SYNEKTIK CAPITAL MARKET DAY

# Growth prospects for Synektik Group in Poland and the region

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Warsaw | 21 April 2026

# Transforming healthcare through technology

## Key factors driving growth in new technologies in healthcare

- **Shortage of medical personnel**

  There is a shortfall of about 10 million healthcare workers worldwide.[1] Technology replaces and supports staff where they are lacking.

- **Growing demand for precision medicine**

  Robotic surgery is growing in Europe at a pace of 22% per year.[2]
  Minimally invasive, high-precision intervention is becoming the new treatment standard.

- **Aging societies**

  By 2050 there will be 1.5 bn people over age 65.[3] Aging societies generate a lasting, structural demand for diagnostics and treatment.

- **Growth of new technologies (AI, robotics, diagnostics)**

  Medical technologies are growing 2–5 times faster than the overall healthcare market.[4]

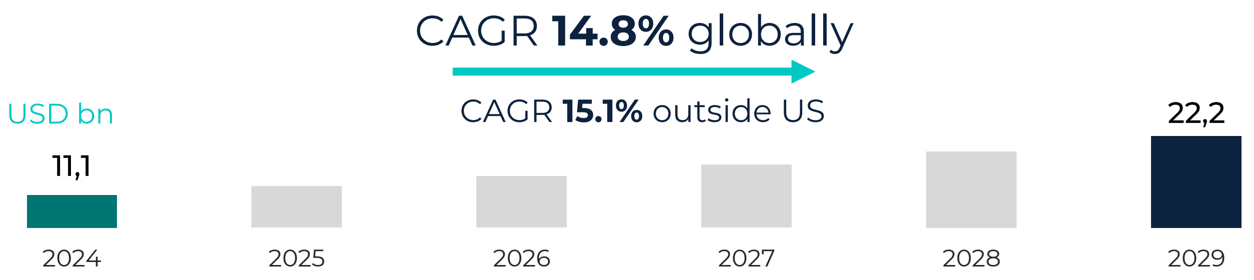
1) McKinsey Health Institute, “Heartbeat of Health,” May 2025
2) Mordor Intelligence, February 2026
3) UN DESA, “World Population Prospects,” 2024
4) Mordor Intelligence, January 2026

# Transforming healthcare through technology

## Synektik is part of a global megatrend

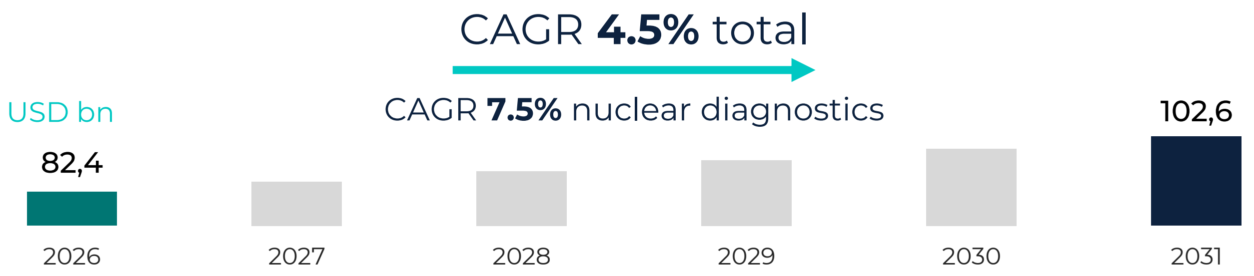
### ▪ Surgical robotics

Global value of the surgical robotics market[1]



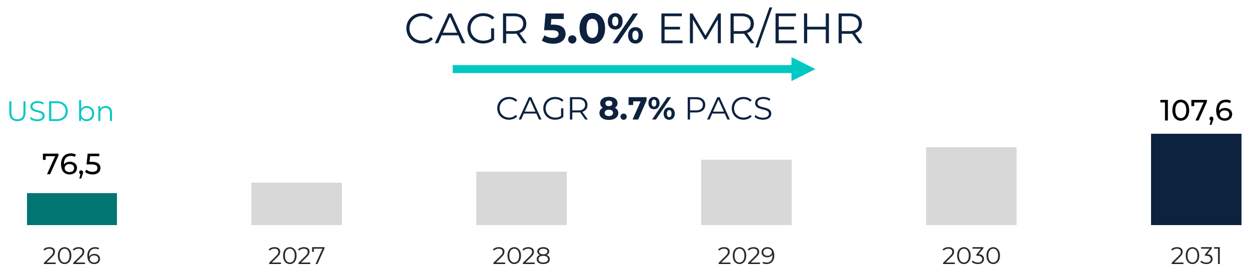

### ▪ Imaging diagnostics

Global value of the market for imaging diagnostic equipment[2]




### ▪ Digitalization of hospitals

Global value of the EMR/EHR+PACS market (electronic medical records, archiving)[3]

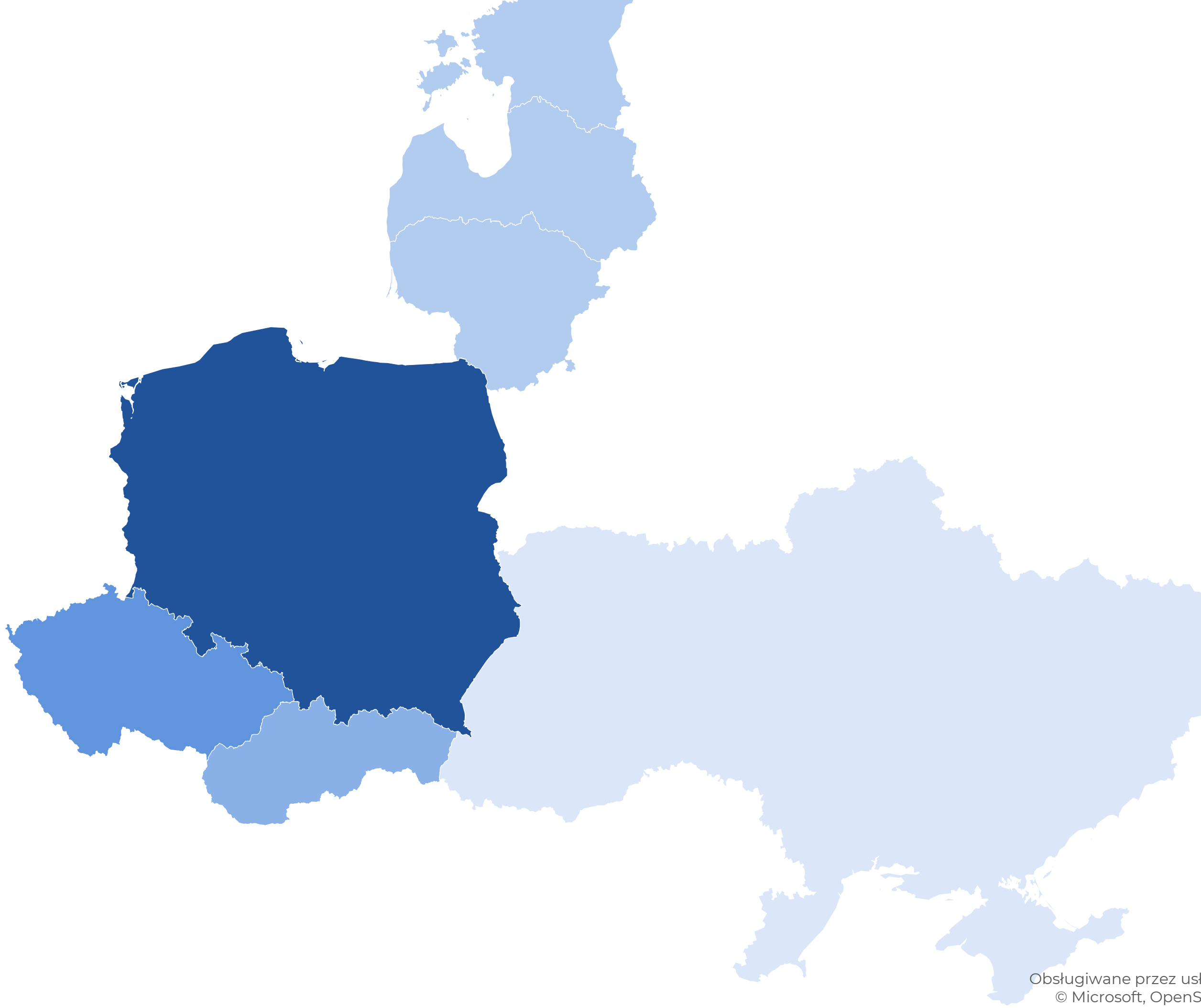



1) MassDevice, "Surgical Robotics Special Report," March 2026
2) Mordor Intelligence, January 2026
3) Mordor Intelligence, January 2026

# Synektik Group

## Business profile

### Integrator of innovative solutions for medicine




- Leading provider of advanced medical technologies
- Poland's biggest producer and supplier of radiopharmaceuticals
- Producer of specialized medical software and applications
- Contractor for servicing and measuring support

