



Investor Call Results of 3rd Quarter 2016/17

Mannheim, 19 December 2016

Helmut Fischer
CFO

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AGENDA

→ Overview

3rd quarter 2016/17

→ Group financials

3rd quarter 2016/17

→ Question & answers



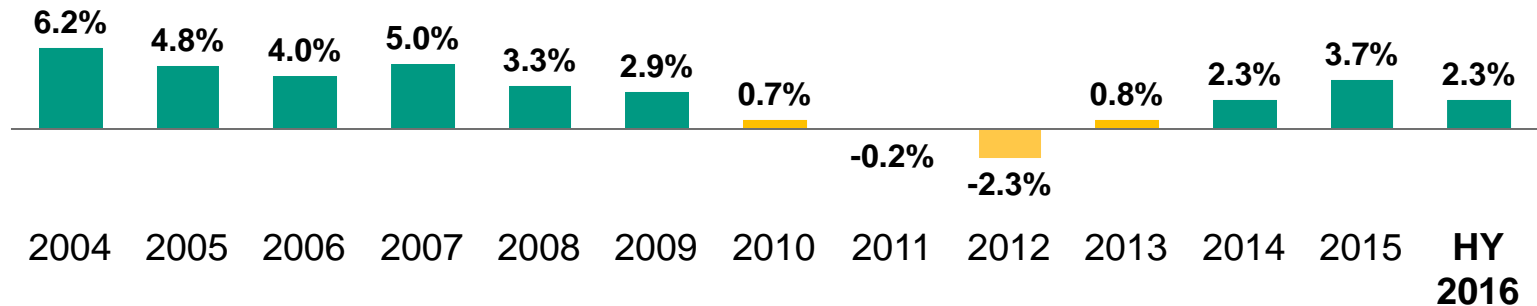
Highlights 3rd quarter 2016/17

- ✓ Ongoing growth with further increase of total operating performance* and revenue
- ✓ Noticeable margin pressure in several markets
- ✓ Adjusted profit after tax slightly below prior year's figure
- ✓ Mediq Apotheken Nederland B.V. integration process is on track
- ✓ Market entry in wholesale and retail in Montenegro
- ✓ Successful placement of a promissory note loan with a volume of 150 m€
- ✓ Fitch increased the outlook for the PHOENIX group from stable to positive and affirmed the BB rating

*Total operating performance = revenue + handled volume (handling for service charge)

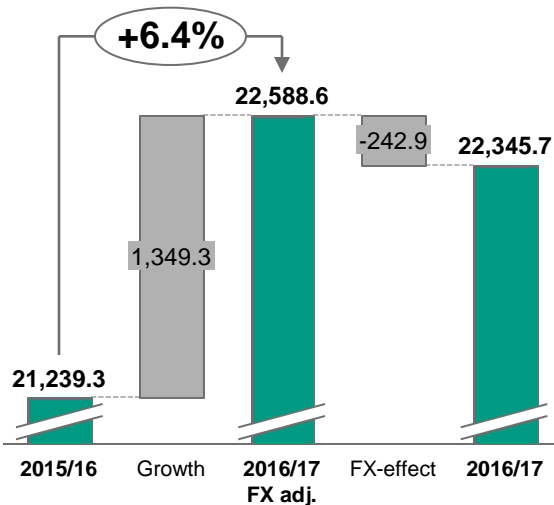
Further growth and focus on cost efficiency in the first three quarters of 2016/17

Yearly growth of the European pharma market (IMS Health)



