



Investor call  
Results of the 1<sup>st</sup> half-year  
PHOENIX group 2018/19

Helmut Fischer, CFO

Mannheim, 21 September 2018

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**1<sup>st</sup> half-year 2018/19 – Highlights**

1<sup>st</sup> half-year 2018/19 – Group financials

Questions & answers

# Expansion of market position through organic growth and acquisitions

## Highlights

- Total operating performance and revenue increased again
- Stable development of adjusted EBITDA
- Further increase in the equity ratio
- Acquisition of Farmexim and Help Net in Romania completed



1<sup>st</sup> half-year 2018/19 – Highlights

**1<sup>st</sup> half-year 2018/19 – Group financials**

Questions & answers

# Group financials

## 1<sup>st</sup> half-year 2018/19

- **PHOENIX Pharma SE (PP SE)**
- PHOENIX Pharmahandel GmbH & Co KG (PPH KG)



# PP SE | Strong increase of revenue and total operating performance

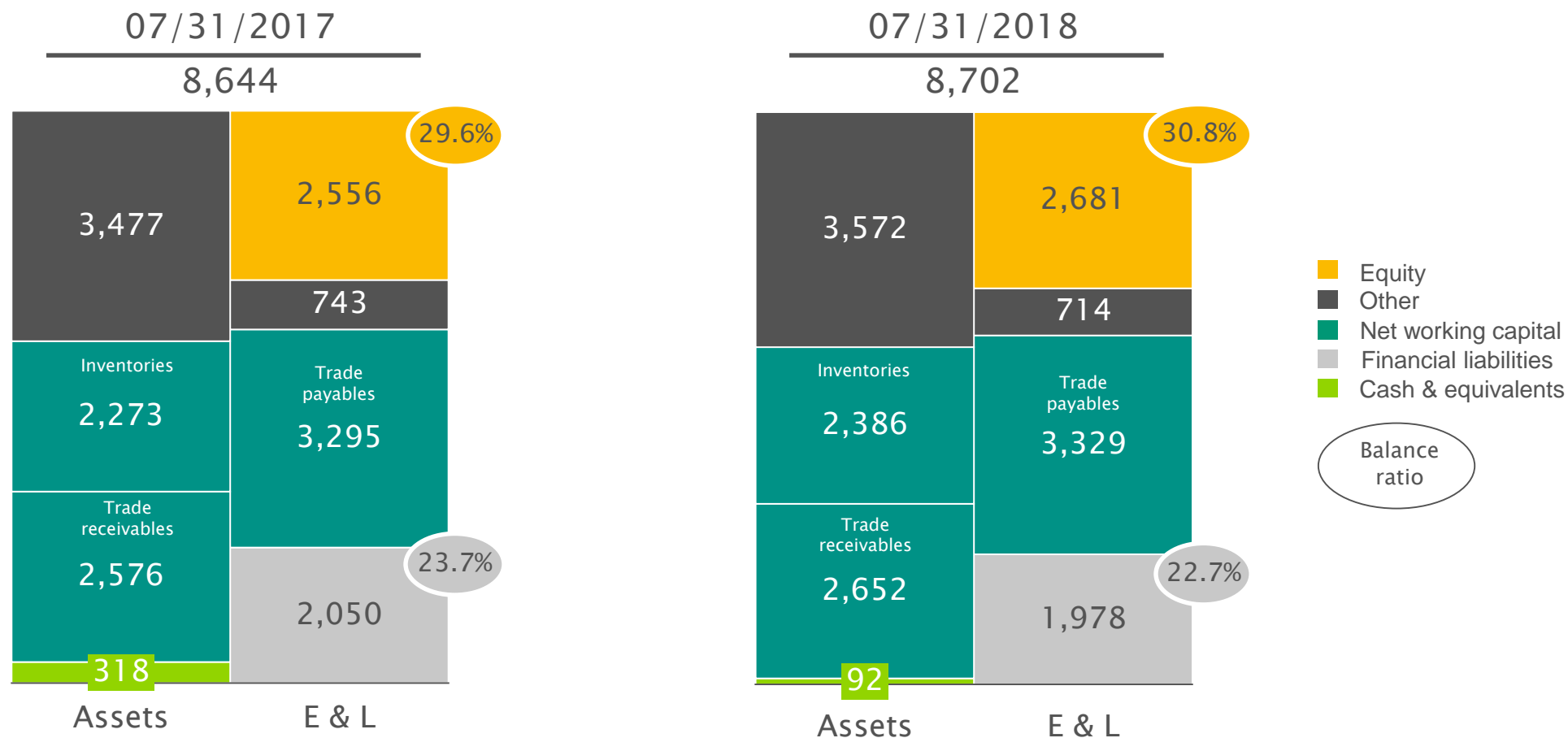
(in m€)

