



Full Year 2022 Results

Matthias Gaertner, CEO

Falk Neukirch, CFO

March 30, 2023

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Highlights FY 2022

Operations

- Overall successful year despite ongoing global crisis and uncertainties
- Significant strengthening of the **PST segment** through acquisitions of NewCo Pharma GmbH (January 2022)
- Setting the course for 2023: Agreement on **sterile manufacturing** collaboration with *Apotheken für Spezialversorgungen OHG (Afs)* as part of the acquisition of bbw as of January 2023

Financials

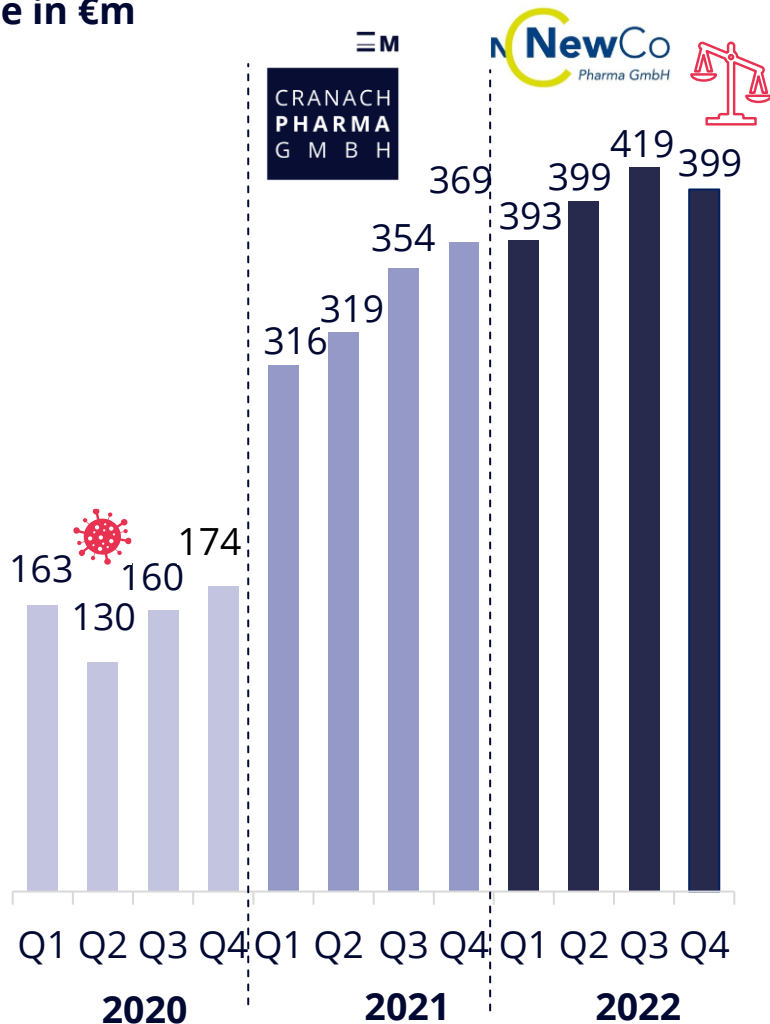
- Revenue of €1.6bn; EBITDA pre of €55m for FY 2022: **guidance met**
- EBITDA pre margin increased to 3.4% (2.8% FY 2022)
- Strong positive operating cash flow
- EPS more than doubled
- Ongoing growth in 2023 with expected revenue of up to €1.8bn, EBITDA pre of up to €63m

Strategy

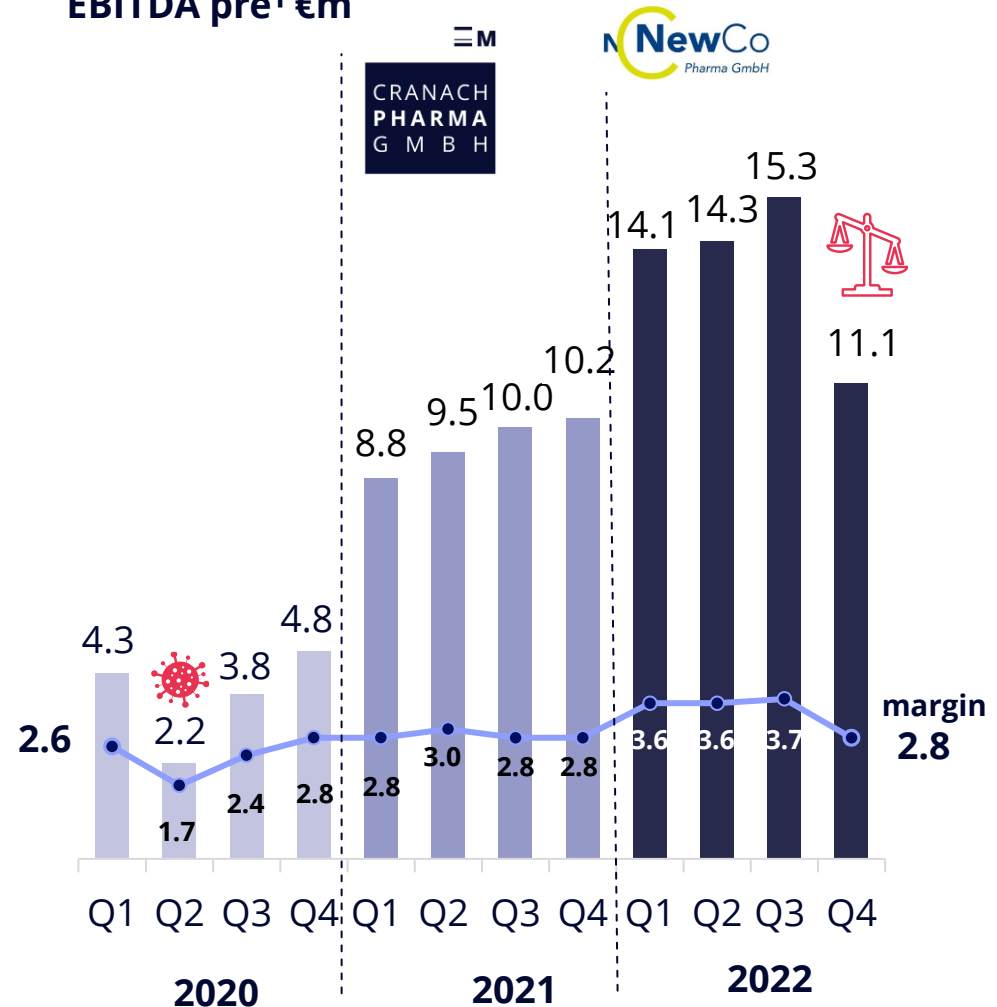
- Implementation of ESG strategy on track; ongoing improvements of ESG-ratings
- Implementation of the extended **growth strategy 2025** - Internationally well experienced senior manager joined Medios to push internationalization of Medios
- Extend operational business by parenteral nutrition for prematurely-born babies

