



INVESTOR CALL RESULTS OF THE FISCAL YEAR 2014/15

Mannheim, 13 May 2015

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AGENDA

Overview

Fiscal Year 2014/15

Oliver Windholz (CEO)



Group Financials

Fiscal Year 2014/15

Helmut Fischer (CFO)



Questions & Answers



Highlights Business Year 2014/15

Important Milestones

- ✓ Total operating performance* on highest level in the history of PHOENIX with strong growth above industry average
- ✓ Leading market position in Germany further strengthened with significant profit improvements
- ✓ Strategy of profitable growth highlighted by planned acquisitions of Mediq Apotheken Nederland B.V. (NL) and Sunpharma (SK)

Finance

- ✓ Distinct increase of results
- ✓ Cash Flow on high level
- ✓ Equity ratio raised with a further reduction of net debt
- ✓ Third corporate bond successfully issued

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

Highlights Business Year 2014/15

Operative Projects

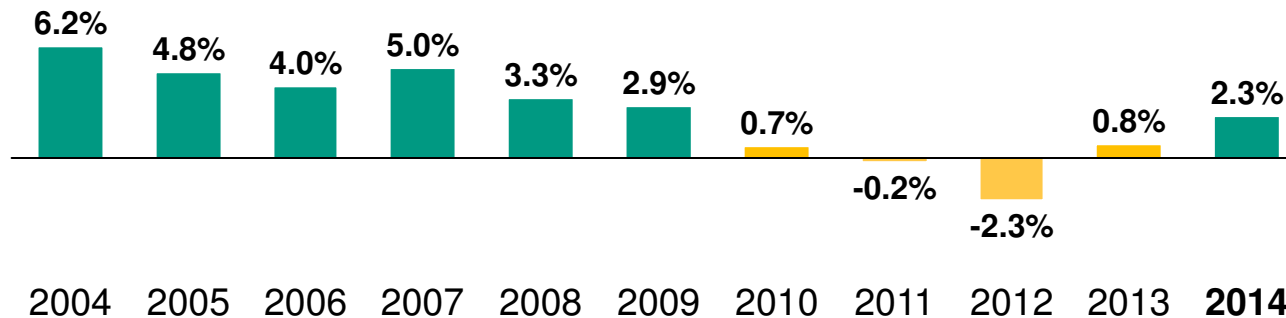
- ✓ Wholesale: European position expanded
 - Germany: Net Turnover with more than EUR 8 billion on company all-time high
 - Finland: Record profit due to improved business with services
 - Sweden: Significant market share improvement by OTC cooperation contract
 - Czech Republic: Outstanding market position by supplier contracts

- ✓ Retail: Consistent expansion of pharmacy portfolio
 - Market leader to be in The Netherlands after acquisition of Mediq Apotheken Nederland B.V. (planned)
 - Expansion of BENU portfolio through targeted acquisitions in Slovakia, Serbia, Czech Republic and Switzerland
 - Leadership in the Norwegian market further strengthened

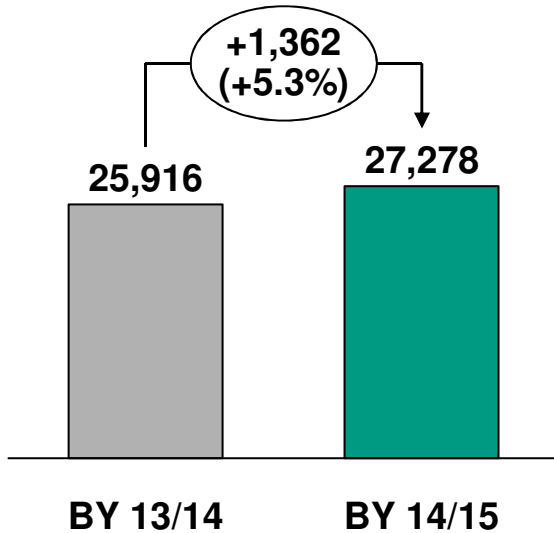
- ✓ Pharma Services
 - Strengthening of "All-in-One"-concept by substantial investments in Eastern Europe
 - Preparations for large-scale project in Denmark successfully completed
 - Further expansion of the collaboration with the pharmaceutical industry
 - ADG grows by acquisitions of Sentris and Novodata (planned)
 - Successful launch of ADG RAYCE T point of sale system

