

Creating the leading European Specialty Pharma Platform

Company Presentation

June, 2024



Every day > 60.000 people are diagnosed with life-threatening diseases¹

At Medios, we are dedicated to timely providing high-quality and efficient treatments to patients with complex diseases

¹ Globally; Sources: https://www.unaids.org/en/resources/fact-sheet, https://www.who.int/campaigns/world-hepatitis-day/2021, https://wfh.org/article/wbdr-2022-data-report-published/, https://www.who.int/news/item/03-02-2022-world-cancer-day-closing-the-care-gap; Diseases: Cancer, hemophilia, HIV, hepatitis.

[Specialty Pharma] Complex and cost-intensive treatment of life-threatening, chronic or rare diseases

e.g. Cancer, hemophilia, HIV, hepatitis

"We are creating the leading European Specialty Pharma platform to treat diseases optimally with individualized medicine."

Matthias Gärtner, CEO Medios AG





1 Medios at a Glance

2 Key Investment Highlights

3 Financials Q1 2024

4 Outlook

Appendix

The leading provider of Specialty Pharma in Germany

#1 in Specialty Pharma

~€1.8bn

Revenue 2023

Nationwide coverage

with **6** GMP Labs

& 2 Warehouses

Comprehensive expertise

512 Employees¹

Only Specialty Pharma company listed on FSE²

since **2016**

Partner network

~800

Partner Pharmacies Highly Diversified

6 Indications for complex diseases

Clear focus

1,000

Specialty Pharmaceuticals Quality and efficiency

~400,000

Individual Preparations 2023³



PATIENT-SPECIFIC THERAPIES

Pharmaceutical compounding of patient-specific therapies



medios Connect

PHARMACEUTICAL SUPPLY

Pharmaceutical supply of finished Specialty Pharma medications



Medios at a Glance

Integrated platform for Specialty Pharma

- Strategic cross-selling with broad range of indications
- Partner for changing standard and individualized therapies
- Ensuring highest quality standards through integrated nationwide platform of GMP¹ and GDP² facilities
- Efficiency and accessibility due to proven supply network

From a local player to the #1 in Specialty Pharma in Germany

7-fold

Growth of revenue within just 6 years

#1

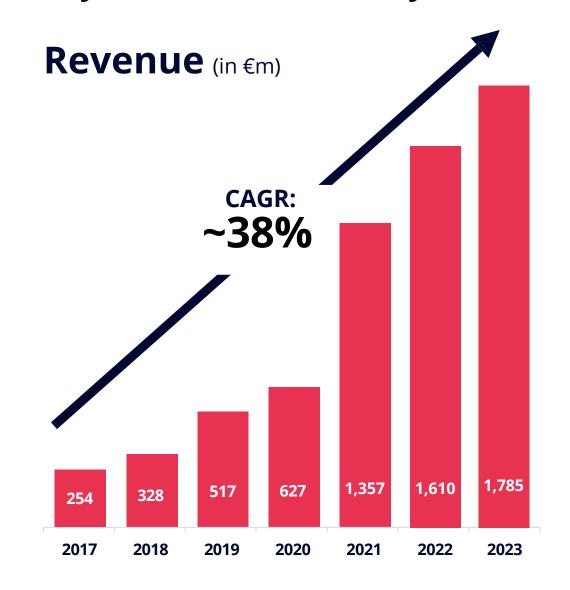
In Specialty
Pharma via
organic growth
and M&A

21.3% p.a.

Organic growth since 2017

> €2.15bn

Revenue ambition (Outlook 2025)





Strong financial results in 2023

~€1.8bn

+10.8%

Net Revenue ~€60.5m

+10.3%

EBITDA pre¹

Ongoing positive operating cash flow

2.5€

+10.1%

EBITDA pre¹ per share Low CAPEX ~€1.3m



Clear strategy to build the leading European Specialty Pharma Platform

Building the leading European Specialty Pharma Platform



Continue evolving our Specialty Pharma business **in Germany**



Expand compounding within **Europe** to gain continued growth, while **increasing profitability**



Become a **trusted partner** for manufacturing of **advanced therapies**



- ~ **€2.15bn** Revenue
- ~ €110m EBITDA pre1
- ~ **5.1%** EBITDA pre¹ margin



Executive Summary: Transformative and value enhancing acquisition

Internationalization	 First step in Medios internationalization Immediate market entry into three European countries: NL, BE, ES A leading position in compounding in Northwestern Europe
European Platform	 First building block to establish the leading European compounding platform One-stop-shop on international scale Improve healthcare and maintain accessibility for patients across Europe
Product diversification	 Expanding the value chain through 23 own pharmacies in NL Entry into high-margin segment of APIs Also covering high-margin non-sterile business
Substantial synergies	 Significant international cross-selling opportunities across borders for API International sourcing expertise to fight drug shortages
Attractive purchase price	 Purchase price comprises a cash component of €235.3m and 1.7m Medios shares (~€23.9m*): Only small portion of equity-linked financing Attractive multiple Immediately accretive to EBITDA pre and EBITDA pre margin



Snapshot Ceban Pharmaceuticals

Ceban Pharmaceuticals







Headquarters **Breda, Netherlands**



Employees ~600

Financials 2023E

~€160m Revenue **~€29m** EBITDA adj. ~18% EBITDA Margin adj.

