

**Company profile**

Medios AG is one of the leading Specialty Pharma companies in Germany. As wholesaler for Specialty Pharma drugs and GMP-certified manufacturer of patient-specific medications, Medios covers substantial elements of the supply chain in this field and follows the highest international quality standards. Specialty Pharma drugs are, in particular, individualised infusions for patients with rare or chronic diseases like cancer, HIV and hepatitis. It is Medios' aim to provide integrated solutions along the value chain to partners and clients, thereby ensuring an optimal pharmaceutical care for patients.

**Management**



**Manfred Schneider, CEO**

- Pharmacist
- Companies founded:  
BerlinApotheke (1994)  
Medios Manufaktur GmbH (2008)  
Medios Pharma GmbH (2014)



**Matthias Gärtner, CFO**

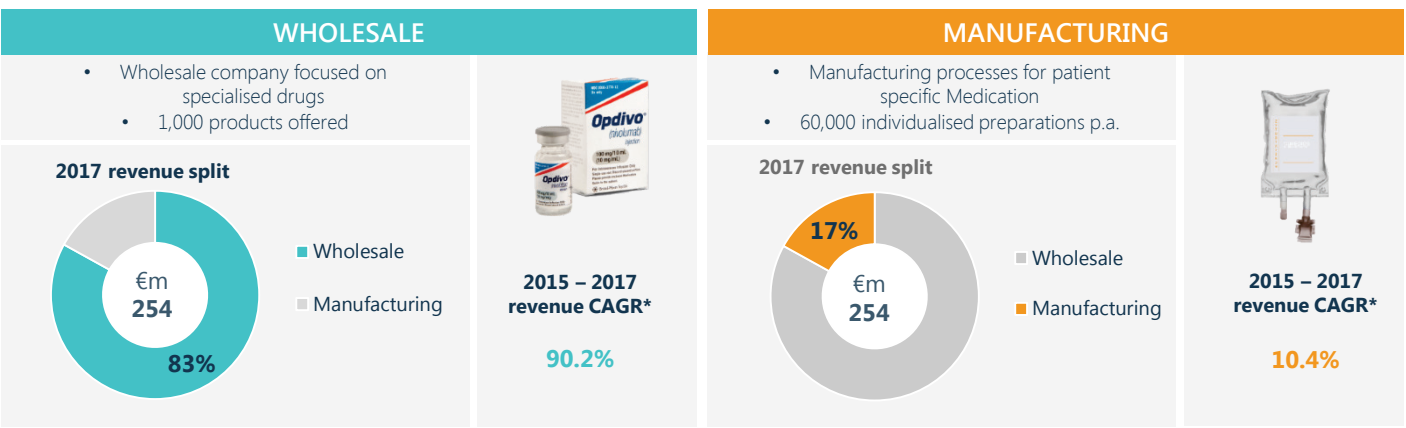
- IT Specialist
- Founded and listed on stock exchange:  
e.multi Digitale Dienste AG (2000)
- More than 20 years of financial markets experience



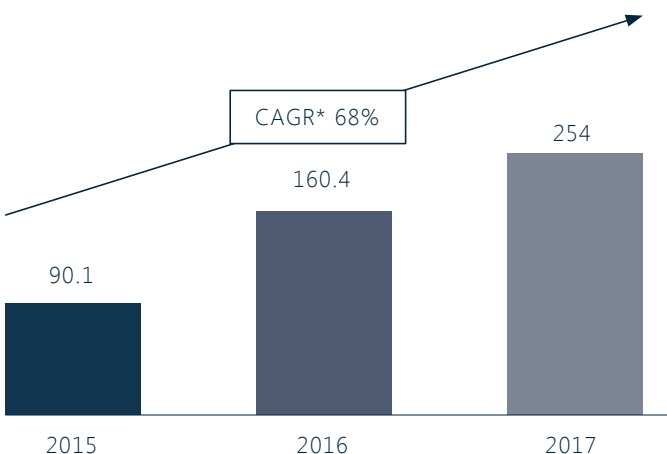
**Mi-Young Miehler, COO**

- Managing Director of Medios Pharma GmbH
- Many years of experience in strategy and business development (including at Schott AG, Mainz, and Scholz & Friends Agenda GmbH, Berlin)

