

MEDICOVER PRESENTATION

2022

<https://www.medicover.com>



**CARING
FOR YOUR HEALTH
IS ALL WE DO**

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This presentation may contain certain forward-looking statements and opinions. Forward-looking statements are statements that do not relate to historical facts and events and such statements and opinions pertaining to the future that, by example, contain wording such as “believes”, “estimates”, “anticipates”, “expects”, “assumes”, “forecasts”, “intends”, “could”, “will”, “should”, “would”, “according to estimates”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “to the knowledge of” or similar expressions, which are intended to identify a statement as forward-looking. This applies, in particular, to statements and opinions in this presentation concerning the future financial returns, plans and expectations with respect to the business and management of Medicover, future growth and profitability and general economic and regulatory environment and other matters affecting Medicover. Forward-looking statements are based on current estimates and assumptions made according to the best of Medicover’s knowledge. Such forward-looking statements are subject to risks, uncertainties, and other factors that could cause the actual results, including Medicover’s cash flow, financial position and results of operations, to differ materially from the results, or fail to meet expectations expressly or implicitly assumed or described in those statements or to turn out to be less favourable than the results expressly or implicitly assumed or described in those statements. Accordingly, prospective investors and other third parties should not place undue reliance on the forward-looking statements herein. Medicover can give no assurance regarding the future accuracy of the opinions set forth herein or as to the actual occurrence of any predicted developments.

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Medicover - a high-growth integrated healthcare and diagnostic services company



Employer-paid healthcare services with broad network of clinics and hospitals, as well as fertility and other specialist services in CEE

Scalable diagnostics labs network in Germany and CEE

Trusted brand, high client retention and service quality, and best-in-class technology platform

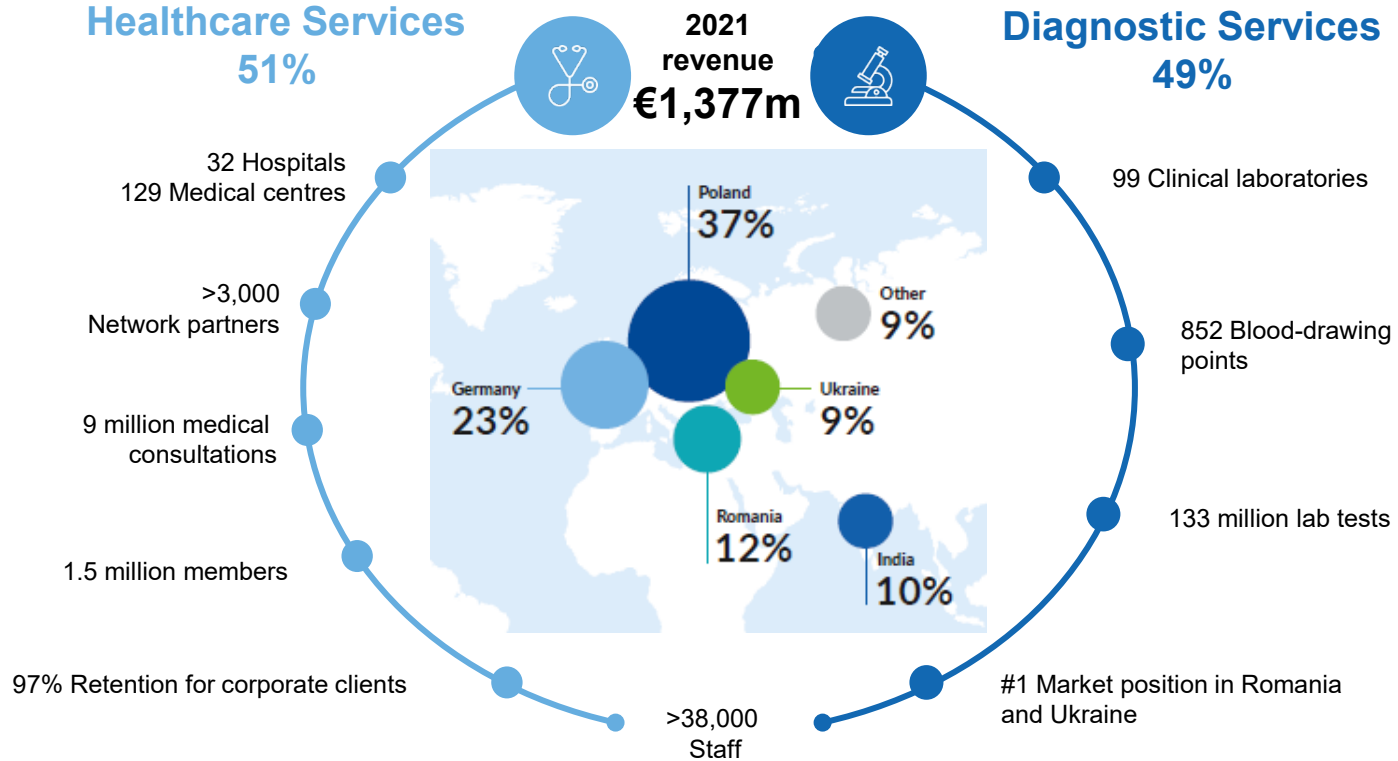
Regional market leadership and scale with €1,337m revenue and €270m EBITDA in 2021

ca.80% of revenue is private pay

Substantial unmet demand long term growth driver, further boosted by M&A activity

