



PHOENIX group

INVESTOR CALL PHOENIX GROUP RESULTS OF THE 1ST QUARTER 2022/23

Dr. Carsten Sauerland, CFO

Mannheim, 27 June 2022

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AGENDA



1st quarter 2022/23

Highlights



1st quarter 2022/23

Group financials



Questions & answers

PHOENIX GROUP AT A GLANCE



Total operating performance and revenue have increased again compared to prior year



Profit before tax above previous year



Further reduction in net debt compared with the first quarter of 2021/22



AGENDA



1st quarter 2022/23

Highlights



1st quarter 2022/23

Group financials



**Questions &
answers**

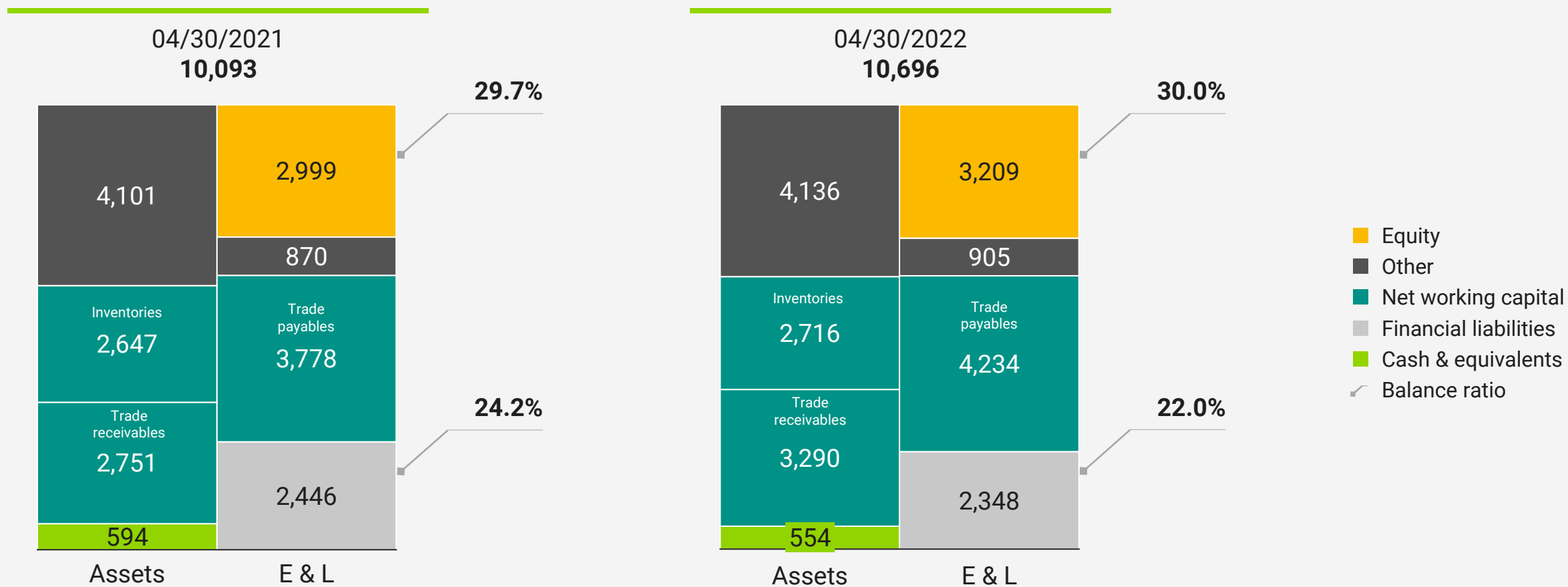
PHOENIX SE | SOLID DEVELOPMENT OF THE FINANCIAL FIGURES

(in mEUR)

