

Press Release

Medios AG: Successful financial year 2020

- Significant sales growth in 2020 – strong fourth quarter
- Outlook 2021: Sales expected to almost double to up to €1.2 billion and earnings to increase significantly in 2021
- Focus on further acquisitions, digitization and sustainability

Berlin, March 31, 2021 – Medios AG (“Medios”), the leading provider of Specialty Pharma solutions in Germany, has published its Annual Report 2020. In the reporting year 2020, group sales increased by 21.2% to €626.5 million (previous year: €516.8 million) compared to the same period of the previous year, thus reaching a record level despite a difficult market environment. However, due to the COVID 19-related effects, consolidated earnings did not reach the previous year's level: Consolidated earnings before interest, taxes, depreciation and amortization (EBITDA)* adjusted for extraordinary expenses amounted to €15.1 million (previous year: €17.7 million) and consolidated earnings before taxes (EBT)* adjusted for extraordinary expenses were around €12.0 million (previous year: €16.2 million). Medios carried out, or prepared, two forward-looking acquisitions in the year under review: Kölsche Blister GmbH expanded the company's business model to include the attractive service of blister packaging. With the acquisition of the specialized pharmaceutical wholesaler Cranach Pharma GmbH, which has since been completed, Medios has significantly strengthened its position as a full-range supplier in the Specialty Pharma segment. For the current fiscal year, Medios expects a significant increase in sales, for the first time exceeding one billion, to €1.2 billion, as well as a substantial jump in earnings.

Both operating segments with dynamic sales growth

The **Pharmaceuticals Supply** business segment achieved sales growth of 21.1% to €564.3 million in fiscal 2020 (previous year: €466.1 million). The main reasons for the strong growth were the further expansion of the partner network and the expansion of the product range, including the hemophilia indication area launched in September 2020. Adjusted EBITDA* for the segment declined by 19.1% to €9.6 million (previous year: €11.9 million) and adjusted EBT* fell by 27.2% to €8.2 million (previous year: €11.2 million). This segment result in particular was burdened by Corona-related effects, such as higher procurement costs.

The **Patient-Specific Therapies** business segment generated sales of €61.9 million in fiscal 2020, an increase of 22.7% over the previous year (previous year: €50.4 million). This was due in particular to the significant increase of individualized manufacturing units to over 100,000 in 2020 and the further diversification of the indication areas.

Adjusted EBITDA* for the segment decreased by 4.8% to €5.9 million (previous year: €6.2 million). Adjusted EBT* decreased by 12.7% to €4.7 million (previous year: €5.4 million).

Matthias Gaertner, CEO and CFO of Medios AG: "In a difficult and challenging environment, we continued to grow double-digit in 2020. Despite the Corona-related special effects in the second quarter, we were able to close the 2020 financial year with a very good fourth quarter. We have also already set the course for a successful and sustainable continuation of our growth path: In addition to organic growth, we are focusing in particular on further acquisitions with a focus on patient-specific therapies. In addition, we want to help shape the digitization of the healthcare sector – also with our innovative online trading platform mediosconnect. With the development of a comprehensive ESG strategy, we will put an exclamation mark on sustainability."

Medios' activities with regard to environmental, social and governance aspects (ESG) are described in a voluntary Nonfinancial Consolidated Statement in the annual report, for the first time. In addition, by joining the United Nations Global Compact in March 2021, Medios voluntarily committed itself to complying with the ten universal principles and sustainability goals of the world's largest initiative for responsible corporate governance.

Positive outlook 2021

Medios expects strong growth in fiscal 2021 despite the still challenging market environment. Including the acquisition of Cranach Pharma GmbH, the company expects consolidated sales of €1.15 to €1.20 billion, adjusted EBITDA* of €38 to €39 million and adjusted EBT* of €31 to €32 million. This corresponds to sales growth of around 84 to 92% and an even more significant increase in adjusted EBITDA* of around 152 to 159% and an increase in adjusted EBT* of around 158 to 166%. In this context, Medios assumes that the Corona-related special effects burdening earnings will continue to weaken in the course of 2021.

Medios AG's Annual Report 2020 is available for download on the Investor Relations website <https://medios.ag/investor-relations/reporting-center>.



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***EBITDA** is defined as net earnings before interest, income taxes, depreciation and amortization. **EBT** is defined as net earnings before income taxes. **Adjusted EBITDA** and **adjusted EBT** are each adjusted for extraordinary expenses for stock options, M&A activities and amortization of the customer base.

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 and member of the SDAX selection index (Prime Standard) (ISIN: DE000A1MMCC8).

www.medios.ag

Contact

Claudia Nickolaus
Head of Investor & Public Relations

Nikolaus Hammerschmidt
Senior Consultant Investor & Public Relations

Medios AG

Heidestraße 9 | 10557 Berlin | Germany
P +49 30 232 566 800
c.nickolaus@medios.ag
www.medios.ag

Kirchhoff Consult AG

Borselstraße 20 | 22765 Hamburg | Germany
P +49 40 609 186 18
nikolaus.hammerschmidt@kirchhoff.de
www.kirchhoff.de

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