



SISTEMUL
MEDICAL

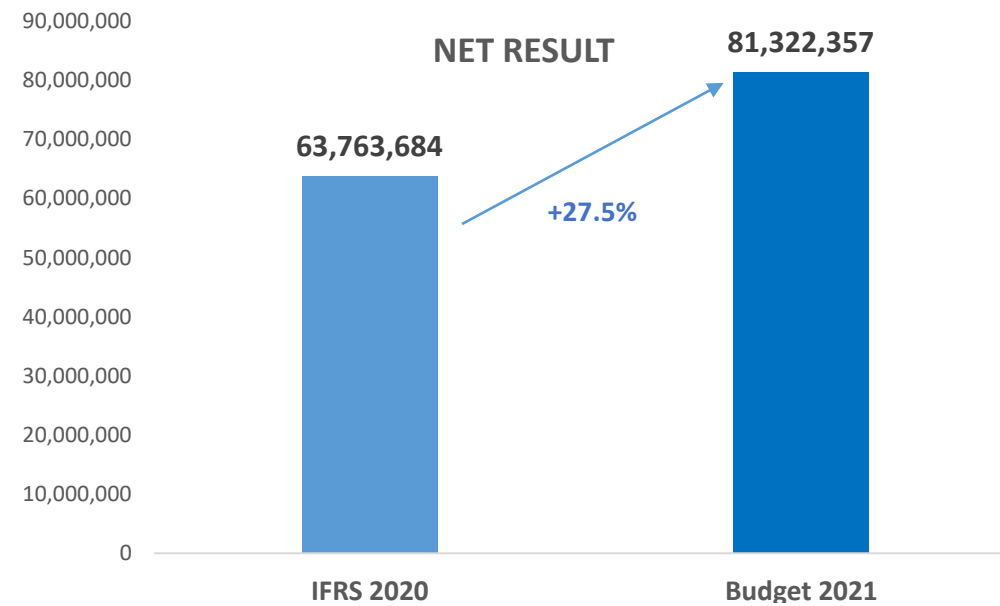
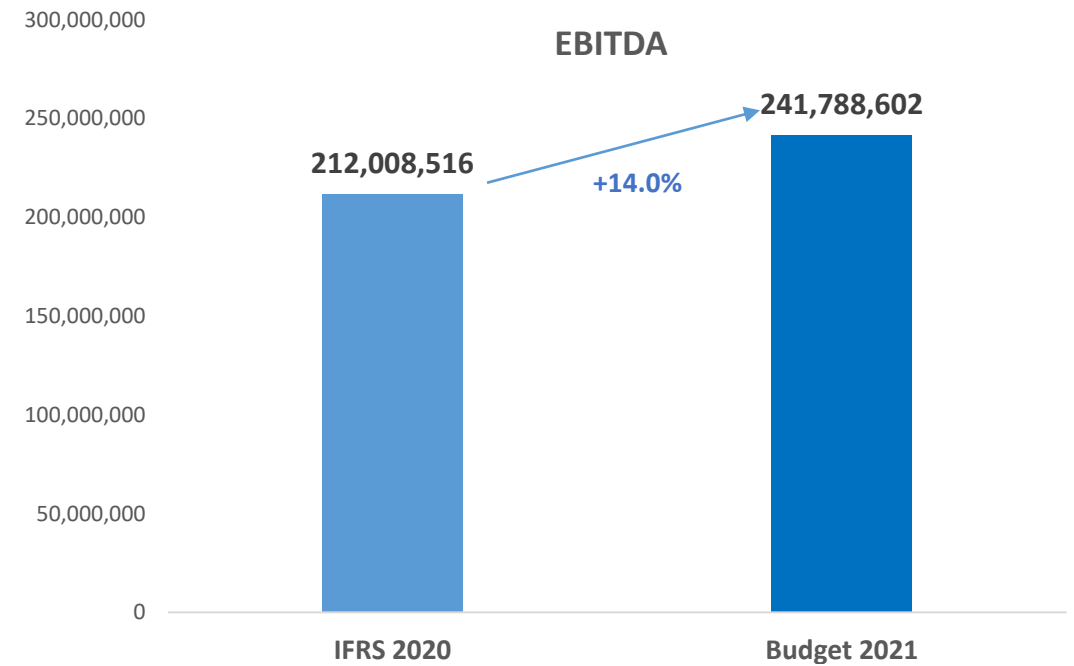
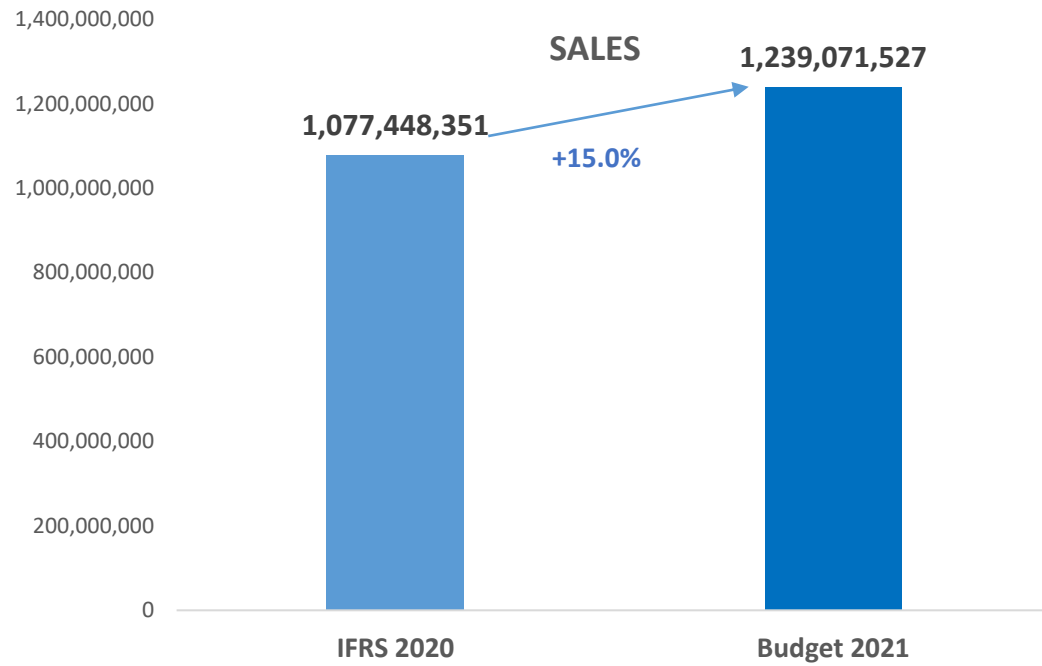