**25** years in business

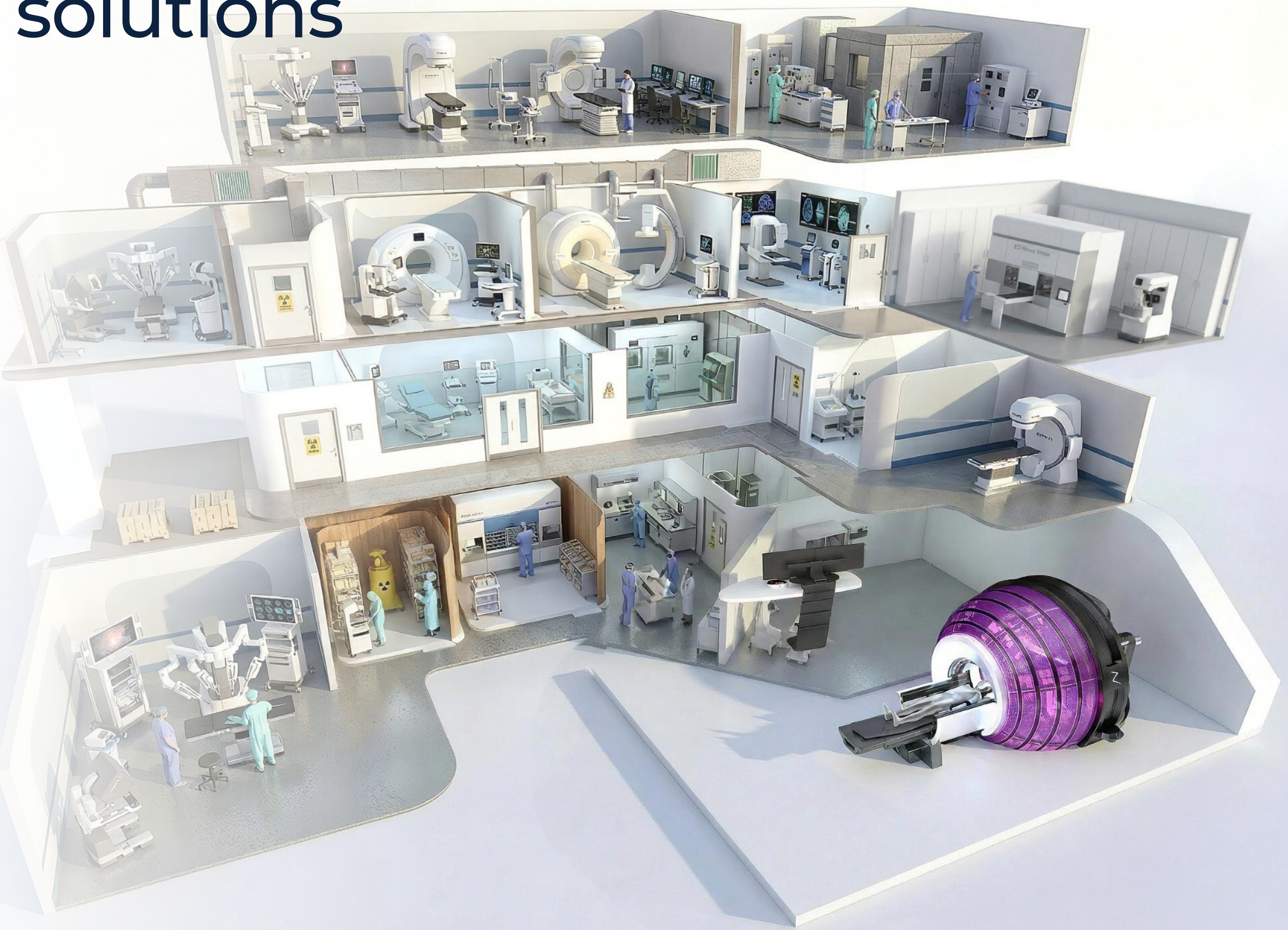
**15** years on the WSE

**250+** employees

**60%** CAGR in revenues in the last 3 years

# Complementary solutions

## Areas at healthcare facilities



- Operating room
- Imaging diagnostics
- Radiotherapy
- Gynecology and obstetrics
- Hospital pharmacy
- Nuclear medicine
- IT infrastructure

# Synektik has created an ecosystem of modern diagnostic and treatment solutions

## Three pillars of the business

### Robotics in medicine

- Distribution, installation, servicing and support for robotics systems from a dozen or more leading global manufacturers of equipment used in radiology, treatment, and nuclear medicine
- 122 installations in the region, over 32,000 procedures assisted by da Vinci in FY 2024 (+52% y/y)

### Healthcare IT

- IT solutions for archiving, distribution, presentation and processing of radiological images and administrative data
- Over 250 installed systems
- Innovative project for medical platform Zbadani.pl

- **66% CAGR** in recurring revenue in the last three years
- Launching operations on new markets
- Cooperation with more leading equipment manufacturers
- **Still just 3% of all procedures**[1] in Poland are robot-assisted, compared to 15% in the US[2]

**631**

**mn PLN**
revenue from medical technologies and healthcare IT (**93%** of total revenue)[3]

### Radiopharmaceuticals (advanced diagnostics)

- Poland's biggest producer and supplier of radiopharmaceuticals
- Three manufacturing plants of the company's own
- Granting licences for production and distribution of radiopharmaceuticals

- **18% CAGR** in revenue from production and distribution of radiopharmaceuticals in the last two years
- **>95,000 PET/CT exams per year in Poland**, one-third to one-fourth of the number in Germany and France

**51**

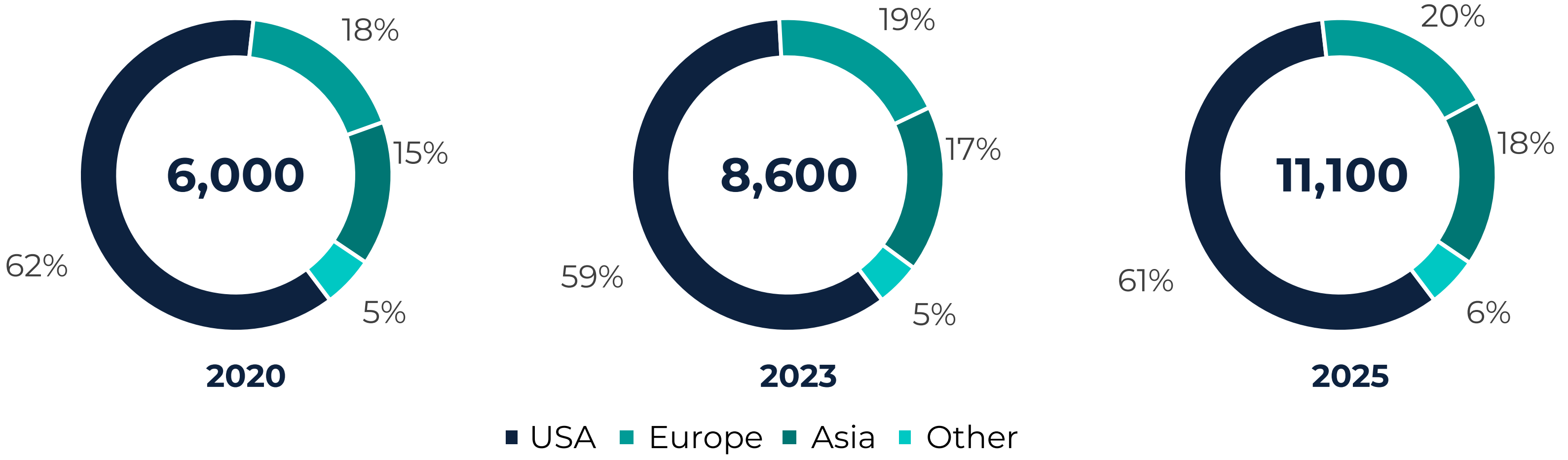
**mn PLN**
revenue from radiopharmaceuticals (**7%** of revenue)

1) Polish Federation of Hospitals, 2023
2) iData Research, 2023
3) Financial data for FY 2024

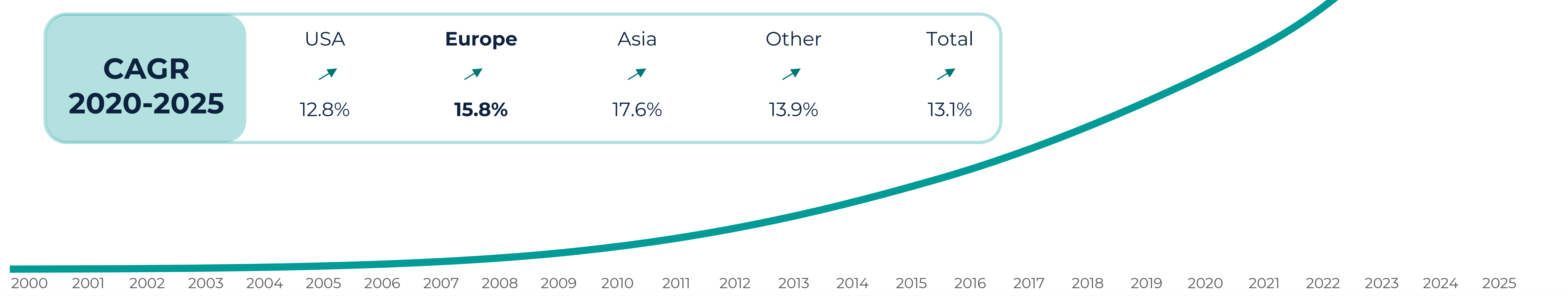
# Surgical robotics – a rapidly growing market

## Trends using the example of Intuitive

### Total no. of installations of Intuitive robots worldwide




| CAGR 2020-2025 | USA | **Europe** | Asia | Other | Total |
|---|---|---|---|---|---|
| | ↗ 12.8% | ↗ **15.8%** | ↗ 17.6% | ↗ 13.9% | ↗ 13.1% |






* Cumulative no. of procedures performed using Intuitive systems includes da Vinci systems and Ion systems through 2025.