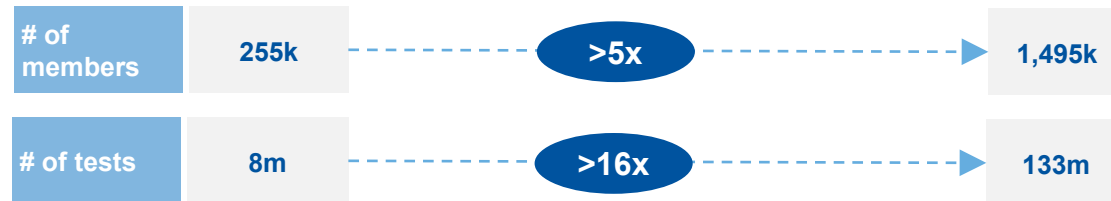
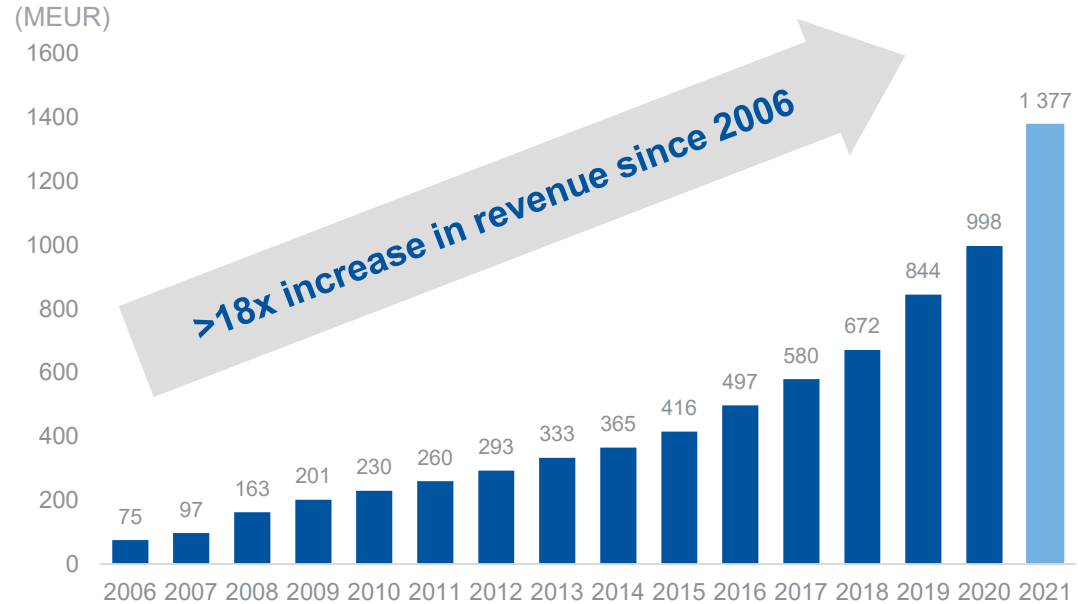


Medicover – Regional leadership and scale



Our track record of exceptional growth

- Growth in every year since inception in 1995, operations in more than 10 countries
- Consistent strong underlying organic growth, supplemented with M&A has built the company
- 70%+ of growth is organic and 80%+ the last five years
- Listed on Nasdaq Stockholm since May 2017 (MCOV B)



Medicover's long-term value creation

Providing high-quality healthcare services with focus on health and wellbeing

Strong and growing customers and revenue base

Attractive markets with long-term structural growth

Creating long-term value for:

Division Diagnostic Services

Diagnostic Services offers laboratory tests in all major clinical pathology areas, ranging from routine to advanced tests and from prevention to monitoring of treatments. The division operates 852 blood-drawing points, 99 laboratories and 24 clinics.



70% Privately paid
30% Publicly funded

Germany
Ukraine
Romania
Poland
Other

Division Healthcare Services

Healthcare Services offers high-quality care based on its Integrated Healthcare Model, a prepaid healthcare package purchased primarily by employers as an employee benefit, and also by individuals. Healthcare Services also offers care through a Fee-For-Service (FFS) model, where customers pay for healthcare services as they use them.



36% Employer-funded (through Integrated Healthcare Model)
53% Fee-For-Service (FFS)
11% Publicly funded

Poland
India
Romania
Other



Customers

- Deliver the highest standards of healthcare based on patients' needs.
- Provide high access to care through continuous capacity building and digitalisation.



Employees

- Engaging experience with an evolving company.
- Excellent learning and development opportunities.
- Community engagement through Medicover Foundation.



Shareholders

- Deliver financial value through stable profitable growth.



