



Q3/9M 2022 Results

Matthias Gaertner, CEO

Falk Neukirch, CFO

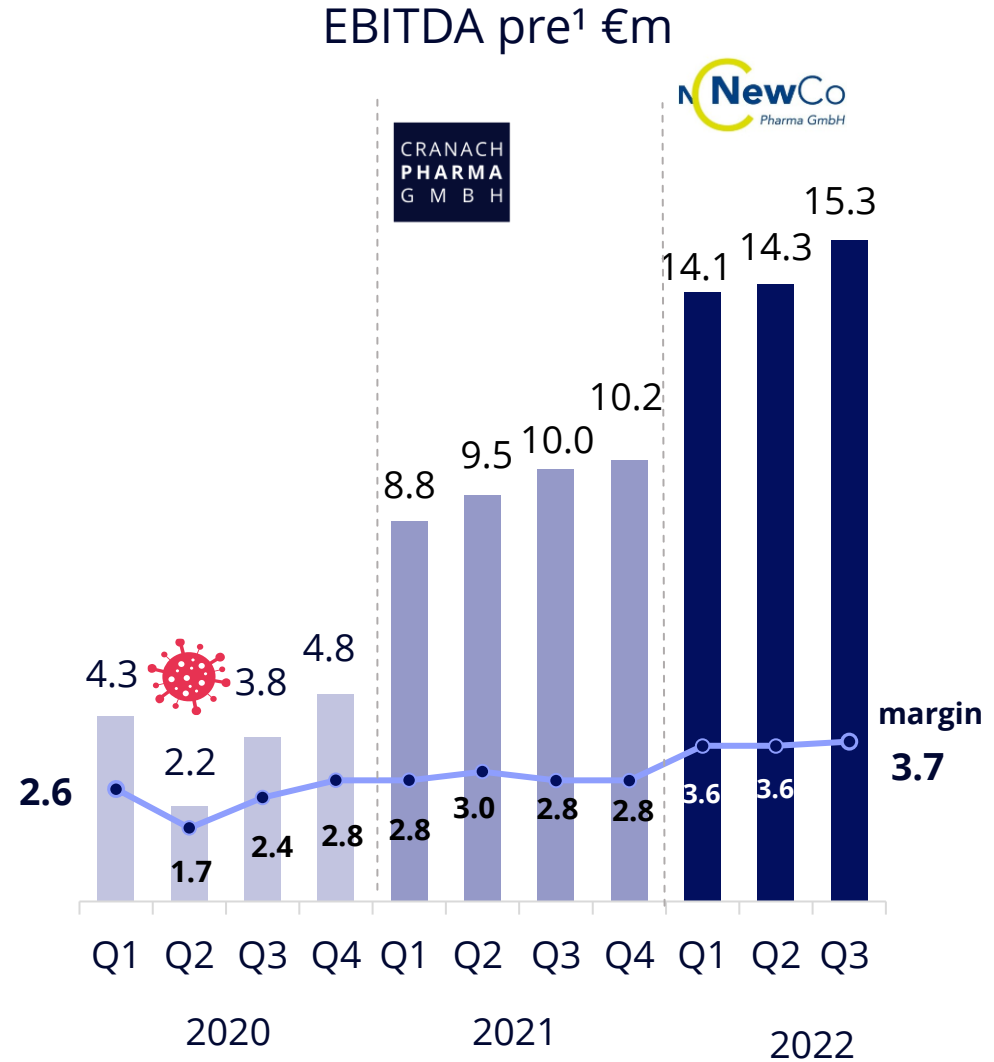
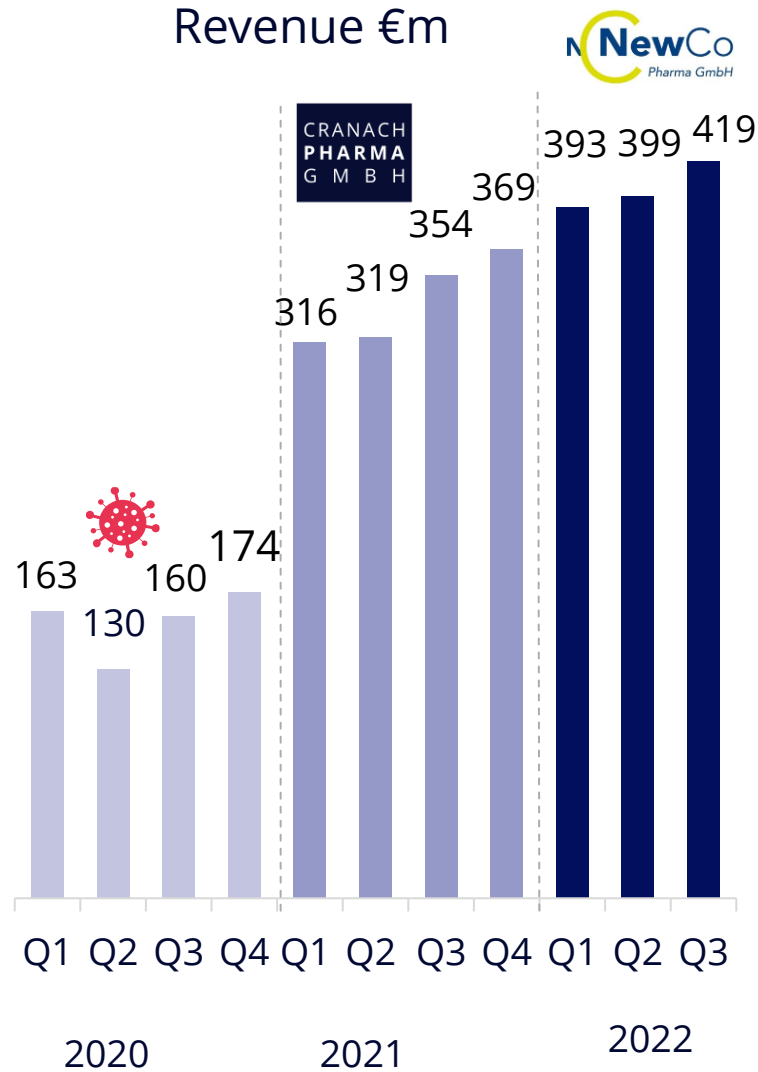
November 10, 2022