| Financial performance | 1 st quarter 2021/22 | 1 st quarter 2022/23 | | Change |
|---|---------------------------------|---------------------------------|--------|--------|
| Total operating performance | 9,309.1 | 10,249.6 | 940.5 | 10.1% |
| Revenue | 7,313.2 | 7,990.0 | 676.8 | 9.3% |
| EBITDA <i>before significant one-off effects</i> | 167.2 | 162.2 | -5.0 | -3.0% |
| EBITDA | 134.5 | 162.2 | 27.7 | 20.6% |
| EBIT | 64.0 | 88.7 | 24.7 | 38.6% |
| Profit before tax <i>before significant one-off effects</i> | 81.4 | 69.2 | -12.2 | -15.0% |
| Profit before tax | 48.7 | 69.2 | 20.5 | 42.2% |
| Profit after tax | 36.1 | 50.1 | 14.0 | 38.8% |
| Equity | 2,998.5 | 3,209.2 | 210.7 | 7.0% |
| Equity ratio (%) | 29.7 | 30.0 | 0.3 | 1.0% |
| Net debt | 2,265.3 | 1,990.7 | -274.6 | -12.1% |

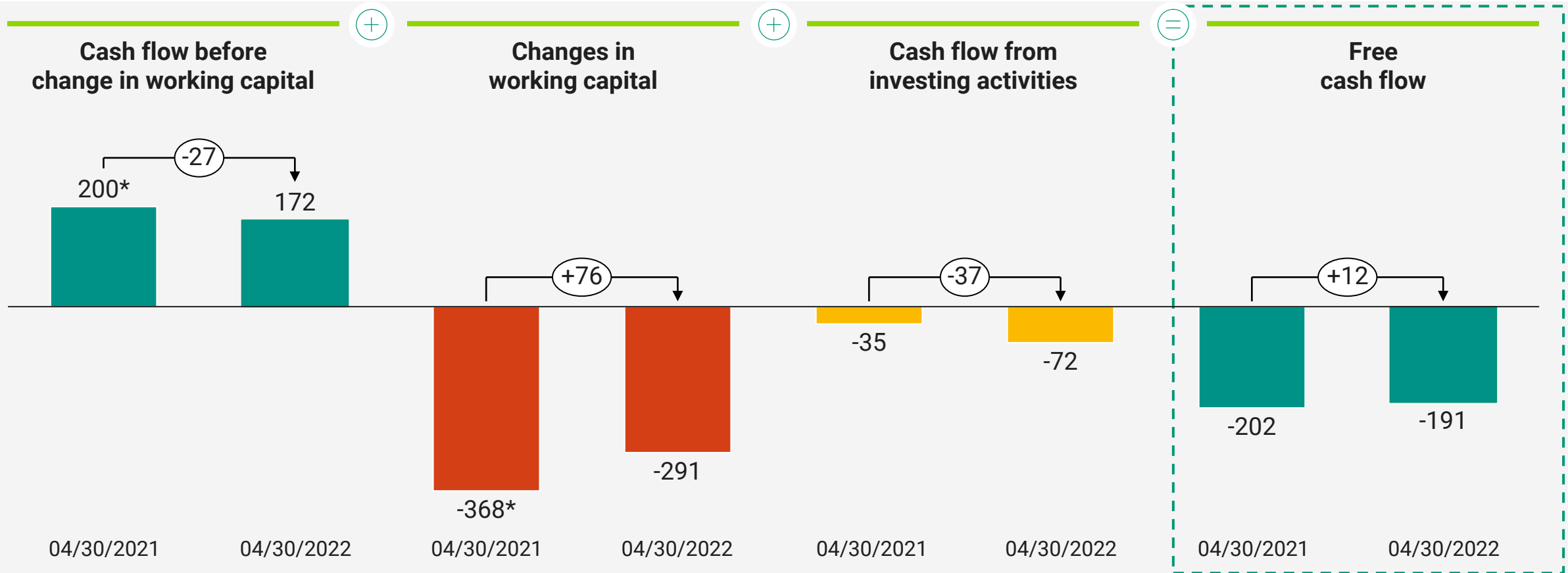
PHOENIX SE | GOOD DEVELOPMENT OF THE BALANCE SHEET

(in mEUR)



