirements</b>	Mandatory	Not mandatory	Not mandatory	  

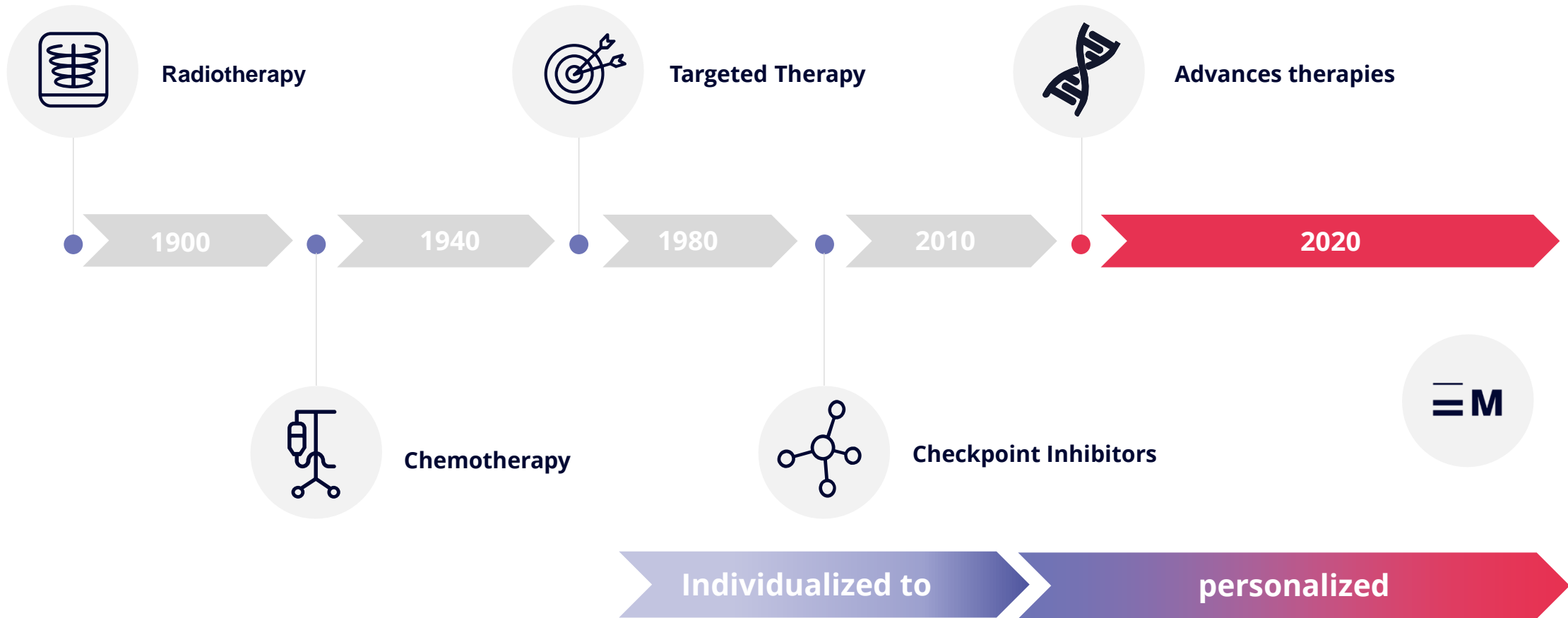
Patient-specific and advanced therapies

# Modern Berlin Center for compounding and logistics



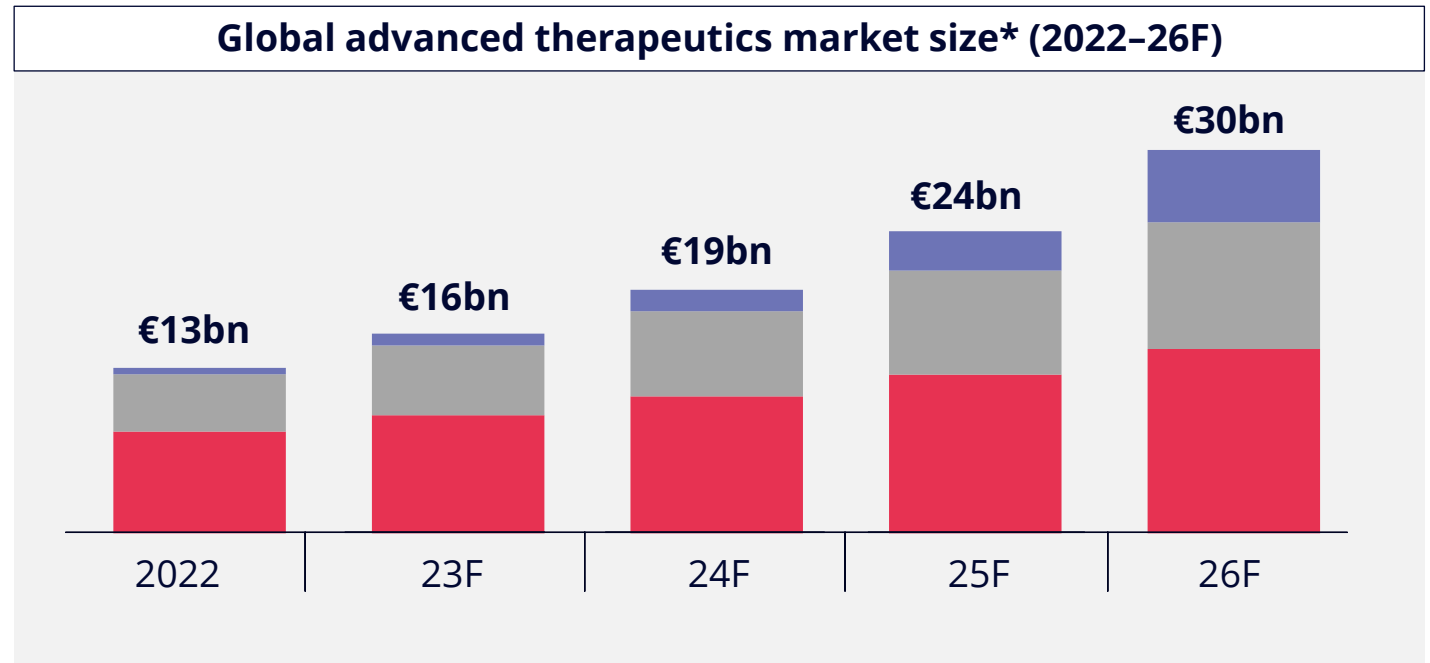
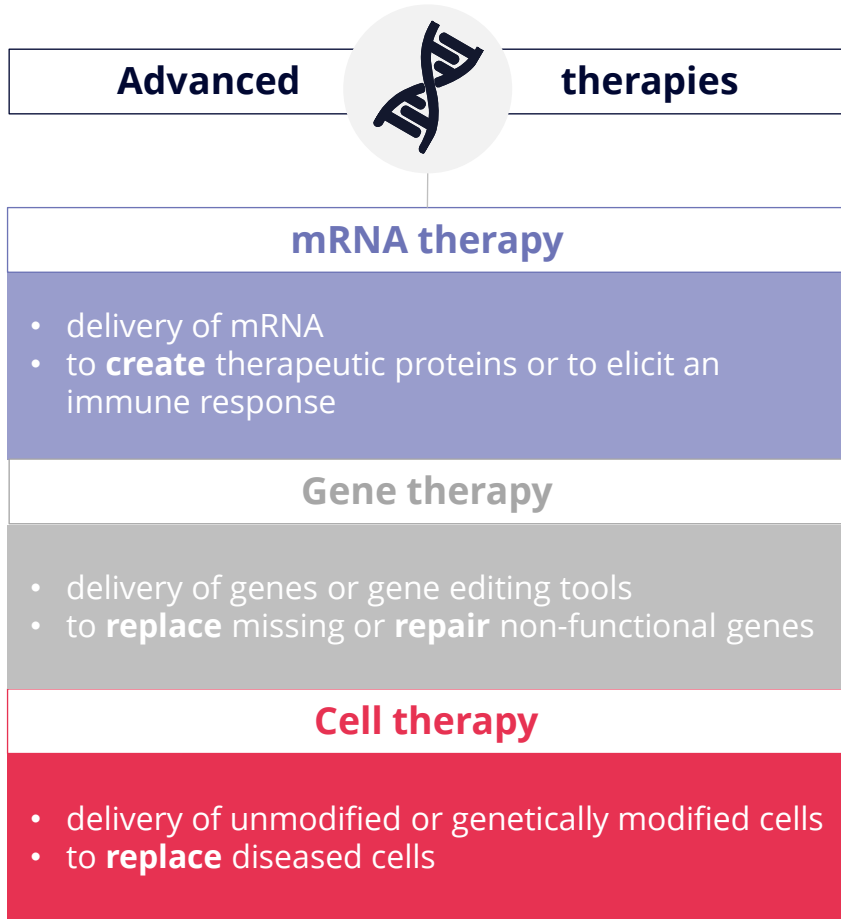
Patient-specific and advanced therapies

