

#### COMUNICACIÓN DE OTRA INFORMACIÓN RELEVANTE

26 de mayo de 2021

En virtud de lo previsto en el artículo 17 del Reglamento (UE) nº 596/2014 sobre abuso de mercado y en el artículo 228 del texto refundido de la Ley del Mercado de Valores, aprobado por el Real Decreto Legislativo 4/2015, de 23 de octubre, y disposiciones concordantes, así como en la Circular 3/2020 de BME MTF Equity, ponemos en su conocimiento:

Adjuntamos Presentación Foro MedCap 2021.

La información comunicada ha sido elaborada bajo exclusiva responsabilidad del emisor y sus administradores.

Madrid, 26 de mayo de 2021

Doña Isabel Lozano Fernández

Consejera Delegada





## MedCap Forum

May, 2021.

Jose María Huch CFO

Juan Querejeta Investor Relations

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El presente documento y la conferencia de resultados (incluyendo el turno de preguntas y respuestas) puede contener manifestaciones de futuro e información (d de ahora en adelante, "Manifestaciones") relacionados con ATRYS HEALTH, S.A, o el Grupo ATRYS (de ahora en adelante indistintamente "ATRYS", la "Compañía" o el "Grupo"). Estas manifestaciones pueden incluir proyecciones y estimaciones financieras con asunciones, declaraciones relativas a planes, objetivos, y expectativas que pueden referirse a diversas materias, entre otras, a la base de clientes y a su evolución, al crecimiento de las distintas líneas de negocio, a la cuota de mercado, a los resultaos de la compañía y a otros aspectos relativos a la actividad y situación de la misma.

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This document and the conference-call webcast (including the Q&A session) may contain forward looking statements and information (hereinafter, the "Statements") relating to ATRYS HEALTH .S.A., or ATRYS Group, (hereinafter indistinctly, "ATRYS", the "Company" or the "Group") or otherwise. These Statements may include financial forecasts and estimates based on assumptions or statements regarding plans, objectives and expectations that make reference to different matters, such as the customer base and its evolutions, growth of the different business lines and of the global business, market share, possible acquisitions, divestitures or other transactions, Company's results and other aspects related to the activity and situations of the Company.

The Statements can be identified, in certain cases, through the use of words such as "forecast", "expectations", "anticipation", "purpose", "estimates", "Plan" or similar expressions or variations of such expressions. These Statements reflect the current views of ATRYS with respect of future events, do no represent, by their own nature, any guarantee of the future fulfilment, and are subject to risks and uncertainties that could cause the final developments and results to materially differ from those expressed or implied by such Statements. These risks and uncertainties include those identified in the documents containing more comprehensive information filed by ATRYS before the different supervisory authorities of the securities markets in which its shares are listed and, in particular, the Mercado Alternativo Bursátil (MaB).

Except as required by applicable law, ATRYS does not assume any obligation to publicly update the Statements to adapt them to events or circumstances taking place after the date hereof, including changes in the Company's business or business development strategy or any other unexpected circumstance.

This document and the conference-call (including the Q&A session) may contain summarized, non-audited or non-GAAP financial information. The information contained herein and therein should therefore be considered as a whole and in conjunction with all the public information regarding the Company available, including any other documents released by the Company that may contain more detailed information.

Neither this document nor the conference-call (including the Q&A session) nor any of their contents constitute an offer to purchase, sale or exchange any security, a solicitation of any offer to purchase, sale or exchange of any security, or recommendation or advice regarding any security.



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## ATRYS is positioned in the growth vector of the healthcare services sector