MedLife

**MEDLIFE GROUP - Consolidated Budget of
Income and Expense**
for the financial year 2021

Consolidated Budget of Income and Expense 2021 – MedLife Group

<i>(RON, unless otherwise stated)</i>	IFRS 2020	Budget 2021
SALES	1,077,448,351	1,239,071,527
Other operating income	9,274,762	-
OPERATING INCOME	1,086,723,113	1,239,071,527
OPERATING EXPENSES (without depreciation, amortization and impairment, including from revaluations)	(874,714,597)	(997,282,925)
EBITDA	212,008,516	241,788,602
Depreciation, Amortization and Impairment, including from reevaluation	(102,897,388)	(112,575,271)
OPERATIONAL PROFIT	109,111,128	129,213,331
FINANCIAL RESULT	(30,559,969)	(30,942,592)
NET RESULT	63,763,684	81,322,357



Substantiation of the structure of the Consolidated Budget of Income and Expense 2021

The Group's results of operations are affected, were affected in the past and are expected to be affected in the future by a variety of factors, such as:

- Improving macroeconomic conditions and the general health condition of the population increase private healthcare demand;
- Low levels of State healthcare expenditure increase the demand for private medical services;
- The Group's reliance on State funding is expected to remain low;
- The Group's balanced business model provides strong revenue capture;
- Expansion by organic growth and acquisitions provides capacity for growth;
- Labor costs and efficiencies impact profitability; and
- The frequent changes of the fiscal regulations might have an impact over the costs and affect profitability. The estimations and assumptions used are based on historical experience and on other factors which are considered to be reasonable under the current conditions, and their results set the base for judgement with regards to future performance which is not easily outlined from other sources.

The actual results may differ from the estimations.

Substantiation of the structure of the Consolidated Budget of Income and Expense 2021 (Cont.)

The Group's performance depends on the demand for its medical services, which itself depends on the general trends of the medical services market. The Group expects the financial results to grow, considering that the volume of the medical services rendered in the Group's units will continue to increase, while the financial results of the recently acquired companies will continue to be consolidated in the financial results of the Group. The acquisitions announced in Q4 2020 were not included in the budgeted figures (i.e. KronDent, CED Pharma, Pharmachem Distributie and Centrul Medical Matei Basarab).

The Group estimates that:

- it will continue to capitalize on the medical units of the acquired companies in order to organically develop their operations and to align the acquired companies to a profitability level (EBITDA margin) similar to that of the Group;
- it will continue to analyze the potential acquisition of certain medical companies which will determine the expansion of its services in areas where it already has local presence or will allow the Group to expand in new geographical areas;
- it will generate organic growth opportunities through both launching of greenfield units and capitalizing on growth opportunities for the existing units by building up additional business on the same, already existing, fixed costs structure, especially in case of hospitals;
- it will continue to optimize the mix of services rendered in its units based on specific market conditions, thus aiming to increase the revenue and improve the profit margin of each medical unit;
- it will profit from market consolidation, which is particularly favorable to the leaders of the private medical services market, allowing for an accelerated growth of sales and a more intense presence on the regional market and on niche specialties, and facilitating to reach economies of scale.