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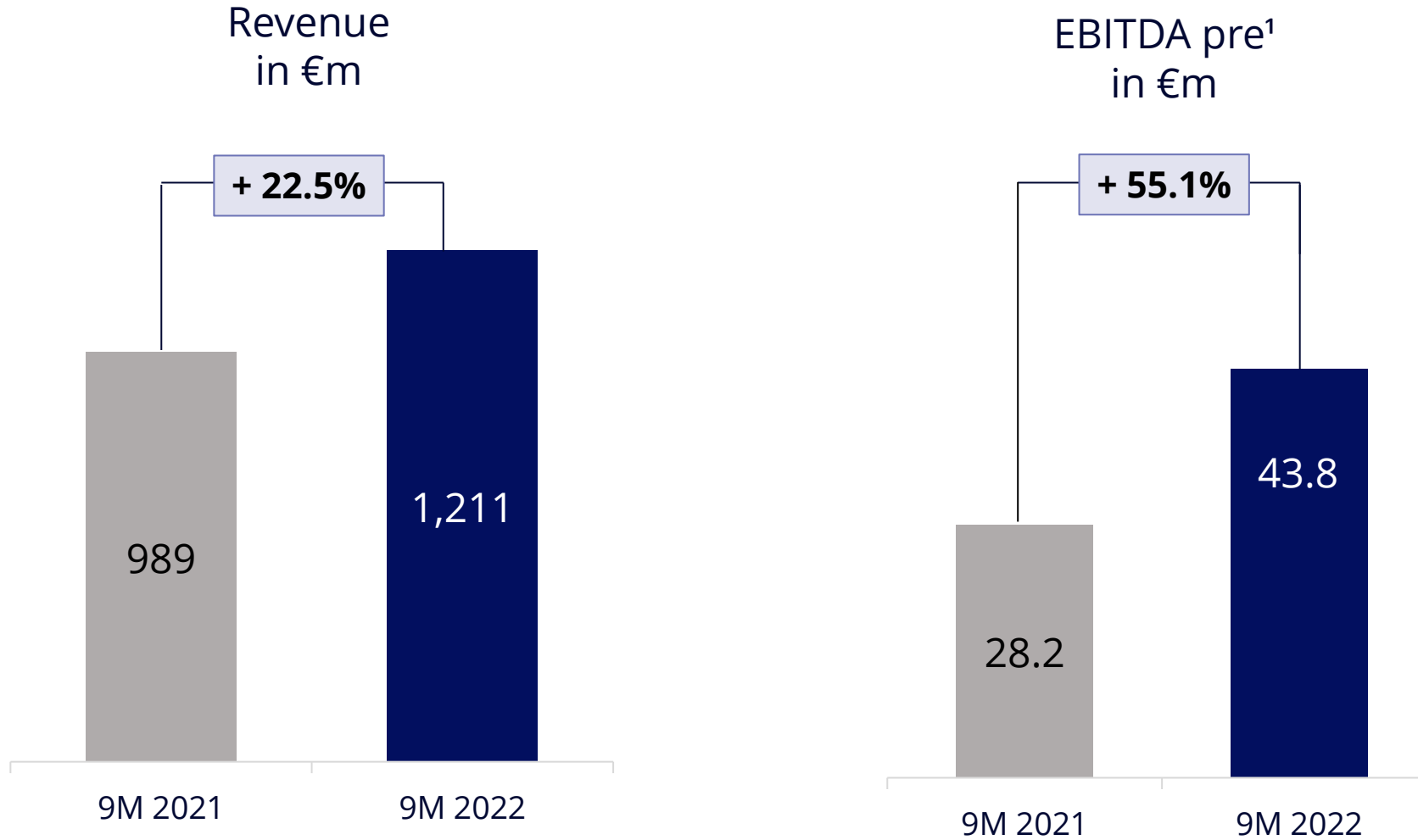
Highlights 9M 2022: Strong financials with KPIs at record levels

