

A blurred background image of a person in a white lab coat and surgical cap, wearing white gloves and holding a small glass vial with a blue cap. The person is looking down at the vial.

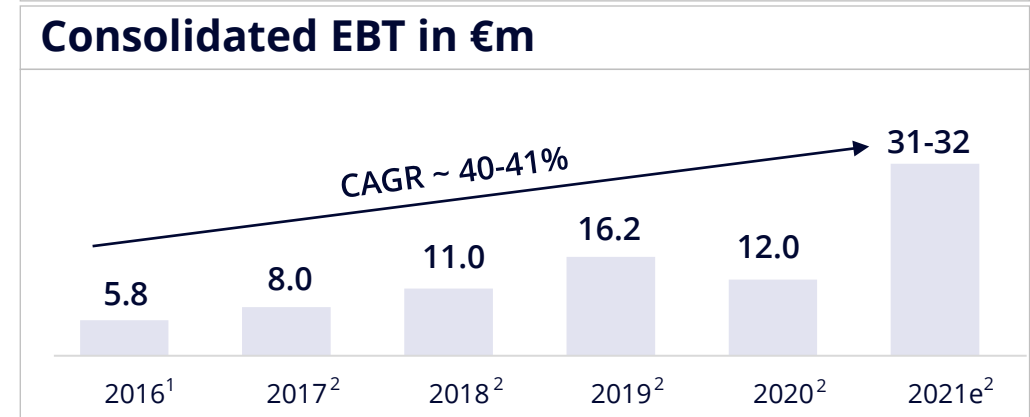
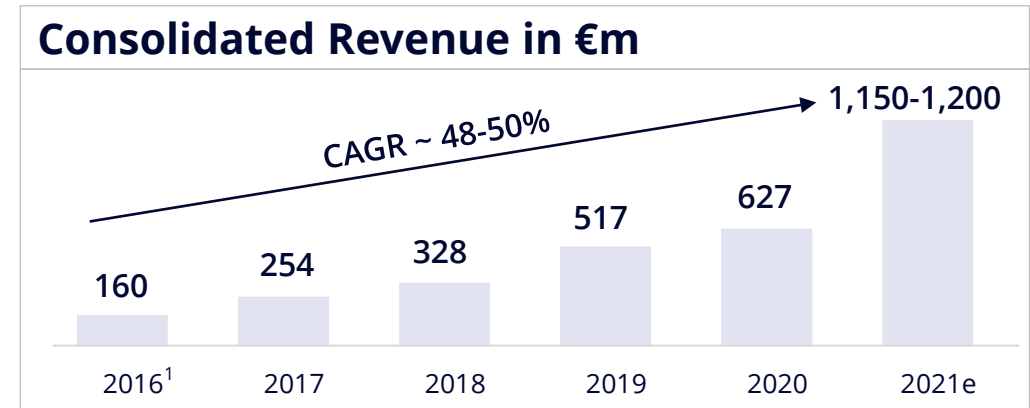
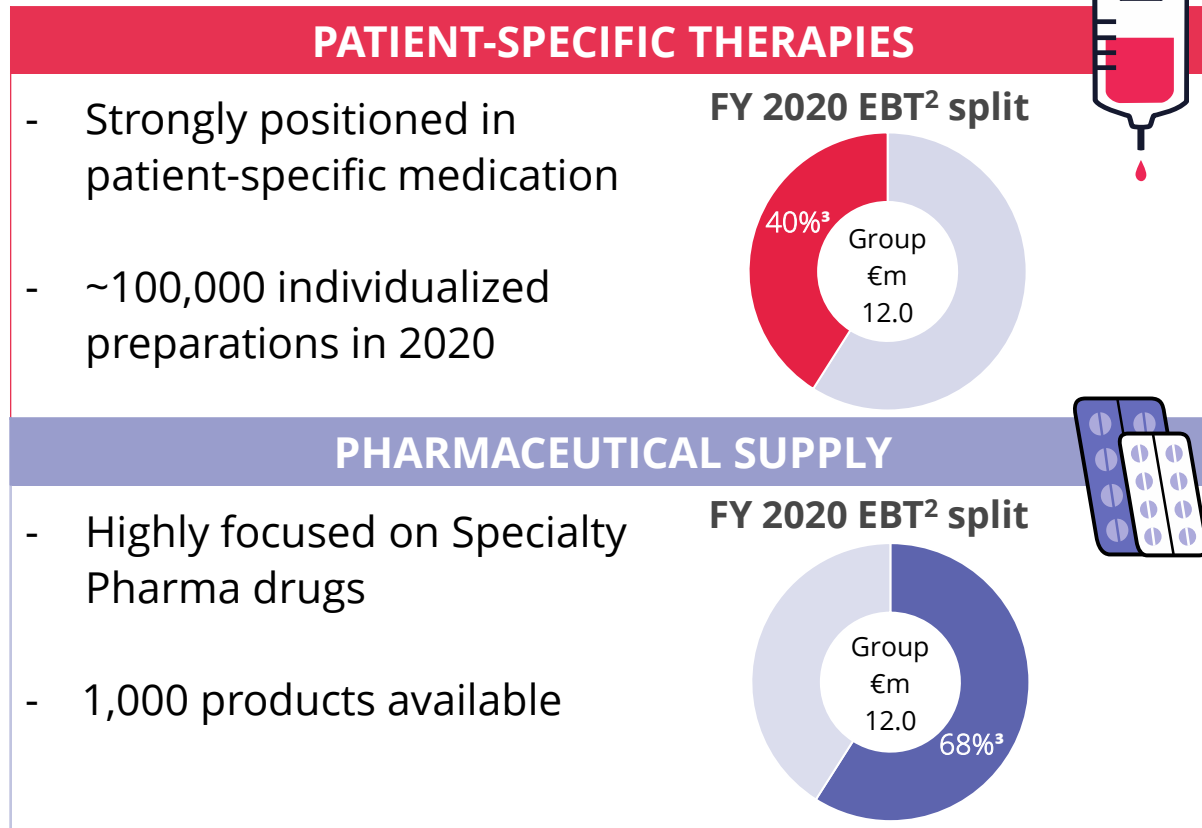
# **KeplerCheuvreux Digital SMID Mega Trend Days**

