

Medartis Holding AG
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PRESS RELEASE

Medartis announces preliminary key figures for the 2018 financial year

Basel, Switzerland, 20 February 2019 – Medartis Holding AG (SIX: MED), a leading manufacturer and provider of medical devices for surgical fixation of bone fractures, achieved sales of approx. CHF 121 million in 2018 with double-digit growth in all regions, based on preliminary figures. Adjusted EBITDA (excluding IPO costs) is expected to be approx. CHF 17-18 million. Sales growth of around 16% in local currencies and an adjusted EBITDA margin of approx. 14-15% were at the lower end of the forecasted range.

In 2018, Medartis further increased sales in the double-digit range in all regions – EMEA, North America, APAC and LATAM – compared to the previous year. Based on preliminary unaudited figures, Medartis expects total sales of approx. CHF 121 million (previous year: CHF 105.0 million). Following strong sales growth in the first half of 2018 of 21% in local currencies, the corresponding growth rate for the full year amounted to around 16% (previous year: 13% in local currencies).

Medartis had already anticipated a lower growth rate in the second half of 2018 when it announced its half-year results. One main reason was the positive impact in the first half of the year of an inorganic growth effect arising from the acquisition of Brazilian distributor Extera in August 2017. In addition, in the first half of 2018, distributors in certain strong sales markets had purchased products for their inventories also for the second half of the year.

In its stronger sales regions EMEA, North America and APAC, growth in the second half of 2018 was in line with expectations. In LATAM, which is still the smallest business region in terms of sales, the market environment in the second half of the year was, however, challenging. Although LATAM continued to have the strongest growth momentum in 2018, a number of distributor markets experienced significantly weaker growth in the second half of the year than in the first half. Against this backdrop, the envisaged expansion in Brazil with own sales forces was started with a delay.

Adjusted EBITDA (excluding IPO costs) is expected to be approx. CHF 17-18 million for the full year 2018 (previous year: CHF 19.0 million) and the adjusted EBITDA margin approx. 14-15% (previous year: 18%). Both sales growth in local currencies (forecast to be in the high teens) and the adjusted EBITDA margin (forecast to be between 15% and 16%) were therefore at the low end of the expected range for 2018.

Medartis is further pursuing its growth strategy and will continue to make targeted investments in its business and international presence.

The final audited results for the 2018 financial year and Medartis Holding AG's 2018 Annual Report will be published on 2 April 2019.

Financial calendar

2 April 2019	Publication of 2018 full-year results and 2018 Annual Report
10 May 2019	Annual General Meeting
20 August 2019	Publication of 2019 first-half results

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About Medartis

Founded in 1997 and headquartered in Basel, Switzerland, Medartis is one of the world's leading manufacturers and providers of medical devices for surgical fixation of bone fractures for upper and lower extremities as well as for the craniomaxillofacial region. Medartis employs over 550 individuals across its 13 locations, with products offered in over 50 countries globally. Medartis is committed to providing surgeons and operating theater personnel with the most innovative titanium implants and instruments as well as best in class service. For more information, please visit www.medartis.com.

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