Market position per country*



Netherlands Market leading



Belgium #2

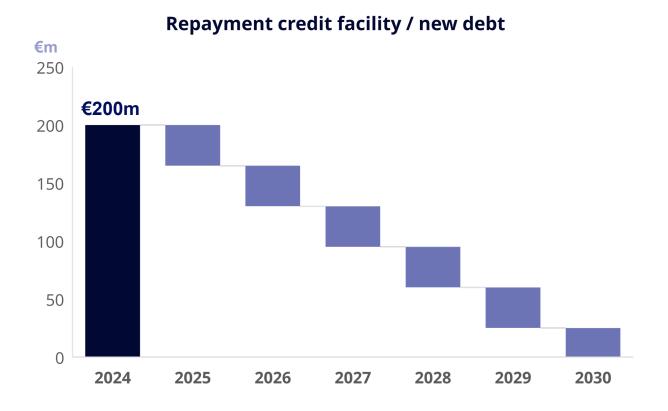


Spain **#5**

- Leading full-service compounding services platform
- **Diversified business model** covering the full compounding value chain:
 - Compounding Services (non-sterile and sterile)
 - API Services
 - Chain of pharmacies (23 pharmacies operating under 'Medsen' brand)
- Operating 4 well-invested GMP-compliant facilities
 - 2 in the Netherlands: non-sterile and sterile compounding
 - 1 in Belgium: API repacking and (non)sterile compounding
 - 1 in Spain: API repacking
- Services **>200 hospitals & clinics**, and **>3,300 retail pharmacies**
- Realised an organic revenue CAGR of ~10% (2021-2023E)
- Highly committed management team with strong track record



Debt financing and repayment



Financing of Ceban acquisition and available funds

- Bridge loan of 200m€ to be replaced by syndicate loan or bond by end of 2024
- expected **positive** annual **free cash flow after interest payments** (c. €30-40m) fully available for redemption of credit facility starting from 2025
- Revolving credit facility of up to €75m available to finance growth of other segments; maximum net leverage of 3 restricting



*RCF = Revolving Credit Facility



"Medios delivers the best quality – reliably, competently and fast. These are key criteria for the optimal care of our patients." 1 Medios at a Glance

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Compelling Investment Case

#1 in
Specialty
Pharma
market in
Germany



Unique business model with compounding and supply networks supported by digital platform

Attractive and rapidly growing market in Germany and Europe



Leveraging market leadership in Germany to build European Specialty Pharma platform

Culture, leadership and sustainability as key enablers



Strong and profitable growth with solid balance sheet and cash generation



Undisputed market leader in Germany with clear USPs

High economies of scale

Highest international quality standards (GMP¹ and GDP^2)

Critical size to cope with and benefit from regulation

Largest network of specialty partner pharmacies (~800 out of ~1,000)

Compounding capacities of > 600k preparations p.a.



3.8% **Market share** in

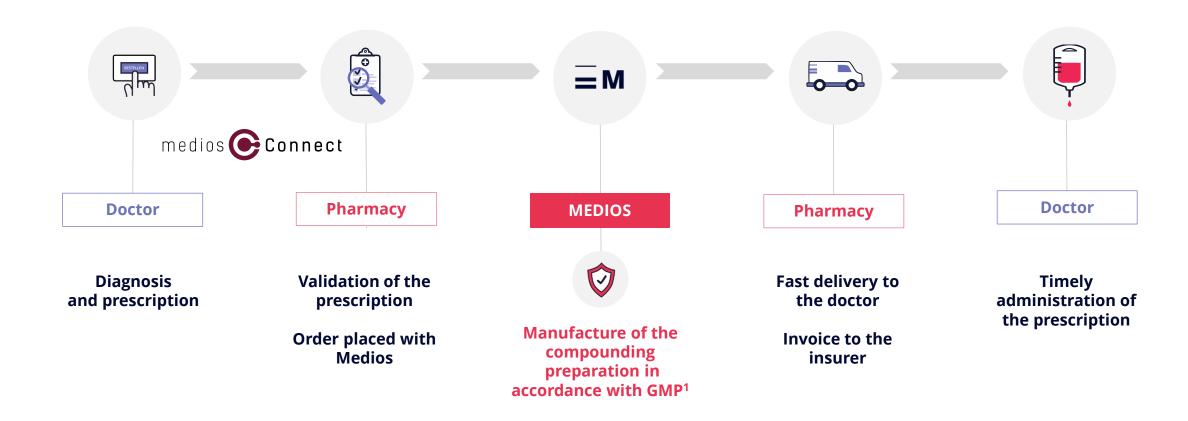
Specialty Pharma Compounding in Germany



14%

Market share in Specialty Pharma Supply in Germany

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



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

¹ GMP = Good Manufacturing Practice

Strong position among market players

Wholesale Companies

- Full-line wholesalers (~100,000 products)
- Primarily a logistics partner not a consulting partner
- Mandatory legal inventory range of 14 days
- Intransparent discount structures

Specialized Merchants

- Limited range
- Focus on niche segments and special processes

Manufacturing Companies

- Mainly regional focus
- Primarily manufacturers, not consulting partners
- Limited range