Q-on-Q growth impacted in Q4 by regulatory changes

Revenue in €m

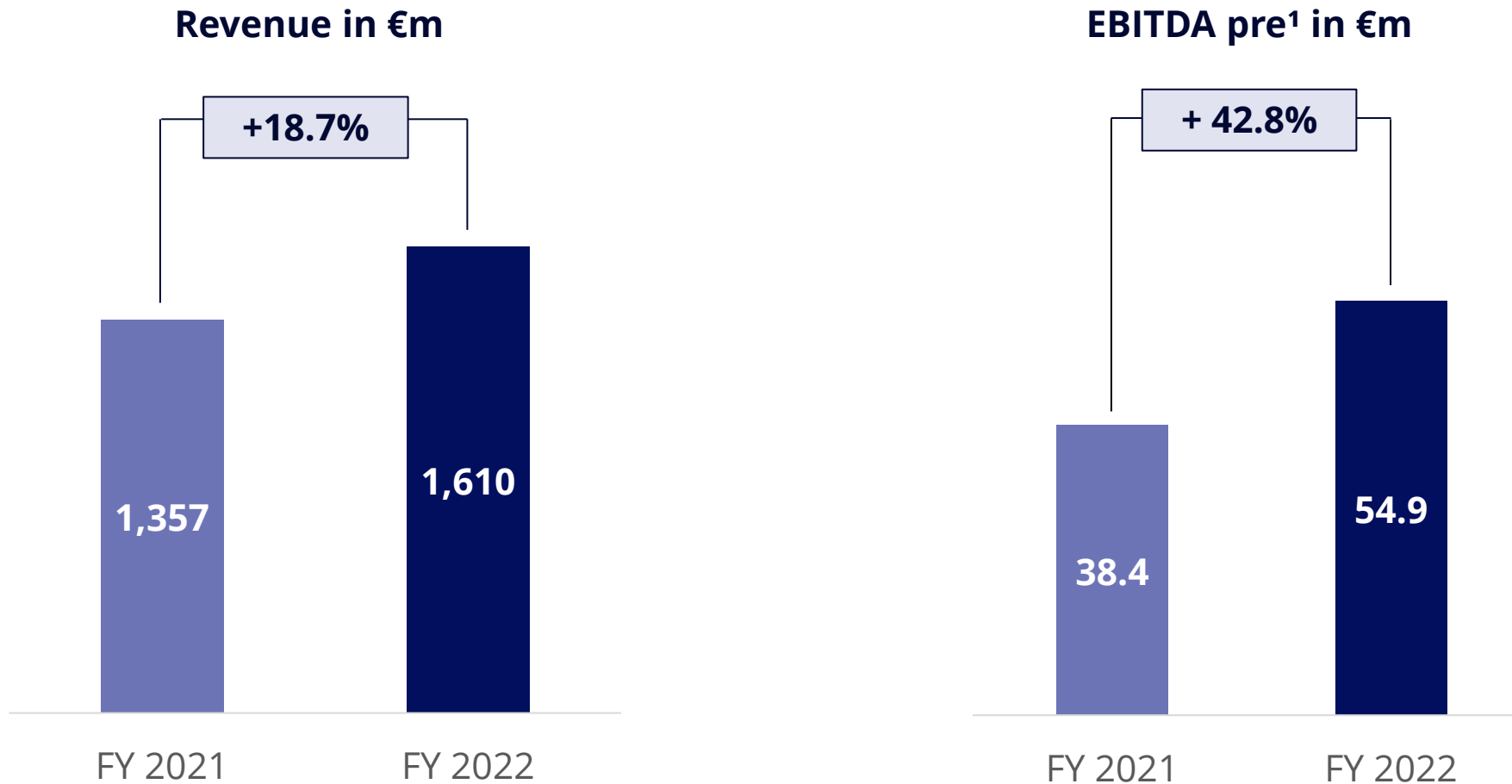


EBITDA pre¹ €m



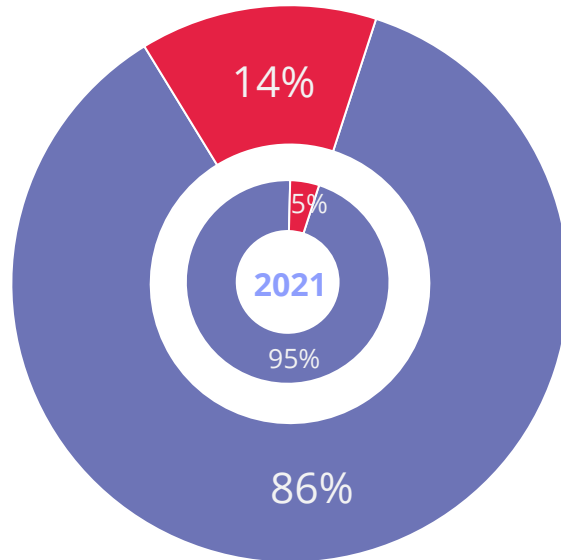
¹ EBITDA pre is adjusted for special charges for stock options and expenses for M&A activities as well as from 2023 additionally for one-time performance-based payments for the acquisition of manufacturing volumes

Continuous and sustainable growth with significantly improved margin

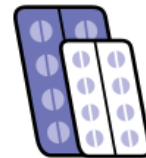


Split by operative segments FY 2022 vs- FY 2021: Significant rise of PST

Revenue by segment

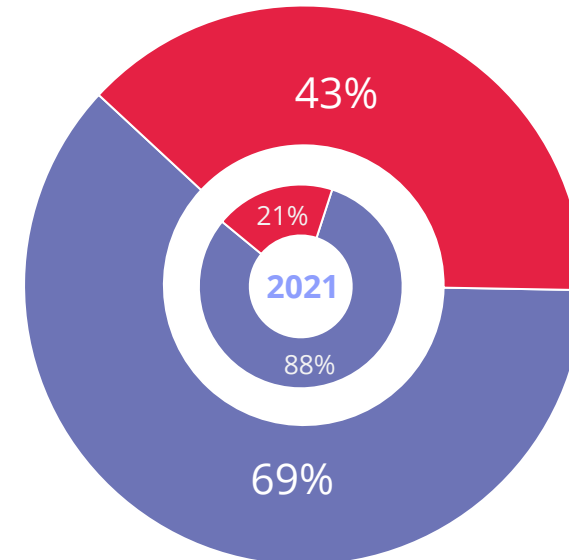


Patient-specific Therapies (PST)