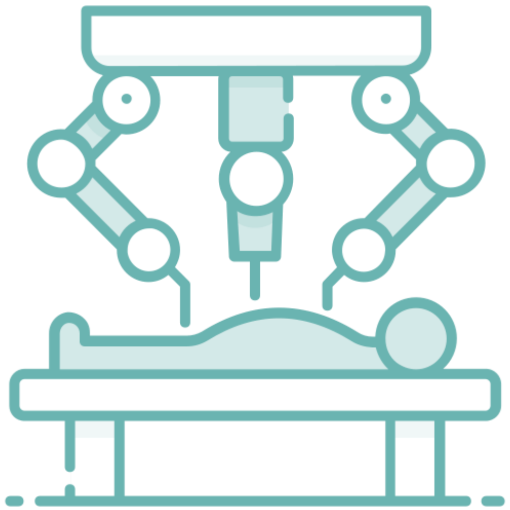
# We have built the region's largest platform for surgical robotics

## da Vinci systems in Poland, Czechia and Slovakia

**122**

da Vinci systems under the care of Synektik Group

(4Q 2025)



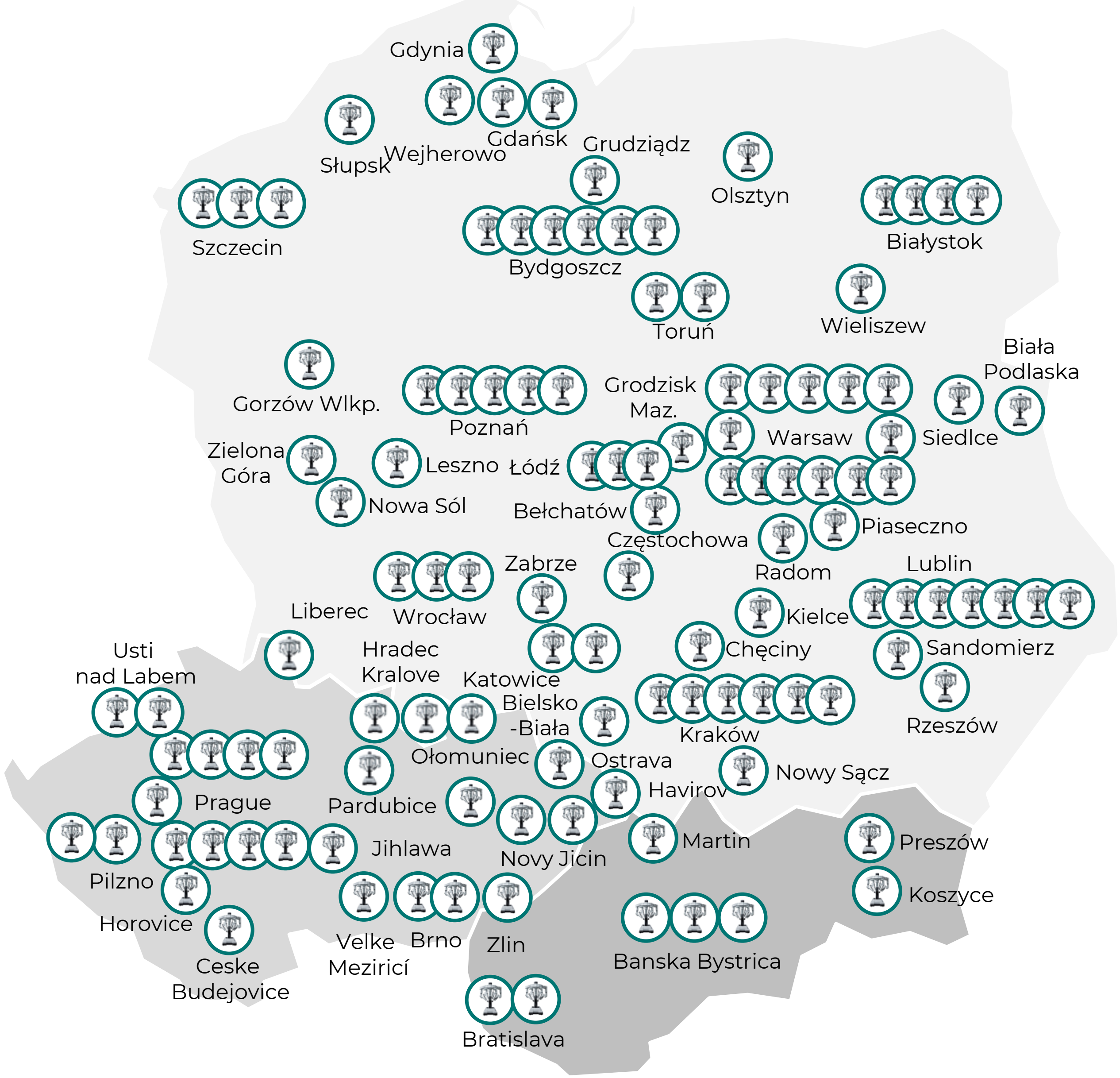
**84**

da Vinci systems in Poland*

**38**

da Vinci systems in Czechia and Slovakia*

* under the care of Synektik Group, includes systems leased from Synektik Group



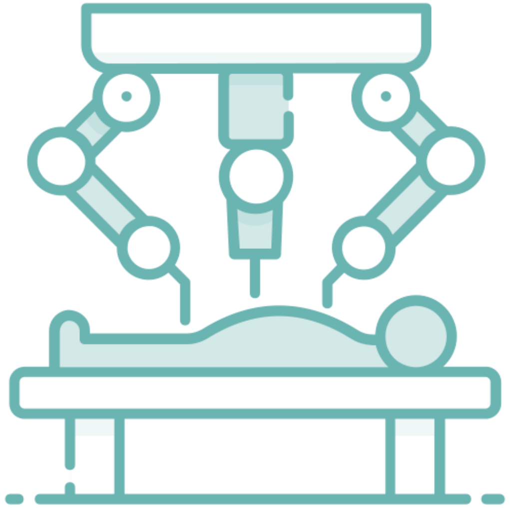
# Increasing territorial reach of cooperation with Intuitive

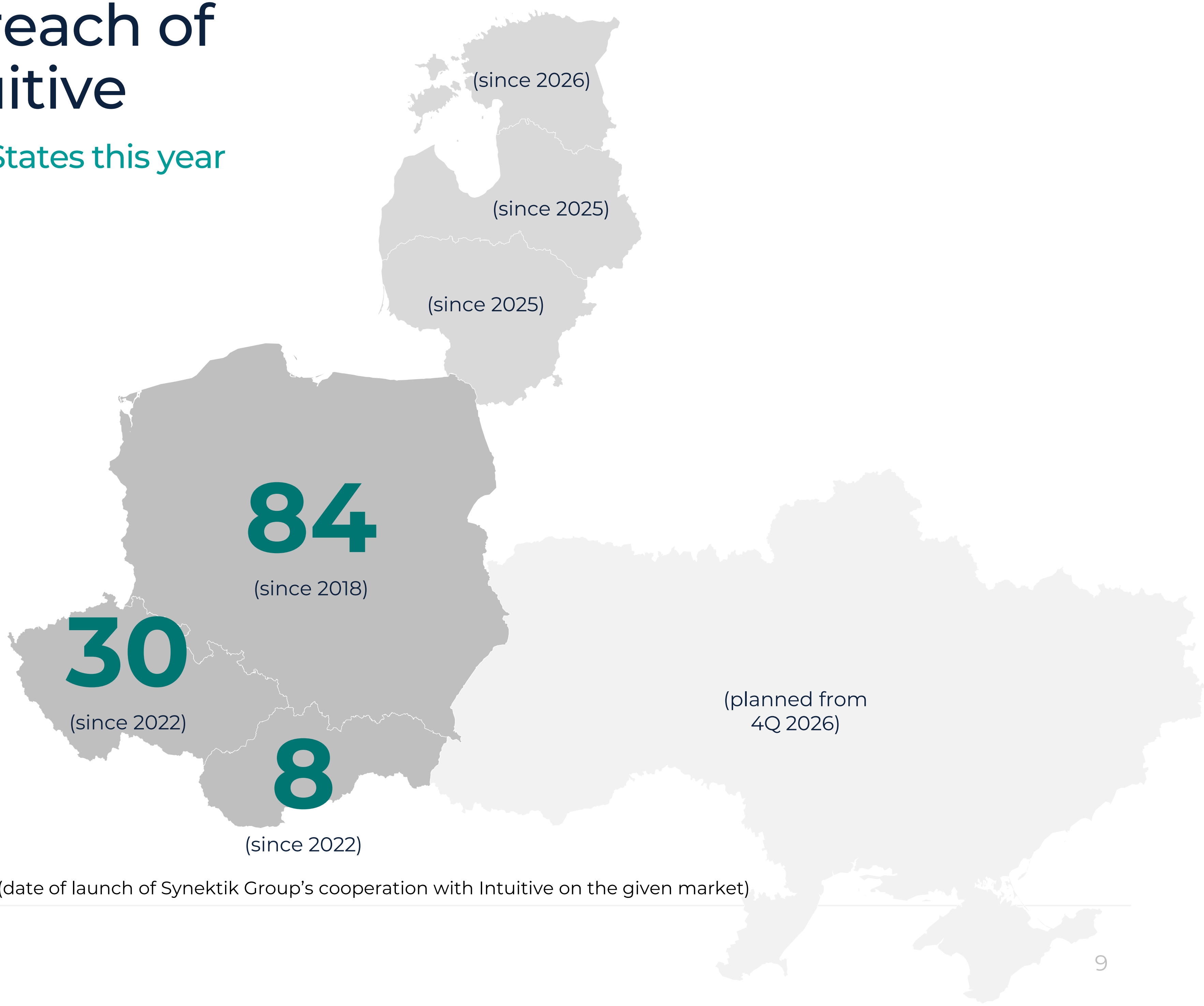
## First da Vinci installations in the Baltic States this year