## "Precision diagnostics, therapeutic innovation and data analysis"

## Drivers for value creation for ATRYS shareholders

Long-term growth > GDP

"One Stop Shop" as a provider of high-precisión diagnostics and treatments

Executing cost synergies and cross-selling between business areas

Operating leverage of our R&D investment

Strategic acquisitions to lead business areas that are the future of healthcare

**Business Areas** 

Pathology - Genetics

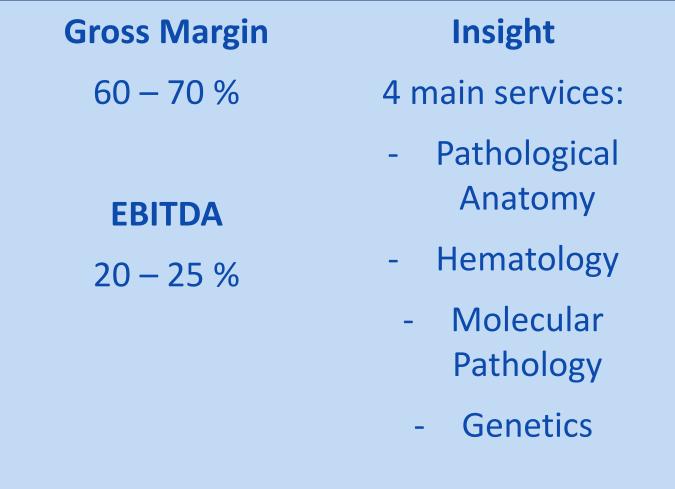
Telemedicine
Radiology - Cardiology

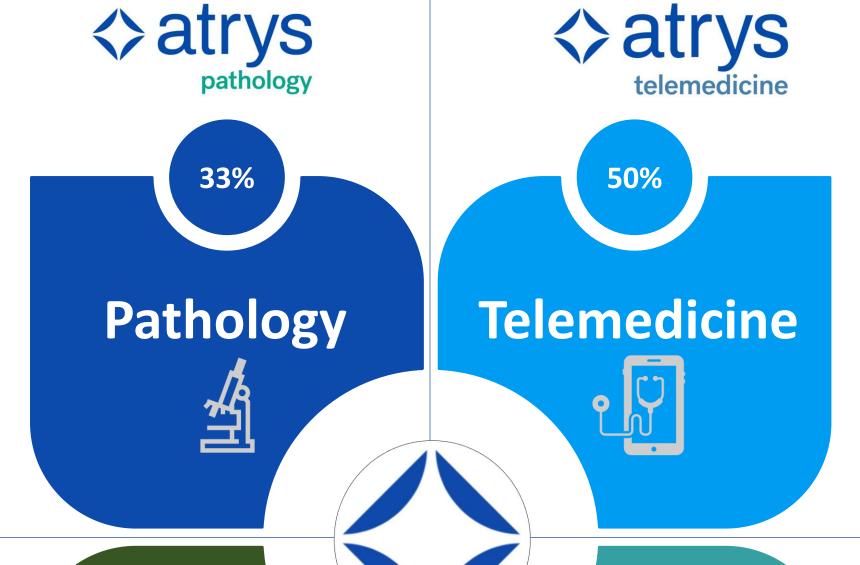
Oncology Radiotherapy **Smart Data** 

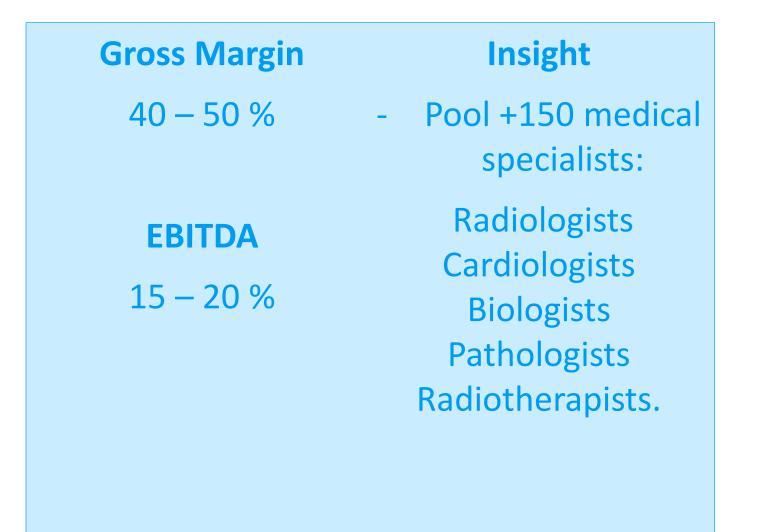
## ATR

## ATRYS currently has 4 business lines

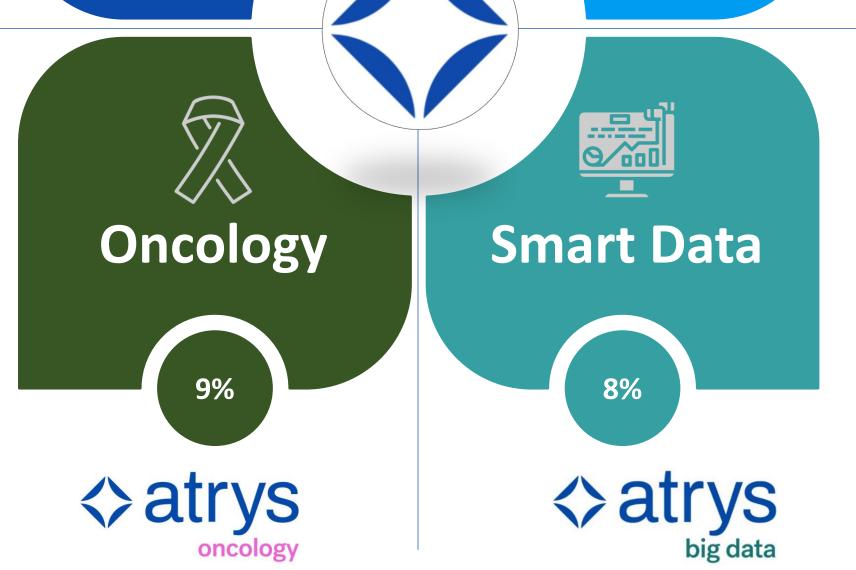


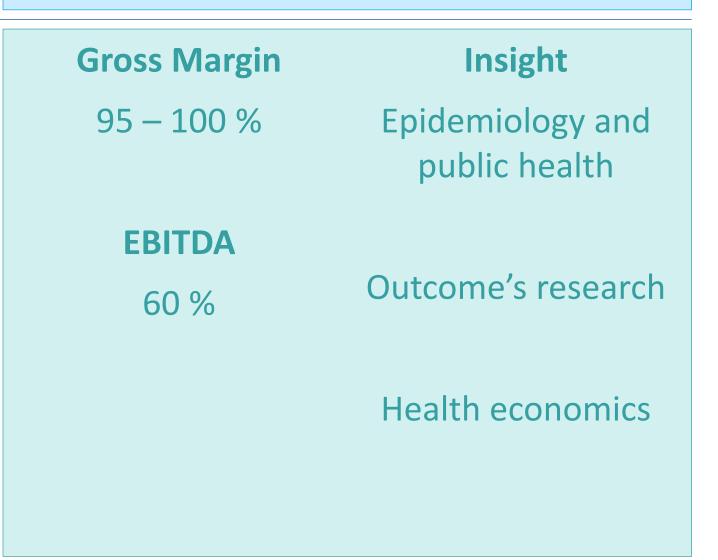






High precision adiotherapy services:
"SINGLE DOSE"  Treatment duration sharply decrease, & with fewer side effects  Sessions:  35 - 40 → 1 - 5
•





## ATRYS main figures 2016-2021e<sup>1</sup>



Over the last 5 years the Group has scaled up from nearly scratch to:

- Become the world leader in teleradiology and telecardiology in Spanish language.
- Setting the foundations to become a leading european group in oncology diagnosis and treatments with a strong footprint in Spain, Portugal and Switzerland.

	2016	2021e <sup>1</sup>
Turnover	€4.5M	€175.0M
Adjusted EBITDA <sup>2</sup>	€1.0M	€41.0M
No. of countries	1	7
No. of medical staff	100	1,000
No. Radiotherapy LINACs <sup>3</sup>	1	9
No. medical diagnosis per year	177,000	>5M
No. employees	44	>2,000
R&D Investment	€1.4M	€3.0M
Executed acquisitions since 2018	_	11

<sup>&</sup>lt;sup>1</sup> Aggregated Proforma **Budget** = Includes full year impact of 2021 acquisitions (ASPY, Lenitudes and ROAG).

<sup>&</sup>lt;sup>2</sup>Adjusted EBITDA = Does not include one-off expenses.

