



Investor call  
Results of the 1<sup>st</sup> half-year  
PHOENIX group 2019/20

Helmut Fischer, CFO

Mannheim, 24 September 2019



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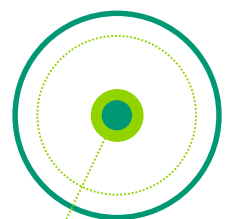
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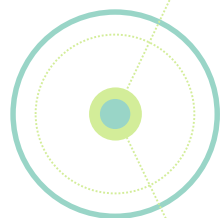
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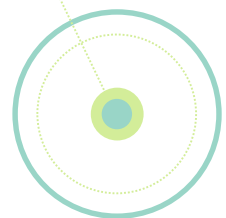
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**1<sup>st</sup> half-year 2019/20 – Highlights**



**1<sup>st</sup> half-year 2019/20 – Group financials**

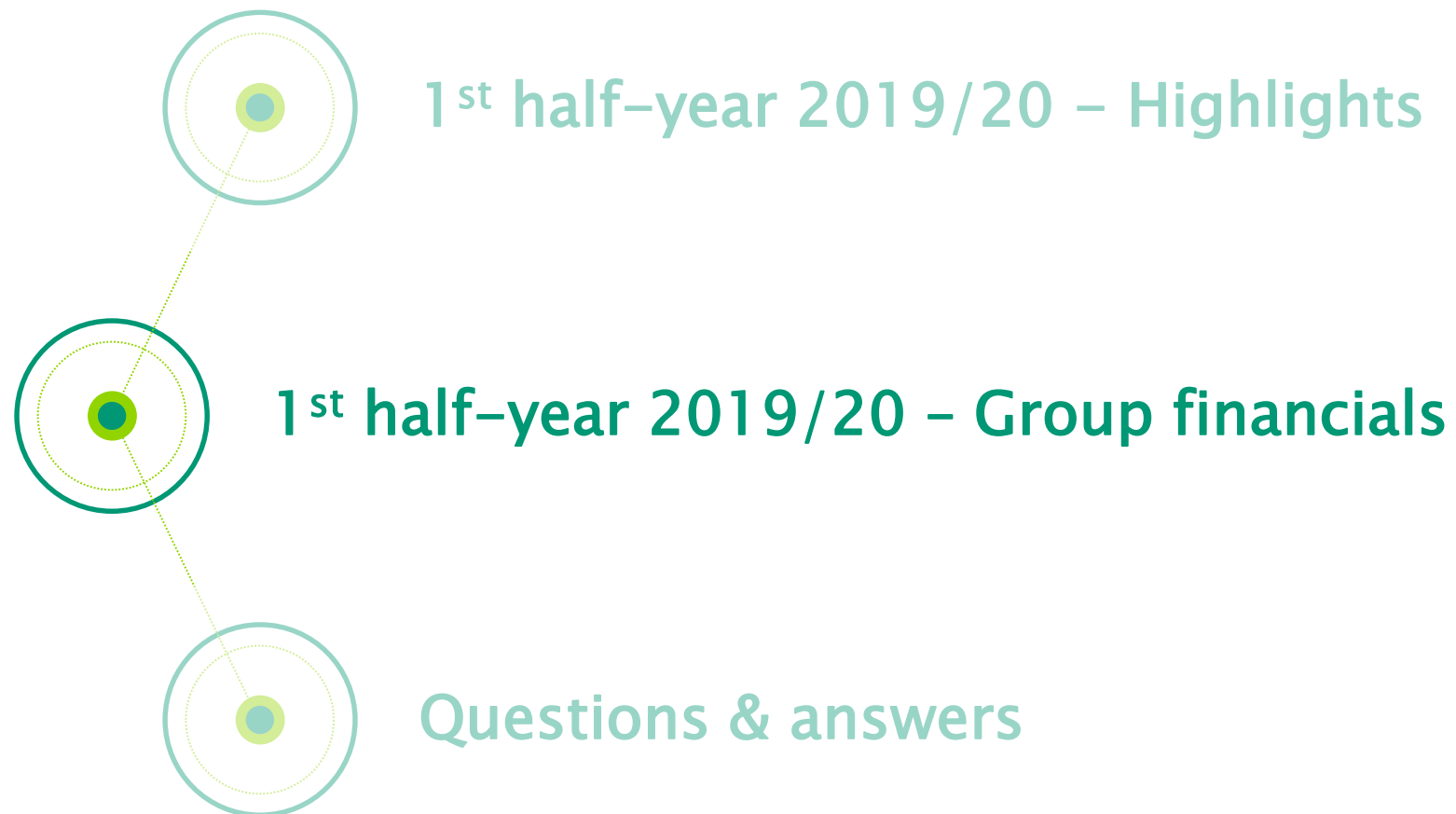


**Questions & answers**

## The first half-year at a glance

- Total operating performance and revenue increased again
- Significant increase in profit for the period compared to the prior-year period
- Further reduction in Net Debt compared to the first half-year 2018/19
- Agreement signed to acquire Thio Pharma Pharmacies in the Netherlands
- Forecast for 2019/20 confirmed





