

PHOENIX group

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Investor call

Results of the first nine months PHOENIX group 2017/18

Helmut Fischer, CFO

Mannheim, 21 December 2017

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Agenda

- **Overview**
First nine months 2017/18
- **Group financials**
First nine months 2017/18
- **Questions & answers**

Highlights of the first nine months 2017/18

- Total operating performance and revenue increased again
- Profit after tax almost 30 m€ above previous year
- Opening of a new distribution warehouse in Gotha, the most modern warehouse in Germany
- Acquisition of the *Goodwill* pharmacy chain in Serbia



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Strong increase of profit

(in m€)

Business performance	2016/17 First nine months	2017/18 First nine months	Delta	
Total operating performance	22,345.7	23,398.7	1,053.0	4.7%
Revenue	18,034.6	18,496.5	461.9	2.6%
Total income	1,866.0	1,960.4	94,4	5,1%
Personnel expenses	-944.7	-995.2	-50.5	5.3%
Other op. expenses	-629.1	-644.8	-15.6	2.5%
EBITDA	294.6	322.3	27.7	9.4%
EBITDA, before non-recurring items*	310.3	329.5	19.2	6.2%
EBIT	204.2	223.7	19.5	9.5%
Financial result	-33.3	-31.6	1.7	-5.0%
Profit before tax	170.9	192.1	21.2	12.4%
Profit after tax	106.5	136.2	29.7	27.9%