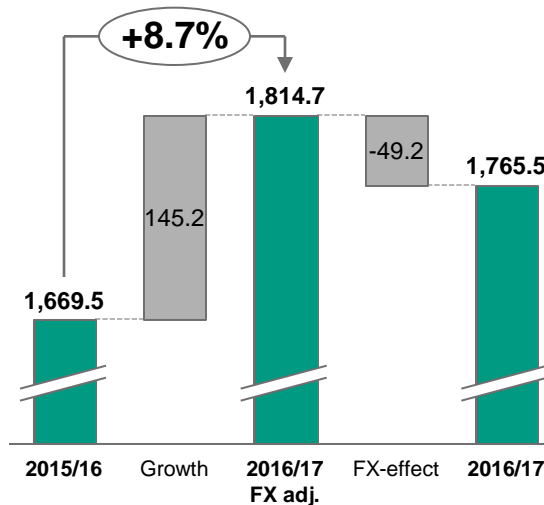
Total operating performance

(in m€)



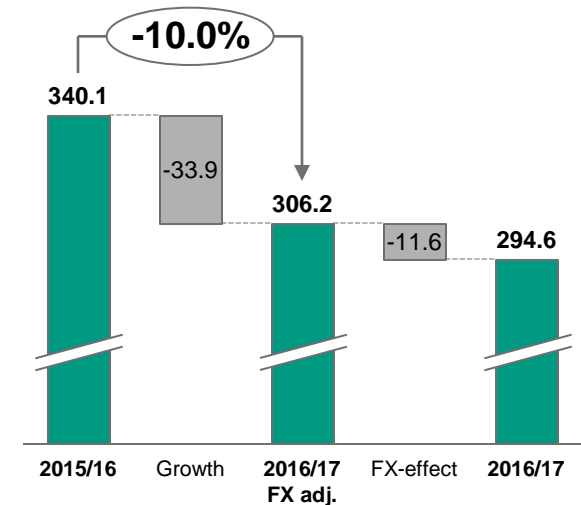
Gross profit

(in m€)



EBITDA

(in m€)



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Profit & loss

(in m€)

Business Performance	Q1-Q3'15	Q1-Q3'16	Delta		FX-Effect
▪ Total operating performance	21,239.3	22,345.7	1,106.4	5.2%	-242,9
▪ Revenue	17,372.7	18,034.6	661.9	3.8%	-220.8
▪ Gross profit	1,669.5	1,765.5	96.0	5.8%	-49.2
▪ Total expenses	-1.437.9	-1.573.9	-136.0	9.5%	39.3
▪ EBITDA	340.1	294.6	-45.5	-13.4%	-11.6
▪ EBITDA (adj. for one-offs*)	345.4	337.1	-8.3	-2.4%	
▪ EBIT	255.3	204.2	-51.1	-20.0%	-9.8
▪ Financial result	-37.8	-33.3	4.5	-11.9%	1.9
▪ Profit before tax	217.5	170.9	-46.6	-21.4%	-7.9
▪ Profit after tax	149.7	106.5	-43.1	-28.8%	-6.6
▪ Profit after tax (adj. for one-offs*)	154.8	143.4	-11.4	-7.4%	

Business Performance	Q3'15	Q3'16	Delta		FX-Effect
▪ Revenue	5.698.2	6.137.4	439.2	7.7%	-74.7
▪ EBITDA	121.6	92.6	-29.0	-23.9%	-3.0

*foreign exchange rate effects and integration costs Mediq, tax audit prior years

