



Full Year 2020 Results

Matthias Gaertner CEO/CFO

March 31, 2021

-
- 1 Executive summary**
 - 2 Financial overview
 - 3 Guidance 2021
 - 4 Appendix

Highlights 2020 until year-to-date – Growth strategy on track

Operations	<p>Significant progress in strategy implementation – major decisions for future growth</p> <ul style="list-style-type: none">• Attractive growth potentials through acquisitions:<ul style="list-style-type: none">• Cranach Pharma GmbH – specialized pharmaceutical wholesaler (Jan 21)• Kölsche Blister GmbH – service provider for patient-specific blistering (Apr 20)• Led to an expansion of the network from 300 to around 500 specialized partner pharmacies• Centralization of administration and rental of an additional building<ul style="list-style-type: none">• Establishment of further laboratories for the compounding of Patient-specific Therapies and optimization of logistics to be finalized in Q4 2021• Pharmaceutical Supply: Significant expansion of product and indication portfolio (e.g., hemophilia)• mediosconnect: digital platform to manage order and billing processes; and measures to establish an e-prescription-compatible platform• Since September 21, 2020 member of the SDAX
Management	<ul style="list-style-type: none">• Changes to the Management Board effective January 1, 2021: Matthias Gärtner, CFO, appointed CEO in addition to his other duties; since then, Management Board consists of three members
Financials	<ul style="list-style-type: none">• Sales and earnings impacted by Corona-related special effects - nevertheless sales growth of ~21%• Share price increase of around 42% - significant outperformance compared with German stock market• Capital measures to finance organic & external growth: syndicated loan, successful capital increase

Game-changing acquisitions in 2020

Acquisition of Cranach Pharma GmbH

- HQ in Hamburg, Germany with activities across Germany
- Well established wholesale of specialty pharma drugs; GDP¹-compliant
- >170 specialized pharmacy customers, nationwide
- Complementary product mix

Rationale for acquisition

- Strengthening Medios' position as a competence partner for independent specialized pharmacies
- Expansion of partner-network of specialized pharmacies
- Tapping the potential of Specialty Pharma indications: neurology, endocrinology and hemophilia
- Strongly accelerates Medios growth



