



A message from our CEO

Dear investors,

At Andromedical, we work to make life easier for men with intimate healthcare needs. By listening to the people who use our products – users as well as urologists who care for them – we get a better understanding of their needs and challenges. This approach has brought us close to our customers, has delivered pioneering products and made us one of the best men's health medical device companies in the world. We're very proud of that.

Throughout our history, I am proud to say that we have helped more than one million users. My vision is an improvement in men's health with non-invasive medical devices, and the market has supported us. Our main focus has been to continue to serve our customers and maintain business operations.

The world is still experiencing disruptions as a result of the global pandemic. But I am optimistic about our future because Andromedical is a short and long-term growth company and the results back us up. We continue to build the consumer men's health company of the future with a strong commercial model based on category leadership through innovation, strong partnerships with clinicians and a large-scale direct-to-consumer setup. The pandemic has validated our model.

What we have witnessed over the past year is an acceleration of the digital transformation. Triggered by the pandemic, healthcare professionals have been profoundly impacted by the shift to remote work, our employees found new ways of working and consumers became reliant on strong digital offerings. Andromedical has responded in turn and invested in digital tools, data security and artificial intelligence that will help us excel in a more digitised environment.

Despite COVID-19, we delivered a strong set of numbers with 21% organic growth and 33% EBITDA margin. Across all business areas we once again gained market shares. The strong EBITDA margin was supported by the successful execution of our Global Operations Plans. We continued to invest in innovation and commercial growth initiatives, in particular in the US and Europe.

Our strategy is based on key growth drivers such as efficiency, quality, safety, and customer satisfaction.

Dr. Eduardo Gómez de Diego
CEO & Founder

