

## MedLife announces 28% increase in sales for Q1 2022

***"The number of cancers undiagnosed in time increased in the post pandemic period, but also of chronic diseases whose evolution has progressed. We have available the most powerful platform for diagnosis and medical treatment to come to the aid of as many Romanians as possible and save lives"***

- *In Q1 2022, MedLife recorded pro-forma consolidated sales of RON 431 million, up by 28% compared to the same period last year, in line with the estimates announced to investors.*
- *With the completion of OncoCard acquisition, MedLife managed to become a national leader in the segment of oncology and radiotherapy, having the strongest platform for cancer diagnosis and treatment in Romania.*
- *For the next period of this year the company will continue to consolidate the hospital units in its portfolio, expansion with new units in uncovered cities and the M&A program being the main segments of development and investment.*
- *MedLife has been able to implement a sustainable business model in recent years, as it has committed over the past five years: to invest in oncology and hospital units in the acute disease segment. These are conditions that cannot be postponed to the next economic cycle due to pandemics or the geopolitical situation.*

*Bucharest, May 13, 2022:* MedLife, the leader of the Romanian private medical services market, recorded in the first three months of 2022 pro-forma consolidated sales of RON 431 million, up by 28% compared to the first quarter of 2021. According to company's representatives, the results of the first quarter show that the market started to be dynamic again, after two years of pandemic, and the Romanians resumed their usual activities slowly and cautiously.

*"The two years of pandemy, as well as the war in Ukraine, have shown us that health cannot be put on hold. On the contrary, it confirmed us that regardless of the context, we are able to adapt and align to the needs of the market, and to be a reliable partner both for Romanian companies and for every Romanian coming to our units. We have invested heavily in digitization, we have invested in research and innovation, we have upgraded in terms of equipment and endowments and we have consolidated our leading position in the field of oncology. We will maintain a balanced approach, both from a medical and business perspective, consolidating the oncology segment and that of acute diseases in hospital units. These are conditions that cannot be postponed to the next economic cycle due to pandemics or the geopolitical situation."* said Mihai Marcu, President & CEO of MedLife Group.

### **Sustained growth for oncology medical services, but also for surgeries in case of acute diseases, which cannot be postponed**

Despite uncertainty since the beginning of the year, MedLife managed to record growth in all business divisions. The company placed important emphasis on the area of oncology, but also on the area of prevention, meeting the needs of patients with a series of new products and

programs on post-covid evaluation, screening for chronic diseases and routine check-ups. Thus, at the level of clinics business line MedLife registered an increase of 58%.

*"At the level of the private medical services market, we have not seen a stagnation. On the contrary, with the gradual relaxation of Covid restrictions, the demand for medical services has increased. Romanians started to resume check-ups for chronic pathology, to schedule surgeries postponed during the pandemic or simply to do a routine post-Covid check-up, and this continues to be reflected in the large number of patients who visit our units day by day"* said Dorin Preda, Executive Director, MedLife Group.

In the hospitals division the company also registered an important increase, this being attributed to the increase in the number of pandemic postponed surgeries or emergency interventions.

*"The reality is that we are facing a growing number of patients who need emergency surgical treatment. Unfortunately, this long period of pandemic has left behind not only a large number of deaths, but also a large number of cancers undiagnosed in due time or unmonitored chronic diseases, and the trend seems to be an upward one"* said Dorin Preda.

### **The most powerful diagnostic and treatment platform for diseases with the highest mortality rate in Romania**

With the growing trend in the number of oncological patients, MedLife has increased its efforts to strengthen the oncology and radiotherapy segment. Thus, after NeoLife Romania joined the group, the company managed to complete the acquisition of OncoCard, becoming the medical services provider with the most powerful diagnostic and treatment platform in Romania for the pathology with the highest mortality rate, including oncological pathology.

*"We need more than ever complex and complete solutions to fight this disease of the century, cancer. After developing the largest medical platform for the diagnosis and treatment of acute and chronic pathology, we add significant expertise and coverage on oncology and radiotherapy in particular. Together with the partner companies in the group, we have the necessary equipment and expertise to fight against the diseases with the highest mortality rate in Romania, including cancer. We are ready to come to the aid of as many Romanians as possible with complete diagnostic and treatment solutions to save as many lives as possible"* said Mihai Marcu, President & CEO of MedLife Group.

### **Emphasis on digitization, territorial expansion and robotization but also the addition of revenue lines resistant to geopolitical tensions and pandemic waves. MedLife has undoubtedly become the company in the region with the most balanced revenue structure**

For the period to come, MedLife representatives are optimistic about the evolution of the market and reconfirm their intention to continue investing, with priority in the areas of digitization, territorial expansion and technology.

*"Beyond the geopolitical context, we are connected with everything that means the current economic dynamics and we still believe that Romania has a good prospect of growth in the medium term. We are focusing on the M&A program and hope to integrate new partners into the group soon. Being the only Romanian company that consolidates the market and, at the same time, being perceived by Romanian companies rather as a partner than a buyer, we have important advantages in consolidating this segment. At the same time, we aim to*

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*consolidate the infrastructure in the area of high performance surgery at group level. Here we already have important projects related to robotization that will further increase the level of complexity of the surgical procedures. Last but not least, we managed to balance the medical activity of the group by adding to the screening and prevention services a significant volume of revenues on the oncology and surgery segments, segments that are more resilient to seasonality, pandemic waves and geopolitical tensions."* also stated Mihai Marcu, President & CEO of MedLife Group.