



Results for the First Half of 2024: 24% growth in consolidated pro forma revenue, along with margin improvement compared to the same period last year

“MedLife remains the leader in the private healthcare services market in Romania, the only entrepreneurial medical company listed on the stock exchange, and the first to exceed the threshold of half a billion euros in revenue by the end of this year”

- *In the first half of 2024, MedLife recorded consolidated pro forma revenue of RON 1.3 billion, up 24% compared to the same period last year, likely making it the first private healthcare company to exceed half a billion euros in revenue by the end of this year.*
- *After being the first multidisciplinary medical operator to aggregate dental services, the first to aggregate medical optics and on-site pharmacies, MedLife also becomes the first operator to introduce wellness services alongside health monitoring subscriptions.*
- *For the second half of the year, MedLife will keep its appetite for investments, both in acquisitions, as well as organic growth, while maintaining a special focus on improving margins compared to the previous year and easing the debt level, as it did in the first semester.*

Bucharest, August 30, 2024: MedLife, the largest network of private healthcare services in Romania, presents its financial results for the first half of the current year, highlighting a significant increase in consolidated pro forma revenue, which reached RON 1.3 billion, up 24% compared to the same period last year.

The results obtained in the first 6 months of 2024 illustrate consistent growth in the financial and operational performance of the business. Additionally, the positive impact of integrating companies into the group and the investments made in recent years have begun to show their efficiency.

“The results from the first semester look good, both in terms of revenue and margins, confirming that the strategy we are following is sound and effective. We have strongly consolidated in recent times, being not only the only company listed on the stock exchange but also the only one with Romanian capital remaining at the top of medical services. We have invested in the medical team, in top technology and equipment, in digitalization and process optimizations, and the results have not been long in coming. We have robust growth in the medical services sector, a sign that Romanians have begun to place more value on prevention and health in general.

In addition to prevention services, Romanians have also started to invest more in wellness, nutrition, and mindfulness, all of which contribute to a healthier lifestyle. So we are no longer talking about a health subscription, but about a health and wellness subscription - this integrated service package that helps you prevent diseases and maintain good health rather than just treating or intervening when the disease is already in an advanced stage”, said **Mihai Marcu, President and CEO of MedLife Group.**



Significant Growth in Prevention Services

In general terms, the demand for medical services, especially in the prevention area, has increased, driven by a strong recognition of the quality of doctors within the network nationwide, medical technology, and the quality of medical care. Most of MedLife Group's business lines performed well compared to the same period last year. The largest growth was recorded in hospitals (+38%), laboratories (+29%), followed by the corporate division (+25%), and clinics (+23%).

On average, over 28,000 services are accessed daily within MedLife units, and most of these underline the great importance Romanians place on health. Likewise, MedLife has made significant progress in advanced surgical treatments - from robot-assisted interventions in urology and general surgery to complex operations in niche specialties such as oncology or neurosurgery. The Group has a strong presence in these fields in cities such as Cluj, Brasov, Sibiu, and Bucharest, reflecting its commitment to offering the best medical services and the most advanced technologies to patients.

"We are proud that MedLife, the leader and the only entrepreneurial company in the private medical sector, has always been a trailblazer and innovator, a model replicated by many companies in the sector a few years later. After nearly 20 years ago integrating a hospital into the private sector for the first time, we paved the way for integrating dentistry, on-site pharmacies, genetics, and medical optics. In the last year, we have become pioneers and the first medical operator in prevention and wellness.

We believe that employers will increasingly look towards integrated subscriptions with wellness, stress management, dentistry, or nutrition. People, in general, feel the need more and more to monitor their health, exercise, relax, and eat healthier. We are confident that entering the wellness segment will be important, that we will thus be able to contribute to the health and well-being of employees of the companies we serve, and even, gradually, to bring significant savings to the state budget. But more importantly, we will achieve a healthier population in the long term. And I firmly believe that this is the future, not just at the level of Romania, but also at European level", said **CEO and President of MedLife Group**.

Objectives for the Coming Period

For the current year, MedLife continues to provide its patients with high-quality services, investing in digitalization and top technology to bring the medicine of the future closer. Moreover, in recent years, the company has made the largest investments in the medical sector in the field of robotics. It is well known that MedLife has heavily relied on surgical robots, becoming the only network in Romania, and one of the few in Europe, to transport patients' biological samples using drones.

Strategic objectives include maintaining medical services at the highest standards, completing ongoing projects such as the expansion of MedLife Medical Park, and inaugurating hospitals in Timișoara and Craiova, expected to be operational by the end of the year.

In terms of new acquisitions and expansion efforts, the company's representatives confirmed their interest and openness to new development opportunities, both domestically and in neighboring countries. Beyond the intention to consolidate in Hungary, MedLife is also considering testing other markets in the region.



At the same time, the company's representatives are confident that prudence in acquisitions and mergers will contribute to improving profit margins and gradually reducing the net debt/EBITDA ratio.

Currently, MedLife Group has the strongest network of diagnosis and treatment in Romania, with over 6.5 million unique patients having used prevention, wellness, treatment, and hospitalization services.

About the MedLife Medical System

The MedLife Medical System started nearly three decades ago, growing steadily to become the largest provider of private medical services in Romania. Romanian entrepreneurs who founded the company invested and engaged to bring change to the Romanian healthcare system, believing in innovation and aiming high to offer Romanian patients quality, professionalism, care, and respect for their needs.

The company operates the most extensive network of clinics, one of the largest networks of medical laboratories, general and specialized hospitals, and has the largest corporate client base for Health Prevention Packages in the country. It is also one of the largest private healthcare service providers in Central and Eastern Europe in terms of sales.

MedLife Group has a successful track record in both organic growth and growth through acquisitions. Its strong and experienced management team has been able to create and manage growth opportunities, gaining valuable knowledge and experience to find the best path for successful expansion.

As a traditional Romanian company, MedLife chose to list on the Bucharest Stock Exchange, setting an example for local capital market listings. It has opened new horizons and, through its implemented corporate governance, has inspired other local companies to follow suit, contributing to the development of Romanian capital and the economy. MedLife SA shares are traded on the regulated market operated by the Bucharest Stock Exchange, in the Premium category, under the trading symbol "M".

During the pandemic period, MedLife played a crucial role in society and gained a leadership status in pandemic monitoring through active involvement in research.

The company continues to invest in projects with impact on the local community in technology and infrastructure. It creates jobs and develops an ecosystem that contributes to the development and maintenance of a healthy Romania.