# Treatment types in oncology have evolved over the years, moving towards personalized advanced therapies



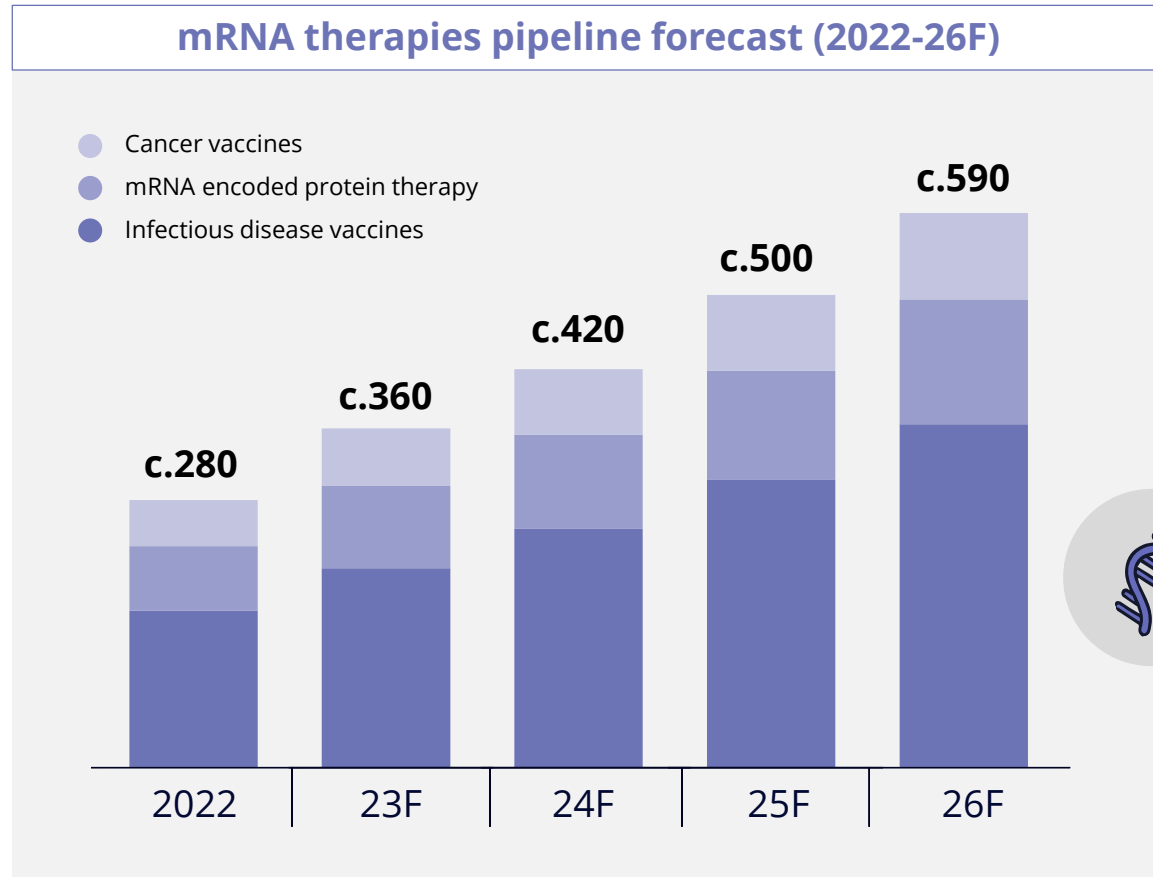
Patient-specific and advanced therapies

# Advanced therapies include complex and innovative therapeutics that are based on cells, genes and mRNA



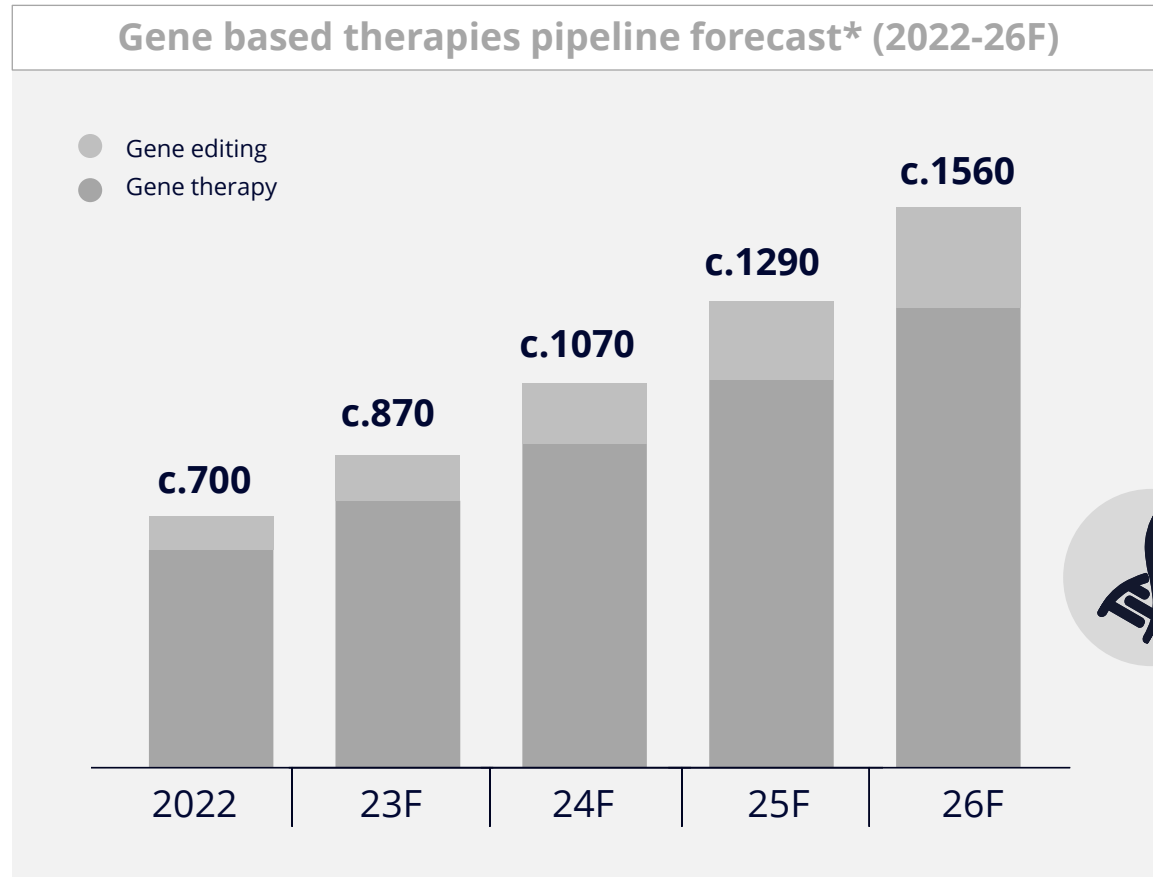
- The market size of advanced therapeutics is expected to grow at **c.23% p.a.**, driven by the increasing volume of therapies in development
- Scientific and technological advancements are reducing the risk related to drug development, resulting in the growth of commercial stage
- Given their improved efficacy, advanced therapies are likely to continue being high priced

# With continued efficacy against COVID-19 and other emerging uses, the mRNA pipeline is expected to more than double in the next 5 years



- The success of COVID-19 mRNA vaccines has **validated the efficacy** of mRNA vaccines against infectious diseases
- Non-COVID-19 ID mRNA vaccines are anticipated to reach **comparable cost** to the currently launched COVID-19 assets
- Some clinical trial success has been shown for use of mRNA in **cancer vaccines** and **protein therapeutics**
- Messenger RNA (mRNA) is **central in cell biology** as the intermediate molecule in protein production from DNA
- It can be segmented into
  - Cancer vaccines
  - Infectious disease vaccines
  - mRNA encoded protein therapy

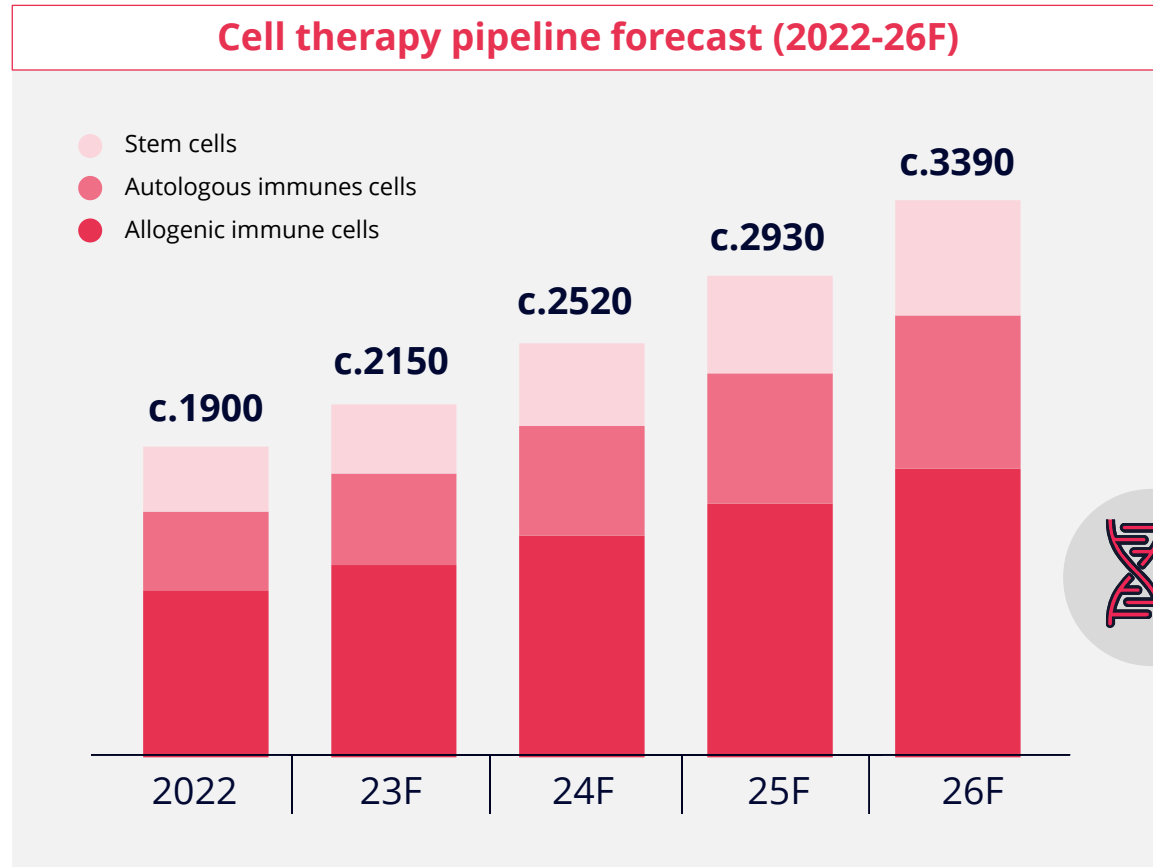
# The gene-based therapies pipeline is fast-growing, with most assets currently in preclinical development



- The majority of gene therapies assets are **in preclinical development**, with some late-stage clinical/ launched assets showing proof-of-concept
- Gene based therapies refer to the delivery of genes or gene editing tools, to replace missing genes / repair non-functional genes
- Gene-based therapies can be segmented into
  - **Gene therapies** - delivery of healthy genes to the patient
  - **Gene editing** - altering genetic sequence directly

Patient-specific and advanced therapies

# Autologous assets make up over half of the cell therapy pipeline, while allogeneic and stem cells assets are growing fastest