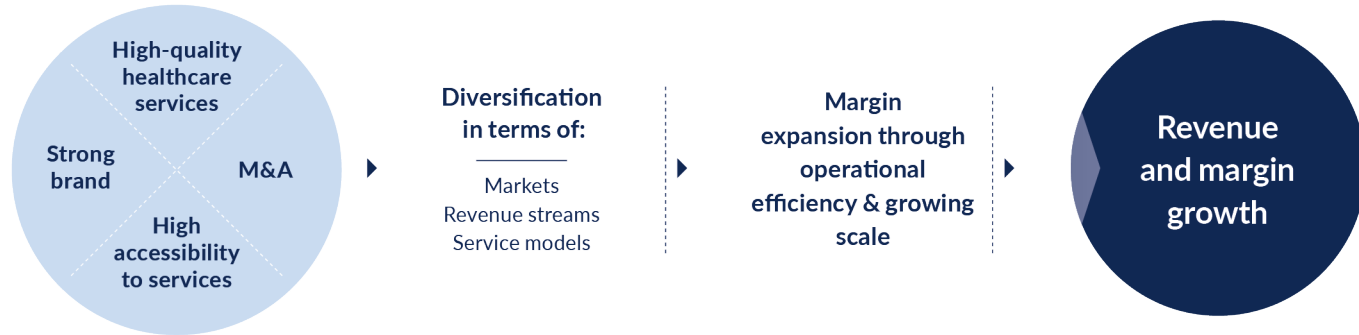
Society

- Contribute to meeting society's increased need for healthcare.
- Constitute an important part of the total healthcare solution.
- Provide high-quality and affordable healthcare.
- Further promote health and wellbeing through the Medicover Foundation.

Continued growth through premium quality and diversification

At the base of Medcover's growth journey is **access to high-quality healthcare services** when and where customers require these. Growth opportunities are further enhanced by a strategy of **diversification in terms of markets, revenue streams and service models**.

Medcover's strengths provide a solid foundation for the continued development



Financial targets 2020-2022



Experienced management team



Fredrik Rågmark, CEO
(since 1995)



Joe Ryan, CFO
(since 1996)



John Stubbington, COO
Healthcare Services
(since 2010)



Staffan Ternström, COO
Diagnostic Services
(since 2021)



Jenny Brandt, General
Legal Counsel
(since 2010)



Jaroslaw Urbanczyk, CIO
(since 2019)



Andrew Vallance-Owen,
CMO
(since 2017)

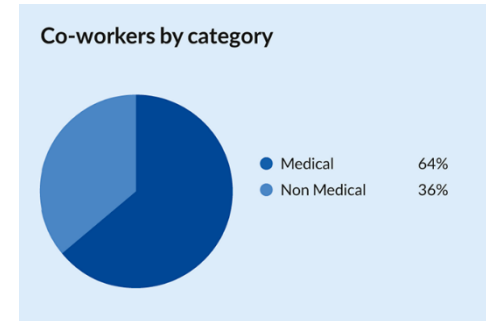
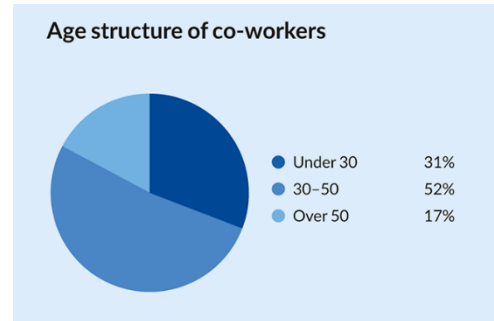
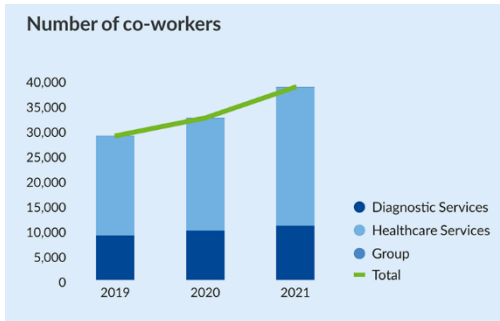
Strong shareholder base with long-term view

Name	No of A-shares	No of B-shares	No of C-shares	Share capital, %	Votes (%)
Celox Holding AB	47 157 365			31,0	55,6
Christina af Jochnick Family	18 880 915	168 210		12,5	22,2
Robert af Jochnick Family	9 909 861	4 001 977		9,2	12,2
Fjärde AP-Fonden		13 649 921		9,0	1,6
AMF Aktier och Fonder		7 888 288		5,2	0,9
Lannebo Fonder		2 550 455		1,7	0,3
Enter Fonder		2 435 969		1,6	0,3
SEB Investment Management		2 404 599		1,6	0,3
J.P. Morgan SE, Luxembourg Branch		1 978 092		1,3	0,2
Fredrik Rågmark		1 845 751		1,2	0,2
UBP Clients assets - Sweden		1 838 410		1,2	0,2
Mertzig Equity Fund Sweden		1 810 000		1,2	0,2
Clearstream Banking S.A., W8IMY	3 350	1 798 463		1,2	0,2
Handelsbanken Fonder		1 582 457		1,0	0,2
Cliens Sverige Fokus		1 450 000		1,0	0,2
Others	1 447 785	26 151 699	2 981 628	20,2	5,2
TOTAL	77 399 276	71 554 291	2 981 628	100%	100%

Source: Euroclear as of 30 June 2022

People our most important asset

- Medicover is the largest private sector employer of qualified medical staff in Central Europe.
- At the end of 2021 Medicover had 38,555 employees in 18 countries.