Pharmacies

... more than 200 pharmacies with clean room

- No GMP¹ certification
- Less cost-effective manufacturing

Patient-Specific Therapies

Pharmaceutical Supply





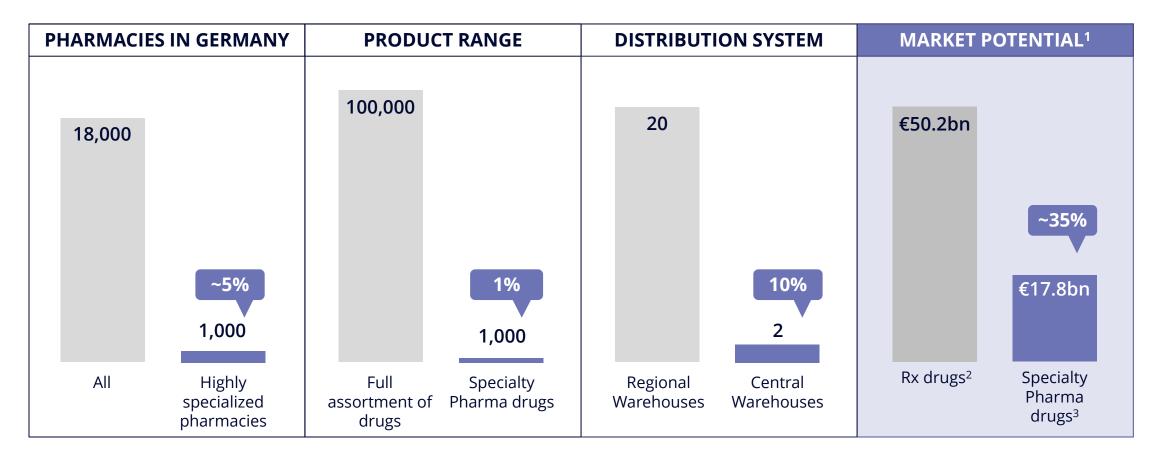






Healthcare

Pharmaceutical Supply: Unique Selling Propositions – Highly focused and highly efficient



Full Range Wholesaler — Medios

#1 in Specialty Pharma market in Germany

Undisputed market leader

Total revenue **German Specialty Pharma Market: €17.8bn**²

Medios market share: ~ 10%¹

Total revenue Germany

Patient-Specific Therapies: €5.9bn²

Medios market share: ~ 3.8%¹

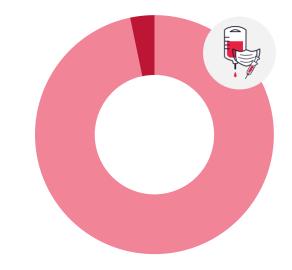
Total revenue Germany

Pharmaceutical Supply: €11bn²

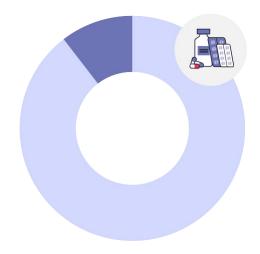
Medios market share: ~ 14%¹



- Specialty Pharma Germany
- Medios market share



- Patient-Specific Therapies
- Medios Patient-Specific Therapies



- Pharmaceutical Supply
- Medios Pharmaceutical Supply

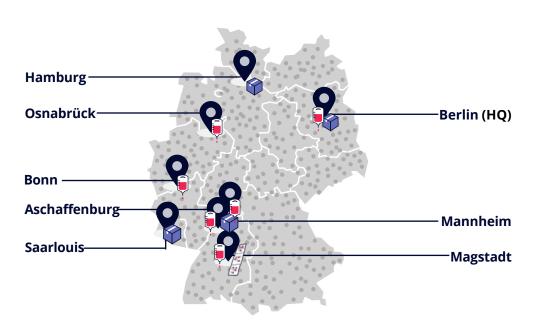


¹ Based on FY 2023 | Source: Bundesbericht GAmSi Jan-Dec 2021 | IQVIA, Global Use of Medicines 2022: Outlook to 2026; Medios calculations

² Segment revenues do not sum up to total revenue as revenues generated with tools are only included in the total numbers.

Executive summary

Excellent geographic coverage through a market leading German and strong European network



With the acquisition of Ceban, Medios will have a leading position in Specialty Pharma compounding in Europe

Germany

- 6 GMP labs/ 1 blistering lab; 2 central / 2 regional warehouses
- Around 800 specialized partner pharmacies
- FY 2023: Around 400,000 individualized preparations

Europe: Germany, Netherlands, Belgium, Spain

- 10 GMP-(compliant) labs
- Around 800 specialized partner pharmacies in DE,
 23 own pharmacies in NL and additional 3,300 partner pharmacies, >200 hospitals across Europe
- > 1 million individualized preparations