Business performance	2017/18 First half-year	2018/19 First half-year	Delta	
Total operating performance	15,338.3	16,081.9	743.6	4.8%
<b>Revenue</b>	<b>12,297.2</b>	<b>12,565.1</b>	<b>267.9</b>	<b>2.2%</b>
Total income	1,307.0	1,336.9	29.9	2.3%
Personnel expenses	-666.3	-690.2	-23.9	3.6%
Other op. expenses	-422.6	-438.3	-15.7	3.7%
EBITDA	219.5	209.3	-10.2	-4.6%
<b>Adjusted EBITDA*</b>	<b>226.8</b>	<b>222.2</b>	<b>-4.6</b>	<b>-2.0%</b>
EBIT	153.1	141.3	-11.8	-7.7%
Financial result	-24.5	-20.2	4.3	-17.3%
Profit before tax	128.6	121.1	-7.5	-5.8%
<b>Profit after tax</b>	<b>92.7</b>	<b>82.8</b>	<b>-9.9</b>	<b>-10.7%</b>

\* adjusted by non-recurring items, interest from customers and expenses related to ABS/factoring

# PP SE | Solid development of the balance sheet

(in m€)



Net debt: 1,889.7 m€  
1,636.0 m€ (PPH KG)

2,072.6 m€  
2,021.2 m€ (PPH KG)



# Group financials

## 1<sup>st</sup> half-year 2018/19

- PHOENIX Pharma SE (PP SE)
- **PHOENIX Pharmahandel GmbH & Co KG (PPH KG)**



# PPH KG | Strong increase of revenue and total operating performance

(in m€)

Business performance	2017/18 First half-year	2018/19 First half-year	Delta	
Total operating performance	15,338.3	16,081.9	743.6	4.8%
<b>Revenue</b>	<b>12,297.2</b>	<b>12,565.1</b>	<b>267.9</b>	<b>2.2%</b>
Total income	1,305.3	1,336.9	31.6	2.4%
Personnel expenses	-666.3	-690.2	-23.9	3.6%
Other op. expenses	-428.2	-449.8	-21.6	5.0%
EBITDA	212.2	197.7	-14.5	-6.8%
<b>Adjusted EBITDA (SFA)*</b>	<b>219.5</b>	<b>215.9</b>	<b>-3.6</b>	<b>-1.7%</b>
EBIT	146.6	130.5	-16.1	-10.9%
Financial result	-22.1	-17.8	4.3	-19.6%
Profit before tax	124.4	112.7	-11.7	-9.4%
<b>Profit after tax</b>	<b>88.7</b>	<b>75.5</b>	<b>-13.2</b>	<b>-14.9%</b>

\* adjusted by non-recurring items, interest from customers and expenses related to ABS/factoring