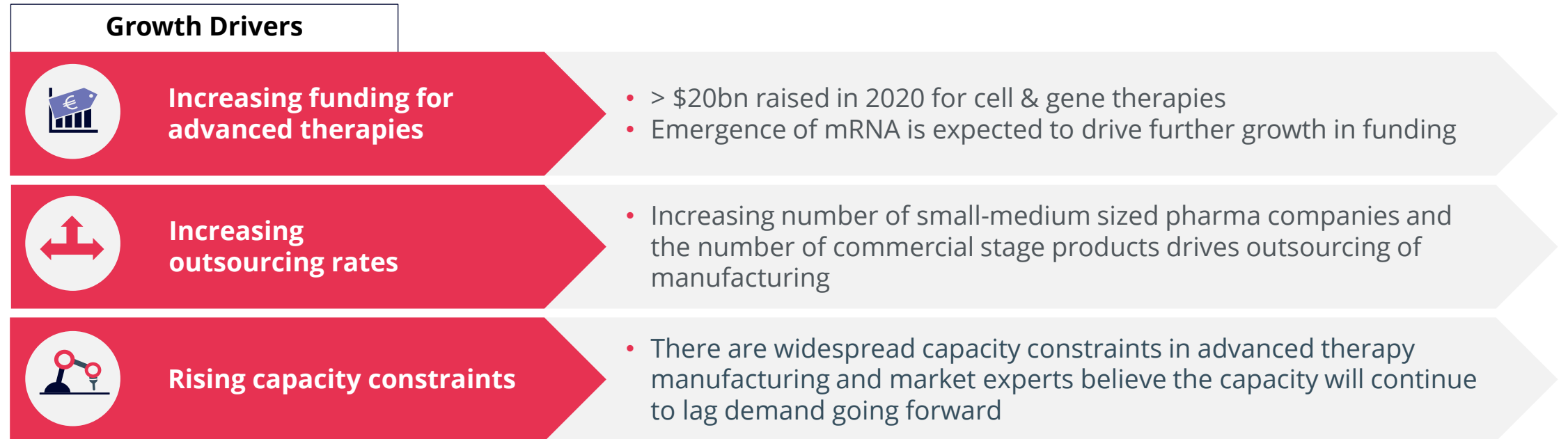


- Currently, there are **c.60 approved** cell therapies and **c.1900** cell therapies **in development**
- Most of the approved cell therapies are autologous stem cells and cartilage related cell therapies
- Based on the cell type, cell therapies can be segmented to **two major groups** - immune cell therapies and stem cell therapies
  - **Immune cells** like T-cells and Natural Killer cells can be injected into the patient to target cancer cells in their naïve or genetically engineered form
  - **Stems cells** use includes regeneration of lost function (e.g. joint regeneration) and immunotherapy (generating T-cells, NK cells, etc.)
- Cell therapies can also be segmented based on cell source to autologous (patient derived) or allogeneic (derived from other donors)



Patient-specific and advanced therapies

# Medios aims to support the manufacturing process of advanced therapies



Decentralized manufacturing of **patient-specific preparations** enables timely administration to patients

Patient-specific and advanced therapies

# Personalized advanced therapies require decentralized small-scale manufacturing, which Medios is well positioned to provide



## Advanced therapies require:

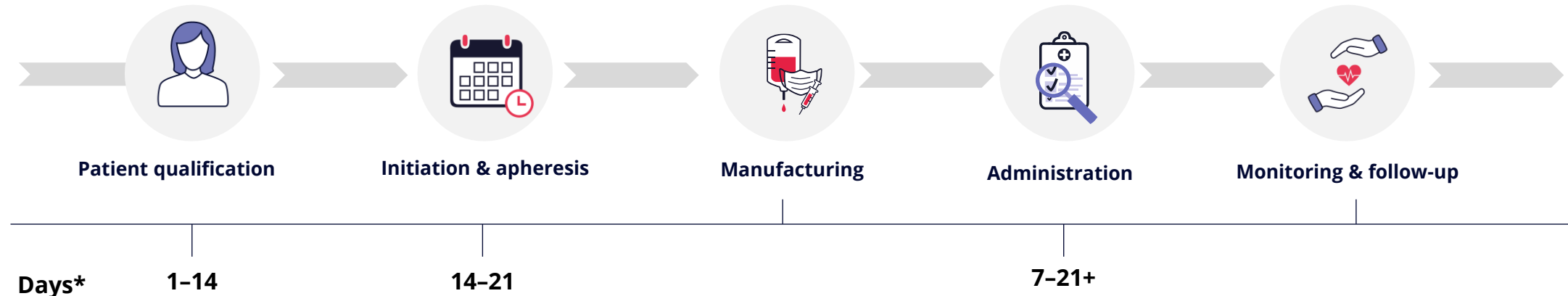
- Personalization
- Small-scale manufacturing
- Decentralization for fast transport of therapies to patients



## Medios has:

- Patient-specific therapies and small-scale manufacturing
- Network of GMP labs
- Close proximity to point of care

## Example: autologous cell therapy patient journey



## Wrap up

### Challenges

- Growing numbers of serious diseases
- Growing economically pressure to entire health care systems
- Growing expectancy regarding quality and safety of the manufacturing processes as well as more efficacy and efficiency of the treatments themselves

### Chances

- Treatments must be more individualized or personalized
- Efficiency can be increased through decentralization and close proximity to the point of care
- Medios is already working in full accordance to the highest possible quality standards; with the decentralized supply network Medios is open to collaborate

Medios aims to become the partner for new treatment technologies to support new ideas and new ways

- 1 Growth opportunities: today, 2023 and beyond
- 2 Ready for further expansion
- 3 Patient-specific and advanced therapies
- 4 **Conversion into sustainable value contribution**

# Capital Markets Day

Conversion into sustainable value contribution

Falk Neukirch | CFO  
November 24, 2022

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# 1 9M Results and Guidance 2022