Operations	<ul style="list-style-type: none">• Milestone reached in PST segment¹: Manufacturing permit granted for new GMP²-lab in Berlin – increasing compounding capacities and optimized logistics• NewCo Pharma integration progressing well: Ongoing synergy and cross-selling effects• Temporary inventory build-up in H1 in anticipation of rising prices already reduced in Q3• Q3 business burdened by new reimbursement scheme that became effective on Sep 1• Preparation of mid- and long-term strategy incl. internationalization & diversification completed and to be presented at Medios' CMD in Nov 24, 2022
Financials	<ul style="list-style-type: none">• Strong 9M: Sales up by around 23% including 7% organic growth; again, record quarter• Positive operating cash flow• Forecast confirmed: Revenue expected to reach upper end of the range of €1.45-1.6bn, and EBITDA pre to reach the lower half of the range of €52-58m due to regulatory changes
ESG & Governance	<ul style="list-style-type: none">• Re-inclusion in the Deutsche Börse SDAX selection index• Good progress in implementation ESG strategy 2025• Continuation of Management team: CEO contract prematurely extended• Transfer of Medios' registered office from Hamburg to Berlin

Growth and earnings achieve record levels

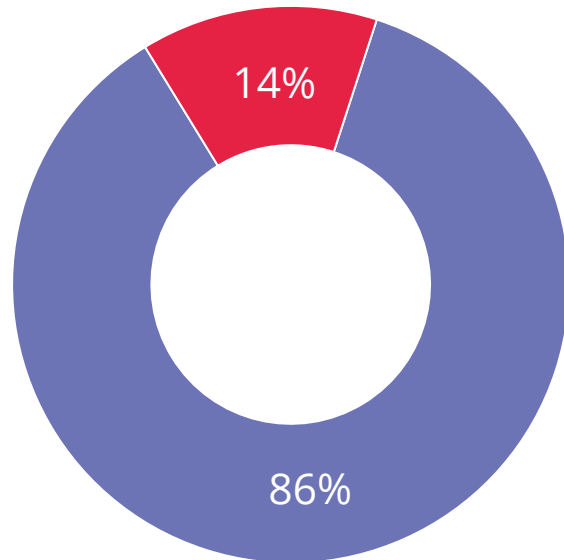


9M 2022 – Continuous and sustainable growth



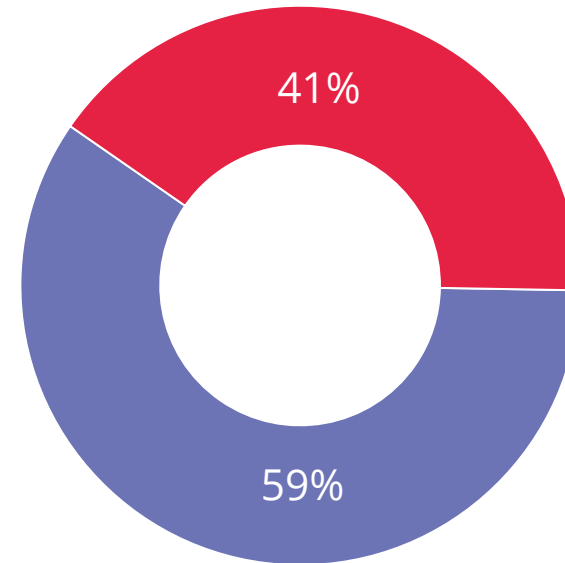
9M 2022 – Split by operative segments: Significant rise of PST significantly increased

