



# MEDIAN GROUP: an introduction

February 2025

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Das Leben leben – Live your life

**MEDIAN GROUP**

# About MEDIAN Group

MEDIAN GROUP

## Europe-wide

We provide mental health, specialist care and rehabilitation services in Germany, the UK and Spain



## Our mission

To restore quality of life and independence for our patients and residents through effective, evidence, data-driven care

## Excellent outcomes

We deliver high quality, sustainable and effective care for 309,000+ patients and residents every year



## Digital innovation

We support on average 7,000 daily users through our digital companion app and 38,000 patients have used our digital aftercare programme since 2023



## The whole care journey

We cover the whole care pathway, from hospital to home, from the most acute to the least acute conditions

# MEDIAN Group at a glance

MEDIAN GROUP

>€2bn  
Sales

>85%

occupancy maintained  
across all territories

- ▶ Quality scores above industry benchmarks
- ▶ MEDIAN Kliniken: 97/100 quality points with 60 indicators measured
- ▶ Priory: > 86% of sites rated 'good' or better (above the national benchmark for equivalent services)

>2x



revenue since 2015  
surpassing LTM €2.0bn for  
the first time in Dec 2023

# MEDIAN GROUP

309,000+  
patients  
and residents



410 facilities





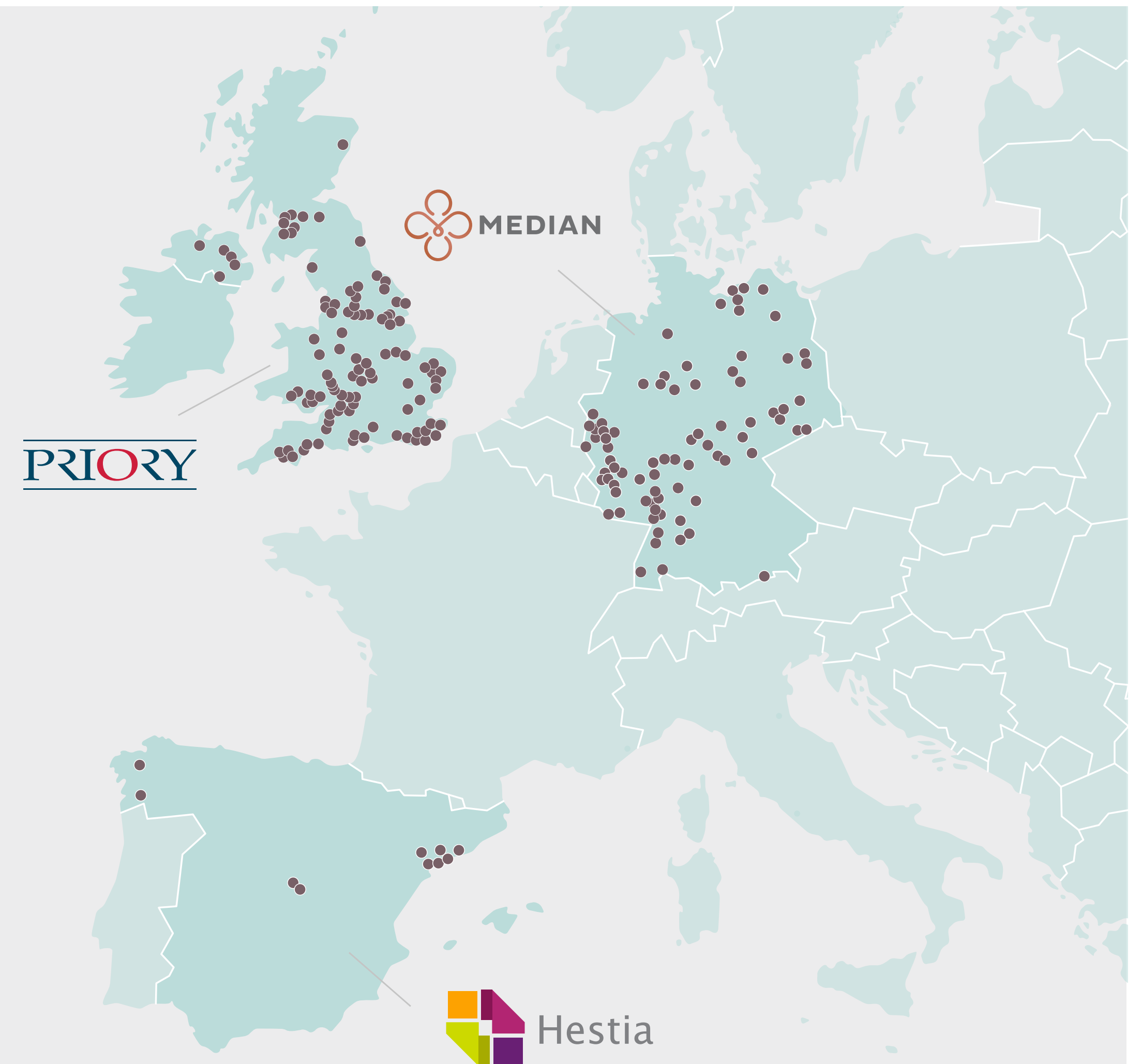
25,000 beds

31,000+  
employees

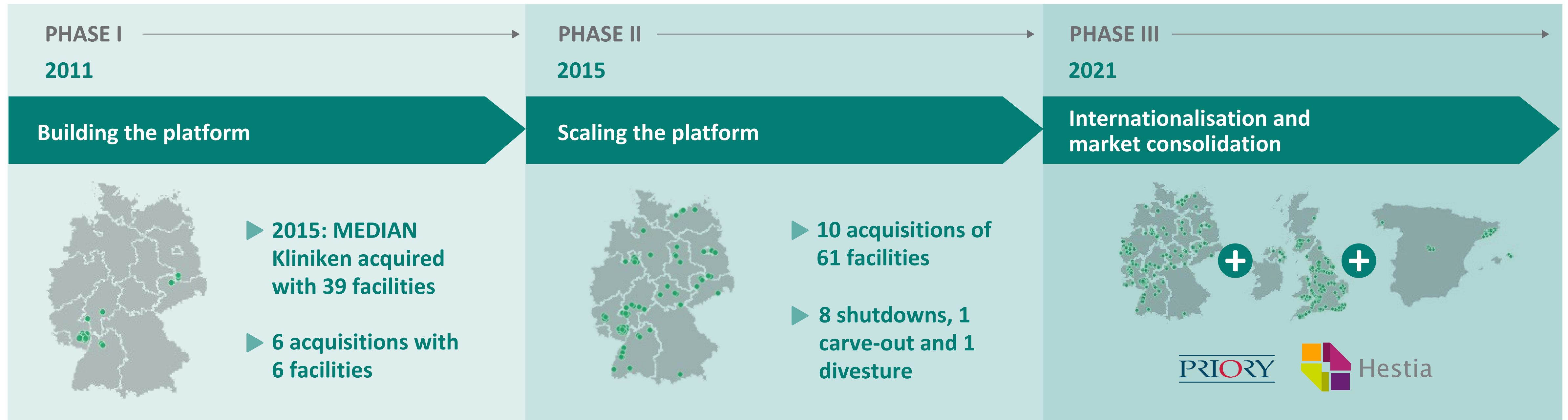


# Our core specialties

Healthcare	 MEDIAN	 PRIORY	 Hestia Alliance
Mental health	✓	✓	✓
Child and adolescent mental healthcare	✓	✓	
Addictions	✓	✓	✓
Eating disorders	✓	✓	
Neurology	✓	✓	
Orthopaedics	✓		
Internal medicine	✓		✓
Respiratory medicine	✓		
Cardiology	✓		
Specialist care			
Residential care	✓	✓	
Supported living	✓	✓	



# Leveraging a unique platform



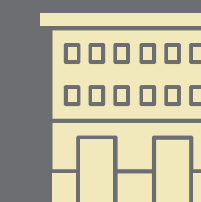
Over 10 transactions since 2011 leading to **>25x sales**



**Market share**




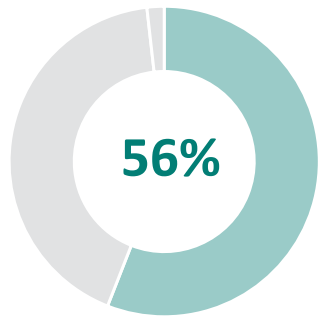
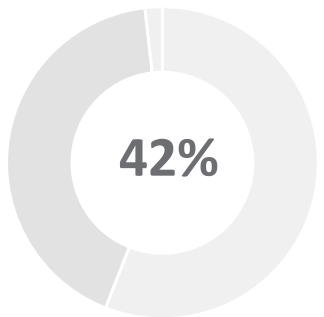
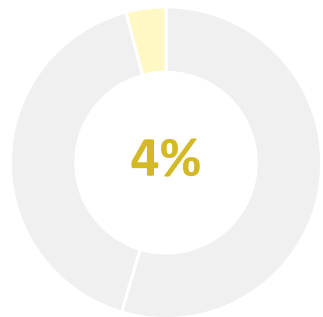
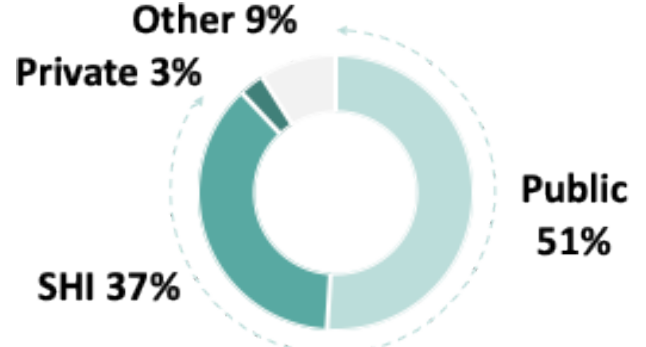

