

Press release

Medios AG expects continued growth after record year in 2022 and plans further increase in profit margin

- Record year 2022 with double-digit percentage increase in revenue and disproportionate earnings growth
- Significant expansion of sales network and manufacturing capacity
- Presentation of adjusted growth strategy
- Revenue growth of up to 11.8% with rising EBITDA pre¹ margin planned for 2023

Berlin, March 30, 2023 – Medios AG ("Medios"), the leading provider of Specialty Pharma Solutions in Germany, today published its 2022 Annual Report and confirmed the preliminary figures communicated on February 22, 2023. Accordingly, the Company again grew strongly in the 2022 financial year. Consolidated revenue increased by 18.7% to €1.61 billion in the period from January to December 2022 (previous year: €1.36 billion). EBITDA pre¹ rose disproportionately by 42.8% to €54.9 million (previous year: €38.4 million); as a result, the EBITDA pre¹ margin increased significantly to 3.4% (previous year: 2.8%). Earnings per share (EPS) more than doubled to €0.77 (previous year: €0.37).

The strong growth and significant improvement in the earnings margin in the 2022 financial year is due in particular to the acquisition of NewCo Pharma GmbH in January 2022 and to continued organic growth.

Revenue and earnings growth in both operating segments

The **Pharmaceuticals Supply** segment achieved a 7.4% increase in revenue to €1,390.3 million (previous year: €1,294.5 million) in the 2022 financial year. The segment's EBITDA pre¹ increased by 12.9% to €38.0 million (previous year: €33.7 million).

The **Patient-Specific Therapies** segment generated revenue of €220.0 million in the 2022 financial year, up 253.5% on the previous year (€62.2 million). The companies of the NewCo Pharma Group acquired in 2022 contributed €151.7 million to this revenue. Consequently, the segment's EBITDA pre¹ increased by 198.5% to €23.7 million (previous year: €7.9 million), of which €15.2 million is attributable to the acquisition of the NewCo Pharma Group.

Matthias Gaertner, Chief Executive Officer (CEO) of Medios AG: "The 2022 financial year was another record year for us. Despite the external influencing factors that are difficult to calculate, we sustainably increased both revenue and EBITDA as well as the margin of the Medios Group. The very good operating cash flow made our balance sheet even more solid. We achieved this as a strong team, and I am very



proud of that. We have a clear plan for the future. To this end, we presented our adjusted growth strategy in 2022, by means of which we intend not only to strengthen our core business in Germany, but also to expand into other European countries and enter the field of individualized medicine. We have already set the course for this. We are confident for the current financial year and expect our growth course to continue. Among other things, we have created an important prerequisite for this with the opening of our new GMP laboratory in Berlin. In this way, we aim to further increase the number of individualized manufactures to more than 400,000 units and thus further significantly in the current financial year."

Positive outlook for the 2023 financial year

As a result of the high demand for Specialty Pharma drugs, Medios expects continued dynamic growth in the 2023 financial year. The ongoing trend of market consolidation is also expected to make a positive contribution. According to Medios' assessment, this development will be further accelerated by regulatory requirements.

In the first quarter of 2023, Medios has already entered the production of parenteral nutrition for premature infants, thus again expanding the product range and diversifying the customer groups. Qualified employees have already been recruited for the planned internationalization of the Medios Group. This will support the Company's planned European expansion in the medium term.

For the 2023 financial year, Medios AG therefore expects consolidated revenue of €1.6 – 1.8 billion, which corresponds to an increase of up to 11.8% compared to the previous year. EBITDA pre¹ is expected to be in the range of €56 – 63 million – a growth of up to 14.8% compared to the previous year.

As in the previous year, the special charges adjusted for the EBITDA pre¹ forecast for 2023 include expenses for stock options and M&A activities as well as one-off performance-related payments.

In the medium term, Medios is targeting consolidated revenues of over €2 billion and an EBITDA pre¹ margin in the mid-single-digit range.



Key figures (IFRS)

In € million

	2022	2021	Δ in %
Revenue	1,610.8	1,357.4	18.7
Pharmaceutical Supply	1,390.3	1,294.5	7.4
Patient-Specific Therapies	220.0	62.2	253.5
Services	0.5	0.6	-20.1
EBITDA pre¹	54.9	38.4	42.8
Pharmaceutical Supply	38.0	33.7	12.9
Patient-Specific Therapies	23.7	7.9	198.5
Services	-6.8	-3.2	114.8
Cashflow from operating activities	37.1	61.5	-39.7

Medios AG's Annual Report 2022 is available for [download](#) on the Investor Relations website.

¹ EBITDA is defined as consolidated earnings before interest, taxes, depreciation and amortization. EBITDA pre is adjusted for special charges for stock options and expenses for M&A activities as well as from 2023 additionally for one-time performance-based payments for the acquisition of manufacturing volumes.

About Medios AG

Medios AG is the leading provider of Specialty Pharma Solutions in Germany. As a competence partner and expert, Medios covers all relevant aspects of the supply chain in this field: from pharmaceutical supply to the manufacture of patient-specific therapies including blistering. The focus is on optimal patient care via specialized pharmacies.

Medios AG is Germany's first listed Specialty Pharma company. The shares (ISIN: DE000A1MMCC8) are listed on the Regulated Market of the Frankfurt Stock Exchange (Prime Standard).

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