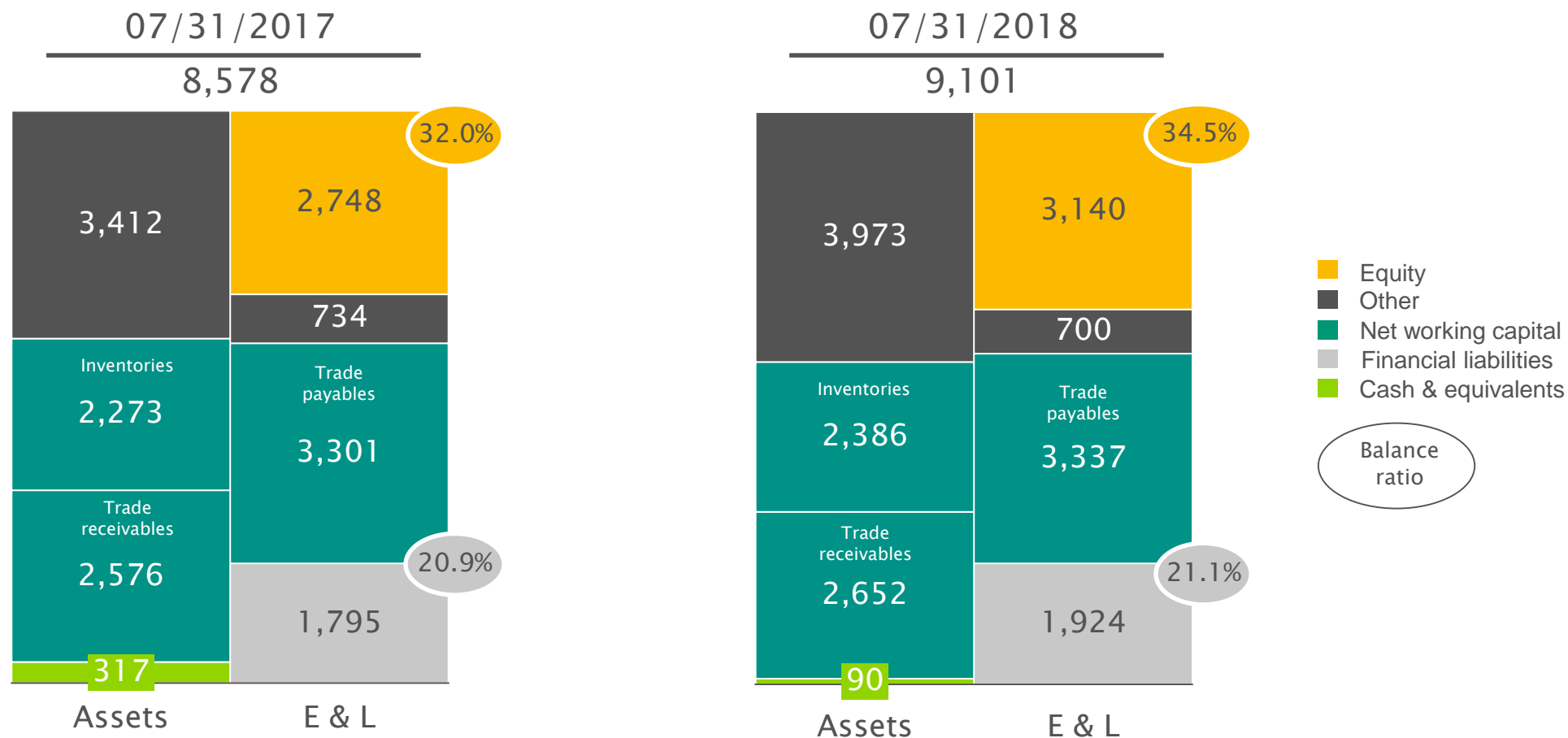
# PPH KG | Substantial improvement of financial result

(in m€)

Financial result	2017/18 First half-year	2018/19 First half-year	Delta
Interest income	6.5	6.8	0.3
Interest expenses	-28.6	-24.1	4.5
<b>Interest result</b>	<b>-22.1</b>	<b>-17.3</b>	<b>4.8</b>
Other net financial result	-0.0	-0.5	-0.5
<b>Financial result</b>	<b>-22.1</b>	<b>-17.8</b>	<b>4.3</b>

# PPH KG | Solid development of the balance sheet

(in m€)