Further improved interest expenses

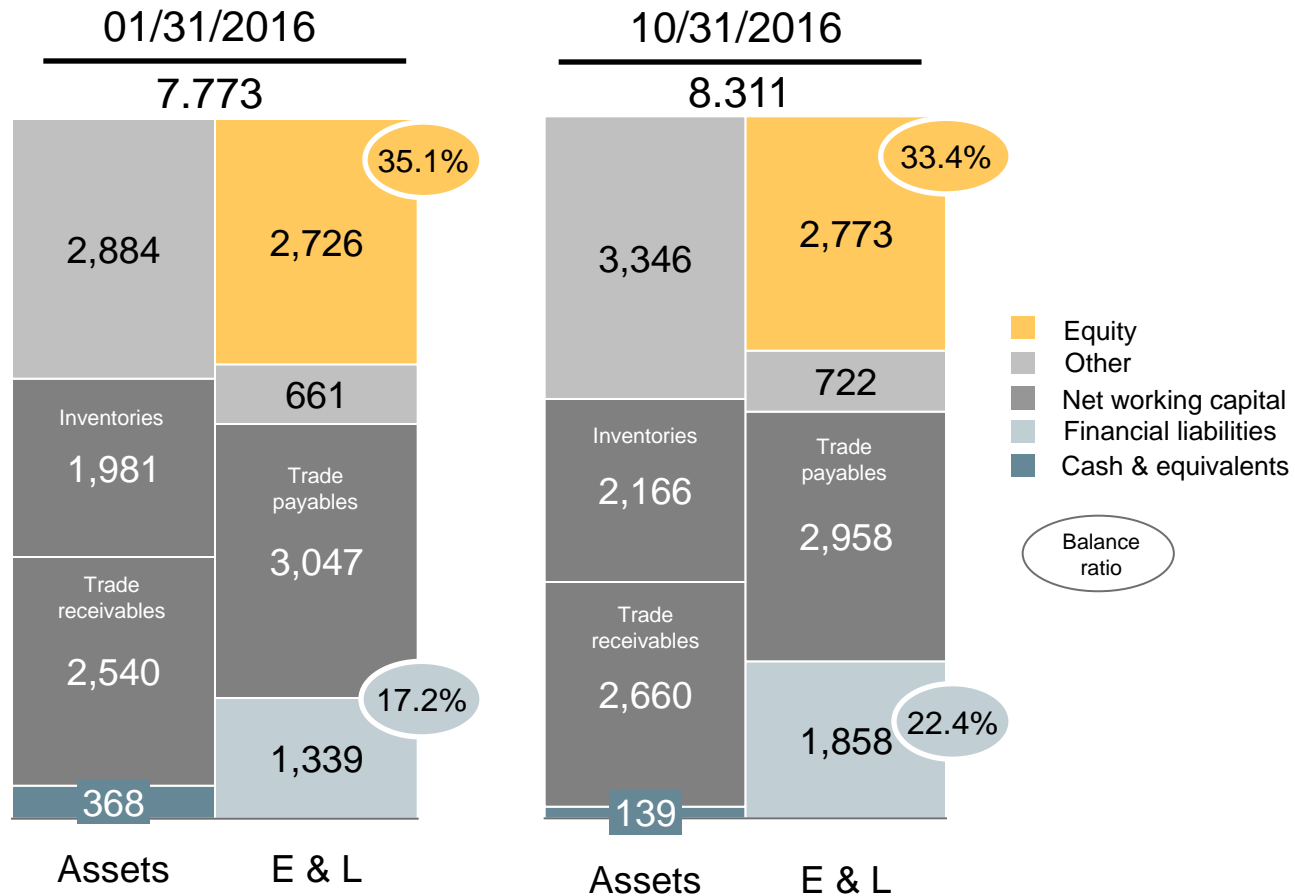
(in m€)

Financial Result	Q1-Q3'15	Q1-Q3'16	Delta
▪ Interest income	11.4	9.6	-1.8
▪ Interest expenses	-47.7	-40.8	6.9
▪ Interest result	-36.3	-31.2	5.1
▪ Other net financial result	-1.5	-2.1	-0.6
▪ Financial result	-37.8	-33.3	4.5