**Matthias Gaertner CEO/CFO**

May 12, 2021

# Medios – The leading Specialty Pharma provider in Germany

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



— Patient-specific Therapies — Pharmaceutical Supply'

# Broad specialty pharma product portfolio to address €17.6 bn market opportunity in Germany in 2021

## Infusion



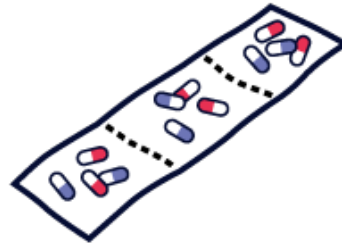
e.g., ~ 1.6 million cancer patients<sup>2</sup> in Germany

Product example: Opdivo<sup>®1</sup>

Costs: Up to €160k per patient/year

### Patient-specific Therapies

## Blistering



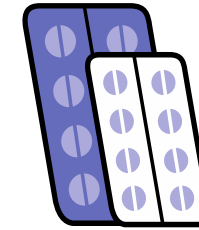
e.g., ~ 6,600 nursing homes in Germany<sup>4</sup>

Treatment example: Individual medication plan<sup>3</sup>

Costs: ca. €905 per patient/year

### Patient-specific Therapies

## Finished medicinal drugs



e.g., ~ 450k<sup>2</sup> Hepatitis C patients in Germany<sup>5</sup>

Product example: Harvoni<sup>®</sup>

Costs: Up to €100k per therapy

### Pharmaceutical Supply

<sup>1</sup> Patient-specific preparation required <sup>2</sup> incl. estimated numbers of cases per year in Germany (sources: DALzG, bms-virologie.de, RKI, PZ, dgn.org, DGRh, Der Nervenarzt, krebsinformationsdienst.de, morbus-crohn-aktuell.de, fachinfo.de, hivandmore.de, shire.de)

<sup>3</sup> Patient-specific preparation required <sup>4</sup> Source: statista (2019) <sup>5</sup> Source: Robert Koch-Institute

# Strong underlying drivers for future market growth

## DEVELOPMENT OF NEW ACTIVE PHARMACEUTICAL INGREDIENTS



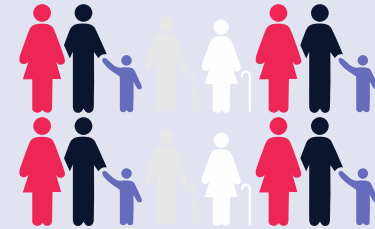
New therapies mainly focused on rare, chronic or genetic diseases

