

PLATOW EURO FINANCE

Small Cap Konferenz

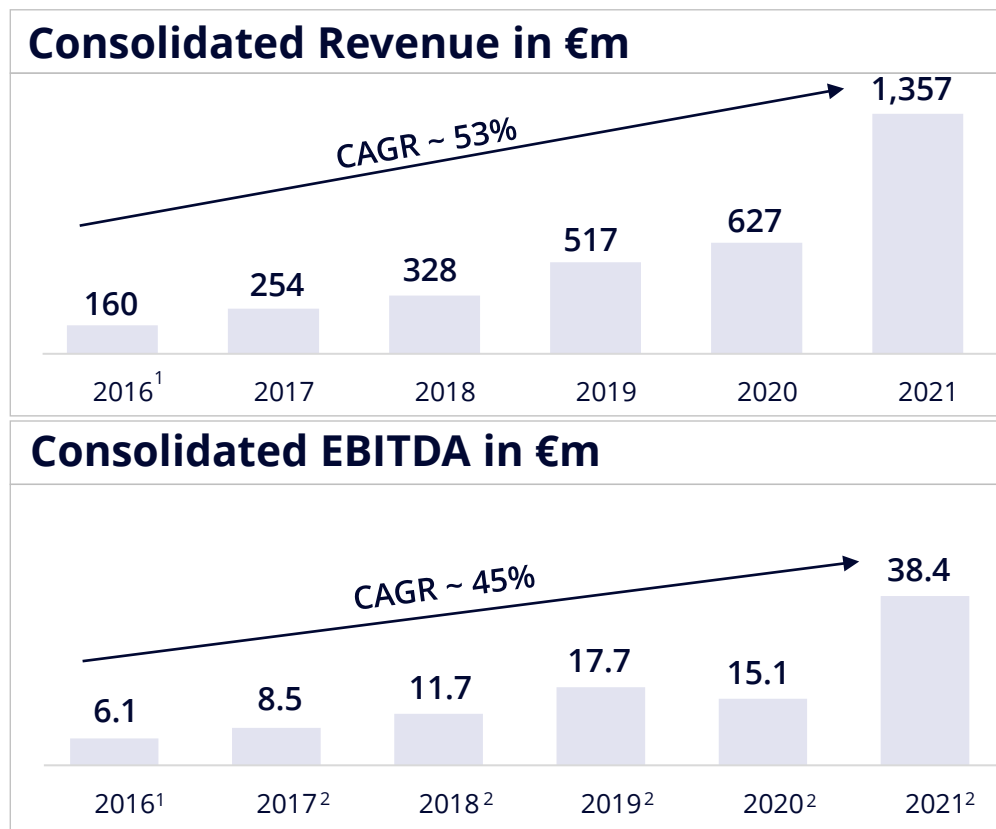