*foreign exchange rate effects and integration costs Mediq

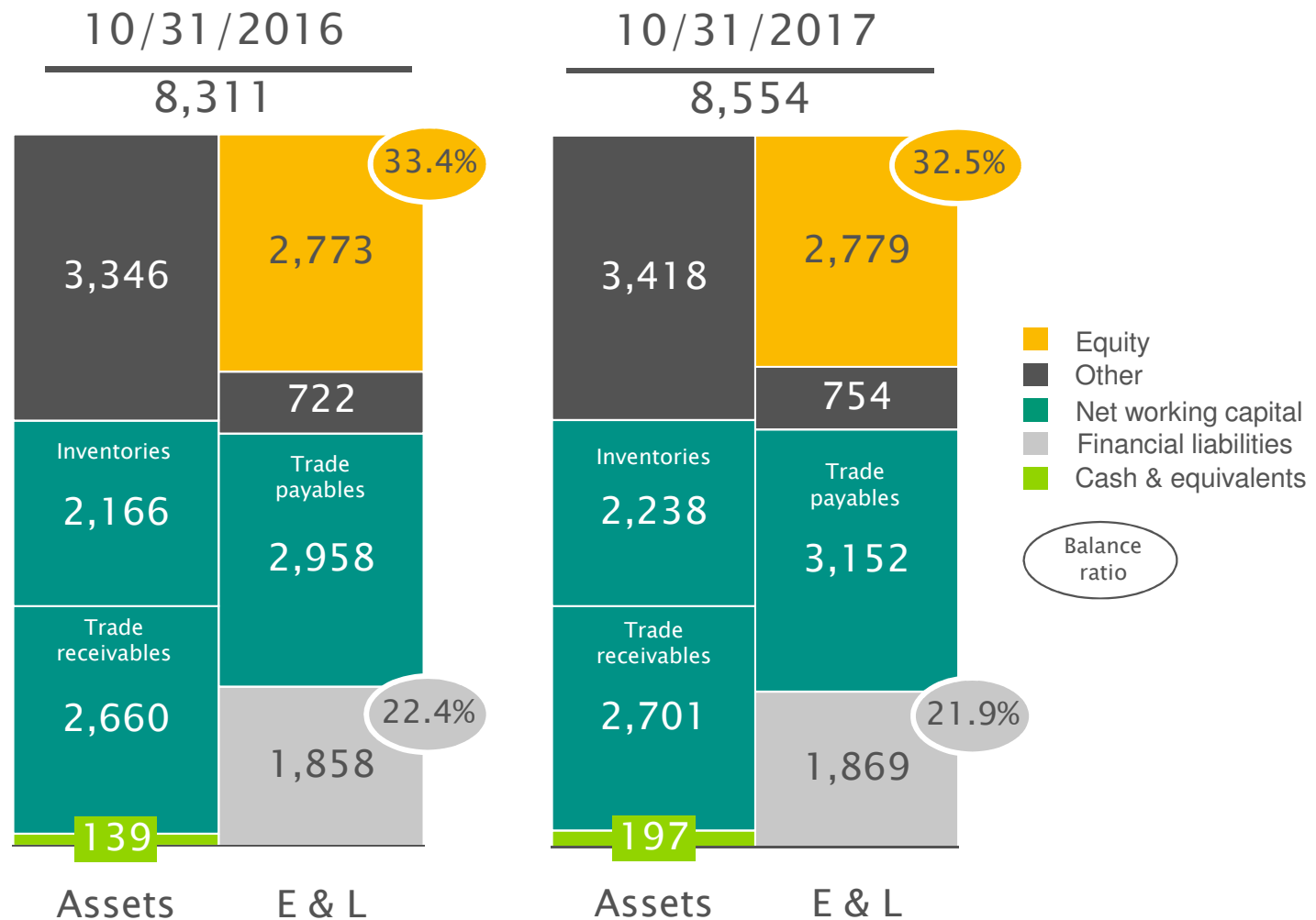
Stable financial result on a low level

(in m€)

Financial result	2016/17 First nine months	2017/18 First nine months	Delta
Interest income	9.6	9.4	-0.2
Interest expenses	-40.8	-41.2	-0.4
Interest result	-31.2	-31.8	-0.6
Other net financial result	-2.1	0.2	2.3
Financial result	-33.3	-31.6	1.7

Solid development of the balance sheet

(in m€)