# Group financials

## 1<sup>st</sup> half-year 2019/20

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



# PP SE | Strong increase of revenue and profit

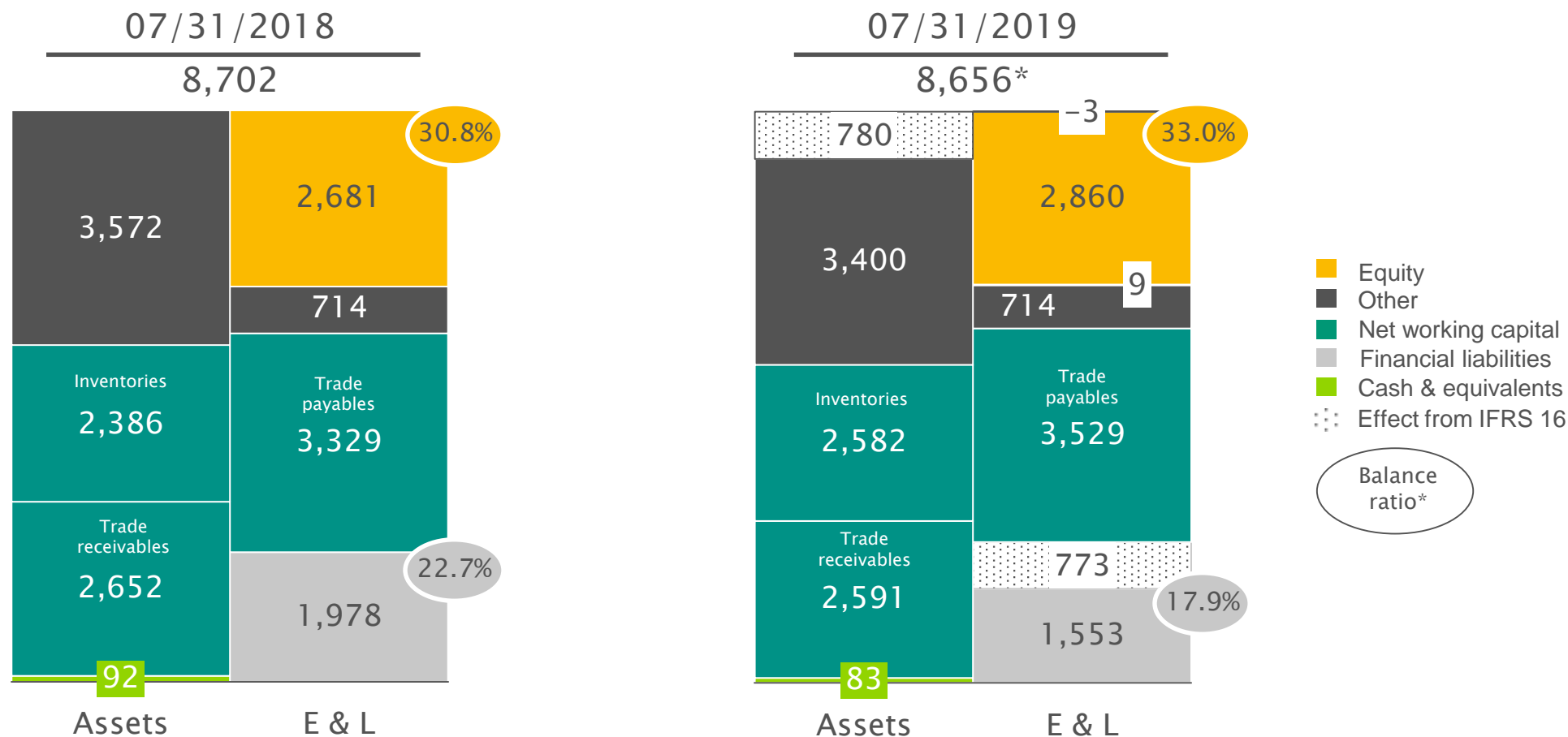
(in m€)

Business performance	2018/19 First half-year	2019/20 First half-year (incl. IFRS 16)	2019/20 First half-year (excl. IFRS 16)	Delta 2019/20 (excl. IFRS 16) to 2018/19
Total operating performance	16,081.9	16,939.4	16,941.6	859.7
<b>Revenue</b>	<b>12,565.1</b>	<b>13,323.2</b>	<b>13,325.4</b>	<b>760.3</b>
Total income	1,336.9	1,433.6	1,435.4	98.5
Personnel expenses	-690.2	-741.3	-741.3	-51.1
Other op. expenses	-438.3	-403.2	-469.7	-31.5
<b>EBITDA</b>	<b>209.3</b>	<b>289.3</b>	<b>224.6</b>	<b>15.3</b>
<b>Adjusted EBITDA*</b>	<b>222.2</b>	<b>294.7</b>	<b>230.0</b>	<b>7.8</b>
<b>EBIT</b>	<b>141.3</b>	<b>161.6</b>	<b>154.2</b>	<b>12.9</b>
Financial result	-20.2	-34.2	-21.8	-1.6
Profit before tax	121.1	127.4	132.4	11.3
<b>Profit after tax</b>	<b>82.8</b>	<b>93.0</b>	<b>96.6</b>	<b>13.8</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: 2,072.6 m€