Revenue by segment



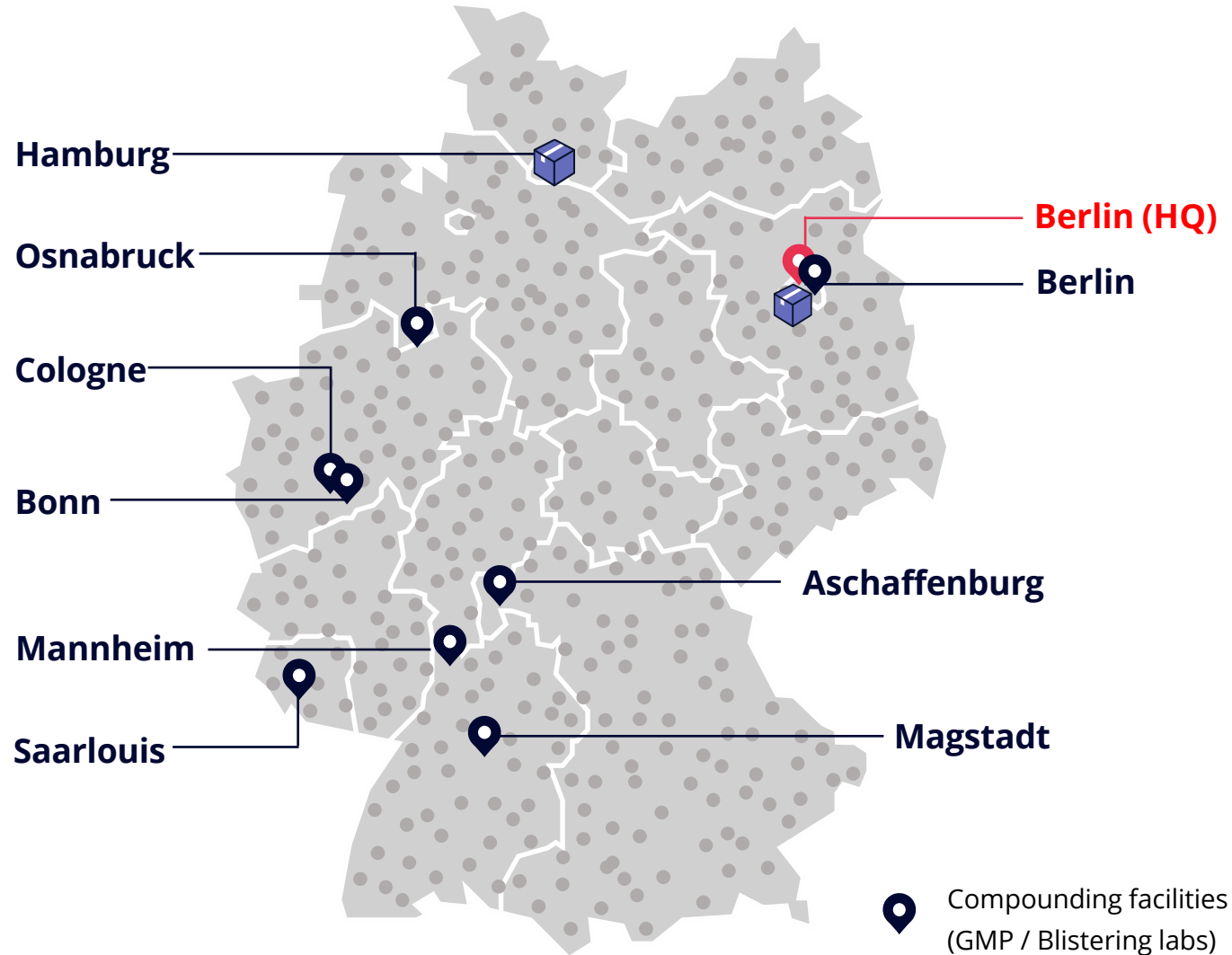
- Pharmaceutical Supply
- Patient-specific Therapies

EBITDA pre by segment



- Pharmaceutical Supply
- Patient-specific Therapies

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



- 7 GMP¹ / blistering **labs**
- 2 **warehouses**
- Around 600 **specialized partner pharmacies**
- Around **320,000 individualized preparations** manufactured in 2021 (pro forma: Medios including NewCo Pharma)
- **Compounding capacities** expected in Oct 2022: around **500k - 600k** preparations p.a. including new labs in Berlin and NewCo Pharma's labs

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9M 2022 – Financials

In € million	9M 2022	9M 2021	Δ%
Revenue	1,211.4	988.8	22.5%
Gross profit ¹	81.5	49.8	63.7%
gross margin in %	6.7%	5.0%	34.0%
EBITDA pre ²	43.8	28.2	55.1%
margin in %	3.6%	2.9%	24.1%
Conversion rate in % (EBITDA pre/gross profit)	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	444.8	394.2	12.8%
ratio in %	75.6%	75.2%	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: €-3.6m - €-3.2m, 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)