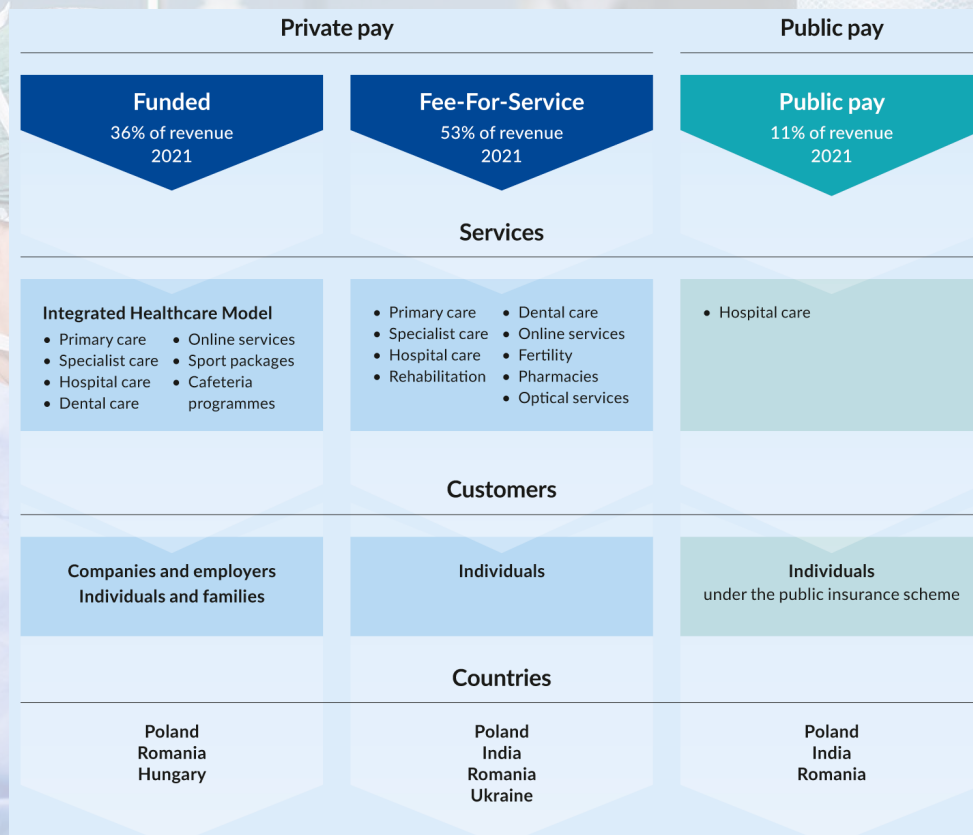




**HEALTHCARE
SERVICES**

Business model – Healthcare Service

51%
Share of
revenue



We are an Integrated Healthcare Services Provider

1 We raise funds for healthcare and build memberships

- More **credibility** to customers than a standalone insurer because we also provide care
- Better understanding of the costs of care provision enables more **accurate pricing**

2 We manage access to care

- Better ability to control the **appropriateness** and **quality** of care
- Better **customer service**

3 We provide care

- **Predictable** revenue enable long term investment planning
- Ability to coordinate care provision across **multiple facilities**
- **Manage** outcomes, quality and costs

Operations by key markets	Revenue EURm	Clinics	Hospitals	Beds	Fertility	Dental clinics	Dental chairs	Gym	Other facilities	Members (thousands)	Visits (millions)
Poland	450.3	91	9	559	5	64	359	77	35	1,085	7.4
India	134.9	2	19	2,974	12	-	-	-	30	-	0.7
Romania	84.3	32	3	405	-	-	-	-	-	247	0.8
Other	42.1	4	1	90	9	-	-	-	-	163	-
Total	711.6	129	32	4,028	26	64	359	77	65	1,495	8.9

Healthcare Services strategic agenda consist of three main areas



1. Grow in existing markets

- Attract and retain customers that subscribe to the Integrated Healthcare Model (IHM)
- Improve access to care and services
- Grow FFS business, for example dental, fertility, gym network
- Unmet demand has and will drive further growth

2. Expand service offering

- Expand specialty care offering based on FFS
- Both existing and new markets for example fertility in Denmark and Norway

3. Pursue operational excellence

- Ensure medical staff devote time to direct patient interaction rather than administration
- Proprietary information systems support healthcare service provision whilst ensuring optimal patient care, clinical service quality and efficiency
- Digitise service delivery and patient interactions, deploy self serve, AI tools and online delivery

