

FACTSHEET (1/3)

MEDIAN GROUP

Q4 2024

We are a leading pan-European provider of mental health, specialist care and rehabilitation services



420 facilities



25,000 beds



290k+ patients and residents



30,000+ employees



€2.0bn sales

Leveraging the platform:

- ▶ Growing the core
- ▶ Adding asset-light adjacencies
- ▶ Digitalisation and innovation

2030 KPIs:

- ▶ €3bn revenue
- ▶ 150,000 sales on digital care platform
- ▶ >10% EBITDA margin

Our purpose

We focus on restoring quality of life and independence for our patients and residents through effective, evidenced, data-driven care



High occupancy

>85%



Occupancy rate maintained across all territories

Our organisations:



PRIORY



Our strategy



- ▶ Our strategy is designed to leverage our portfolio and capabilities and has four key pillars
 - Accelerating organic growth through broader, deeper service offering
 - Leadership in digital transformation across care pathways
 - Achieving ongoing efficiency improvements
 - Select M&A that adds value

Our core services



- ▶ Mental healthcare
- ▶ Rehabilitation including orthopaedics, neurology, cardiology and internal medicine
- ▶ Specialist care: learning disability, autism and degenerative diseases
- ▶ Residential care
- ▶ Digital aftercare

Q4 2024

Strong financial performance

Sales growth

6.4% 

2021-2023 (CAGR)

Adj. EBITDA margin:
8.9% (2023A)

Sales for the last 3 years

2021: €1.7bn ▶ 2022: €1.8bn ▶ 2023: €2.0bn

>2x revenue since 2015

Strong M&A track record

- ▶ Over 10 transactions leading to over 25x sales since 2011
- ▶ Go for partner for succession-led divestments
- ▶ International expansion within UK and Spain
- ▶ Strong pipeline of future opportunities across Europe



Sustainability: our photovoltaic programme and carbon reduction

- ▶ Electricity generated per year: ~14,000 MWh/ca 80% of own consumption
- ▶ Sustainable power bill savings of €3.3m from 2026
- ▶ CO² Emission reduction by ~6,000 tons per year
- ▶ 140 sites to gain PV panels, across Germany, UK and Spain



Digital care: leading first digital aftercare programme in Germany

160,000 

patients benefiting from digital companion care

38,000 

patients supported by proprietary MyMEDIAN@Home digital aftercare programme

8,000 

daily users
>150.000 in 2030

270,000 

downloads

Q4 2024



Competitive advantage

Scale and breadth of services



High quality, high value, effective and sustainable services



Quality ratings above industry benchmarks



A proven track record of restoring quality of life for thousands of people every year




Market opportunity



- ▶ Increasing complexity of health and social care needs, driven by an ageing population and rise in individuals with comorbidities
- ▶ An escalating mental health crisis across Europe
- ▶ Rapid advancements in digital tools transforming treatment and care platforms and outcomes

Market share



- ▶ **MEDIAN Kliniken:** market leader for inpatient rehabilitation 
- ▶ **Priory:** leading independent provider of mental health services and 2nd largest provider of adult specialist care 
- ▶ **Hestia in Spain:** 4th largest private mental health provider 



£300bn*

The cost of poor mental health is calculated at £300 billion a year in England alone.



529,347**

Approved applications for rehabilitation in Germany in 2023.



34%***

In Spain, 34% of the population was suffering from a mental health problem in 2022.

*Cardoso, F. and McHayle, Z. (2024) *The economic and social costs of mental ill health*. Available from: <https://www.centreformentalhealth.org.uk/publications/the-economic-and-social-costs-of-mental-ill-health> and wellbeing in England: Adult Psychiatric Morbidity Survey 2014

**Andreas Konrad, *Rehabilitation in einer sich verändernden Arbeitswelt*, Deutsche Rentenversicherung, Reha-Forum 2024

****Informe Anual del Sistema Nacional de Salud 2023*, Ministerio de Sanidad, 2024, p.39