# MEDIAN GROUP: an introduction

**August 2025**

Das Leben leben – Live your life

**MEDIAN** GROUP

# About MEDIAN Group

**Europe-wide**
We provide mental health, specialist care and rehabilitation services in Germany, the UK and Spain

MEDIAN    PRIORY    Hestia Health

**Excellent outcomes**
We deliver high quality, sustainable and effective care for 319,000+ patients and residents every year

## Our mission

To restore quality of life and independence for our patients and residents through effective, evidence, data-driven care

**Digital innovation**
We support on average 7,000 daily users through our digital companion app and 40,000 patients have used our digital aftercare app since 2023
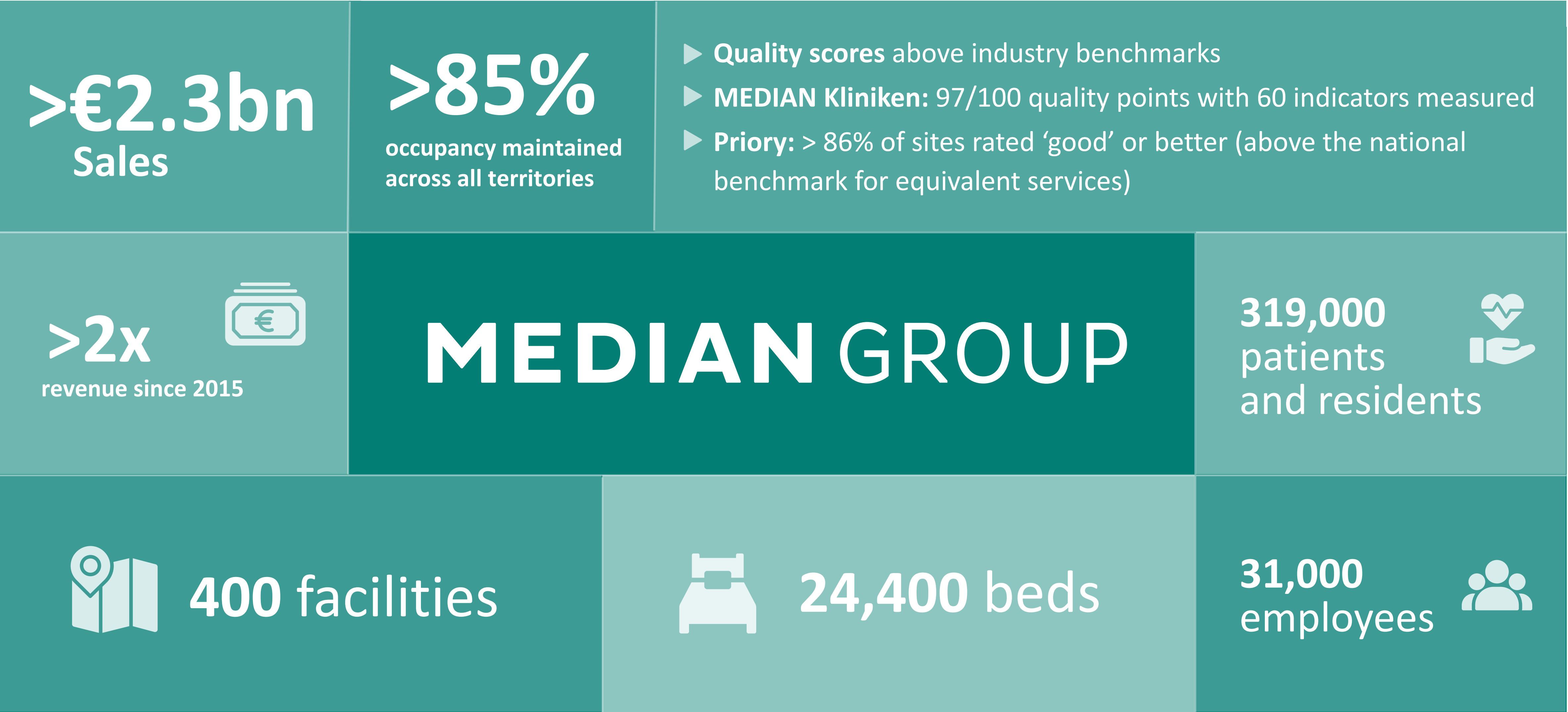
**The whole care journey**
We cover the whole care pathway, from hospital to home, from the most acute to the least acute conditions
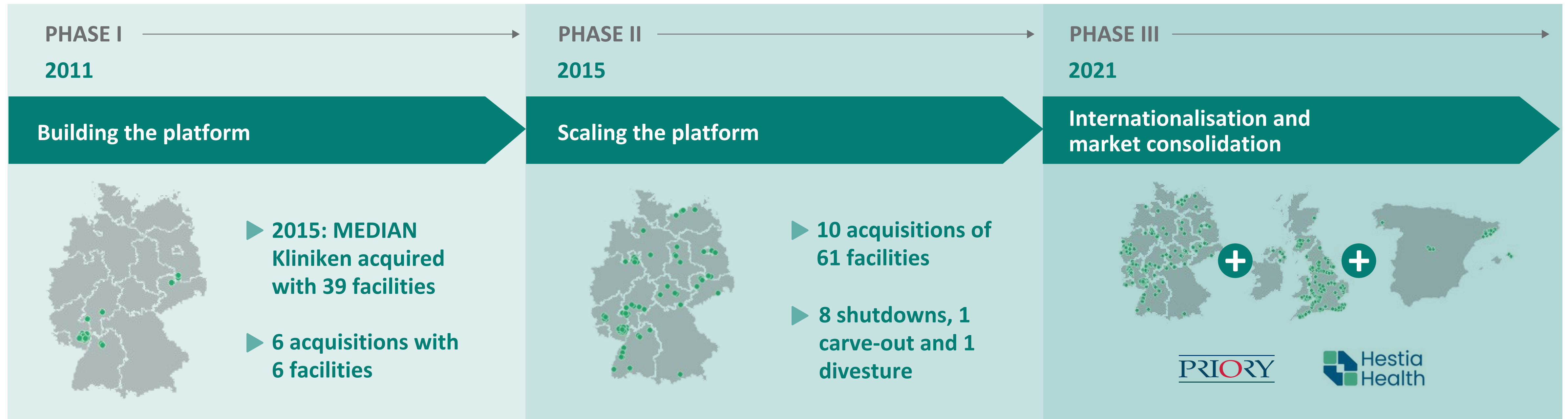
# MEDIAN Group at a glance