## 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 2019 – 2024 ~10% p.a.<sup>1</sup>**

# Specialty pharma drugs are driving the dynamic market development in Germany

## REVENUE OF PHARMACIES IN GERMANY 2019

**€54.2bn**

+6.7% yoy

Total revenue<sup>1</sup>

thereof

**€44.3bn**

+7.8% yoy

Rx drugs revenue<sup>1</sup>

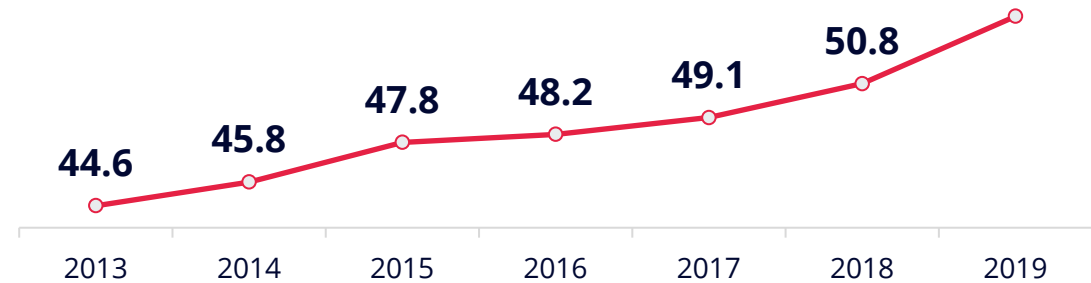
thereof

**€14.6bn**

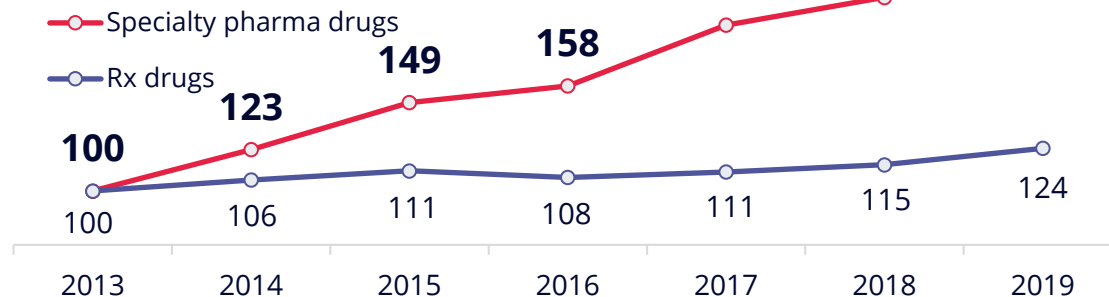
2024e: €23.2bn (+59%)