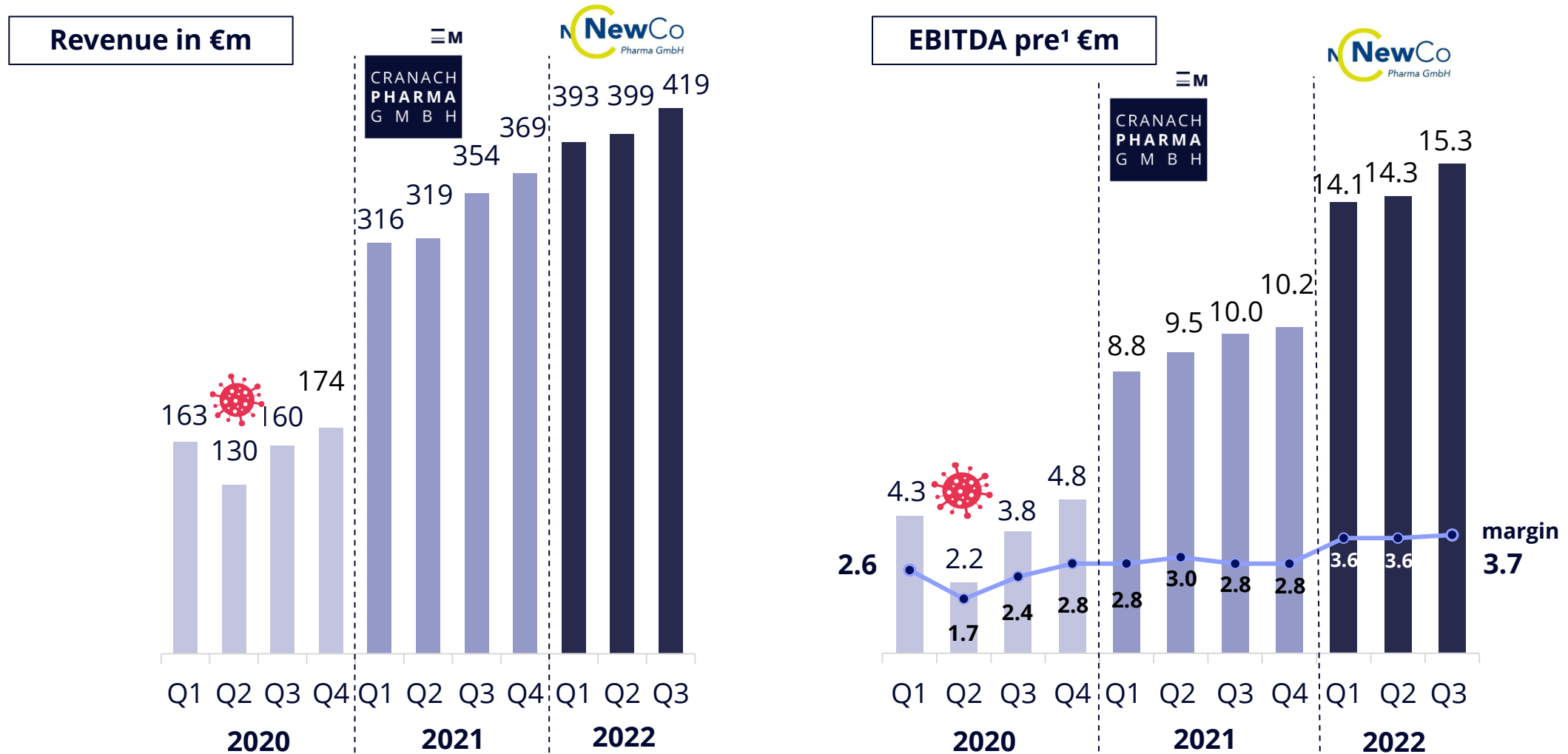
2 Drivers for EBITDA Growth

3 Financing Power

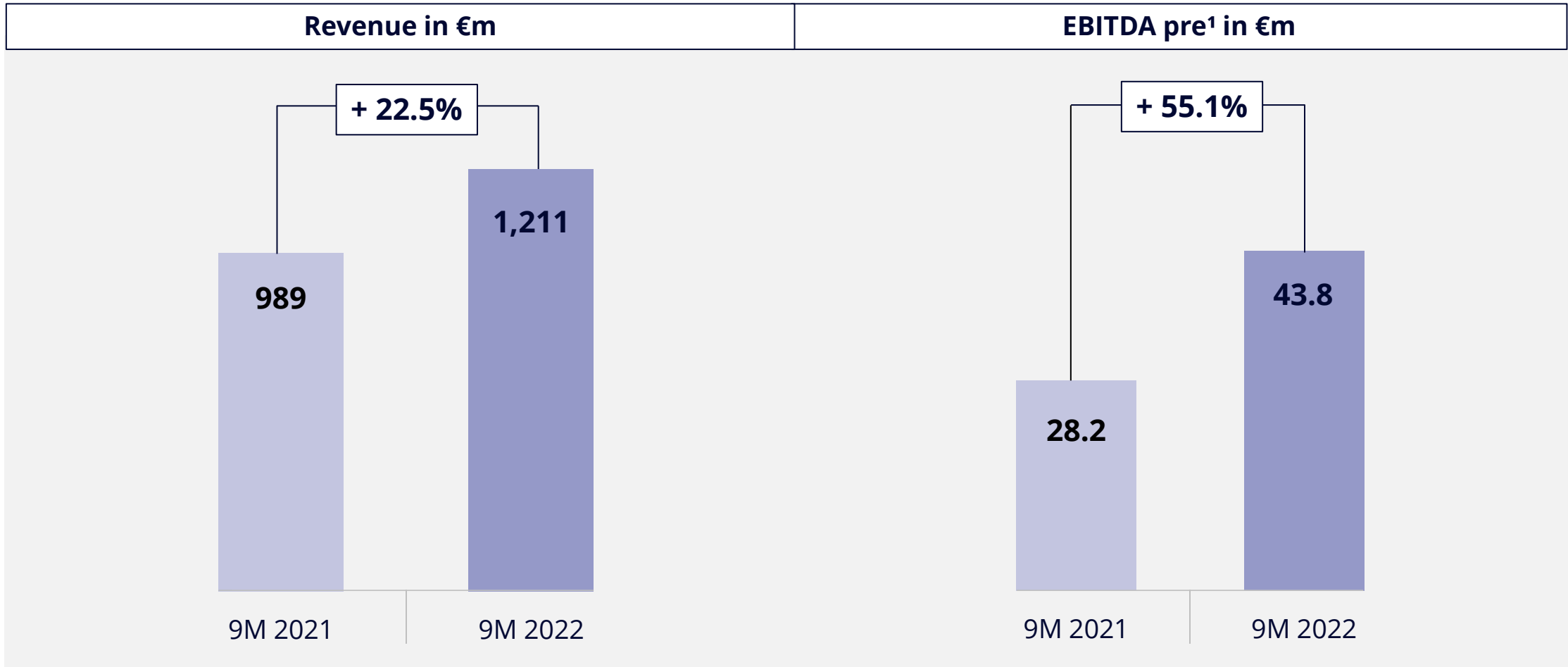
4 Peer Group Comparison

5 Mid-Term Targets

# Growth and earnings achieve record levels

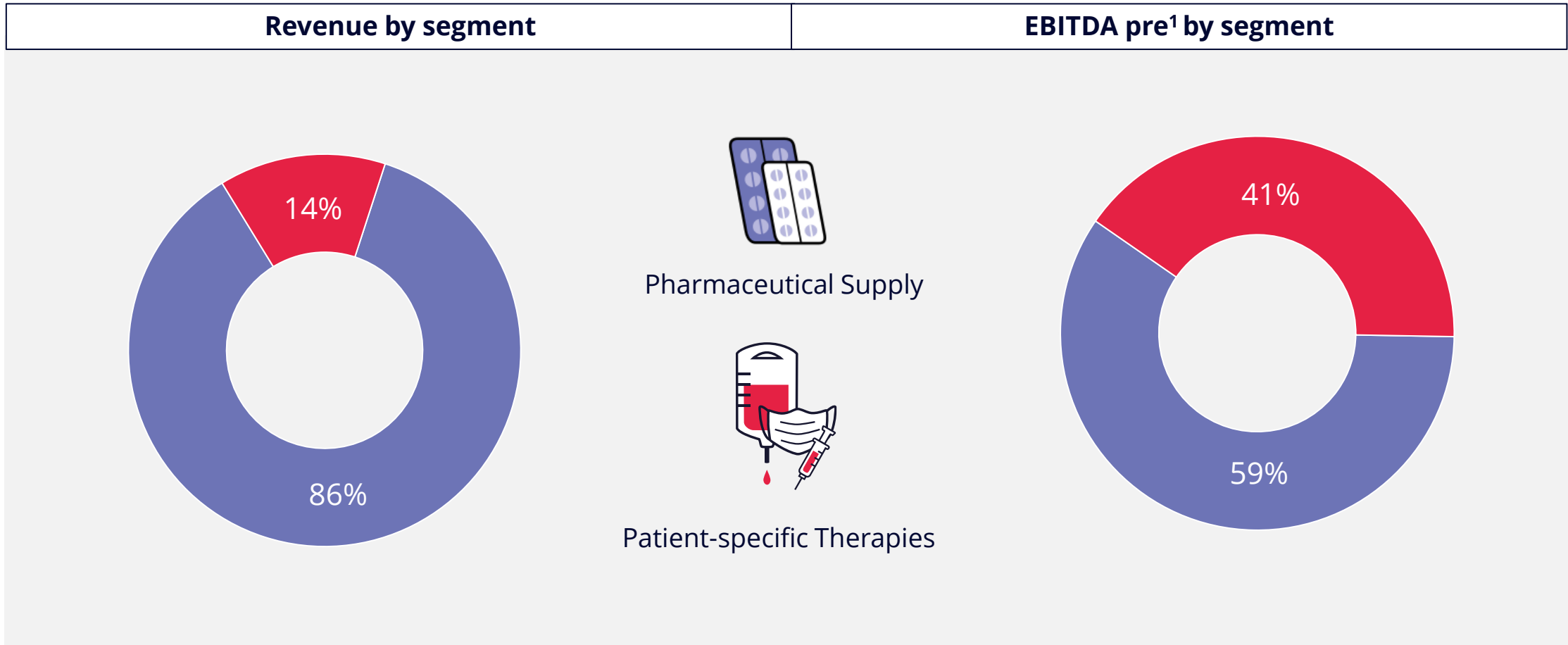


# 9M 2022 – Continuous and sustainable growth





# 9M 2022 – Split by operative segments: Significant rise of PST



# 9M 2022 – Financials

In € million	9M 2022	9M 2021	Δ%
Revenue	1,211.4	988.8	22.5%
Gross profit <sup>1</sup> <i>gross margin in %</i>	81.5 6.7%	49.8 5.0%	63.7% 34.0%
EBITDA pre <sup>2</sup> <i>margin in %</i>	43.8 3.6%	28.2 2.9%	55.1% 24.1%
Conversion rate in % ( <i>EBITDA pre/gross profit</i> )	53.7%	56.7%	-5.3%
EBIT	25.0	15.6	60.1%
EPS (€), undiluted	0.67	0.50	34.0%
CF from operating activities	17.9	40.4	-55.7%
CF from investing activities	-85.2	21.2	<-100%
CF from financing activities	-39.0	0.4	<-100%
In € million	30 Sep 2022	31 Dec 2021	Δ%
Inventories	52.7	36.5	44.5%
Cash & cash equivalents	62.1	168.4	-63.1%
Equity <i>ratio in %</i>	444.8 75.6%	394.2 75.2%	12.8% 0.5%

## Comments

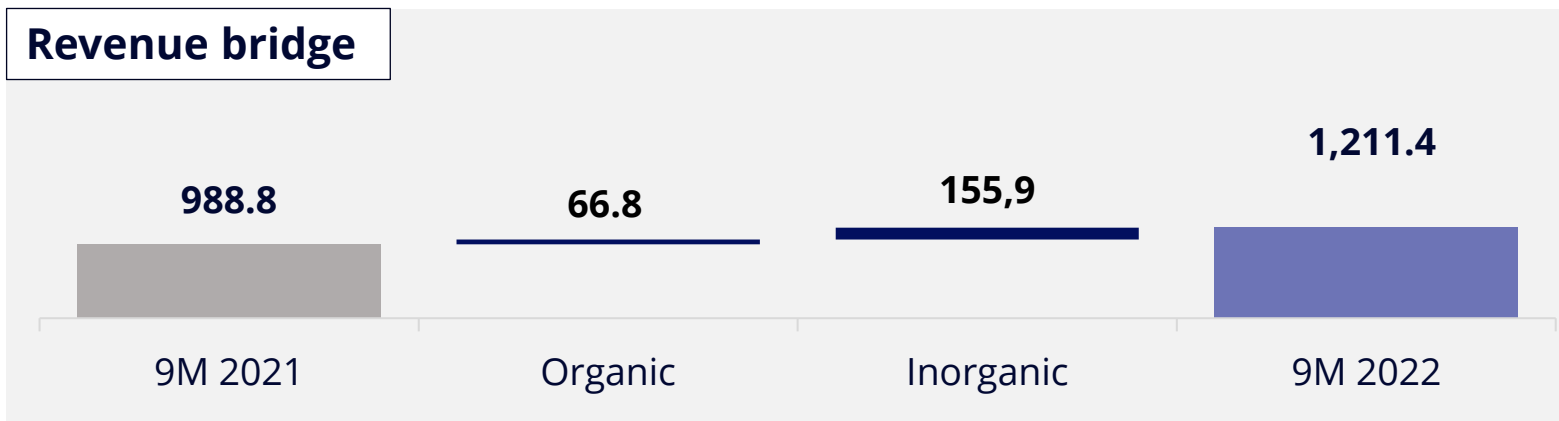
- **Revenue growth** driven by NewCo integration: inorganic (+16%) & organic (+7%)
- Disproportionate increase of **gross and EBITDA pre margins** due to higher portion of PST share;
- **Regulatory price changes** in PIT segment effective from Sep 2022 do not materially hit 9M-EBITDA pre nor EPS yet; exp. EBITDA-effect for FY 2022: €-3.5 m, mainly effective in Q4 2022
- **Operating CF** mainly burdened by one-time effects: payment of retained taxes and social contributions for SOPs; temporary high inventories in H1 already reduced in Q3
- **Investing CF** dominated by **cash component** for NewCo acquisition (€88m) and further operational investments (€3.5m) mainly in the new manufacturing site in Berlin
- Decrease in **cash & cash equivalents** mainly a result of the cash component for NewCo acquisition, the repayment of former shareholder loans of NewCo group and the repayment of the syndicated loan (€25.2m)

