



V A D E V A L O R

Vadevalor Research Report

Company: Atrys Health

“Know what you own and why you own it” – Peter Lynch



Atrys Health is a biomedical company with its main area of focus on oncology. It provides **diagnostic services, medical treatments and compliance**. Atrys Health is the world leader in providing telemedicine services in Spanish.



ATRYYS HEALTH S.A. (BME: ATRY)

Biomedical (Diagnosis & Treatment)

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|One Page Summary

Source: Atrys Health

|VALUE PROPOSITION

Atrys Health provides **diagnostic services** through its own laboratories, utilises **telemedicine** through its own technological **platform** to overcome physical location barriers between doctors and patients, runs different **oncology** centres using its own methodology, and has the **largest database in the health sector in Spain** to understand the needs of the population. It has the capacity to write more than 4,000,000 diagnostic reports per year for both public and private entities in Spain and Latin America, and has around 350 doctors on the cloud.

|PARTICULAR BUSINESS

Set up in 2007 with the aim of providing innovative diagnostic services and new radiotherapy treatments, Atrys Health has realised that its **business segments** are very complementary, **benefiting from cross-selling**. High margins and exponential growth prove that the business model has worked very well so far.

It is important to note that in its main market of teleradiology, Atrys Health is the largest firm in the world in the Spanish speaking market and penetration rates of teleradiology are extremely low.

The UK has the highest penetration rate in the world at just 7.4% in 2018 according to Signify Research. It is a

market that tends to have one leading firm with a very high market share, as seen in countries like the US or the UK.

|COMPETITIVE ADVANTAGE

- **Switching costs.** Atrys Health benefits from the relationships built with hospitals and health groups over many years, developing a very good reputation.
- **Scale, proximity and range of products.** In telemedicine, the more the company grows the more value it can add to its clients as there are more doctors on the platform who can share knowledge, hospitals/health groups that share their needs. Oncology centres must be located close to their patients. Laboratories must also be located close to health groups requiring their services.
- **Expertise.** Not only does Atrys Health have a very knowledgeable management team, but it also integrates the directors of companies acquired into their teams who bring more expertise. Additionally, the CFO is a board member of one of the most prestigious value investing boutiques in Spain. Atrys Health is applying the same investment philosophy for its acquisitions.
- **Synergies between business segments.** Atrys Health has the advantage that it can offer hospitals and health groups

different and complementary services to improve their assistance. Cross-selling is very common. For example, they win a contract to offer teleradiology services and then are asked to provide more info about other services like anatomic pathology, big data services, R&D projects or even to launch an oncology centre. Through the acquisition of ASPY (an occupational risk prevention firm), Atrys Health transformed itself from being just a provider of services to hospitals into an entity that can refer more than 1 million clients to hospitals, once pathologies have been detected.

- **High degree of specialization in a niche market segment, with high requirement of know-how and investments in technology and R&D.** The company has developed an advanced level of specialization in high-precision oncology, accumulating know-how with high added value in a niche sector where there are obvious entry barriers for new competitors; both due to cutting-edge technology and the difficulty of training specialists in the field.
- **Geographic synergies.** Their work in complementary time zones enables them to reduce waiting and delivery times of results. As an example, doctors in Colombia working during the day can offer their services throughout the night in Spain due to the time difference.

|MAIN RISKS

- **An external shock which could lower demand for its services.** In 2020, activity levels in teleradiology decreased due to lockdowns as a result of the Covid-19 pandemic, but demand recovered quickly, and as such reduced the likelihood of Atrys failing to comply with its covenants as a result of this external shock: *Santiago de Torres, Chairman of Atrys Health: "We will never break our debt covenants"*. Covid-19 has negatively affected the radiotherapy division, as the company is now receiving patients with very advanced stages of the disease due to the lack of diagnosis during the COVID-19 crisis.
- **Exchange rate risk.** Following the acquisition of ITMS, a significant percentage of revenues now come from Latin American countries, with weaker currencies than the euro. Very high levels of organic growth help to compensate for that risk. This risk is reduced further after the acquisitions of Lenitudes, ASPY, ROAG and Genetyca (from 44% of proforma revenues coming from Latin America in 2020 to 14.8% in 2021).
- **Liquidity risk.** Atrys Health believes that it conducts careful liquidity risk management by maintaining sufficient cash and marketable securities, and by making financing available in sufficient amounts through committed credit facilities.
- **Interest rate risk.** A large part of the Group's financing with banks is tied to variable interest rates. It is estimated that a 1% rate hike has a negative impact of €0.6m on net profit.

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1 | BUSINESS BACKGROUND

The company was founded in 2007 under the name of Europath Biosciences, S.L. In 2012 it was renamed Althia Health, S.L and became Atrys Health in 2016.

It was **founded by a group of doctors and cancer experts** led by Dr. Carlos Cordon-Cardo. In 2007, it established its **first laboratory in Barcelona** (Spain) and hired doctors, technicians and managers. Over the first few years, Atrys Health won several contracts in the **private sector**, and in 2010 it signed its first contract in the **public sector** with *el Consorci de Laboratori Intercomarcal de l'Alt Penedes, l'Anoia i el Garraf in Barcelona* (www.cli.scs.es).

The initial success encouraged the firm to open a **new laboratory in Granada** (Spain) in 2011, and allowed the company to carry out research projects in **collaboration with reputable entities** like Indra, Lorgen, public research bodies in Valencia and Andalucia (Spain), and subsequently in 2012 with **global leading pharmaceutical companies** like AstraZeneca and Novartis. In 2012, it started working with leading centres of cancer research such as the Centre for the Unknown of Champalimaud Foundation of Lisbon.

From 2012 to 2015, Atrys Health **announced several partnerships**, demonstrating their **growth** throughout that period. We highlight the launch of Pathgenetic, a Joint Venture with Unilabs, one of the **largest laboratories of clinical trials in Europe**, to sell diagnostic services. Working with Pathgenetic, they were primarily reviewing diagnostic material evaluated in other centres. They also reached an agreement with Myriad Genetics, an American global market leader in hereditary cancer, to sell some of its tests in Spain and perform the mammography test and Endopredict. These tests help doctors make treatment decisions for breast cancer patients. They also started collaborating with the American company Precision Medicine to offer diagnostic services in clinical trials around Europe for pharmaceutical companies.

Towards the end of 2015, the company started growing inorganically with important acquisitions that set the foundations for three of its **current business segments**: the agreement in 2015 to buy eDiagnostic and start operating in the telemedicine sector, the deal with Hospital Recoletas Campo Grande in 2016 to develop a new area of single dose radiotherapy for cancer treatment, and the acquisition of Real Life Data, which has the most important electronic database in the health sector in Spain: Big-Pac™.

Santiago de Torres Sanahuja, Chairman: *"Atrys Health is the result of the work of a very professional and high-excellence team, whose motivation is to improve cancer diagnosis and other pathologies through innovation to obtain the best precision medicine".*

Atrys Health owns **laboratories** in Spain where their diagnostic services are provided, mainly regarding cancer. In diagnostic fields unrelated to oncology such as radiology, cardiology, ophthalmology and dermatology, Atrys Health makes use of **telemedicine** and provides services through its **own technology platform**, used by more than 100 hospitals and health groups in Spain and Latin America.

Through its telemedicine services, the company **overcomes physical location barriers** between doctors and patients as it can offer services provided by its specialists on the cloud. Atrys Health has diagnostic centres in Barcelona, Granada, Madrid and Colombia with state-of-the-art technology.

With respect to medical treatments, Atrys Health is a pioneering company in the use of **single dose radiotherapy** to treat cancer, which reduces the number of radiotherapy sessions to treat a tumour from around 30-40 sessions to between 1 and 6 sessions. Single dose radiotherapy has been proved to be as effective as lower doses of radiation over multiple days.

The company also runs different **oncology centres**, where it uses its own methodology. Atrys Health has the largest healthcare database in Spain and develops applied R&D projects, benefiting its specialists and clients. Lastly, it operates more than 200 occupational risk prevention centres.

It also has tailwinds as demand for its diagnostic and treatment services will increase as population ages. Additionally, the increasing efforts to reduce costs, the current deficit of medical specialists, and the increase of convenience in healthcare will lead to a **surge in telemedicine**. Hospitals only pay for Atrys Health Services when they use them, which also helps them reduce costs.

In summary, Atrys Health combines innovative **diagnostic techniques** with new **radiotherapy treatments** (single dose).



| Staff providing diagnostic services at the laboratory / Image of the Instituto de Oncologia Avanzado of Atrys Health / Data gathered by Atrys, part of its big data services.



2 | OPERATING SEGMENTS, PRODUCTS & SERVICES

Atrys Health has five business segments (brackets include percentage of sales in 2021): laboratory / pathology (8%), telemedicine (17%), oncology / radiotherapy (13%), big data services / data services (2%), ASPY excluding Conversia (46%) and Conversia (14%).

As of 2021, the company now breaks down its results into three business lines: precision medicine (includes laboratory/pathology, telemedicine, oncology/radiotherapy and data services), preventive medicine (ASPY excluding Conversia) and compliance services (Conversia)

1| Laboratory / Pathology

Atrys Health owns two laboratories in Barcelona, the main one with 660m² of diagnostic facilities. In 2011, it added another laboratory at the Genyo Centre in Granada, with another one in Lugo and several small laboratories in different hospitals. It is focused on the field of oncology.

Atrys Health offers a wide range of tests for diagnosis, prognosis & therapy-response prediction in cancer and brief response times. Extensive characterisations of each subtype of cancer are performed with the goal of carrying out precise, effective treatments. The diagnostic laboratory can be split into **three different functional areas**: anatomic pathology, cytology and hematology.

- **Anatomic pathology.** The main role of anatomic pathology is to identify abnormalities, helping to accelerate disease diagnosis and treatment. Atrys Health offers a **wide range of diagnostic tools** for the early identification of tumours including liquid biopsy and artificial intelligence, as well as more traditional approaches such as microscopic analysis of tissue biopsies.

A liquid biopsy is a test performed on a blood sample to look for circulating tumour cells, genetic material, or vesicles derived from them. Atrys Health has a network of consultants to provide these services. Atrys Health was the first laboratory in Spain to be accredited by the National Accreditation Entity (ENAC) in immunohistochemistry and fluorescence in situ hybridization. In 2020, Atrys conducted more than 170,000 annual tests for its customers in this division.

We highlight the **acquisition of Llebalust in 2018**, which positioned Atrys

as a leader in anatomic pathology diagnostics in Spain, allowing the group to be more efficient and offer an effective medical diagnosis in a shorter time span

Llebalust is a company with close to 30 years of history, with important hospital groups and the main Spanish insurance companies as clients.

Dr. Carles Llebaria, who founded Llebalust in 1991, continues being involved in the management of Llebalust as director and joined Atrys as VP of pathology. Llebalust had €3.8M revenues and €0.9M EBITDA.

Atrys' division in **Anatomic Pathology has grown very fast** in a short period of time. When we asked them about the historical growth difference between Atrys and Llebalust, Atrys explained that Llebalust did not grow as fast as it was focused on its profitable market. Atrys has a **very strong position in the Spanish market** and is the market leader in Barcelona. Their strategy is to focus on local markets. They are researching potential new acquisitions, and also recognising the value in opportunities to acquire family-owned laboratories.

Thanks to its integrated diagnostic services, Atrys Health offers its clients the consultation of genetic counselling for patients and their families, genetic studies (NGS, Exome, genetic panels, pharmacogenomics and Arrays), PCR, antigen and antibody tests for detection of COVID-19, and molecular tests.

It is important to note that the services provided by Atrys Health are of **extreme importance to its customers**. If it provides an incorrect diagnosis, the hospital would be blamed and liable. Reputation and experience are extremely important. The more the clients are satisfied, the more likely it is that the firm will continue to grow and acquire more important contracts. **Quirón, Grupo Ribera Salud or Sanitas** are amongst its main clients. Laboratories must be located close to its customers, otherwise transportation costs would be too high, with optimal distance and long-term relationships being very important.

- **Cytology.** Cytology is the medical and scientific study of the microscopic appearance of cells. Atrys has a vast experience in the diagnosis of cervicovaginal cytology, managing around 70,000 samples per year. Most of its business in this segment comes from public tenders, with its clients being sanitary consortiums, hospitals and health

centres in regions like Aragón, Andalucía, Cataluña or Castilla y León.

- **Haematology.** Haematology-oncology is the diagnosis, treatment, prevention, and research of blood diseases (haematology) and cancer (oncology). Atrys offers its diagnostic services in haematology-oncology. In this division, haemostasis* and coagulation tests are also carried out. **Haemostasis is the stoppage of bleeding or haemorrhage.*

Second opinion services are also offered for both physicians and their patients. Atrys Health reviews diagnostic material evaluated in other centres and performs complementary tests. Atrys Health also markets tests from Myriad Genetics in Spain and Portugal, as explained in the business background section of the report.

Lastly, Atrys also collaborates with CROs (Contact Research Organization*), laboratories, pharmaceutical companies and other biotech firms, providing additional diagnostic and prognosis services through participation in clinical trials. For example, Atrys has participated in trials with entities like Novartis or AstraZeneca.

**A Contact Research Organization is a firm that provides support to the pharmaceutical, biotechnology and medical device industries in the form of research services outsourced on a contract basis.*

When the coronavirus pandemic started, Atrys Health sought to leverage its expertise in diagnostic tools to develop innovative, cutting-edge technologies for COVID-19 diagnosis. Atrys Health **launched two projects to help the global fight against COVID-19**. The first project is named 'CoVig3' and aims to generate a portable immunisation kit for the detection of SARS-CoV-2 antibodies in asymptomatic or suspected COVID-19 patients. The main advantage of this kit lies in its rapid response time (<15min) and low manufacturing costs. It has been carried out in collaboration with the Health & Biomedicine Unit laboratory of the Leitat Technologic Centre and Vithas Nisa Foundation.

The second project is called 'RAP-ID19' and focuses around the use of biosensors to perform highly sensitive and instantaneous tests for COVID-19. These tests would replace common PCR methods and allow rapid and sensitive detection on a large-scale using samples collected from nasopharyngeal swabs. For this project, Atrys collaborates with Universidad Complutense de Madrid and Universidad de Granada.