**MEDIAN GROUP**

**>€2.3bn** Sales

**>85%** occupancy maintained across all territories

▶ **Quality scores** above industry benchmarks

▶ **MEDIAN Kliniken:** 97/100 quality points with 60 indicators measured

▶ **Priory:** > 86% of sites rated 'good' or better (above the national benchmark for equivalent services)

**>2x** revenue since 2015

**MEDIAN GROUP**

**319,000** patients and residents

**400 facilities**

**24,400 beds**

**31,000 employees**

# Our core specialties

| Healthcare | MEDIAN | PRIORY | Hestia Health |
|---|---|---|---|
| Mental health | ✓ | ✓ | ✓ |
| Child and adolescent mental healthcare | ✓ | ✓ | |
| Addictions | ✓ | ✓ | ✓ |
| Eating disorders | ✓ | ✓ | |
| Neurology | ✓ | ✓ | |
| Orthopaedics | ✓ | | |
| Internal medicine | ✓ | | ✓ |
| Respiratory medicine | ✓ | | |
| Cardiology | ✓ | | |
| **Specialist care** | | | |
| Residential care | ✓ | ✓ | |
| Supported living | ✓ | ✓ | |

# Leveraging a unique platform

**MEDIAN** GROUP

| PHASE I | PHASE II | PHASE III |
|---|---|---|
| 2011 | 2015 | 2021 |
| **Building the platform** | **Scaling the platform** | **Internationalisation and market consolidation** |

**PHASE I**

▶ **2015: MEDIAN Kliniken acquired with 39 facilities**

▶ **6 acquisitions with 6 facilities**

**PHASE II**

▶ **10 acquisitions of 61 facilities**

▶ **8 shutdowns, 1 carve-out and 1 divesture**

**PHASE III**

PRIORY     Hestia Health

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**Over 10 transactions since 2011 leading to**

## >25x sales

**Market share**
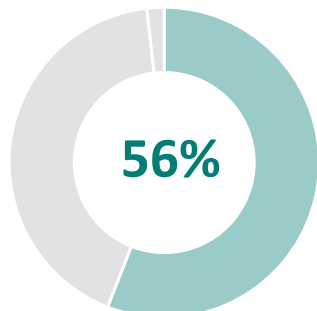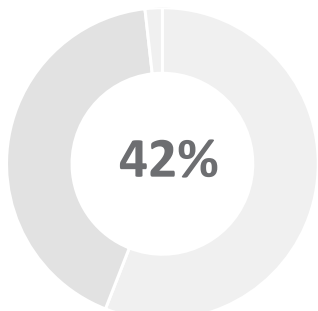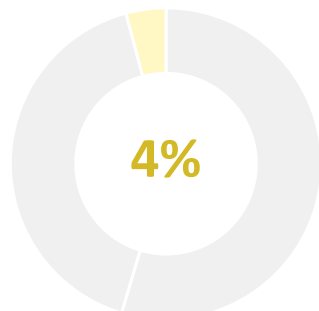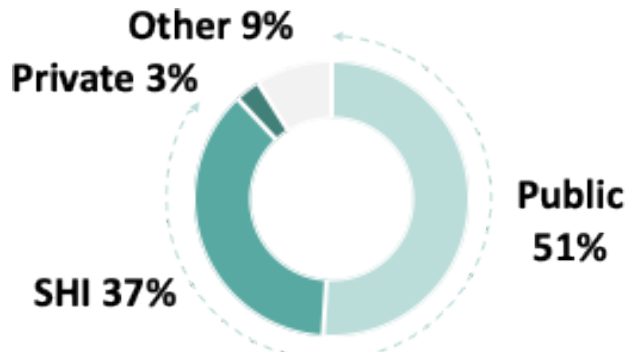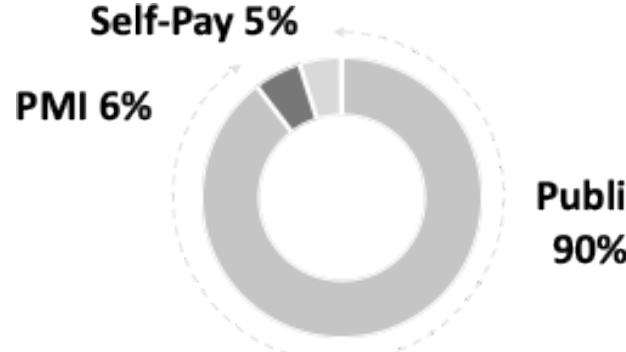
▶ **MEDIAN Kliniken** in Germany: 1st for inpatient rehabilitation

