

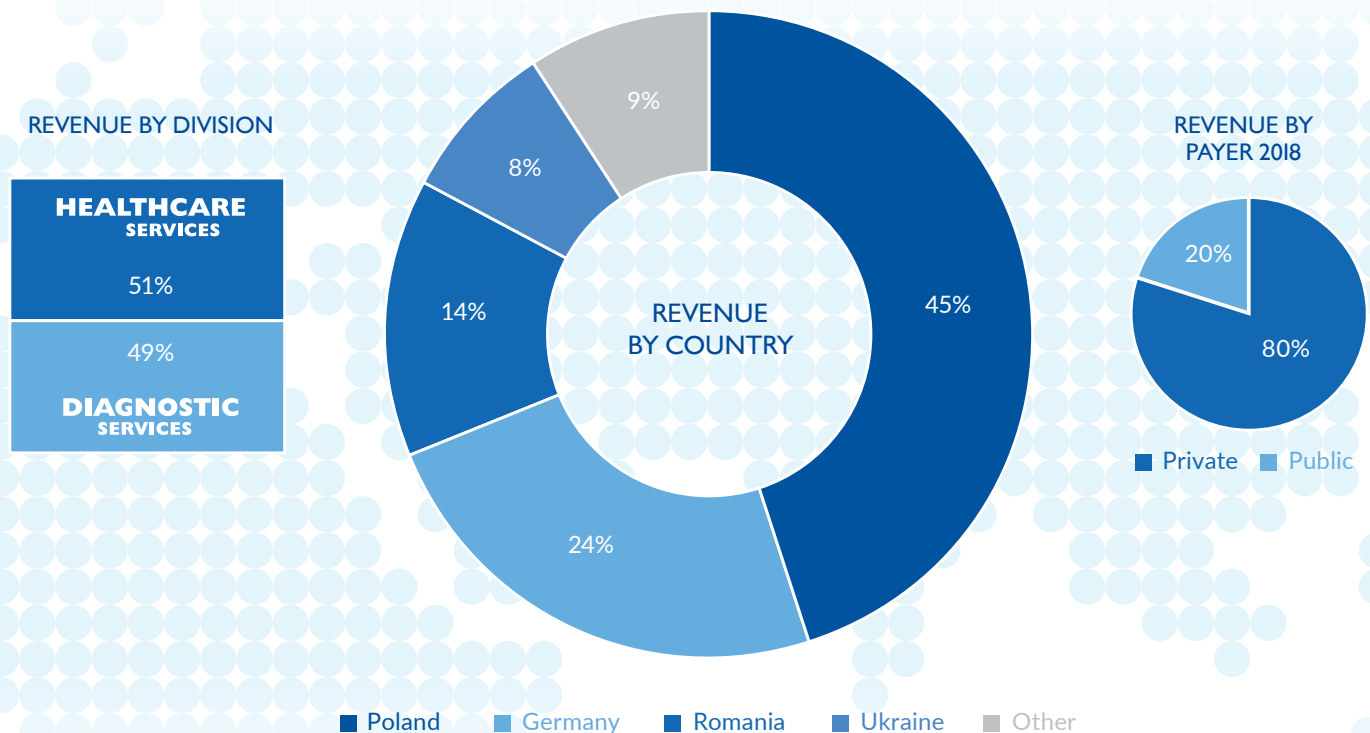
Medicover is a leading international healthcare and diagnostic services company with main operations in Poland, Germany, Romania, Ukraine and certain other markets in Central and Eastern Europe and India.

For 2018, Medicover generated revenue of **€672 million** and adjusted EBITDA of **€63 million**.

Medicover offers a broad range of high quality healthcare services and a significant hub-and-spoke diagnostic laboratory network, all underpinned by a sophisticated proprietary IT infrastructure.



MEDICOVER TODAY



Medicover's services are offered through two divisions.

HEALTHCARE SERVICES

Offers services ranging from primary to specialist healthcare and generated 51 per cent of Medicover's revenue in 2018. In addition to primary and specialist healthcare services, the division also offers dental care, eye care, and senior care and infertility treatment.

The majority of Healthcare Services revenue, 59 per cent are generated by Medicover's integrated healthcare model, which is substantially an employer-funded employee benefit, through which the company offers both prepaid entitlement to healthcare and provides the associated care.

The remaining part of Healthcare Services revenue consists of 38 per cent generated through the strong and expanding fee-for-service ("FFS") payment model where customers pay for healthcare services as used, and three per cent generated through public reimbursement.



HEALTHCARE SERVICES: KEY FACTS 2018

- 17 HOSPITALS* AND MORE THAN 100 MEDICAL CENTRES
- >1,200,000 MEMBERS
- 6.1 MILLION MEDICAL VISITS PER YEAR

* Incl 11 MaxCure hospitals in India

DIAGNOSTIC SERVICES



Offers a broad range of routine and advanced laboratory testing across all clinical pathology areas and it generated 49 per cent of Medicover's revenue in 2018. The majority of Diagnostic Services revenue is generated by private payments. The remaining part is public pay, mostly in Germany.

The division operates a range of regional and central labs, hospital labs, special labs, as well as a large network of blood drawing points (BDPs).

DIAGNOSTIC SERVICES: KEY FACTS 2018

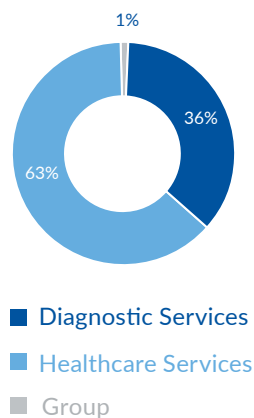
- 95 CLINICAL LABORATORIES
- 570 BLOOD DRAWING POINTS (BDPs)
- 98 MILLION DIAGNOSTIC TESTS PERFORMED IN 2018

EMPLOYEES

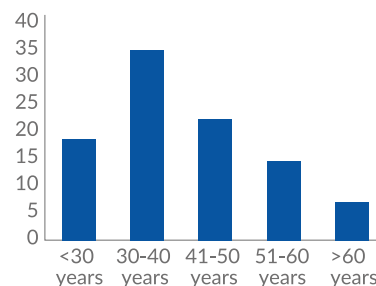
Our employees are key, and the future success of Medicover is dependent upon the ability to develop the right culture to lead and engage our employees. Medicover is strongly committed towards our organisation's ability to attract and retain talent, as well as training and development.

At the end of December 2018, Medicover had 20,970 employees. More than 74 per cent have a university degree, and average age is 41.

NUMBER OF CO-WORKERS BY SEGMENT, %



AGE STRUCTURE, %



CO-WORKERS BY GENDER, %