## 9M 2022 – Ongoing organic and inorganic revenue growth

9M YoY revenue in €m	9M 2021	Organic	Inorganic	9M 2022
Pharmaceutical Supply (PS)	941.7	62.0	40.7	1,044.4
Patient-specific Therapies (PST)	46.5	4.9	115.2	166.6
Services	0.5	-0.1	0.0	0.4
<b>Medios Group total</b>	<b>988.8</b>	<b>66.8</b>	<b>155.9</b>	<b>1,211.4</b>
<i>Medios Group total in %</i>		<i>6.7%</i>	<i>15.8%</i>	<i>22.5%</i>

### Comments

- **Inorganic Growth** (+15.8%; €+155.9m) driven by NewCo acquisition
- Almost 7% **organic growth** (€+66.8m)

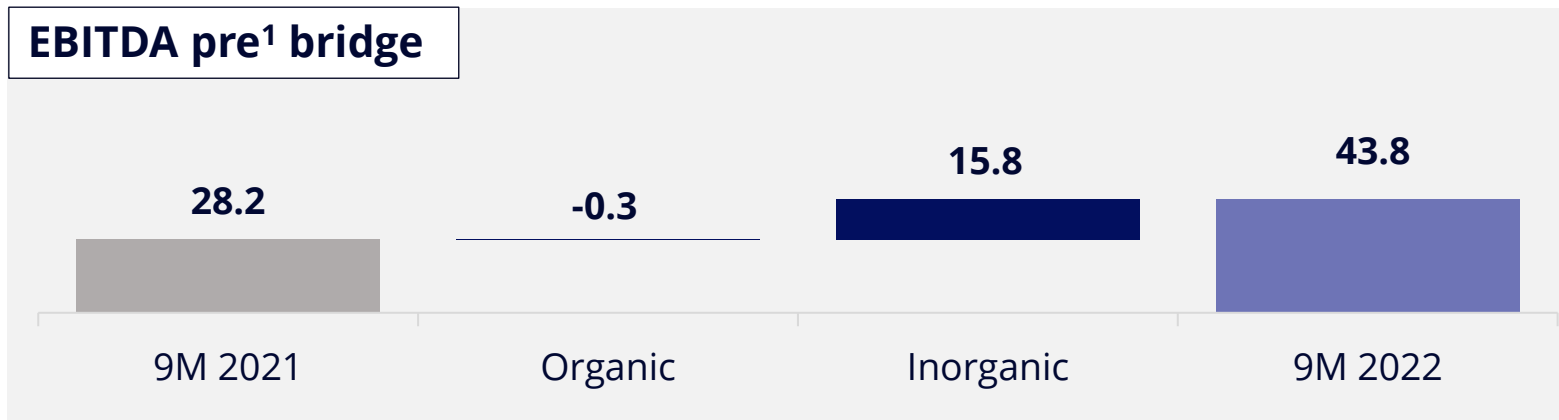


# 9M 2022 – EBITDA pre<sup>1</sup> driven by acquisition of NewCo Pharma

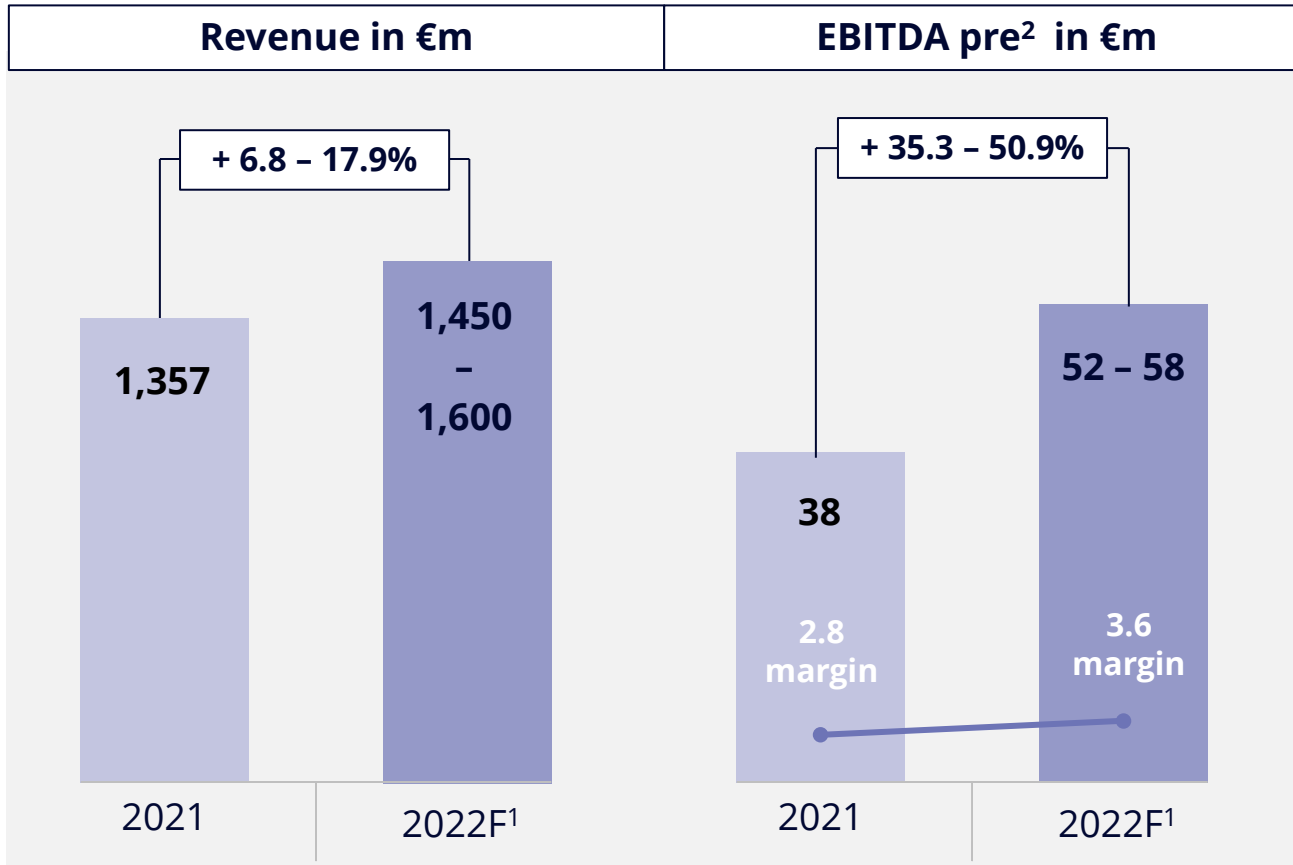
9M YoY EBITDA pre <sup>1</sup> in €m	9M 2021	Organic	Inorganic (NewCo only)	9M 2022
Pharmaceutical Supply	23.8	1.2	3.1	28.2
Patient-specific Therapies	6.0	0.7	12.7	19.3
Services	-1.6	-2.2	0.0	-3.8
<b>Medios Group total</b>	<b>28.2</b>	<b>-0.3</b>	<b>15.8</b>	<b>43.8</b>
<i>Medios Group total in %</i>		<i>-1.1%</i>	<i>56.0%</i>	<i>55.1%</i>

## Comments

- **EBITDA pre of PS and PST segments** grew mainly inorganically
- Acquisition of NewCo Pharma led to EBITDA pre<sup>1</sup> contribution of €15.8m (€12.7m in PST; €3.1m in PS)
- **Services** reflects integration efforts as well as strategy projects combined with increased needs for central functions



# Guidance FY 2022 confirmed (1/2)



Significant increase of EBITDA pre margin due to the acquisition of NewCo Pharma and ongoing focus on higher-margin indications and products

## Comments

- **Guidance confirmed** despite ongoing global uncertainties
- **Revenue expected** to reach upper end of the range of €1.45-1.6bn
- **EBITDA pre<sup>1,2</sup> expected** to reach the lower half of the range of €52-58m (increase of 35.3% to 50.9% compared to 2021)
- **Regulatory changes in the PST** segment since Sep 1, 2022; according to current projections, this will lead to a reduction in EBITDA pre of roughly €3.2m – €3.6m in fiscal year 2022

# Guidance FY 2022 confirmed (2/2) – Main assumptions



## Main Assumptions for 2022 as of Nov 2022



The **acquisition of NewCo Pharma** will significantly contribute to **external growth**

**Synergy effects** as a result of the integration of **Cranach Pharma & Newco Pharma:**

Especially in purchasing and logistics

Cross-selling within extended partner network

**Expansion** of compounding business; economies of scale

**Extended product portfolio**

**Regulatory price reduction** effective since Sep 1, 2022, for certain cytostatic drugs – **negative impact** on the PST\* segment