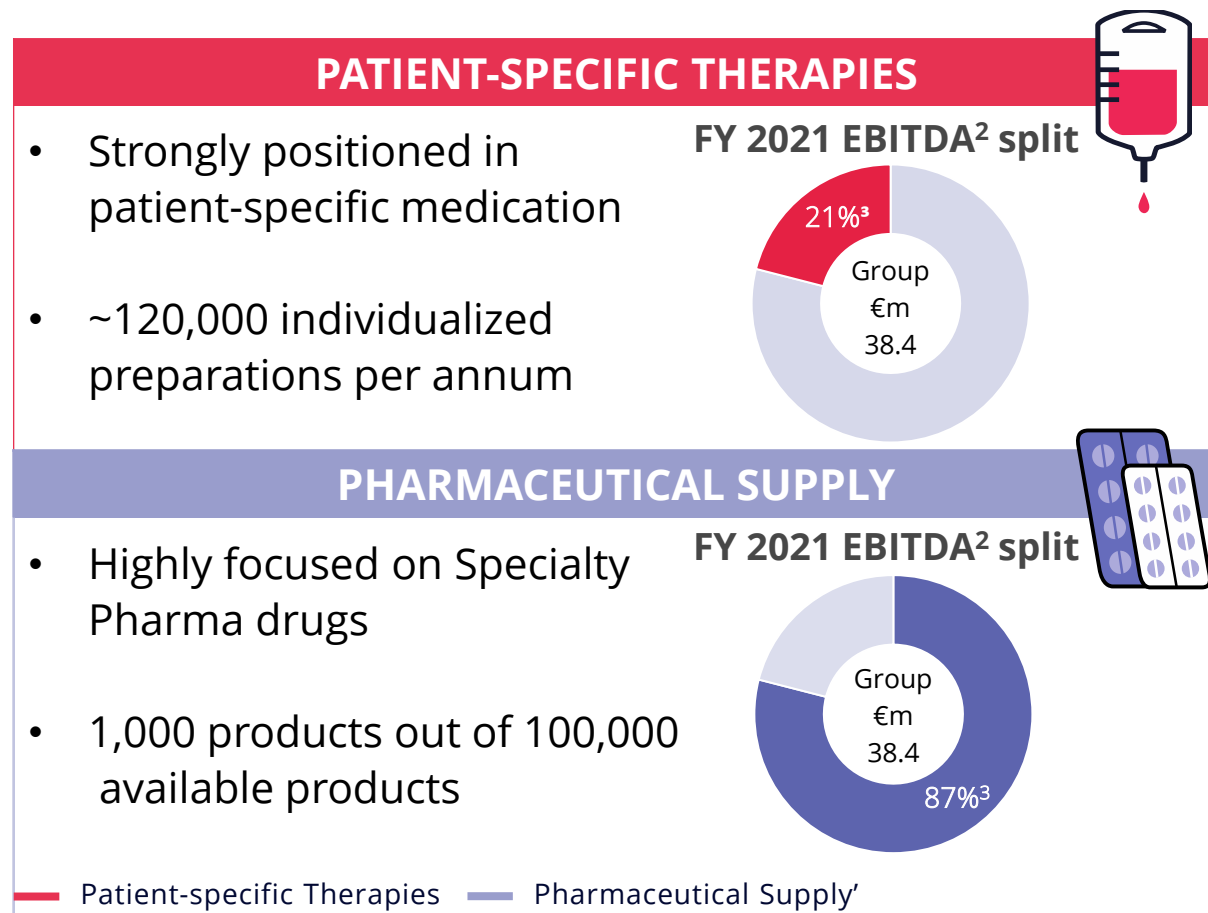
Matthias Gaertner, CEO