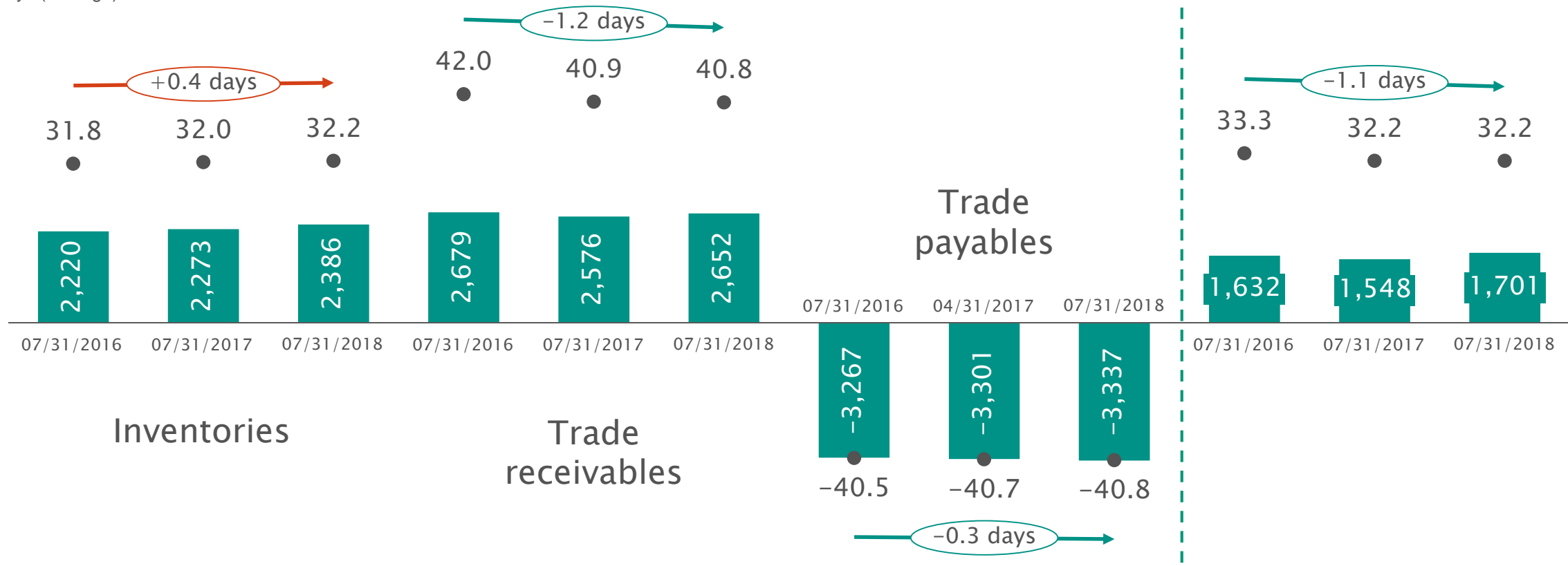
Net debt: 1,636.0 m€

2,021.2 m€

# PPH KG | Favourable development of net working capital

(in m€)

