



**PHOENIX** group

# **INVESTOR CALL PHOENIX GROUP RESULTS OF THE FISCAL YEAR 2021/22**

Dr. Carsten Sauerland, Member of the Executive Board (CFO)  
Dr. Lorenz Näger, Member of the Executive Board (ad interim)

Mannheim, 24 May 2022

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# AGENDA



Fiscal year 2021/22

## Highlights



Fiscal year 2021/22

## Group financials



## Questions & answers

# PHOENIX GROUP AT A GLANCE



Agreement to acquire parts of McKesson's European business activities reached\*, at a very attractive multiple; Enlargement of PHOENIX's country portfolio



Total operating performance and revenue significantly above previous year



Stable development of profit before tax



Further reduction in net debt compared to the fiscal year 2020/21

\* subject to antitrust approval and other customary closing conditions



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Fiscal year 2021/22

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Fiscal year 2021/22

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## Questions & answers

# PHOENIX SE | SOLID DEVELOPMENT OF THE FINANCIAL FIGURES

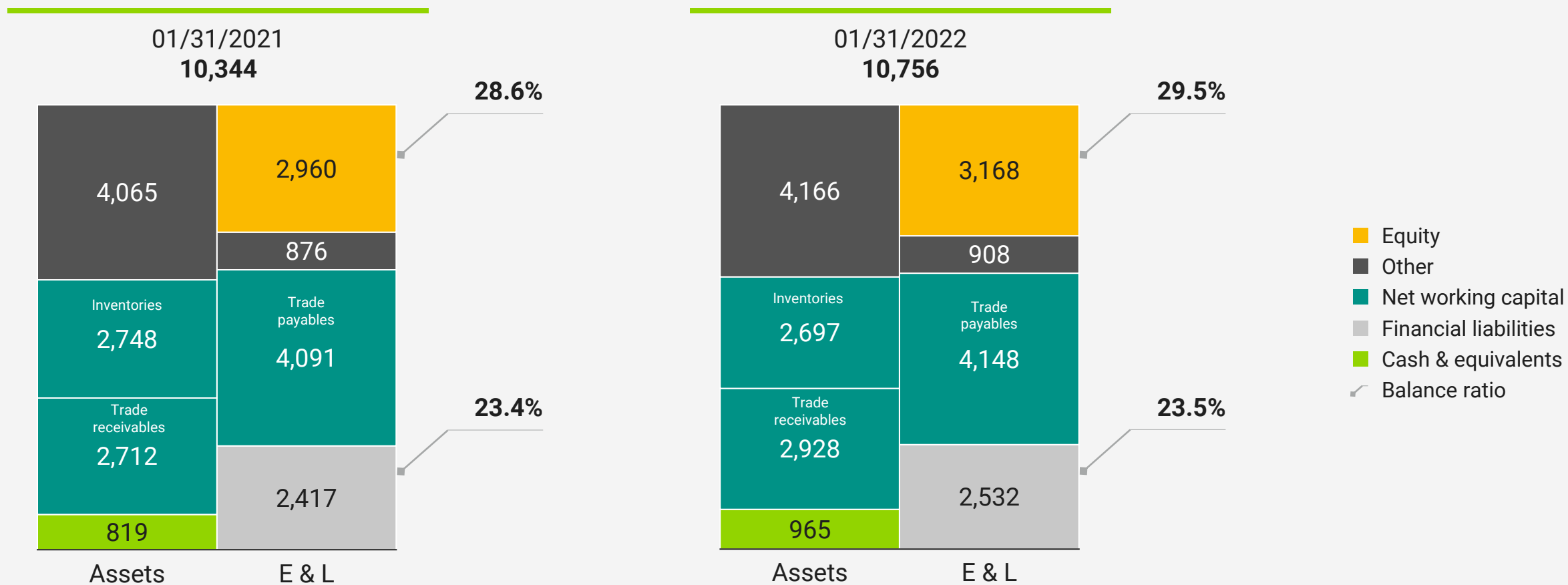
(in mEUR)