	Q3'15	Q3'16	Delta
▪ Financial result	-12.7	-10.7	2.0

Solid development of the equity ratio

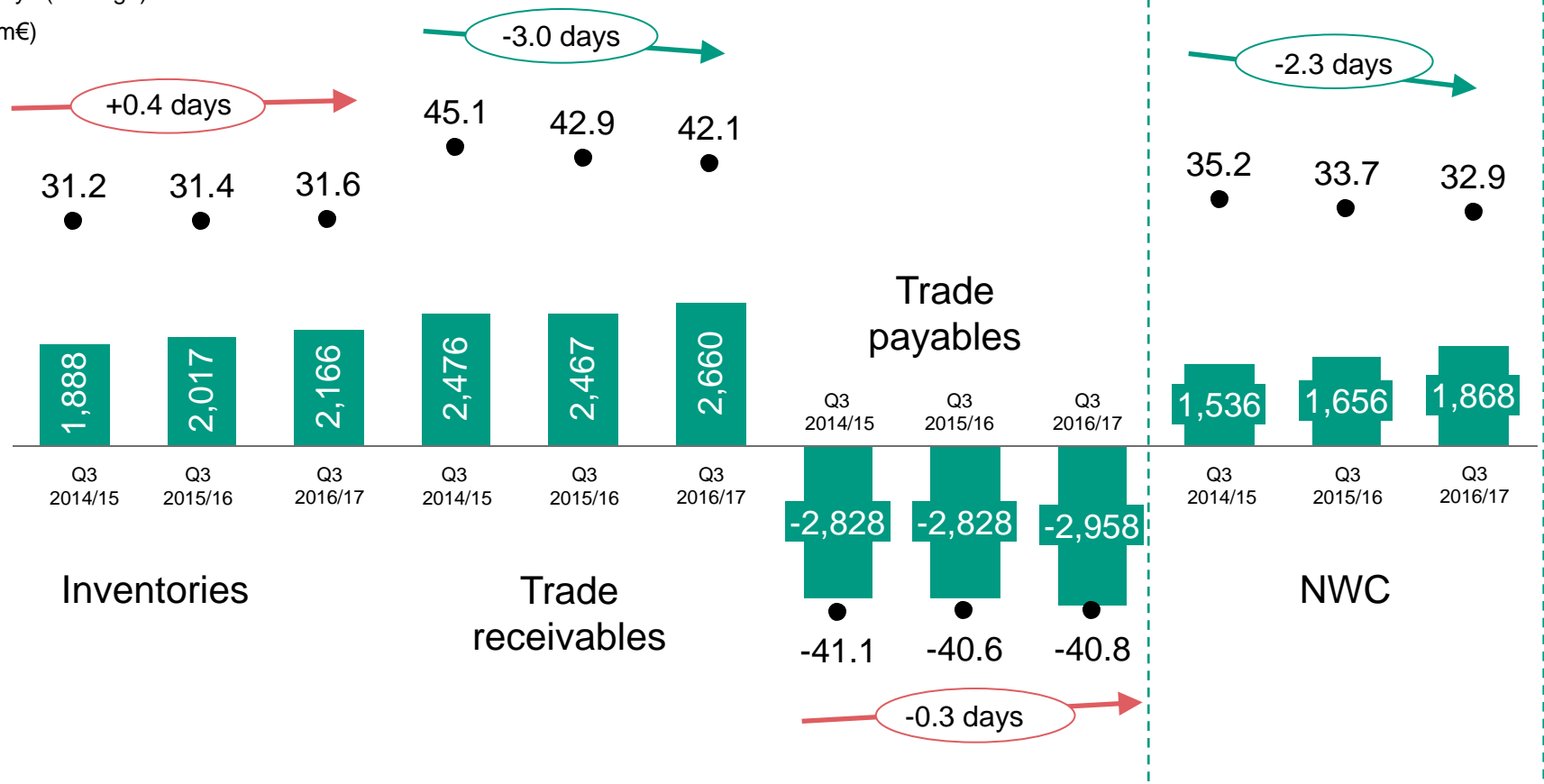
(in m€)



- Net debt: 1.864.2 m€ (10/31/2016) vs. EUR 1.492.3 m€ (10/31/2015)
- Ratio net debt / adjusted EBITDA (LTM): 4.03 Q3 2016/17) vs. 2.61 (YTD Q3 2015/16)