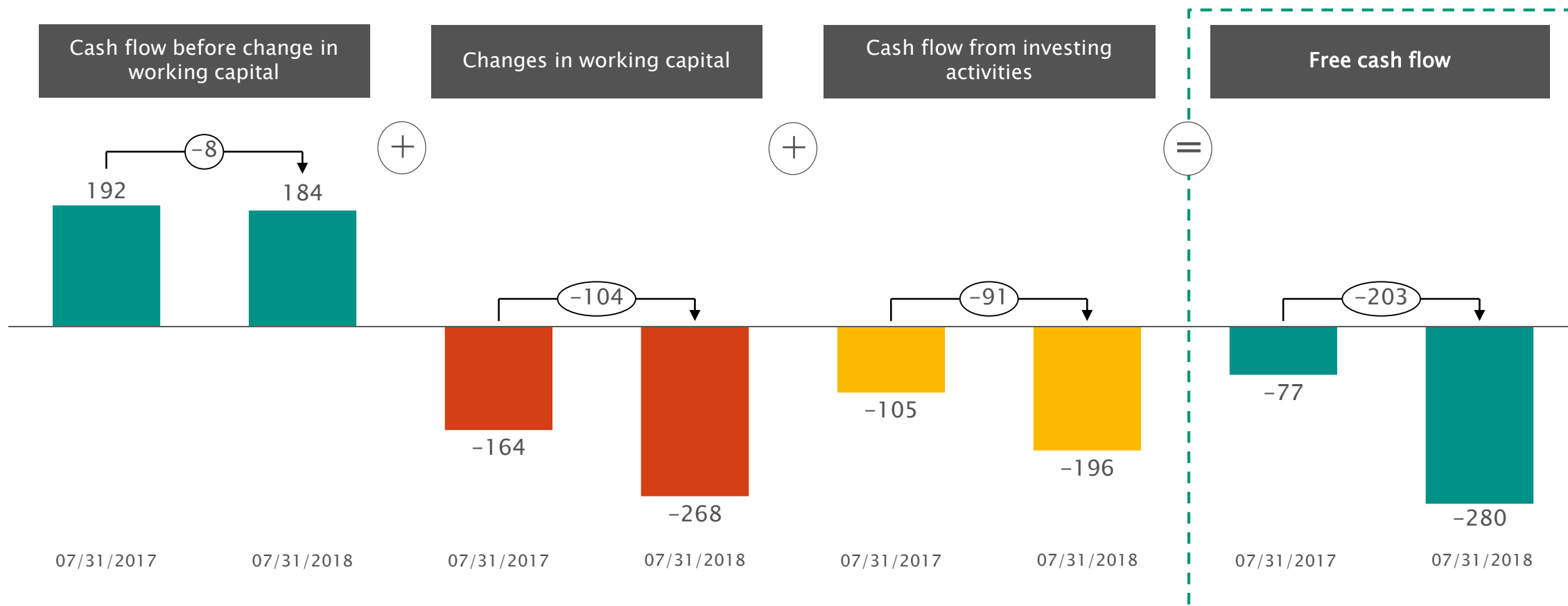
● Days (average)



- Balance sheet figures as externally reported.
- Net working capital days: Average figures for the respective period; figures including ABS/factoring; prior years' figures adjusted due to IFRS 9.