Growth and Cost Efficiency

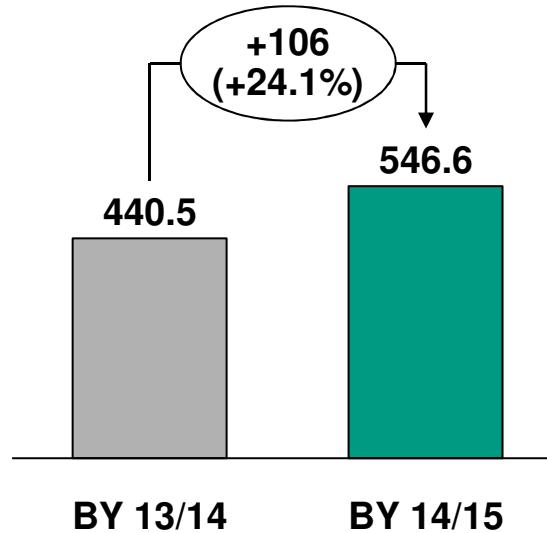
Yearly Growth of the European Pharma Market (IMS Health)



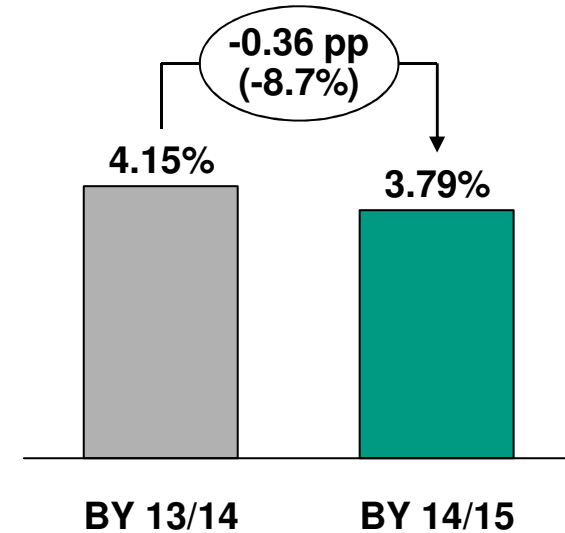
Total Operating Performance in mEUR



EBITDA in mEUR*



Personnel Expenses in% of Total Operating Perf. *



Unique Presence in Europe

Wholesale:

153 distribution centres
in 25 countries (incl. Health Care Logistics)

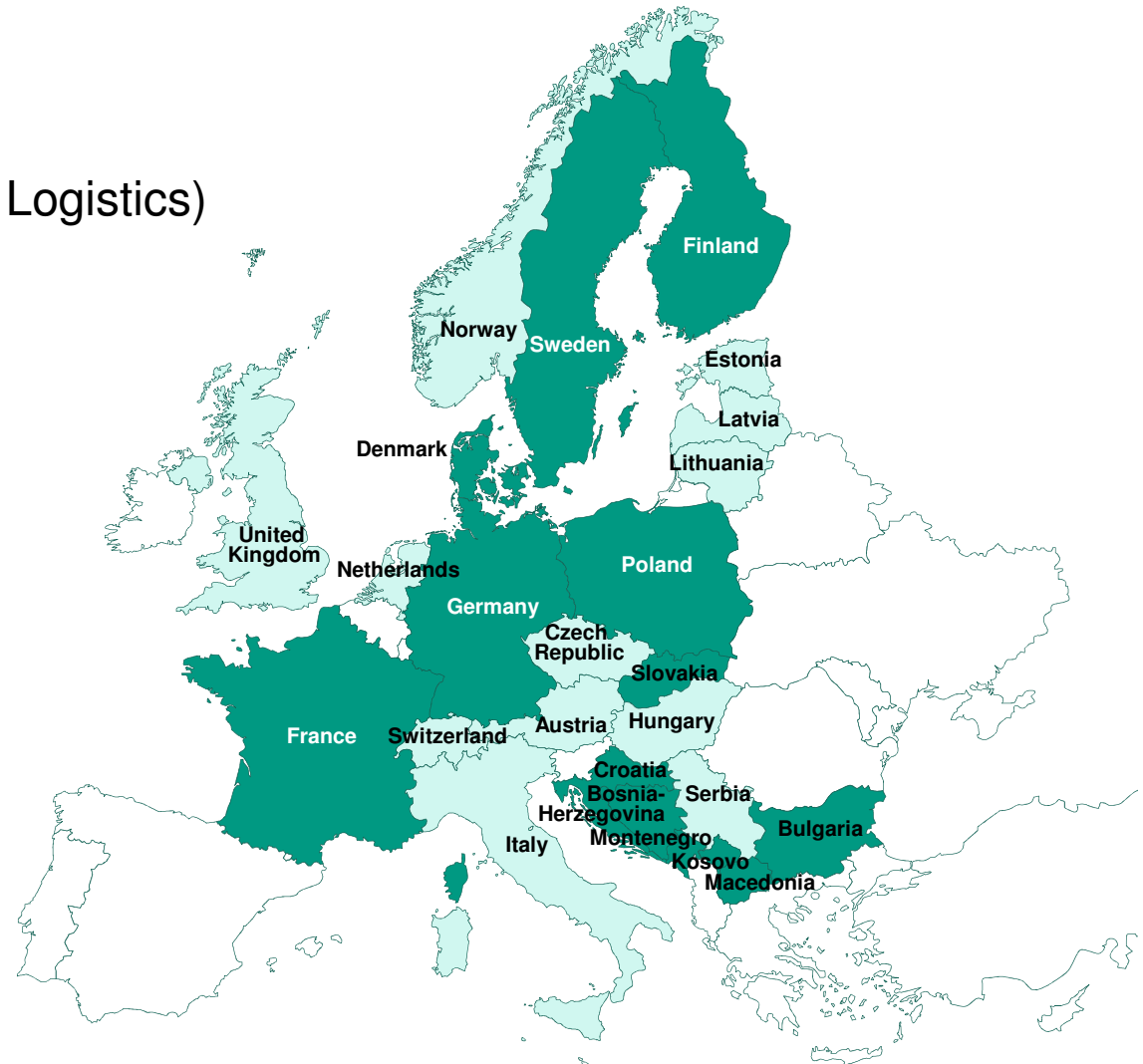
Retail:

1,646 pharmacies
in 12 countries

Pharma Services:

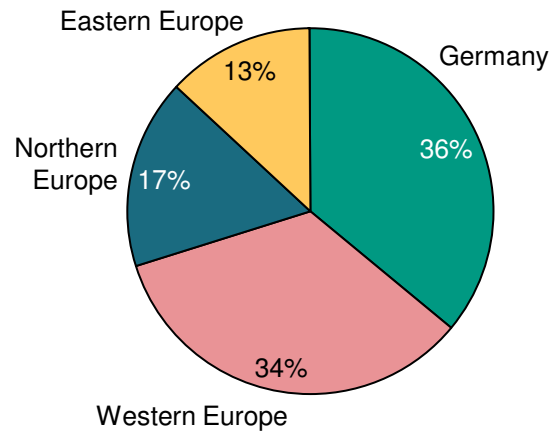
Offering services to the
pharmaceutical industry
in 25 countries

- Wholesale and Retail
 - Wholesale (including Health Care Logistics)
- As of January 31, 2015

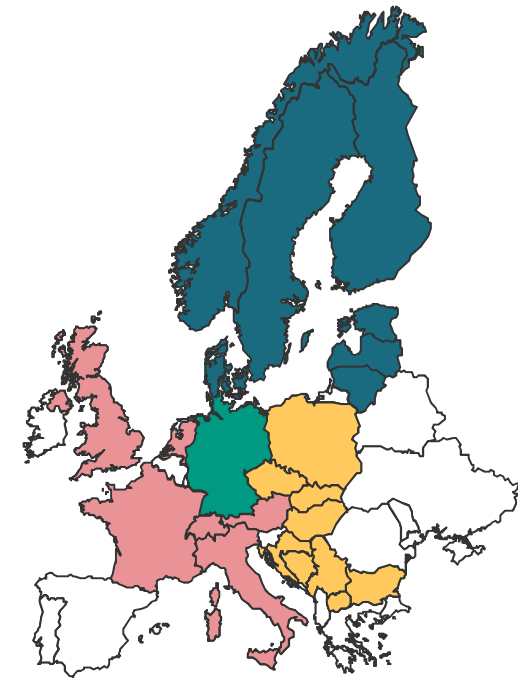
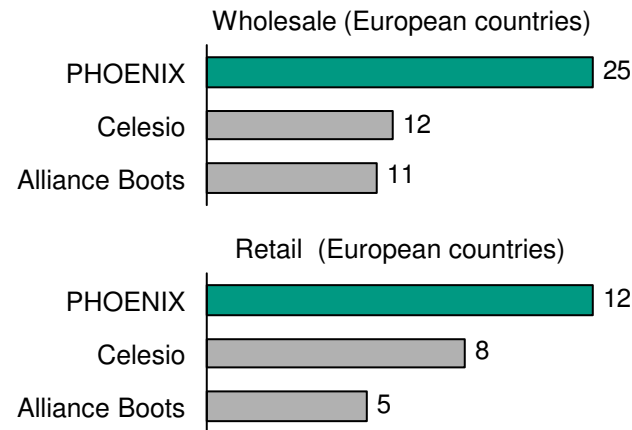