Atrys also offers its knowledge and resources to other entities to carry out R&D projects in areas like histology*, haematology techniques, molecular and cell biology, and technical services on tests. Its research efforts focus on "the integrated analysis of functional and molecular properties in different human tumour types to define a specific phenotype for each patient, altogether with the development of models and tools for predicting therapeutic response in oncology that can generate marketable predictive tests."

**Histology: the study of the microscopic structure of tissues.*

Atrys is **committed to developing new personalised approaches** to the diagnosis of individual tumours, allowing specialists to identify personalised treatment options for each patient. It's worth noting that Atrys' commitment to R&D has resulted in the generation of 3 patents and several scientific publications.

Santiago de Torres: *"We always seek to anticipate the future, we are always developing R&D projects with relevant innovative applications to hospitals". More information on the application of each patent can be found below.*

Prognostic methods for diffuse large b-cell lymphoma - PCT/EP2012/067815

This patent supports the use of specific biomarkers for patient stratification as opposed to the use of conventional therapies in patients with diffuse large B-cell lymphoma. Specifically, the method predicts the clinical outcome of patients undergoing chemotherapy. The patent is jointly owned by ATRYS and the Fundació per a la Recerca Biomédica (FCRB) The scope of application is Europe, the United States and Canada.

EGFR and PTEN gene alterations predicts survival in patients with brain tumors - PCT/EP2010/069058

This patent claims the use of genetic biomarkers and their combination for the prognosis of tumour patients. Specifically, the method supports the identification of specific genetic changes for the stratification of

patients with low-grade glioblastoma. The patent is exclusively owned by ATRYS. The scope of application is Europe, the United States and Canada.

Monoclonal antibodies for the diagnosis, treatment and/or prevention of brain tumours and brain lesions - EP14382545.3

This patent supports the use of specific antibodies for the early diagnosis of brain tumours and lesions, as well as for their treatment and prevention. The ownership of this patent is shared between ATRYS and the Higher Council for Scientific Research.

| R&D

ATRYS is very **committed to its R&D projects**, having allocated a considerable part of its human and technical resources to the development of new approaches to personalised diagnosis and translational research.

Thousands of euros	
Projects	12/31/2021
Glioblastoma project	3,802
Breast cancer project	3,382
Project in lymphomas	2,145
Advanced personalised diagnostic models project	7,224
Prototype expert treatment and diagnosis system	3,806
Predictors of response to radio and immunotherapy	914
Radio Proliq	428
COVIG-3	441
BLI-O	314
ONCLIQ	271
PrediApt	130
Graphene	-
Alarcán	318
Tolsen-Radiosen	185
Emir-Lung cancer	178
Infinium project	283
Daplia project	345
AxisMed development	1,918
ITMS development	1,678
BBDD development	1,388
TOTAL	29,150

Next, we would like to outline the main lines of research in which ATRYS has invested in recent years:

a) **Glioblastoma project** The purpose of the Project is to develop diagnostic tools and new treatments in the field of brain tumours. ATRYS started this project in 2007 and has generated several patents in this area which are currently in the application & granted phase.

b) **Breast cancer project** The purpose of the project is to develop diagnostic tools and new treatments for different subtypes of breast cancer. This project is aimed at identifying a predictive model of therapeutic options in breast cancer through the application of molecular and systems pathology. This project seeks to identify a range of biomarkers that allows predicting the impact of certain therapies in the subgroup of patients with poor prognosis.

c) **Project in lymphomas** The purpose of the project is to develop a predictive model of a therapeutic option in diffuse large cell B lymphomas (DLBCL), based on the exploitation of quantitative data from various types of analysis using artificial intelligence. The project consists of obtaining data through image analysis and pattern recognition from tissue analysed by quantitative immunofluorescence techniques of multiple biomarkers (IF Mplex). The definition of profiles in these lymphomas may be applied in the control of the patient's evolution, as well as in the selection of the best therapeutic option.

d) **Advanced personalised diagnostic models project** The general objective of this project is the development of cancer prognostic systems for various types of tumours. Specifically, the aim of the project is to develop new diagnostic / prognostic algorithms related to different tumour types and oncological treatments. This project is in turn subdivided into several sub-projects.

e) **Prototype expert treatment and diagnosis system** The objective of this project is to develop an Expert System for the diagnosis and personalised treatment of cancer patients. This system will make it possible to model the disease, select, plan, and apply a personalised treatment for each patient, thus facilitating the dynamic evaluation of the therapy, the optimization of results, and a great improvement in the quality of care and the use of health system resources.

f) **Radio proliq project.** The aim of this project is to develop a molecular signature based on genomics and metabolomics from liquid biopsies, which aims to predict both the response to radiotherapy and likelihood of an early relapse in patients with prostate cancer undergoing external radiotherapy (SBRT and IMRT). The project is led by the Campo Grande Recoletas Hospital in Valladolid (Spain) in collaboration with the Research Institute Biomédica de Salamanca (IBSAL) and the Foundation Medina.

g) **COVIG-3 project.** It seeks the development of a rapid diagnostic kit for immunization against Coronavirus (SARS-Cov-2) in patients diagnosed with, or suspected of having, COVID-19, in collaboration with LEITAT and the VITHAS Foundation, funded by CDTI.

h) **BLI-O project.** It pursues the development of molecular markers in liquid biopsy for long survival in oncommunotherapy (i-o), led by Atrys in collaboration with the Puerta de Hierro Hospital in Majadahonda (Spain.)

i) **ONCLIQ project.** Its objective is the development of a platform capable of rapid detection of actionable molecular alterations from liquid biopsies and solid numbers of cancer patients, led by Atrys in collaboration with the HM Hospitales (Spain).

j) **Prediapt project.** It consists of the development of a Predictive System Response to treatment with platinum derivatives in lung cancer based on Aptamers, led by APTUS and in collaboration with the Ramón y Cajal Research Institute and the La Paz Research Institute (both in Spain).

k) **Graphene (RAP-ID19) project.**

l) **Alarcán project**

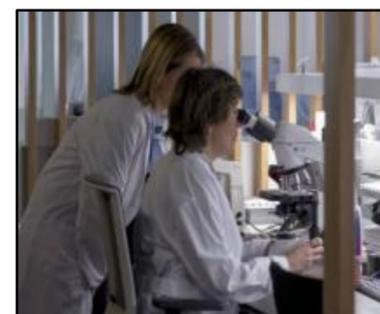
m) **Infinium project**

n) **Daplia project**

o) **AxisMed development**

p) **ITMS development**

q) **BBDD development**



Source: Atrys Health



2| Telemedicine

Telemedicine is the **remote diagnosis and treatment of patients** by means of telecommunications technology. Specialists are available via the Internet, avoiding unnecessary travels and the collapse of health centres. It also **speeds up emergency services, provides healthcare access to those in rural areas, and reduces costs per treatment**. Atrys has diagnostic centres in Barcelona, Granada, Madrid and Colombia with state-of-art technology.

According to Atrys, it collaborates with the best medical specialists to provide accurate diagnosis, and has developed its **own technological platform** used by more than 100 hospitals and health groups in Spain and Latin America.

In December of 2015, Atrys reached an **agreement to buy eDiagnostic** and in 2016 it started operating in the telemedicine field.

eDiagnostic was set up in 2009. The company realized that there were companies which specialized specifically in teleradiology or telecardiology, and wanted to be able to offer services in all telemedicine specialties. eDiagnostic decided to buy the high performing companies in these specialities. If there were not companies that met certain requirements, they were created.

| eDiagnostic Clients



In 2019, Atrys Health wrote **more than 1,000,000 reports** in its telemedicine division.

a) **TeleRadiology**. Teleradiology is the ability to obtain medical images in one location and then transmit them digitally so they can be interpreted for diagnostic purposes. Atrys has a team of medical specialists in neuro, musculoskeletal, chest, abdomen, paediatrics and breast radiological diagnosis.

Implementation of teleradiology services in radiology diagnostic centres or hospitals **reduces costs by 15 to 25%**.

Many hospitals offering 24-hour service combine permanent staff with the support of specialists who can offer quick diagnostics in a remote system.

Services include magnetic resonance (MR), computed tomography (CT), nuclear medicine*, mammography and Rx, special studies, second opinion, laboratory of post processing of images or densitometry* images.

**Nuclear medicine is the branch of medicine that involves the administration of radioactive substances in order to diagnose and treat diseases. *Densitometry is the determination of variations in density by comparison with that of another material or with a certain standard.*

At the end of 2017, Atrys Health reached an **agreement with Dinámica IPS (Grupo Sura)** to implement a collaboration framework for new business models, knowledge transfers, research, and health services provided in Colombia, Spain, and Latin America in the areas of online diagnostics, anatomic pathology, and oncology / radiotherapy (the three first business segments of the group).

In September of 2019, the firm **acquired Teleradiología de Colombia**. Following the acquisition, Atrys Health became the biggest teleradiology company in Spain and Latin America, with a team of more than 100 radiology specialists. At the time of the acquisition, revenues for 2019 were expected to be €2,2M (46% increase y-o-y) with an EBITDA of €0.5M. The main clients of Teleradiología de Colombia are the main private healthcare providers, business groups, and Colombian Family compensation funds. Founders of Teleradiología de Colombia Ricardo Baquero Trujillo and José Hernando Morales Gómez will keep their current roles of scientific director and innovation & marketing director.

Atrys Health benefits from the time difference between Spain and Colombia. When possible, night-time emergency reports in Spain are written in Colombia during the day by radiologists with Spanish qualifications. They are also working so that night-time emergency reports in Colombia are written in Spain. Colombia is 7 hours ahead of Spain.

In July of 2020, Atrys Health announced the **acquisition of Global Telmed**, a Swiss holding company which owns ITMS, the market leader in teleradiology and telecardiology in Chile, with presence in Colombia, Brazil and Peru, allowing Atrys Health to double in size. Following the acquisition, Atrys Health became the global leader in telemedicine in Spanish (by a wide margin, according to Atrys Health) and the third largest company in the world (behind two American companies) in the telemedicine sector. It also entered the Portuguese speaking market.

Founded in 2001, ITMS reported sales of €23.1M in 2019 (74.6% in Chile, 14% in Colombia, 8.1% in Brazil, 2.6% in Switzerland and 0.7% in Peru) and adjusted EBITDA of €4.2M. In the last 8 years the ITMS turnover has shown its **high growth potential** with a CAGR rate of 17%. Atrys Health trebled its number of doctors in the cloud to 350 professionals, and will write more than 4 million diagnostics reports in cardiology, radiology and teleconsultation every year. On this occasion, the acquisition was fully paid in cash as the owners were not the main directors of the company.



Source: ITMS Atrys Health

They reached an initial agreement to buy ITMS before COVID-19, and during lockdown they continued negotiations. The multiple paid was 8.5x EBITDA, with an earnout to reach an EBITDA of €7M over the next years. There wasn't a big difference between in the pre-agreed price and the price paid post COVID.

To finance the acquisition of ITMS, and other potential acquisitions, Atrys raised €60M through a capital increase of €35M, a bond issue of €15M (the second issued in the MARF, the alternative market of fixed income securities in Spain), and a convertible bond of €10M. More details in the section of the debt structure.

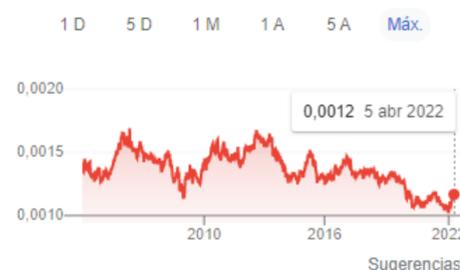
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It is important to note that there are a lack of doctors in Latin America. Atrys Health believes that many areas will progress from having no medical assistance services at all to having access to telemedicine.

As an example, they recently started a project called 'eHealth' that aims to develop multispecialty, modular, and high-performance telemedicine platforms for hotels and touristic establishments. These platforms would provide hotel customers and tourists with instantaneous access to medical specialists, contributing to the competitiveness of Spanish tourism. This project is entirely developed by eDiagnostic, a company of the Atrys group, and a specialist in multi-specialty telediagnosis services. The project is co-financed by the Spanish Ministry of Industry, Energy and Tourism.

b) TeleCardiology. Atrys has developed a nationwide communications network, with more than 500 centres connecting to their platform. Specialists receive the data from patients, who only need Internet connection and a portable device which captures and stabilizes the cardiac electrical signal. In July of 2018, Atrys bought ITH, one of the largest telecardiology firms in Spain.

c) TeleOphthalmology. In this subdivision, Atrys provides diagnostic reports after being sent the patient's retinography through its eDiagnostic's platform.

d) TeleDermatology. Medical images are sent to Atrys and analysed by its team of dermatologists.

Santiago de Torres Sanahuja, Chairman: "Before the COVID-19 pandemic, telemedicine as a global sector was predicted to grow at an average rate of over 20% per year. Coronavirus has shown the benefits of telemedicine for health systems across the world and the sector is expected to grow even more over the next years".

Pages 9, 10, 11 and 12 of the 2018 report include information on the improvement of waiting time by Atrys Health.

3| Oncology / Radiotherapy

Atrys is an expert and pioneering company in the use of single dose (or hypofractionated) radiotherapy to heal and improve local control of tumours. It claims that its advanced imaging technologies improve radiation accuracy and patient safety.

Data from recent clinical trials provides promising evidence that single-dose radiotherapy offers notable advantages in the treatment of cancer-related bone pain as well as breast cancer. This treatment can be used i) to reduce the size of the tumour pre-surgery, ii) as an adjuvant for chemotherapy or iii) intraoperatively to remove the tumour at the same time as the patient undergoes surgery. In addition, recent findings suggest that single-dose radiotherapy is associated with fewer side effects, major cost savings for healthcare providers due to reduced hospital visits, and a reduced likelihood of receiving a full course of conventional radiotherapy after surgery. These findings make single-dose radiotherapy a valid therapeutic approach for the treatment of a large number of tumours including prostate, lung, breast, and brain tumours.