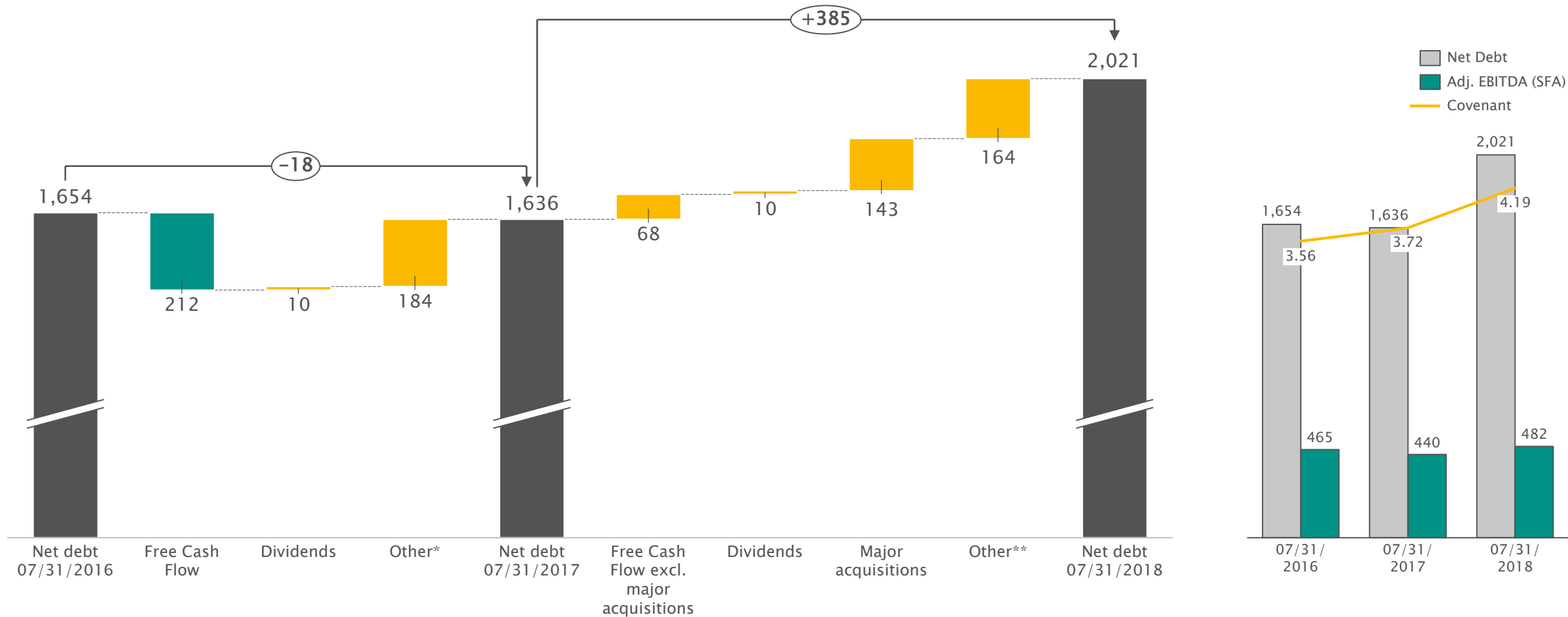
# PPH KG | Cash flow impacted by major acquisitions

(in m€)



# PPH KG | Net debt influenced by major acquisitions

(in m€)



\*LTM per 07/2017 mainly capital repayment (170 m€)

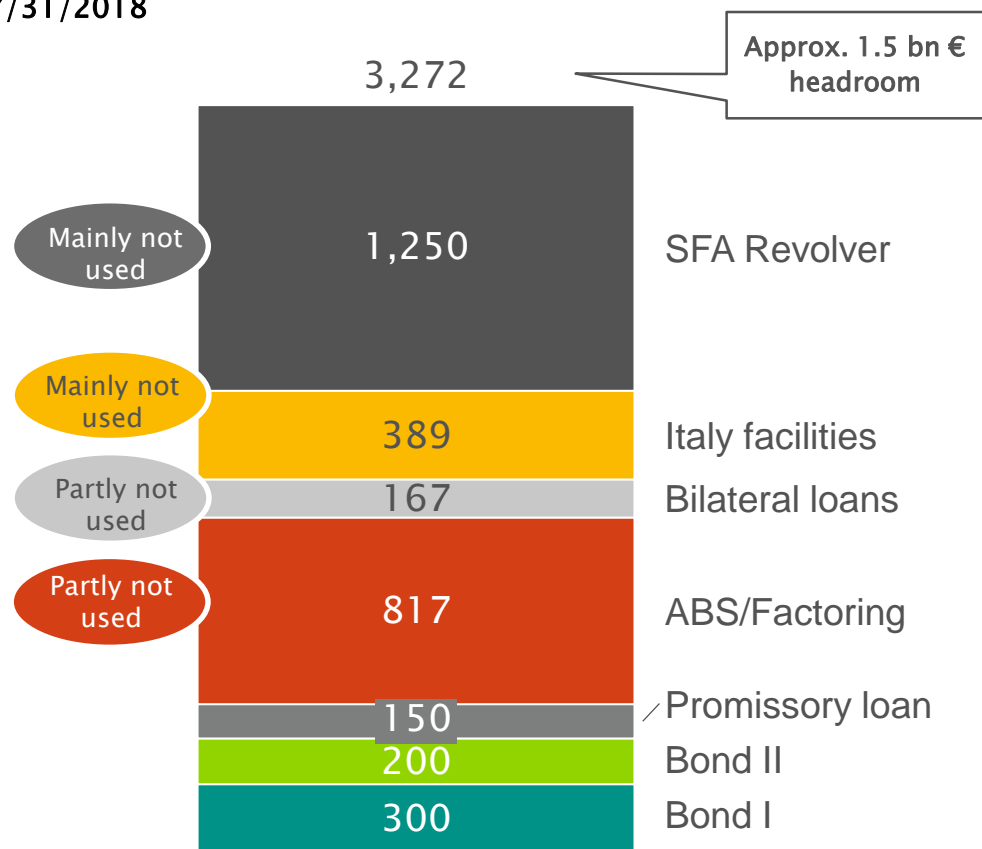
\*\*LTM per 07/2018 mainly effect from disposal of Stumpf Berlin from PHOENIX KG to PHOENIX SE (143 m€)