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

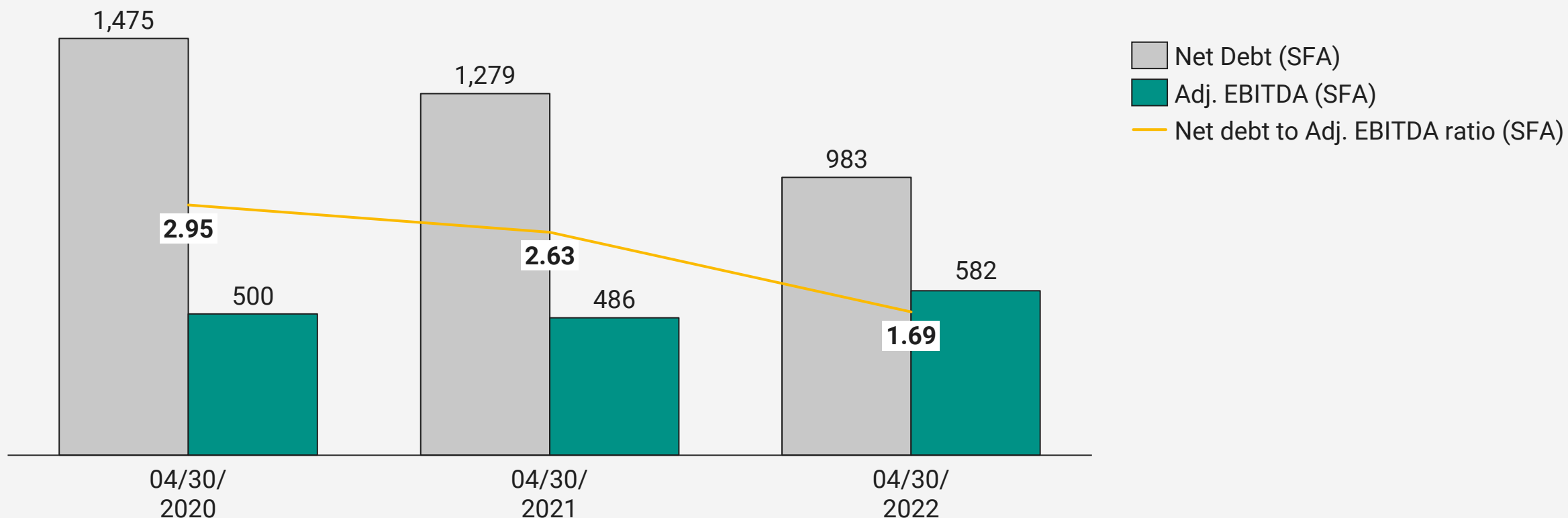
(in mEUR)



*prior year adjusted: neutral reclassification between „Cash flow before change in working capital“ and „Changes in 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

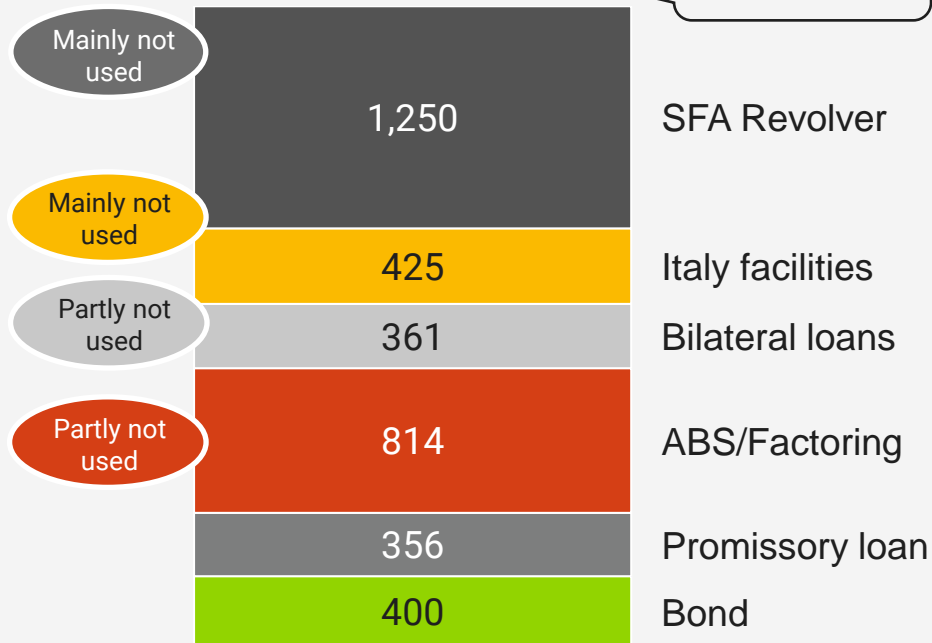
(in mEUR)