Closely managed net working capital

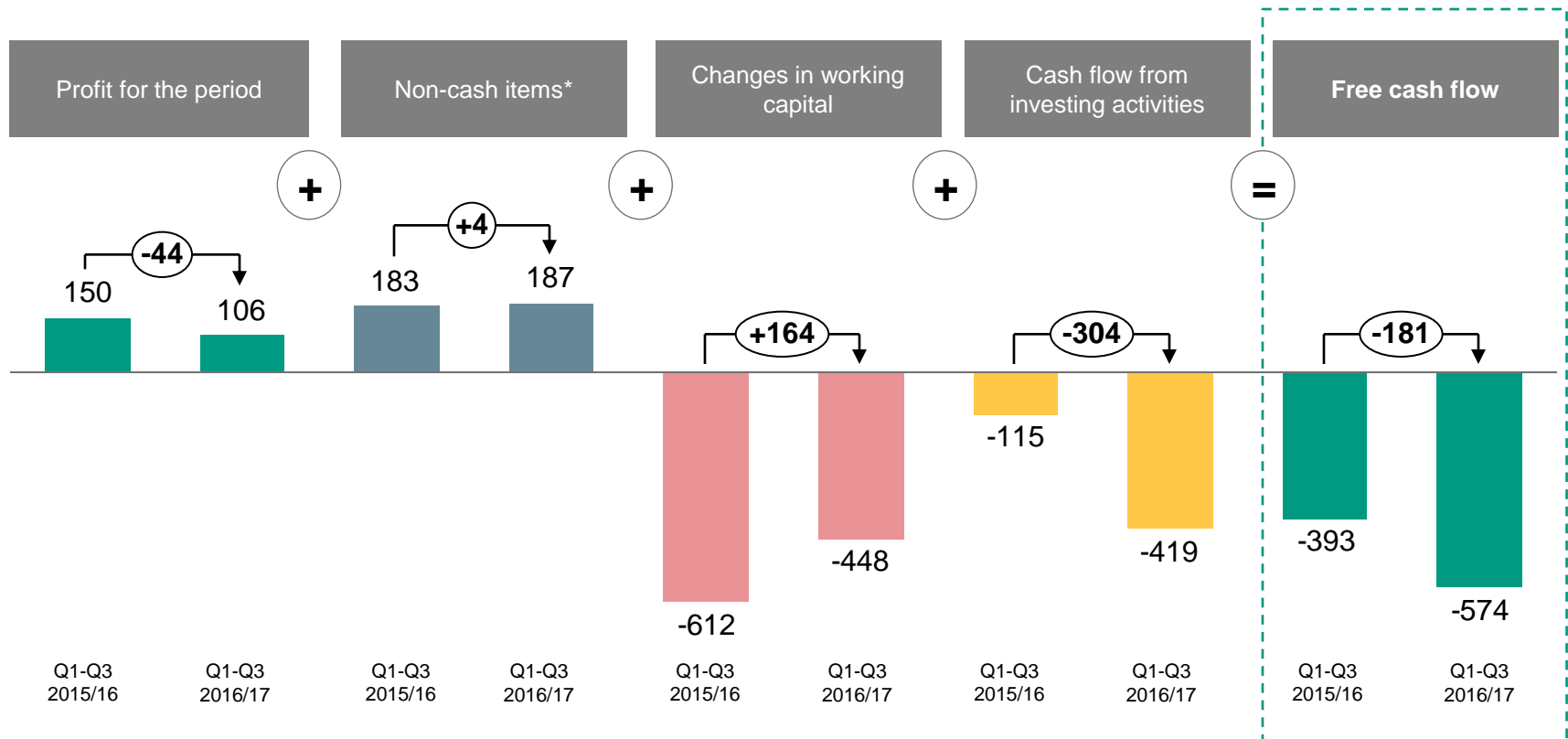
● Days (average)
(in m€)



- Balance sheet figures as externally reported.
- Net working capital days: Average figures for the respective period; figures including ABS/factoring.