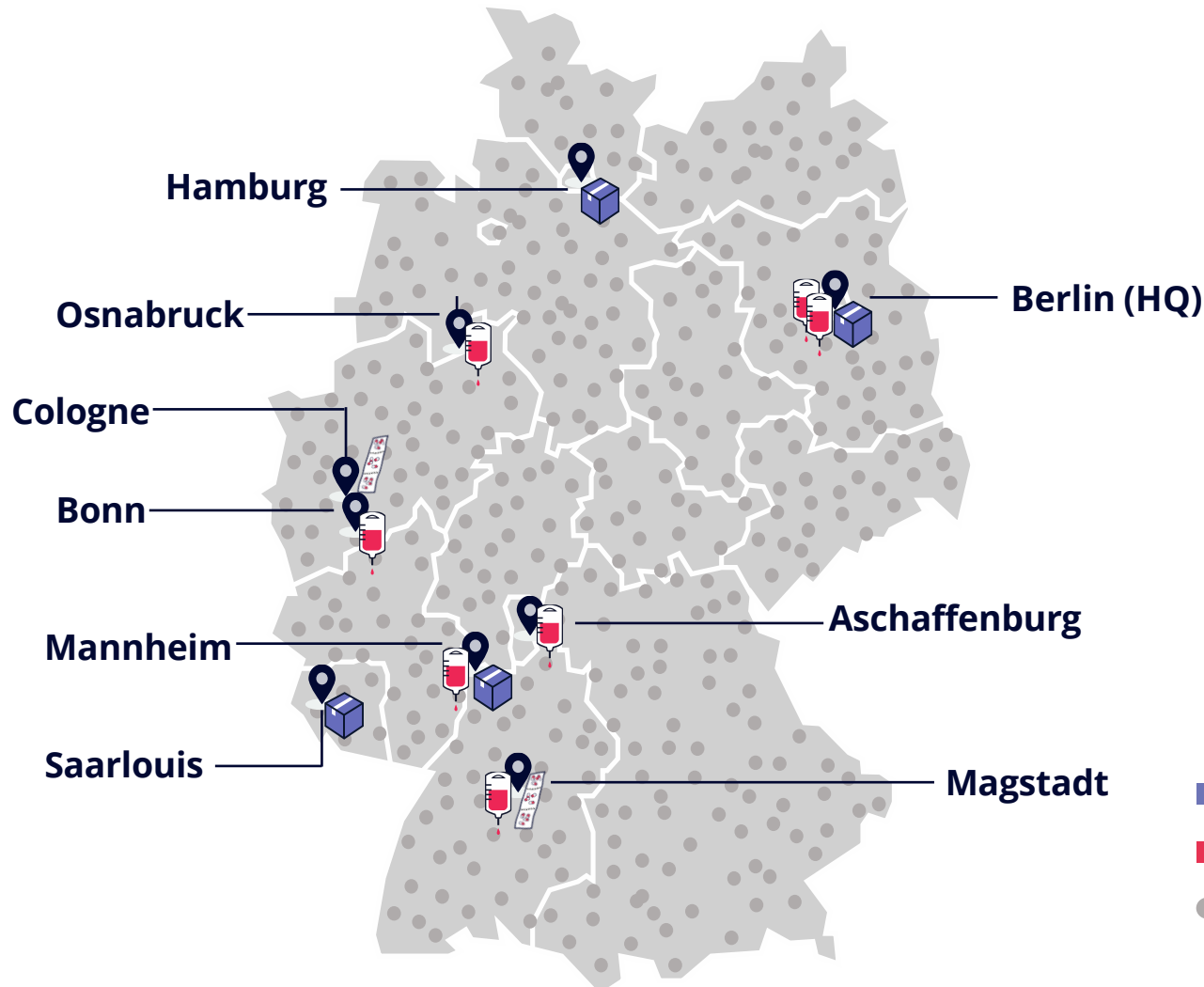
Pharmaceutical Supply (PS)

EBITDA pre¹ by segment



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

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



- 7 GMP¹ / 2 blistering **labs**
- 2 central / 2 regional **warehouses**
- Innovative IT-based platform **mediosconnect** in 5 federal states
- Around 700 **specialized partner pharmacies**
- Around **330,000 individualized preparations** manufactured in 2022
- Goal for 2023: > **400,000 preparations**

Implementing our ESG strategy 2025



Structural set-up, organization, responsibilities

ESG strategy published

- 34 aims realized through 65 measures

ESG committee established

- Chaired by CEO
- Members of management, Executive Board and Supervisory Board ensure interlocking of ESG and corporate strategy

ESG software implemented

- development measured against more than 60 internal and external KPI



Steady improvement, sharpen our goals through measure control

Accomplishments and goals

- **E:** Energy efficiency improvements through move to new, state of the art logistics center and laboratories
- **S:** Maintain high proportion of women among employees (2022: 53 %) and in leadership positions (2022: 50 %)
- **G:** Change to a digital whistleblowing system for internal use has taken place, to be made accessible to external parties e. g. suppliers in 2023

Rating improvements

- ISS ESG, Gaia, MSCI, Sustainalytics, S&P Global

ESG is integrated in our corporate strategy

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FY 2022 – Financials

In € million	FY 2022	FY 2021	Δ%
Revenue	1,610.8	1,357.4	18.7%
Gross profit ¹ <i>gross margin in %</i>	108.9 6.8%	70.1 5.2%	55.4%
EBITDA pre ² <i>margin in %</i>	54.9 3.4%	38.4 2.8%	42.8%
Conversion rate in % (<i>EBITDA pre/gross profit</i>)	50.4%	54.8%	-8.1%
EBIT	29.0	15.3	89.8%
EPS (€), undiluted	0.77	0.37	>100%
CF from operating activities	37.1	61.5	-39.7%
CF from investing activities	-86.5	17.4	>-100%
CF from financing activities	-39.8	69.8	>-100%
In € million	31 Dec 2022	31 Dec 2021	Δ%
Inventories	50.0	36.5	37.2%
Cash & cash equivalents	79.2	168.4	-53.0%
Equity <i>ratio in %</i>	448.0 77.8%	394.2 75.2%	13.7%

Comments

- **Revenue growth** driven by NewCo Pharma integration: inorganic (+15.3%) & organic (+3.4%)
- Disproportionate increase of **gross and EBITDA pre margins** due to higher portion of PST share
- **Regulatory price changes** in PST segment effective from Sep 2022 hit FY-EBITDA pre and EPS; EBITDA-effect for FY 2022: €-3.6m, mainly in Q4 2022
- **Operating CF** mainly burdened by one-time effects: payment of retained taxes and social contributions for SOPs
- **Investing CF** dominated by **cash component** for NewCo acquisition (€88m) and further operational investments (€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)