18. Mai 2022



Medios – The leading Specialty Pharma provider in Germany

Specialty Pharma: Individualized medicine, treatment of chronic and/or rare diseases, mostly time and cost intensive



Broad Specialty Pharma product portfolio to address €17.8 bn market opportunity in Germany in 2021

Infusion



e.g., ~ 1.6 million cancer patients¹ in Germany

Product example: Opdivo®²

Costs: Up to €160k per patient/year

Patient-specific Therapies

Blistering



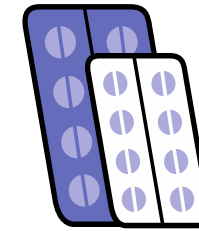
e.g., ~ 6,600 nursing homes in Germany³

Treatment example: Individual medication plan²

Costs: ca. €905 per patient/year

Patient-specific Therapies

Finished medicinal drugs



e.g., ~ 450k¹ Hepatitis C patients in Germany⁴

Product example: Harvoni®

Costs: Up to €100k per therapy

Pharmaceutical Supply

Specialty Pharma drugs are driving the dynamic market development in Germany

REVENUE OF PHARMACIES IN GERMANY IN 2020

€56.71bn

+4.8% yoy

Total revenue¹

thereof

€47.17bn

+6.7% yoy

Rx drugs revenue¹

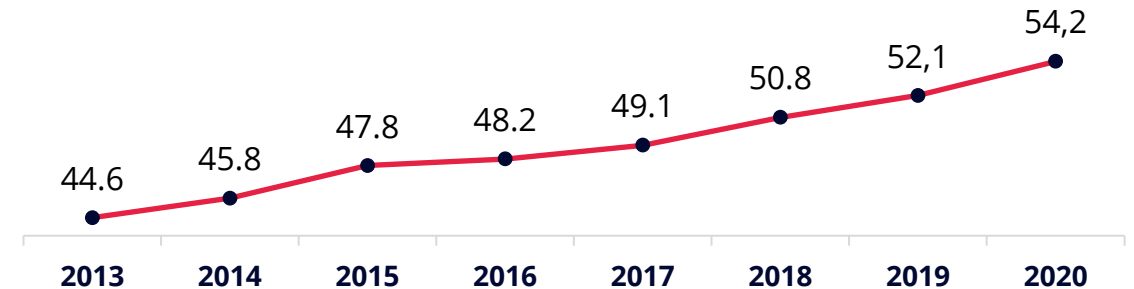
thereof

€16.0bn

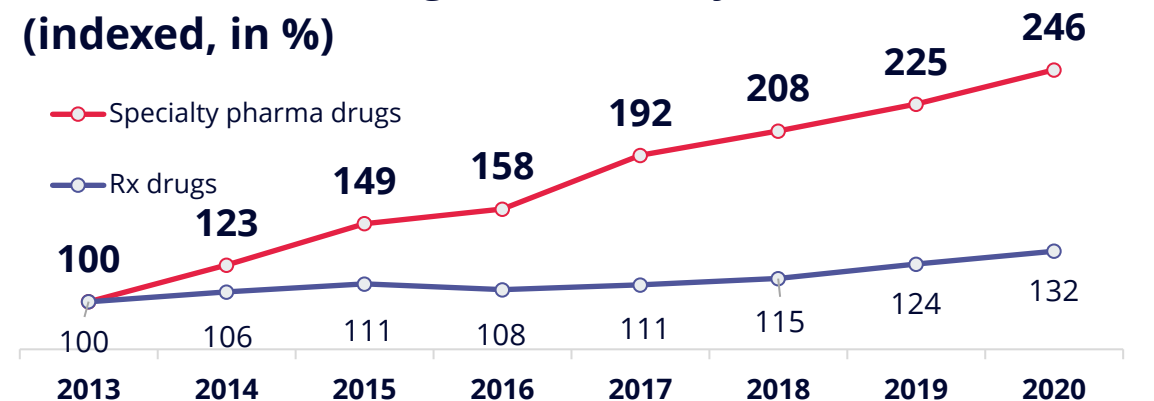
2026e: €28.7bn (+79%)

Specialty Pharma drugs revenue²

Pharmacies revenue in Germany (in € bn)¹



Revenue Specialty Pharma drugs² vs. Revenue all RX drugs¹ in Germany (indexed, in %)



Strong underlying drivers for future market growth

DEVELOPMENT OF NEW ACTIVE PHARMACEUTICAL INGREDIENTS



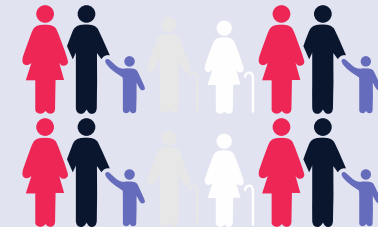
New therapies mainly focused on rare, chronic or genetic diseases

PATIENT-SPECIFIC MEDICINE



Diagnostics and therapies are increasingly individualized – impact of gene based medical knowledge

DEMOGRAPHIC CHANGE



Considerable increase in chronic diseases due to an ageing population

EXPECTED MARKET GROWTH OF SPECIALTY PHARMA IN GERMANY 2021 – 2026 ~10% p.a.¹

Patient-specific Therapies: Supply chain in Germany



DOCTOR

- Diagnosis and prescription



PHARMACY

- Validation of the prescription
- Order placed at Medios



MEDIOS

- Additional confirmation of the prescription
- Manufacture of the medical preparation in accordance with GMP¹



