



SHL Telemedicine Investors Presentation Mediton Group Acquisition

August 2021





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Main terms of the Transaction

- Acquisition of 70% of Mediton Group for a cash consideration of NIS 84 million (USD 26 million) and is expected to close within 30 days
- Mediton Group is a leading B2B healthcare services provider in Israel which is complementary to SHL's Israel B2C services
- The acquisition doubles SHL's annual revenues in Israel to a level of NIS 140 – 150 million (USD 43 – 46 million) and EBITDA of NIS 45-50 million (USD 14 – 15.5 million)
- SHL expects that the synergy from the acquisition will increase its annual revenues in Israel to NIS 185 – 200 million (USD 57 – 62 million) within 3 years
- The transaction will be financed by approx. 40% from cash on hand and approx. 60% long-term bank loan
- The transaction includes a put and call option that will allow the transfer of the remaining 30% interest to SHL in a period of four to five years





The Mediton Group

- Founded and managed by Dr. Haim Perluk about 30 years ago. It is one of the leading companies in the field of B2B medical services in Israel, specializing in medical consultations, diagnostics, preventive medicine and medical opinions
- Amongst its customers are the largest and leading companies in Israel, Government Institutions, Ministry of Defense, Israeli Social Security, HMOs and insurance companies
- The company operates medical centers with a wide geographical presence in Israel, and employs about 200 employees and about 400 service providers, including specialists, providing service to more than 100,000 people and cases per annum
- Mediton group has grown consistently over the past few years, and is expected to generate in 2021 revenues of NIS 65 - 70 million (USD 20 - 22 million) and EBITDA of NIS 20 of 22 million (USD 6 – 7 million)



Business Rationale and Synergies



- SHL and Mediton share similar common values of providing high quality services to customers, each in its own field
- SHL has a strong brand in the field of B2C telemedicine services in Israel and Mediton specializes in B2B services in Israel and has a strong reputation among its institutional customers
- **B2B Synergies**
- Providing B2B remote medical services through Mediton's divisions
- Integrating AI and Big Data technologies in Mediton's diagnostic and preventive medical services
- **B2C Synergies**
- Marketing Mediton's services and products to SHL customers





Thank you