In 2016, Atrys Health reached an agreement with Hospital Recoletas Campo Grande (reference hospital in Castilla y León) to implement a new approach to deal with cancer based on predictive diagnosis and single dose radiotherapy or hypofractionated radiosurgery*.

*hypofractionated radiotherapy is the delivery of fewer, larger doses of radiotherapy.

The machine used at Hospital Recoletas Campo Grande for single dose radiotherapy is called a linear accelerator* called TrueBeam, from Varian Medical Systems (recently acquired by Siemens Healthineers). This equipment, the hospital team, and Atrys' expertise have enabled the quality of treatments to increase.

*A medical linear accelerator (LINAC) is the device most commonly used for external beam radiation treatments for patients with cancer.

In 2018, Atrys reached an agreement with CIMAS Sanitas de Barcelona Hospital to launch an oncology centre named Instituto Oncológico Avanzado (IOA) in 2020, where Atrys provides pathology diagnostic services and genetic counselling. It will also perform high precision radiotherapy treatments. The oncology centre will be equipped with two bunkers – a computed axial tomography (CAT)* scan and a TrueBeam linear accelerator from Varian Medical Systems. Atrys has invested €6.5M in the launch of the oncology centre.

Patients will receive diagnostic services provided by Atrys Health, chemotherapy treatments provided by CIMAS Sanitas and radiotherapy treatments provided by Atrys Health. Atrys Health also brings and installs the machines in the hospitals and trains people (more than 6 months of training is required). The contract will have a duration of 10 years and amongst the 2nd and 3rd year the maximum number of patients treated will be reached.

*CAT scan is a diagnostic medical imaging test.

According to Atrys Health, it is the most modern oncology centre in Spain. <https://www.plantadoce.com/empresa/atrys-health-suma-nuevos-activos-adquiere-el-institut-medic-donco-radioterapia.html>

In September of 2019, Atrys acquired IMOR (Institut Mèdic d'Onco-Radioterapia), a firm specialised in cancer treatments, oncology, and brachytherapy* radiotherapy services.

*brachytherapy is one type of radiation therapy that is used to treat cancer.

IMOR was awarded the Judith Sitt prize by the American Brachytherapy Society, considered the most prestigious global award in its field, due to IMOR's contributions to treat prostate cancer.

IMOR has two centres with linear accelerators (from Varian Medical Systems), brachytherapy units, radiology rooms, CAT scans, and a day hospital. In 2018 it reported revenues of more than €4M and EBITDA of €1.67M.

The largest Spanish medical insurance companies such as VidaCaixa, Allianz, Sanitas, and Mapfre are amongst its clients. Following the acquisition, Dr. Benjamin Guix, who was the main owner and director of IMOR, joined Atrys to lead the radiotherapy division.

The firm believes that Spain is an appropriate market to introduce its new model to treat cancer (without excluding the possibility of future international expansion), due to the shortage in state-of-the-art radiotherapy equipment and the almost non-existent access to single dose radiotherapy.

Atrys Health also highlights the importance of its relationship with the Centre for the Unknown of Champalimaud Foundation of Lisbon, claiming that currently it is at least two years ahead of its main competitors in terms of the effective implementation of single dose treatments.

4| Big data services

Atrys also provides big data services. It has a large database (internal and external) to understand the evolution and dimension of pathologies, diagnostics, and treatments.

In June of 2019, Atrys bought Real Life Data, a leader in smart/big data in the health sector in Spain. The acquisition strengthens Atrys' knowledge in predictive medicine* and its knowledge in pathologies, diagnostics, and treatments. Real Life Data was set up in 2015 and has the most important electronic database in the health sector in Spain: Big-Pac™.

**predictive medicine: a field of medicine that aims to identify patients at risk of developing a disease, thereby enabling either prevention or early treatment of that disease.*

The main areas of focus of Real Life Data are epidemiology*, health economics*, outcomes research* and health statistics.

**epidemiology is the study and analysis of the distribution (who, when and where), and determinants (causes, risk factors) of health and disease conditions in defined populations.*

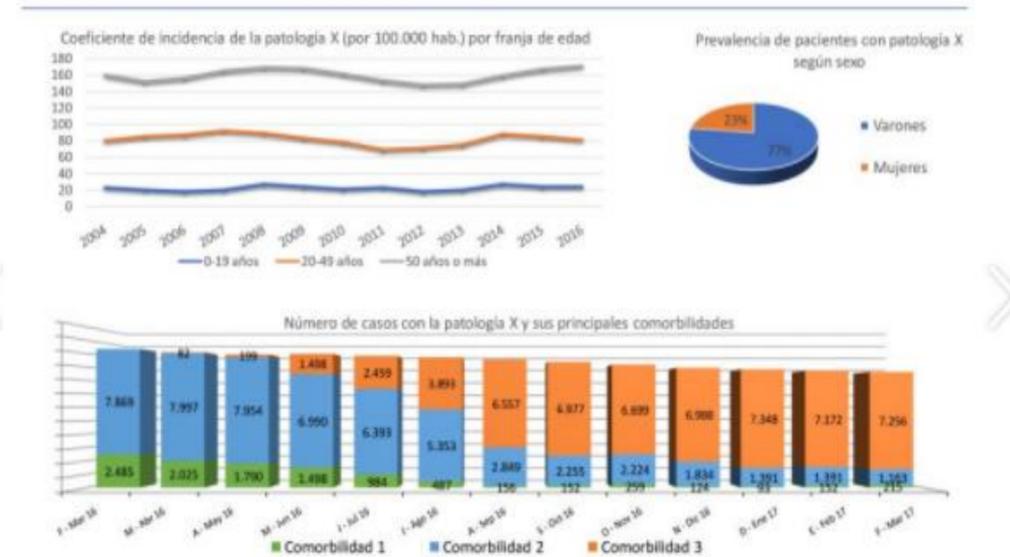
**health economics is concerned with issues related to efficiency, effectiveness, value, and behaviour in the production and consumption of health and healthcare.*

**outcomes research seeks to understand the end results of particular health care practices and interventions.*

Real Life Data carries out complex health research projects for the pharmaceutical and health sector. Thanks to its database it can provide reports and high added value consulting services. Its main clients are pharmaceutical companies operating in Spain. Jose Luis Enrique, founder and CEO of Real Life Data, joined Atrys as VP of Strategy & Marketing and director in the smart/big data business. In 2018, Real Life Data had revenues of €2M an adjusted EBITDA of €1,4M and no financial debt.

| Examples:

Incidencias & Prevalencias



Atrys explains that as they write more than 4 million reports per year, they can also get more data from those reports to draw conclusions. That data is useful for pharmaceutical companies, hospitals, and the public sector.

On September 3rd, Atrys Health announced the acquisition of AxisMed from Telefonica. AxisMed is a leading company in Brazil providing solutions to manage the health of the population. Through its business intelligence platform, AxisMed provides consulting services to organisations to create a plan to improve their efficiency. Its main solutions include:

- **Online and phone attention** to patients with a team of professionals like doctors, nurses, psychologists, nutritionists, pharmacists, physiotherapists, or social workers, with the aim to provide high quality services and a reduction in costs for organisations.
- **24-hour service centre.** A team of nurses and medical support staff offer their services in health emergencies via WhatsApp, teleconsultation, online chat, or on the phone. They also offer support in telemedicine, pre-hospital care*, and psychology, also with the aim of providing high quality services and a reduction in costs for organisations.

**Pre-hospital care is the care a patient receives from an emergency medical service before arriving at the hospital.*

- **AxisHealth**, a health app offering chats with specialists, health questionnaires, or direct access to professionals at the 24-hour service centre.

Santiago de Torres Sanahuja, Chairman: "Many small and medium-sized companies come to us with an interest in joining Atrys Health, because they have seen that those who have done so have benefited greatly".

Atrys Health does not break down its clients by segment. Its main clients are: insurance companies like ASISA, Sanitas, Adeslas, Mapfre, DKV or FIATC; private health groups such as Quiron or Ribera Salud, HM Hospitales, and IMED; public sanitary systems such as SaludMadrid, Institut Català de la Salut, ib-salut, Sacyl or Sescam; and other companies like Repsol, Indra, Deloitte, Endesa, MasMóvil, and BBVA.

5| Prevention medicine (ASPY excluding Conversia) and compliance (Conversia).

ASPY was purchased in May 2021 and it provides occupational risk prevention services through ASPY Prevention. ASPY also owns Conversia, an entity that offers legal and regulatory compliance services.

99% of the services offered are mandatory for companies. The rest are non-compulsory services such as non-preventive training or projects related to health services.

Aspy is the third largest company in Spain in the occupational risk prevention services market with a market share of 7%. The Spanish market has a very fragmented structure, the 6 main companies represented 54.4% of the market in Spain in 2018, whose estimated size was €1,024 million.

ASPY operates in four areas: occupational safety, industrial hygiene, ergonomics and psychosociology (the adaptation of the work space and the worker's social, physical and mental environment) and occupational medicine (the prevention of accidents and illnesses at work).

Conversia advises companies on all procedures established in current regulations regarding data protection, electronic commerce, prevention of money laundering and prevention of criminal risks. ASPY considers Conversia to be the market leader in Spain in the small and medium-sized business segment. The purchase of Conversia by ASPY was made in September 2020 for €45,951,000.

ASPY has a network of 234 centers in Spain (223 occupational risk prevention services distributed throughout Spain and 11 Conversia in Catalonia, Madrid, the Basque Country, Valencia and the Balearic Islands). 53% of the centers are from ASPY (ASPY has the center, either rented or owned) and 47% are rented for one day or for several days and ASPY professionals come to offer their services). The company has more than 130,000 clients (more than 50,000 in occupational risk prevention services and more than 80,000 in regulatory compliance) with a renewal rate of over 90% in the case of occupational risk prevention and 80% in regulatory compliance.

ASPY belonged to Asepeyo. José Elías bought it. Back then, it was a money-losing, public-minded company. José Elías took control in 2016 and improved the efficiency of the company, renovating its centers, turning the business around in a couple of years. Most of the investments and CAPEX have already been made. It is not a very capital intensive business. Atrys Health expects maintenance CAPEX to remain at levels close to 1% of sales.

ASPY's traditional business is expected to grow in line with the employed population growth. Conversia's business is expected to show high levels of growth over the next few years thanks to i) an increase in the customer base due to greater commercial strength and brand image and ii) an increase in the rate of customer renewal, since that the risk prevention service tends to retain its customers for more years (10 years on average).

Atrys Health has always seen a lot of value in Conversia. When we asked the management team about the different ways in which the value of Conversia can be reflected, they did not rule out a possible spin-off.

Conversia has great growth potential (double digits) and the ability to multiply its EBITDA several times over the next few years. Atrys Health considers that Conversia has a fantastic and very cohesive management team, with Alfonso Corral Membrive as CEO, who has an excellent academic and professional background and lived through the real estate crisis of 2008 as commercial director of Grupo Corral Inmobiliaria. He saw how the business disappeared and through Conversia he has always looked for ways to add value, diversify, attract new clients and offer new services. Atrys Health has already received offers for Conversia from different private equity entities, but believes that it can achieve more value (starting from a valuation of around €60 million).

| OPERATION RATIONALE AND PRICE PAID FOR ASPY

ASPY operates in 234 centers, has more than 400 health personnel, more than 100,000 clients (companies) and more than 1,000,000 employees under coverage.

Main reasons to acquire ASPY:

a) Cross-selling of medical services. Aspy's national capillarity allows the B2C sale of Atrys Health's diagnostic services. In the area of radiology and cardiology, Atrys Health can optimize services. Atrys Health now has a network of centers to collect samples, with the capacity to establish its own pathology laboratories in the main provincial capitals

b) Acceleration of the digitization of ASPY labor prevention services. Atrys Health believes that the services provided by ASPY could be more automated and efficient

c) Atrys Health goes from being a provider of medical services to being a referral of patients. This is probably the most important reason for the

purchase as it strengthens Atrys Health's ability to establish strategic alliances with hospital groups. When Atrys Health detects pathologies, it sends patients to hospitals or cancer centers that Atrys Health already has. The purchase also improves the company's position to participate in public tenders and competitive hiring.

José Maria Huch: "The acquisition of ASPY has been even more positive than we expected. Now hospital groups are reaching agreements with Atrys Health and before it was the other way around."

Santiago Torres: "If we hadn't integrated the ASPY company into Atrys, we should have created something similar, we should have created a network of centers, we should have looked for how to get to the last user, we should have created B2C. With ASPY we are presented with the possibility of being able to do something in months that would have taken us years".