PHARMACY

- Fast delivery to the doctor – invoice to the insurer



DOCTOR

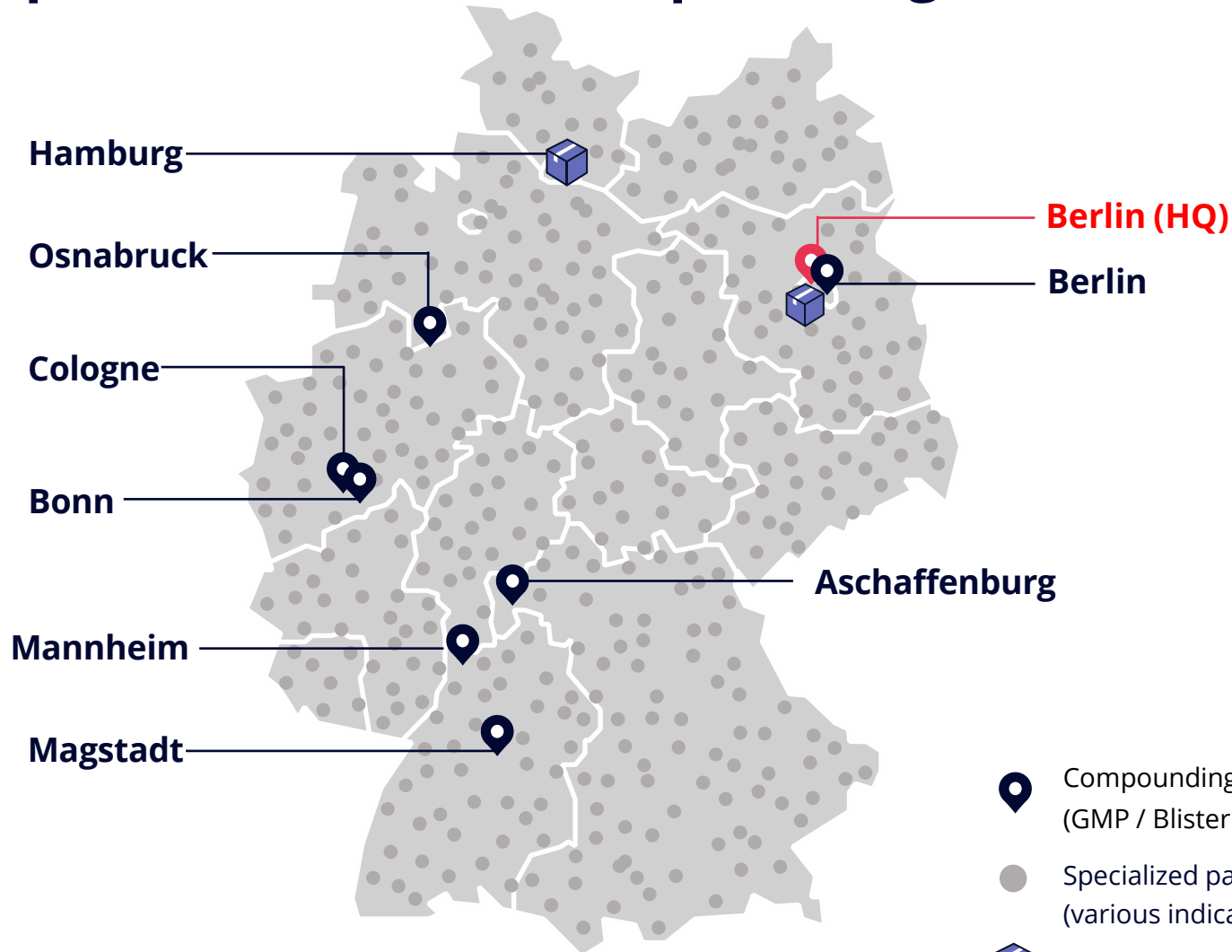
- Timely administration of the prescription

Medios: STRONGLY POSITIONED PATIENT-SPECIFIC MEDICATION






- Nationwide supply with individualized application ready infusions for various indication areas (e.g., oncology, neurology, gastroenterology)
- Production complies with highest **quality standard GMP¹**
- Around **320,000** individualized preparations manufactured in 2021 (Medios including NewCo)
- **Compounding capacities** late summer 2022: around **500k - 600k** preparations including new labs in Berlin
- **Cost & process synergies with segment 'Pharmaceutical Supply'**

