



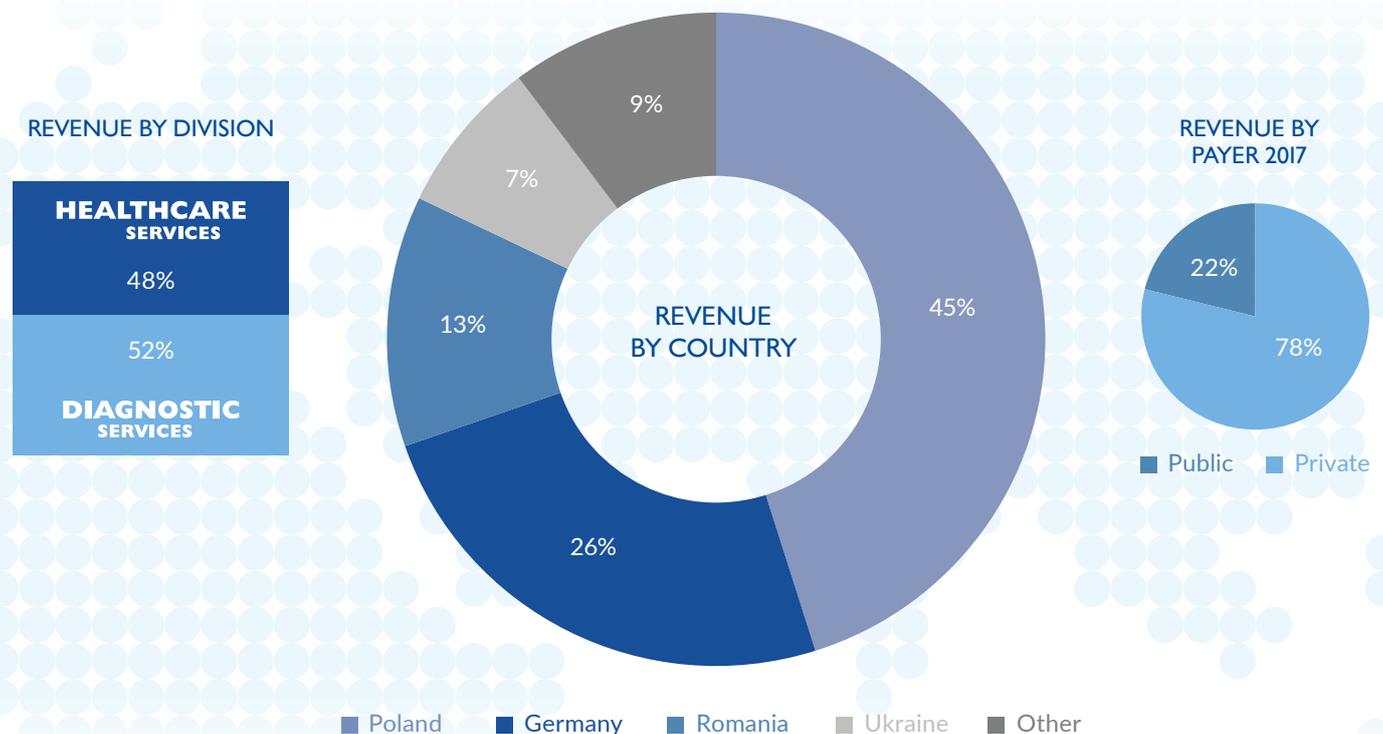
Medicover is a leading international healthcare and diagnostic services company with main operations in Poland, Germany, Romania, Ukraine and certain other markets in Western Europe, Central and Eastern Europe and other emerging markets.

For 2017, Medicover generated revenue of **€580.2 million** and adjusted EBITDA of **€56.2 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 48 per cent of Medicover's revenue in 2017. 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 revenues 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 revenue generated through the strong and expanding fee-for-service ("FFS") payment model where customers pay for healthcare services as used, and five per cent generated through public reimbursement.



### HEALTHCARE SERVICES: KEY FACTS 2017

- 4 HOSPITALS AND MORE THAN 100 MEDICAL CENTRES
- >1,000,000 MEMBERS
- 5.7 MILLION MEDICAL VISITS PER YEAR

## DIAGNOSTIC SERVICES



Offers a broad range of routine and advanced laboratory testing across all clinical pathology areas and it generated 52 per cent of Medicover's revenue in 2017. 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 2017

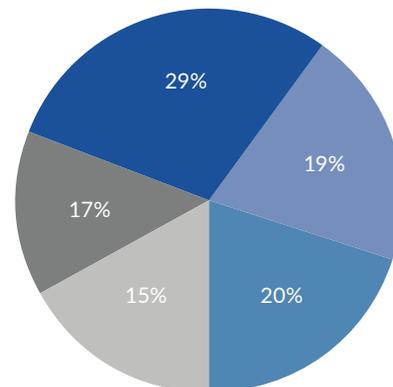
- 91 CLINICAL LABORATORIES
- 511 BLOOD DRAWING POINTS (BDPs)
- 124 MILLION DIAGNOSTIC TESTS PERFORMED IN 2017

## 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 2017, Medicover had close to 15,900 employees, of which around 80 per cent are located in Poland, Romania and Ukraine.

### NUMBER OF EMPLOYEES AT THE END OF THE YEAR 2017



- Office, Sales&Marketing, Customer Service, Call Center
- Physicians
- Nurses
- Other operations
- Lab Specialists & Technicians & Medical related