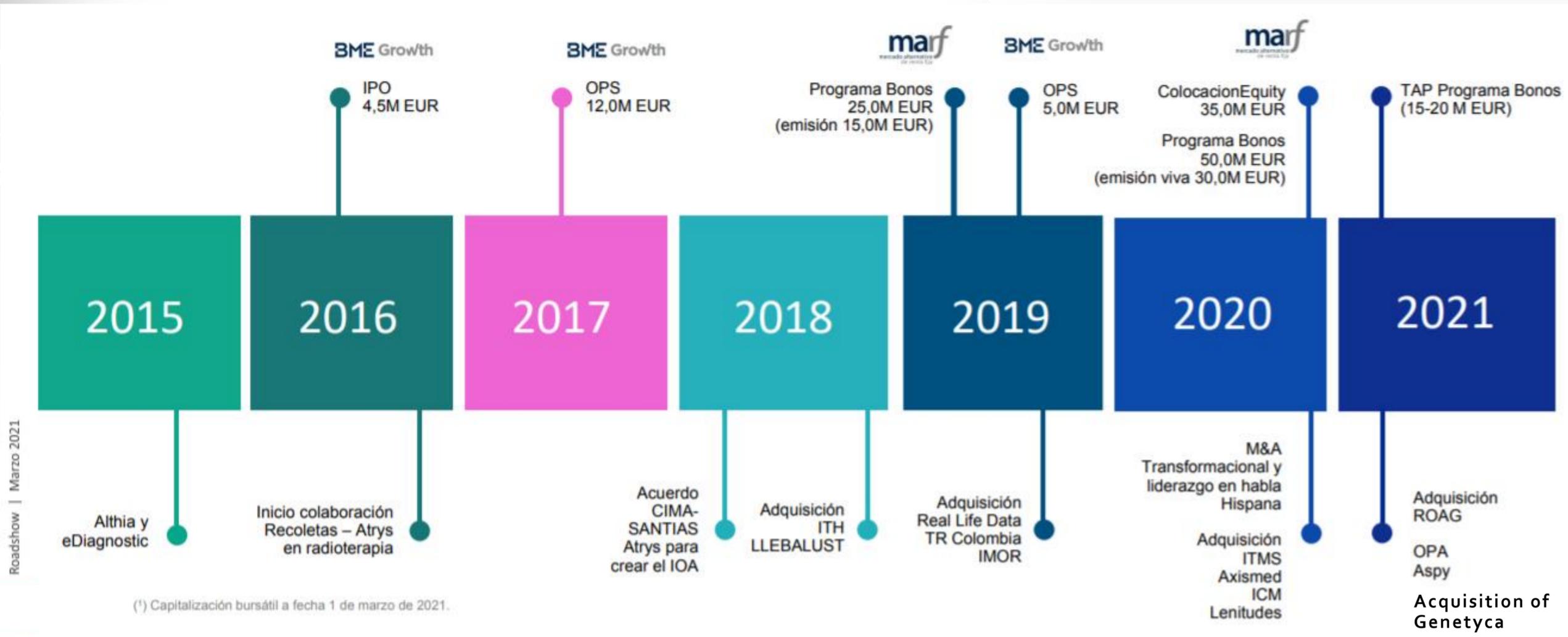
| Price paid

Price per ASPY: €223m, 2021 estimated proforma EV/Adjusted EBITDA of 10.5x.

The offer was formulated as a purchase and sale and exchange of securities, at the election of ASPY's shareholders. ASPY's 99.75% of shareholders accepted Atrys Health's offer. 98.14% accepted newly issued Atrys Health ordinary shares at an exchange rate of 3.147826 ASPY shares for 1 Atrys Health share (€2.875 per ASPY share and €9.05 per Atrys Health share), which gave rise to the issue of 24,272,603 shares with a price of €9.05. Excelsior Times S.L.U (72.3% of ASPY's capital), owned by José Elías Navarro, promised to accept the offer in the form of an exchange of shares.

The rest of the shareholders preferred to pay in cash, which meant a cash outflow for Atrys Health of 4.2 million euros.

Santiago de Torres: "*The growth potential of Atrys Health right now is unimaginable. Why? Because many hospitals, clinics and services believe that it is much better to refer many of the medical acts to Atrys Health and thus reduce costs, have better margins and have better specialists. With so many doctors in the cloud, Atrys has super specialists in almost everything.*"

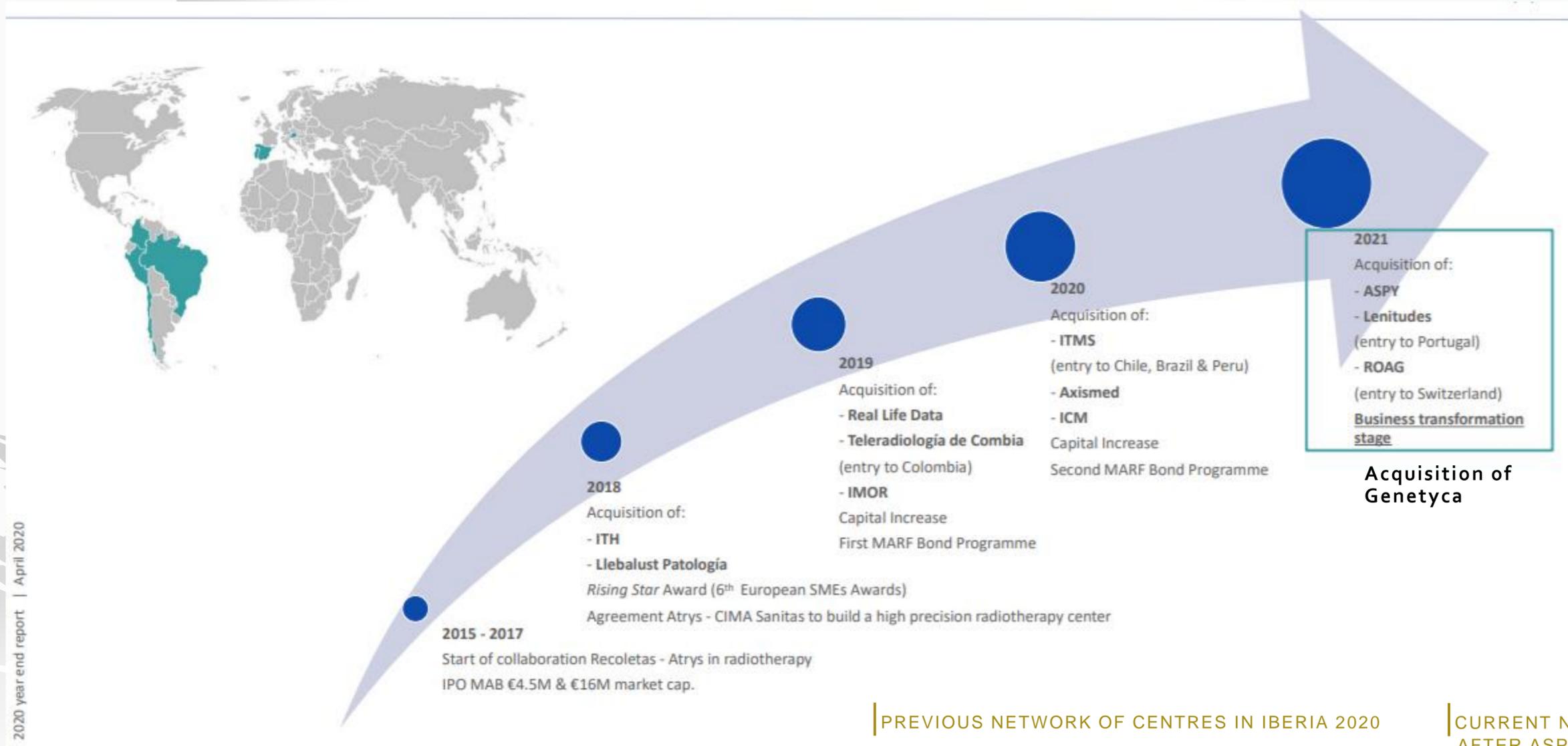


Roadshow | Marzo 2021

(1) Capitalización bursátil a fecha 1 de marzo de 2021.

Source: Atrys Health

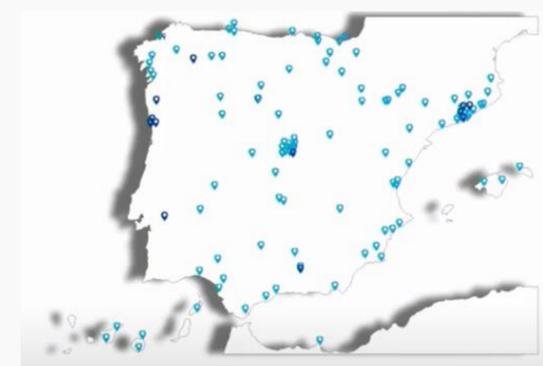




PREVIOUS NETWORK OF CENTRES IN IBERIA 2020



CURRENT NETWORK OF CENTRES IN IBERIA AFTER ASPY'S ACQUISITION 2021



Source: Atrys Health



LATEST ACQUISITIONS

ACQUISITIONS COMPLETED IN 2020 HAD AN AVERAGE EV/EBITDA OF 7.25X

- ITMS (July 2020).** It is a leading company in telecardiology and teleradiology headquartered in Chile, with a solid presence in Colombia, Brazil and Peru. With this acquisition, Atrys consolidates its footprint in Latam and becomes one of the four largest companies in its sector as well as the world leader in telemedicine in Spanish. After completion, it will triple its team of specialists in the cloud to reach 350 professionals and it will go from performing one million cardiology, radiology and teleconsultation diagnostic tests per year to more than 4 million, doubling its size. **Main figures:** €23M turnover and €4.5M EBITDA. Multiple paid \approx 8.5x EBITDA. Price paid: €42.5M in cash (as the management team would not stay) + an earnout in 2 years depending on the evolution of EBITDA.
- AxisMed (August 2020).** A reference company in Brazil for population health management. The experience of its medical team, which includes a wide range of general practitioners and specialists (psychologists, nutritionist, etc.), combined with business intelligence to obtain health profiles and segmentation allow AxisMed to provide personalized healthcare guidance and monitoring for chronic diseases. This operation consolidates Atrys' expansion strategy in Latin America, while at the same time incorporating services that complete its objective of offering a complete and innovative proposal of remote care for the beneficiaries of both public and private health systems. **Main figures:** €3.5M turnover. Multiple paid: EV/Sales \approx 0.7x Price paid: 1.6 million euros.
- ICM (October 2020).** A reference company in the genomic sector in Spain, mainly focused in genetics applied to oncology (\pm 3,000 genes & genomic sequencing capacity). With this acquisition, Atrys multiplies its capabilities in the field of advanced diagnostics, molecular medicine, and liquid biopsy. The integration of ICM allows Atrys to have access to new genetic panels for the diagnosis of cancer, but also in cardiovascular, neurological, and rare diseases, thanks to its next generation massive sequencing technology. **Main figures:** €7.0M turnover and €3.4M EBITDA. Price paid: an undisclosed amount in cash + 1,078,000 new shares at a price of 4.4€/share.
- Lenitudes (February 2021).** A Portuguese group in the medical sector that operates in the health and medical services sector, offering a complete range of radiodiagnostic services, nuclear medicine, radiotherapy, chemotherapy, and other clinical oncology services. Upon completion of the acquisition, Atrys acquires +200 highly trained specialists and 5 medical centres (focused on integrated oncology, nuclear medicine and diagnostic imaging), while at the same time benefiting from its local market leadership and volume. **2020 main figures:** €16M turnover and €4M EBITDA. Multiple paid: EV/EBITDA \approx 6.77x. Price paid: 2,270,480 new shares issued at a price of 7.25€ to buy the stake of MCH and a payment of €185,246 to minority shareholders. MCH has a lock up of two years.
- Radio – onkologie AG (ROAG March 2021).** The main Swiss private operator that offers radiotherapy treatments for cancer pathologies, with two centres in the Basel-Switzerland area and state-of-the-art equipment and technology. Atrys benefits from integrating a team with over 20 years of experience in advanced radiotherapy treatments while at the same time allowing Atrys to introduce other services in the Swiss centres, such as anatomic pathology and molecular & genetic pathology. **Main figures:** €6M turnover and €3M EBITDA. Multiple paid: EV/EBITDA \approx 5.7x. Price paid: an undisclosed amount in cash + 172,493 new shares at a price of 9.05€/share.
- ASPY (May 2021).** A Spanish company listed on BME, head of a group of companies engaged in the provision of services and activities related to occupational health and safety. The acquisition will help Atrys to consolidate and have its own centres scattered along all the Iberian Peninsula, taking full advantage of cross-selling in ASPY's 234 centres. Multiple paid: EV/EBITDA adjusted proforma est. 2021 at \approx 10.5x. Price paid: shown in slide 19.
- Genetyca (September 2021).** Genetyca is a medical genetics clinic and laboratory based in the city of Porto (Portugal), which has a practice and a laboratory where more than 3,000 genetic tests are carried out, aimed at different medical specialties. In its client portfolio, Genetyca has the main public hospitals in the north of Portugal, as well as the main private health centres, actively collaborating in research and development (R&D) projects with Portuguese public universities. It is estimated that Genetyca will reach a turnover of 1.6 million euros and a gross operating result (EBITDA) of 0.3 million euros in 2021. The acquisition price Atrys paid for Genetyca was 3 million euros. The agreement allows key access to work with the Portuguese public health system network. There are only two other companies with such an access. Price paid = €3M



STRATEGIC ALLIANCE WITH THE CHAMPALIMAUD FOUNDATION

In October 2021, Atrys Health and the Champalimaud Foundation signed an important strategic alliance. The agreement not only gives access to the Champalimaud Foundation protocols, physicians and training, but it will also provide a flow of patients to Atrys Health as the Champalimaud Foundation is currently overflowing with patients. In Portugal, following the agreement, Atrys Health may have between 50 and 60 new patients per month, which is expected to increase EBITDA between € 2 and € 3 million. At international level, the positive impact is much more difficult to quantify but it will be significantly positive and will facilitate the internationalization of the company. Atrys' centres in Portugal, Spain and Switzerland will operate under the brand Atrys-Fundación Champalimaud.

The alliance agreed with the Champalimaud Foundation, in own words of Atrys' CFO, Jose María Huch, is one of the most important ones signed to date from the strategic point of view of the Group.

Furthermore, in order to convince an oncologist to refer patients to a centre, branding is very important. At the medical level, the Champalimaud Foundation is one of the most prestigious organizations in Europe.

As an example of the importance of the Champalimaud Foundation, at the end of September 2021, Mauricio Botton and his wife Carlota Botton, shareholders of Danone, donated 50 million euros to the Champalimaud Foundation for a centre for research and treatment of pancreatic cancer, which was inaugurated by the monarchs of Spain and the President of the Republic of Portugal.

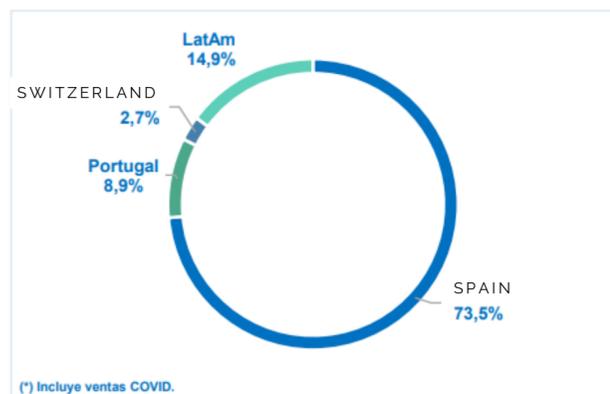
We highlight the importance for Atrys Health of having Dr. Carlos Greco, the director of clinical analysis of the Champalimaud centre for the Unknown (CCU), has developed the innovative technique that enables the delivery of a single ablative dose of radiation as a viable and non -invasive alternative to surgery.