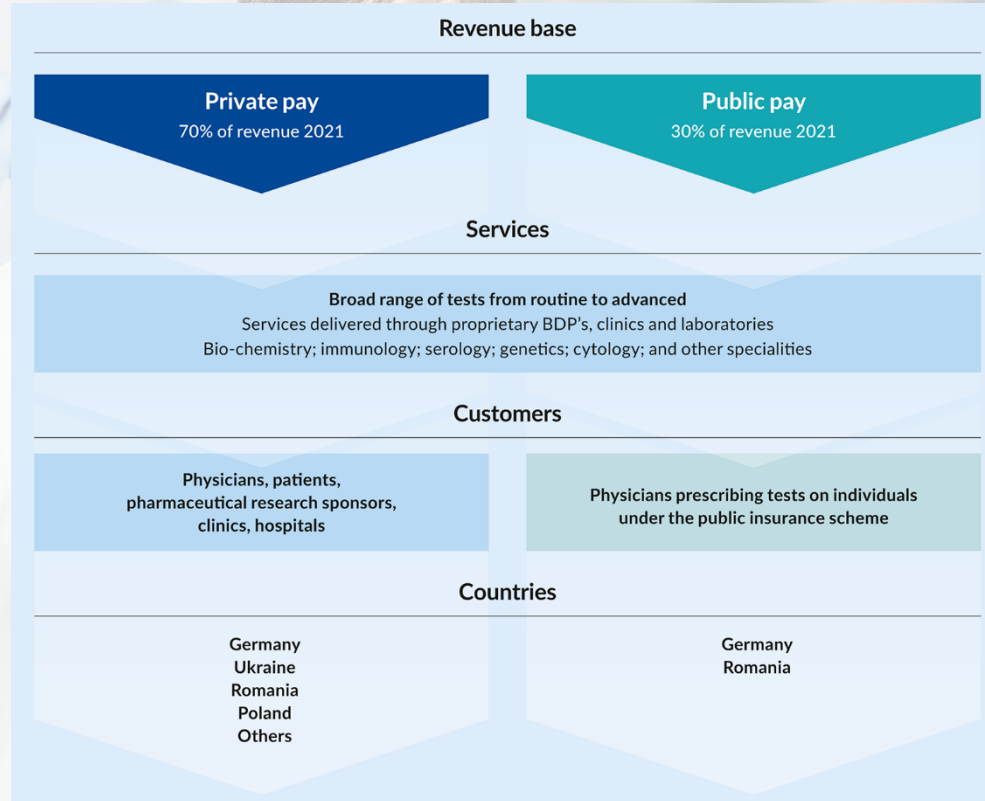
Services offered under strong local brands

BUSINESS SERVICES	HOSPITAL SERVICES	DENTAL SERVICES	ROMANIA	FERTILITY SERVICES
             	          	                     	       	      <div data-bbox="1317 699 1620 765" style="background-color: #0056b3; color: white; padding: 5px; text-align: center;"> INDIA HOSPITAL </div>   

**DIAGNOSTIC
SERVICES**

Business model – Diagnostic Services

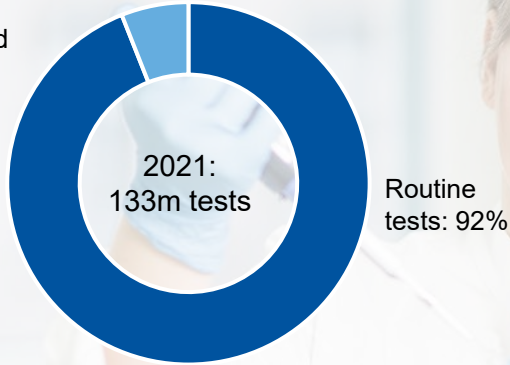
49%
Share of revenue



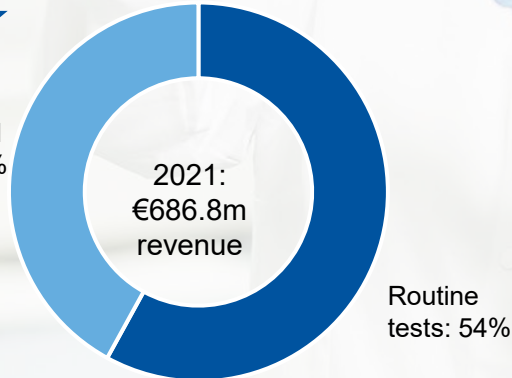
A full-scale provider of tests from routine to advanced with an extensive network

- Offers more than 8,000 parameters ranging from routine blood tests to highly advanced diagnostics, covering the whole span from early diagnosis to prevention.
- Laboratory diagnostic testing is a key element in the process of medical decision-making and plays a pivotal role in guiding physicians along their path to providing better medical care for their patients.
- More than 70% of all medical decisions are based on diagnostic testing.
- Focus is shifting from healthcare alone to health and wellbeing, promoting healthy lifestyles, vitality and wellness.

Advanced tests: 8%

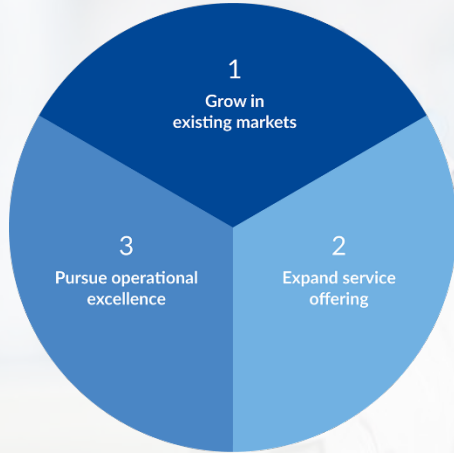


Advanced tests: 46%



Operations by key markets	Revenue EURm	Total number of labs	Central labs	Regional labs	Hospital labs	Specialised labs	BDPs	Medicover clinics	Lab tests (million)
Germany	316.4	18	3	4	6	5	12	24	41.1
Ukraine	110.0	8	1	7	-	-	348	-	31.0
Romania	92.2	22	1	16	4	1	147	-	17.4
Poland	75.3	32	1	12	13	6	150	-	28.4
Others	92.9	19	1	14	4	-	195	-	15.5
Total	686.8	99	7	53	27	12	852	24	133.4

Diagnostic Services strategic agenda consist of three main areas



1. Grow in existing markets

- Grow customer access with increased ease of access (BDPs)
- Expand laboratory capacity to service underlying demand growth
- Grow the clinical referral network and number of referral doctors through education, reliable and affordable service

2. Expand service offering

- Expand the range of tests from routine to advanced tests, execute on genetics potential