Acquisition of Kölsche Blister GmbH

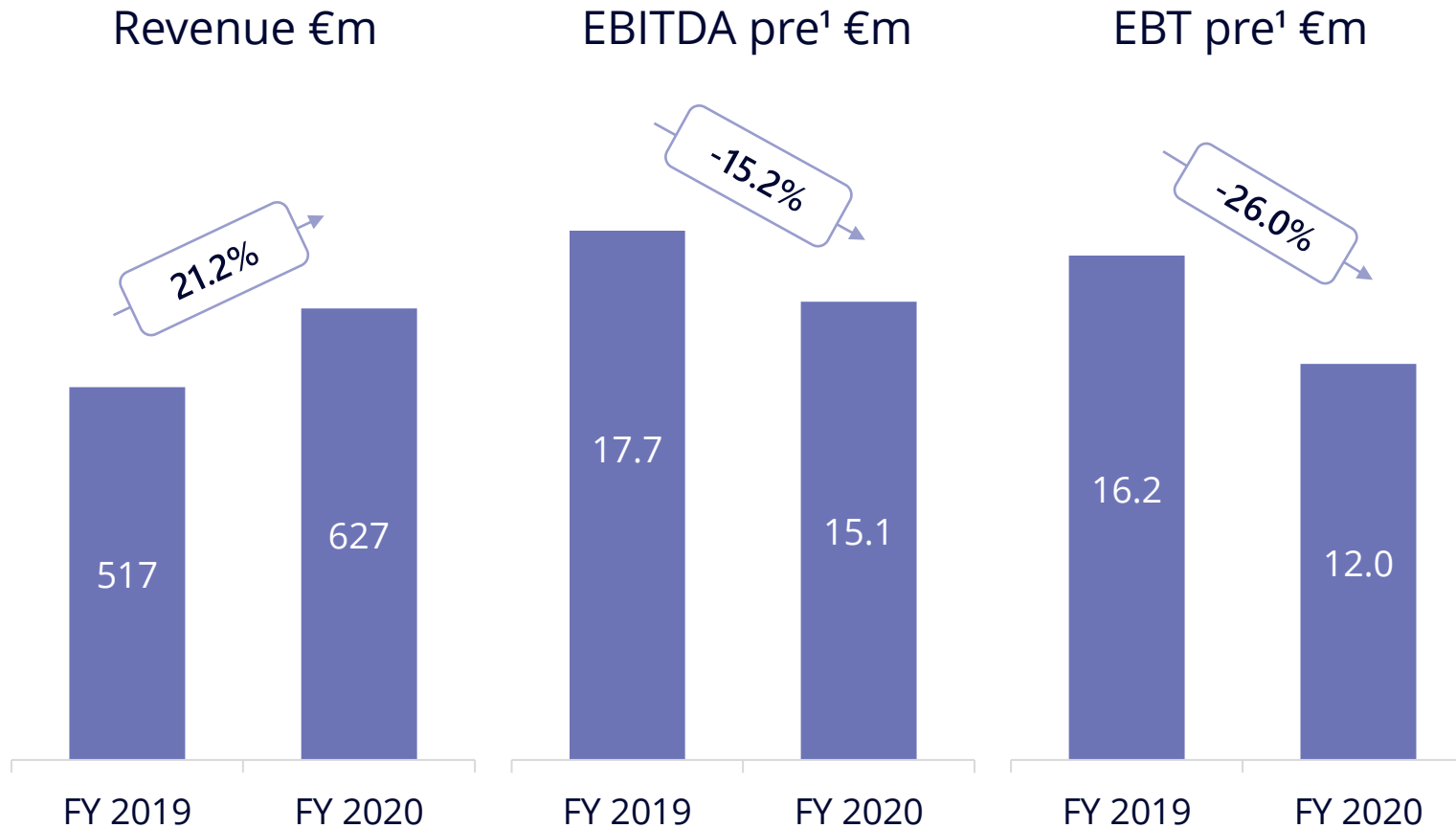
- HQ in Cologne, Germany with activities across Germany
- Well established GMP¹ blister² operation
- ~100 customers nationwide: specialized pharmacies, involved in home care, HIV/ hepatitis, in oncology

Rationale for acquisition


- Immediate market entry into structurally growing blistering business
- Expansion of partner-network of specialized pharmacies
- Coverage of a further component in the value chain
- Realize synergy effects e.g., in purchasing, sales and logistics



