



Atrys Health increases revenues by 27.3% to 202 million euros by 2023

- *The company increased its adjusted EBITDA by 28.2% in 2023 to EUR 42.6 million*
- *On a pro forma basis, the company recorded solid organic growth of 11.6% "like for like" to EUR 201.9 million and achieved adjusted EBITDA of EUR 42.7 million*
- *Atrys closes 2023 with strong performance in all business segments, while divesting non-strategic assets such as its compliance subsidiary Conversia and its subsidiary in Switzerland*
- *For 2024, the company has set a target of double-digit growth of more than 10% in both revenues and Adjusted EBITDA, with a focus on consolidating its leadership as a major player in preventive and precision medicine globally*

26 DE MARZO DE 2024.— Atrys Health (ATRY), a global healthtech company providing precision medical prevention, diagnosis and treatment services, pioneer in telemedicine and oncology treatment, has announced its 2023 results, in line with guidance and reflecting the company's solid performance in all its business segments.

During its second year as a member of the Continuous Market of the Spanish Stock Exchange, Atrys has focused its efforts on organic growth in all its business areas. Thus, Atrys has grown at a double-digit rate, specifically 27.3%, to reach a turnover of 201.6 million euros in 2023.

Gross margin in 2023 was 137.2 million euros, 13.3% higher than the previous year. Adjusted EBITDA increased to 42.6 million euros, a 28.2% improvement compared to the previous year.

Despite the current situation of high inflation, the company has maintained its EBITDA margins adjusted over revenues, taking on special importance the improvement of margins in the Diagnostics area -with the investment in genetics and pathology laboratories- and the Prevention area- thanks to the automation of its processes and the optimisation of the network of centres.

Profit for the year from continuing operations was negative EUR -30.8 million, due to expenses associated with the company's strong inorganic growth, amortisation of acquisitions and the optimisation of the Group's structure implemented in the 2023 financial year.

On the other hand, CAPEX declined by 13.3% to €13.1 million. Of the total investment made, 4 million corresponded to expansion CAPEX, mainly associated with the opening of a new pathology laboratory in Madrid, the expansion of the business in Mexico with the opening of the oncology treatment centres in Polanco and Celaya, equipped with central mixers, as well as the Nuclear Medicine centre at the Paediatric Cancer Centre of the Hospital Sant Joan de Déu in Barcelona.

Atrys is currently a benchmark in the Spanish-language B2B telediagnosis market, holding leading positions in Spain, Chile and Colombia. It is also the market leader in private oncology in Spain and is one of the Top 3 companies - by market share - specialising in preventive medicine at a national level.

Looking ahead to 2024, Atrys will focus its efforts on continuing to grow organically and consolidate its leadership as a global company. Under this premise, the healthtech company has set a goal of double-digit growth, specifically more than 10%, both in terms of turnover and Adjusted EBITDA.

Santiago de Torres, CEO of Atrys, said: "Our goal is to continue growing at double-digit rates over the next few years, with a focus on organic growth in our three strategic areas: preventive medicine, diagnostics and precision medical treatment. In addition, we are focusing our strategy on actions that will enable us to consolidate our geographical positioning in Spain, Portugal and Latin America, and we are committed to investing technological resources to boost innovation, under the premise of guaranteeing our patients the best service, promoting the efficiency of the healthcare system and providing value for our shareholders through a differentiating proposal".

Consolidating growth in its core business

During 2023, Atrys has consolidated the company's growth path to become a global benchmark Group in the healthcare sector. Thus, with respect to 2022, there was a positive increase of 11.6% in revenues to 201.9 million euros 'like for like' on a like-for-like basis, excluding revenues related to COVID's Test.

The 2023 financial year was marked by the divestment of Conversia, the company's Compliance subsidiary, and the sale of Atrys Switzerland, strategic decisions for the company that allow it to focus its activity on its core business.

During the past year, Atrys announced the issue of a contingent convertible bond in the amount of 13.3 million euros.

By business area, Atrys' Medical Oncology segment consolidated its leading position in Spain and strengthened its position in Latin America. Specifically, revenue in the Oncology area increased by 9.4%, on a like-for-like basis, in 2023, thanks to the good performance of the medical oncology business in Spain, the opening of new centres in Mexico, the implementation of new treatments, the network of alliances with large companies such as the MAC Group and BUPA in Latin America, and with the Lusíadas Group in Portugal, with the aim of strengthening the oncology diagnosis and treatment business in the Portuguese market.

The Diagnostics area led growth, with revenues 17.5% higher than in the previous year on a like-for-like basis, driven by the opening of the new pathology laboratory in Madrid and the nuclear medicine centre at the Hospital Sant Joan de Déu in Barcelona, a firm commitment to technological resources to improve diagnostic activity.

Revenues in the Prevention segment increased 6.8%, driven by the optimisation of its network of centres, diagnostic automation and the introduction of new medical services focused on health promotion, resulting in an improvement in the customer renewal ratio.

Therefore, Atrys is positioned as a leading medical services group, which by 2023 has performed more than 7.6 million medical acts in 7 countries, integrating artificial intelligence in many of its processes.

In terms of sustainability, Atrys has achieved fourth place in Europe within its sector in the annual Clarity AI ranking, ranking in the 89th percentile and positioning itself in the high range, above the sector average and close to leadership. A new milestone of special relevance that demonstrates the company's commitment to sustainability and ESG criteria. In addition, this year the company has maintained its corporate rating at BB after the upgrade in 2022, according to the independent firm Ethifinance Rating.

About Atrys

Atrys is a global healthtech company providing medical services that maximise efficiency in prevention, diagnosis and precision medical treatment through innovative technologies. It is a pioneer in telemedicine and oncology treatment. It has a team of more than 2,400 professionals, is present in seven countries in Europe and Latin America, and is the only listed company in the healthcare technology sector in Spain. The company structures its activity around two main business areas. On the one hand, precision medicine, which includes diagnostic activities (telemedicine, nuclear medicine, pathological and molecular anatomy) and oncology treatment (medical oncology and advanced radiotherapy); and on the other, preventive medicine, dedicated to prevention and health promotion, which serves more than one million people through its network of more than 200 branches.

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