¹ Gross profit = Revenue ÷ Cost of materials | ² 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

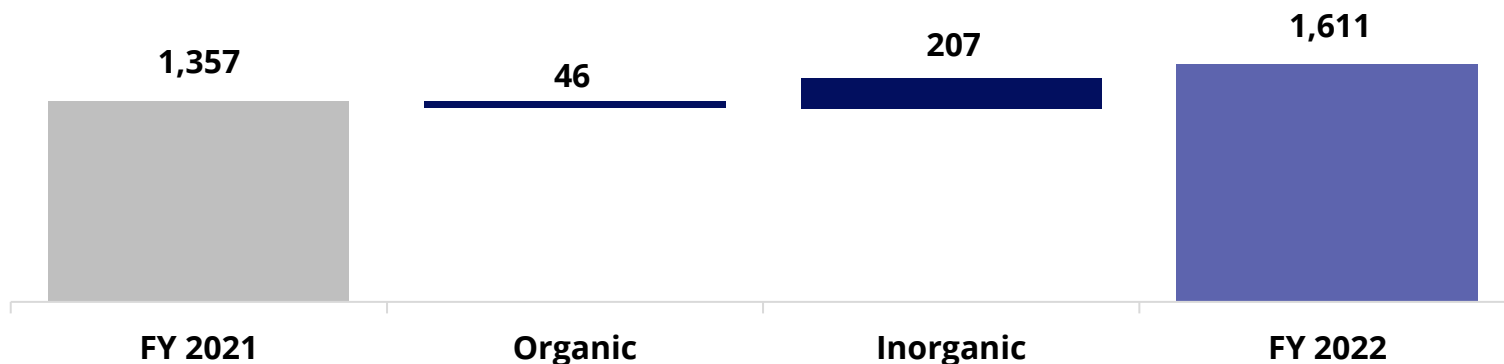
FY 2022 – Ongoing organic and inorganic revenue growth

FY YoY revenue in €m	FY 2021	Organic	Inorganic	FY 2022
Pharmaceutical Supply (PS)	1,294.5	40.2 3.1%	55.6 4.2%	1,390.3 7.4%
Patient-specific Therapies (PST)	62.2	6.0 9.6%	151.8 >100%	220.0 >100%
Services	0.6	-0.1		0.5
Medios Group total	1,357.4	46.0	207.4	1,610.8
<i>Medios Group total in %</i>		<i>3.4%</i>	<i>15.3%</i>	<i>18.7%</i>

Comments

- **Inorganic Growth** (+15.3%; €+207.4m) driven by NewCo acquisition
- 3.4% **organic growth** (€+46.0m)

Revenue bridge



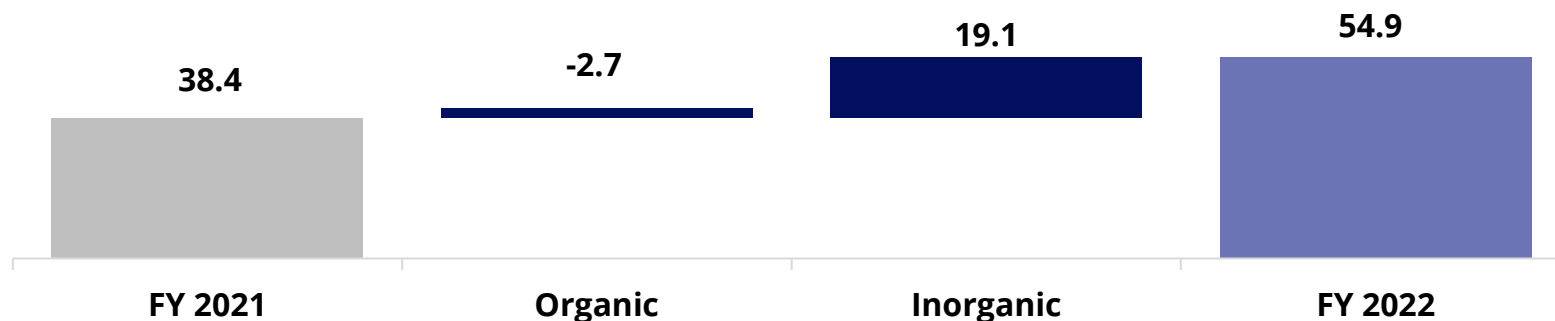
FY 2022 – EBITDA pre¹ driven by acquisition of NewCo Pharma

FY YoY EBITDA pre ¹ in €m	FY 2021	Organic	Inorganic	FY 2022
Pharmaceutical Supply (PS)	33.7	0.4 1.2%	3.9 11.6%	38.0 12.8%
Patient-specific Therapies (PST)	7.9	0.5 6.3%	15.2 >100%	23.7 >100%
Services	-3.2	-3.6	0.0	-6.8
Medios Group total	38.4	-2.7	19.1	54.9
<i>Medios Group total in %</i>		<i>-7.0%</i>	<i>49.7%</i>	<i>43.0%</i>

Comments

- **EBITDA pre of PS and PST segments** grew mainly inorganically
- Acquisition of NewCo Pharma led to EBITDA pre¹ contribution of €19,1m (€15.2m in PST; €3.9m in PS)
- **Services** reflects integration efforts as well as strategy projects combined with increased needs for central functions

EBITDA pre¹ bridge



FY 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	FY 2022	FY 2021	FY 2022	FY 2021	FY 2022	FY 2021	FY 2022	FY 2021
Total segment revenue <i>delta (y-o-y in %)</i>	1,461.7 10.2%	1,326.1	267.3 258.4%	74.6	-118.2 173.3%	-43.2	1,610.8 18.7%	1,357.4
Revenue - external <i>delta (y-o-y in %)</i>	1,390.3 7.4%	1,294.5	220.0 253.5%	62.2	0.5 -20.0%	0.6	1,610.8 18.7%	1,357.4
EBITDA pre¹ <i>margin (% of revenue - total)</i>	38.0 2.6%	33.7 2.5%	23.7 8.9%	7.9 10.6%	-6.8 5.8%	-3.2 7.3%	54.9 3.4%	38.4 2.8%
<i>margin (% of revenue - external)</i>	2.7%	2.6%	10.8%	12.7%	-131.2%	-488.7%	3.4%	2.8%