Cash flow impacted by major acquisition

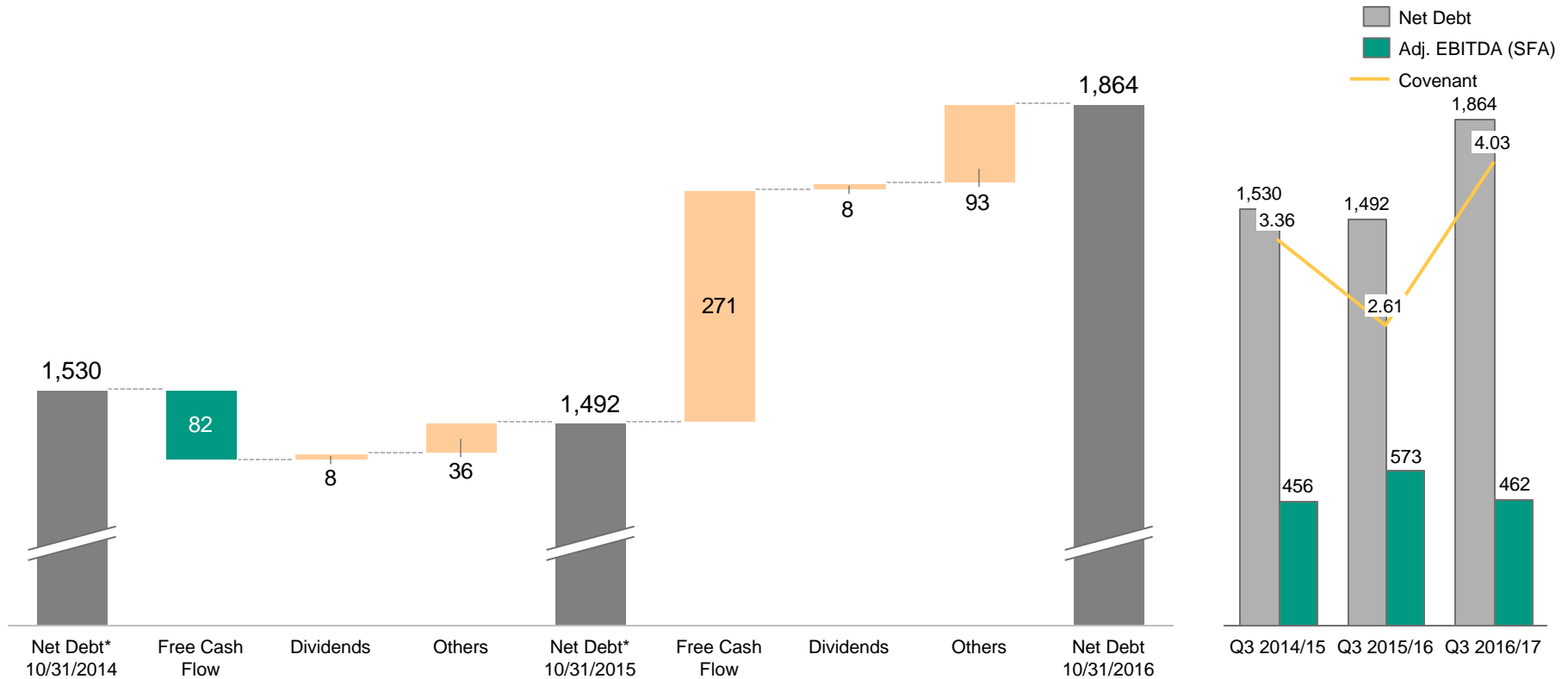
(in m€)



* depreciation. non cash expenses/ income. interests. taxes. and dividends

Moderate post acquisition development of the net debt

(in m€)