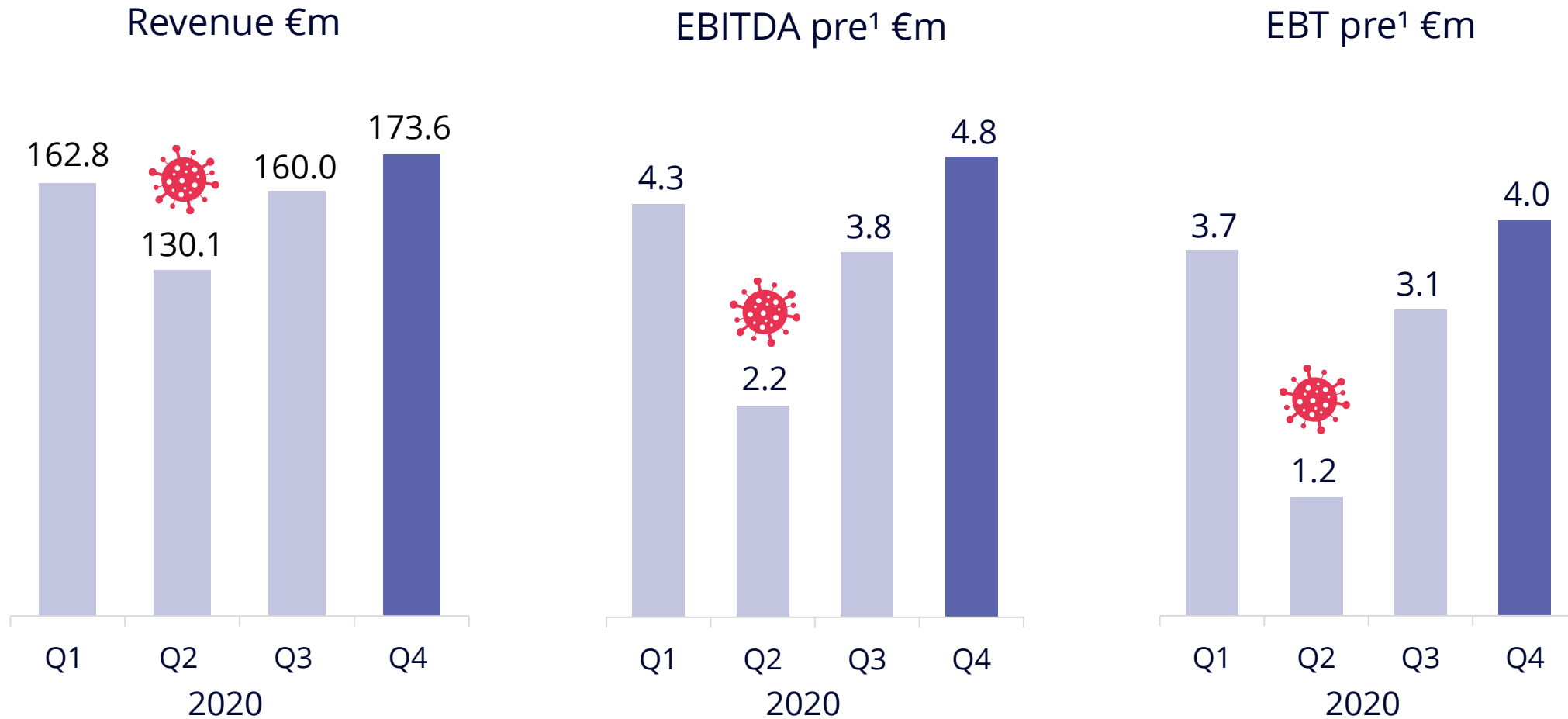
Dynamic growth despite COVID-19 pandemic: business model intact




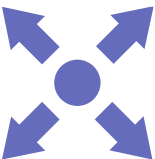
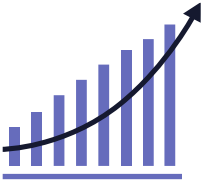
Comments

-  First quarter saw extensive stockpiling of pharmaceuticals
- March 2020: Introduction of an order – quota system – by the Federal Institute for Drugs and Medical Devices (BfArM)
- Increased difficulty to obtain medicines at accustomed purchase prices – resort to additional suppliers necessary
- Growing competition between EU countries regarding supply of pharmaceuticals, especially those that are higher-priced

Quarterly recovery after Q2 2020 Corona-related revenue & sales decline



Proven growth strategy in place to maintain Medios' leading position as a provider of specialty pharma solutions in Germany

VERTICAL GROWTH DRIVER	HORIZONTAL GROWTH DRIVER	PROFITABILITY DRIVER
 <p>Grow customer base and partner network</p> <ul style="list-style-type: none">• Currently >500 pharmacies covered• Cover ~1,000 pharmacies long-term• Unlock the potential of cross-selling opportunities	 <p>Extend product range and expand to further indication areas</p> <ul style="list-style-type: none">• Currently, almost all 1000 available drugs covered	 <p>Leverage economies of scale</p> <ul style="list-style-type: none">• Margin expansion from increased utilization of existing capacities• Shift from wholesale to compounding business by increasing the share of blistered products• Increase of manufacturing capacities

Disciplined buy & build approach to accelerate growth strategy

ESG strategy well under way

Status Quo

- Code of conduct published end of 2020 
- For the first time publication of “voluntary report” based on CSR-RUG¹ 
- Website: ESG Section established 
- Participant of UN global compact 
 - Since March 2021 Medios has been committed to the UN Global Compact corporate responsibility initiative and its principles in the areas of human rights, labour, the environment and anti-corruption.