Strong financing power – to invest in future growth

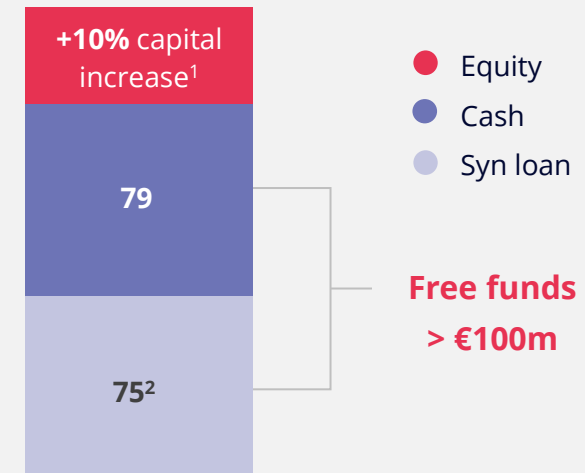
Available and future funds

- Approx. **€+37m annual** operating cash flow
- Approx. **€-5m** annual operating capex need (recently accomplished manufacturing capacity just validated)
- Approx. **€79m** available cash end of Dec 22
- Syn loan **€75m²**; still available € 50m, RCF* structure, 5 years plus term and credit amount extension option

Free funds of > €100m now on hand!

Additionally aspired: 10% capital increase of registered share capital (subject to decision in the following AGM)

Financing power in €m



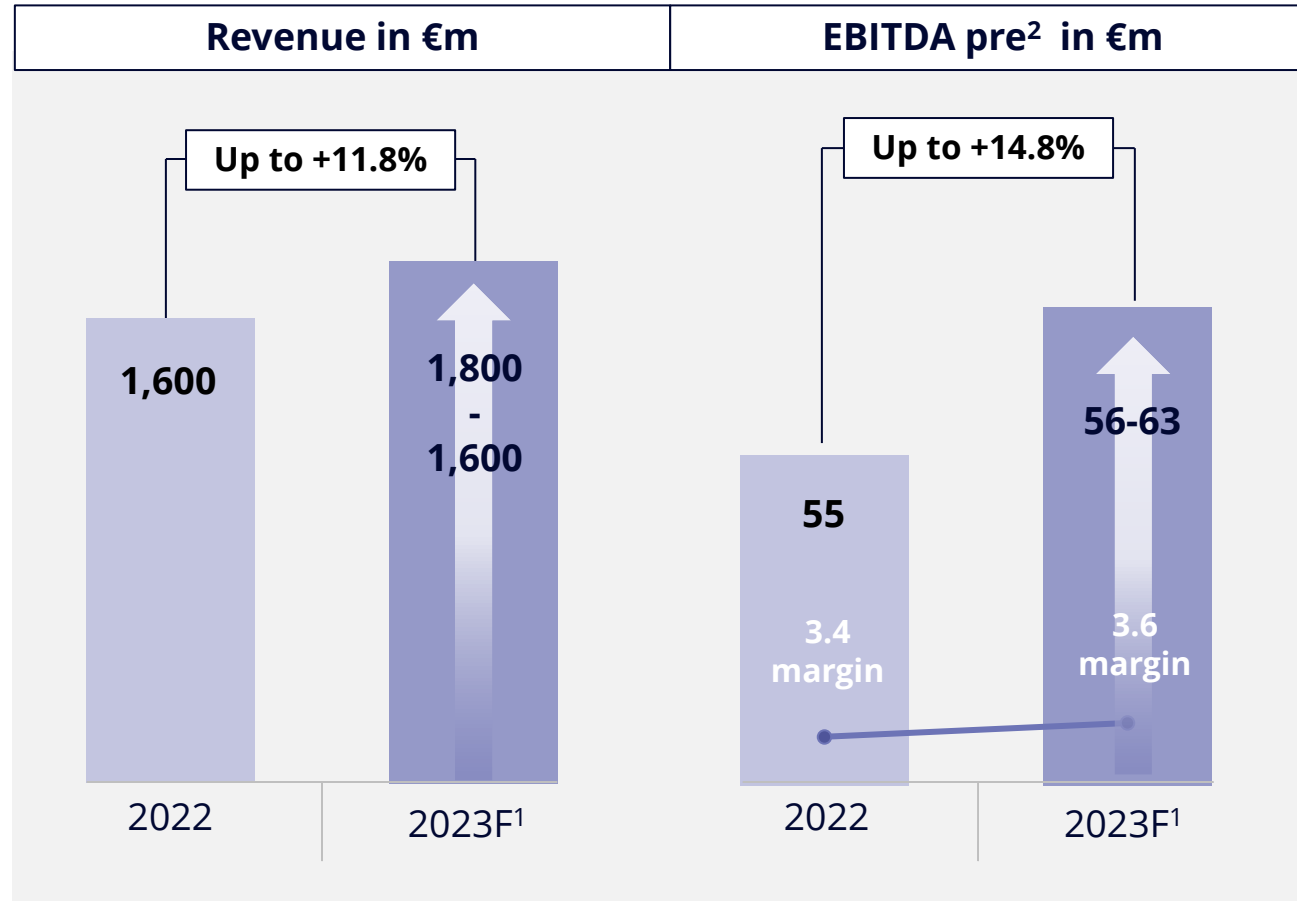
¹ subject to decision in the following AGM

² of which €25m were drawn for the acquisition of bbw at the beginning of 2023

Financial scope large enough for organic and inorganic growth

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Guidance FY 2023 (1/2) – Ongoing growth story



Comments

- **Revenue¹ expected** to reach **range of €1.6-1.8bn in 2023** (growth up to 11.8% compared to 2022)
- **EBITDA pre¹ expected** to reach range of €56-63m in 2023 (growth up to 14.8% compared to 2022)

Guidance FY 2023 (2/2) – Main assumptions



Main Assumptions for 2023 as of March 2023



Synergy effects as a result of the integration of **Cranach Pharma, Newco Pharma, bbw** incl. manufacturing agreement **AfS**

Especially in purchasing and logistics

Cross-selling within extended partner network

Price adjustments in favor of Medios due to high inflation

Expansion of compounding business; economies of scale

Extended product portfolio

Regulatory price reduction effective since Sep 1, 2022, for certain cytostatic drugs – **negative impact** on the PST* segment

Consideration of possible risks:

Regulatory changes

Increasing costs due to rising inflation

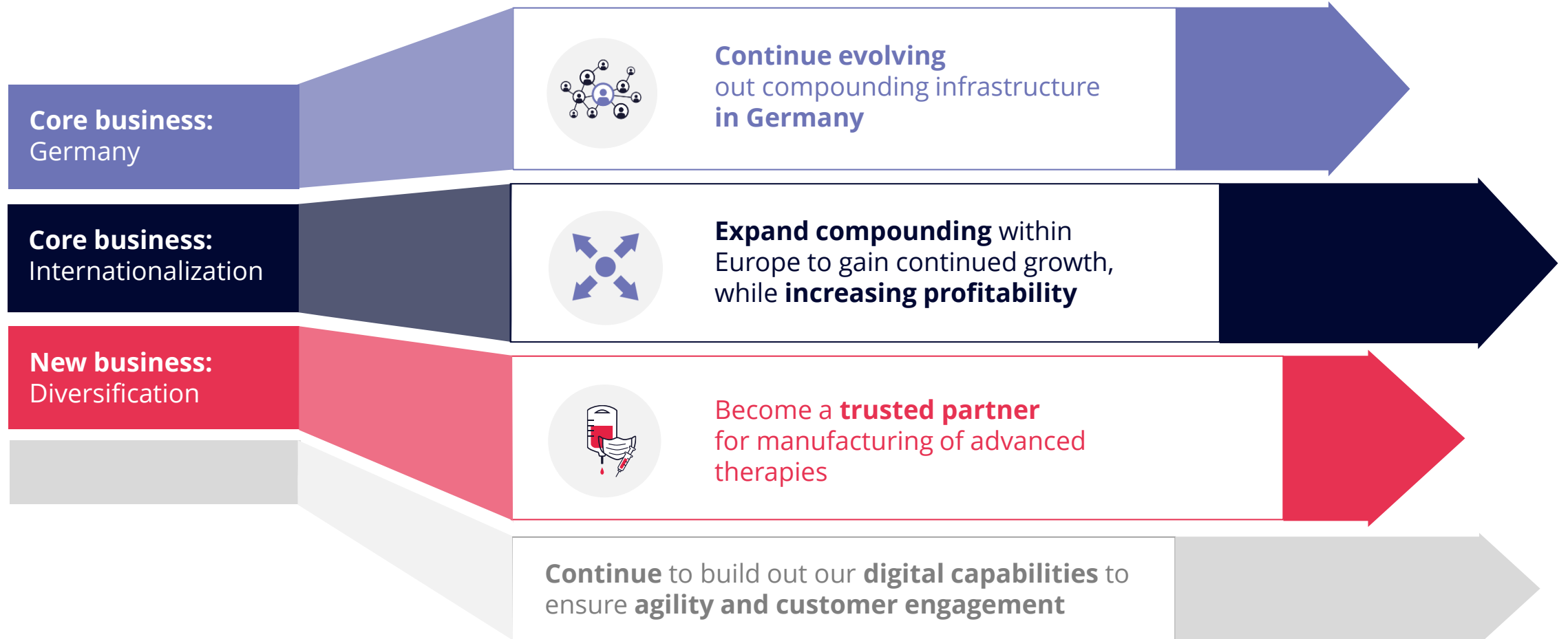
Supply chain bottlenecks

Geopolitical tensions/ war in Ukraine

COVID-related effects

Increased overhead costs due to increasing network, fast growth

Our strategic priorities moving forward



Prioritised markets are growing markets with attractive gross margins



The **gross margins** in the prioritised markets range from **10% - 60%**

The **segment growth** rate in the prioritised markets ranges from **5% - 65%**

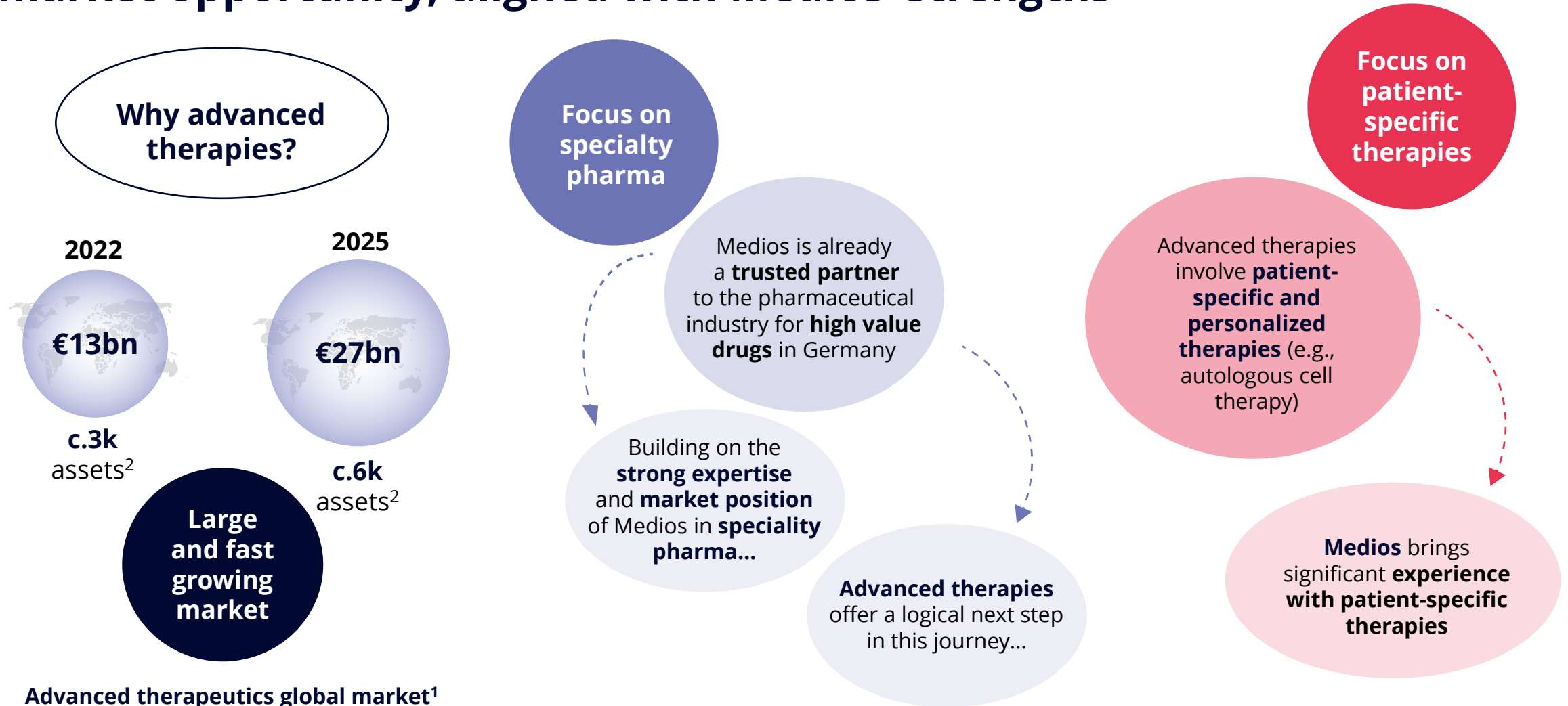


The prioritised markets have a **total population** of **c.106m** and a total specialty pharma spending of **c.€17bn**