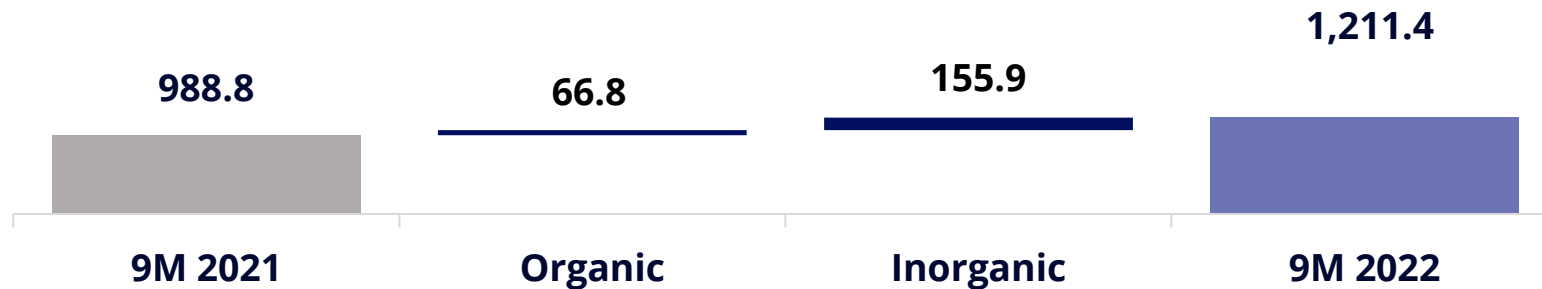
9M 2022 – Ongoing organic and inorganic revenue growth

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
Medios Group total	988.8	66.8	155.9	1,211.4
<i>Medios Group total in %</i>		<i>6.7%</i>	<i>15.8%</i>	<i>22.5%</i>

Comments

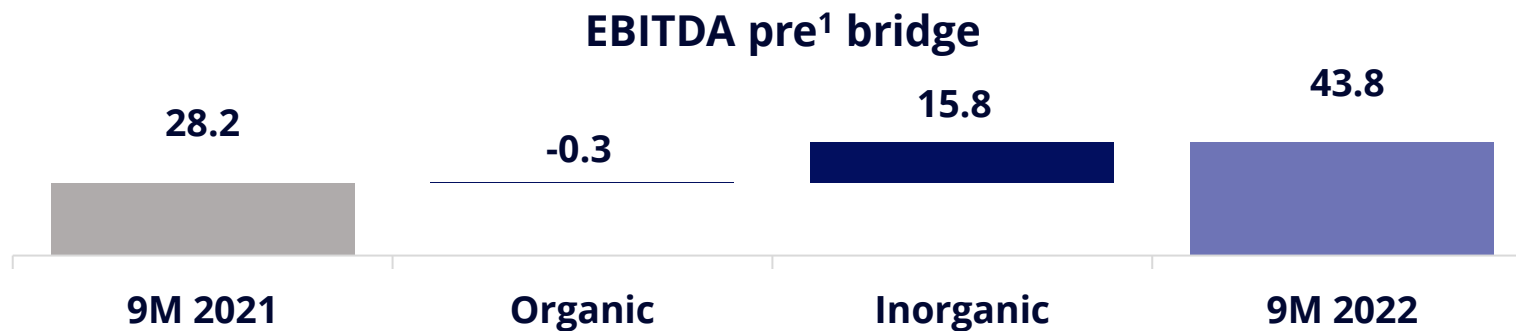
- Inorganic Growth (+15.8%; €+155.9m) driven by NewCo acquisition
- Almost 7% organic growth (€+66.8m)

Revenue bridge



9M 2022 – EBITDA pre¹ driven by acquisition of NewCo Pharma

9M YoY EBITDA pre ¹ in €m	9M 2021	Organic	Inorganic (NewCo only)	9M 2022	Comments
Pharmaceutical Supply	23.8	1.2	3.1	28.2	<ul style="list-style-type: none"> • EBITDA pre of PS and PST segments grew mainly inorganically • Acquisition of NewCo Pharma led to EBITDA pre¹ contribution of €15.8m (€12.7m in PST; €3.1m in PS)
Patient-specific Therapies	6.0	0.7	12.7	19.3	
Services	-1.6	-2.2	0.0	-3.8	
Medios Group total	28.2	-0.3	15.8	43.8	<ul style="list-style-type: none"> • Services reflects integration efforts as well as strategy projects combined with increased needs for central functions
<i>Medios Group total in %</i>		<i>-1.1%</i>	<i>56.0%</i>	<i>55.3%</i>	