Future


- Implementation of ESG targets in the compensation system of the Executive Board
- Develop and establish ESG strategy, focus on:
 - Environmental concerns
 - Employee matters
 - Social issues
 - Respect for human rights
 - Fight against corruption and bribery
- Increased number of ratings and improved grades



¹ Corporate Social Responsibility (CSR)-Richtlinie-Umsetzungsgesetz: Mandatory Sustainability code (according to German law)

-
- 1 Executive summary
 - 2 Financial overview**
 - 3 Guidance 2021
 - 4 Appendix

FY 2020 – Solid Group Financials despite COVID-19 pandemic

In € million	FY 2020	FY 2019	Δ%	Comments
Revenue	626.5	516.8	21.2	<p>Strong revenue growth, Pharmaceutical Supply key contributor</p> <ul style="list-style-type: none"> • Kölsche Blister included in revenue with €5.4m revenue beginning Q2 • Growth investments: prepared start of new indication 'hemophilia' and introduction of e-prescription significantly reflected in personnel expenses • Other expenses including legal and consulting costs • Earnings decrease as a result of ongoing COVID-19 pandemic: <ul style="list-style-type: none"> •  higher purchase prices due to quota order and limited availability of drugs • Operating CF & inventories mainly driven by the new indication hemophilia • Increase of cash & cash equivalents resulting from capital increase
COGS ¹	589.3	483.4	21.9	
<i>ratio in % of revenue</i>	94.1	93.5		
Personnel expenses	15.3	11.0	39.7	
Other expenses	9.7	8.0	21.4	
EBITDA pre ²	15.1	17.7	-15.2	
EBT pre ²	12.0	16.2	-26.0	
EPS (€), undiluted	0.39	0.67	-41.8	
CF from operating activities	-38.1	-0.4	>100	
CF from financing activities	51.1	-0.7	<-100.0	

In € million	31 Dec 2020	31 Dec 2019	Δ%
Inventories	35.3	16.1	>100
Cash & cash equivalents	19.8	15.6	26.7
Equity	142.4	81.6	74.5
<i>ratio in %</i>	73.2	70.0	

FY 2020 Segments – Growth driven by wholesale business

	Pharmaceutical Supply		Patient-specific Therapies		Internal Services and IFRS consolidation		Group	
In € million	FY 2020	FY 2019	FY 2020	FY 2019	FY 2020	FY 2019	FY 2020	FY 2019
Revenue (total)	596.9	491.8	66.3	57.0	-36.6	-31.9	626.5	516.8
• Thereof external revenue	564.3	466.1	61.9	50.4	0.4	0.3	626.5	516.8
<i>delta (y-o-y in %)</i>	21.1		22.7		42.8		21.2	
COGS ¹	579.2	473.6	47.1	41.9	0.0	0.0	589.3	483.4
<i>ratio (% of revenue)</i>	97.0	96.3	71.1	73.5	0.0	0.4	94.1	93.5
EBITDA pre ²	9.6	11.9	5.9	6.2	-0.5	-0.4	15.1	17.7
<i>margin (% of revenue)</i>	1.6	2.4	9.0	10.9	1.4	1.3	2.4	3.4
EBT pre ²	8.2	11.2	4.7	5.4	-0.9	-0.5	12.0	16.2
<i>margin (% of revenue)</i>	1.4	2.3	7.2	9.5	2.5	1.6	1.9	3.1

Comments

- Initially planned **COGS ratio** for the **Pharmaceutical Supply** segment for 2020 at 96.3%; for the full year actual ratio at 97.0% => 0.7 percentage points worse reflecting a decline in earnings of €4.2m
- Weaker EBITDA pre¹ margin for the **Patient-specific Therapies** due to internal cost allocation of investments for future growth (M&A, personnel expenses) and consolidation of Kölsche Blister
 - Excluding these mentioned costs EBITDA pre¹ margin improved (**14.2%** for FY 2020 vs. **13.9%** for FY 2019)