**122**

da Vinci systems
under the care of Synektik Group

(4Q 2025)






(date of launch of Synektik Group's cooperation with Intuitive on the given market)

# Synektik Group – exclusive distributor of da Vinci systems in the region through 2031

## Prolongation and expansion of contract with Intuitive

- **Prolongation** of cooperation agreement with Intuitive **through the end of 2031**
- **Ukraine**—expansion of territorial range of contract:
  - The group has become the exclusive distributor of da Vinci systems in Ukraine, with a scope of responsibility analogous to that for the markets of Poland, Czechia, Slovakia, Lithuania, Latvia and Estonia
  - Start of operations in Ukraine planned for 2026
  - Synektik Group plans to operate in Ukraine via a wholly owned subsidiary and locally built sales and customer service structures, support by Polish back-office

### Baltic States and Ukraine—market potential

| | Poland | Lithuania, Latvia & Estonia | Ukraine |
|---|---|---|---|
| Population (mn) | **37.3** | **6.1** | **31-32**[1] |
| GDP (USD bn) | **1,000** | **172**[2] | **191**[2] |
| GDP per capita (USD ’000) | **26.8** | **28.0**[2] | **5.4**[2] |
| No. of new cancer diagnoses annually (’000) | **185** | **36**[3] | **155**[3] |
| No. of installed authorized da Vinci systems [4] | **84** | - | - |

1) Estimate for population currently residing in unoccupied territory of Ukraine
2) Data for 2024
3) Data for 2022
4) Data as of 31.12.2025

# Expansion of offering with groundbreaking treatment for soft-tissue tumours

## Entering into cooperation with HistoSonics

- **Synektik Group has become the exclusive distributor of Edison systems** in Poland, Czechia, Slovakia, Lithuania, Latvia and Estonia
    - The group will be responsible *inter alia* for sale of systems, servicing, and distribution of materials needed to perform procedures
    - Contract signed with HistoSonics for a period of 3 years, with the possibility of extending it by another 2 years
- **Edison System**—basic information:
    - The system uses the histotripsy technology—an entirely non-invasive and highly effective method for removing soft-tissue tumours
    - 2023—technology approved by the FDA for treatment of liver tumours; clinical trials underway for treating kidney and pancreas tumours
    - Over 150 installations in the US, the UK, Singapore and the UAE

- **Competitive advantages:**
    - Non-invasive, precise separation of tissues, real-time monitoring of the course of the procedure and its effects
    - Applied to primary and secondary tumours, possibility of destroying several tumours in one session
    - Low demands on hospital infrastructure, easy to install

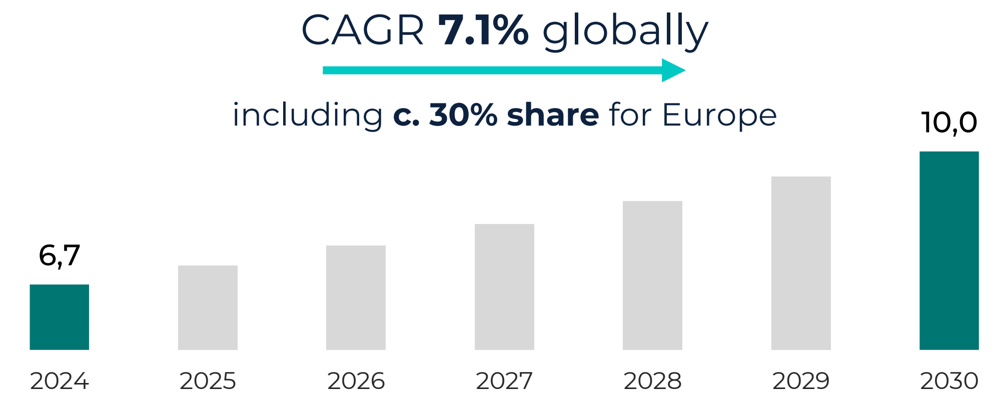
# Robotics era in hospital pharmacies

Another segment of Synektik's market—with the same growth logic

## Why are hospitals automating their pharmacies?

- **More medicines**—hospitals are administering more doses of medicines every day; manual administration is complicated and risky
- **Certification**—hospitals with certification (e.g. JCI, ISO) must meet drug safety standards which practically require automation
- **Integration with EHR**—hospitals with electronic medical records. The doctor issues the prescription in the system, and the robot fills the prescription without the risk of error
- **Falsified Medicines Directive (EU)**—duty to scan each package of prescription medicine encourages automation

**Global market for pharmacy robotics (USD bn)[1]**



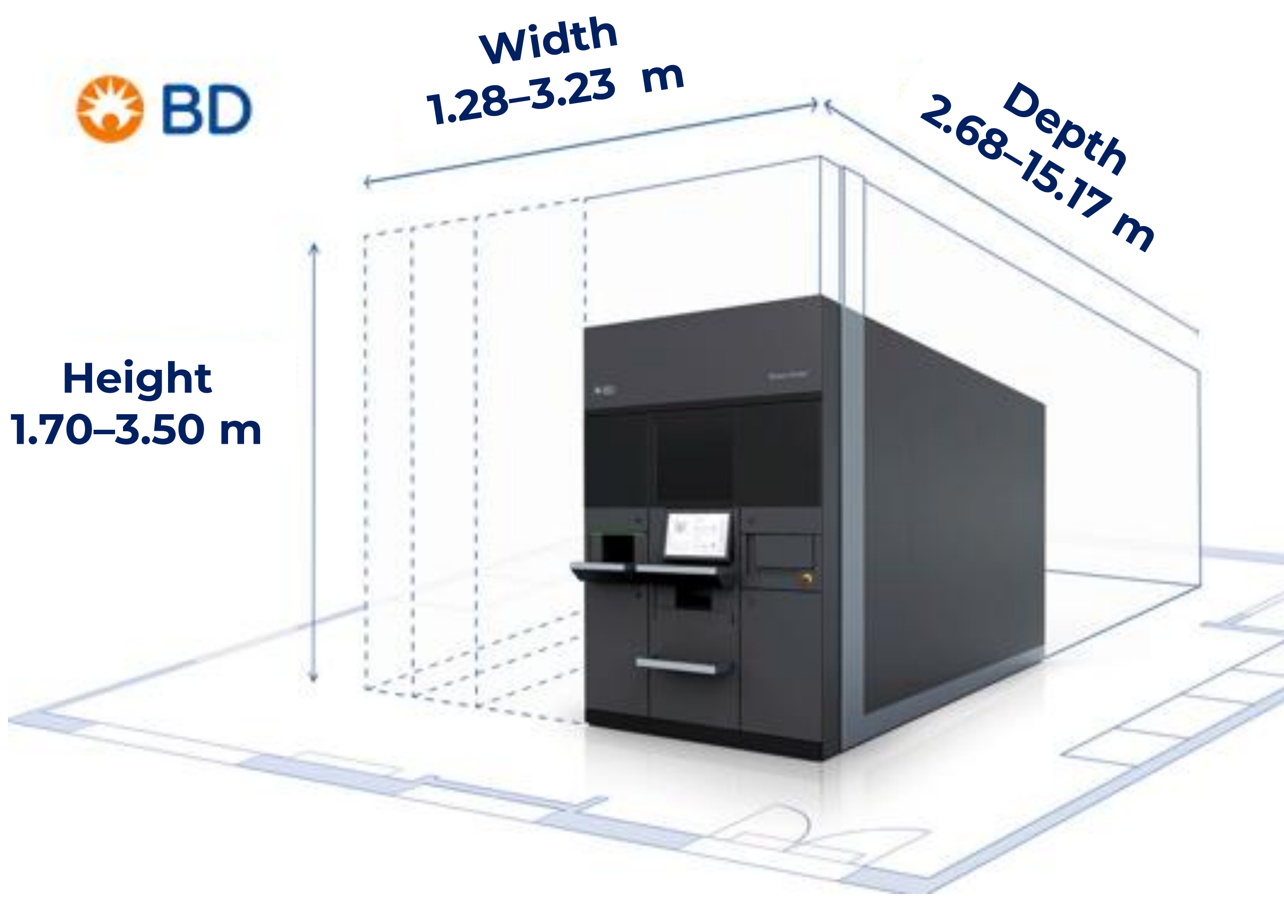

- The European market may reach a **value of USD 2.6–3.5bn** by 2030–2033[2]
- Low penetration of automation in **the CEE region—potential 2–3 times greater** than in Western Europe[3]
- The market for robotic systems for preparing **sterile medicines** (e.g. chemotherapy) is the fastest-growing, with **CAGR of 10.4%** through 2031[4]