Financial performance	FY 2020/21	FY 2021/22		Change
Total operating performance	35,902.0	39,612.8	3,710.8	10.3%
Revenue	28,209.1	30,723.4	2,514.3	8.9%
EBITDA <i>before significant one-off effects</i>	642.5	705.7	63.2	9.8%
EBITDA	653.4	669.0	15.6	2.4%
EBIT	354.2	356.3	2.1	0.6%
Profit before tax <i>before significant one-off effects</i>	287.8	334.7	46.9	16.3%
Profit before tax	298.7	298.0	-0.7	-0.2%
Profit after tax	226.7	211.6	-15.1	-6.7%
Equity	2,959.7	3,168.2	208.5	7.0%
Equity ratio (%)	28.6	29.5	0.9	3.1%
Net debt	2,006.9	1,829.8	-177.1	-8.8%



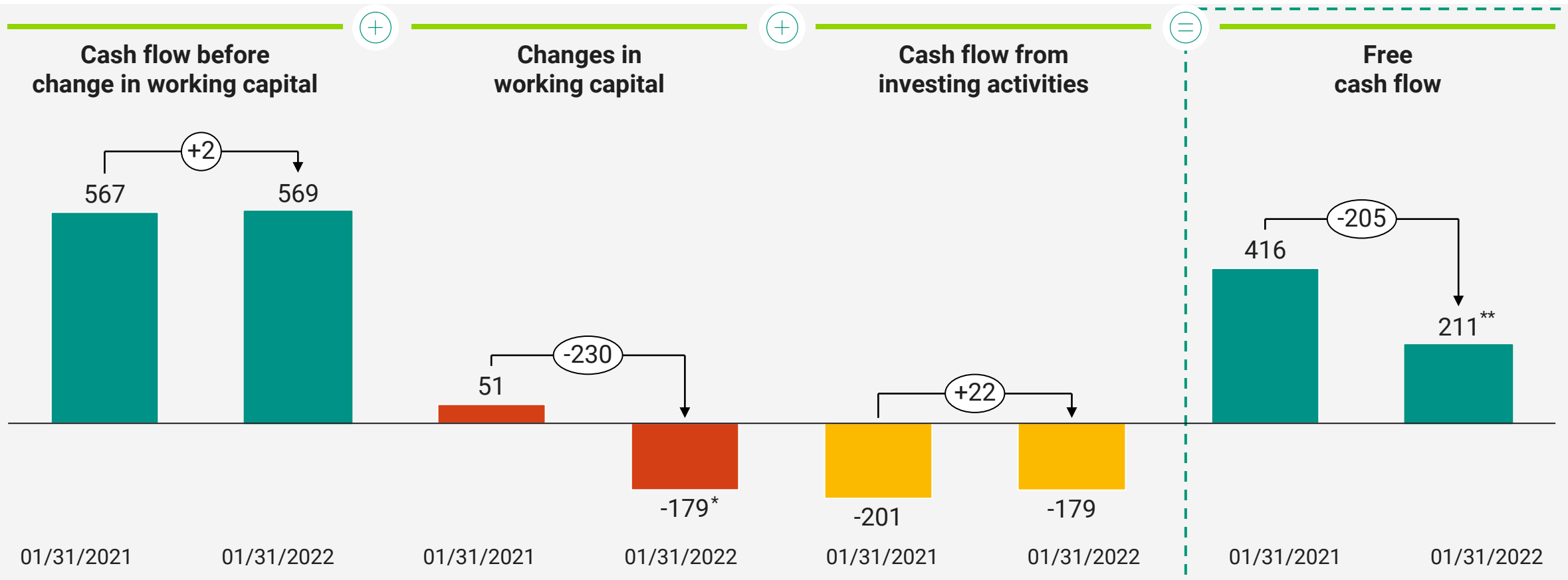
# PHOENIX SE | GOOD DEVELOPMENT OF THE BALANCE SHEET

(in mEUR)



# PHOENIX SE | FREE CASH FLOW IMPACTED BY CHANGE IN WORKING CAPITAL

(in mEUR)