Financing power- strong financial position to invest in future growth

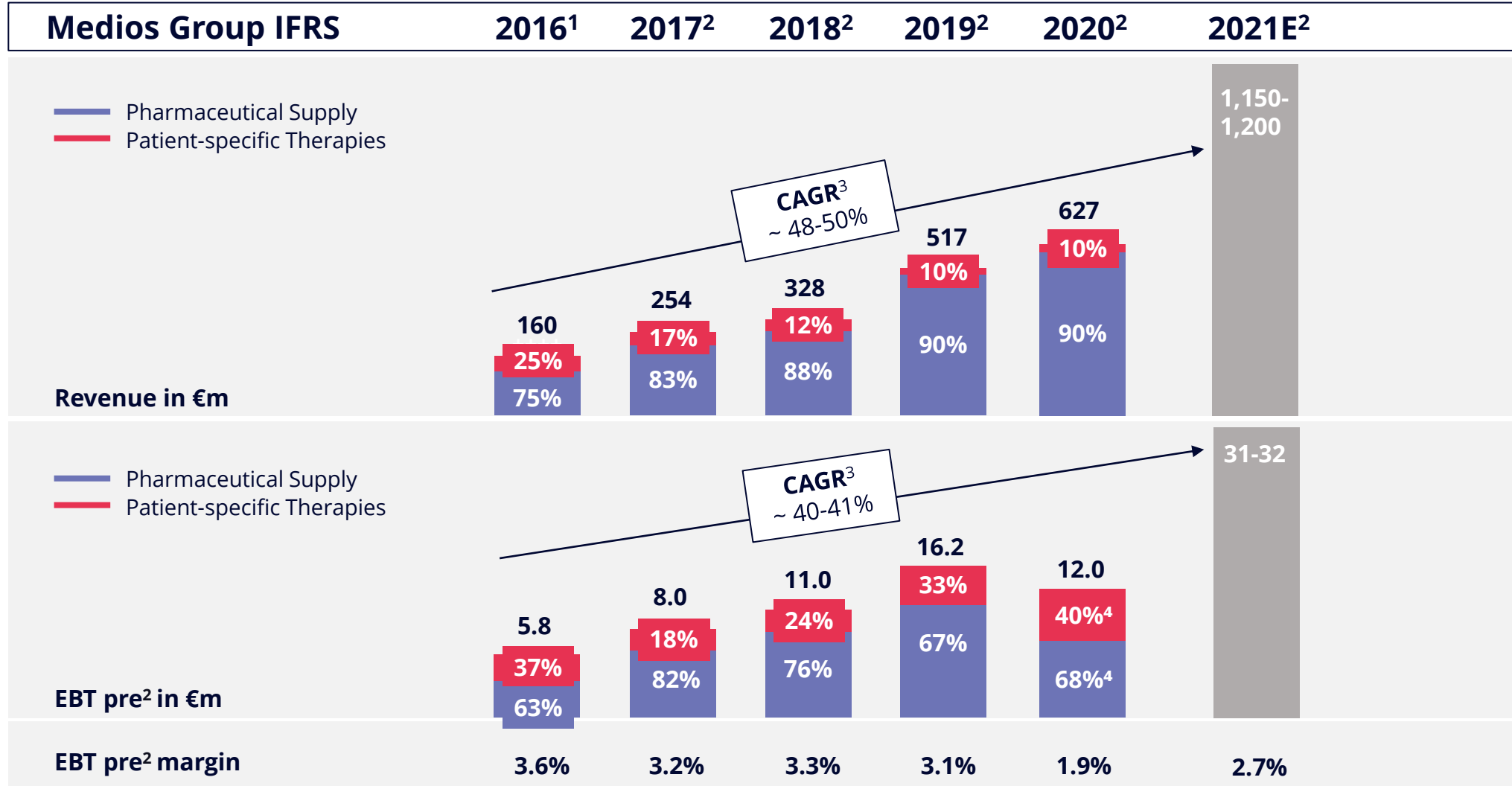
As of 31 December 2020	In € million	Liquidity to be used for...
Syndicated loan	62.5	Organic growth
Thereof called	-1.5	<ul style="list-style-type: none"> • Up to €10 million to be invested in new labs
Cash & cash equivalents	19.8	External growth
Total liquidity	approx. 82.3	<ul style="list-style-type: none"> • M&A strategy: focus on compounding business and digitalization