1) Markets and Markets, "Pharmacy Automation Market Report 2025–2030"
2) Knowledge Sourcing Intelligence, "Europe Pharmacy Automation Market 2025–2030"
3) EAHP, Interoperability in Automation Special Interest Group
4) Mordor Intelligence, "Pharmacy Automation Market Companies & Trends"

# Robotization of hospital pharmacies

## Synektik is a distributor of BD Rowa pharmacy robots

- **BD Rowa pharmacy robots**
  - Pharmacy robot automating the storage, filling and issuance of medicines at the hospital pharmacy; it eliminates errors in issuance, and reduces losses—the average cost of installing the system is **c. PLN 7m.**
  - Medicines are the second-largest cost item for hospitals, after salaries—automation generates savings of **15–20% of the drug budget**. To date, pharmacies have been automated in just a few hospitals in Poland (<10).
  - **About 350 hospitals** have the potential for implementation of pharmacy robots, to generate measurable financial benefits.



# Robotization of oncology hospitals

## Synektik is a distributor of Apoteca robotic systems

- **Apoteca robotic system from Loccioni**
  - Robot for production of cytotoxic medicines (chemotherapy). Drugs for cancer patients are prepared at hospitals, prior to administration.
  - The robot protects staff from exposure to harmful substances, and standardizes the processes for preparing medicines for patients.
  - Just a few robots for production of cytostatic agents are currently operating in Poland.
  - The potential of the Polish market is several dozen devices—average cost per installation is **c. PLN 4m.**

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# Radiopharmaceuticals

# Synektik Group is Poland’s biggest producer and supplier of radiopharmaceuticals

## Leader in production of special radiopharmaceuticals

Products manufacturered by Synektik Group by diagnostic application

| | | |
|---|---|---|
| Broad spectrum of tumours | FDG | FLT |
| Prostate tumours | Cholina | PSMA |
| Bladder tumours | Cholina | |
| Parkinson’s, neuroendocrine tumours | DOPA | |
| Brain and extracranial tumours | FET | |
| Bone tumours | Metaflu | |
| Diagnosis of infectious and inflammatory diseases | FDG | |

**55+**

no. of employees

**3**

manufacturing plants and R&D Centre

Distribution of cyclotrons for production of radiopharmaceuticals used in PET scans


Belonging to Synektik | Public | Other private



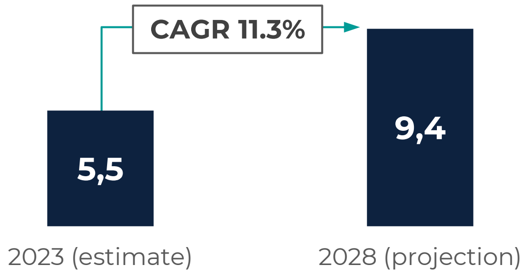
Source: compiled by us based on data from the Supreme Audit Office (NIK), https://www.nik.gov.pl/aktualnosci/niecertyfikowane-radiofarmaceutyki.html (30.11.2021)

# Synektik Group’s leading position on the steadily growing radiopharmaceutical market

**Use of radiopharmaceuticals**

- **Diagnostics**
  - **PET** (Synektik)
  - SPECT
- Treatment

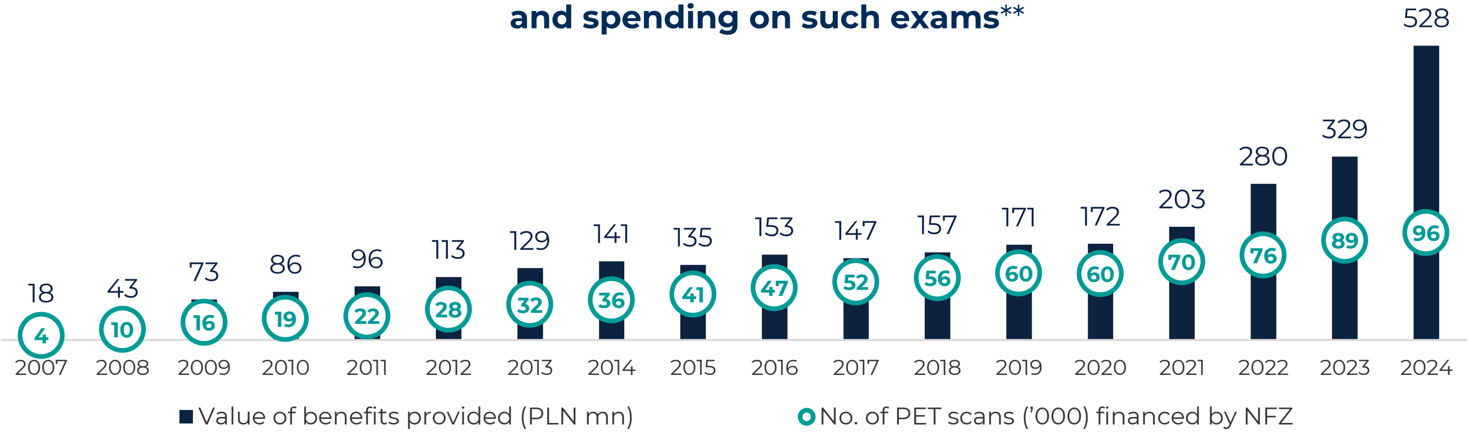
**Revenue of the global nuclear medicine market (USD bn)[1]**




**Factors impacting the growth rate of the nuclear medicine market***

- Increased incidence of cancers and cardiovascular disease
- Application of radiopharmaceuticals in neurological disorders (opportunity)
- Growing role of precision diagnostics in the effectiveness of cancer treatments (opportunity)
- Brief half-life of radiopharmaceuticals (limitation)

**No. of PET scans financed by the National Health Fund (NFZ) in Poland and spending on such exams****




| | |
|---|---|
| **c. 115,000** | Estimated annual no. of PET/CT scans in Poland in 2025 |
| **Poland 3.3**<br>**EU25 average 4.7** | PET scans per year per 1,000 residents[2] |

Synektik



1) “Nuclear Medicine Market,” Markets and Markets
2) Compiled by us based on NFZ data, NIK report and e-zdrowie.gov.pl

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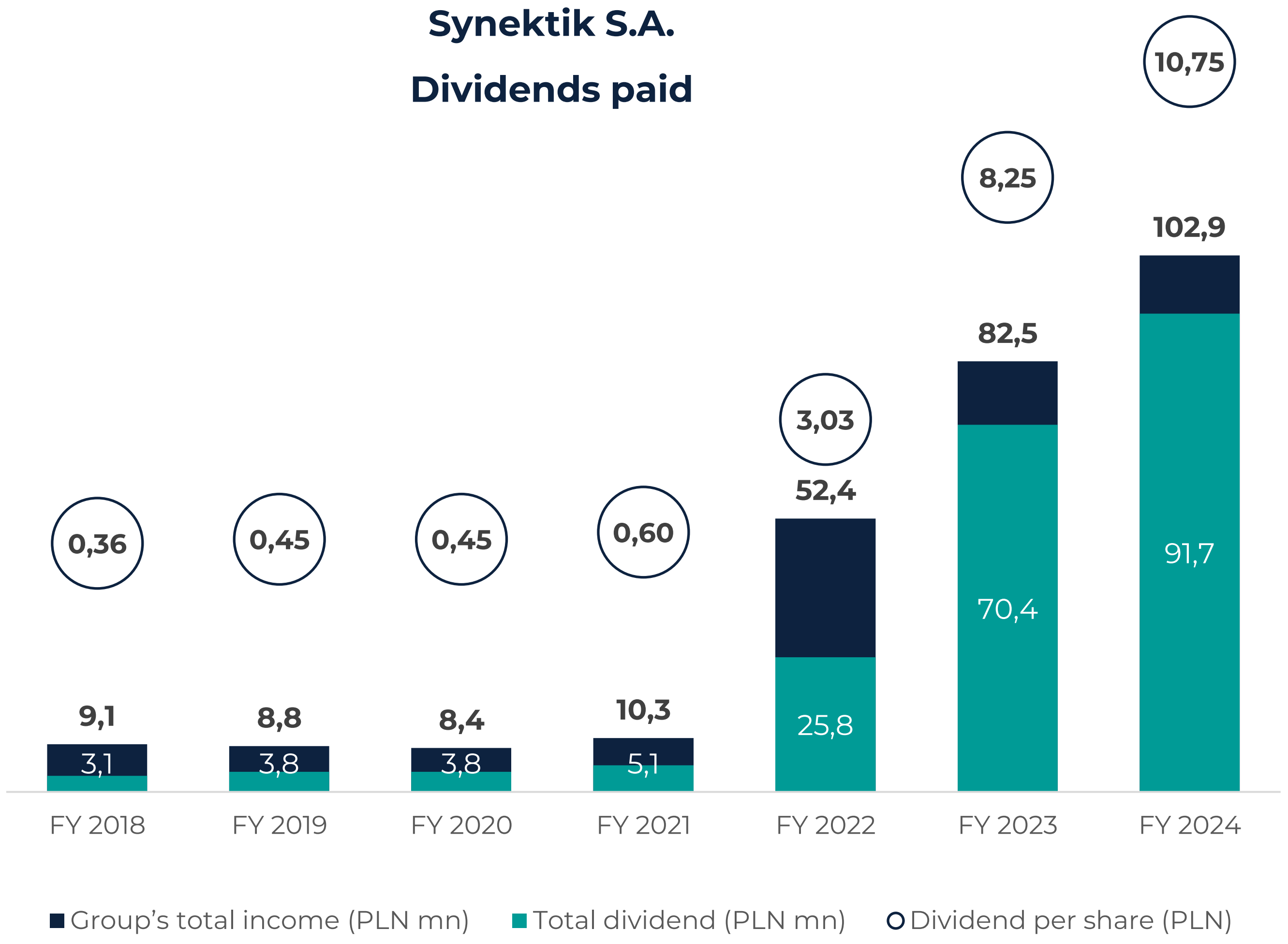
# Dividends