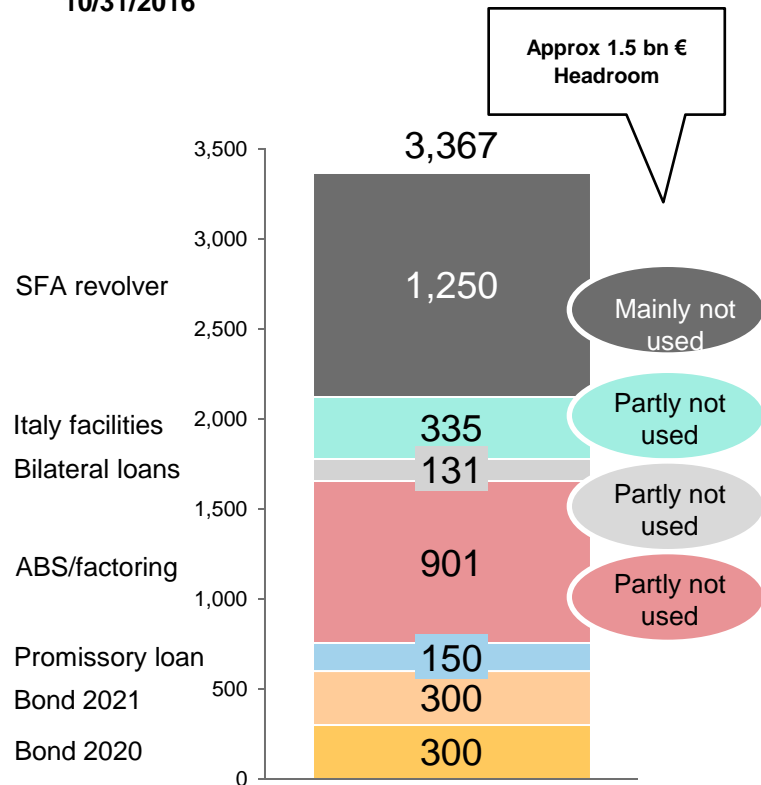
* Figures as reported in prior years.

Balanced financing structure and maturity profile

(in m€)

