# **MEDIAN** GROUP

# FACTSHEET (1/3)

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% iff

Occupancy rate maintained across all territories

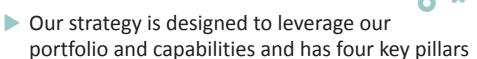
## **Our organisations:**







# **Our strategy**



- 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

# **MEDIAN** GROUP

# FACTSHEET (2/3)

Q4 2024

### **Strong financial performance**

Sales growth

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





- ► **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
- CO<sup>2</sup> 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

# FACTSHEET (3/3)

Q4 2024



# Competitive advantage

Scale and breadth of services



High quality, high value, effective and sustainable services

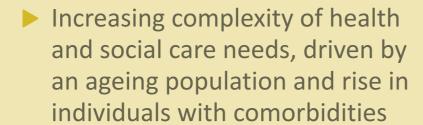


Quality ratings above industry benchmarks



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

# **Market opportunity**



- 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.

<sup>\*</sup>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

<sup>\*\*</sup>Andreas Konrad, Rehabilitation in einer sich verändernden Arbeitswelt, Deutsche Rentenversicherung, Reha-Forum 2024

<sup>\*\*\*</sup>Informe Anual del Sistema Nacional de Salud 2023, Ministerio de Sanidad, 2024, p.39