1,877.2 m€\*

\* excl. effect from IFRS 16



# Group financials

## 1<sup>st</sup> half-year 2019/20

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



# PPH KG | Strong increase of revenue and profit

(in m€)

Business performance	2018/19 First half-year	2019/20 First half-year (incl. IFRS 16)	2019/20 First half-year (excl. IFRS 16)	Delta 2019/20 (excl. IFRS 16) to 2018/19
Total operating performance	16,081.9	16,939.6	16,941.8	859.9
<b>Revenue</b>	<b>12,565.1</b>	<b>13,323.4</b>	<b>13,325.6</b>	<b>760.5</b>
Total income	1,336.9	1,433.8	1,435.6	98.7
Personnel expenses	-690.2	-741.3	-741.3	-51.1
Other op. expenses	-449.8	-403.0	-477.6	-27.8
<b>EBITDA</b>	<b>197.7</b>	<b>289.6</b>	<b>216.9</b>	<b>19.2</b>
<b>Adjusted EBITDA*</b>	<b>215.9</b>	<b>295.0</b>	<b>222.3</b>	<b>6.4</b>
<b>EBIT</b>	<b>130.5</b>	<b>155.1</b>	<b>147.2</b>	<b>16.7</b>
Financial result	-17.8	-31.5	-18.1	-0.3
Profit before tax	112.7	123.6	129.1	16.4
<b>Profit after tax</b>	<b>75.5</b>	<b>89.5</b>	<b>93.5</b>	<b>18.0</b>

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

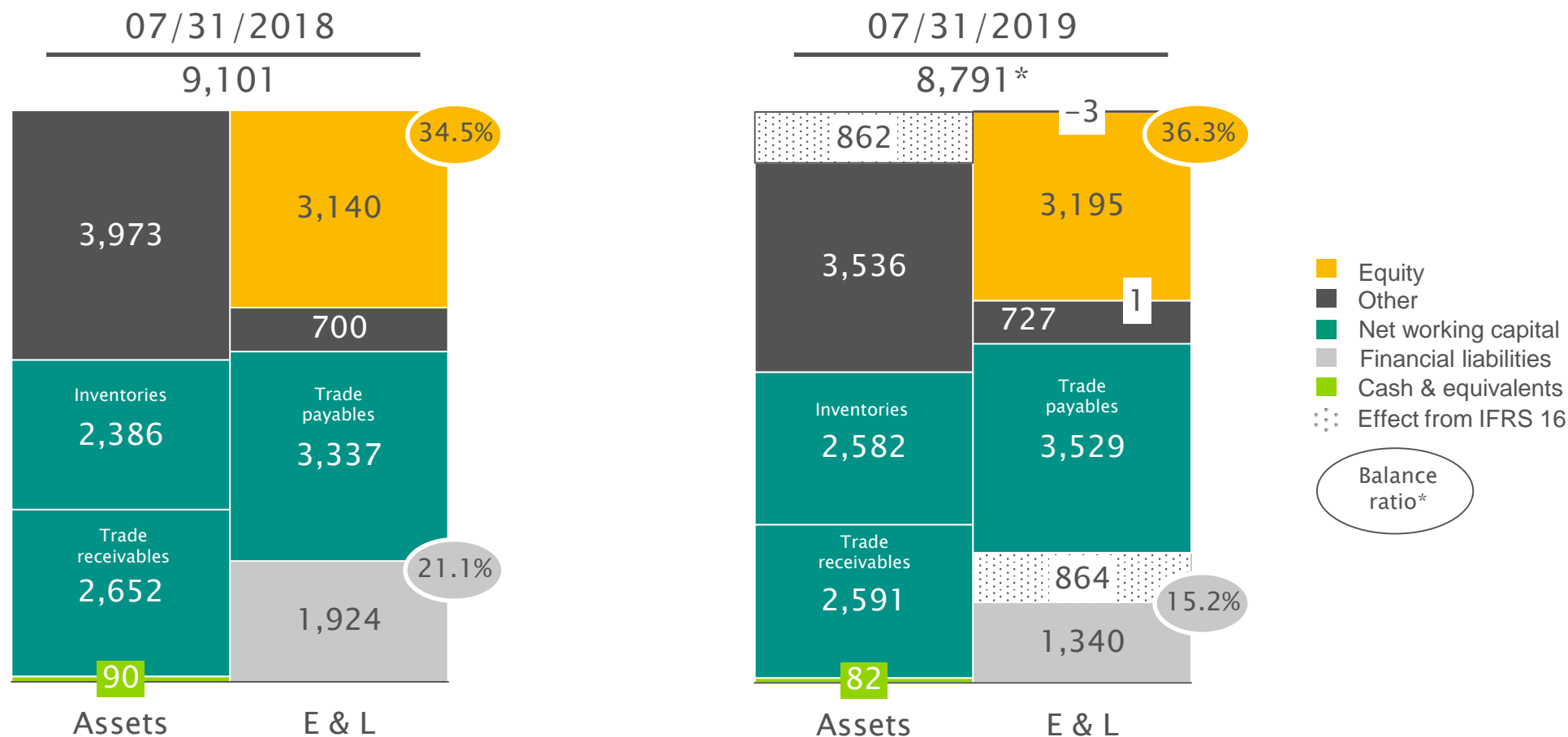
# PPH KG | Stable development of financial result