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



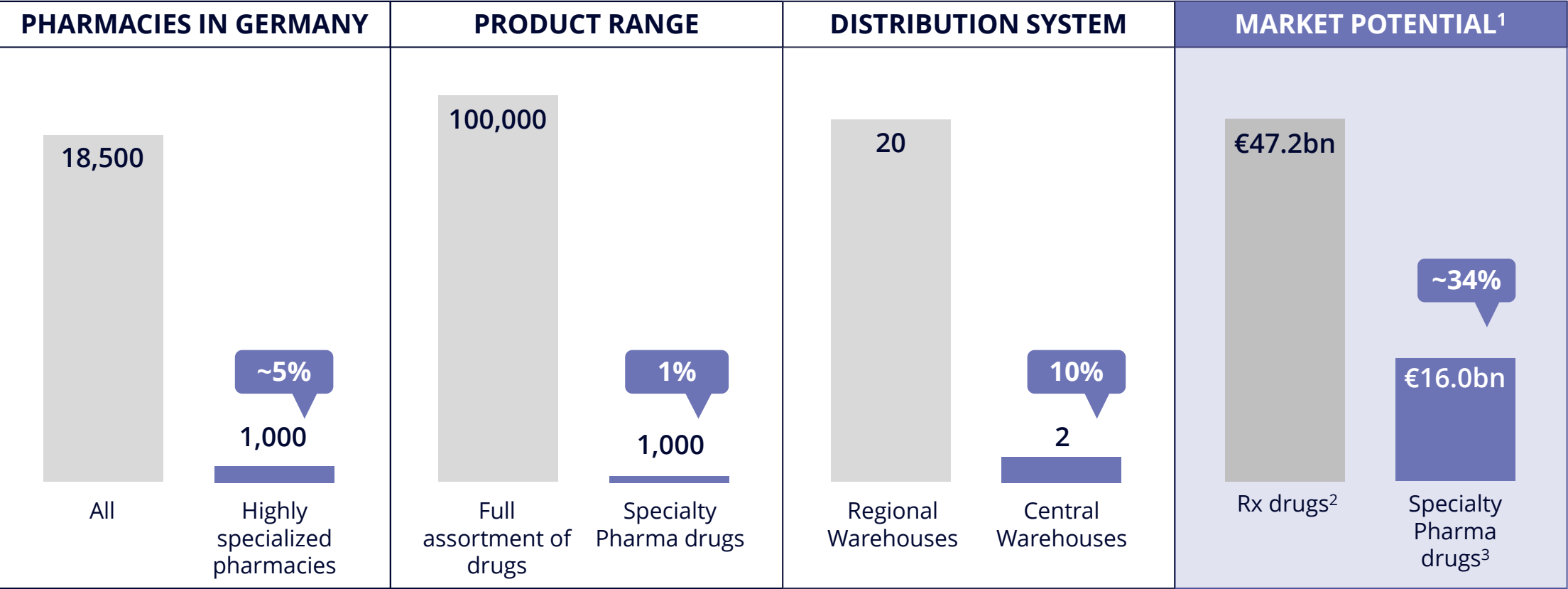
- 7 GMP¹ / blistering **labs**
- 2 **warehouses**
- Around 600 **specialized partner pharmacies**
- Around **320,000 individualized preparations** manufactured in 2021 (Medios including NewCo Pharma)
- **Compounding capacities** expected in Oct 2022: around **500k - 600k** preparations p.a. including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

-  Compounding facilities (GMP / Blistering labs)
-  Specialized partner pharmacies (various indications)
-  Warehouse