Highly focused and efficient Specialty Pharma supply business

Supplying
~800 out of
~1,000
specialized
pharmacies in
Germany

Offering all

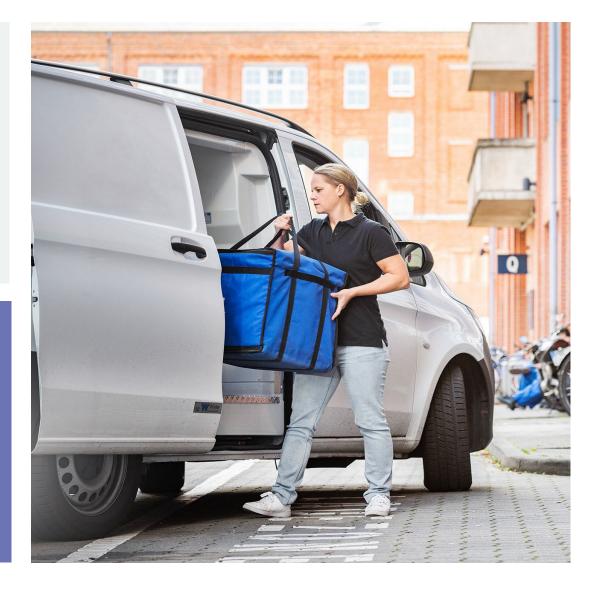
1,000 Specialty
Pharma drugs
out of 100,000
available
products

Operating
2 central
warehouses vs.
20 for average
pharma wholesaler

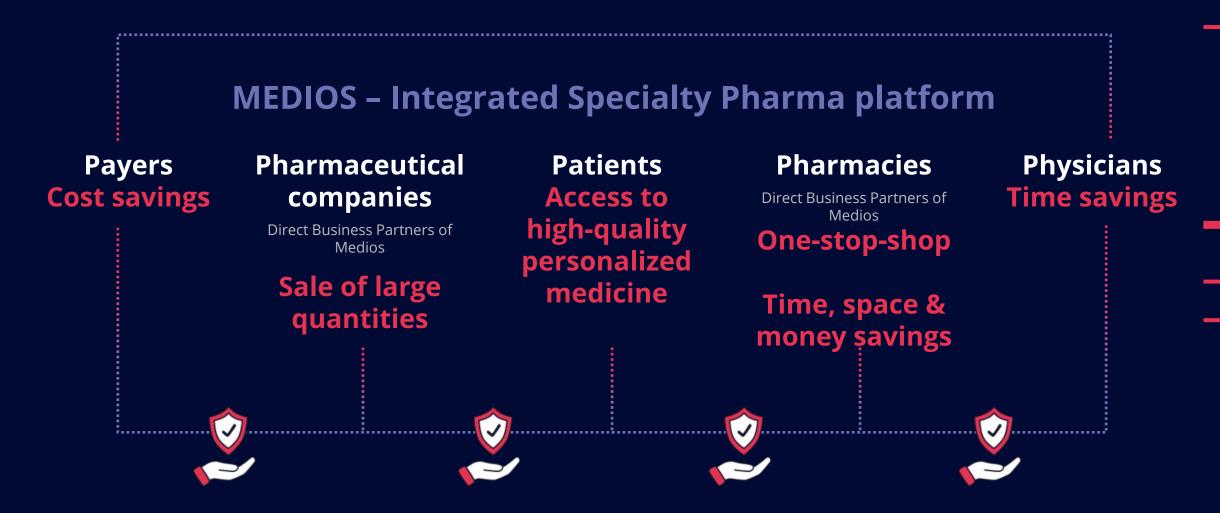


Targeting
around 36% of
the €50bn
German
Rx Pharma
market





Our integrated Specialty Pharma platform offers substantial (added-)value for all stakeholders





Unique business model

Improved safety at lower costs for AMD treatment

- Sterile, single-use syringes (GMP¹)
- Ready-to-use packaging
- Efficient use of active ingredient
- Simplified ordering and billing processes (mediosconnect)
- Win-Win-Situation

Improved safety for Patients

Time savings for Physicians

Cost savings for Payers

Low risk business profile

- Largely independent of economic cycles
- Sustainable annual cash flow generation

Low capital intensity Capex €5m p. a. Market with **steady**, **long-term growth**

- Critical size with scale effects to benefit from increasing need for quality and efficiency
- As market leader, benefitting from regulatory changes in the mid to long term





Attractive and rapidly growing market in Germany and Europe

Benefitting from the megatrends

Ageing population

Rising prevalence of chronic disease

Individualization

New patient-tailored therapies

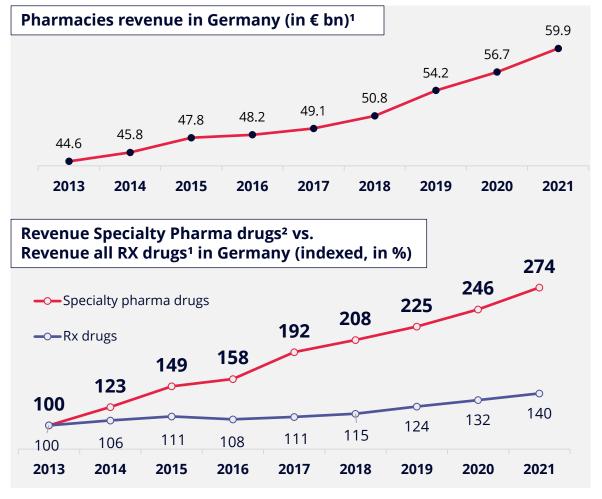
Focus on quality and efficiency

Increasing rate of outsourcing to GMP² facilities

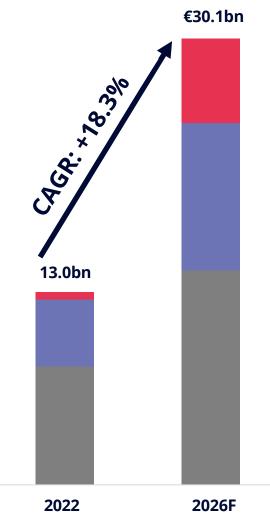


Specialty Pharma growing faster than the general pharmaceuticals market





Global advanced therapeutics market*



Cell therapies

Unmodified or genetically modified **cells** to **replace diseased cells**.

mRNA therapies

mRNA to create therapeutic proteins or to elicit an immune response.