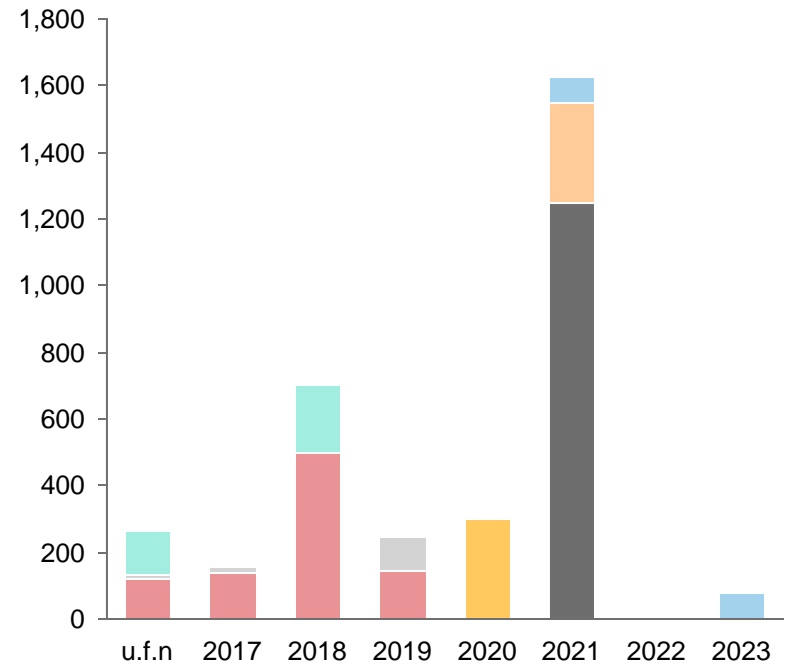
Financial facilities and headroom

10/31/2016

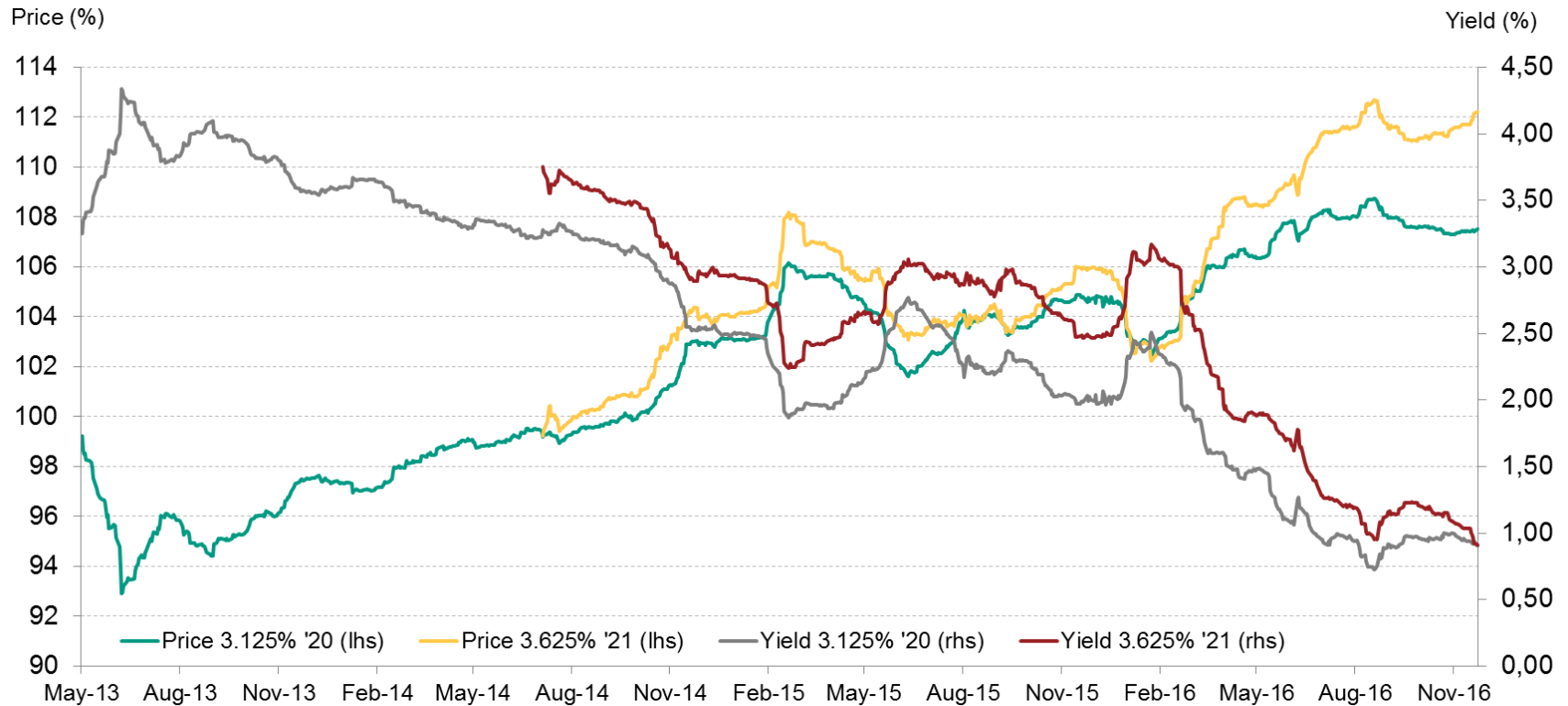


Debt maturity profile

10/31/2016



Development of the PHOENIX bonds



Source: Bloomberg. 12.12.2016

Financial outlook for the fiscal year 2016/17

- We expect the European pharmaceutical markets to record a positive market growth in 2016
- Expansion of market position through organic growth and acquisitions
- Revenue growth above European market
- Profit adjusted for one-offs expected to be slightly below prior year's figure
- Solid financial key figures however adversely impacted by substantial one off items in 2016

Financial calendar 2016/17 and 2017/18

Reporting Event	Date
Annual report 2016/17	23 May 2017
Quarterly report February to April 2017	27 June 2017
Half-year report February to July 2017	27 September 2017
Quarterly report February to October 2017	21 December 2017

PHOENIX group