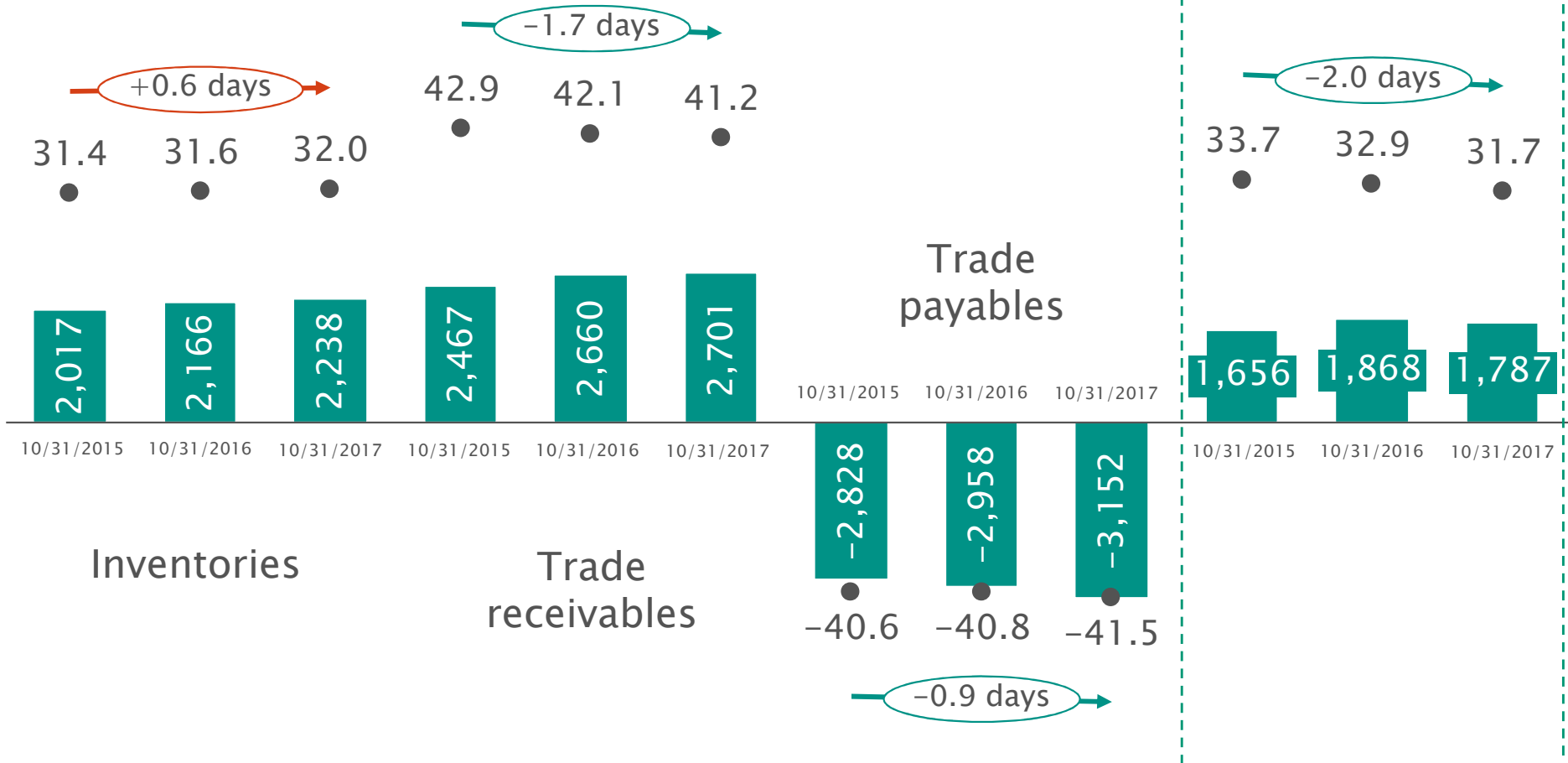


○ Net debt: 1,864.2 m€ (10/31/2016) vs. 1,826.2 m€ (10/31/2017)

Furtherly improved net working capital

(in m€)