**Consideration of possible risks:**

Regulatory changes

Rising inflation

Supply chain bottlenecks

Geopolitical tensions/ war in Ukraine

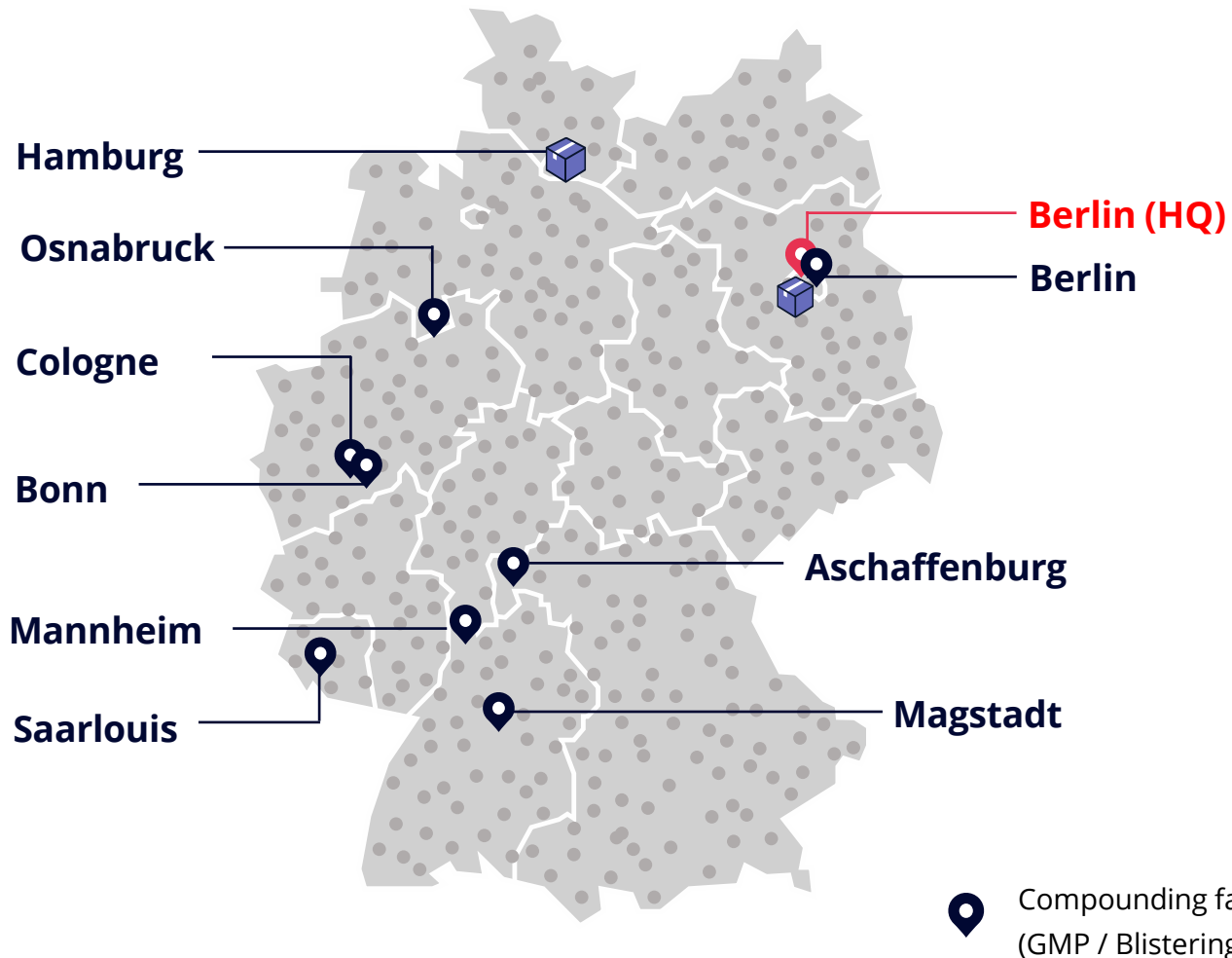
COVID-related effects

**Increased overhead costs** due to NewCo integration

Qualification / validation and commissioning of **new labs in Berlin**

- 
- 1 9M Results and Guidance 2022
  - 2 Drivers for EBITDA Growth**
  - 3 Financing Power
  - 4 Peer Group Comparison
  - 5 Mid-Term Targets

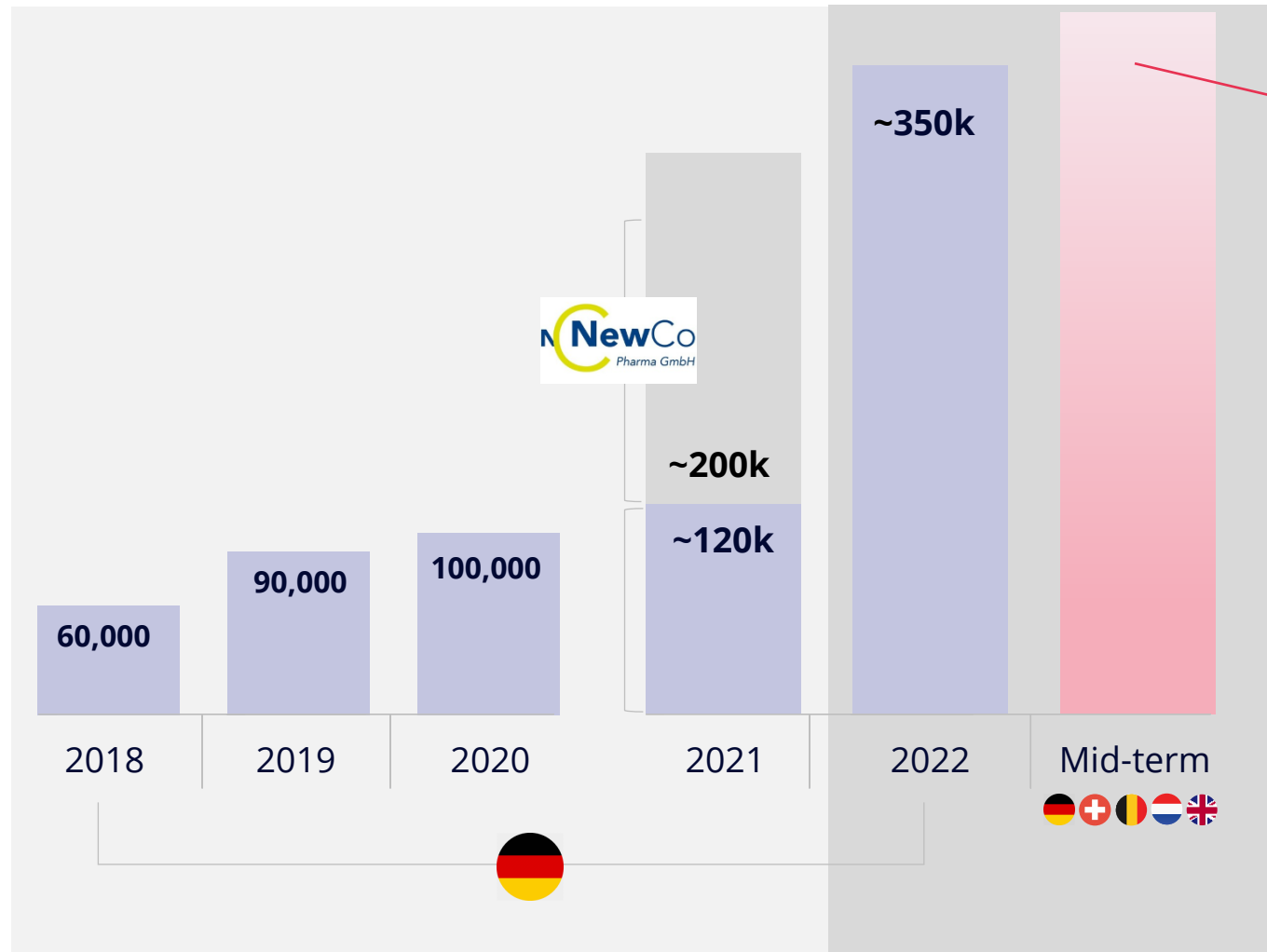
# Excellent geographic coverage through strong nationwide network of partners and own compounding facilities



- 7 GMP<sup>1</sup> / blistering **labs**
- 2 **warehouses**
- ~ **600 specialized partner pharmacies**
- ~ **320,000 individualized preparations** manufactured in 2021 (pro forma: Medios including NewCo Pharma)
- **Compounding capacities now:** ~ **600k** preparations p.a. including new labs in Berlin and NewCo Pharma's labs



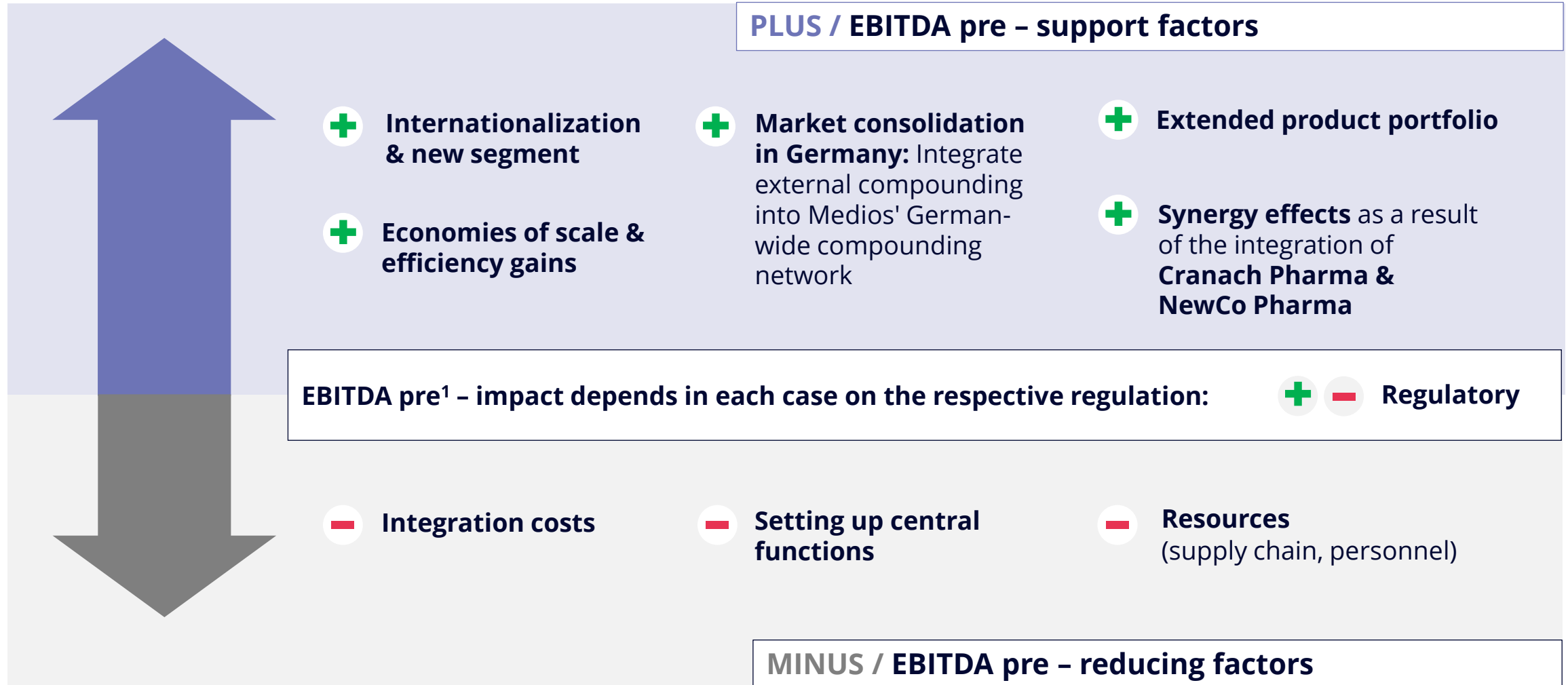
# Major compounding capacity expansion



Significant increase in compounding capacity

- **7 GMP** compounding facilities **all-over Germany**
- Significant **remaining capacity** available at existing facilities and **ready to serve surge** in activity from cross-selling
- ~ **600k** mid-term capacity
- Organic/inorganic growth: further utilization