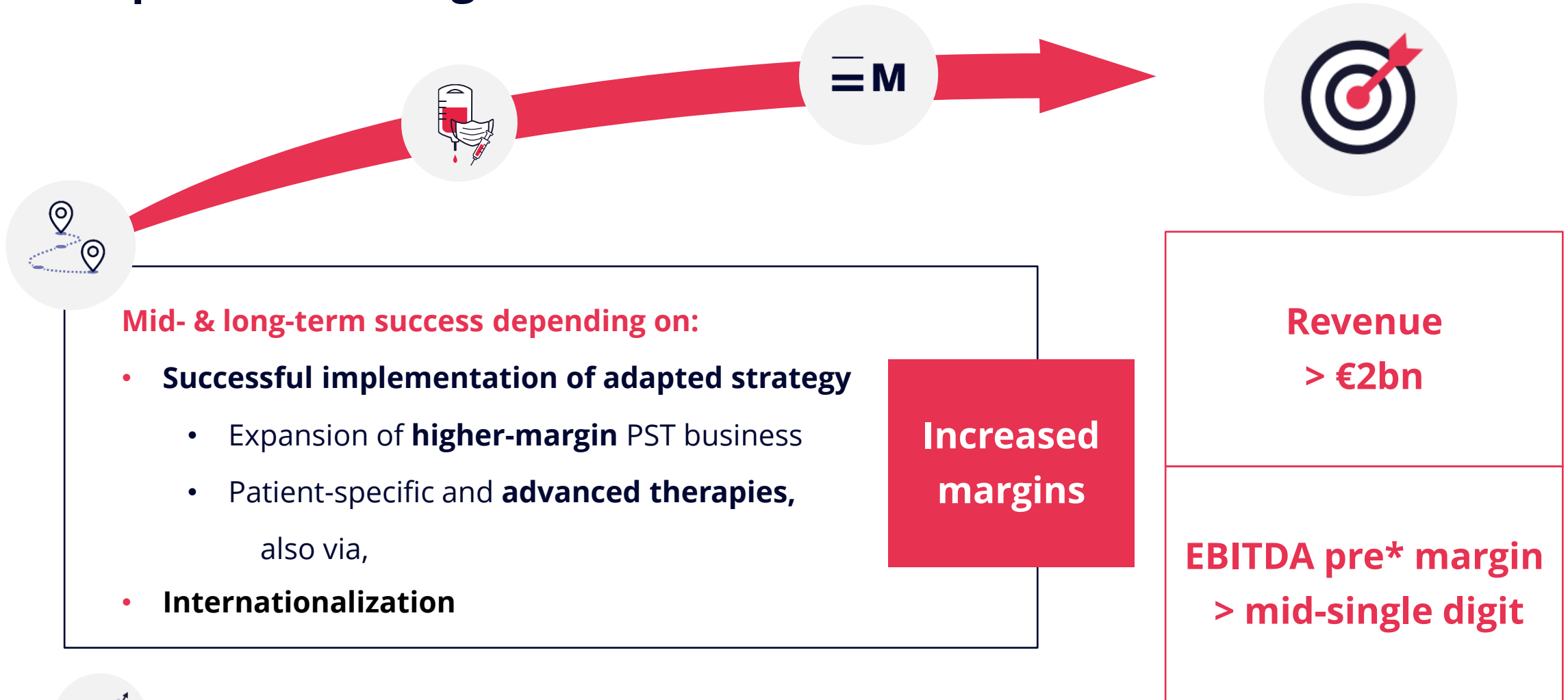


The **total compounding market size** in the prioritised markets is estimated to be **c.€2bn**

Advanced therapies manufacturing represents a highly attractive market opportunity, aligned with Medios' strengths



Group Mid-term targets 2025-2027



Growth drivers: organic, M&A, economies of scale, cost efficiencies

* 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

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Key figures (1/2)

in € thousand

	FY 2022	FY 2021	Δ in %	Q4 2022	Q4 2021	Δ in %
Revenue	1,610,777	1,357,408	18.7	399,380	368,643	8.3
Pharmaceutical Supply	1,390,296	1,294,531	7.4	345,914	352,786	-1.9
Patient-Specific Therapies	219,962	62,230	253.5	53,337	15,685	240.0
Services	518	648	-20.1	130	171	-24.3
EBITDA	51,214	34,635	47.9	10,124	7,438	36.1
<i>Margin (in % of Revenue)</i>	3.2	2.6		2.5	2.0	
EBITDA pre*	54,875	38,435	42.8	11,115	10,229	8.7
<i>Margin (in % of Revenue)</i>	3.4	2.8		2.8	2.8	
Pharmaceutical Supply	38,011	33,673	12.9	9,809	9,865	-0.6
Patient-Specific Therapies	23,665	7,928	198.5	4,326	1,945	122.4
Services	-6,801	-3,166	114.8	-3,020	-1,582	90.9
EBIT	28,966	15,261	89.8	3,996	-340	-1274.8
<i>Margin (in % of Revenue)</i>	1.8	1.1		1.0	-0.1	
Comprehensive income before minority interests	18,329	7,402	147.6	2,478	-2,488	-199.6

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

Key figures (2/2)

in € thousand	FY 2022	FY 2021	Δ in %	Q4 2022	Q4 2021	Δ in %
Earnings per share (in €)						
Undiluted	0.77	0.37	108.1	0.10	-0.13	-23.1
Diluted	0.77	0.37	108.1	0.10	-0.11	-9.1
Investments (CAPEX)	5,064	12,821	-60.5	1,488	3,873	-61.1
Cash flow from operating activities	37,123	61,530	-39.7	19,245	21,091	-8.8
*Extraordinary expenses	3,660	3,801	-3.7	992	2,791	-64.5
Expenses from stock options ¹	2,870	2,996	-4.2	807	2,146	-62.4
Other M&A expenses ¹	790	805	-1.9	185	645	-71.4
	Dec 31, 2022	Dec 31, 2021	Δ in %			
Employees (heads)	531	301	71.8			
Balance sheet total	575,958	524,142	9.9			
Equity	448,045	394,164	13.7			
<i>Equity ratio (in %)</i>	77.8	75.2	3.1			