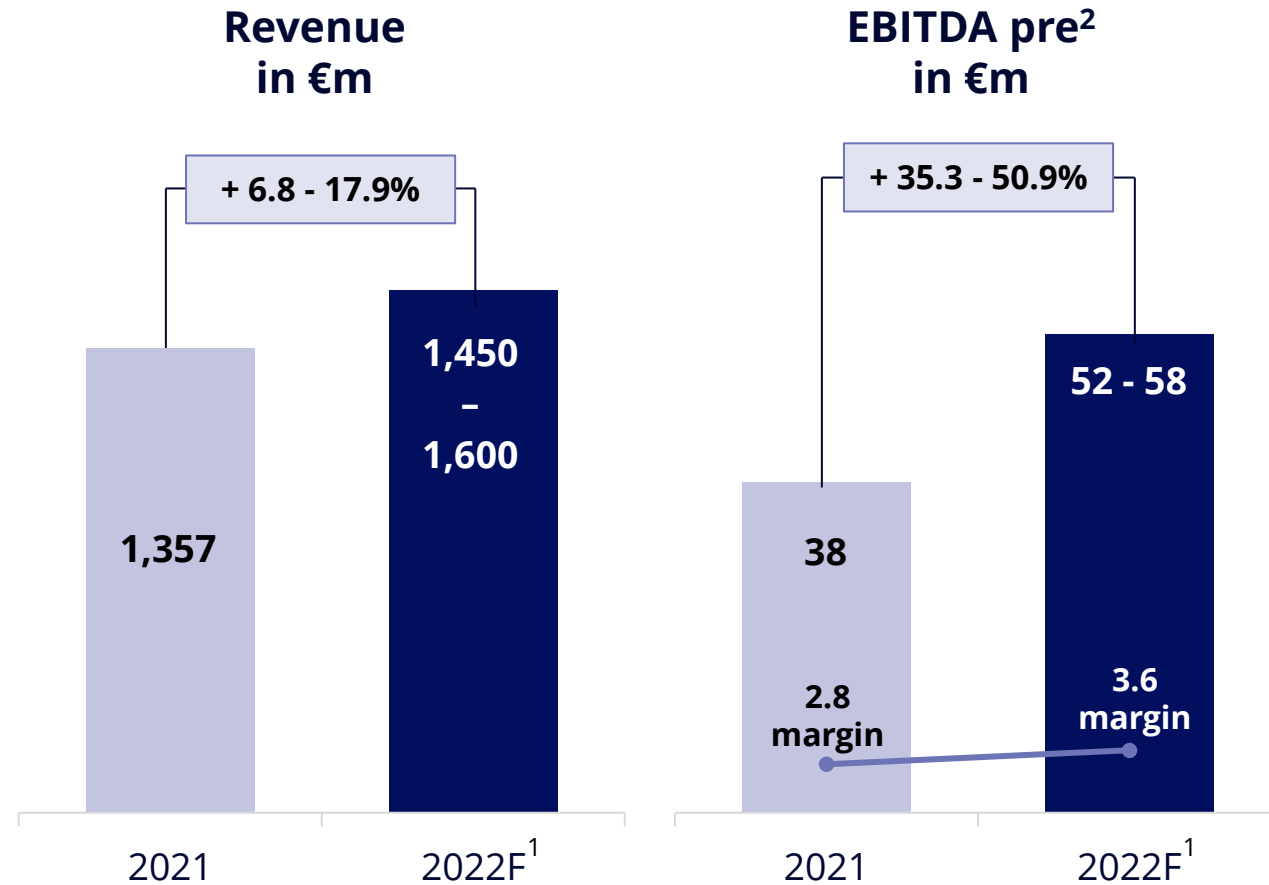


9M 2022 – Strong Group margin, mainly as a result of increased PST share

In € million	Pharmaceutical Supply 'PS'		Patient-specific Therapies 'PST'		Internal Services and IFRS consolidation		Group	
	9M 2022	9M 2021	9M 2022	9M 2021	9M 2022	9M 2021	9M 2022	9M 2021
Total segment revenue <i>delta (y-o-y in %)</i>	1,097.0 13.7%	965.3	202.1 272.4%	54.3	-87.7 184.7%	-30.8	1,211.4 22.5%	988.8
Revenue - external <i>delta (y-o-y in %)</i>	1,044.4 10.9%	941.7	166.6 258.0%	46.5	0.4 -18.5%	0.5	1,211.4 22.5%	988.8
EBITDA pre¹ <i>margin (% of revenue - total)</i>	28.2 2.6%	23.8 2.5%	19.3 9.6%	6.0 11.0%	-3.8 -63.1%	-1.6 -26.1%	43.8 3.6%	28.2 2.9%
<i>margin (% of revenue - external)</i>	2.7%	2.5%	11.6%	12.9%	-973.5%	-332.5%	3.6%	2.9%