3 | REVENUE BREAKDOWN BY OPERATING SEGMENTS

Operational Segments Revenue		PROFORMA
		2022
	Precision medicine	67.03
Pathology - Personalised oncological diagnosis		13.58
Telediagnosis - Diagnostic imaging		28.20
Oncology - Advanced radiotherapy		21.70
Big data		3.48
	Prevention medicine	75.90
	Compliance services	22.38
	Total services	165.31

4 | GEOGRAPHICAL BREAKDOWN



THOUSAND €	2020	2021
SPAIN	120.849	+0,6% → 121.580
Portugal	12.949	+13,4% → 14.685
SWITZERLAND	5.897	-23,5% → 4.511
LatAm	19.973	+22,8% → 24.536
Total REVENUE	159.667	+3,5% → 165.313
COVID SALES	11.915	-59,0% → 4.883
Total REVENUE W/O COVID	147.752	+8,6% → 160.430

Source: Atrys Health, table not available in English as at April 2022

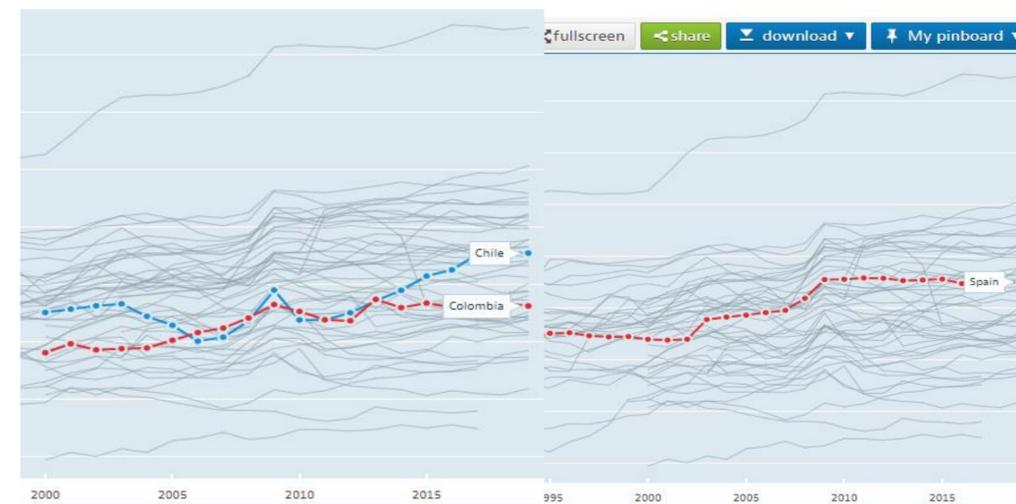
5 | INDUSTRY BACKGROUND

Atrys Health's business segments benefit from several trends like the general cost-containment policies on health expenditure, leading to the increasing willingness of public entities to outsource services to increase efficiency, and the boom of telemedicine services. Medical advances have also increased the importance of personalised cancer treatments, leading to an increasing relevance of diagnostic services.

The increase in life expectancy in Spain and Latin America, and the subsequent ageing population, lead to an increase in the number of chronic diseases, albeit less frequent some years ago. The global cancer market is expected to grow at CAGR of more than 7% over the next years.

Spain has a **strong healthcare system**. In 2019, Spain invested 9% of its GDP in healthcare, very close to the OECD. Chile invested 9.1% of its GDP in healthcare, whilst Colombia invested 7.3%.

Below: Evolution of healthcare expenditure as a % of GDP (Spain, Colombia & Chile)



The Spanish public health system is complemented by a solid healthcare private sector. Around 30% of the population makes use of private healthcare facilities according to the "Barómetro de Sanidad Privada 2014", carried out by the Instituto para el Desarrollo e Integración de la Sanidad (IDIS, www.fundacionidis.com). According to Expansion, in Colombia, the amount of public expenditure in healthcare as a percentage of total healthcare expenditure in 2019 was 73.89%, 59.31% in Chile and 70.78% in Spain.



UPCOMING OBJECTIVES

Through all the aforementioned acquisitions, *Atrys* seeks to provide 360° medical, diagnosis, and treatment services by integrating all their activities. At the same time, it is actively pursuing the integration of all the business line segments in its geographical footprint (7 countries) with the aim of not only consolidating its leading market share both in the Iberian Peninsula and Latam, but also to fit in and take advantage of all the cross-selling synergies.

360° HEALTH SERVICES:



6 | MAIN MARKET PLAYERS



1| Laboratory / Pathology

In the admission document of Atrys Health for its IPO in 2016, it claimed that the diagnostics sector in Spain is characterised by a great market penetration by the leading European laboratory groups such as Synlab (€2.6Bn in revenues in 2020), Unilabs (€1,050M in revenues in 2018), Eurofins (€5,439M in revenues in 2019), and national laboratories present across Spain such as Echevarne, CERBA, or Megalab (bought by Eurofins in 2016). The global market for clinical laboratory services is a huge market estimated at USD96,800M (https://www.reportlinker.com/p04707129/Global-Clinical-Laboratory-ServicesServices.html?utm_source=PRN). According to Atrys Health, those big laboratories focus most of their efforts on clinical trials, whilst anatomic pathology (although it is an area of growing interest for those groups) is often performed by laboratories owned by doctors who are usually located in or close to sanitary centres with which they collaborate.

Clinical trials test how well new medical approaches work in people. Anatomic pathology aims to identify abnormalities to accelerate disease diagnosis and treatment. According to Atrys Health, it is the leading independent operator in the anatomic pathology diagnostic market in Spain. The city in which its leadership is greatest is Barcelona, and it intends to make acquisitions in other regions.

Atrys Health claims that it isn't easy to recognise all its competitors, due to the mentioned market structure. Amongst its competitors in Spain the firm highlighted in its admission document firms like **Sysmex España** (owned by the multinational Sysmex Corporation), **Genómica** (owned by Pharmamar), **Pangea Biotech** (with a strong relationship with Quiron Salud Group) and **Genyca**. All those entities together had revenues of €13.7M in 2014. Those entities, along with the leading European laboratory groups, are more direct competitors for Atrys Health.

2|Telemedicine

The global telemedicine market was valued at USD 55.9 billion in 2020 (including both

products and services) according to Grand View Research, or at USD45,000M according to Statista. It is expected to grow at a rate of more than 22% per year up to 2028. The global teleradiology market is expected to increase annually by 13.9% reaching USD 10.9 billion by 2027 according to Grand View Research.

International competitors include **VRAD** (acquired by MedNax* in 2015, focused on teleradiology, operating only in the United States, serving 30% of hospitals in the country), **Radisphere** (originally founded to provide teleradiology services, the main focus of the company is now software services for radiology departments), **SHL Telemedicine** (listed on the SIX Swiss Exchange, focused on telecardiology in the German and Israeli markets, founded in 1987, with a market cap of CHF125.1M) and **Telemedicine Clinic** (very strong in the Nordic countries, with headquarters in Spain, it was acquired by Unilabs in 2017). Telemedicine Clinic costs are higher than those of Atrys Health. Unilabs also bought CMDI in October of 2019 (focused on teleradiology, with a strong presence in Spain, with more than 50 diagnostics centres and more than 150,000 radiologic reports written every year).

Jos Lamers, Unilabs Executive Chairman: "We are very happy to welcome CMDI to the Unilabs family. This deal significantly grows Unilabs' business in Spain, and marks our entry into the important radiology segment there."

In its last presentation with shareholders of July 17th 2020, Atrys explains that its geographic focus is complementary to the big international telemedicine groups such as **Teladoc** (largest telemedicine company in the world, with more than 50,000 doctors globally offering online medical assistance, technology and equipment and a market cap of \$16,000), **MedNax***, **Unilabs**, **SHL**, **Médica Group** (listed on the LSE, UK leader in teleradiology, delivering in excess of 1.3 million reports a year) and United Health .

In September of 2020, MEDNAX reached an agreement with Radiology Partners to sell MEDNAX Radiology Solutions. Radiology partners is the leading physician-owned, on-site radiology practice. The combined entity will include over 2,400 radiology physicians who provide services across all 50 states and the District of Columbia. The short-term impact of COVID-19 may have been an important factor in the decision to sell the business. The transaction has been completed in December 2020.

The main national competitors of Atrys are Comitas/rt2s. It has developed the network TM64 to bring sanitary assistance all over the world, it was set up more than 25 years ago, initially offering its services for the army,

Health Diagnostic, part of IDC Salud, a company focused on teleradiology and a company that Atrys Health was about to acquire in 2018 with clients like Quiron or Vithas. There are also small groups of radiologists who join forces to start their own platform and offer their services to hospitals. Some public health services are also creating their own telemedicine networks in different specialties. Examples of those are La Rioja for telecardiology and teledermatology, or Madrid for teleradiology.

Atrys Health's position in the Spanish speaking market for teleradiology is very strong. The language is important in this market.

3| Oncology / Radiotherapy

In its 2016 admission document, Atrys Health explained that out of the 895 hospitals listed on the Catálogo Nacional de Hospitales in Spain in 2015, only 103 had linear accelerators for radiotherapeutic treatment (just 33 private centres). In February of 2018, the Spanish Society of Radiation Oncology (SEOR) announced that Spain had a deficit of 70 linear accelerators to comply with the recommendations of the EU in the field of radiation oncology. That is in spite of the huge donations by Spanish billionaire Amancio Ortega. <https://www.redaccionmedica.com/secciones/tecnologia/espana-sufre-un-deficit-de-aceleradores-lineales-en-oncologia-radioterapica-5346>

It is worth mentioning that in 2015 the Amancio Ortega Foundation announced a 6-year programme to renovate the technological equipment of public hospitals in the area of diagnostics and radiation oncology, committing a donation of €310M.

In 2016, Quiron Salud, IMOncology (acquired by Genesis Care*), and Vithas were the market leaders in private radiotherapy in Spain with 14 centres with linear accelerators. In the admission document, Atrys Health also named other hospital groups with linear accelerators such as HM Hospitals, Hospiten, Clinica Universitaria de Navarra, and Grupo Nisa (bought by Vithas in 2017). In Spain, there are also private hospitals owned by small regional groups focused on certain regions. Examples of centres in this category are IMOMA del Centro Médico de Asturias, Clínica IMQ Zorrotzaurre (País Vasco), Hospital Privado IMED de Elche, clínica Corachan (Barcelona), and Hospital PROVISA (Vigo).



Future acquisitions will focus on radiotherapy centres in Europe. Atrys Health tries to buy at market multiples or below, which allows it to guarantee an IRR of 15% before synergies. The ideal purchase for the Group is an opportunity in which they see clear cost synergies, EBITDA improvements, additional income, and cross-selling opportunities.

The acquisitions of ITMS and AxisMed are good examples of value creation in the purchases made. It can be seen how the execution of synergies has allowed a strong increase in the profitability of the business in just a year and a half, despite the adverse situation due to COVID.

itms AxisMed
ACQUIRED IN JULY AND AUGUST 2020

THOUSAND €	2019	2020	2021
REVENUE	27,79	18,40	22,30
EBITDA	2,07	1,23	4,48
ONE-OFFS	-	2,70	1,50
EBITDA (ADJUSTED)	2,07	3,93	5,98
% ADJUSTED EBITDA TO REVENUE	7%	21%	27%
PAID PRICE INCL. CONTINGENCIES		44,54	46,74
EV/ADJUSTED EBITDA MULTIPLE		11,34	7,82

Source: Atrys Health, table not available in English as at April 2022

We can see the significant improvement in the EBITDA margin from 7% to 27%, although in 2021 the activity levels of 2019 had not yet been recovered due to the successive waves of COVID. The rise in margins is due to the reduction of workers (-119) due to the unification of call center platforms and other synergies.

As can be seen in the consolidated financial statements and which has also been explained by the company, Atrys Health invests around €2M per year in intangible assets (€2.09M in 2020, €1.94M in 2019, 2, €04M in 2018, €2.11M in 2017 and €1.5M in 2016). Of that figure, around €500,000 corresponds to technological platforms. After the latest integrations, it can be seen how the investment in intangible assets has risen to around €4 million.

The budgeted maintenance capex for 2021 and 2022 is 3 million euros for R&D, 8 million maintenance capex (includes 2 million for the replacement of an IMOR accelerator) and 2.5 million for expansion related to the construction of the nuclear medicine laboratory in the new Pediatric Hospital of Sant Joan de Deu. In 2021 (proforma), Atrys shows €2.8M of R&D capex, €5.3M of maintenance capex, and some €2M for the purchase of diagnostic imaging equipment at Lenitudes.

Investors should expect very high returns on capital employed on these investments to offset their research efforts and expertise. We have shown our estimates in Excel.

In 2021, in the consolidated statement of cash flows you can see a €4.34 million increase in intangible assets and a €4.223 million increase in property, plant and equipment.

Of the increase in property, plant and equipment, the largest item corresponds to technical installations and machinery (€2.59 million) and other property, plant and equipment (€844,000).