Specialty pharma drugs revenue<sup>2</sup>

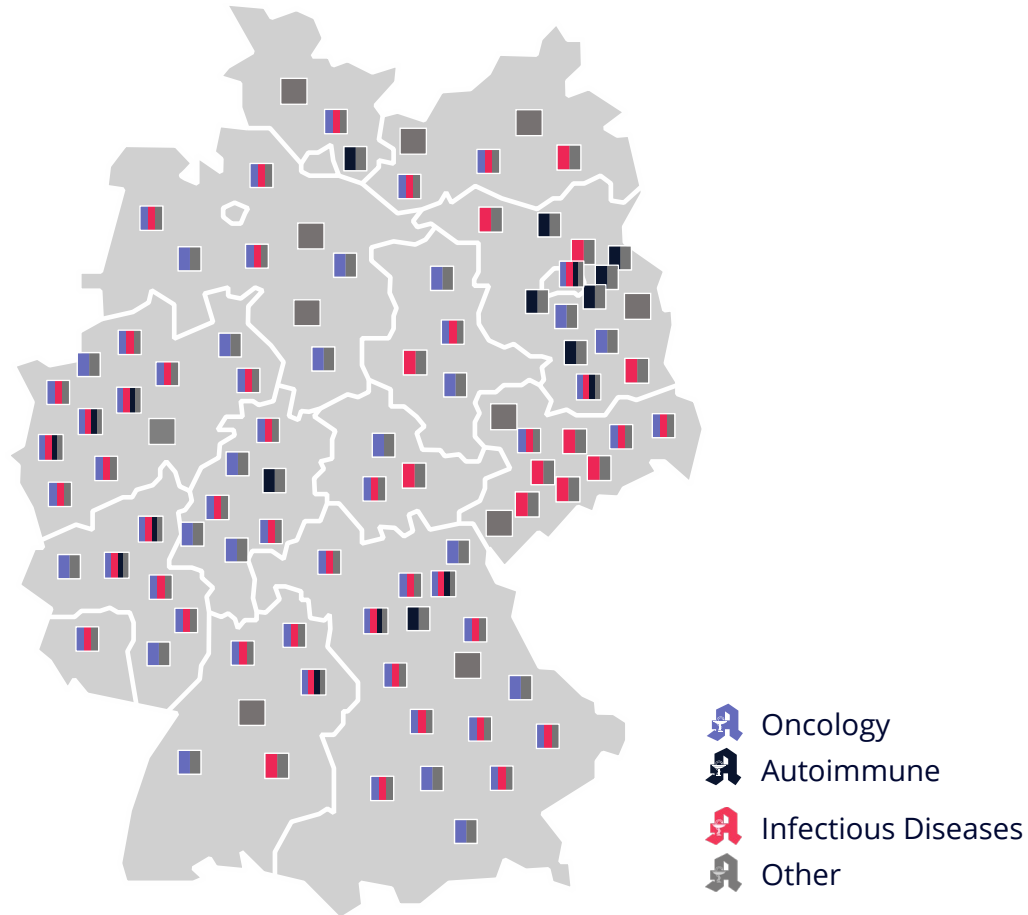
## Pharmacies revenue in Germany (in € bn)<sup>1</sup>



## Revenue specialty pharma drugs<sup>2</sup> vs. Revenue all RX drugs<sup>1</sup> (in %)



# Medios is a highly specialized partner for specialty pharma drugs with a strong partner network across Germany



## INDICATION SPECIFIC PARTNERS

Around 500 specialized partner pharmacies nationwide (as of January 2021)