Gene therapies

Genes or gene editing tools to **replace** missing or **repair** non-functional genes.

Leveraging market leadership

Advanced Therapies will revolutionize patient care – Medios' platform is an an enabler

Expert in patient-specific **GMP**¹ **manufacture** of therapies in **smallest batches**

Comprehensive **network of pharmacies** and **logistics for personalized medicine**

German platform in place, **European platform** being built



Culture, leadership and sustainability as key enablers

ESG embedded in management

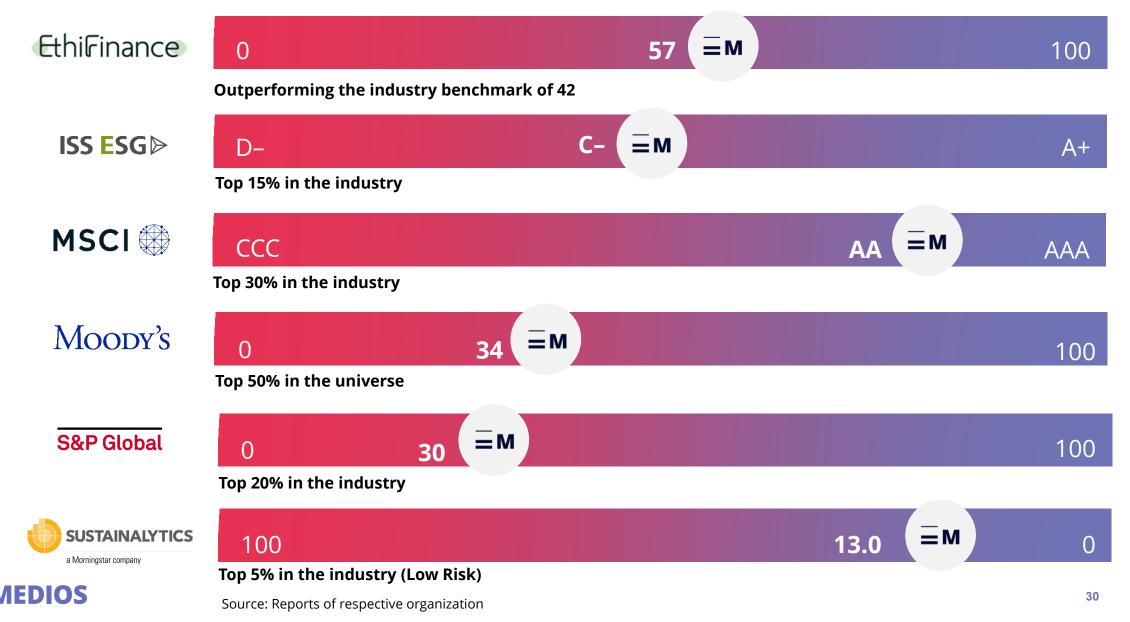
Comprehensive **"ESG strategy 2025"** as part of Corporate strategy

Implementation of ESG program **on track** measured against **57 KPIs**

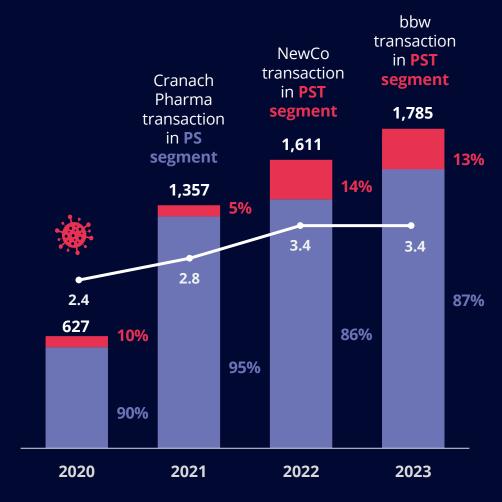
ESG committee steers all **ESG** activities:

chaired by CEO and comprising among representatives of all departments and operating areas the Supervisory Board's sustainability officer and the members of the Executive Board

Average to above-average ESG Ratings (as of March 2024)



Segment revenue, EBITDA pre¹ margin (in €m, %)



Revenue Patient-Specific Therapies (PST) **Revenue** Pharmaceutical Supply (PS)