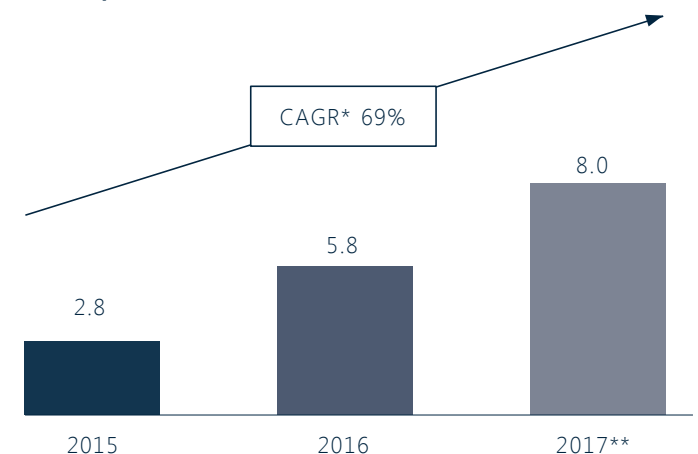
**Group structure and segments**



**Consolidated sales in EUR million (IFRS, pro forma)**



**Consolidated EBT in EUR million (IFRS, pro forma)**



\* Compound Annual Growth Rate; \*\* 2017 Sales and EBT IFRS; before special charges from stock option program, non-cash effective

**Contact**

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**Key figures of Medios Group**

\*before special charges from stock option program; non-cash effective

in EUR million	2016 (IFRS, pro forma)	2017 (IFRS)	Change
Sales revenue	160.4	254.0	58.4%
Operating result (EBIT)	5.78	8.1*	40.1%
EBIT margin in %	3.60	3.20	-0.4 PP
Earnings before taxes (EBT)	5.77	8.0*	38.7%
EBT margin in %	3.60	3.20	-0.4 PP
Consolidated net income before minority interests	3.91	4.1	4.9%
Consolidated net income after minority interests	3.12	4.1	34.4%

**Basic information**

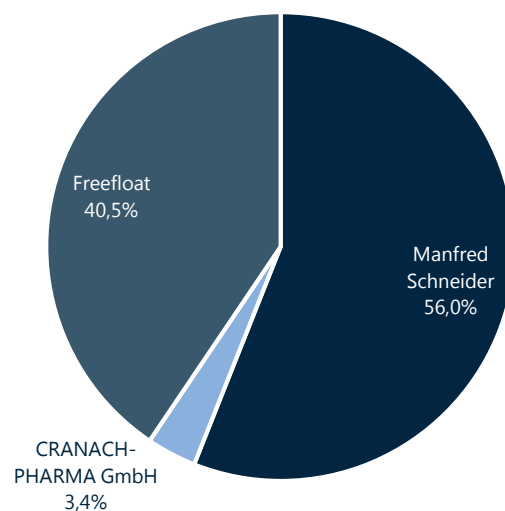
Share capital EUR 14,564,019  
 No. of shares 14,564,019  
 Share class No-par value bearer shares  
 Share price EUR 15.45 (as of: November 16, 2018)  
 Market capital. EUR 225 m  
 WKN/ISIN A1MMCC/DE000A1MMCC8  
 Trading places Regulated Market Frankfurt and Hamburg (General Standard)

**Shareholder structure**

**M. Schneider (mediosmanagement GmbH)** **56.0%**  
 direct 8,3%, addition 47,7%  
**CRANACH-PHARMA GmbH** **3.4%**  
**Freefloat** **40.5%**  
 thereof:  
 Claudia Neuhaus 3.5%, Marcel Jo Maschmeyer 3.0%

**Share price**

Status 16.11.2018



**Investment highlights**

- Uniquely positioned in the **growth segment** of specialty pharmaceuticals
- **First Mover** with clearly defined competitive advantages in the area of individualised medicine
- Ongoing profitable capital growth (**Proof of concept**)
- A **clear strategy** for further sales and earnings growth
- Management with many **years of industry and capital market experience**

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