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The Platform Group targets EUR 1 billion in revenue for 2026, completes three acquisitions in the pharmaceutical sector

- Three majority acquisitions in the pharma platform segment in Q4 2025
- Expansion and renaming of the "Service & Retail Goods" segment to "Pharma & Service Goods"
- Additional acquisitions in the "Optics & Hearing" segment in Q4 2025
- Raised 2026 guidance: revenue of EUR 1 billion and EBITDA of EUR 70 million to EUR 80 million

Düsseldorf, 2 October 2025. The Platform Group AG (ISIN DE000A2QEFA1, "TPG"), a leading software company for platform solutions, is raising its medium-term guidance for 2026 following three majority acquisitions in the pharmaceutical sector and further acquisitions in the "Optics & Hearing" segment. The "Service & Retail Goods" segment will be significantly expanded through the pharma acquisitions and renamed to "Pharma & Service Goods."

The pharma acquisitions build on the positive development of ApoNow GmbH, which has been part of TPG since 2022 and has performed strongly since then. Through its proprietary online platform, ApoNow serves as an interface between 200 pharmaceutical manufacturers and 41,500 pharmacies in Germany, Austria, Switzerland, and Italy. The three newly acquired companies are expected to contribute more than EUR 130 million in revenue in financial year 2026, achieving an EBITDA margin within TPG's target corridor. Signing of the acquisitions took place in September and October 2025. Closing is expected by year-end 2025, subject to approval from the relevant antitrust authorities in Austria and Germany.

The majority acquisitions include Pharmosan Group, headquartered in Vienna, one of Austria's leading platforms for pharmaceutical supply to local pharmacies and physicians. Sales are processed online and via digital B2B order channels – customers are exclusively B2B partners. The company is family-run in its second generation by the Mittelbach family. TPG also acquired a majority stake in Vamida Versandapotheke, headquartered in Brno, Czech Republic. Founded in 2012, the company has established itself as a niche online pharmacy player across Eastern Europe, Austria, and Germany. In addition, TPG acquired a majority stake in Apothekia, a Cologne-based pharma training platform founded in 2013. Apothekia is the market leader for continuing education programs for pharmacy employees in Germany, serving several thousand pharmacies nationwide.



CORPORATE NEWS

Dr. Dominik Benner, CEO of The Platform Group, commented: “When we entered the pharmaceutical industry with a platform solution in 2022, the dynamic growth we see today was not foreseeable. The past years have shown that we built a profitable platform in a niche, which we are now expanding significantly. Our goal is to provide a comprehensive service offering as a trusted partner to local pharmacies: from e-commerce and digital procurement to training and order processes between pharmaceutical manufacturers and pharmacies. The growth potential is significant, and we will elaborate further during today’s Strategy and Update Session in Frankfurt.”

In addition to the pharma acquisitions, TPG intends to acquire two further companies in the “Optics & Hearing” segment in October and has already signed preliminary agreements. The two optics companies generate single-digit million-euro revenues with an EBITDA margin of 24%.

Bjoern Minnier, CFO of The Platform Group AG, added: “The acquisitions in pharma as well as in optics and hearing demonstrate that we are successfully expanding our niche strategy. These transactions will further strengthen our group’s profitability. With these acquisitions, we expect a substantial increase in GMV, revenue, and EBITDA in 2026, leading us to adjust our guidance. We also expect to remain active in both segments with further acquisitions and to scale them significantly.”

Raised Mid-Term Guidance for 2026

Against the backdrop of the recent acquisitions and organic growth, TPG’s management board is raising its mid-term guidance for financial year 2026. Gross merchandise volume (GMV) is expected to increase to EUR 1.7 billion (previous guidance: EUR 1.6 billion), and net revenue to at least EUR 1.0 billion (previous guidance: >EUR 860 million). Driven by strong earnings momentum, pharma acquisitions, and expansion in “Optics & Hearing,” adjusted EBITDA is now projected to reach EUR 70 million to EUR 80 million (previous guidance: >EUR 64 million). The number of partners is expected to exceed 18,000 (unchanged). In line with this increase, product listings on TPG platforms are projected to rise by more than 20%. The already raised 2025 forecast is confirmed.

CORPORATE NEWS

Cash Flow and Leverage

The Platform Group aims to generate strong operating cash flow. Acquired companies are a key part of this strategy, as TPG's acquisition approach is based on integrating profitable businesses. TPG follows a conservative financing strategy, maintaining a leverage ceiling and a diversified funding base consisting of long-term bank loans, equity, and a corporate bond.

For financial years 2025 and 2026, TPG continues to target a leverage ratio between 1.5 and 2.3. Leverage is defined as adjusted EBITDA relative to net financial debt (excluding lease liabilities).

CFO Bjoern Minnier added: "We are confident that we will remain within our leverage guidance of 2.3 or below for 2025 – despite the increased acquisition activity this year and the planned investments in Q4. Our year-to-date performance suggests that operating cash flow in 2025 will continue to improve, and we remain optimistic for 2026."

Update and Strategy Session

CEO Dr. Dominik Benner and CFO Bjoern Minnier, together with additional members of the management team, will present an update on current business developments and TPG's strategic outlook today, 2 October 2025, at 11:00 CEST during a Strategy and Update Session. The agenda includes an overview of the development of the pharma platforms, an in-depth look at the "Optics & Hearing" segment, insights into strategic projects such as TPG Pay and the M&A pipeline, and an outlook for financial year 2026.

Please register in advance to participate via live stream at:

The Platform Group - Strategy and Update Session

The Platform Group AG:

The Platform Group AG is a software company that is active in 27 industries with its own platform solutions. Its customers include both B2B and B2C customers in sectors such as furniture retail, machinery retail, dental technology, car platforms and luxury fashion. The Group has 19 locations across Europe and is headquartered in Düsseldorf. In 2024, sales of EUR 525 million was realized with an operating result (EBITDA adjusted) of EUR 33 million.



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