<sup>&</sup>lt;sup>3</sup>Linear Accelerators for Radiation Therapy

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## ATRYS + ASPY, a solid combination to upgrade corporate health care in Spain



## **ATRYS**

Atrys, an international company specialized in precision medicine.

- Advanced Radiotherapy treatments
- Radiological and cardiological diagnoses, monitoring of chronic patients, remote consultation through telemedicine
- Owned network of diagnostic, pathology and genetics laboratories in Spain
- Experts in smart data and business intelligence based on health data

4M diagnostic +350 tests per year medica

Network of +350 medical specialists Owned remote diagnostic and telemedecine platforms

+2,6M per year invested in R&D and Al tools

## **ASPY**

ASPY, a Spanish company dedicated to the prevention of labor risks, with a special focus on employee health. 3rd company by market share in Spain.

- Health surveillance through consultations, analysis and medical examinations
- Labor risks prevention services
- Training services for employees on prevention and labor risks
- Services to companies for the adaptation and compliance with the Spanish Law for the Protection of Personal Data (LOPD)

234 branches, covering all provinces

>1M employees covered

>100k clients (companies)

+400 health professionals

Takeover bid accepted by 99,75% of Aspy's sharecapital 98,14% have chosen the exchange of shares.

## **Business rationale for the integration (1/3)**



Cross selling medical services: 234 ASPY branches with national capillarity allow direct B2C sales of ATRYS' diagnostic services.

- ATRYS Laboratories: Sampling and extraction centers throughout the country, provide us the capacity to establish our own pathology laboratories in the main spanish cities (so far only based in Barcelona)
- Genetics: Ability to introduce consumer genetics services, prenatal, nutrition and prevention, into the ASPY network

- Radiology and Cardiology: possibility of reinforcing the services provided by ASPY in its centers with diagnostic tests diagnostic tests of high added value, optimizing the capacity of the branches
- Oncology: The ASPY network can refer oncological patients to ATRYS's own cancer treatment centers.

## **Business rationale for the integration (2/3)**



Accelerating the digitization of ASPY's labor risks prevention services: The labor risk prevention services provided by ASPY can be more efficient by leveraging ATRYS' digital healthcare technologies and reinforce its competitiveness.

- Automation of internal procedures and improvement of patient knowledge through data management:
  - Internalization of diagnostic tests that ASPY outsources.
  - ECG diagnostic test automation.
  - Phone contact automation.
  - Introduction of chronic disease management services and a 24h integrated care center.

- Innovation processes:
  - Equipment miniaturization and process digitization (digital onboarding).
  - Added medical services: video consultation.
  - Telemedicine for remote working areas.
  - Abdominal tele-ultrasound.
  - Teleconsultation of medical specialties.

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## Business rationale for the integration (3/3)



The integration of ASPY enhances ATRYS capability to establish strategic alliances with Hospital Groups.

- Improvement in ATRYS' negotiation capacity with hospital groups, as ASPY's network covers 1 million people.
- Better position to participate in public tenders and competitive procurements in all Spanish regions, since ASPY is present in all of them.

 Access to ASPY Salud healthcare insurance agreements through its health care centers