(in m€)

Financial result	2018/19 First half-year	2019/20 First half-year (incl. IFRS 16)	2019/20 First half-year (excl. IFRS 16)	Delta 2019/20 (excl. IFRS 16) to 2018/19
Interest income	6.8	8.3	8.3	1.5
Interest expenses	-24.1	-37.8	-24.4	-0.3
<b>Interest result</b>	<b>-17.3</b>	<b>-29.5</b>	<b>-16.1</b>	<b>1.2</b>
Other net financial result	-0.5	-2.0	-2.0	-1.5
<b>Financial result</b>	<b>-17.8</b>	<b>-31.5</b>	<b>-18.1</b>	<b>-0.3</b>

# PPH KG | Solid development of the balance sheet

(in m€)



Net debt: 2,021.2 m€

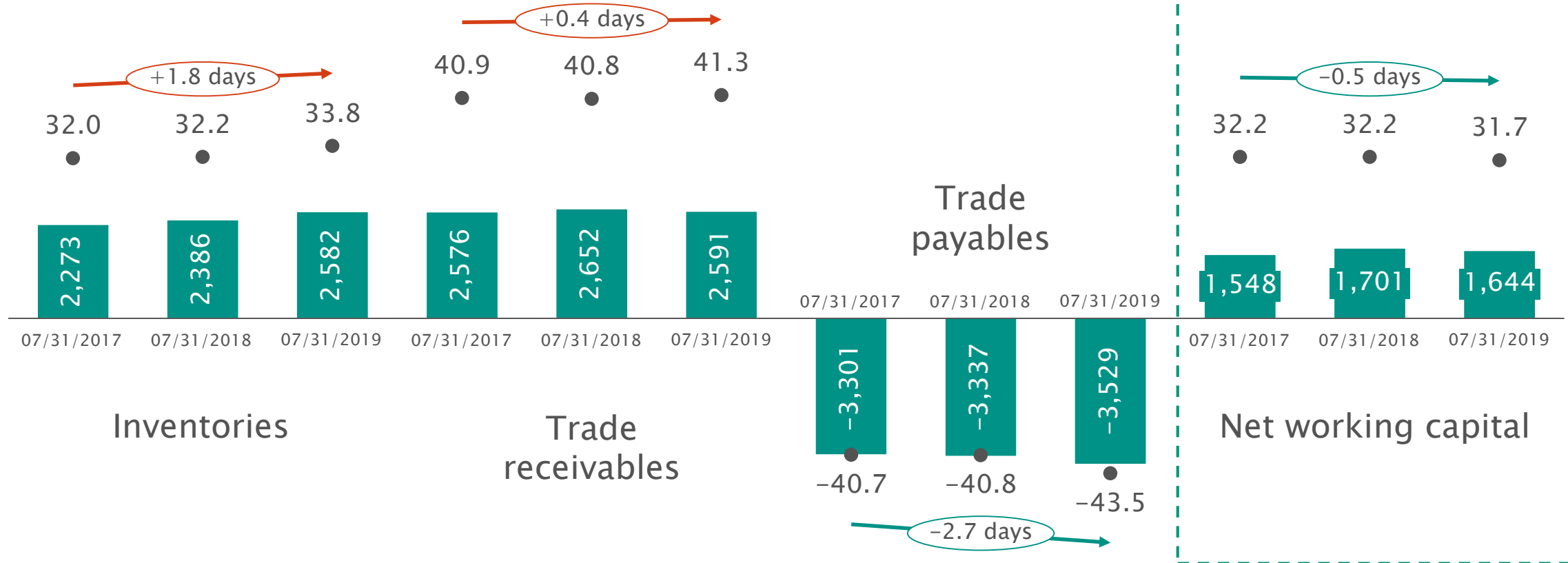
1,665.2 m€\*

\* excl. effect from IFRS 16

# PPH KG | Favourable development of net working capital

(in m€)

● Days (average)

