

MedLife, the largest network of private medical services in Romania, announces the acquisition of the group Routine Med from Tulcea

- *MedLife strengthens its presence in southeastern region of Romania and acquires the majority stake in the group Routine Med from Tulcea.*
- *Consequently, patients in Dobrogea will be able to benefit not only from outpatient, imaging, and laboratory services but also from hospital services.*
- *Currently, MedLife, the first multidisciplinary medical operator to aggregate dental services, medical optics, and on-site pharmacies, and the first to integrate the wellness sector, has the largest portfolio of acquisitions in the medical market in Romania.*

Bucharest, October 28th, 2024: MedLife, the leader in the private medical services market, announces the acquisition of a 60% majority stake in the group Routine Med from Tulcea. Thus, MedLife expands its national footprint in the southeast region, where it is already present with collection points, a laboratory in Constanta, as well as three hyperclinics in Constanta, Galati and Braila, being the operator with the largest integrated diagnostic and treatment services platform in Romania.

Founded in 2010, the group Routine Med operates a hospital facility equipped with an operating room, a unit with day and continuous hospitalization, along with a spacious outpatient area. Thus, patients in Dobrogea will have access to over 20 medical and surgical specialties, including dentistry and medical optics. The hospital and outpatient services are complemented by laboratory and medical imaging services, offering an integrated diagnostic and treatment service at regional level. According to company representatives, Routine Med's turnover last year exceeded RON 15 million.

"Currently, we are the only private medical operator present with hospitals or large clinics in all cities with over 100,000 inhabitants. However, MedLife's priority is to ensure access to high-quality medical services for all categories of patients, regardless of the city they live in, so we also want to be present in smaller localities, such as Tulcea.

We have managed to consolidate the market both through organic projects and acquisitions, thus becoming the most important acquirer in the healthcare market, far surpassing all private equity funds. The principle that guides us is to build partnerships with the founders of the businesses we acquire, providing them with all the necessary know-how to scale their businesses from the position of Managing Partner of the medical entities they founded.

The way MedLife develops partnerships with the founders of medical institutions is a key differentiator compared to private equity funds, with this model being appreciated and considered a best practice in M&A, the model brought to the healthcare market by private equity funds lacking attractiveness.

A relevant approach is that of the Competition Council, which has thoroughly analyzed major transactions in retail and the private medical sector, down to the level of each county, city, and sector of activity. This naturally makes the barriers to entry and market consolidation for



new entrants in the industry very high. In this context, a company like MedLife is significantly advantaged, having the ability to carry out numerous small transactions.

As for MedLife's future, we will continue to strengthen our national and regional presence, in line with the strategy and business dynamics that have consecrated us", said **Mihai Marcu President and CEO of MedLife Group.**

"We are proud to have taken Routine Med from humble beginnings—a medical laboratory founded in Sulina — to a medical group exceeding a turnover of three million euros and to a position from which we can join the market leader, MedLife. The partnership is an honor for us, and we are confident that it will take the business to the next level", said **Mihai Pavel, founder of the group Routine Med from Tulcea.**

About MedLife Group

MedLife 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.