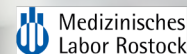
3. Pursue operational excellence

- Take advantage of the economies of scale, opportunities for centralisation and automation
- Digitise service delivery and interactions
- Seek scale effects and better purchasing terms by centralising procurement

Services offered under strong local brands



Service provided by
MVZ Martinsried GmbH



Q2 2022



**CARING
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A challenging quarter but still robust delivery

- Challenging quarter with multiple negative macro trends and specific challenges.
- Strong organic growth in business as usual evidencing the strength of our business. 13.7% exc. Covid-19 and exc Ukraine 20.6%.
- Adj. EBITDA in target range 15.5%.
- Investing for growth – highest ever 6M capital deployment in our history
 - Q2: €40.6m in organic capital investment and €38.6m in acquisitions, total €79.2m.
 - 6M: €67.9m in organic capital investment and €144.7m in acquisitions, total €212.6m.

Navigating through multiple challenges

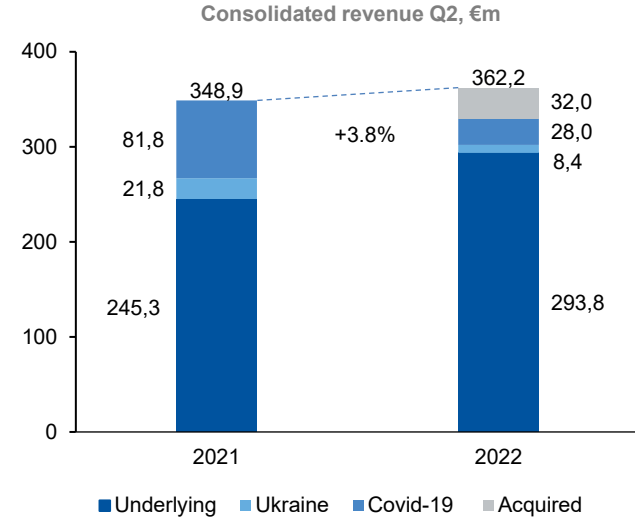
- Fall off Covid-19
 - Testing largely disappeared off the public health radar, reimbursements rates down.
 - Still run costs for maintaining a level of preparedness for new Covid-19 wave.
- War in Ukraine
 - Deep impact on lives and wellbeing of population and employees.
 - Business impacted: revenue was €8.5m vs. €28.5m, EBITDA €-0.2m vs. €5.8m.
 - Sites outside conflict zone working, 293 BDPS, 6 laboratories and the fertility business.
 - Activity pick-up much quicker than anticipated.
 - Revenue in June was approximately 50-55% of normal levels (ex Covid-19).

Navigating through multiple challenges

- Expanded footprint
 - New units and projects incur losses.
- Accelerating inflation
 - Inflation cost impact the business, especially salary inflation, energy and contracted services.
 - Confident that we see acceptance for price increases.
 - Time lag of 3-9 months between cost and pricing impact results.
- Higher utilisation
 - Higher levels at start of quarter have reduced to normal levels, strong growth brings staffing challenges.

Q2

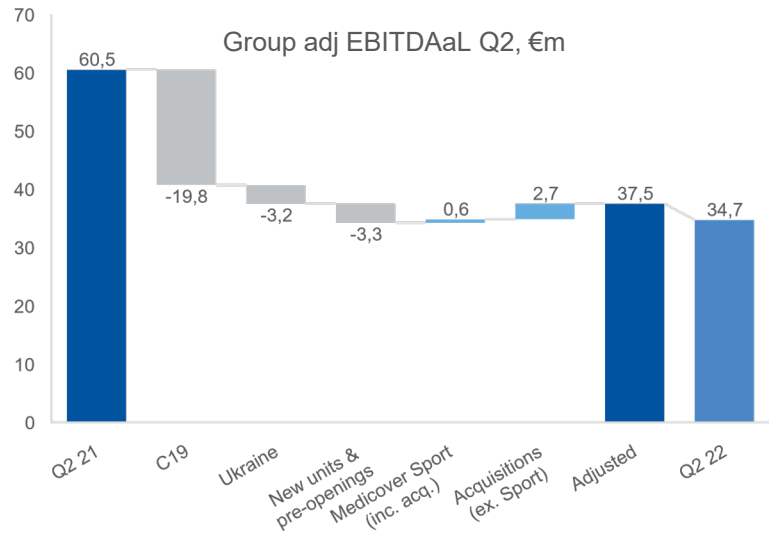
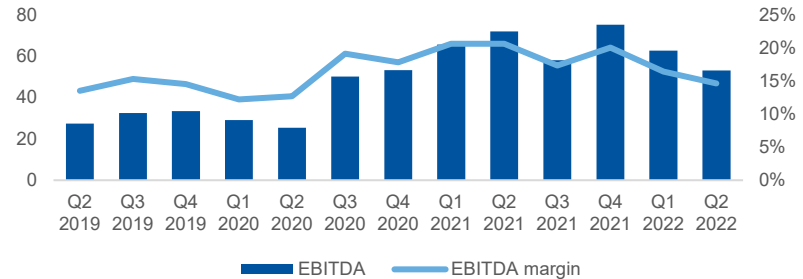
- Impressive organic growth in business as usual* of 13.7%.
- Revenue €362.2m (€348.9m), up 3.8% with a negative organic growth of 5.0%.
- Revenue from Covid-19 €28.0m (€81.8m).
- Acquired revenue €32.0m.
- Fee-For-Service** (FFS) represented 59% of total revenue.