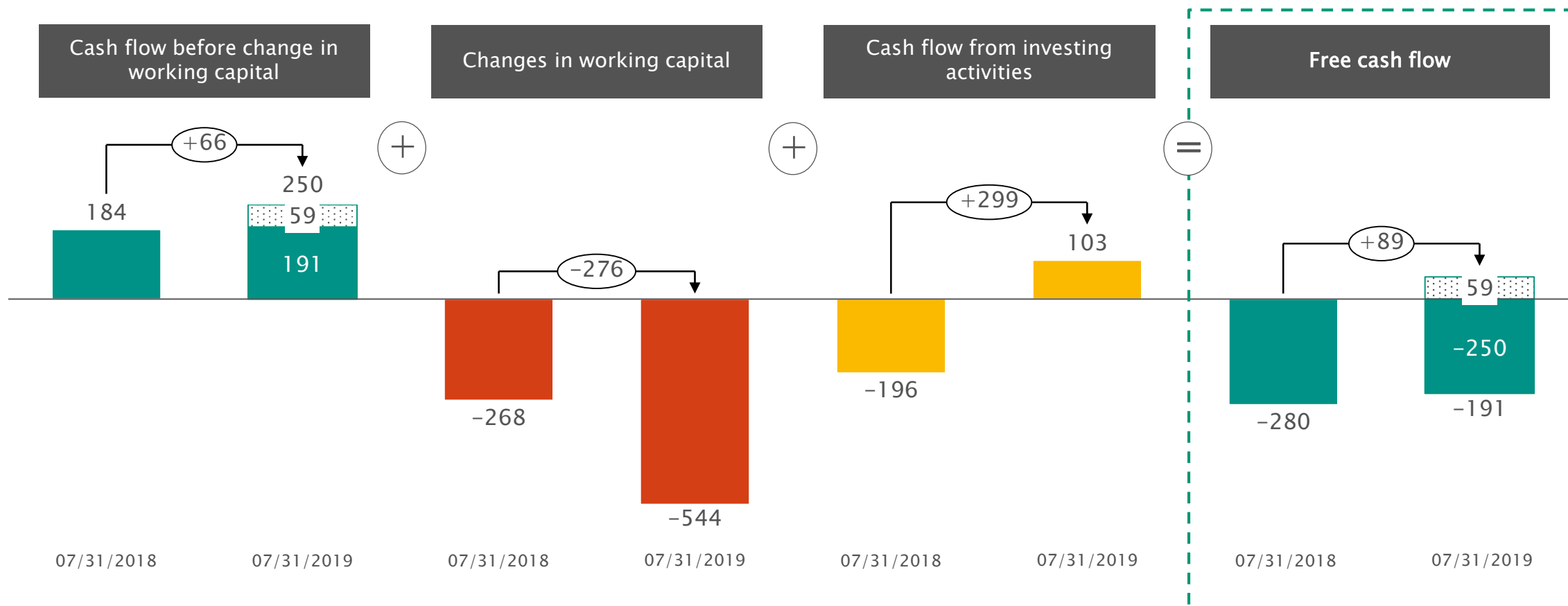


- Balance sheet figures as externally reported.
- Net working capital days: Average figures for the respective period; figures including ABS/factoring; prior years' figures adjusted due to IFRS 9.



# PPH KG | Improved free cash flow based on operational growth and repayment of a financial loan

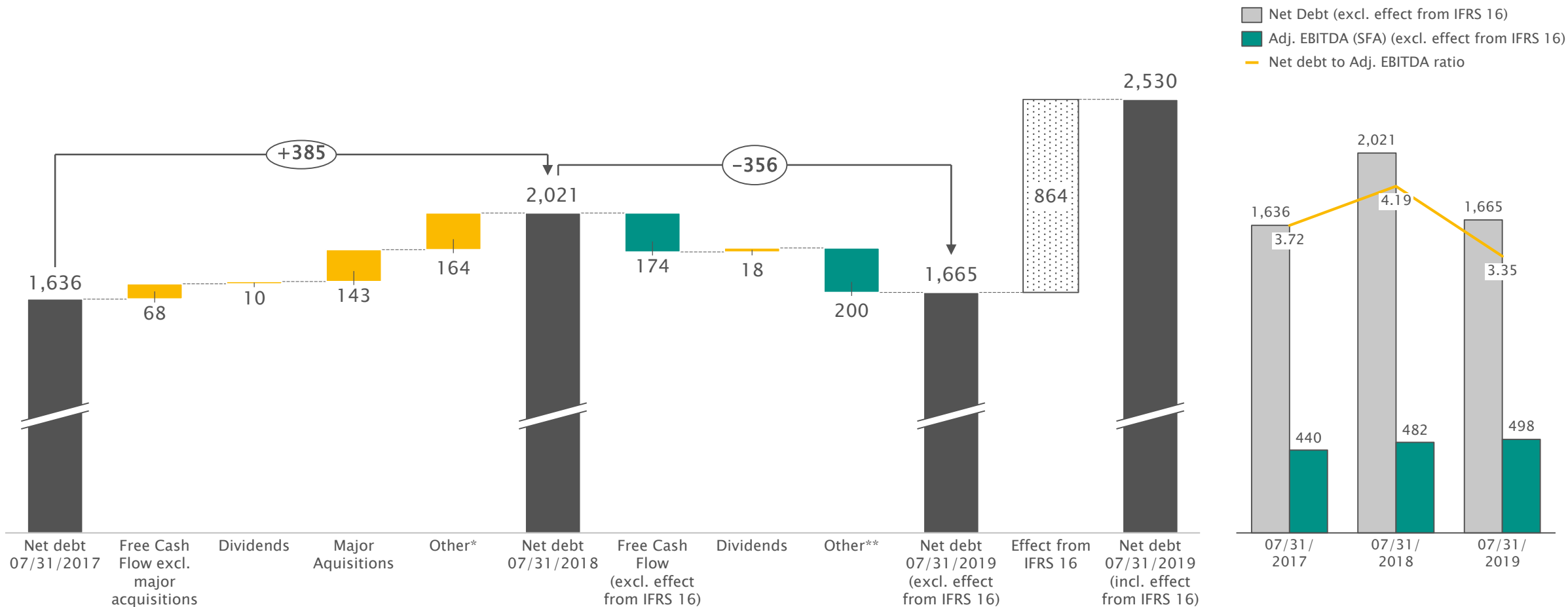
(in m€)