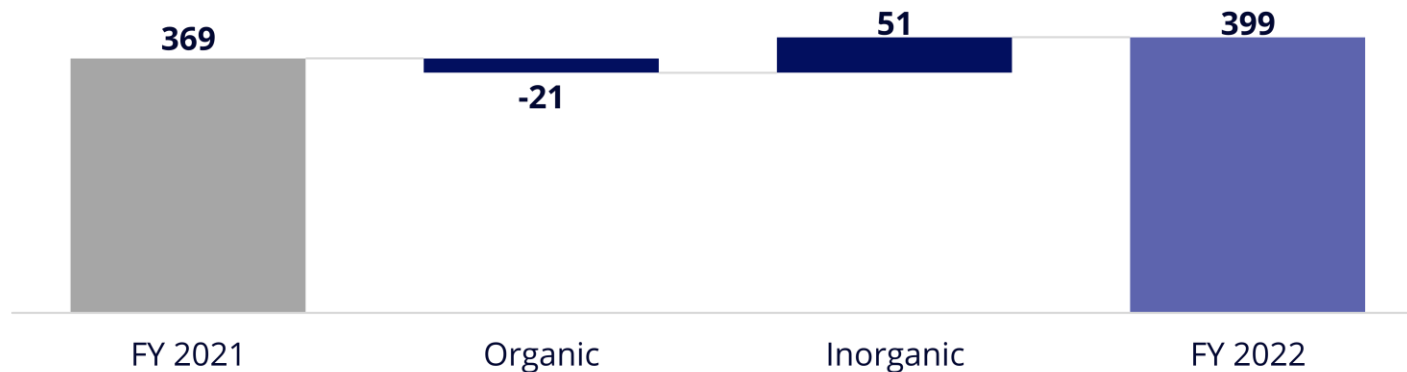
Q4 2022 – Ongoing organic and inorganic revenue growth

Q4 YoY revenue in €m	Q4 2021	Organic	Inorganic	Q4 2022
Pharmaceutical Supply	352.8	-21.7	14.9	345.9
Patient-specific Therapies	15.7	1.1	36.5	53.3
Services	0.2	0.0	-	0.1
Medios Group total	368.6	-20.7	51.4	399.4
<i>Medios Group total in %</i>		<i>-5.6%</i>	<i>13.9%</i>	<i>8.3%</i>

Comments

- **Inorganic Growth** (+14%; €+51.4m) driven by NewCo acquisition

Revenue bridge



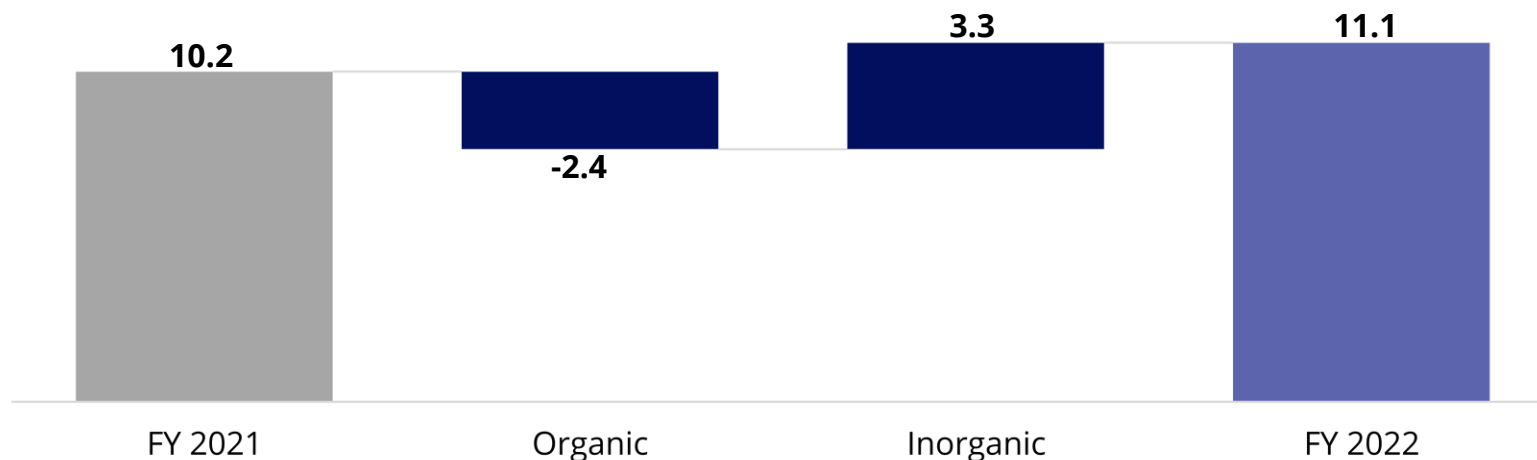
Q4 2022 – EBITDA pre¹ driven by acquisition of NewCo Pharma

Q4 YoY EBITDA pre ¹ in €m	Q4 2021	Organic	Inorganic	Q4 2022
Pharmaceutical Supply	9.9	-0.9	0.8	9.8
Patient-specific Therapies	1.9	-0.1	2.5	4.3
Services	-1.6	-1.4	0	-3.0
Medios Group total	10.2	-2.4	3.3	11.1
<i>Medios Group total in %</i>		<i>-23.3%</i>	<i>32.0%</i>	<i>8.7%</i>

Comments

- **EBITDA pre of PS and PST segments** grew exclusively inorganically
- Acquisition of NewCo Pharma led to EBITDA pre¹ contribution of €3.3m (€2.5m in PST; €0.8m in PS)
- **Services** reflects integration efforts as well as strategy projects combined with increased needs for central functions

EBITDA pre¹ bridge



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

Q4 2022 – Impacted by regulatory changes

In € million	Pharmaceutical Supply 'PS'		Patient-specific Therapies 'PST'		Internal Services and IFRS consolidation		Group	
	Q4 2022	Q4 2021	Q4 2022	Q4 2021	Q4 2022	Q4 2021	Q4 2022	Q4 2021
Total segment revenue <i>delta (y-o-y in %)</i>	364.7 1.1%	360.8	65.2 221.0%	20.3	-30.5 144.9%	-12.4	399.4 8.3%	368.6
Revenue - external <i>delta (y-o-y in %)</i>	345.9 -2.0%	352.8	53.3 240.0%	15.7	0.1 -24.3%	0.2	399.4 8.3%	368.6
EBITDA pre¹ <i>margin (% of revenue - total)</i>	9.8 2.7%	9.9 2.7%	4.3 6.6%	1.9 9.4%	-3.0 9.8%	-1.6 12.9%	11.1 2.8%	10.2 2.8%
<i>margin (% of revenue - external)</i>	2.8%	2.8%	8.1%	12.1%	-300%	-800%	2.8%	2.8%

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Matthias Gaertner, CEO

Falk Neukirch, CFO

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