Q2 cont.

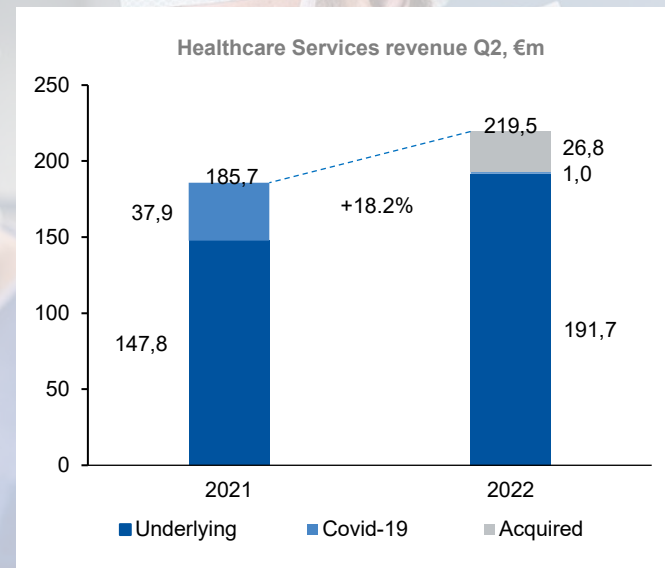
- EBITDA €53.0m (€71.8m), decreased by 26.1%, a margin of 14.6% (20.6%).
- Adj EBITDA €56.2m (€74.1m), a margin of 15.5% (21.2%).
- Adj EBITDAaL €34.7m (€60.5m), a margin of 9.6% (17.4%).
- Lower Covid-19 contribution, war in Ukraine, new projects & inflation.
- EBIT €15.2m (€46.2m), a margin of 4.2% (13.3%).

EBITDA and EBITDA margin development



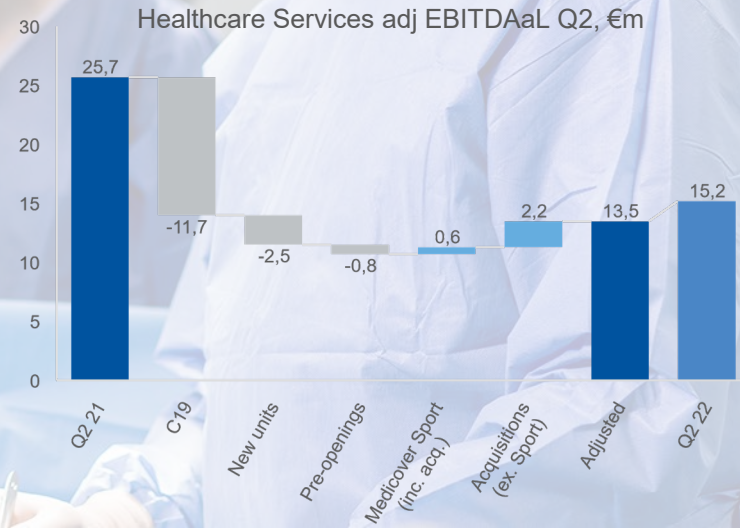
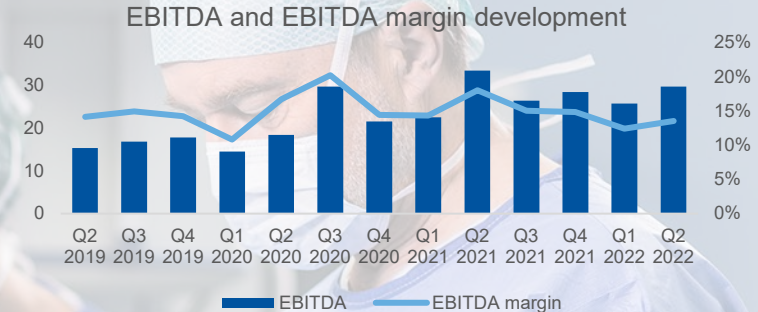
Healthcare Services

- Revenue €219.5m (€185.7m), up 18.2%.
- Organic growth 4.3%. Very strong organic growth in business as usual*, 30.4%.
- Covid-19 revenue disappeared: €1.0m (€37.9m).
- Acquired revenue €26.8m:
 - Mental health, gym and dental business acquired in Poland in Q.
- FFS** 55% of divisional revenue, grew by 18.1%.
- Strong member growth 13.3% - 1.6 million members.
- +29,000 new members over the quarter.
- Robust demand levels.



Healthcare Services

- EBITDA €29.7m (€33.4m), a margin of 13.5% (18.0%). Strong contribution from Covid-19 in comparative quarter.
- EBITDAaL €14.6m (€25.4m), a margin of 6.7% (13.7%). Adj EBITDAaL €15.2m (€25.7m), a margin of 6.9% (13.9%).
- Medical cost ratio to revenue 81.0%, an increase of 7.4pp, the driver for margin reduction.
- Several projects in early stage and a fast expansion pace the last twelve months are short-term dilutive to margin.
- Funded business salary costs and energy have been the drivers for increased costs.
- Indexation following cost increases, so lag in compensating.