Effect from IFRS 16

# PPH KG | Net debt reduced due to strong free cash flow generation and repayment of a financial loan

(in m€)



\*LTM per 07/2018 mainly effect from a disposal to PHOENIX SE (143 m€)

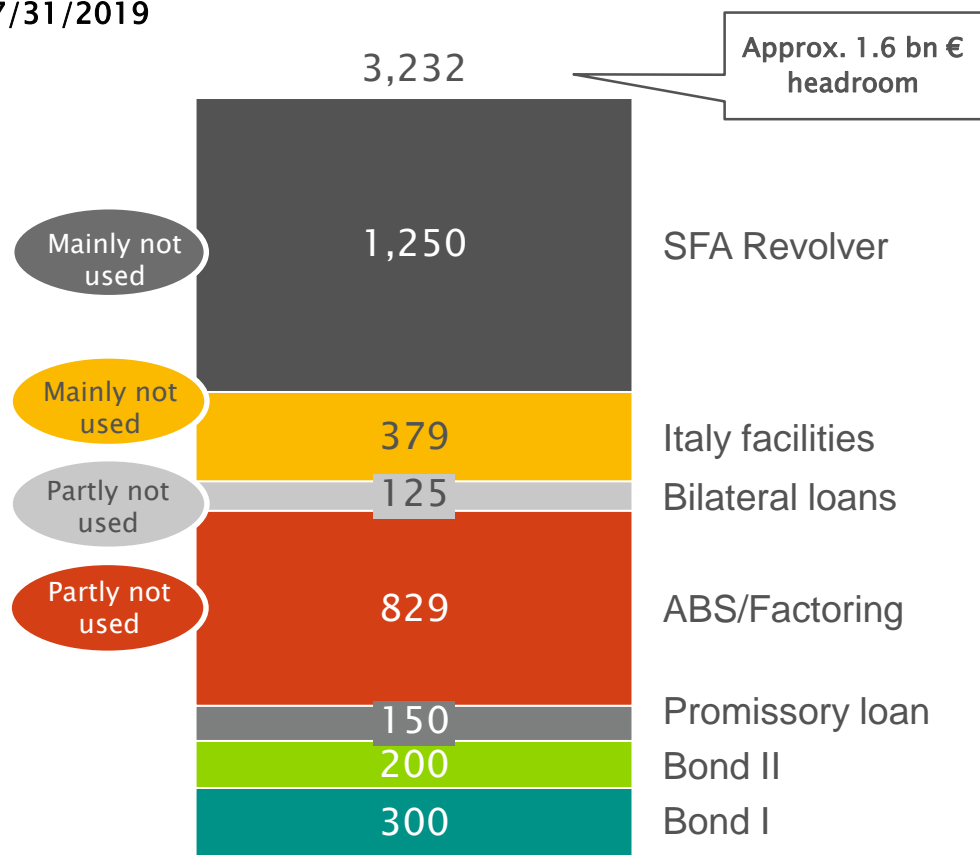
\*\*LTM per 07/2019 financial loan (199 m€)

# PPH KG | Excellent liquidity headroom available

(in m€)