Medios is strongly positioned in the competitive market environment

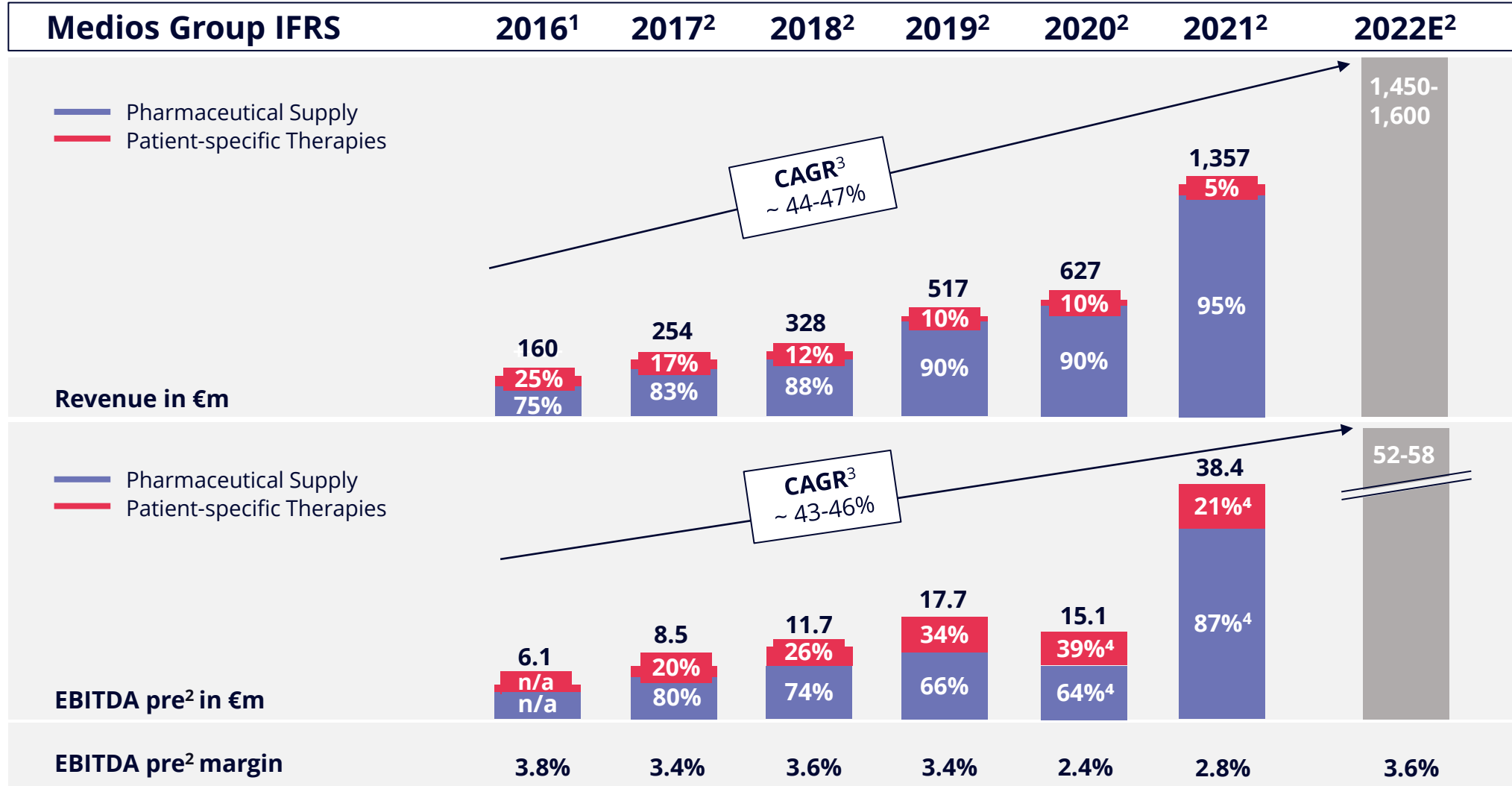


Pharmaceutical Supply: Unique Selling Propositions – Highly focused and highly efficient