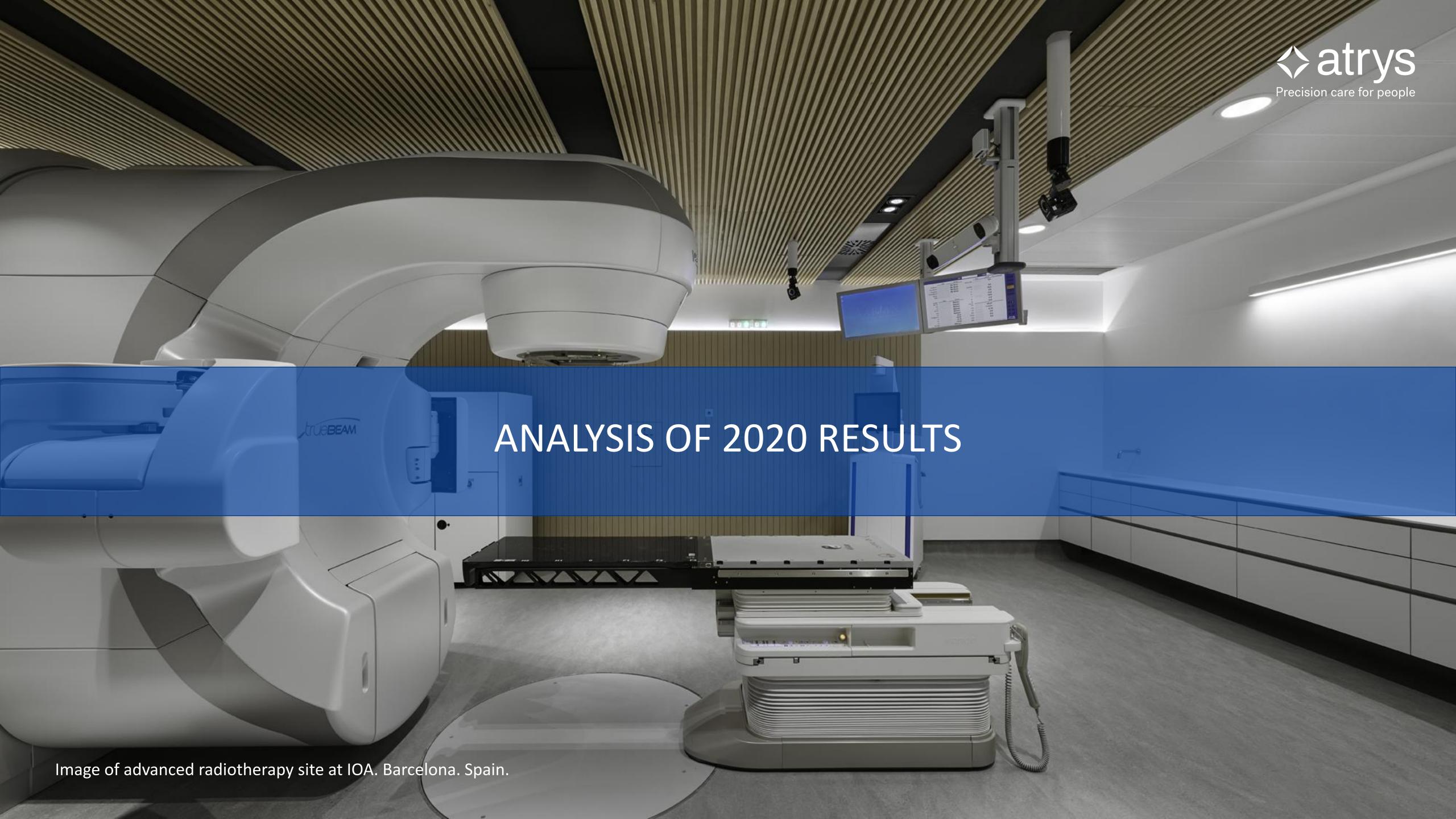
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## ATRYS: Where we go - 2021/2022 strategic goals





- Expand the company's footprint in Europe through acquisitions.
- Accelerate diagnostic automation by incorporating AI tools in order to reduce costs and improve diagnostic quality.
- Enhance our data management through Smart/Big Data.
- Introduce new services in Europe (tele-consultation, chronics monitoring).
- Listing the Group in the Spanish main equity market ("Mercado Continuo"): improvement in liquidity, entry of international investment funds and exchange-traded fund (ETFs).
- Balance sheet structure and hidden assets optimization.
- Continue to create value for shareholders through organic growth, implementation of synergies and inorganic growth.