Strong financials

Proven track-record

EBITDA pre¹ margin 2023

Medios Group 3.4%

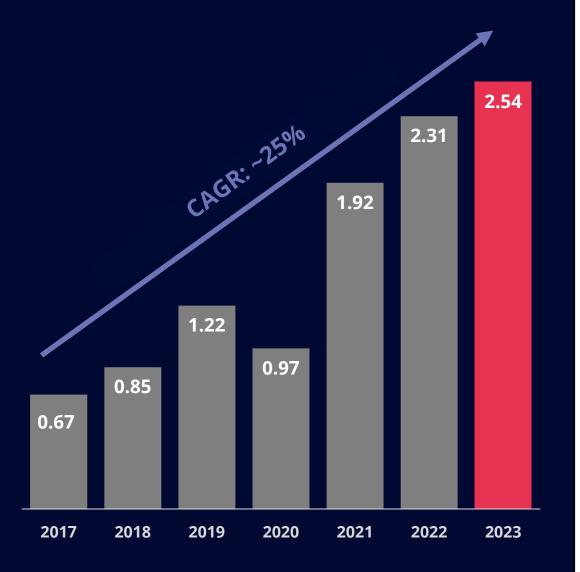
Patient-Specific Therapies 9.7%

Pharmaceutical Supply 3.0%

¹ 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

31

Group EBITDA pre¹ per share in €



Strong financials

Creating value since IPO

Value-creation for shareholders and stakeholders improved financials through synergies

¹ 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



"I am passionate about working for Medios because patient care is at the center of what we do."

1 Medios at a Glance

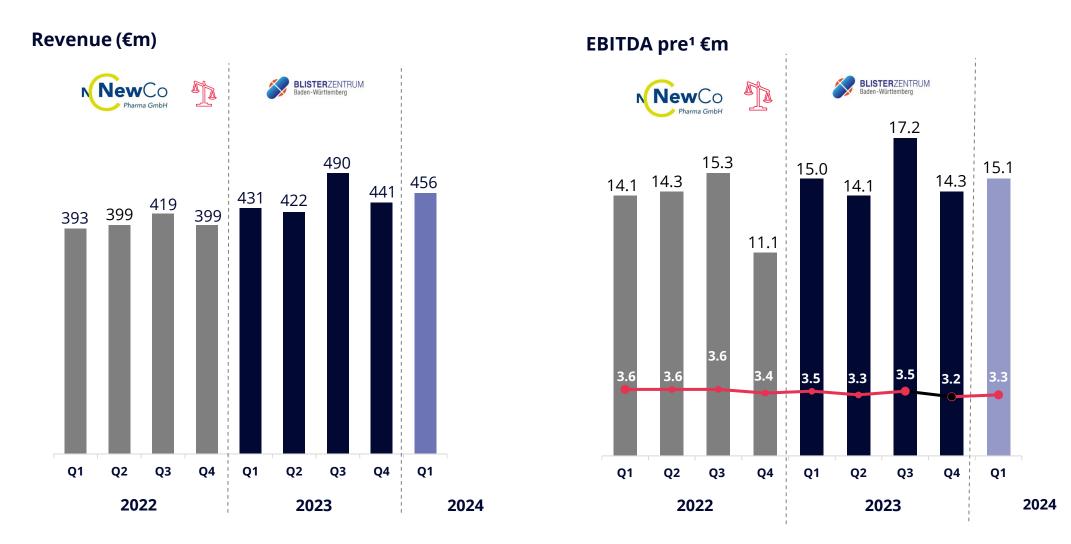
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QoQ - Revenue and EBITDA pre growth