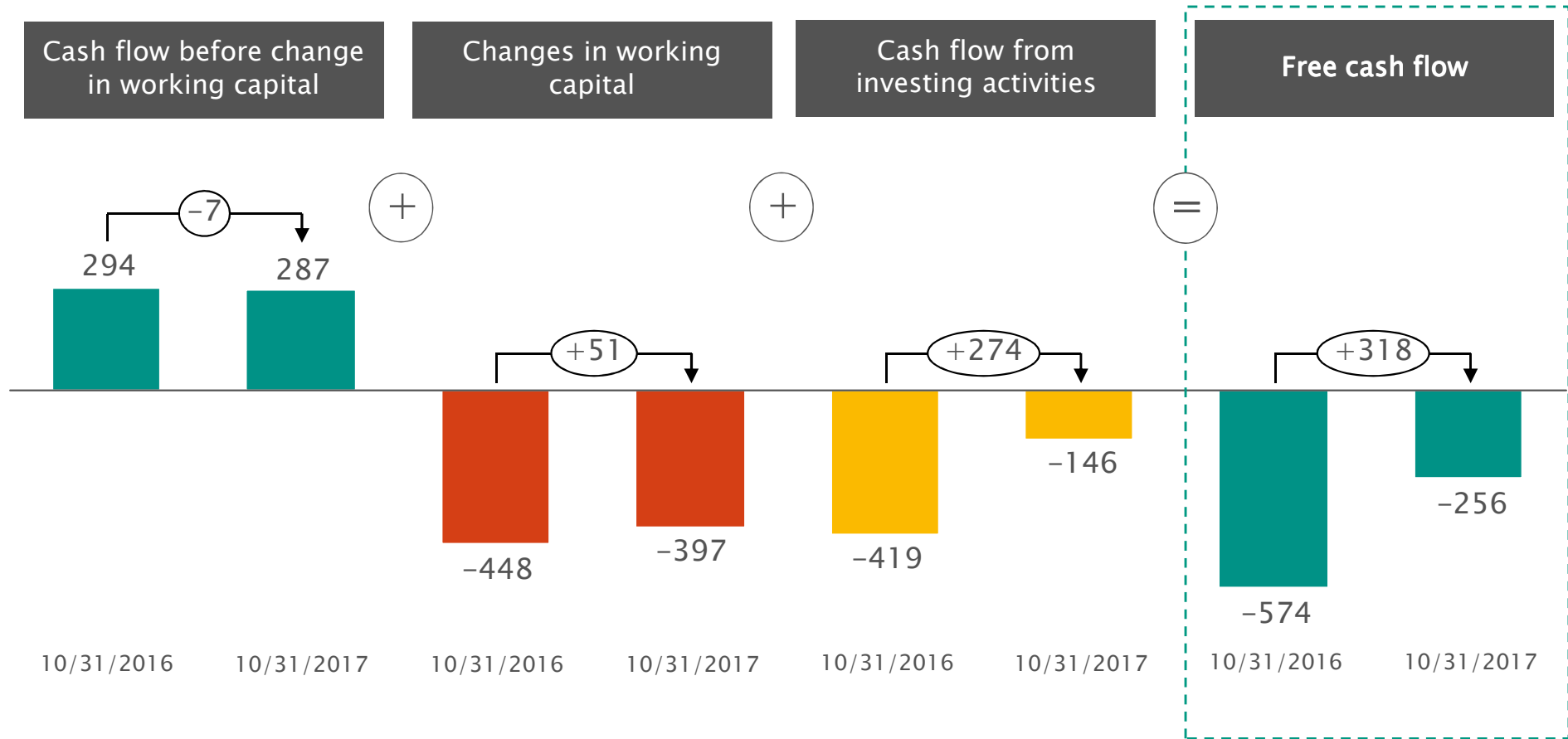
● Days (average)