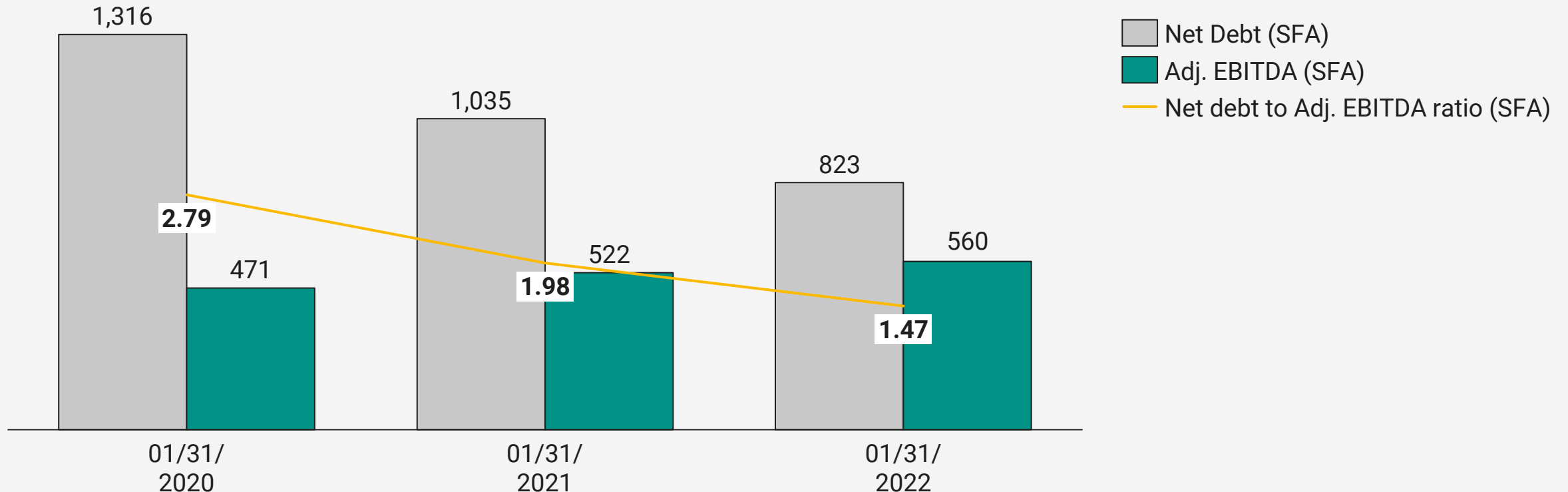
\* Mainly due to ABS Programme

\*\* Free Cash Flow adjusted by ABS effect slightly below prior year due to changes in non-trade working capital



# PHOENIX KG | CONTINUOUSLY IMPROVED LEVERAGE RATIO DUE TO FREE CASH FLOW GENERATION (excl. IFRS 16)

(in mEUR)



# PHOENIX SE | EXCELLENT LIQUIDITY HEADROOM AVAILABLE

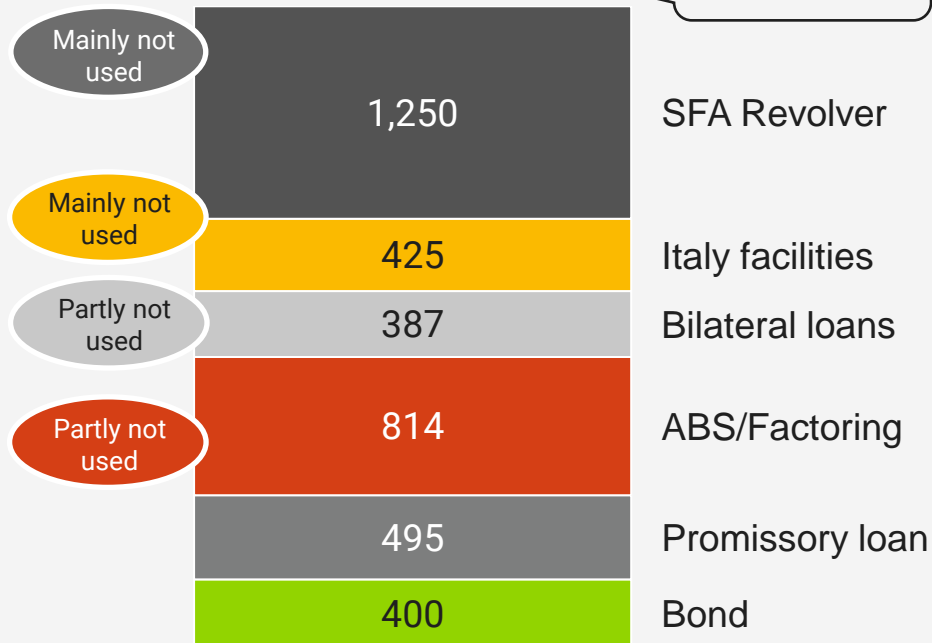
(in mEUR)