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Guidance FY 2022 confirmed (1/2)



Comments

Forecast confirmed despite ongoing global uncertainties

Revenue expected to reach upper end of the range of €1.45-1.6bn

EBITDA pre¹ expected to reach the lower half of the range of €52-58m (increase of 35.3% to 50.9% compared to 2021) due to 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

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

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: e.g., clinical trial supply
- **Regulatory price reduction** effective since Sep 1, 2022, for certain cytostatic drugs - negative impact on the PST* segment
- Consideration of possible risks: e.g., 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

Medios' growth strategy

Organic growth

- **Compounding capacities to triple** as a result of new labs in Berlin
- Advance market penetration through innovative **digital trading platform** mediosconnect
- Expansion and ongoing **diversification of indication areas**
- Exploit **cross-selling** opportunities

Inorganic growth

- **Compounding** from partner pharmacies to be potentially integrated into Medios' labs
- **Add further labs** in case of geographical fit and/or complementary indications
- Ongoing M&A to further increase EBITDA pre margin by
 - **Internationalization** and / or
 - **Launch of new segment**

Forward-looking strategy for internationalization & launch of new segment to be presented at CMD in Nov 2022

Implementation of ambitious ESG strategy 2025 on track

Status Quo

- ✓ Rating Updates from MSCI and ISS ESG
- ✓ Focus on examination of energy-saving measures throughout Medios Group
- ✓ Implementation process of IT-based ESG-platform completed by end of the year

Future

2023 and beyond

- Achieve climate neutrality at own sites in FY 2023
- Supplier Code of Conduct and assessment of suppliers
- ...

34 targets, realized through 65 measures using 57 different KPIs

Ratings by 



More to come...

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Q3 / 9M 2022 - Key figures (1/2)

in € thousand	9M 2022	9M 2021	Δ in %	Q3 2022	Q3 2021	Δ in %
Revenue	1,211,397	988,765	22.5%	419,218	353,839	18.5%
Pharmaceutical Supply	1,044,383	941,745	10.9%	361,926	338,185	7.0%
Patient-Specific Therapies	166,626	46,544	258.0%	57,141	15,498	268.7%
Services	388	476	-18.5%	150	156	-4.0%
EBITDA	41,090	27,197	51.1%	14,302	9,610	48.8%
<i>Margin (in % of revenue)</i>	3.4%	2.8%	21.4%	3.4%	2.7%	25.9%
EBITDA pre*	43,759	28,207	55.1%	15,304	9,951	53.8%
<i>Margin (in % of revenue)</i>	3.6%	2.9%	24.1%	3.7%	2.8%	32.1%
Pharmaceutical Supply	28,202	23,808	18.5%	10,746	8,560	25.5%
Patient-Specific Therapies	19,339	5,983	223.2%	6,093	2,030	200.2%
Services	-3,782	-1,584	138.7%	-1,535	-638	140.5%
EBIT	24,970	15,601	60.1%	8,877	5,687	56.1%
<i>Margin (in % of revenue)</i>	2.1%	1.6%	31.3%	2.1%	1.6%	31.3%
Comprehensive income before minority interests	15,851	9,890	60.3%	5,879	3,617	62.5%

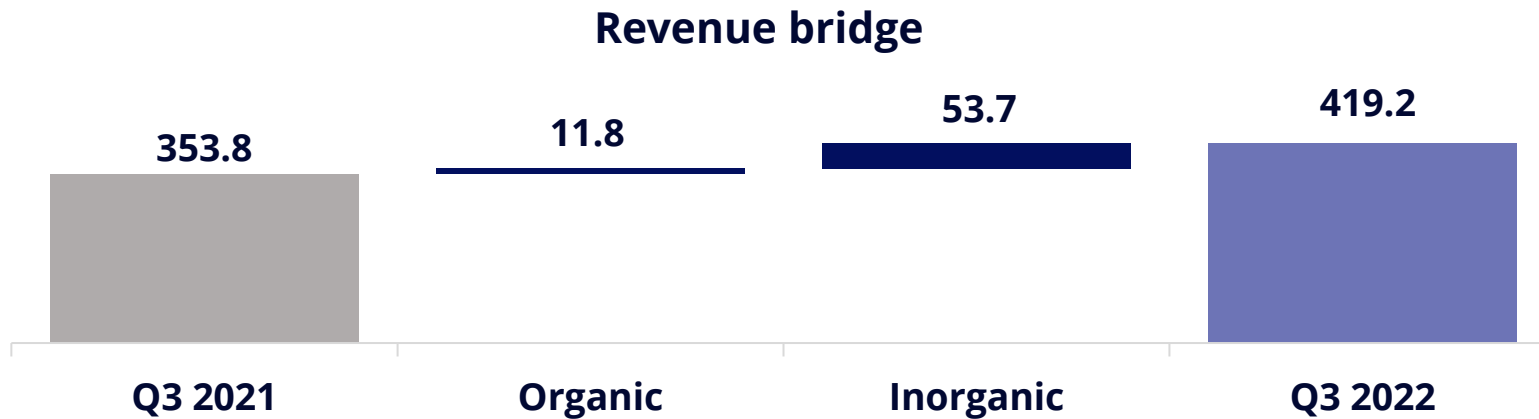
Key Performance Indicator (KPI): Figures used to manage the Company's success

