

Press release

Medios achieves double-digit growth in 2023 – Positive outlook for 2024

Berlin, March 27, 2024 - Medios AG ("Medios"), the leading provider of specialty pharma solutions in Germany, once again grew strongly in the 2023 financial year. From January to December 2023, consolidated revenue increased by 10.8% to around €1.8 billion (previous year: €1.6 billion), thus meeting the latest forecast. EBITDA pre¹ rose by 10.3% to around €60.5 million (previous year: €54.9 million), exceeding the most recent forecast of around €60 million. The EBITDA pre¹ margin thus remained at the previous year's level of 3.4%.

Highlights:

- Increase in consolidated revenue in 2023 by approx. 11% to around €1.8 billion; EBITDA pre¹ 2023 increases by 10.3% to €60.5 million with stable EBITDA pre¹ margin of 3.4%.
- Closing of the acquisition of the Dutch market leader for pharmaceutical compounding services Ceban expected in the second quarter of 2024.
- Guidance 2024: Significant increase in revenue and margin: revenue between €1.9 billion and €2.1 billion; EBITDA pre¹ between €82 million and €91 million with a margin of around 4.3%.
- Medium-term outlook for the 2025 financial year: revenue of around €2.15 billion and EBITDA pre¹ of around €110 million, which corresponds to a margin of around 5.1%.

Matthias Gärtner, Chief Executive Officer (CEO) of Medios AG: "Despite challenging conditions in the 2023 financial year, we continued to consistently implement our growth strategy and once again achieved our ambitious forecast in the 2023 financial year. With the recent acquisition of the Dutch compounding manufacturer and market leader Ceban, we are implementing a significant strategic growth measure. This is just the beginning: We want to expand into other European countries and enter the market for personalized medicine."

Growth in both operating segments

The **Pharmaceutical Supply** segment generated external revenue of €1,558 million in the 2023 financial year (previous year: €1,390 million), which corresponds to an increase of 12.1% compared to the previous year. EBITDA pre¹ increased by 22.8% to €46.7 million (previous year: € 38.0 million).

The **Patient-Specific Therapies** segment generated external revenue of €226.0 million in the same period (previous year: €220.0 million), up 2.7% on the previous year. EBITDA pre¹ decreased by around 8.0% year on year to around €21.8 million

(previous year: €23.7 million), which is mainly due to a decline in gross profit as a result of regulatory price reductions (auxiliary tax reductions) for some active ingredients since September 2022.

Positive outlook for the 2024 and 2025 financial years

The company expects revenue of €1.9 billion to €2.1 billion and EBITDA pre¹ of €82 million to €91 million for 2024. This expectation is based in particular on the assumption that Ceban will be fully consolidated from May 1, 2024.

Through the realization of synergies and further organic growth Medios expects revenue to increase to around €2.15 billion and EBITDA pre¹ to around €110 million in the 2025 financial year, which corresponds to a significant increase in the EBITDA pre¹ margin to 5.1%.

Key figures (IFRS)

in € million

	2023	2022	Δ in %
Revenue	1,784.7	1,610.8	10.8
Pharmaceutical Supply	1,558.1	1,390.3	12.1
Patient-Specific Therapies	226.0	220.0	2.7
Services	0.6	0.5	14.1
EBITDA pre¹	60.5	54.9	10.3
Pharmaceutical Supply	46.7	38.0	22.8
Patient-Specific Therapies	21.8	23.7	-7.8
Services	-8.0	-6.8	17.4
Cashflow from operating activities	16.4	37.1	-55.8

Medios AG's Annual Report 2023 is available for [download](#) on the Investor Relations website.

¹ EBITDA is defined as consolidated earnings before interest, taxes, depreciation and amortization. EBITDA pre is adjusted for special charges for stock options and expenses for M&A activities as well as for one-off performance-related payments for the acquisition of production volumes and, from 2024, for expenses for the introduction of an ERP system.

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

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