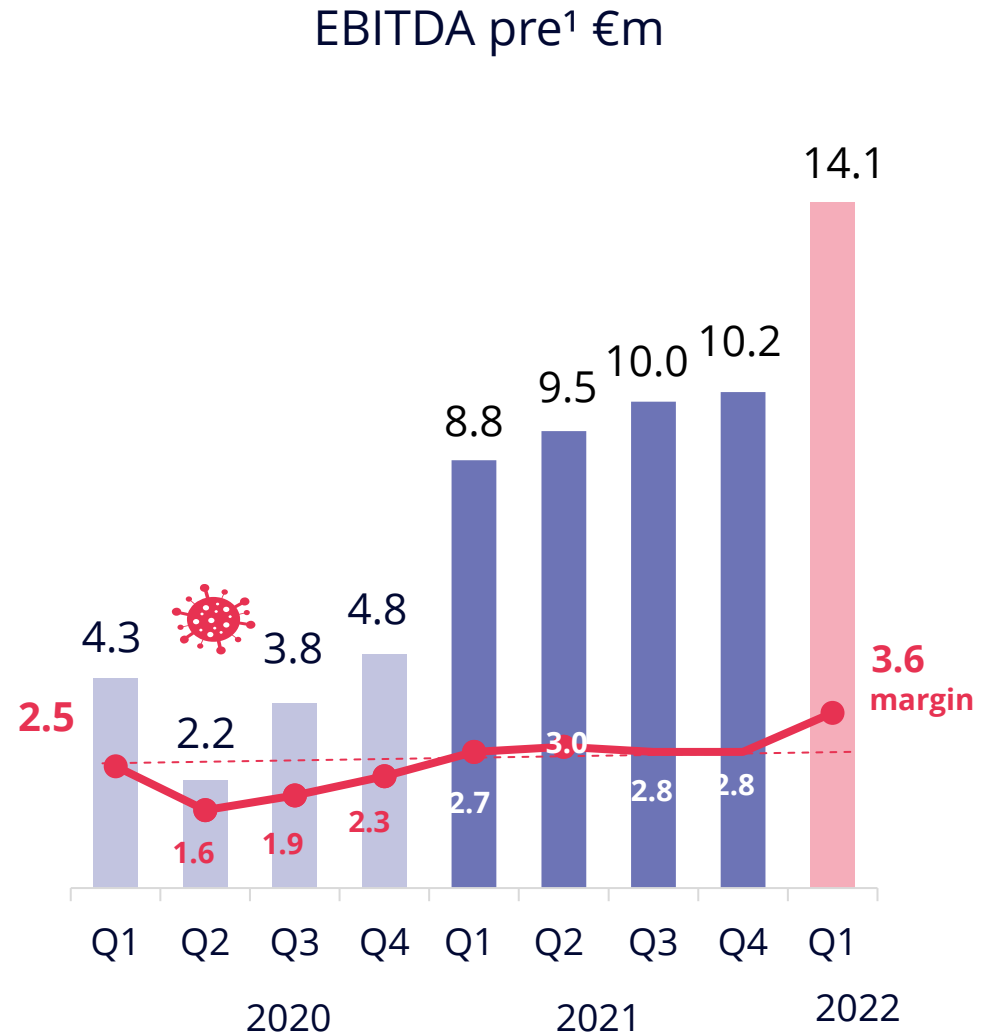
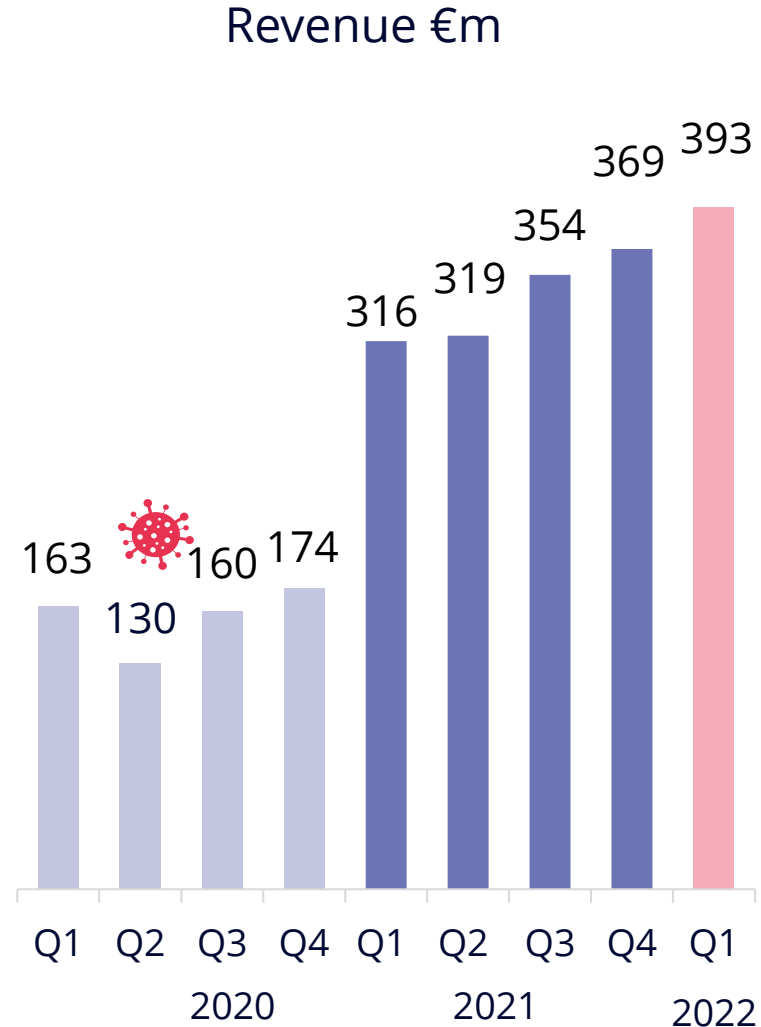


Full Range Wholesaler Medios

Proven financial track with strong profitable growth



Another record quarter: Continuous quarterly increase of key figures



Forecast FY 2022 confirmed

In € million	2022F ¹	2021	Growth %
Group revenue	1,450 – 1,600	1,357.4	6.8 – 17.9
EBITDA pre ² <i>margin (% of revenue)</i>	52 – 58 3.6	38.4 2.8	35.3 – 50.9