Coverage of the entire specialty pharma market: various indications

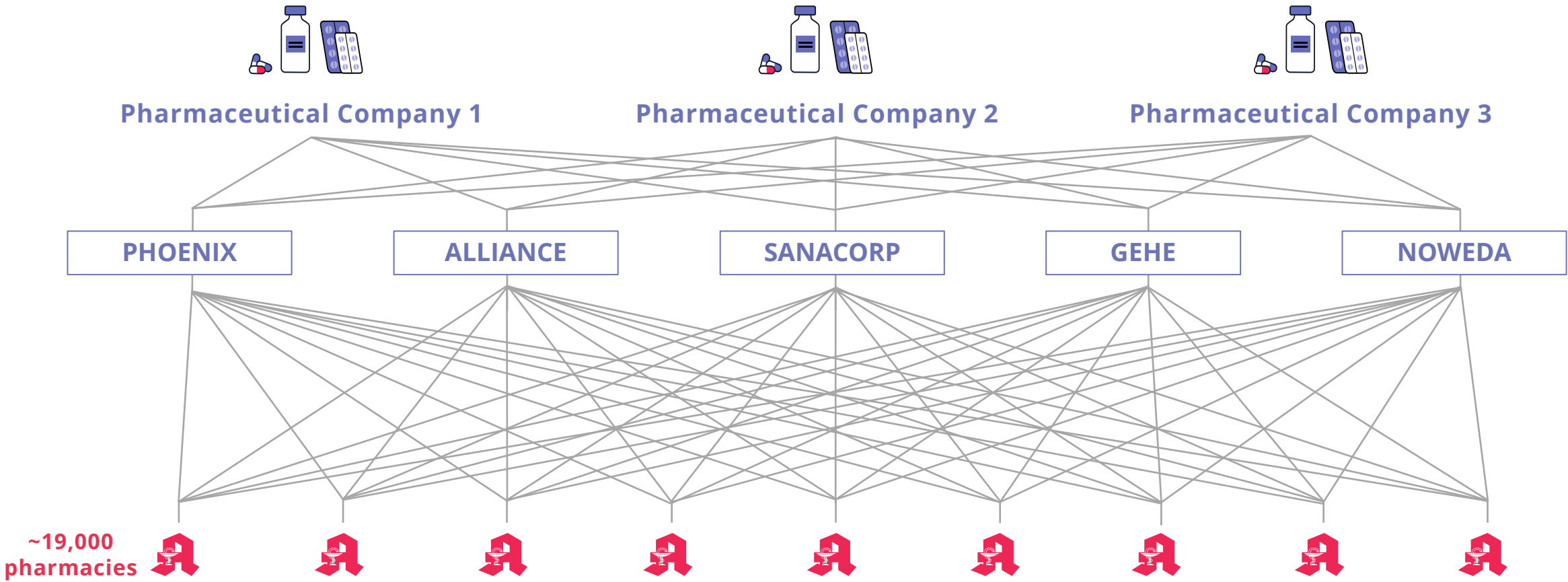
## BENEFITS FOR PARTNERS

Attractive purchasing and payment conditions

Optimized purchasing management: planning and bundling of our partners needs

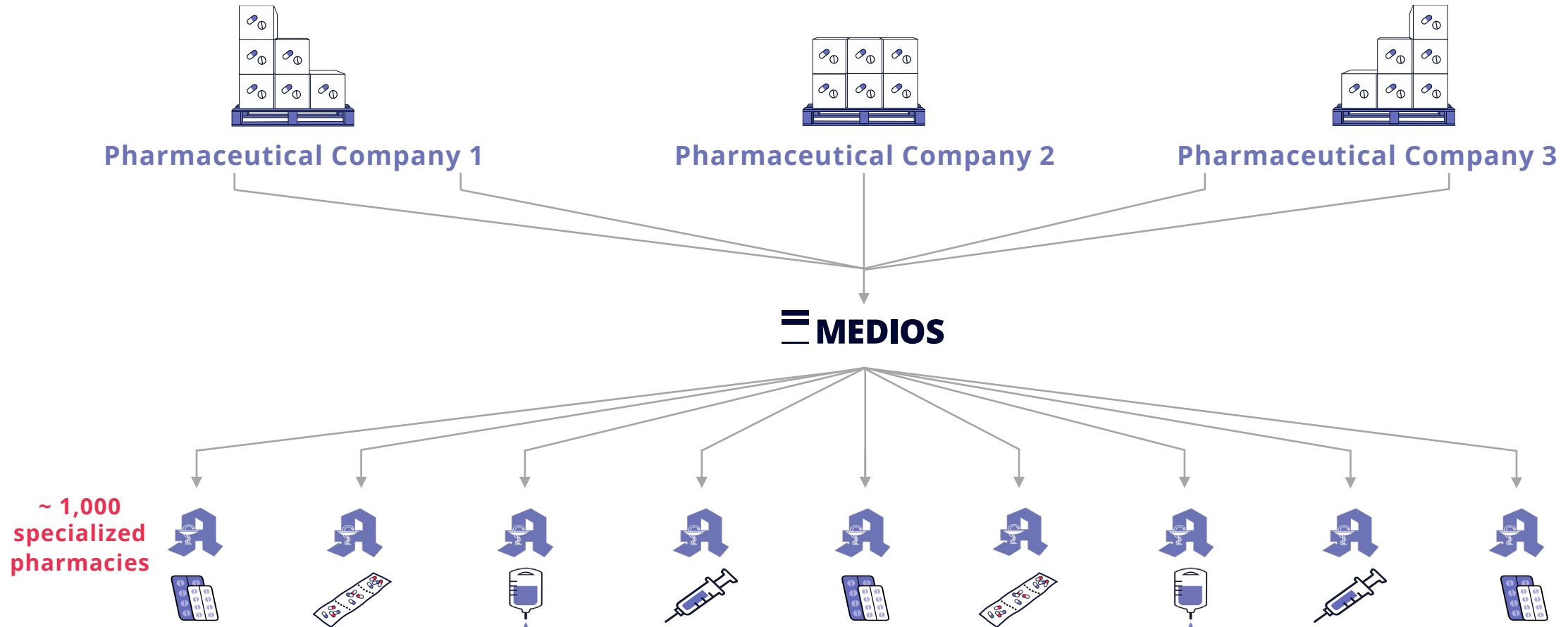
Innovative services through Medios: E-Prescriptions, mediosconnect, and billing security

# Pharmaceutical Supply: 'Classic' trading structure of full-range wholesale



Standard condition agreements on the entire range of products of the respective manufacturer – approx. 100,000 products