# Drivers for EBITDA growth



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# Strong financing power – to invest in future growth

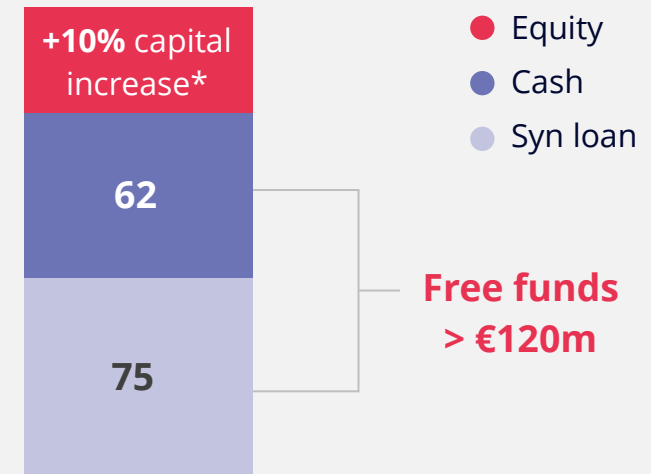
## Available and future funds

- Approx. **€+40m annual** operating cash flow
- Approx. **€-5m** annual operating capex need (recently accomplished manufacturing capacity just validated)
- Approx. **€62m** available cash end of Sep. 22
- Syn loan **€75m** available, RCF\* structure, 5 years plus term and credit amount extension option

**Free funds of > €120m now on hand!**

**Additionally aspired:** 10% capital increase of €23.8m registered share capital (subject to decision in the following AGM)

## Financing power in €m

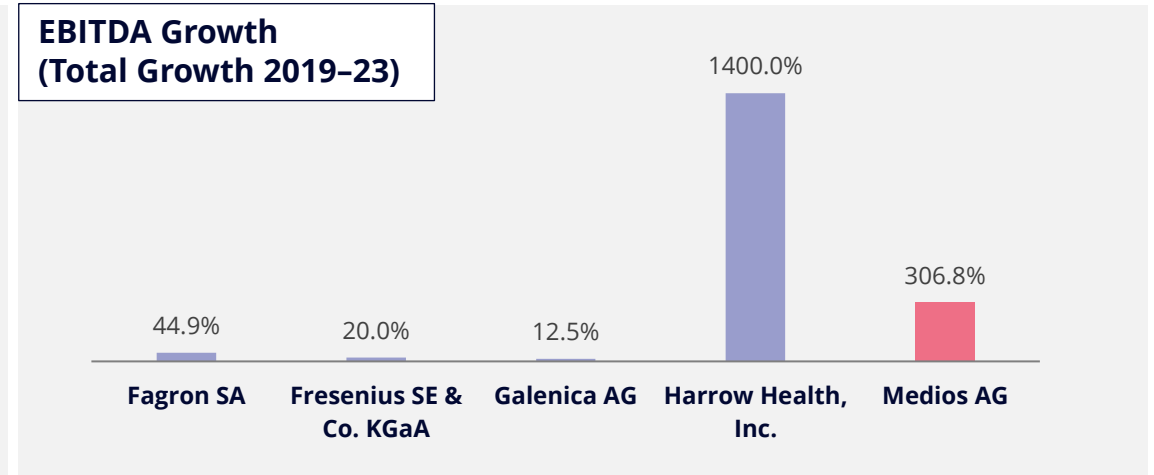
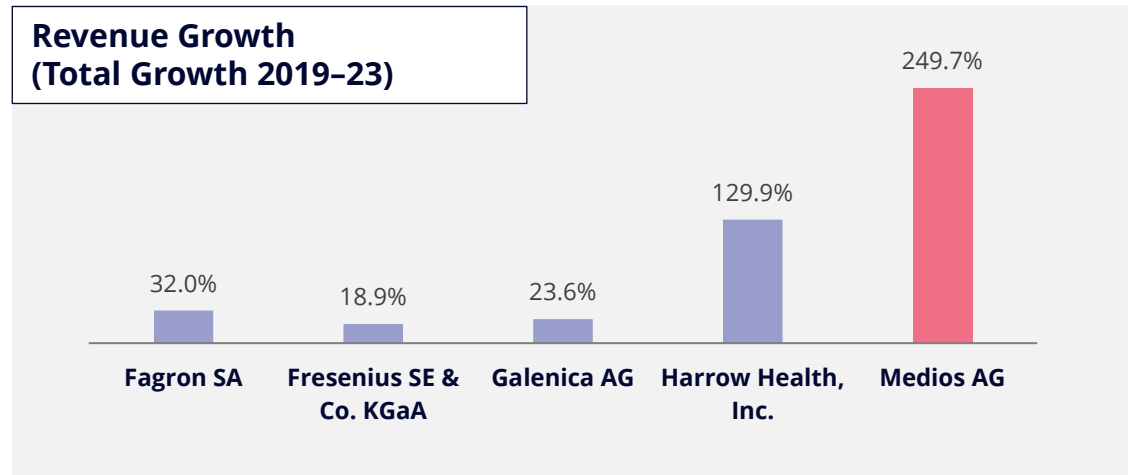
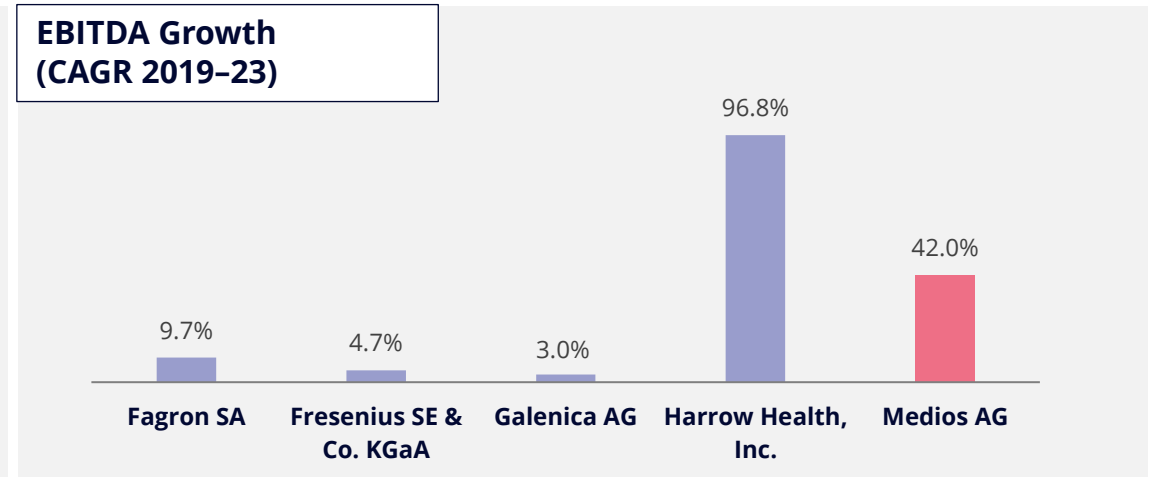
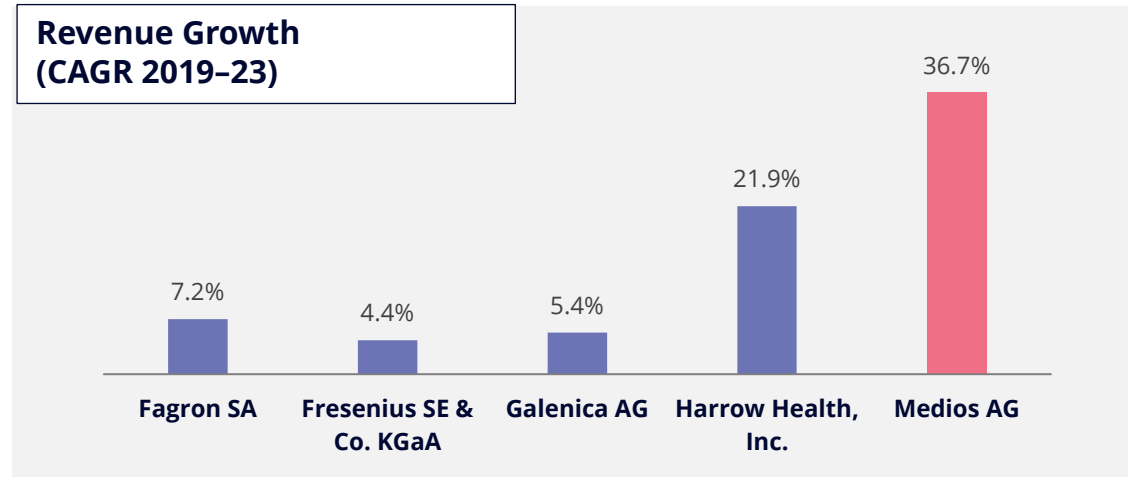