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

Main Assumptions for 2022

- + External growth will be substantially driven by the acquisition of NewCo Pharma
- + Synergy effects as a result of the integration of the acquisitions 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
- Consideration of possible risks: e.g., rising inflation, supply chain bottlenecks, geopolitical tensions / Ukraine conflict, COVID-related effects
- increased overhead costs due to NewCo integration
- Validation and commissioning of new labs in Berlin accompanied by higher # of employees

Wider forecast bandwidths due to higher planning uncertainties

Growth strategy - Clear plan for overall growth

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
- Direct **“blistering”** on high-priced drugs, and increase market acceptance of **personalized medication packaging**

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**

Medios is well prepared for growth and a successful future!

Ambitious ESG strategy 2025:

34 targets, realized through 65 measures using 57 different KPIs

Status Quo

- ✓ Implementation process of IT-based ESG-platform Started
- ✓ Membership in UN Global Compact extended
- ✓ ESG expert in Supervisory Board
- ✓ Various governance improvements; e.g., 4th Supervisory Board member

Since March 2021 Medios has been committed to the UN Global Compact corporate responsibility initiative and its principles in the areas of human rights, labor, the environment and anti-corruption.



Future

2023 and beyond

- Sustainability reporting in full accordance with GRI¹ for FY 2022
- Achieve climate neutrality at own sites in FY 2023
- Supplier Code of Conduct and assessment of suppliers
- ...

Ratings by



More to come...

Contact



Claudia Nickolaus

Head of Investor & Public Relations, ESG Communications

Phone +49 30 232 566 800

c.nickolaus@medios.ag

Disclaimer

This presentation has been produced by Medios AG (the „Company“). The facts and information contained herein are as up to date as is reasonably possible and are subject to revision in the future. None of the Company or its directors, officers, employees or advisors nor any other person makes any representation or warranty, express or implied as to, and no reliance should be placed on, the accuracy or completeness of the information contained in this presentation. None of the Company or any of its directors, officers, employees and advisors nor any other person shall have any liability whatsoever for any loss howsoever arising, directly or indirectly, from any use of this presentation. The same applies to information contained in other material made available at the presentation. While all reasonable care has been taken to ensure the facts stated herein are accurate and that the opinions contained herein are fair and reasonable, this presentation is selective in nature and is intended to provide an introduction to, and overview of, the business of the Company. Where any information and statistics are quoted from any external source, such information or statistics should not be interpreted as having been adopted or endorsed by the Company as being accurate.

This presentation contains certain forward-looking statements relating to the business, financial performance and results of the Company and /or the industry in which the Company operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words »believes«, »expects«, »predicts«, »intends«, »projects«, »plans«, »estimates«, »aims«, »foresees«, »anticipates«, »targets« and similar expressions in English or equivalent expressions in German.

The forward-looking statements, including but not limited to assumptions, opinions and views of the Company or information from third party sources, contained in this presentation are based on current plans, estimates, assumptions and projections and involve uncertainties and risks. Various factors could cause actual future results, performance or events to differ materially from those described in these statements. The Company does not guarantee that the assumptions underlying such forward-looking statements are free from errors nor does it accept any responsibility for the future accuracy of the opinions expressed in this presentation or the actual occurrence of the forecasted developments. No obligation is assumed to update any forward-looking statements.

This presentation does not constitute or form a part of, and should not be construed as, an offer or invitation to subscribe for, or purchase, any securities and neither this presentation nor anything contained herein shall form the basis of, or be relied on in connection with, any offer or commitment whatsoever.

In particular, this presentation does not constitute an offer of securities for sale or a solicitation of an offer to purchase securities in the United States. The shares in the Company may not be offered or sold in the United States or to or for the account or benefit of „U.S. persons“ (as such term is defined in Regulation S under the U.S. Securities Act of 1933, as amended (the „Securities Act“)) absent registration or an exemption from registration under the Securities Act. The shares in the Company have not been and will not be registered under the Securities Act.

This presentation speaks as of May 2022. Neither the delivery of this presentation nor any further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since such date.

PLATOW EURO FINANCE

Small Cap Konferenz

Matthias Gaertner, CEO

18. Mai 2022