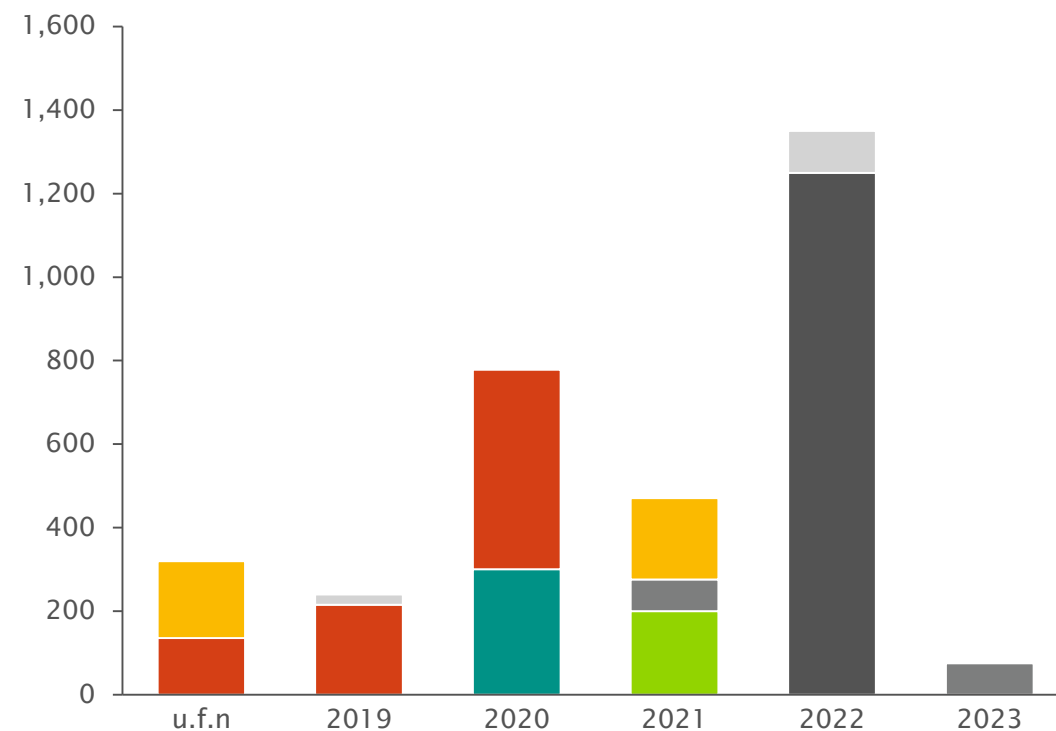
## Financial facilities and headroom

07/31/2019

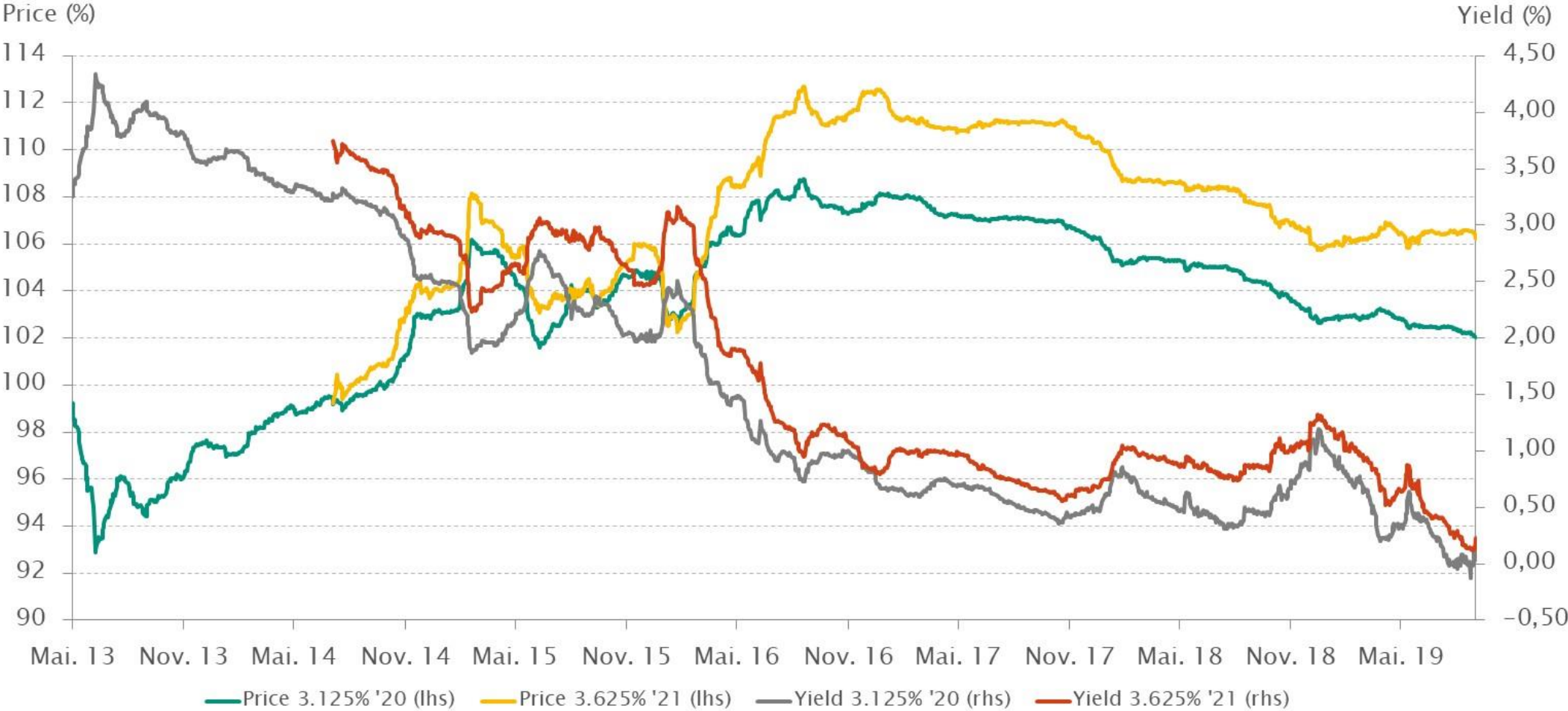


## Debt maturity profile

07/31/2019



# Development of the PHOENIX bonds



Source: Bloomberg. 09/20/2019

## Financial outlook for the fiscal year 2019/20

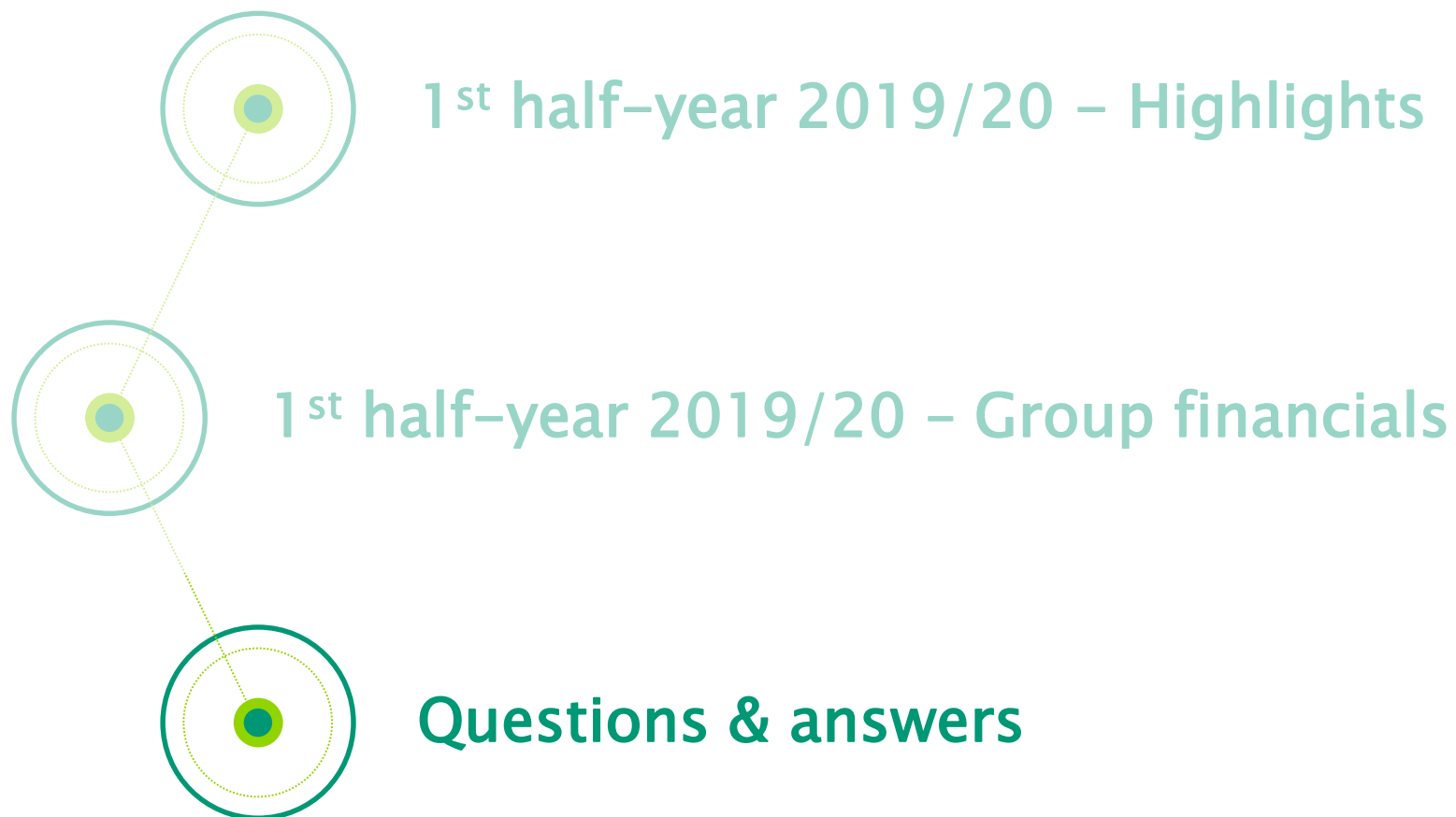
- Stable economic environment in 2019, with GDP in Germany and the eurozone expected to grow by around 1%
- In 2019 pharmaceutical markets anticipated to record a positive market growth of 2.0% across Europe, in Germany of 2.2%
- Expansion of market position in Europe through organic growth and acquisitions
- Revenue growth estimated to be slightly above the level of growth on the European pharmaceutical markets
- EBITDA in 2019/20 expected to be slightly higher than in 2018/19 (adjusted for effects from the first-time application of IFRS 16)
- Slightly positive development of equity ratio expected (adjusted for effects from the first-time application of IFRS 16)





# Financial calendar 2019

Reporting event	Date
○ Quarterly report February to October 2019	16 December 2019



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Thank you!