

## Press Release

### Medios AG still on course for record year

- Revenue more than doubled in the first nine months of 2021 – disproportionate increase in earnings
- Cash flow from operating activities and free cash flow significantly increased
- 97% inorganic and around 22% organic growth underpins adopted profitable growth strategy

Berlin, November 9, 2021 – Medios AG (“Medios”), the leading provider of Specialty Pharma Solutions in Germany, continues to be on course for the best financial year in the company's history following record figures in the first nine months of 2021. Consolidated revenue in the period from January to September increased by 118.3% to €988.8 million compared to the same period of the previous year (€452.9 million). EBITDA pre<sup>1</sup> rose to €28.2 million (previous year €10.2 million), an increase of 175.6%. EBT pre<sup>1</sup> climbed by 203.9% to €24.4 million (previous year €8.0 million). The Executive Board currently assumes that Corona will no longer have any impact on the revenue and earnings situation in the future.

The biggest growth driver in the first nine months of 2021 was the Pharmaceutical Supply segment, with a 131,9% increase in revenue to €941.7 million. At €23.8 million, the segment also reported a disproportionate increase in earnings of around 300%. As in the previous year, revenue attributable to the Patient-Specific Therapies segment amounted to €46.5 million. In contrast, EBITDA pre<sup>1</sup> and EBT pre<sup>1</sup> increased by 37.9% and 44.9%, respectively, reflecting the focus on higher-margin products.

Revenue growth in the first nine months of 2021 was 118.3% – of which organic growth accounted for around 22 percentage points and inorganic growth for around 97 percentage points due to the successful acquisition of Cranach Pharma GmbH in January 2021 and Kölsche Blister GmbH in the previous year.

Cash flow from operating activities increased significantly by €33.4 million to €40.4 million in the first nine months of 2021 and was thus positive, as in the comparable prior-year period. Free cash flow also increased significantly by €58.8 million to €61.5 million.

**Matthias Gaertner, CEO of Medios AG:** “We have left the Corona pandemic behind us and therefore do not expect any effects on our business development in the future. In the first nine months of 2021, we grew strongly both organically and inorganically and substantially pushed ahead with our growth strategy. In particular, we made significant progress in the build-up of our new GMP-approved laboratories. This will allow us to triple our manufacturing capacity and achieve further margins increases.

In addition, we have successfully driven forward the further development of our ESG activities and intend to adopt an ESG strategy before the end of the fourth quarter.”

**Falk Neukirch, CFO of Medios AG:** “After the first nine months with three record quarters in a row, we are well on track to generating annual revenue of well over one billion euros for the first time. And we also expect a significant increase in our earnings. We aim to continuously increase our profitability and cash flow in the future through cost efficiency, working capital management as well as organic and inorganic growth, for example in manufacturing.”

### Outlook for 2021 confirmed

Medios expects strong growth in the 2021 financial year despite the continued challenging market environment and confirms its revenue guidance. Accordingly, the company continues to expect consolidated revenues of €1.2 to 1.3 billion (+ 92 to 107%). Medios also confirms its earnings forecast. Accordingly, the company continues to expect EBITDA pre<sup>1</sup> of €38 to 39 million (+ 152 to 159%) and EBT pre<sup>1</sup> of €31 to 32 million (+ 158 to 166%).

#### Key financials (IFRS)

in € million

	9M 2021	9M 2020	Δ in %
<b>Consolidated revenue</b>	<b>988.8</b>	<b>452.9</b>	<b>118.3</b>
Pharmaceutical Supply	941.7	406.0	131.9
Patient-Specific Therapies	46.5	46.5	0.0
Services	0.5	0.3	53.1
<b>EBITDA pre<sup>1</sup></b>	<b>28.2</b>	<b>10.2</b>	<b>175.6</b>
Pharmaceutical Supply	23.8	6.0	300.0
Patient-Specific Therapies	6.0	4.3	37.9
Services	-1.6	-0.1	>1,000
<b>EBT pre<sup>1</sup></b>	<b>24.4</b>	<b>8.0</b>	<b>203.9</b>
Pharmaceutical Supply	21.3	5.0	329.5
Patient-Specific Therapies	5.1	3.5	44.9
Services	-2.0	-0.5	334.0
<b>Cashflow from operating activities</b>	<b>40.4</b>	<b>6.9</b>	<b>481.0</b>

The Quarterly Statement as of September 30, 2021 is available for download on the Investor Relations website <https://medios.ag/en/investor-relations/reporting-center>.

<sup>1</sup> EBITDA is defined as net earnings before interest, income taxes, depreciation and amortization. EBT is defined as net earnings before income taxes. EBITDA pre and EBT pre are each adjusted for extraordinary expenses for stock options, M&A activities and amortization of the customer base.

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### **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. The shares (ISIN: DE000A1MMCC8) are listed on the Regulated Market of the Frankfurt Stock Exchange (Prime Standard).

[www.medios.ag](http://www.medios.ag)

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