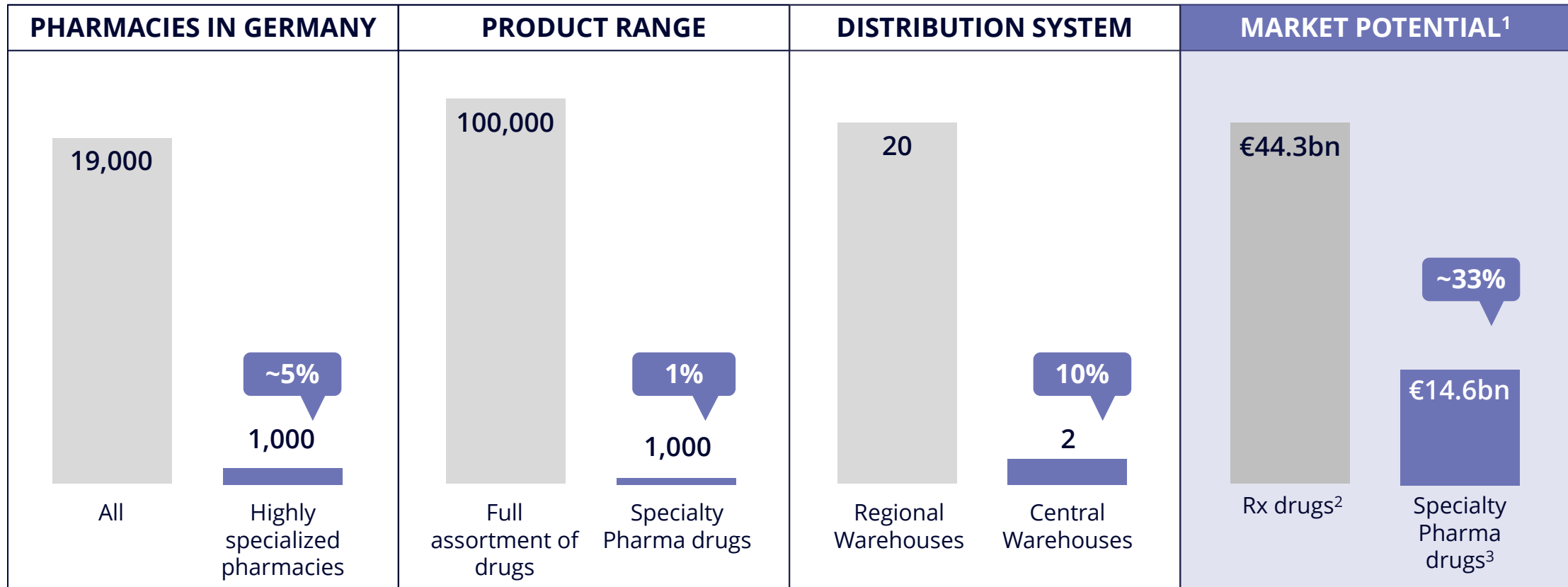
# Pharmaceutical Supply: Medios' innovative trading structure



Individual conditions agreement at individual product level  
max. 1,000 specialty pharma drugs