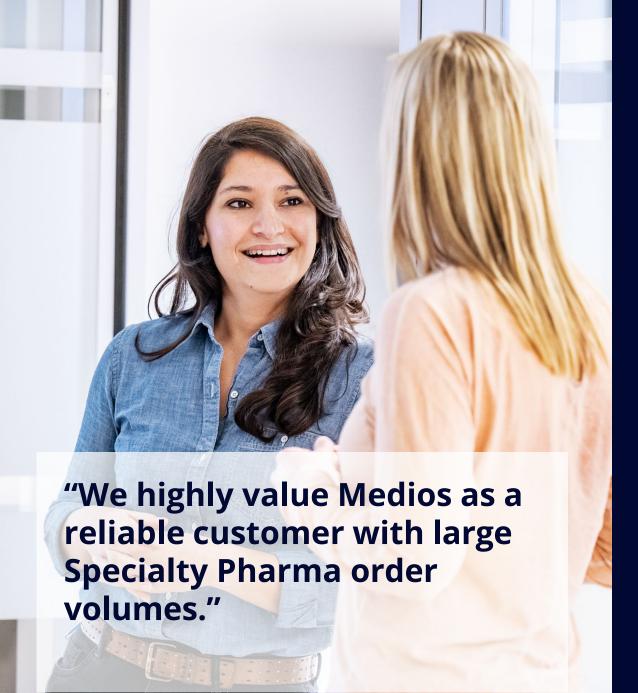


Q1 2024 - Solid Group financials and strong operating CF

In € million	Q1 2024	Q1 2023	Δ in %	Comments			
Revenue	456.2	431.2	5.8%	Revenue driven by PS segment			
Gross profit¹ gross margin in %	27.6 <i>6</i> .1%	27.9 6.5%	-0.9% -6.3%	 Gross profit almost flat; growth in PS segment consumed by lower gross profit of PST due to deconsolidation of KB, regulatory headwinds, and 			
EBITDA pre ² margin in %	15.1 <i>3.3</i> %	15.0 <i>3.5</i> %	0.8% -5.7%	higher performance-based payments • EBITDA pre almost stable; margin impacted by the			
Conversion rate in % (EBITDA pre/gross profit)	54.6%	53.6%	1.9%	same effects as described for gross profit above except			
EBIT	6.5	8.0	-18.5%	for the performance based payments (adjusted) and the deconsolidation of KB (almost no EBITDA impact)			
EPS (€), undiluted	0.17	0.20	-16.2%	 Strong operating CF of €43.4m mainly due to positive 			
CF from operating activities	43.4	-25.4	<-100.0%	operating result and actively managed working capital on the reporting date; consequently, strong free CF			
CF from investing activities	-0.4	-17.2	-97.7%	 Investing CF of €-0.4m mainly resulted from 			
CF from financing activities	-1.3	24.1	<-100.0%	investments in property, plant and equipment whereas Q1 2023 was dominated by acquisition of bbw (€19.2m)			
Free cash flow ³ (before M&A)	42.9	-25.6	<-100.0%	• Financing CF of €-1.3m reflects interest payments			
	31 Mar 2024	31 Dec 2023	∆ in %	(€-0.4 m) mainly provision rates for a bridge loan for the acquisition of CEBAN (€200 m), €-0.3m repayments of			
Inventories	59.1	59.3	-0.3%	financial liabilities and €-0.6m financial liabilities from			
Cash & cash equivalents	112.7	71.0	58.7%	rental agreements			
Equity ratio in %	473.0 75.0%	468.8 78.8%	0.9% -4.8%	 Increase in cash & cash equivalents, resulting from the positive operating cashflow 			



¹ Gross profit = Revenue - Cost of materials | ²EBITDA is defined as consolidated earnings before interest, taxes, depreciation and amortization. EBITDA pre is adjusted for special charges for stock options, expenses for M&A activities and for performance-based payments for the acquisition of compounding volumes as well as from 2024 expenses for ERP-System implementation | ³ Calculated as follows: Operating CF less CAPEX | KB Kölsche Blister



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Prelims 2023, guidance 2024, mid-term outlook 2025 2.15 Revenue (€bn) +~7.5% 1.90 - 2.10 +~11.1% ~1.80 2023E 2024E1 2025E 110 **EBITDA pre* (€m)** +~27.2% 82 - 91 +~43.0% ~61 4.3 3.4 Margin (%) 2023E 2025E 2024E¹ ¹Graphics based on mean value for 2024

Guidance 2024 & growth story

New Group: Significant revenue & EBITDA pre* increase expected

Guidance FY2023 met

Guidance FY 2024 based on:

- Ceban expected to be fully consolidated as of May 2024
- EBITDA pre* adjusted by certain one-offexpenses
- EBITDA pre* not adjusted by integration costs



^{*} EBITDA is defined as consolidated earnings before interest, taxes, depreciation and amortization. EBITDA pre is adjusted for special charges for stock options, expenses for M&A activities and for one-time performance-based payments for the acquisition of compounding volumes as well as from 2024 expenses for ERP-System implementation.

Compelling Investment Case

#1 in Specialty Pharma marketin Germany



Unique business model with compounding and supply networks supported by digital platform

Attractive and rapidly growing market in Germany and Europe



Leveraging market leadership in Germany to build European Specialty Pharma platform

Culture, leadership and sustainability as key enablers



Strong and profitable growth with solid balance sheet and cash generation





"I am convinced that close cooperation, knowledge sharing and transparency are key to deliver successfully on our ESG commitments."

> Dr. Yann Samson, Chairman of the Supervisory Board ESG Expert

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Ceban operates synergistic positions across the compounding value chain

	Compounding Services	API Services	Pharmacies	
Description	 Tailor-made medication compounded at GMP-compliant facilities for pharmacies, hospitals, clinics, and homecare Compounding facilities: Breda, NL: Sterile and nonsterile compounding Oostrum, NL: Sterile compounding Wilrijk, BE: Non-sterile and sterile compounding 	 Sourcing, repacking and distributing APIs and excipients to pharmacies and hospitals compounding in-house Repacking facilities: Wilrijk, BE Barcelona, ES 	 23 owned pharmacies across the Netherlands under the "Medsen" chain Automated digital services, including 24h dispensing machines 	Repacking of APIs, Belgium
Revenue breakdown	~45%	~15%	~40%	
Presence	Netherlands, Belgium	Belgium, Spain	Netherlands	
Synergies with Compounding Services		 ✓ Timely access to APIs ✓ Strong supply chain ✓ In-depth relationships with pharmacies, hospitals and clinics ✓ Starting point for 	 ✓ Providing insight in market demand and dynamics ✓ Negotiation power over wholesalers ✓ Access to other pharmacies through sale of dispensing 	

MEDIOS

Compounding Services

machines

Flexibility in distribution

Capsule filling, the Netherlands

Regulatory developments

Regulatory market developments are evaluated on a regular basis

Discounts

Federal Court of Justice (BGH) ruling against competitors; No more discounts to pharmacies permitted