# Regular distribution of profit to shareholders

## Growth in dividend potential thanks to increasing scale and division

- Synektik has paid a dividend to shareholders every year since 2020 (the first for FY 2018).
- In February 2026 the company paid out a **record dividend** for FY 2024 of **PLN 10.75** per share, in the total amount of **PLN 91.7m** (99.7% of the company's unconsolidated net profit).
- The division of Synektik SA and spinoff of the R&D operations to Syn2bio SA greatly increases the company's dividend potential in years to come.
- End of fees payable to Intuitive for acquiring the business in Czechia and Slovakia (USD 2m for FY 2024).



# Synektik – company and management recognized by the market

Open communications—vision—innovations—consistent striving for goals

- **Awards for Synektik the company**
  - **Best da Vinci distributor in the world**—Intuitive Surgical, January 2026
  - **Best da Vinci clinical partner**—Intuitive Surgical, January 2026
  - **WSE company of the year**—5th place, *Puls Biznesu*, April 2026
  - **Investor relations leader**—*Parkiet,* April 2026
  - **Excellence Award** for innovation in radiopharmacy—Masters & Robots, 2025
  - **ZAP-X system distributor of the year**—ZAP Surgical, 2023
  - **WSE company of the year**—*Puls Biznesu*, 2022
  - **Crystal Brussels Sprout** for successes in EU research programmes, 2019
  - **Healthcare ranking honorable mention**—Healthcare Forum / Krynica Economic Forum, 2019
  - **NewConnect company of the year**, 2013

- **Awards for the company's management board**
  - **CEO of the year, Bulls & Bears competition**—*Parkiet*, 2025
  - **Masters of Future-Proof Leadership**—Masters & Robots, 2025
  - **Polish Employers' Vector** for innovation in creation of radiopharmaceuticals, 2018
  - **Business Visionary**—*Dziennik Gazeta Prawna,* 2016

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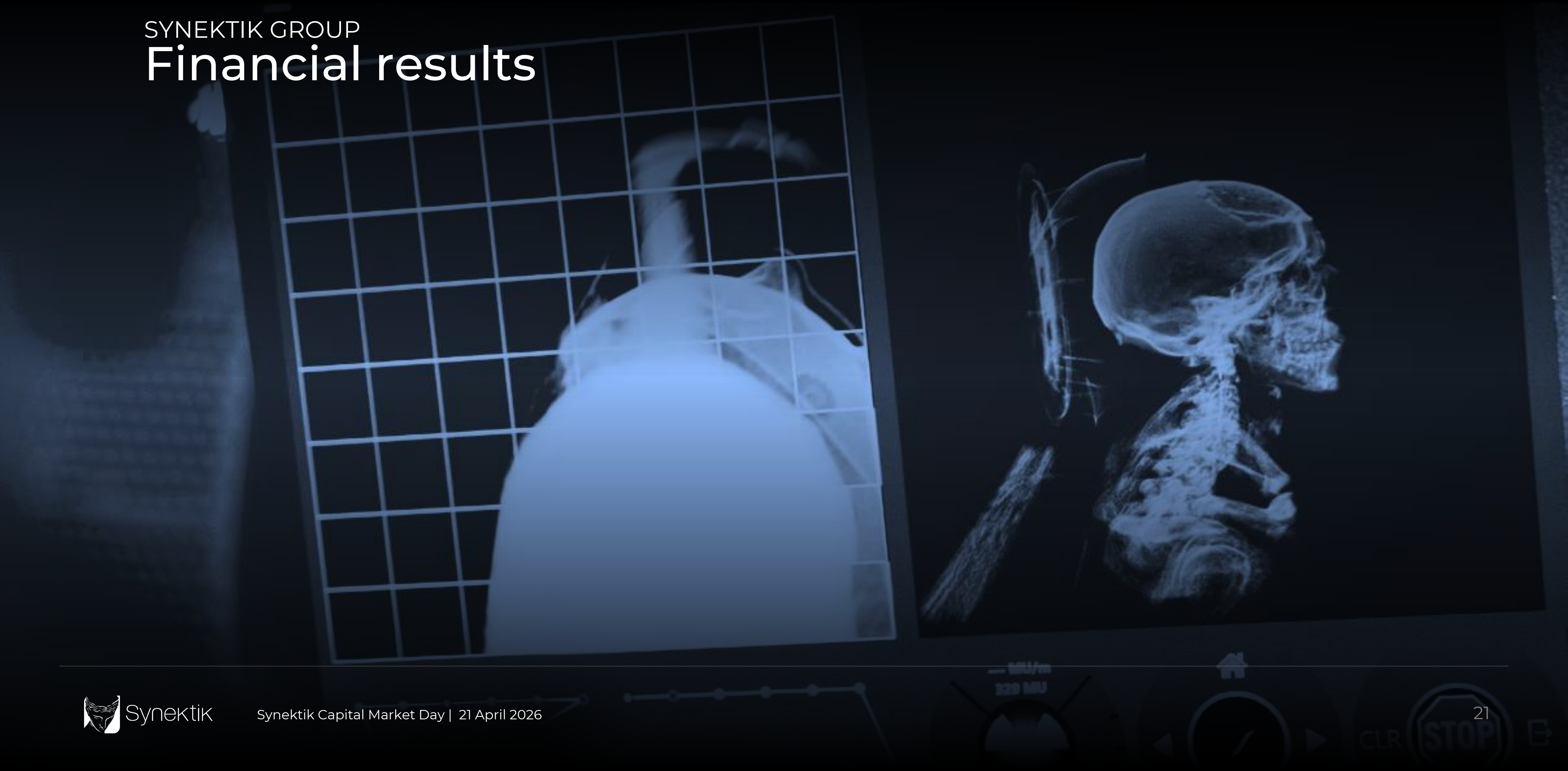
# Financial results



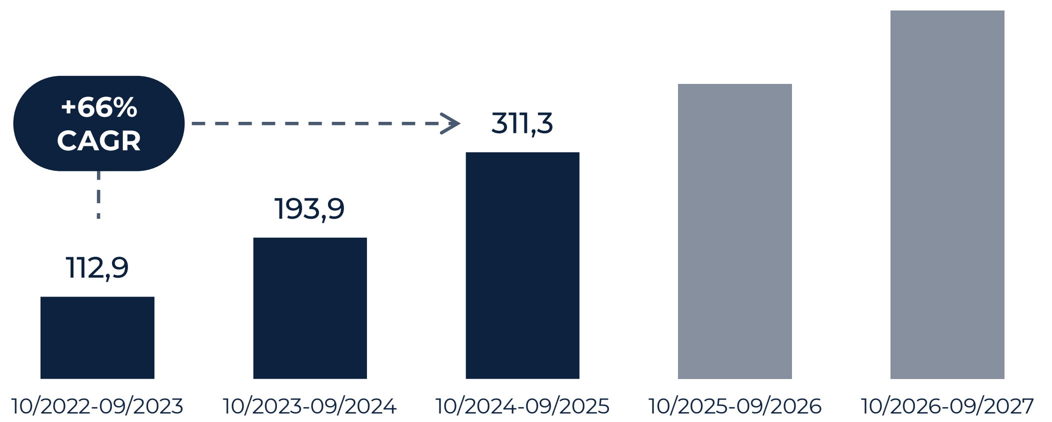
# Medical equipment and IT solutions

## Synektik Group's leading business segment

### Growing share of recurring revenue is driving growth in the profitability of the business

- **60%** CAGR in EBITDA and **45%** CAGR in revenues of the segment over the last 5 years
- Growth in EBITDA profitability of the segment over the past 5 years of over **11 p.p.**