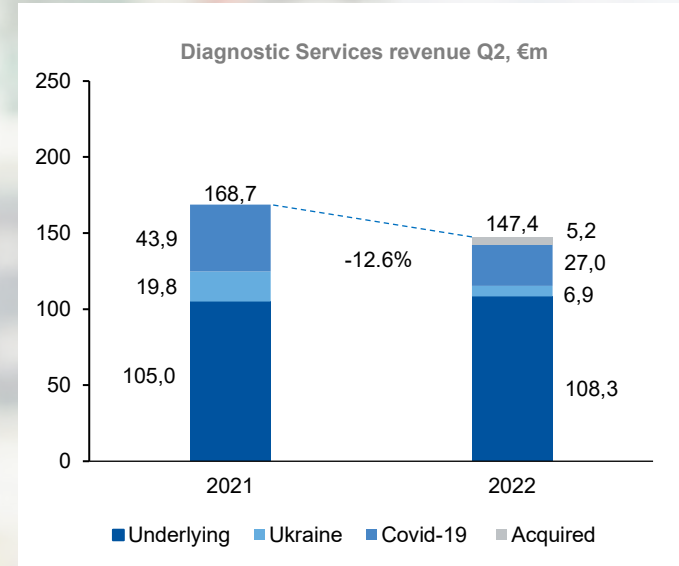


Diagnostic Services

- Revenue €147.4m (€168.7m), negative organic growth of 15.5%.
- Organic growth (ex C19 and UKR) of 4.0%.
- Covid-19 revenue €27.0m (€43.9m).
- Acquired revenue was €5.2m.
- FFS* 66% of divisional revenue.

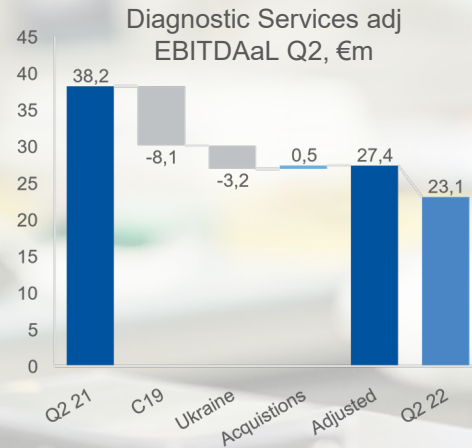
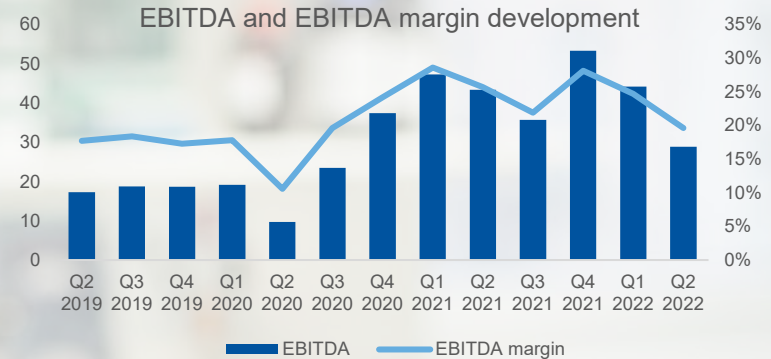
Test volume (million)	Q2 22	Q2 21	Δ	%
Total	29.0	32.5	-3.5	-10.7
Underlying	25.0	24.2	0.8	3.6
Ukraine	2.4	7.2	-4.8	-67.2
Covid-19	1.6	1.1	0.5	46.7

*incl. other services



Diagnostic Services

- EBITDA amounted to €28.9m (€43.4m), a margin of 19.6% (25.7%).
- EBITDAaL was €22.6m (€37.9m), a margin of 15.3% (22.5%). Adjusted EBITDAaL was €23.1m (€38.1m), a margin of 15.7% (22.7%).
- Less C19 impacted margin of -3.9pp.
- Ukraine war impacted margin of -2.0pp.
- Acquisition contributed with 0.4pp of margin.
- Number of BDPs amounts to 895 (779) with 843 operating, +9 BDPs in Q.
- Completed acquisition of Nasz Lekarz and Dialab in Poland in Q.



Investing for growth

- In addition to the €67.9m organic capital investment in 2022, Medcover has invested €144.7m in:
 - Four laboratories (CY, B&H, PL)
 - Five hospitals (PL, IN, RO)
 - Medical clinics and other (PL)
 - One dental business (PL)
 - Two gym business (PL)
 - One vision care business (PL)

Business area	Country	EV 2022 acquisitions (€m)	
		Q2	YTD
Laboratory	Cyprus / Bosnia-Herzegovina / Poland	18.8	86.2
Inpatient facilities	Poland / India / Romania	2.6	32.8
Outpatient facilities	Poland	2.6	30.9
Dental	Poland	4.8	4.8
Gyms	Poland	19.0	28.8
Vision care	Poland	-	9.7
Total		47.8	193.2

Financial targets 2020-2022



Growth

Organic revenue growth of
9–12%

Q2 -5.0%
6M 3.9%

Profit

Adjusted EBITDA-margin
(year-end 2022) of 15.5-16.5%

Q2 15.5%
6M 16.6%

Capital Structure

Loans payable net of cash and liquid
short-term investments/adjusted
EBITDAaL $\leq 3.5x$

Q2 1.9x

THANK YOU!



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