# Pharmaceutical Supply: Medios is highly focused and highly efficient

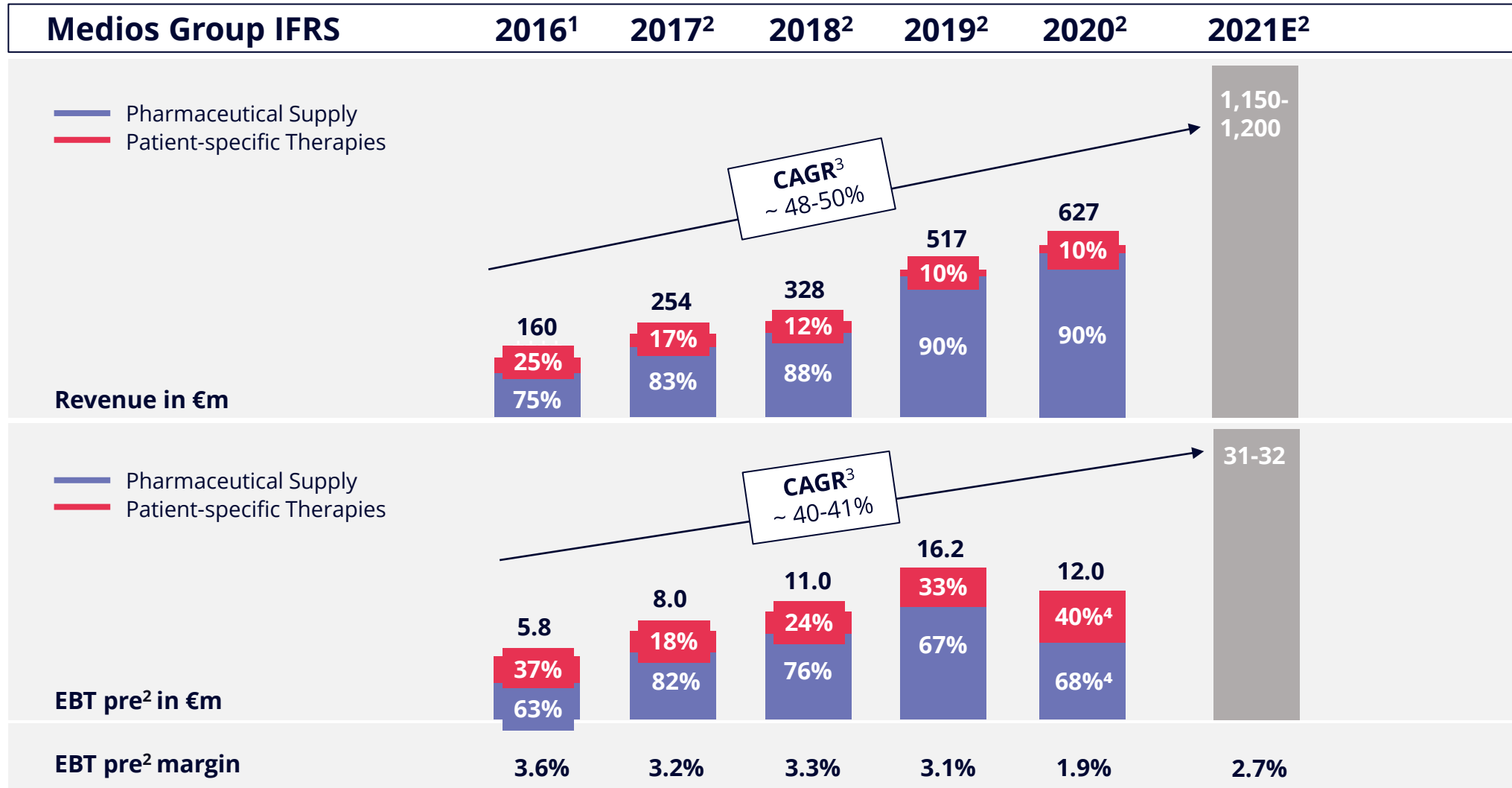


— Full Range Wholesaler — Medios

# Medios is strongly positioned in the competitive market environment



# Proven financial track with strong profitable growth



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

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

# Good plan for organic growth and M&A

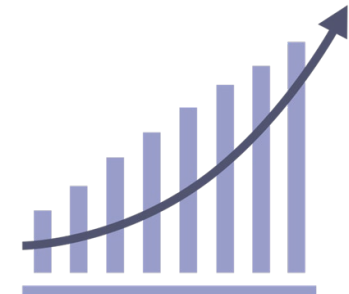
## Organic growth

- Establish new labs in Berlin by the end of 2021- to be able to **triple manufacturing capacities**
- Expand “blistering” focusing on high-priced drugs
- Enlarge partner network of specialized pharmacies
- Foster market integration through innovative **digital trading platform** mediosconnect
  - E-prescription – launch on January 1, 2022<sup>1</sup>
- Expansion and ongoing diversification of indication areas
- Exploit **cross-selling** opportunities

## Inorganic growth

- Ongoing M&A focusing on
  - **Compounding** - increase in capacities for enhanced production of individualized preparations and additional indications
  - **Digitalization** – liaise with partners

medios  Connect



Medios is well prepared for growth and a successful future!

# 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-RUG<sup>1</sup> 
- 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

Q4 2020

Q2 2021

Q4 2021...

Ratings by



More to come...

# Contact



**Claudia Nickolaus**

Head of Investor & Public Relations

Phone: + 49 30 232 566 800

[ir@medios.ag](mailto:ir@medios.ag)

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