## 2020 Main Figures

## Precision care for people

## 2020 Aggregated proforma:

**Turnover** 

**€45.1** M

-12% YoY -4% YoY at constant forex rate

Adj. EBITDA

**€13.0** M

+28% YoY XX% / Turnover **Net Financial Debt** 

**€42.4** M

+100% YoY

€32.6 M excluding Convertible Bonds

**Equity** 

**€75.3** M

+89% YoY

FP/DFN

**1.78**<sub>X</sub>

2.31x excluding **Convertible Bonds**  Adj. EBITDA per share

€0.38

+34% yoy

NFD/Adj. EBITDA

**3.3**<sub>X</sub>

2.5x excluding Convertible Bond debt from NFD

**Operating Cash Flow €8.0** M

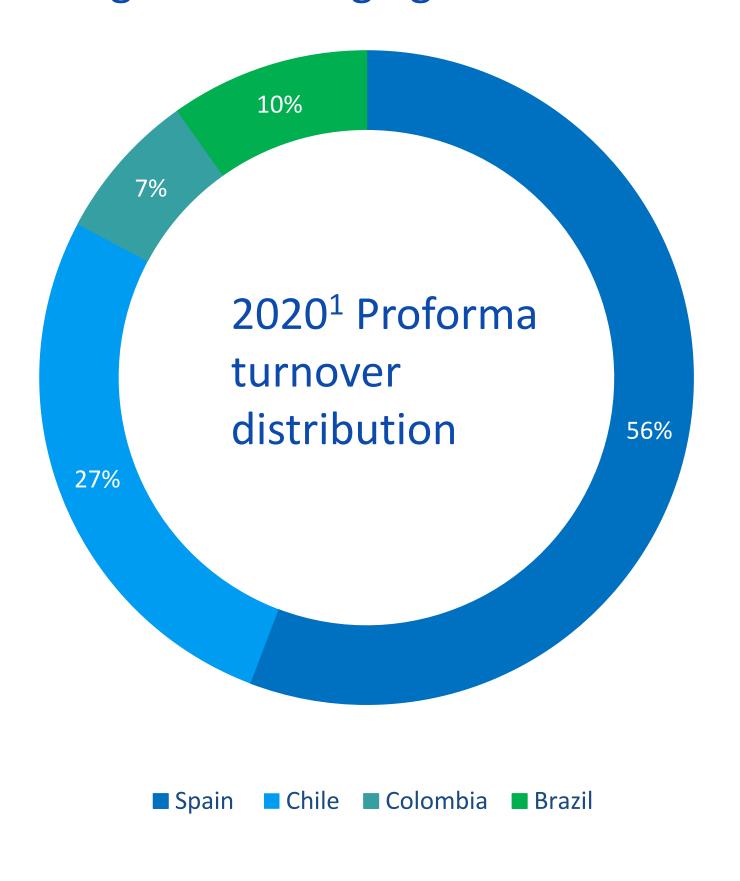
+70,2% YoY

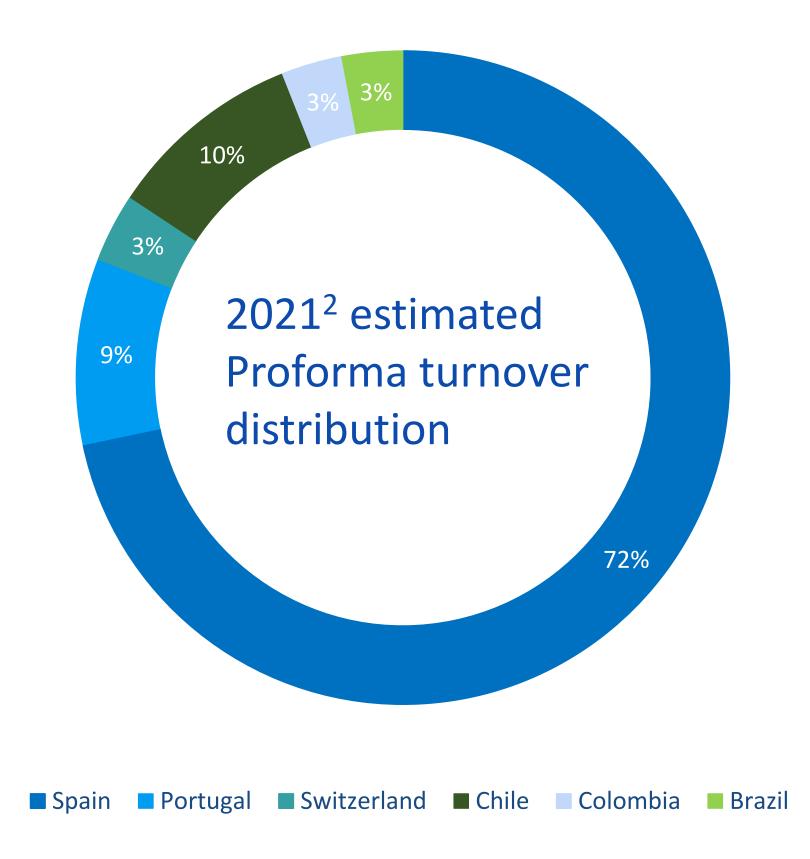
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## Turnover geographic distribution