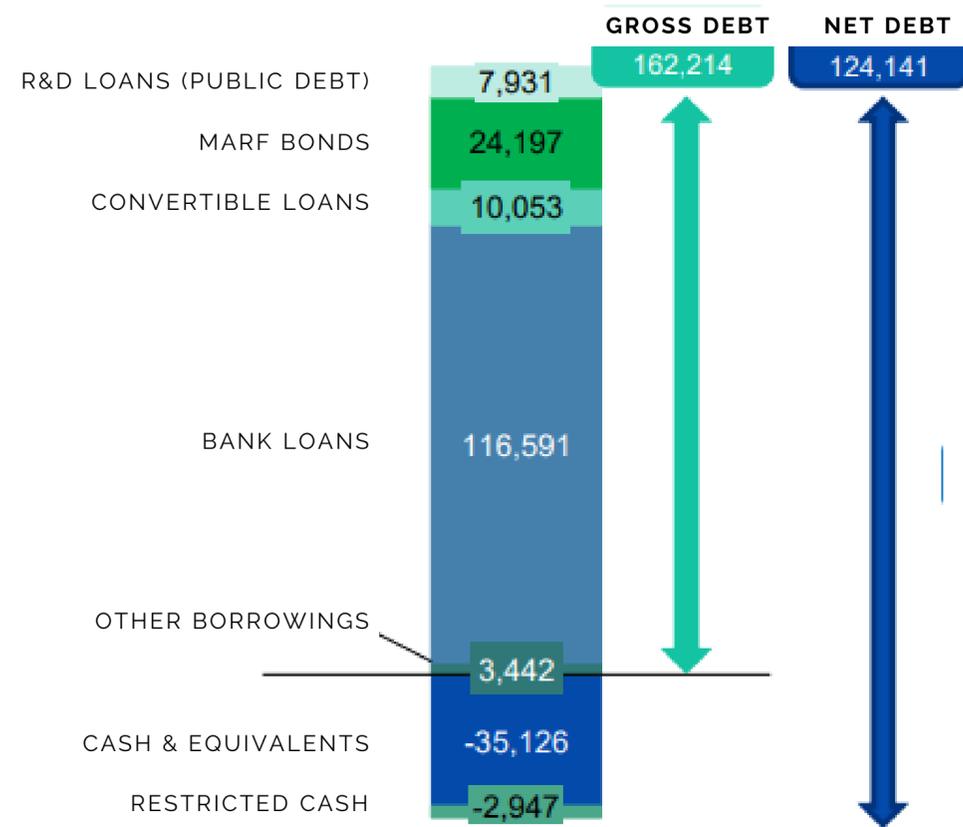
Additions of property, plant and equipment for an amount of €2.59 million correspond mainly to the investment in equipment in the Atrys Portugal S.G.P.S subgroup and subsidiaries. Registrations for the 2020 financial year amounting to 2.83 million euros for technical installations and machinery correspond to the start-up of installations and equipment related to the Advanced Oncology Radiotherapy Center at the Sanitas CIMA Hospital in Barcelona, and whose completion and commissioning occurred during the second half of 2020. The total expected investment is €6.5 million and the duration of the contract for Atrys is 10 years.

Within the €4.34 million invested in intangible assets, the main items correspond to development (€2.81 million) and computer applications (€1.498 million).

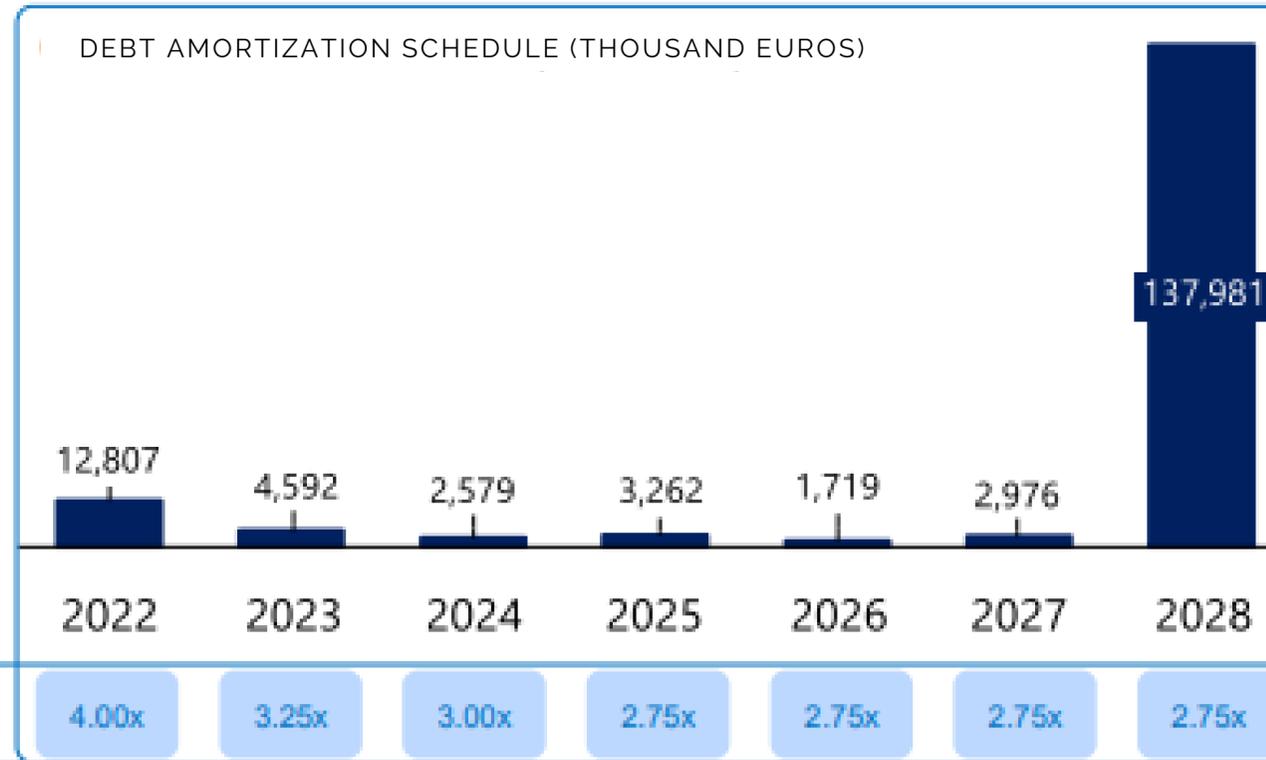
After reaching the alliance with Champalimaud and its latest acquisitions, Atrys Health expects to open 2 new centers each year. Atrys has explained that it takes about 2 years to train a radiologist. At some point, Atrys Health may decide to allocate more resources to radiologist training, although the company has not given much visibility to this.

Thousands of euros

Projects	12/31/2021
Glioblastoma project	3,802
Breast cancer project	3,382
Project in lymphomas	2,145
Advanced personalised diagnostic models project	7,224
Prototype expert treatment and diagnosis system	3,806
Predictors of response to radio and immunotherapy	914
Radio Proliq	428
COVIG-3	441
BLI-O	314
ONCLIQ	271
PrediApt	130
Graphene	-
Alarcán	318
Tolsen-Radiosen	185
Emir-Lung cancer	178
Infinium project	283
Daplia project	345
AxisMed development	1,918
ITMS development	1,678
BBDD development	1,388
TOTAL	29,150



Source: Atrys Health



Source: Atrys Health

	2017	2018	2019	2020	2021
Total debt/ Assets	0.30x	0.32x	0.35x	0.35x	0.29x
Total debt/ Equity	0.65x	0.64x	0.78x	0.81x	0.59x
Ratio debt / capital	39.2%	39.1%	43.8%	44.9%	37.2%
Total debt/ proforma adj. EBITDA	6.65x	5.07x	4.44x	4.72x	4.45x
Net debt/ proforma adj. EBITDA	0.90x	1.71x	3.03x	3.27x	3.41x

- The Convertible Bond has a strike price of €6 per Atrys share and is expected to be converted into Equity during 2022.
- The Group closed the refinancing of its debt on December 29, 2021, obtaining an extension of the amortization period (7-year bullet).
- The new financing contemplates adequate covenants to accompany the inorganic growth of the Group in the coming years.
- Atrys has announced that it estimates to end the year 2022 with a financial debt / EBITDA ratio of between 3 and 3.5 times.

Cash coverage: establishes for the entire life of the financing that the company's cash flow generated in each year covers at least 1.5 times the payment of interest for that year.

Established covenants:

- 2021 -> equal or less than 4.50x
- 2022-> equal or less than 4.00x
- 2023-> equal or less than 3.25x
- 2024-> equal or less than 3.00x
- 2025 forward, equal or less than 2.75x





9 | SUMMARY OF RELEVANT FINANCIAL DATA

Up to 2019, Atrys' revenue had experienced a steady double-digit growth in the prior four years, not only attributable to inorganic growth as part of the strategic business plan of acquisitions, but also due to the active development of the client base. By business segments, excluding Big Data*, the annual percentage increase has been (in most cases) around 20% or above.

Before the pandemic, the company experienced very high levels of organic growth, above 10% per year. As an example, from 2015 to 2017 revenues increased by €2.5M organically, to reach €6M. In addition, the company is constantly acquiring new companies. Atrys Health not only keeps the knowhow, assets, and clients of companies acquired, but also integrates their management teams. For each acquisition, a portion of the total price is paid in shares, which the firm considers very important to align the interests of the company managers with Atrys Health's managers and shareholders.

In 2019, Atrys was included in the ranking 'FT 1000: Europe's Fastest-Growing Companies', it was ranked 341 among the 1000 European companies with the highest growth rates in revenues from 2014 to 2017 and it was the 7th fastest growing company in the healthcare sector in Europe, thanks to its 76.9% compound annual growth in sales over the period. In December of 2018, it was awarded the 1st prize in the Small and MidCap awards organised by the European Commission, in the category 'Rising Star'.

The proforma adjusted EBITDA from 2015 to 2019 went from €1.8 million to €12.99 million.

2020 was a difficult year and organic growth was -12%, due to the negative impact of COVID-19 on the teleradiology and radiotherapy divisions. We believe that the negative impact is temporary and that the fundamentals have not changed. In 2021, the recovery of the business begins to be seen, although at a slightly lower rate than expected since the effects of COVID-19 continue to have a negative impact. We estimate that the recovery will intensify in the coming years.

With respect to the balance sheet, net debt over adjusted EBITDA is below the limits established by the covenants, in line with its financing policy. The debt with public entities shows the consistency of investments in research and development projects. The debt with credit entities, the bond program, and the capital increases help to consolidate the vertical integration of Atrys Health.

The company also highlights the potential and strength of its strategic business plan.

	2015	2016	2017	2018	2019	2020	2021
Proforma revenue			6,04	11,08	20,82	45,14	165,31
Proforma EBITDA			1,73	3,00	5,01	7,92	17,48



10 | LAST LETTER TO SHAREHOLDERS

As at April 2022, this information has not been yet released by the company.





EXCERPTS FROM PREVIOUS YEARS



2020

"2020 has been a year of continuity and acceleration of our inorganic growth strategy.

SARS-CoV-2 impacted Atrys on several levels. On the one hand, lockdowns in the first half of the year had a different duration in Spain, Chile, and Colombia, but, in general, the fall in current hospital activity to deal with the virus reduced our telemedicine activity in all markets. However, we compensated for this drop by repurposing our laboratories to carry out tests for COVID-19, focusing on our corporate responsibility to fight the pandemic."

2019

"2019 has been a year of great progress for Atrys, both due to our good financial results and, above all, because of the steps we have taken in complying with the business plan.

"We also laid the foundations for what will be one of our star projects in 2020: the Institute of Advanced Oncology (IOA), in collaboration with the Sanitas Group, a cutting-edge centre for the comprehensive treatment of cancer with a special focus on new modalities. treatment of radiation oncology."

2018

Strengthening leadership. *"The year 2018 has is a year of consolidation in our growth strategy. We aspire to build in the medium term a leading company in southern Europe and Latin America in the business segments in which we operate in order to provide innovative and precision medical services "*

2017

Opportunities for growth. *"The success obtained with the capital increase of €13.15M, one of the largest capital increases carried out by companies listed on the MAB in the last three years, has provided us with the necessary financial resources to accelerate our growth."*



11 | MANAGEMENT TEAM & MANAGEMENT COMPENSATION

Management (2019)

Santiago de Torres, Chairman of Atrys Health. Vice President of the International Alzheimer Foundation Pasqual Maragall. Degree in Medicine and Surgery from the Autonomous University of Barcelona, and specialist in Clinical Pharmacology and professor at the UAB. He has been the Clinical Head of the Hospital del Mar in Barcelona and has a long career in the public sector. He has been Vice Chairman of Terra Lycos, Chairman of Eolia Tarraco, member of Indra's Advisory Board, promoter of the Telemedicine eDiagnostic company, member of the Board of Directors of Mémora.

Isabel Lozano, CEO of Atrys Health. Degree in Law with a Master's Degree in Marketing Management. She has extensive experience in the management of biotechnology and oncology companies at national and international level. Before joining Atrys, she spent eight years as CEO of PharmaMar (a biopharmaceutical R&D&i company) and 5 years as Financial Director of Grupo Zeltia.

José María Huch joined ATRYS in August 2015, has a degree in Business Administration and an MBA Cum Laude from IE. He has developed his professional career in renowned firms, starting as an auditor at PriceWaterHouse Coopers, to become head of the analysis department at GVC Gaesco, director of investments at Catalana d'Iniciatives SCR, vice president at BBVA Ventures and vice president at Civeta Investments.

Compensation:

Year	2017	2018	2019	2020	2021
BoD €	22,000	54,500	132,166	159,083	188,000
Executives €	215,000	215,000	265,000	511,051	369,000

Source: Atrys Health

NAME	TYPE
Don JOSEP MARIA ECHARRI TORRES	NOT INDEPENDENT
Don JAIME CANO FERNANDEZ	INDEPENDENT
Don JAIME DEL BARRIO SEOANE	INDEPENDENT
Don FERNANDO DE LORENZO LOPEZ	NOT INDEPENDENT
Don ANTONIO BASELGA DE LA VEGA	NOT INDEPENDENT
Don JOSEP PIQUE CAMPS	INDEPENDENT
Don AURORA CATA SALA	INDEPENDENT
Don OSCAR SANTOS JUVÉ	NOT INDEPENDENT
Don ANA ISABEL LOPEZ PORTA	NOT INDEPENDENT
Don MARIA ROSA GONZÁLEZ SANS	NOT INDEPENDENT
Don ISABEL LOZANO FERNANDEZ	NOT INDEPENDENT
Don SANTIAGO DE TORRES SANAHUJA	NOT INDEPENDENT
Don ALEJANDRO REY GONZALEZ	NOT INDEPENDENT
SERVICIOS INMOBILIARIOS AVILES	NOT INDEPENDENT
INVERSIONES INDUSTRIALES SERPIS	NOT INDEPENDENT
INVEREADY ASSET MANAGEMENT S.G.E.I.C. SA	NOT INDEPENDENT

Long term incentive plan: The BoD approved in December 2018, the implementation of an Incentive Plan based on shares for the Executives, Executive Directors and other key personnel of the Group. Based on this plan, the beneficiaries will have the possibility of receiving a number of Atrys shares based on the increase in value they experience during the term of the Plan, starting from a reference value of 2.74 euros per share. The Plan is voluntary and had a deadline for membership as of February 28, 2019. In turn, the accrual date of the Plan will be February 28, 2022, at which time the corresponding rights will be consolidated.



|Good governance practices – BoD REVIEW

In Spain there is an association that promotes **good governance practices** for companies. The last update on this matter was published in 2006 and the document shared by the CNMV is called CUBG (Código Unificado de Buen Gobierno), which includes a set of recommendations (https://www.cnmv.es/docportal/publicaciones/codigogov/codigo_buen_gobierno.pdf). Among these, there is one which specifies that **at least half of the BoD has to be independent**. As stated in the Spanish Corporate Law, to be considered independent, **members cannot be in the BoD for more than 12 years, have any kind of commercial relationship with the company**, etc.