**Recurring revenue from sale of services and supply of materials and accessories (PLN mn)**




**Revenue of the segment* (PLN mn)**


**Adjusted EBITDA (PLN mn)**


*Excluding intragroup transactions

# Medical equipment and IT solutions

## Promising prospects for future quarters

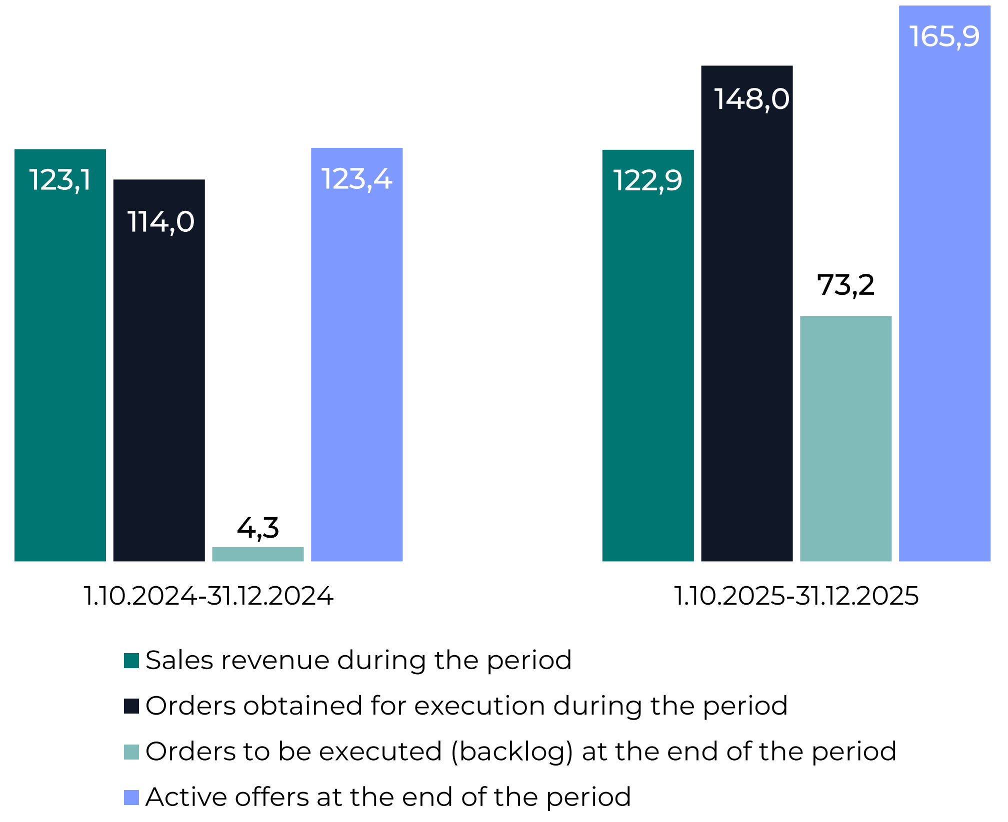
# PLN 239m

**Value of backlog and active offers at the end of 1Q of FY 2025**

(**+87%** y/y)

- Winning orders worth **PLN 148m** in 1Q of FY 2025 (**+30%** y/y)
- Active offers worth **PLN 165.9m** at the end of December 2025 (**+34%** y/y)
- Further increase expected in demand for medical equipment in future quarters, *inter alia* due to:
  - Continuation of tenders organized by hospitals in the National Oncology Network, financed from National Recovery Plan (KPO) funds
  - Proceedings in financing of projects out of KPO funds, in the healthcare digitalization programme and in the programme dedicated to the National Cardiology Network

**Sales of medical equipment, orders to be filled, and active offers (PLN mn)**




Orders obtained, to be executed—value of contracts concluded during the period, to be executed during or after the given period.
Active offers—offers submitted in tenders, negotiations, or technical dialogue with potential buyer.

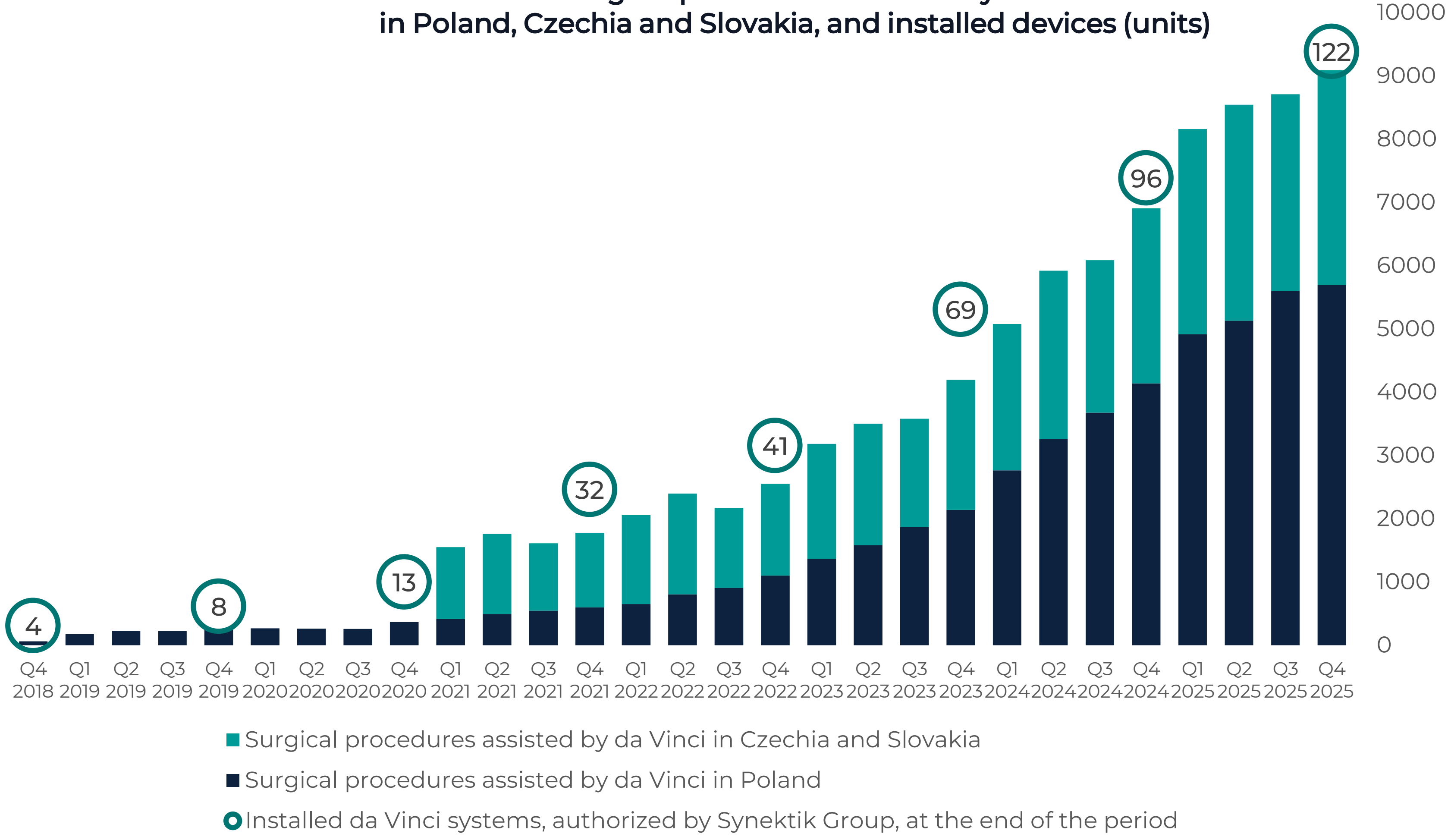
# Medical equipment and IT solutions

## As the exclusive distributor of da Vinci systems in the region, Synektik Group is a direct beneficiary of the growing use of surgical robotics

### Commercialization of da Vinci systems

- **9,100** operations assisted by da Vinci performed in 1Q of FY 2025 in countries where Synektik Group is the exclusive distributor (**+32% y/y**)
- **53%** CAGR in the number of operations assisted by da Vinci in the last 3 years (vs. **44%** CAGR in the number of da Vinci systems installed during the same period)
- Increasing use of da Vinci systems is driving recurring revenue of Synektik Group, which in turn translates into growth in profitability

No. of surgical procedures assisted by da Vinci in Poland, Czechia and Slovakia, and installed devices (units)

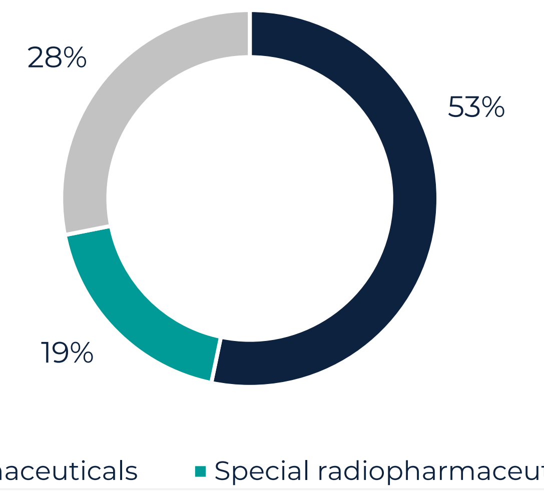


# Radiopharmaceuticals

## Growth in sales and profitability

- **12%** CAGR in revenue over the past 5 years, connected with rising demand for radiotracers and revision of sale prices
- **14%** CAGR in EBITDA of the segment
- Growth in EBITDA profitability of the segment over the past 5 years of **2.4 p.p.**