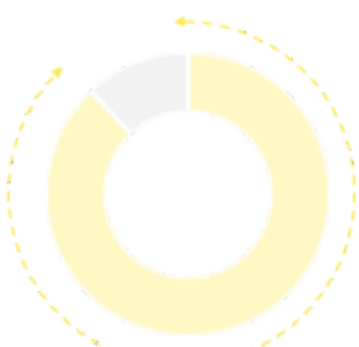



- ▶ MEDIAN Kliniken in Germany: 1st for inpatient rehabilitation
- ▶ Priory in the UK: 1st independent provider of mental healthcare  
2nd largest provider of adult social care
- ▶ Hestia in Spain: 4th largest private mental healthcare provider

Total:  
**410 facilities**



Operational excellence through BI and data standardisation, creation of dedicated tertiary services, pan-European procurement function

# Diversified business model across well funded markets

FY2023A	 MEDIAN		 Hestia Alliance
Revenue (in €m) / share (in %) <sup>1</sup>	 <p>56%</p>	 <p>42%</p>	 <p>4%</p>
Revenue (in €m) split by payor type (in %) <sup>2</sup>	 <p>Other 9% Private 3% SHI 37% Public 51%</p>	 <p>Self-Pay 5% PMI 6% Public 90%</p>	 <p>Public 88%</p>
Key public payors	State pension funds Statutory Health Insurance (e.g. BARMER, DAK, BIG, KHH)	National Health Service (NHS) Local authorities	Directorate General for Pharmacy and Health Care Products (DGFPs)
Average occupancy rate (in %) <sup>3</sup>	87.0%	86.4%	88.9%
Market position	 <p>1</p>	 <p>1</p>	 <p>3</p>

# Setting new frontiers through digital innovation



## Digital care + leading digital aftercare programme

**38,000 patients**

supported by proprietary MyMEDIAN@Home digital aftercare programme since rollout in 2023



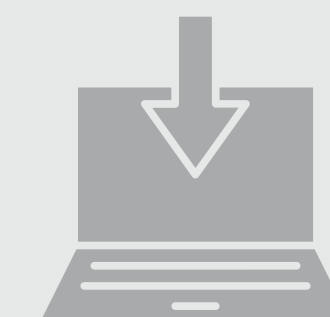
**7,000**

daily users of MEDIAN digital companion app on average in 2024



**270,000**

downloads of MEDIAN app so far



## Digital health innovations

Virtual reality therapy for anxiety and addictions



Voice biomarkers to assess depression and suicidality



AI-driven cognitive therapy for neurology patients



# Our 2030 growth plan

To support  
**>500,000 people**  
 a year by 2030

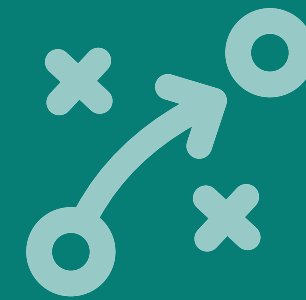
- ▶ **€3bn** revenues
- ▶ **160,000** users of digital aftercare
- ▶ **35,000** staff

**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,  
 accross Germany, UK and Spain

## Our strategy



Our strategy is designed to leverage our portfolio and capabilities and has four key pillars

**1.**

Accelerating organic growth through broader, deeper service offering

**2.**

Leadership in digital transformation across care pathways

**3.**

Achieving ongoing efficiency improvements

**4.**

Select M&A that adds value

**Leveraging the platform:**

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



# A strong foundation



High quality scores  
above industry  
standards



Strong pipeline  
of M&A  
opportunities



Experienced  
management team  
and committed  
shareholder  
base



Significant  
socio-economic  
impact