\* subject to decision in the following AGM

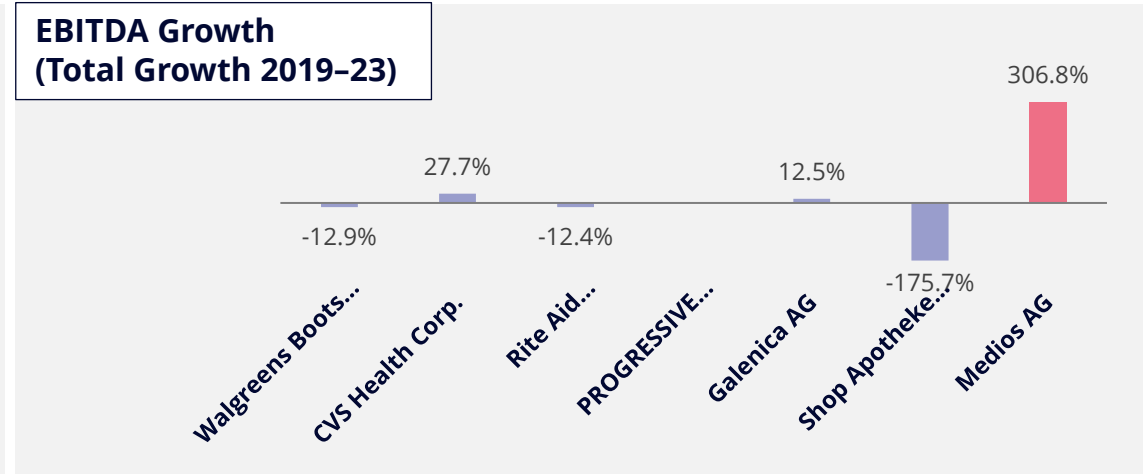
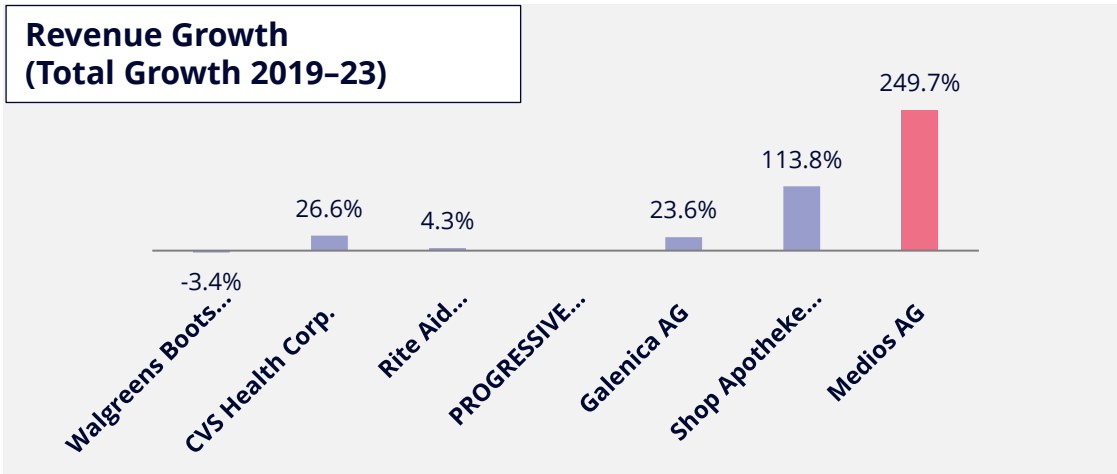
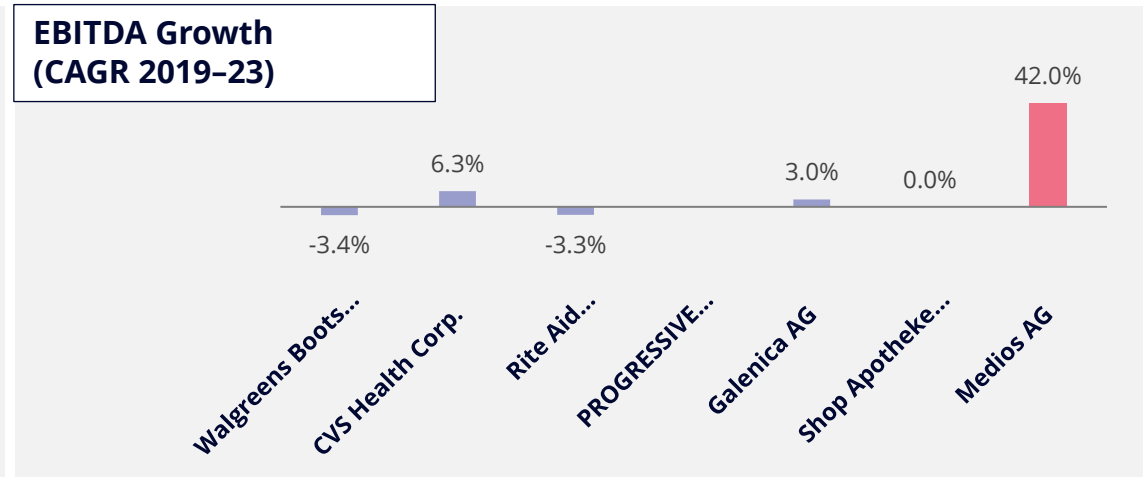
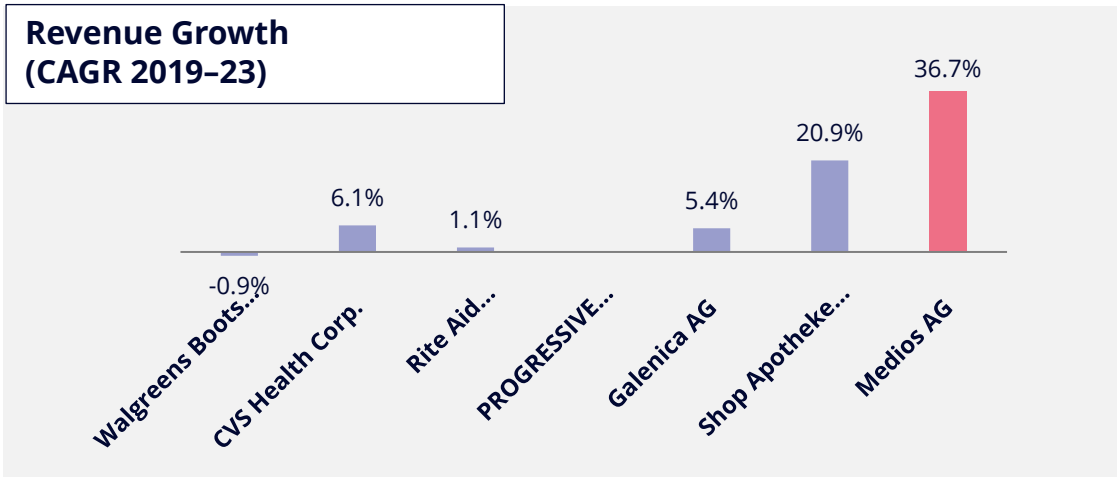
Financial scope large enough for organic and inorganic growth

- 
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# Peer comparison – Compounding



# Peer comparison – Pharmacies



## Medios outstanding compared to peers...



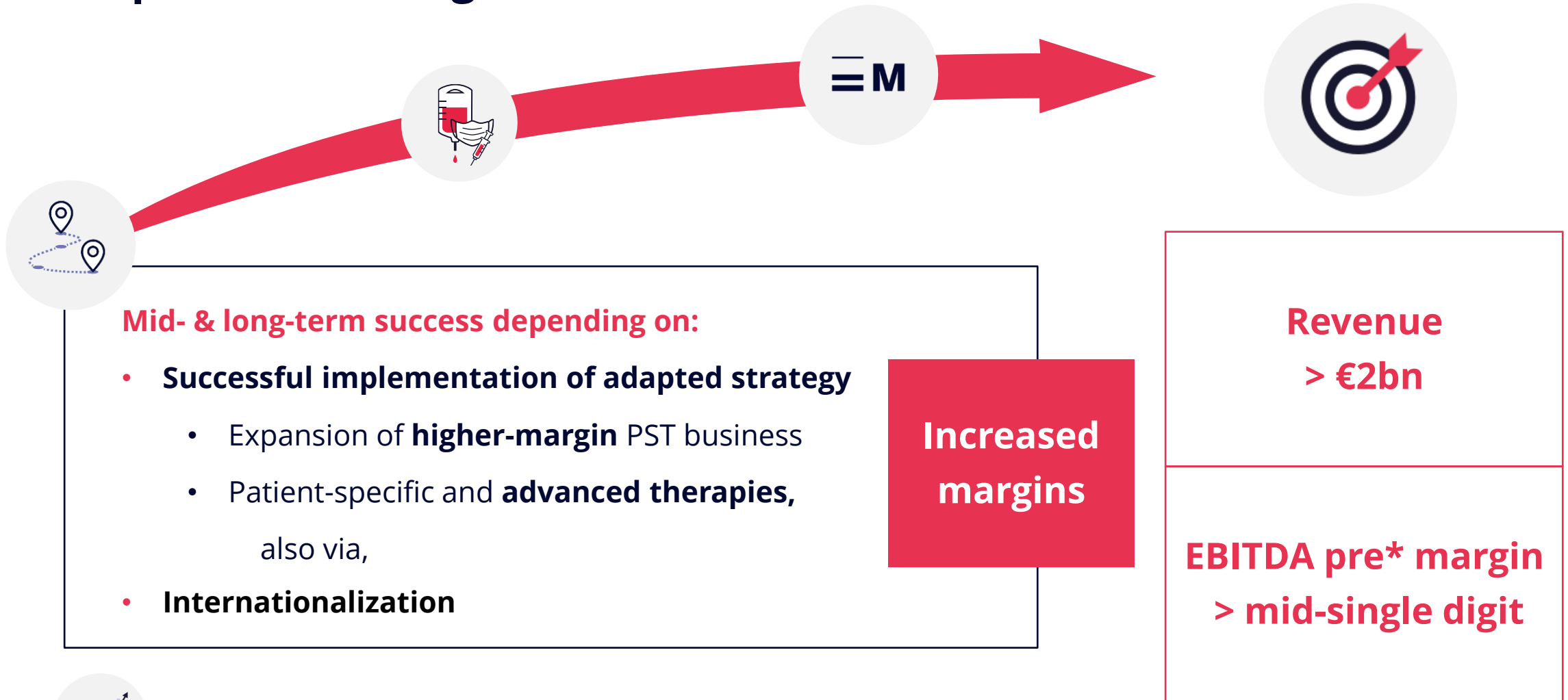
- Within the **compounding peer group**, Medios ranks highest in revenue growth (CAGR and total growth) and second in EBITDA growth
- As compared to listed **pharmacy operators**, Medios shows significantly higher growth in both, revenue growth and EBITDA growth.
- We do not consider Shop Apotheke and other pharmacies as industry peers, as Medios is not a pharmacy:
  - We serve as trusted outsourcing partner to pharmacies and provide them with finished medicinal products and compounding
  - While pharmacies deliver or sell to patients and doctors / clinics (i.e. B2C), Medios customers are either pharmacies or other market participants but **NEVER** patients (B2B and B2B2C)

To consider if Medios is in the right peer group?



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# Group Mid-term targets 2025-2027



**Growth drivers:** organic, M&A, economies of scale, cost efficiencies

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# Q&A



**MEDIOS**

**Thank you  
for your Attention**

Capital Markets Day