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

Improved cash flow development

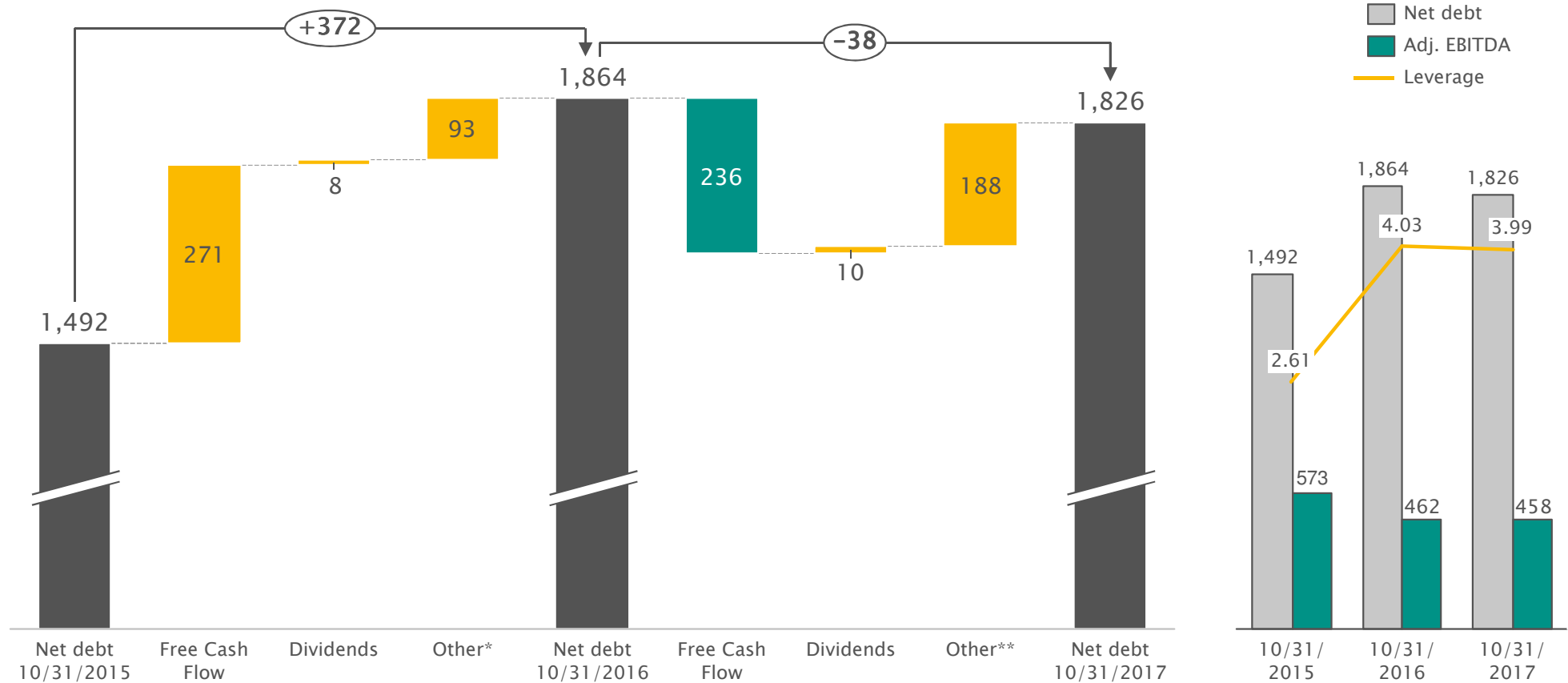
(in m€)



- Stable cash flow before change in working capital
- Net working capital improved compared to prior year
- Less cash out for investing activities than in 2016/17 when Mediq was acquired
- Strong development of free cash flow

Stable post acquisition development of the net debt

(in m€)



* LTM per 10/2016 mainly acquired net debt (126 m€)

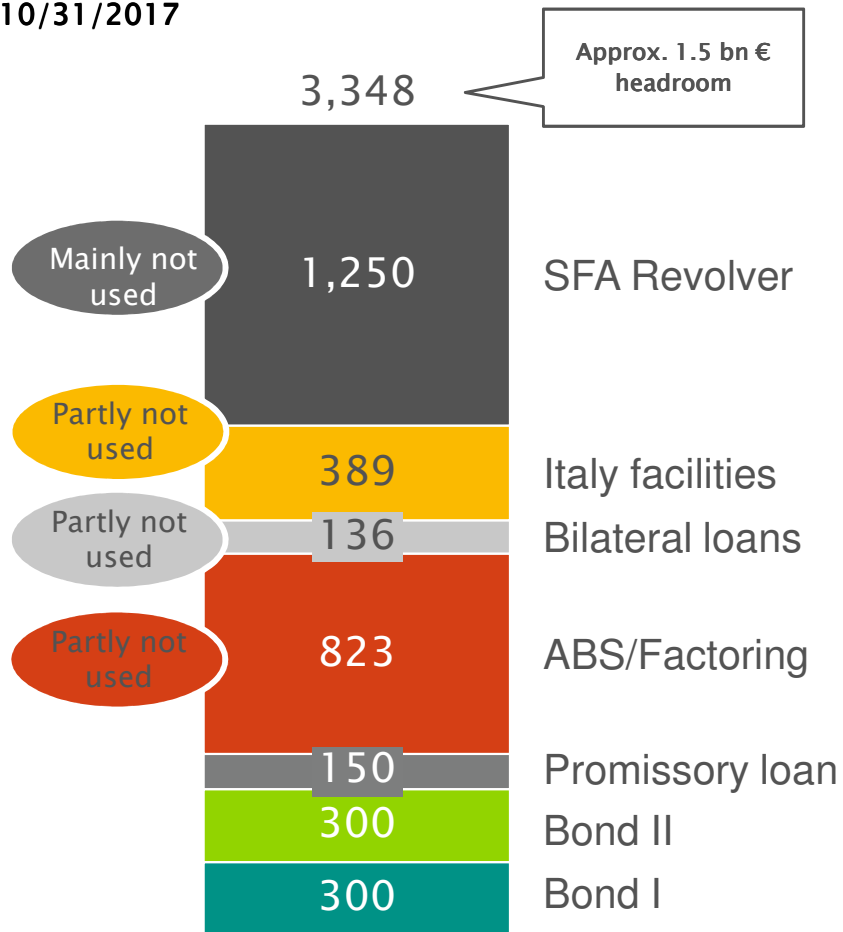
** LTM per 10/2017 mainly capital repayment (170 m€)