**Structure of revenue in the segment (PLN mn)**
(1Q of FY 2025)



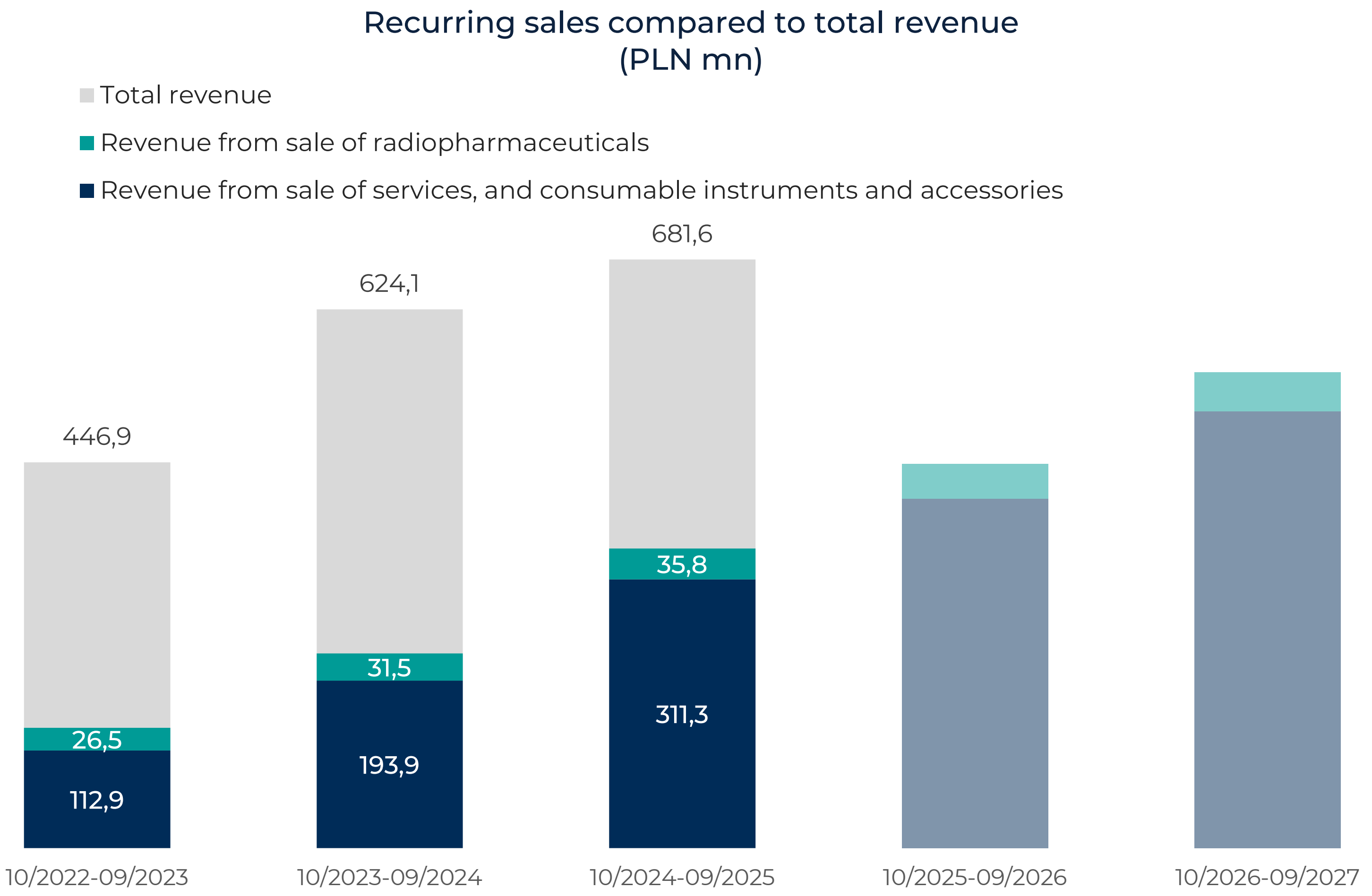

**Revenue of the segment* (PLN mn)**


**Adjusted EBITDA (PLN mn)**


*Excluding intragroup transactions

# Steady growth in recurring sales

## Stable business model with recurring revenue rising as a share of total revenue (increase from 31% in FY 2022 to 51% in FY 2024)




**58%**

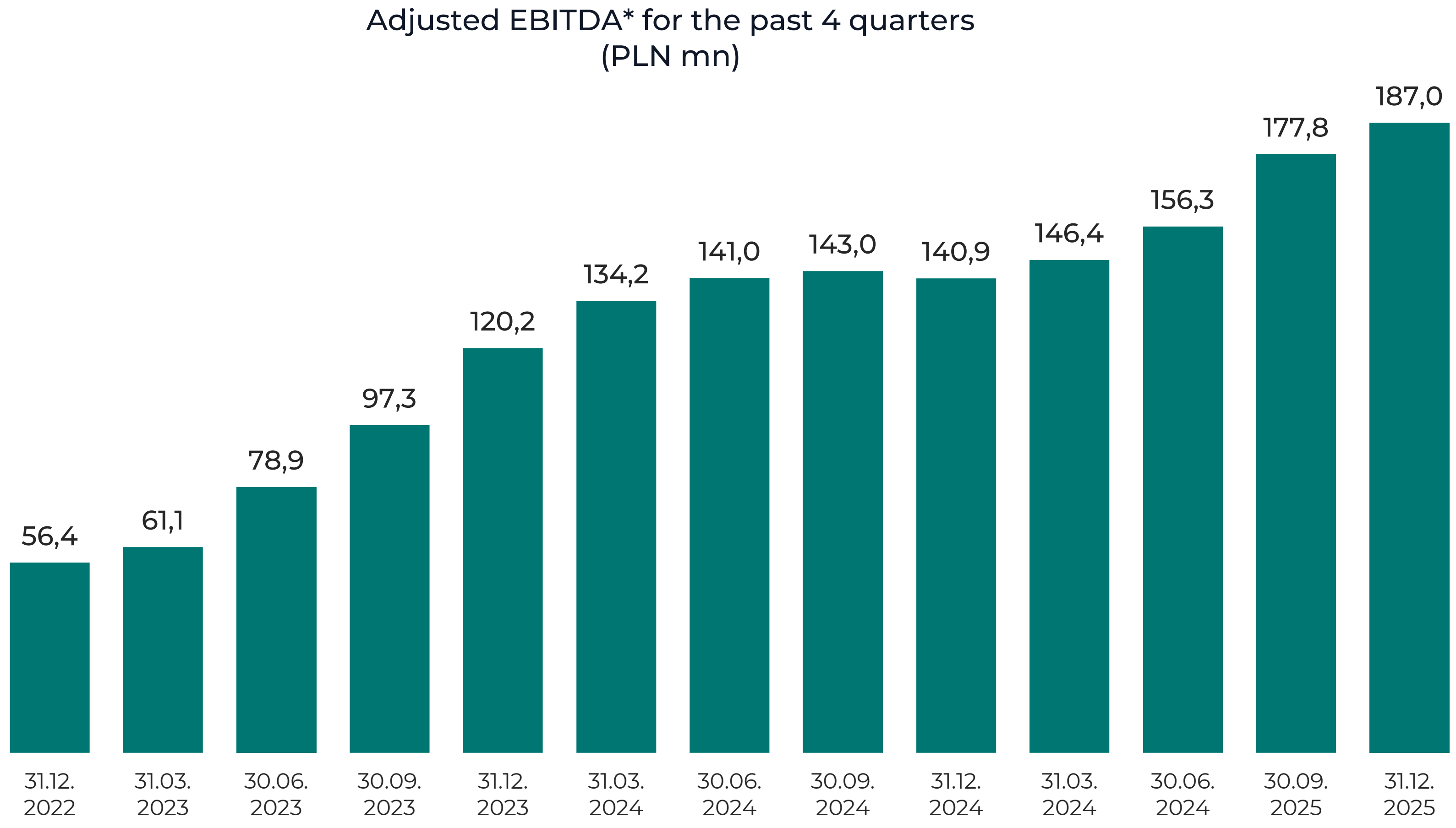
**CAGR in recurring revenue over the past 3 years**

Factors behind growth in recurring sales:

- Rapidly rising demand for consumable parts and accessories for treatment equipment sold by Synektik Group
- Growth in value of post-warranty support services for offered medical equipment
- Growth in value of IT and measurement services performed
- Growth in demand for radiopharmaceuticals used in PET/CT scans

# Consistent growth in EBITDA

## Growing scale and repeat sales are driving the growth in profitability




**49%**

**CAGR in EBITDA over the past three years**

Factors behind the growth in EBITDA:

- Increase in recurring revenue of Synektik Group in both business segments, characterized by attractive margins
- Increased sales of devices used in treatment
- Effect of operating leverage achieved through major growth in the scale of Synektik Group's business

* For FY 2023, 2024 and 2025 results, EBITDA from continuing operations. For earlier periods, EBITDA adjusted by costs of development works.

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# Q&A session

Thank you for your attention!

**WE INVITE YOU TO CONTACT US**


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