▶ **Priory** in the UK: 1st independent provider of mental healthcare 2nd largest provider of adult social care

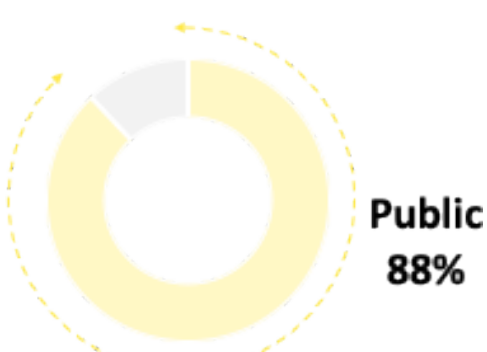▶ **Hestia Health** in Spain: 4th largest private mental healthcare provider

Total:
## 410 facilities

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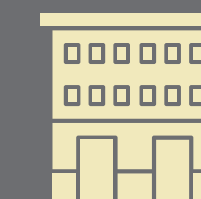
**Operational excellence through BI and data standardisation, creation of dedicated tertiary services, pan-European procurement function**

# Diversified business model across well funded markets

| FY2023A | MEDIAN | PRIORY | Hestia Health |
|---|---|---|---|
| Revenue (in €m) / share (in %)[1] | 56% | 42% | 4% |
| Revenue (in €m) split by payer type (in %)[2] | Other 9% / Private 3% / SHI 37% / Public 51% | Self-Pay 5% / PMI 6% / Public 90% | Public 88% |
| Key public payers | State pension funds Statutory Health Insurance (e.g. BARMER, DAK, BIG, KHH) | National Health Service (NHS) Local authorities | Directorate General for Pharmacy and Health Care Products (DGFPS) |
| Average occupancy rate (in %)[3] | 87.0% | 86.4% | 88.9% |
| Market position | 1 | 1 | 3 |

1) Annualised figures for Hestia as per FY2023B; 2) Other refers to state associations and municipalities, which represent the payers in the sociotherapy business division; 3) Occupancy YTD 09/24

# Setting new frontiers through digital innovation

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## Digital care + leading digital aftercare programme

| | |
|---|---|
| **40,000 patients** | used proprietary MyMEDIAN@Home digital aftercare app since 2023 |
| **7,000** | daily users of MEDIAN digital companion app on average in 2024 |
| **270,000** | downloads of MEDIAN app so far |

## Digital health innovations

**Virtual reality therapy for anxiety and addictions**

**Voice biomarkers to assess depression and suicidality**

**AI-driven cognitive therapy for neurology patients**

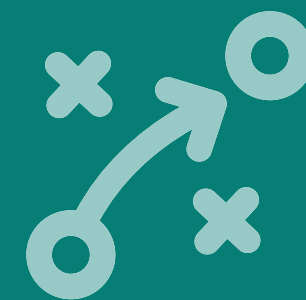# Our 2030 growth plan

## To support >500,000 people a year by 2030

- **€3bn** revenues
- **160,000** users of digital aftercare
- **35,000** staff

### Sustainability: our photovoltaic programme and carbon reduction

- Electricity generated per year: **~14,000 MWh/ca 80% of own consumption**
- Sustainable power bill savings of **€3.3m** from 2026
- $CO_2$ Emission reduction by **~6,000 tons per year**
- **140 sites** to gain PV panels, accross Germany, UK and Spain

### Leveraging the platform:

- Growing the core
- Adding asset-light outpatient services
- Digitalisation and innovation

## Our strategy

Our strategy is designed to leverage our portfolio and capabilities and has four key pillars

**1.**
Accelerating organic growth through broader, deeper service offering

**2.**
Leadership in digital transformation across care pathways

**3.**
Achieving ongoing efficiency improvements

**4.**
Select M&A that adds value in existing and new markets

# A strong foundation

**High quality scores above industry standards**

**Experienced management team and committed shareholder base**

**Strong pipeline of M&A opportunities**

**Significant socio-economic impact**