

MedLife ended 9 months 2021 with an increase of 56% compared to the same period last year: *After reaching the threshold of a quarter of a billion euros in 2020, this year there are premises to become the first private medical company in Romania to reach a third of a billion euros turnover and we aim to increase this dynamic in the coming years*

- *In the first nine months of 2021, MedLife recorded a pro forma consolidated turnover of RON 1.2 billion, increasing by 56.5% compared to the same period last year.*
- *The company recently announced two important transactions in the area of radiotherapy and medical oncology - Neolife Medical Center and OncoCard Hospital, thus consolidating its position nationwide.*
- *The company's representatives announce the continuation of the consolidation plan through acquisitions, intending another 2-3 important transactions.*
- *Along with accelerated development, research projects, expansion and diversification of services to better meet the current needs of patients, especially in a pandemic context, remain the main priorities in the future.*

Bucharest, November 12, 2021: MedLife, the leader of the private medical services market in Romania, ended the first 9 months of the current year with a pro-forma consolidated turnover of RON 1.2 billion, increasing by 56.5% compared to the same period in 2020. The reported increase is due to last year's crisis, but is also based on the intense activity of the last period on the laboratory segment, outpatient units, especially on the monitoring of chronic pathology and patients who have gone through Covid. The results are also attributed to the dynamics of the corporate segment in the context of support for employers to safely operate during the pandemic, but also to the availability of surgery for chronic and acute patients in the context of limiting activity in state hospitals due to the pandemic.

Regarding pro-forma EBITDA, an increase of 54.6% was registered, compared to the same period last year, the figure reported for the first nine months of 2021 being RON 240.4 million, compared to RON 155.4 million registered in 2020.

According to the company's representatives, all business lines were on an upward trend in the first 9 months of this year, which indicates both a higher concern of Romanians for prevention services and an increased preference of patients for medical services and surgeries performed in private hospitals, in the context of the pressure generated by the pandemic in the public healthcare system.

"The first 9 months of this year have maintained a very dynamic trend, and the results confirm our strategic efforts to invest in laboratories, outpatient units and hospitals. In fact, we will continue to focus on this direction, with development plans aimed, inter alia, at adapting the concept of outpatient unit, which aims to be available to the patient 24 hours a day, to set up the most modern research laboratory in the field of virology and also expand the network of hospitals as multidisciplinary hospitals, so that patients can access all range of services in multidisciplinary medical centers at national level", said Mihai Marcu, CEO and President of MedLife Group.

Strategic steps in Q3: continuation of the M&A program and development of radiotherapy and medical oncology services.

The group's acquisition and development plan, this year, was focused on the area of oncology diagnostic and treatment services, MedLife recently announcing the acquisition of two leading medical centers in this field, Neolife Medical Center and OncoCard Braşov. These are the largest transactions announced by the company in 2021 and currently to be approved by the Competition Council.

„Another strategic objective set for this year was to strengthen the position in the area of oncology, by integrating in the group two reference centers in this field. That is why we have brought with us in the group companies with expertise, which define excellence in terms of integrated oncology diagnosis and treatment services. The acquisition of Neolife Medical Center and OncoCard Hospital strengthens our commitment to expanding medical services of excellence to all regions of the country. At the moment, we are covering Bucharest, Iași and Brașov, but we intend to expand our partnerships at national and even regional level in the future.

In fact, the acquisition program continue to be a priority, we are in advances discussions for another key transaction, which we hope to announce by the end of this year. We also intend to make another 2-3 M&A transactions. We have important ambitions in the development area, and the expansion plan, organic or through acquisitions, will continue in a sustained way in the coming years. At national level, our goal is to systematically reach national coverage. At the moment we have the largest network in the country, we are in over 25 large and medium-sized cities in the country, being the only private healthcare provider with such coverage at national level. This means that wherever you are, you can reach the doctor in about an hour by car, an advantage that only MedLife can offer patients at this time. We also have ambitious prospects for expansion at the Balkan and regional levels, but we are carefully analyzing and acting cautiously to ensure that our business model can be successfully replicated in those countries as well” added Mihai Marcu.

Outlook for the end of 2021: turnover of over one third of a billion euros

MedLife's priorities for the end of 2021 continue to focus on the territorial acquisition and expansion program, with company representatives announcing the possibility of concluding a major new transaction in the near future; the research division, which continues to play an extremely important role in monitoring the pandemic, by conducting studies exclusively with its own resources; amplifying the digitization process, which will continue in the first months of next year, by developing new applications and updating technology in laboratories, clinics and hospitals, so as to meet the needs of the patient in 2022.

The company is also continuing the process of developing the MedPark project, the largest medical hub in the country. According to MedLife representatives, the pilot project would be launched in Bucharest in 2-3 years, and the model will be replicated in other large cities in the country, such as Brasov, Sibiu, Cluj, Arad.

In terms of financial perspectives for the end of 2021, after reaching the threshold of a quarter of a billion euros last year, MedLife has premises to become this year the first private medical company in Romania to reach one third of a billion euros.