Balanced financing structure and maturity profile

(in m€)

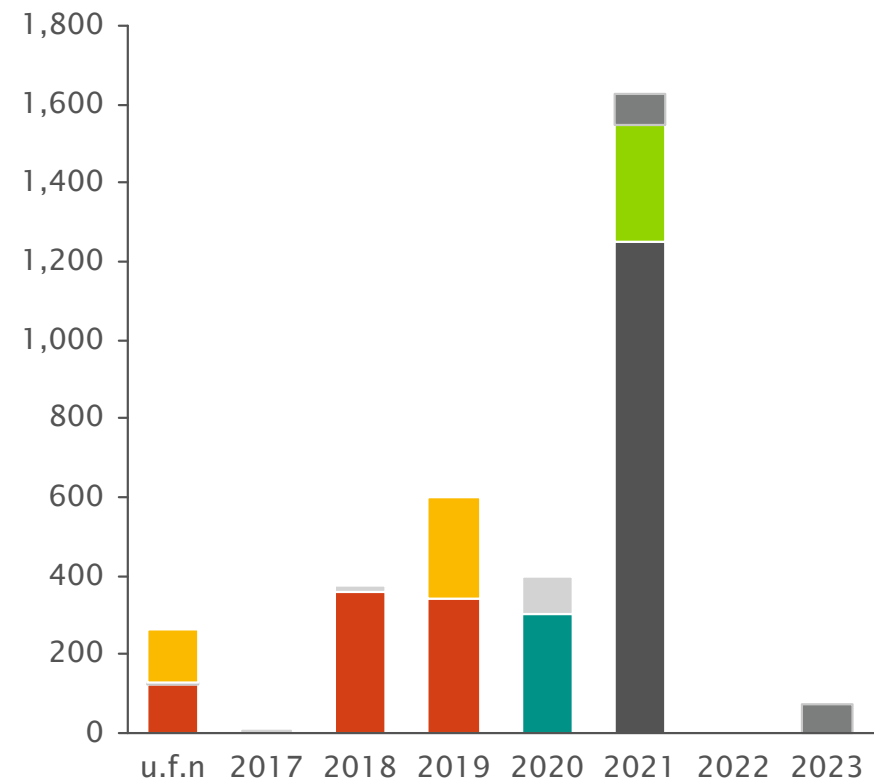
Financial facilities and headroom

10/31/2017

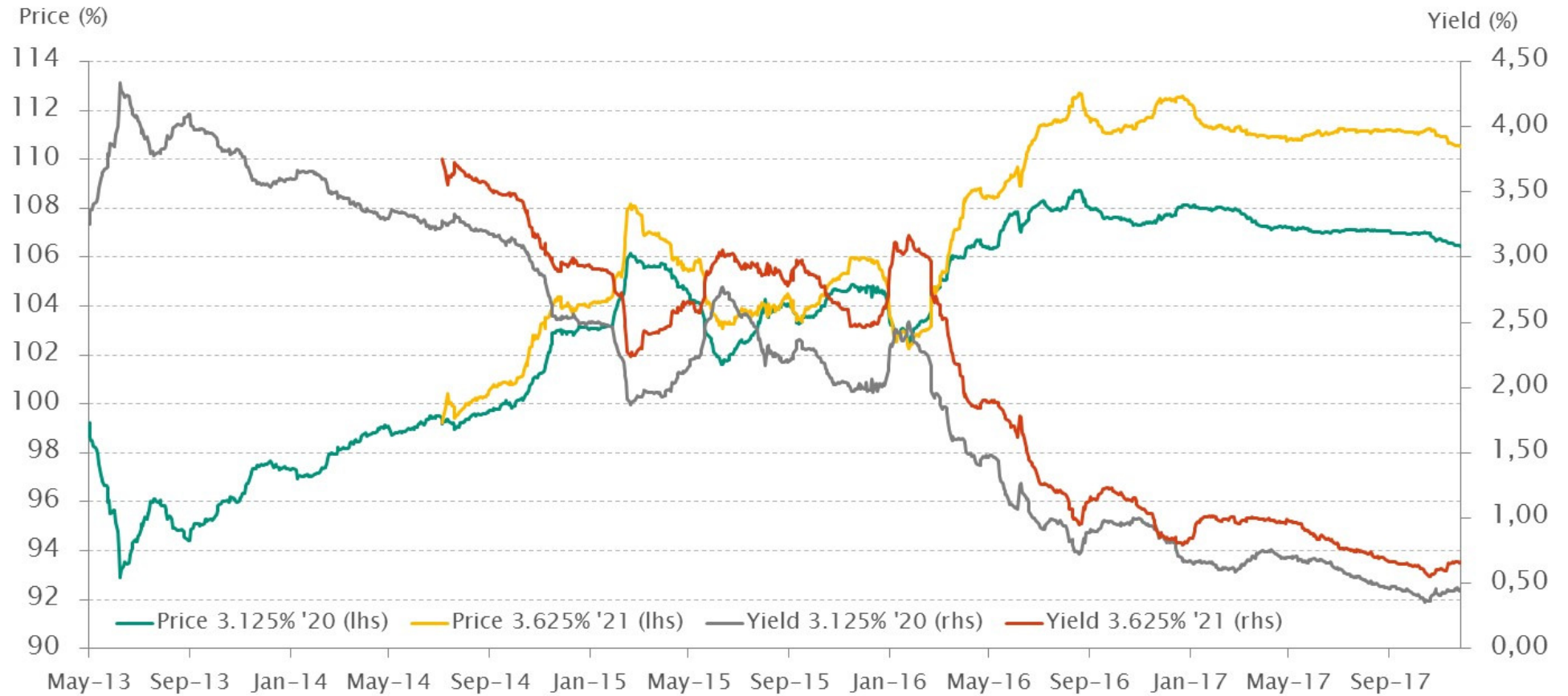


Debt maturity profile

10/31/2017



Development of the PHOENIX bonds



Source: Bloomberg. 12/15/2017

Financial outlook for the fiscal year 2017/18

- Stable economic environment in 2017, with GDP in Germany and the Eurozone expected to grow by around 1% to 2%
- European pharmaceutical markets anticipated to record a positive market growth in 2017
- Expansion of market position in Europe through organic growth and acquisitions
- Slight revenue growth estimated
- Increase of adjusted EBITDA expected in 2017/18
- Mostly stable development of equity ratio expected



Financial calendar 2017/18 and 2018/19

Reporting event	Date
○ Annual report 2017/18	24 May 2018
○ Quarterly report February to April 2018	26 June 2018
○ Half-year report February to July 2018	21 September 2018
○ Quarterly report February to October 2018	18 December 2018

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PHOENIX Pharmahandel GmbH & Co KG
Pfingstweidstraße 10-12
68199 Mannheim

Thank you!