Financial facilities and headroom

04/30/2022

3,607*

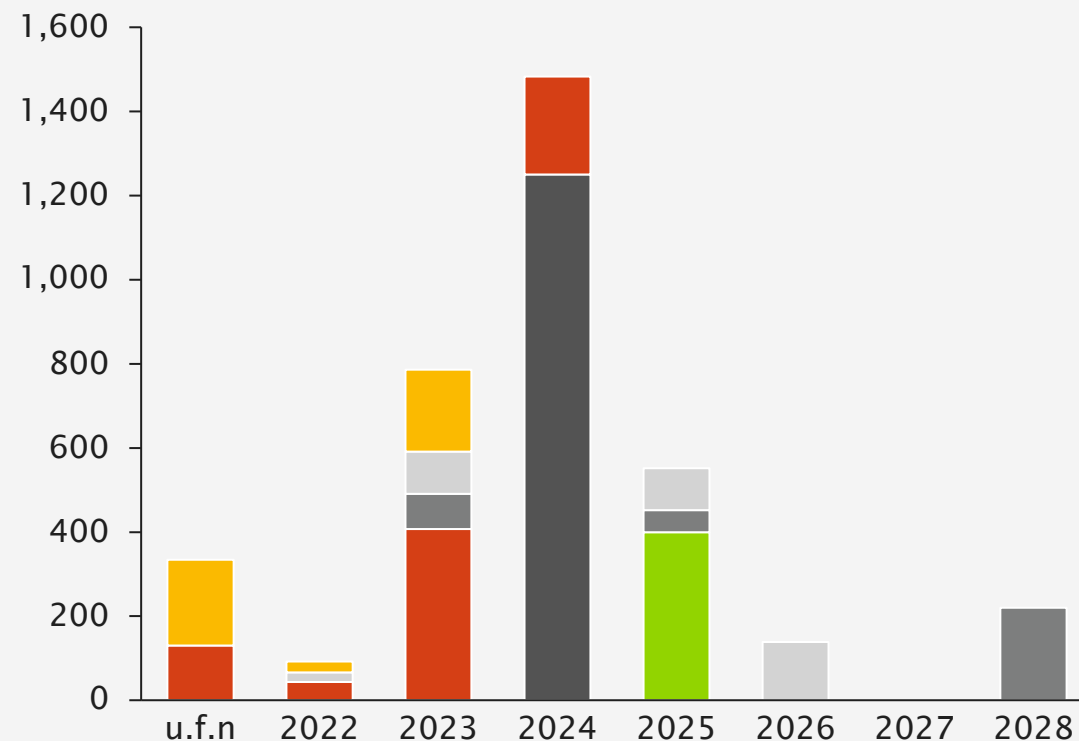
Approx. 1.9 bn € headroom



* excl. acquisition financing arrangements

Debt maturity profile

04/30/2022



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

Date

Half-year report February to July 2022

28 September 2022

Quarterly report February to October 2022

21 December 2022

AGENDA



1st quarter 2022/23

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1st quarter 2022/23

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**Questions &
answers**



PHOENIX group

WE DELIVER HEALTH

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APPENDIX | NET DEBT BRIDGE, APRIL 2022

(in mEUR)