Q3 / 9M 2022 - Key figures (2/2)

in € thousand	9M 2022	9M 2021	Δ in %	Q3 2022	Q3 2021	Δ in %
Earnings per share (in €)						
Undiluted	0.67	0.50	34.0%	0.25	0.18	38.9%
Diluted	0.66	0.48	37.5%	0.25	0.17	47.1%
Investments (CAPEX)	3,576	8,984	-60.0%	712	3,188	-77.7%
Cash flow from operating activities	17,875	40,359	-55.7%	7,944	10,705	-25.8%
Extraordinary expenses	2,669	1,010	164.3%	1,002	342	193.1%
Expenses from stock options ¹	2,063	850	142.6%	688	264	160.6%
Other M&A expenses ¹	606	159	280.2%	314	78	303.5%
	Sep 30,2022	Dec 31,2021	Δ in %			
Full-time employees	514	301	70.8%			
Balance sheet total	588.044	524,142	12.2%			
Equity	444,759	394,164	12.8%			
<i>Equity ratio (in %)</i>	75.6%	75.2%	0.5%			

Q3 2022 – Record quarter driven by NewCo acquisition and supported by organic growth

Q3 YoY Revenue in €m	Q3 2021	Organic	Inorganic	Q3 2022	Comments
Pharmaceutical Supply	338.2	10.1	13.6	361.9	<ul style="list-style-type: none"> • Inorganic growth driven by NewCo integration • Organic growth 3.3%
Patient-specific Therapies	15.5	1.7	40.1	57.1	
Services	0.2	0.0	0.0	0.2	
Medios Group total	353.8	11.8	53.7	419.2	
Medios Group total in %		3.3%	15.2%	18.5%	



Q3 2022 – Record quarter driven by NewCo acquisition

Q3 YoY EBITDA pre* in €m	Q3 2021	Organic	Inorganic	Q3 2022
Pharmaceutical Supply	8.6	1.1	1.1	10.7
Patient-specific Therapies	2.0	0.3	3.7	6.1
Services	-0.6	-0.9	0.0	-1.5
Medios Group total	10.0	0.5	4.8	15.3
Medios Group total in %		5.0%	48.0%	53.0%

Comments

- Successful integration of NewCo Pharma led to EBITDA pre* contribution of €4.8m (€1.1m in PS; €3.7m in PST)
- PST segment negatively impacted by regulatory changes which became effective in Q3
- Segment Services reflects increased need for central functions following the M&A growth strategy including risen Board remuneration

EBITDA pre* bridge



Q3 2022 – Strong Group margin, mainly as a result of increased PST share

	Pharmaceutical Supply 'PS'		Patient-specific Therapies 'PST'		Internal Services and IFRS consolidation		Group	
In € million	Q3 2022	Q3 2021	Q3 2022	Q3 2021	Q3 2022	Q3 2021	Q3 2022	Q3 2021
Total segment revenue <i>delta (y-o-y in %)</i>	382.1 10.4%	346.0	68.4 253.2%	19.4	-31.4 170.7%	-11.6	419.2 18.5%	353.8
Revenue - external <i>delta (y-o-y in %)</i>	361.9 7.0%	338.2	57.1 268.7%	15.5	0.2 -4.1%	0.2	419.2 18.5%	353.8
EBITDA pre¹ <i>margin (% of revenue - total)</i>	10.7 2.8%	8.6 2.5%	6.1 8.9%	2.0 10.5%	-1.5 -79.0%	-0.6 -31.5%	15.3 3.7%	10.0 2.8%
<i>margin (% of revenue - external)</i>	3.0%	2.5%	10.7%	13.1%	-1,023.1%	-408.2%	3.7%	2.8%

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Q3/9M 2022 Results

Matthias Gaertner, CEO

Falk Neukirch, CFO

November 10, 2022