- 
- 1 Executive summary
 - 2 Financial overview
 - 3 Guidance 2021**
 - 4 Appendix

Forecast – Nearly doubling of revenue and jump in earnings

In € million	2021F ¹	2020	Growth %	Main Assumptions
Group revenue	1,150 – 1,200	626.0	84 – 92	<ul style="list-style-type: none"> + External growth will be substantially driven by the acquisitions of Cranach Pharma, and Kölsche Blister; additional acquisitions planned + Synergy effects as a result of the mergers: <ul style="list-style-type: none"> • Especially in purchasing and logistics • Cross-selling within partner network + Increase of compounding business + Extended product portfolio: e.g., hemophilia - Still ongoing COVID-19-related effects - Increased HQ costs due to projects and a higher # of employees
EBITDA pre ² <i>margin (% of revenue)</i>	38 – 39 3.3	15.1 2.4	152 – 159	
EBT pre ² <i>margin (% of revenue)</i>	31 – 32 2.7	12.0 1.9	158 - 166	

Proven financial track with strong profitable growth

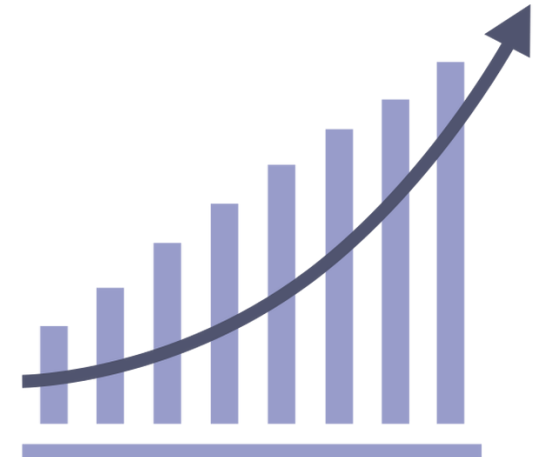


¹ 2016 pro-forma; ² Adjusted for extraordinary expenses for stock options, M&A and amortization of the customer base;

³ CAGR = Compound Annual Growth Rate ⁴ Including the segment "Services" (-8%)

Organic growth – Diverse attractive approaches

- Expansion of manufacturing capacities – completion of new laboratories in Berlin
- Further establishment of “blistering” in Germany
- Expansion of partner network of specialized pharmacies
- Preparation of e-prescriptions - launch on 1 January 2022¹
- Further market integration through innovative digital trading platform “**mediosconnect**”
- Further expansion and diversification of indication areas



Medios is well prepared for growth and a successful future!

Inorganic growth: Medios is playing an active role in the ongoing consolidation process

Types of potential target companies



1

Rationale

- Play an active role in the consolidation of the market for patient-specific preparations
- Increase capacities for enhanced production of individualized preparations and additional indications



2

Rationale

- Increase scale to become one of the leading providers of specialty pharma solutions in Germany
- Expand partner network to capitalize on cross-selling opportunities



3

Rationale

- Increase value creation potential through vertical integration
- Invest in process innovation (e.g., digitalization, analytics)

- 
- 1 Executive summary
 - 2 Financial overview
 - 3 Guidance 2021
 - 4 Appendix**

Consolidated statement of comprehensive income

In € thousand	FY 2020	FY 2019	Q4 2020	Q4 2019
Revenue	626,543	516,805	173,644	145,126
Change in stocks of finished goods and work-in-progress	-7	42	-52	-420
Work performed and capitalized	352	550	334	453
Other income	468	1,254	181	62
Cost of materials	589,309	483,366	162,586	135,275
Personnel expenses	15,295	10,952	4,664	3,403
Other expenses	9,660	7,959	2,820	3,258
Earnings before interest, taxes, depreciation and amortization (EBITDA)	13,093	16,373	4,036	3,285
Depreciation and amortization	3,551	1,982	983	359
Earnings before interest and taxes (EBIT)	9,542	14,392	3,054	2,926
Financial expenses	671	194	144	72
Financial income	30	23	15	9
Consolidated earnings before taxes (EBT)	8,901	14,220	2,924	2,863
Taxes	2,837	4,461	1,130	1,061
Consolidated earnings after taxes	6,064	9,760	1,794	1,801
Total consolidated earnings	6,064	9,760	1,794	1,801