As at 2010, Atrys has 16 directors in the BoD of which only 4 are independent.

The different **types of directors** are included in the following article of the **Spanish Corporate Law**: Artículo 529 duodecies de la Ley de Sociedades de Capital.

Link to **CUBG**:

https://www.cnmv.es/docportal/publicaciones/codigogov/codigo_buen_gobierno.pdf

NAME	FIXED	ALLOWANCE	REMUNERATION TO BOARD COMMITTEES	SALARY	SHORT TERM VARIABLE	LONG TERM VARIABLE	COMPENSATION	OTHERS	TOTAL 2021	TOTAL 2020
Don JOSEP MARIA ECHARRI TORRES										
Don JAIME CANO FERNANDEZ		15	15						30	30
Don JAIME DEL BARRIO SEOANE		15	18						33	29
Don FERNANDO DE LORENZO LOPEZ		15	8						23	19
Don ANTONIO BASELGA DE LA VEGA		15							15	11
Don JOSEP PIQUE CAMPS		15	8						23	14
Don AURORA CATA SALA		2	2						4	
Don OSCAR SANTOS JUVÉ		8							8	
Don ANA ISABEL LOPEZ PORTA		8							8	
Don MARIA ROSA GONZÁLEZ SANS		8							8	
Don ISABEL LOZANO FERNANDEZ				145	36	1.975			2.156	253
Don SANTIAGO DE TORRES SANAHUJA				150	38	1.975			2.163	258
Don ALEJANDRO REY GONZALEZ		13							13	11
SERVICIOS INMOBILIARIOS AVILES		3							3	11
INVERSIONES INDUSTRIALES SERPIS		5	3						8	19
INVEREADY ASSET MANAGEMENT S.G.E.I.C. SA		15							15	9

Source: Atrys Health, table not available in English as at April 2022



12 | SHAREHOLDER STRUCTURE

Atrys has five major shareholders excluding the Executive Team. One of them is an asset management / vc fund firm, another one an insurance company and last three either family offices or strategic investors.

Excelsior Times: A family investment fund managed by José Elías. The fund has capital allocated to several sectors including renewable energies, infrastructure, telecommunications, medicine and food.

Grupo Caser: Insurance group with more than 75 years of presence in the Spanish market, owned by different national financial entities and instructional investors such as COVEA, a French mutual fund.

Global Portfolio Investments: Investment vehicle of the Domínguez family with different types of companies in its portfolio.

Inveready Group: Fund specialized in lifescience among other sectors, which invests in early-stage technology companies. They have four investment vehicles (Venture Capital in digital technology, Venture Capital in Life Sciences, Venture Debt, and Hybrid Financing for companies listed in growing markets) and more than 400 million euros in assets under management.

Onchena SL (Family Office): is the investment vehicle of the Ybarra Careaga family that has numerous real estate investments, as well as investments in companies from various

sectors with different shareholding, most of them listed on the stock market.

Shareholder structure	%
Excelsior Times	30.5%
Caser Group	5.2%
Global Portfolio Investments	6.3%
Inverady VC	5.1%
Onchena S.L.	6.2%
Free float	37.6%

13 | MAIN RISKS

In our opinion, these are the main risks for Atrys Health shareholders:

a) Financial risk. Indebtedness has increased to a level that the company itself considers moderately high and, although it has refinanced much of it for longer terms, it could affect its solvency.

Failure to comply with the current contractual financing conditions (covenants) could lead the financiers to request the early maturity of the loan principal and its interest and, where appropriate, execute the guarantees.

In case of default, the financiers could execute the guarantees on the bank accounts, intra-group loans or the shares of the ATRYS subsidiaries that represent 94% of the consolidated EBITDA. Likewise, the Group will not be able to distribute

dividends if the Net Financial Debt/pro-forma EBITDA Ratio exceeds 2.5x (calculated according to the signed Senior Financing Agreement).

b) Risk of significant accounting losses. The Group may have to recognize significant accounting losses in the future due to the impairment of its intangible assets, as well as due to the deactivation of R&D expenses.

To date, no goodwill impairments have been recorded, although this could change in the future with the consequent impact on ATRYS' financial statements. As of December 31, 2021, the Group had in its intangible assets registered items of Goodwill, Brands and Customer Portfolio amounting to 370.53 million euros.

The Group's R&D expenses (29.15 million euros) are key to the success of its business activity. The activation of these expenses is conditioned to the fact that the costs must be specifically individualized by project and clearly established so that they can be distributed over time, and that the Company has well-founded reasons for the technical success and future economic-commercial profitability of the projects themselves. Failure to comply with any of the above conditions could result in the Group having to deactivate part of the expenses considered in the past.

c) Interest rate risk. A large part of the Group's financing with banks is linked to variable interest rates that are not hedged. Thus, an increase in the interest rate curve of 100 basis points, with the current debt, would mean an increase in interest expenses of 1.5 million euros.

d) Macroeconomic risk. The activity of Atrys is fundamentally part of the health sector in Spain. The current and persistent public deficit of the Spanish State and of many Autonomous Communities may force adjustments to be made to public health services. The need to reduce the public deficit may mean that in the future the Spanish State changes its support policy for R&D&i or cuts the amounts granted both in subsidies and in "soft" financing. The public deficit could cause a delay in the terms of payment of the public health system to its service providers, including Atrys, which would overload the Group's working capital.

Additionally, any negative variation in the economic or political situation within the other countries where it operates (Chile, Colombia, Brazil, Peru, Portugal and Switzerland) may negatively affect the Group.

Atrys operates in sectors (health and occupational risk prevention) subject to high regulatory demands and exposed to regulatory changes in the multiple jurisdictions in which it operates.

d) Exchange rate risk. Atrys Health believes that it conducts careful liquidity risk management by maintaining sufficient cash and marketable securities, and by making financing available in sufficient amounts through committed credit facilities. The Group does not have exchange rate hedges in the local operations of its businesses that operate in currencies other than the euro.

e) Liquidity risk. Atrys Health believes that it carefully manages liquidity risk by maintaining sufficient cash and marketable securities, and by making available financing in sufficient amounts through committed credit facilities.

f) Other risks highlighted by the company:

- * Regulatory risk
- * Risk related to the environment
- * Risks of litigation and claims
- * Reputational risk
- * Risk of dependence on partners
- * Risk derived from changes in sociodemographic trends, innovations in the health field and changes in diagnoses and treatments.
- * Risk linked to intangible assets and the success of R&D projects
- * Risk related to intellectual property and innovation
- * Commercial risk related to the signing of strategic collaboration agreements
- * Risk related to the execution of corporate operations
- * Risk related to international expansion
- * Risk related to working relationships with employees and retention of key executives
- * Operational risk and others



14 | LATEST NEWS & RESULTS

March 7, 2022 –Atrys, included in the Financial Times ranking of the 1000 fastest growing companies in Europe..

Atrys stands out in position 378, after registering an increase in income in the period of 420.23%. In addition, it occupies the 1st position within the category of Spanish companies in the health sector and 20th among European companies.

<https://www.atryshealth.com/es/nota-de-prensa/atrys-incluida-en-el-ranking-de-financial-times-de-las-1000-empresas-de-mayor-crecimiento-en-europa/>

February 22, 2022 - The DIPCAN study seeks to change the way metastatic cancer is treated in Spain thanks to the integration of clinical, genomic, pathological and radiological image data from 2,000 patients.

DIPCAN (Digitization and Management of Personalized Medicine in Cancer) is committed to the development of personalized medicine thanks to the integration of clinical, genomic and radiological image data. "If we hit the objective of the study, for example, from a single biopsy or an MRI we will be able to know what may happen to the patient in the future. That is why we think that we are going to be able to change clinical practice in the area of Oncology", explains Dr. Grande.

<https://www.atryshealth.com/es/nota-de-prensa/el-estudio-dipcan-busca-cambiar-la-forma-de-tratamiento-del-cancer-metastatico-en-espana-gracias-a-la-integracion-de-datos-clinicos-genomicos-anatomopatologicos-e-imagen-radiologica-de-2-000-pacient/>

February 7, 2022 - Atrys Health makes the leap to the continuous market, valued at €620 million.

The BME's VP and President of the Madrid Stock Exchange, David Jiménez Blanco, highlighted that "Atrys Health has ceased to be an SME to become a large company and a benchmark in its sector".

<https://www.bolsamania.com/noticias/empresas/atrys-health-mercado-continuo-620-millones-euros--9169611.html>

December 17, 2021 - Atrys buys SIMM and consolidates in Nuclear Medicine

Atrys Health has purchased 100% of SIMM Molecular, a reference company dedicated to medical diagnosis by molecular and metabolic imaging. The acquisition will be formalized in January 2022. The founders, Dr. Isabel Roca and Dr. Joan Castell, will join Atrys and lead the Nuclear Medicine team.

<https://www.eleconomista.es/empresas-finanzas/noticias/11528175/12/21/Atrys-compra-SIMM-y-se-consolida-en-Medicina-Nuclear.html>

December 14, 2021 - Atrys Health refinances 230 million with the support of CDPQ

On December 14, 2021, Atrys Health announced that it had reached an agreement to refinance EUR 230 million debt through various international funds (the Canadian pension fund CDPQ with 65%, together with ING and Deutsche Bank), with a maturity of 7 years. The operation has had a 400% oversubscription and is considered a prelude to the jump to the continuous market.

https://cincodias.elpais.com/cincodias/2021/12/14/companias/1639501835_984067.html

Octubre 21, 2021 - Atrys and the Champalimaud Foundation sign a strategic alliance in oncology of excellence for all its centers

Atrys Health has reached an important collaboration agreement with the Champalimaud Foundation, one of the most internationally recognized institutions in the prevention, diagnosis and treatment of cancer, for the joint performance of advanced diagnostic and therapeutic procedures with non-invasive approaches.

<http://investor.atryshealth.com/atrys-y-la-fundacion-champalimaud-firman-una-alianza-estrategica-en-oncologia-de-excelencia-para-todos-sus-centros/>

September 27, 2021 - Atrys partners with Lusiadas Saúde to develop a high-precision radiation oncology centre in Lisbon

Atrys Health has reached a collaboration agreement with Lusiadas Saúde, one of the main health groups in Portugal, to develop state-of-the-art radiotherapy treatments at its CLISA hospital, from Lisbon. With this agreement, Atrys begins its activity in the Portuguese capital. Lusiadas Saúde, leader in the health sector in Portugal, has 5 hospitals and 7 clinics distributed from north to south in the country, and offers a full range of health services in all clinical specialties thanks to its more than 6,000 professionals of excellence.

With the new agreement, Atrys will increase the number of linear accelerators in its network of advanced cancer centers in Spain, Portugal and Switzerland to 11.

<http://investor.atryshealth.com/atrys-se-asocia-a-lusiadas-saude-para-desarrollar-un-centro-de-oncologia-radioterapica-de-alta-precision-en-lisboa/>

June 21, 2021 - Atrys strengthens its presence in Portugal with the purchase of Genetyca ICM, a genetic diagnosis company

Genetyca is at the forefront of genetic diagnosis and predictive and preventive medicine in Portugal, consolidating itself as one of the main global providers of genetics in the Iberian Peninsula (incl. Spain). Its laboratory has one of the only 3 licenses from the private sector issued by the Health Regulatory Authority in Portugal.

https://www.atryshealth.com/es/atrys-refuerza-su-presencia-en-portugal-con-la-compra-de-genetyca-icm-compa%C3%B1%C3%ADa-de-diagn%C3%B3stico-gen%C3%A9tico_20161

September 14, 2020 – Interim Medica 2020 Results - Covid Financial Impact Open in Google

Medica is the UK-based teleradiology company that supports hospital radiology departments to address critical capacity issues in urgent and non-urgent reporting pathways.

Last September they reported a decline in revenue from March 2020, with the biggest impact in April. While one of its business segments (urgent reports) recovered from June to previous figures, its other business segment did not (back to 10% of pre-COVID levels in June). The company expects improvements by the end of the first half of 2020.

Its recovery plan is based on a partnership approach to recovery planning with clients and potential improvement in the context of the market following the NHS England directive, which states that Trusts must deliver at least 80% of the activity of the last year rising to 90% in October.