## Financial facilities and headroom

01/31/2022

3,771\*

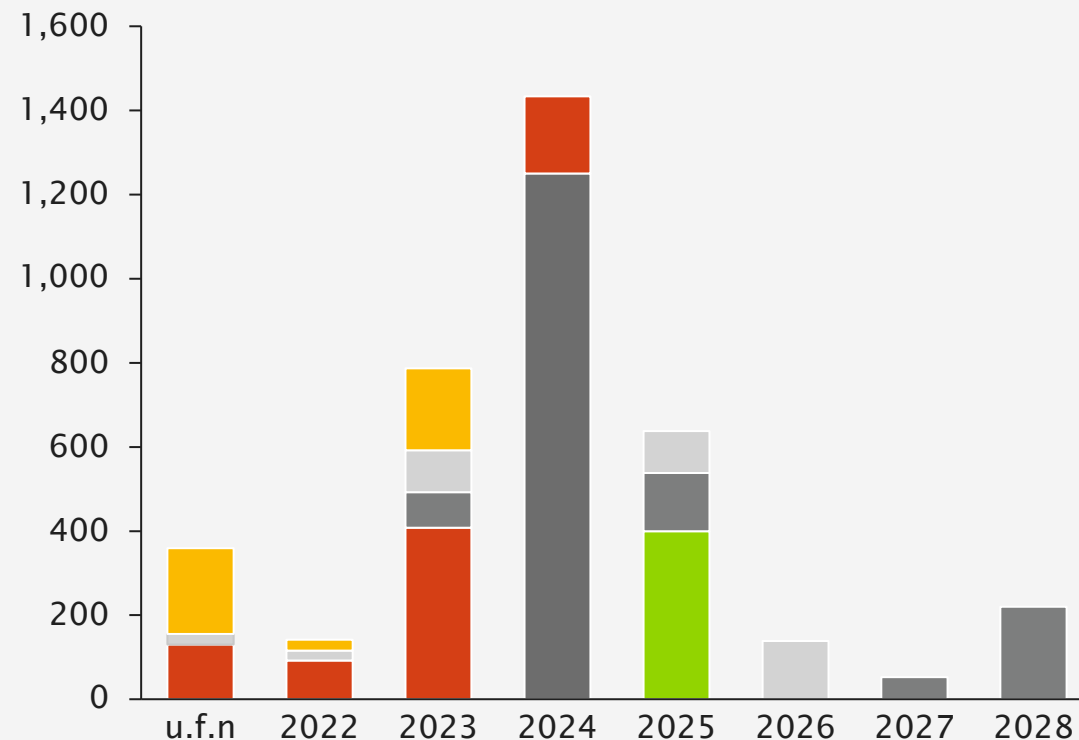
Approx. 1.9 bn € headroom



\* excl. acquisition financing arrangements

## Debt maturity profile

01/31/2022



# FINANCIAL OUTLOOK FOR THE FISCAL YEAR 2022/23



Expansion of market position in Europe through organic growth and acquisitions



PHOENIX group's revenue set to increase at a slightly higher rate than European pharmaceutical markets\*



Profit before tax for fiscal year 2022/23 is forecasted to be at the level seen in 2021/22\*



Positive development of equity ratio expected\*

\*Given the difficulty of predicting when the planned acquisition of parts of McKesson's European business activities will be completed, the forecasts do not include any resulting effects on the PHOENIX group's revenue, profit before tax or equity ratio.



# FINANCIAL CALENDAR 2022

## Reporting event

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## Date

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Quarterly report February to April 2022

27 June 2022

Half-year report February to July 2022

28 September 2022

Quarterly report February to October 2022

21 December 2022

# AGENDA



Fiscal year 2021/22

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Fiscal year 2021/22

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## Questions & answers



**PHOENIX** group

## **WE DELIVER HEALTH**

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# APPENDIX | NET DEBT BRIDGE, JAN 2022

(in mEUR)

