

## **MedLife signed the acquisition of Anima, one of the largest private outpatient healthcare services providers in Romania for services reimbursed by CASMB**

*Bucharest, 6 February 2017:* MedLife, leader of the private healthcare services market in Romania, announces the full acquisition of the Anima network of clinics. Anima Specialty Medical Services consists of 6 polyclinics and a laboratory, has over 200 employees, medical specialists and support staff, and it is the first private healthcare network with an own family medicine network in Romania.

At the same time, Anima is one of the largest private outpatient healthcare services provider that has agreements with the Bucharest Health Insurance Fund (CASMB), covering over 15 specialties, including family medicine, ob-gyn, ENT, endocrinology, ophthalmology, dermatovenerology, cardiology, psychiatry, rheumatology, gastroenterology, allergology and clinical immunology.

According to the company's representatives, Anima currently has 75,000 corporate subscribers, mostly focusing on subscriptions covering occupational medicine services. In 2016, Anima had a turnover of €5.2 million.

"Anima is an important player on the healthcare service market in Romania, with a large network of family physicians and specialist physicians with agreements with the National Health Insurance Fund (CNAS), a financially-sound company, with a great quality of the medical act. With this acquisition, MedLife consolidates its leader position, becoming the only player in Romania with two stratified brands on the market of outpatient care services and corporate subscription and occupational medicine. The healthcare services provided by Anima also complement the Sfânta Maria brand launched by MedLife for laboratory services last year, which targets the same population segment.

Anima will remain an autonomous company, with a sales department operating differently and independently from the one promoting the MedLife brand. We will keep the current management team, which we trust completely. As we do with all acquisition, after the takeover we will identify the functions and activities that we can render more efficient in order to capture the scale economy", said Mihai Marcu, MedLife President and CEO.

Mihai Marcu also mentioned the possibility of expanding the Anima business model nationwide: "After the acquisition is complete, pending the Competition Council approval, we will study together the opportunity to replicate the Anima business model nationwide, focusing on the population segment it already targets. Please note that Anima services are in perfect symbiosis with those provided by the MedLife brand, including specialised imaging, hospital care and pharmacies, which Anima does not provide at the moment. The clients of the most trustworthy medical brand in Romania in the past six years will have the opportunity to choose in the future from a wider range of prices and services. Corporate clients will also have the chance to choose between two optimised and customised products with a well-balanced quality/price ratio", said the MedLife President.

"With this partnership, clients will be offered added value as regards private healthcare services in Romania, as MedLife stands out from the rest of the market. We have joined a company with which we share common values and which has developed by always placing the patients' needs at the centre of its activities. We are pleased to become part of the largest operator on the private healthcare services market in Romania", said Cristian Sas, Anima CEO.

The seller's consultants were KPMG Deal Advisory și Sergiu Neguț, while the MedLife consultants were TaxHouse and Dima&Asociații.

The full acquisition of the Anima network of clinics is the 15<sup>th</sup> acquisition made so far by the MedLife group, with Almina Trading SRL as the latest announced acquisition.

About MedLife:

*MedLife is the largest private healthcare provider in Romania. The company operates the widest network of clinics, one of the large networks of medical laboratories, general and specialised hospitals and it has the largest client database for Healthcare Prevention Packages in the country. In addition, from the standpoint of sales, it is one of the largest private healthcare companies in Central and Eastern Europe, according to the public information available to MedLife Group.*

*Throughout its history, MedLife and the companies it controls have had over 5 million unique patients, namely around 1 in 4 Romanians. In the period May-July 2016, the Group's clinics provided services to an average of 8,300 patients every day, and its laboratories performed, on average, over 28,000 tests every day.*

*The shares issued by MedLife SA are traded on the spot regulated market managed by the Bucharest Stock Exchange, Premium Category, with the "M" trading symbol. MedLife Group has a successful history as regards both organic growth and growth by acquisitions. As of 2009, it has opened or acquired 83 medical units. Its strong and experienced management team has been capable of creating and managing these growth opportunities, acquiring valuable knowledge and experience, which can allow finding the best way to continue expanding successfully.*

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