The expected acquisitions in 1S21 are going to rebalance the Group's country risk exposure, switching from 44.2% of its turnover arising from emerging markets in 2020, to barely 15.7% in 2021.





<sup>&</sup>lt;sup>1</sup>2020 Aggregated Proforma = Includes full year impact of 2020 acquisitions (ITMS, Axismed and ICM).

<sup>&</sup>lt;sup>2</sup> 2021 estimated Aggregated Proforma = Includes full year impact of 2021 acquisitions (Lenitudes, ROAG and ASPY).



## Terms and definitions



#### **Gross Financial Debt (GFD):**

Sum of all debts that generate a financial expense and which are pending payment as of December 31 of each year in the Consolidated Financial Statements prepared under IFRS except for (i) Debts without recourse to the holding company. (ii) Loans in shares granted by shareholders.

## **Net Financial Debt (NFD):**

Gross Financial Debt as of December 21 of each year, less (i) cash, (ii) liquid financial assets and (iii) restricted cash set as guarantees linked to Public debt received to finance R&D projects.

#### **EBITDA:**

Earnings Before Interests, Taxes, Depreciations and Amortizations as per the Consolidated Annual Accounts under IFRS.

## **Adjusted EBITDA:**

EBITDA of the year excluding one-off expenses (M&A expenses, financial expenses related to capital increases and bonds issuance to finance the M&A activity, stock options plan which do not imply a cash-out and cost synergies executed and verified by the Group's auditors.

#### **Adjusted Aggregated Proforma EBITDA:**

EBITDA of the year including the full year results of the companies acquired during the year, excluding one-off expenses (M&A expenses, financial expenses related to capital increases and bonds issuance to finance the M&A activity, stock options plan which do not imply a cash-out and cost synergies executed and verified by the Group's auditors.

## **2020 Aggregated Proforma:**

Full year impact in the P&L Account of the acquisitions carried out during 2020: ITMS Group (07/2020); Axismed (08/2020) and ICM (10/2020).

### **2019 Aggregated Proforma:**

Full year impact in the P&L Account of the acquisitions carried out during 2019: Real Life Data (06/19); Teleradiologia de Colombia (09/19) and IMOR (10/19).

### **2020** Aggregated Proforma EBITDA:

EBITDA of 2020 including the full year impact from the acquisitions carried out during 2020: ITMS Group (07/2020); Axismed (08/2020) and ICM (10/2020).

## **2019 Aggregated Proforma EBITDA:**

EBITDA of 2019 including the full year impact from the acquisitions carried out during 2019: Real Life Data (06/19); Teleradiologia de Colombia (09/19) and IMOR (10/19).

#### **Covenant:**

Agreement between the Group and its lenders to keep certain limitations to the Group's indebtedness.

#### **CAPEX:**

Funds used by the Group to buy, improve, maintain or develop its tangible or intangible assets, such as buildings, machinery, technology or equipment.

### **R&D Capex:**

Investment in assets related to the development of the Group's R&D activity.

## Terms and definitions



#### COVID19:

The novel SARS-CoV-2 coronavirus is a new type of coronavirus that was first detected in December 2019 in Wuhan City, Hubei Province, China.

## **Group's Auditor:**

It refers to BDO Auditores S.L.P.

## **Net assets / Shareholders equity:**

As of 31<sup>th</sup> December of each year, it means the amount of the Caption Net Assets / Shareholders equity included in the Audited Consolidated Accounts. For the purposes of calculating the covenants, the Treasury Shares amount will be excluded from the Net Equity figure.

#### IOA:

Instituto de Oncología Avanzada



Thank you