Consolidated balance sheets FY 2020

Assets In € thousand	FY 2020	FY 2019
Non-current assets	58,232	37,136
Intangible assets	35,237	31,260
Property, plant and equipment	5,337	2,549
Right of use	17,269	3,045
Financial assets	390	283
Current assets	136,305	79,431
Inventories	35,310	16,053
Trade receivables	74,789	42,805
Other assets	6,394	4,787
Income tax receivables	24	165
Cash and cash equivalents	19,788	15,622
Balance sheet total	194,537	116,567

Liabilities In € thousand	FY 2020	FY 2019
Equity		
Subscribed capital	16,085	14,564
Capital reserves	104,487	51,273
Accumulated Group Result	21,853	15,789
Attrib. to shareholders in the parent company	142,425	81,627
Liabilities		
Non-current liabilities	21,484	6,253
Financial liabilities	16,647	2,577
Other provisions	1,039	0
Deferred tax liabilities	3,798	3,676
Current liabilities	30,628	28,688
Other provisions	512	501
Trade payables	22,398	12,882
Financial liabilities	2,587	3,664
Income tax liabilities	2,613	7,577
Other liabilities	2,517	4,064
Total liabilities	52,112	34,941
Balance sheet total	194,537	116,567

Consolidated cash flow statement FY/Q4 2020 (1/2)

In € thousand	FY 2020	FY 2019	Q4 2020	Q4 2019
Cash flow from operating activities				
Net income for the year	6,064	9,760	1,794	1,801
Depreciation and amortization on non-current assets	3,551	1,982	982	359
Decrease/increase in provisions	11	126	125	177
Other non-cash expenses	1,158	1,369	574	371
Increase in inventories, trade receivables and other assets not attributable to investment or financing activities	-51,428	-14,781	-20,571	-1,037
Decrease/increase in trade payables and other liabilities not attributable to investment or financing activities	6,846	-3,926	-27,989	-8,263
Financial result	641	171	129	63
Income/expenses from the disposal of assets	-1	-194	0	671
Income tax expense	2,837	4,461	1,130	1,061
Income tax payments	-7,794	583	-1,237	330
Net cash inflow/outflow from operating activities	-38,115	-449	-45,061	-4,467

Consolidated cash flow statement FY/Q4 2020 (2/2)

In € thousand	FY 2020	FY 2019	Q4 2020	Q4 2019
Cash flow from investment activities				
Payments made for investments in intangible assets	-2,142	-1,215	-939	281
Payments made for investments in property, plant and equipment	-2,720	-874	-783	-64
Payments from disposals of tangible fixed assets	15	4,183	0	0
Payments from disposals of non-current financial assets	101	72	39	18
Payments for additions to the consolidated group	-1,163	0	0	0
Interest received	30	23	15	9
Net cash outflow from investment activities	-5,879	2,188	-1,669	245
Cash flow from financing activities				
Proceeds from equity injections	53,450	0	-328	0
Payments for issuing costs for the capital increase	-1,787	0	0	0
Proceeds from financial liabilities	19,000	0	0	0
Outflows from the repayment of financial liabilities	-17,500	0	0	0
Interest paid	-847	-194	-112	-56
Repayments of the leasing liabilities	-1,179	-469	-298	-119
Net cash inflow from financing activities	51,137	-663	-738	-176
Net change in cash and cash equivalents	7,143	1,076	-47,468	-4,398
Cash and cash equivalents at the beginning of the period	12,645	11,569	67,256	17,246
Cash and cash equivalents at the end of the period	19,788	12,645	19,788	12,848

Contact

Claudia Nickolaus

Head of Investor & Public Relations

Phone +49 30 232 566 800

ir@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 March 2021. 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.



Full Year Presentation

Matthias Gaertner CEO/CFO

March 31, 2021