# PPH KG | Excellent liquidity headroom available

(in m€)

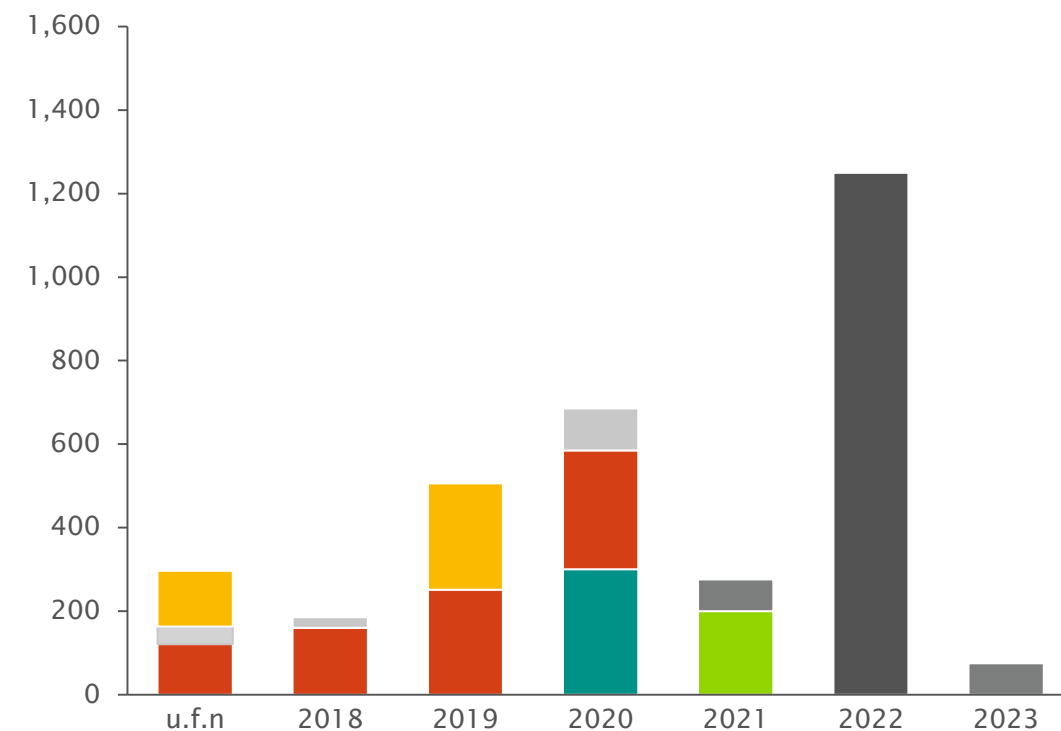
## Financial facilities and headroom

07/31/2018



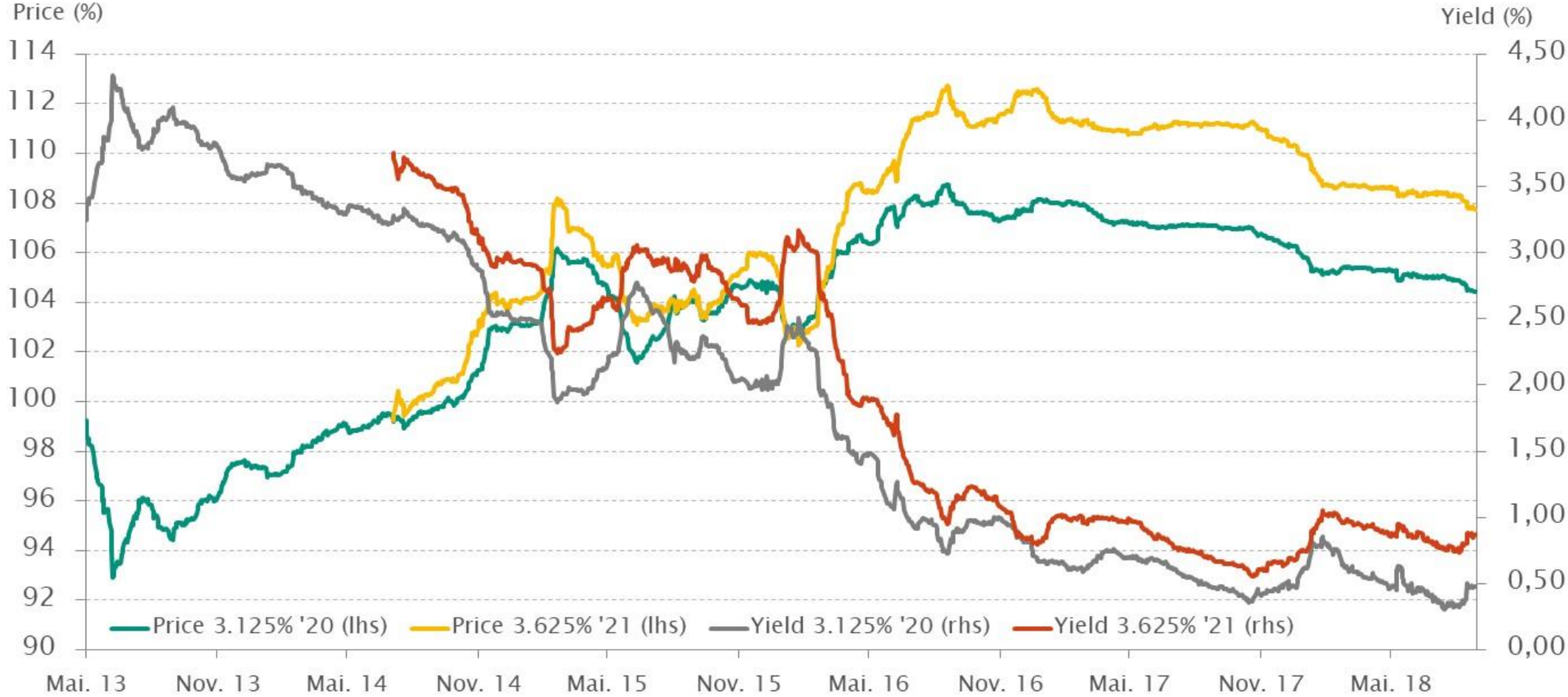
## Debt maturity profile

07/31/2018





# Positive development of the PHOENIX bonds



Source: Bloomberg. 09/17/2018

## Financial outlook for the fiscal year 2018/19

- Stable economic environment in 2018, with GDP in Germany and the Eurozone expected to grow by around 2%
- In 2018 pharmaceutical markets anticipated to record a positive market growth of 2.2% across Europe, in Germany of 2.9%
- Expansion of market position in Europe through organic growth and acquisitions
- Revenue growth estimated to be slightly above the level of growth on European pharmaceutical markets
- EBITDA in 2018/19 expected to be slightly lower than in 2017/18 due to extraordinary expenses relating to optimisation programmes
- Stable development of equity ratio expected



Reporting event	Date
○ Quarterly report February to October 2018	18 December 2018

1<sup>st</sup> half-year 2018/19 – Highlights

1<sup>st</sup> half-year 2018/19 – Group financials

**Questions & answers**

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Thank you!