9

Ę

`**%**,

E-Prescriptions

New digital infrastructures through mandatory e-prescriptions

Market Developments

<u>Pharmacists</u> can exchange selected biosimilar products

Interchangeability

(e.g.) New organization and new remuneration system for clinics

Clinic Reform

Medical Research Law

Represented first-time prices can impact special business

Supply Chain Act

New compliance requirements, currently not yet applied

Pharmacy Reform

New regulation of (e.g.) fees and documentation requirements



Financial overview

FY 2023 - Strong PS business; PST impacted by regulatory effects

	Pharmaceutical Supply 'PS'		Patient-specific Therapies 'PST'		Internal Services		IFRS consolidation		Group	
FY YoY in € million	FY 23	FY 22	FY 23	FY 22	FY 23	FY 22	FY 23	FY 22	FY 23	FY 22
Total segment revenue delta (yoy in %)	1,696.3 16.1%	1,461.7	256.4 -4.1%	267.3	8.9 13.9%	7.8	-176.9 <i>40.5%</i>	-126.0	1,784.7 10.8%	1,610.8
Revenue – external delta (yoy in %)	1,558.1 12.1%	1,390.3	226.0 2.7%	220.0	0.6 14.1%	0.5	n/a	n/a	1,784.7 10.8%	1,610.8
EBITDA pre ¹ margin (% of revenue – total) margin (% of revenue – external)	46.7 2.8% 3.0%	38.0 2.6% 2.7%	21.8 8.5% 9.7%	23.7 8.9% 10.8%	-8.0 -90.0% -13.5%	-6.8 -87.4% -13.1%	n/a	n/a	60.5 3.4% 3.4%	54.9 3.4% 3.4%



¹ 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 compounding volumes.

Appendix

The Medios share

Basic Information

Share Capital 25,505,723€

No. of shares 25,505,723

Share class No-par value bearer shares

ISIN DE000A1MMCC8

DE000A409682*

Segment Regulated Market Frankfurt

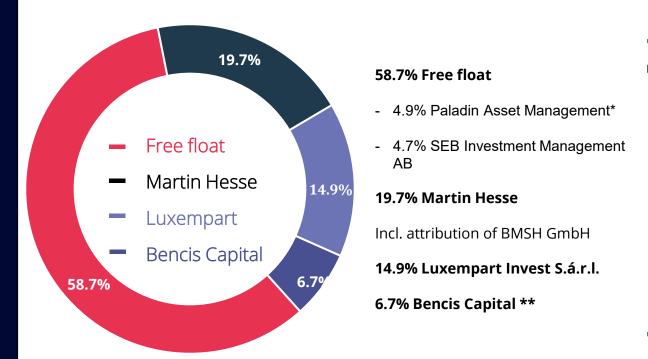
(Prime Standard)

Analyst Coverage

Covered by seven international investment banks / brokers

*Note pursuant to Sec. 7 German Stock Exchange Admission Regulation (*Börsenzulassungsverordnung* – BörsZulV): From a capital increase in kind registered with the commercial register on 11 June 2024, 1,700,000 newly issued shares came into existence, which bear a separate ISIN (DE000A409682) and which are currently not admitted to trading.

Shareholder Structure

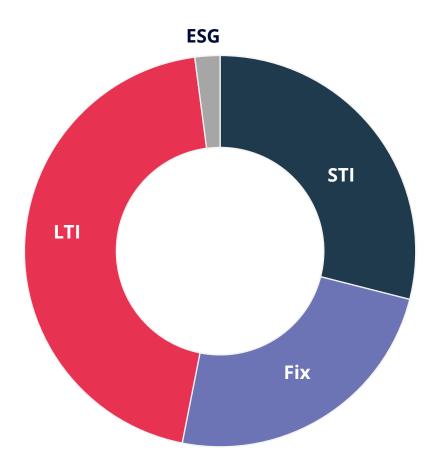


All figures according to voting rights notifications by the notifying parties

^{*} Paladin Asset Management Investment stock corporation with variable capital and sub-funds

^{**} In the course of a capital increase in kind in connection with the acquisition of Ceban Pharmaceuticals B.V., 1,700,000 new shares (ISIN DE000A409682) have been issued to Bencis Buyout Fund V GP B.V., acting for the risk and for the account of Bencis Buyout Fund V C.V., Amsterdam, the Netherlands ("Bencis"). These new shares are subject to a lock-up agreement entered into between Medios AG and Bencis, pursuant to which the disposal of the new shares is restricted for a period of 24 months upon completion of the transaction. Therefore, these shares will not be admitted to trading during the lock-up period.

Total target remuneration



Appendix

Remuneration System for the Executive Board (March 2023)

Compensation structure of the total target remuneration

Non-performance related fixed remuneration 28 – 35%

Performance related remuneration 65 – 72%

1. Annual Short-Term-Incentive (**STI**) (target: 100%) 28 – 35%, *thereof*

• M&A (40 %)

• Revenue growth (20 %)

• EBITDA growth (20 %)

• EBITDA margin (20 %)

2. **ESG** bonus (short-term) 2 – 3%

3. Long-Term-Incentive (**LTI**): Stock options 29 – 42%

Sum 100%

Appendix

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Creating the leading European Specialty Pharma Platform

Company Presentation

June, 2024