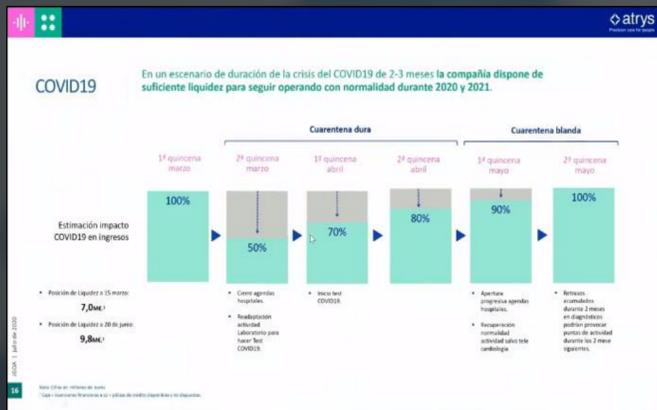
<https://d30bhihpfiuosj.cloudfront.net/wp-content/uploads/2020/09/Medica-Group-PLC-Interim-results-2020-Presentation.pdf>

July 17, 2020 - MedCap 2020 Presentation, COVID19 Impact and Plan

The development and geographical reach of COVID 19 has forced countries to take drastic national security and confinement measures to restrict its spread globally. The different measures applied have jointly had a negative impact at economic and operational level in the different sectors, especially in the health sector, which has devoted great resources to the treatment and detection of the virus to the detriment of other specialties. However, Atrys put in place a contingency plan specifically focused on taking advantage of the present circumstances.

"We have not stopped providing activity at any time because we are a company that provides essential services. Of course, in the initial moments of the state of alarm (hard quarantine), there was a drop in activity that is especially reflected in the second half of March and from there the activity slowly began to rise. "

"By the end of April, most of the Atrys Health's areas were already at 100% activity. In June, July, and so on, the V shape recovery was complete. Many of the tests that were stopped in the months of hard quarantine are scheduled and will be carried out by the health centres, clients of Atrys Health."



- Atrys - COVID19**
- 01 La actividad del laboratorio de BCN se ha redefinido para poder operar a la máxima capacidad para diagnosticar test PCR COVID19.
 - 02 El área de tele radiología de ATRYS está cubriendo las bajas en el departamento de radiología de los hospitales públicos diagnosticando TC y RX de Tórax de Enfermos de COVID19.
 - 03 El área de smart data está colaborando directamente pro bono con 3 CC.AA. para estimar la evolución del COVID19.
 - 04 Se están realizando test PCR pro bono en varias residencias de mayores en Madrid y Barcelona.

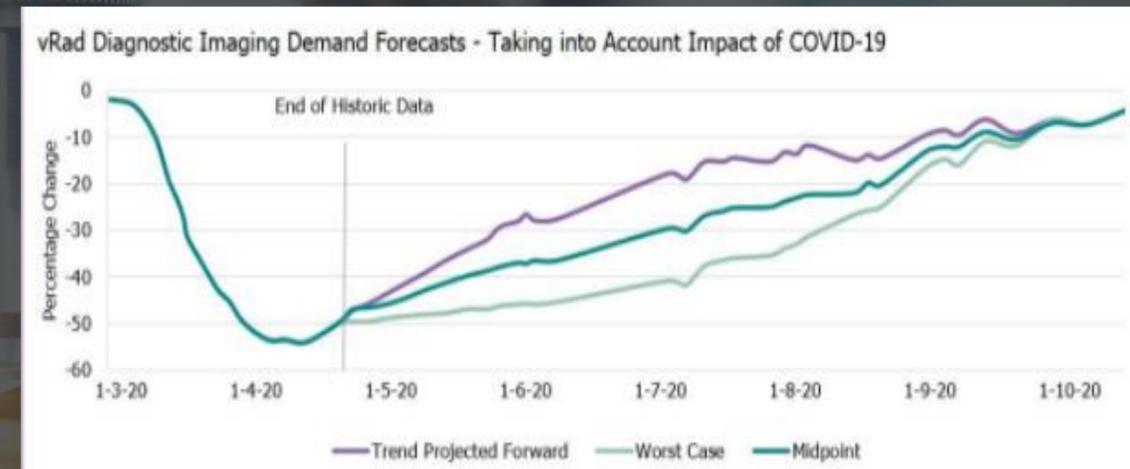
As a result of hospital slow downs in other areas (radiology, oftalmology, dermatology, etc) Atrys believes that their telemedicine business segment will be strengthened, and will be able to take advantage of the momentum in the healthcare sector becoming more and more common practice. At the same time Smart Data will also be reinforced as an essential tool for the health system.

The oncological treatments business segment continued activities at normal pace. Cancer patients continue to need treatment. In this respect, IMOR centre is open and working at its normal capacity.

June 16, 2020 - Radiology and Teleradiology Business, Review of COVID impact

COVID-19 had a substantial impact on the radiology business in April 2020, with Mednax's volumes plummeting by c. 50% and a reduction of 25% on revenues (Y-o-Y). For vRad specifically, imaging volumes in mid-April 2020 declined by c. 55% before recovering considerably at the end of May 2020 (c. -25% YoY), although this is still significantly down.

The recovery in May gives cause for optimism over the coming months. As highlighted in the graph below, vRad has predicted a gradual recovery during Q2/Q3 2020 and a return to normal procedure volumes in Q4 2020.



Imaging Procedures likely to Surge Post-COVID

At this relatively early stage, the rate of imaging procedure recovery is challenging to predict; however, Signify Research is reasonably confident that the huge reductions in diagnostic imaging procedures during the first half of 2020 will lead to a steady recovery in the second half of 2020, and a rapid increase in 2021 as pent up demand is relieved.

<https://www.signifyresearch.net/digital-health/mednax-sell-radiology-teleradiology-business-signify-view/>

|Results 2021

THOUSAND €	NIIF UE			Proforma ⁽¹⁾		
	31 Dic.	31 Dic.	Var. (%)	31 Dic.	31 Dic.	Var. (%)
	2020	2021	2020/21	2020	2021	2020/21
	(AUDITED)	(NOT AUDITED)		(NOT AUDITED)	(NOT AUDITED)	
REVENUE	31.396	121.014	285,4%	159.667	165.313	3,5%
GROSS MARGIN	21.839	98.055	349,0%	138.085	140.266	1,6%
% MARGIN TO REVENUE	69,6%	81,0%	16,5%	86,5%	84,8%	-1,9%
EBITDA	5.768	6.255	8,5%	24.598	17.478	-28,9%
ONE-OFFS	3.755	17.717	371,8%	5.071	18.945	273,6%
EBITDA (ADJUSTED)	9.523	23.973	151,7%	29.669	36.423	22,8%
% ADJUSTED EBITDA TO REVENUE	30,3%	19,8%	-34,7%	18,6%	22,0%	18,6%
NET RESULT	-5.548	-23.255	319,2%	n.d.	n.d.	n.d.
Capex R&D	4.314	2.846	-34,0%	3.112	2.846	-8,5%
Capex ⁽²⁾	3.590	5.722	59,4%	6.620	7.290	10,1%
OPERATING CASH FLOW	-2.136	-2.313	8,3%	14.866	7.342	-50,6%
ADJUSTED OPERATING CASH FLOW	1.619	15.406	851,5%	19.937	26.287	31,9%

Source: Atrys Health

- Organic sales growth of 8.6%, slightly below Vadevalor's expectations, for the reasons that we will explain below.
- Proforma gross margin on revenues falls from 86.5% to 84.8% since the area that has grown the most is online diagnostics, which is the area with the lowest margin.

In the precision medicine area (laboratory/pathology, telemedicine, oncology/radiotherapy and data services) Atrys highlights that all areas have recovered from the COVID-19 crisis, with the exception of the radiation oncology area where the company is receiving patients with some very advanced stages of the disease due to the lack of diagnosis during the pandemic.

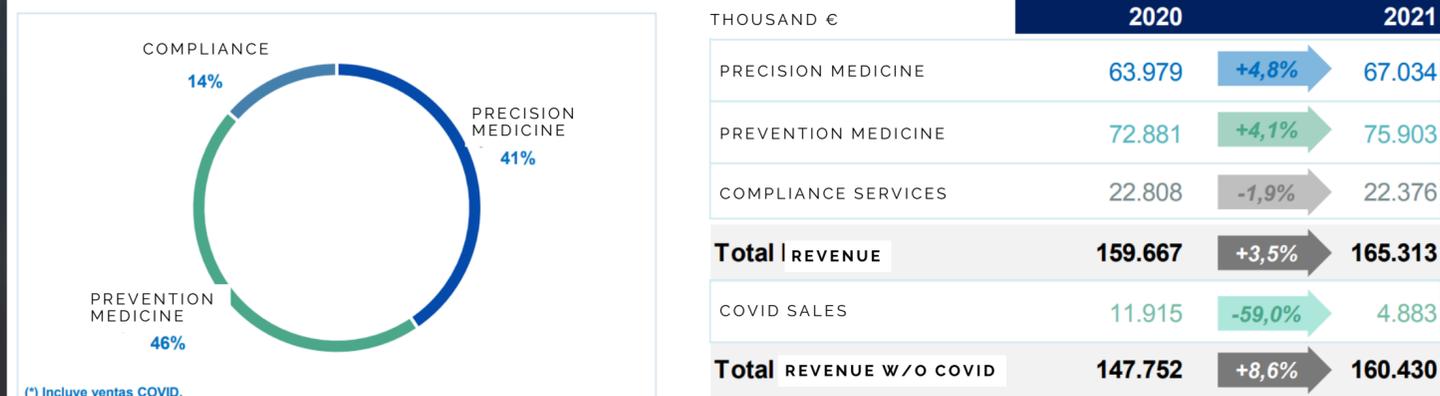
Income in precision medicine has been somewhat lower than estimated by Vadevalor, mainly in the area of radiotherapy. Laboratory has shown revenues of €13.58 million (the year 2020 was exceptionally good for services related to COVID-19), €28.2 million in telemedicine (in Spain revenues are already higher than in 2019 but the business not yet fully recovered), €3.48m in the data services division and €21.7m in radiotherapy (compared to €26m we estimated).

Atrys Health highlights that the radiation oncology market has not recovered as quickly as expected as they are receiving patients with very advanced stages of the disease. These lower revenues also have a direct impact on the company's margins. This also explains that the adjusted proforma EBITDA has been lower than the estimate, €36.4 million compared to the company's estimate given in 2021 of between €38 and 40 million.

Since this is a general negative impact on the market, we asked if this situation in the radiotherapy market is leading to buying opportunities in the sector at lower prices. They consider that the entire market recognizes that the negative impact is temporary and that they are not seeing lower potential prices for the acquisition of companies.

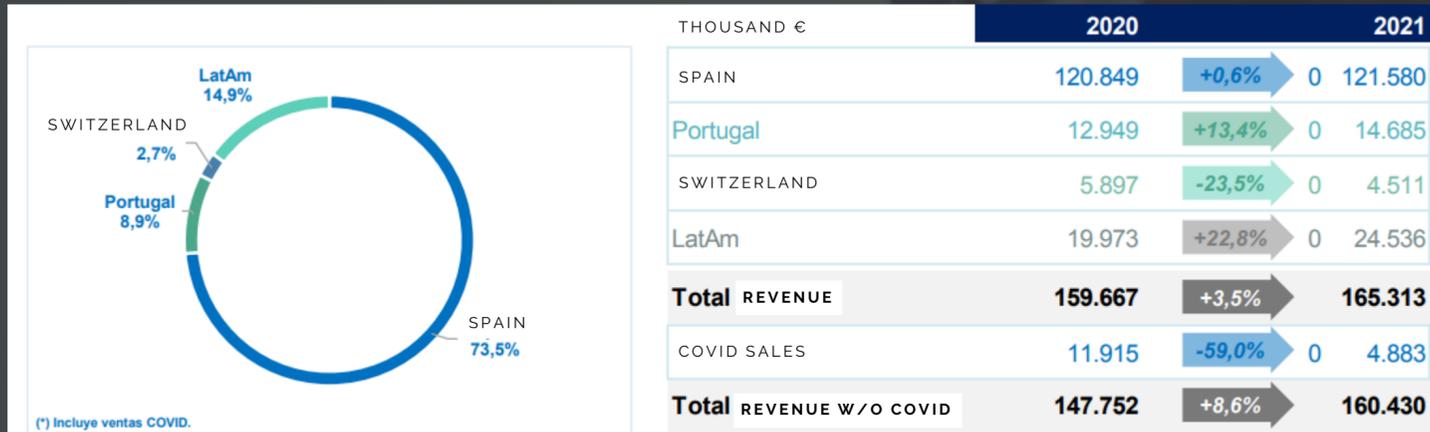
The preventive medicine business (ASPY) has shown results in line with expectations and the regulatory compliance business (Conversia) has shown a slight decrease in income since it is focused on offering services to small and medium-sized companies, which are the ones that have been most affected by the crisis.

2021 PROFORMA REVENUE BY SEGMENT



Source: Atrys Health, table not available in English as at April 2022

Results 2021:



Source: Atrys Health, table not available in English as at April 2022

THOUSAND €	2020	2021
SPAIN	120.849	+0,6% 0 121.580
Portugal	12.949	+13,4% 0 14.685
SWITZERLAND	5.897	-23,5% 0 4.511
LatAm	19.973	+22,8% 0 24.536
Total REVENUE	159.667	+3,5% 0 165.313
COVID SALES	11.915	-59,0% 0 4.883
Total REVENUE W/O COVID	147.752	+8,6% 0 160.430

Guidance € (Mns)	NOT AUDITED	Guidance 2022			
	Pro forma 2021	Orgánico 2022	M&A ⁽¹⁾ 2022	Pro forma 2022	Var. (%) 2021/22
REVENUE	165,3	185,1	34,9	220,0	33,1%
EBITDA ADJUSTED (MAR)	36,4	40,8	9,2	50,0	37,4%

Source: Atrys Health, table not available in English as at April 2022

The reduction in sales in Switzerland is due to the fact that Atrys is only present in the radiotherapy division in the country. In Spain and Portugal, all areas have recovered from the COVID19 crisis, except for the radiotherapy area. In Latin America, there is already a strong recovery in telemedicine activity after a year 2020 severely punished by COVID-19.

The difference between reported proforma EBITDA of €17.5 million and adjusted proforma EBITDA of €36.4 million is explained by the following adjustments:

- Employee incentive plan: €11 million, which involves the issuance of 1.38 million new shares at a price of €10.36 per share and which do not entail a cash outflow.
- Amortized jobs: €2.1 million
- Expenses in mergers and acquisitions: €3.2 million
- Expenses related to financing: €700,000
- Listing on the continuous market and others: €2.1 million



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**We are in contact with the management team at Atrys Health who have answered many of our questions to improve the quality of our report*