PHOENIX with a well-balanced and stable country portfolio

Net Turnover per region



Countries in comparison



Germany

- #1 market position in wholesale
- 22 distribution centres*
- Net Turnover wholesale: 100%

Western Europe

- 786 pharmacies
- 74 distribution centres*
- Net Turnover wholesale: 86%

Northern Europe

- 514 pharmacies
- 18 distribution centres*
- Net Turnover wholesale: 71%

Eastern Europe

- 346 pharmacies
- 39 distribution centres*
- Net Turnover wholesale: 90%

Expanding business relationships to pharmaceutical industry: Focus areas of Pharma Services

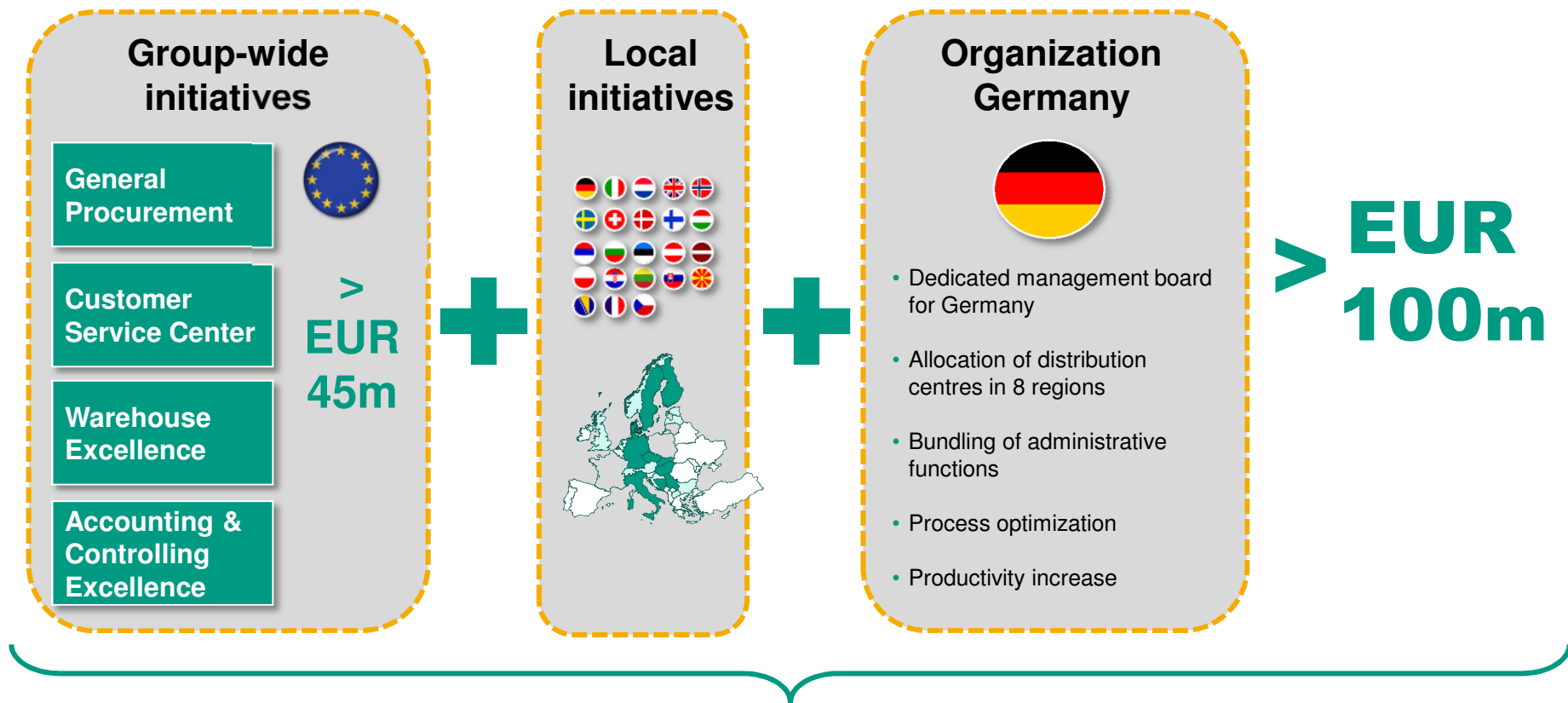


PHOENIX ALL-IN-ONE

-  Preferred Partnerships
-  Health Care Logistics
-  Patient Services
-  Business Intelligence

- Supply Chain Optimization
- Sales Support
- Clinical Trial Logistics
- Specialty Distribution

PHOENIX FORWARD: Strengthening for the future



Market- and cost leadership are principles of the PHOENIX group

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Questions & Answers



New record results in fiscal year 2014/15 in an ongoing challenging environment

Profit & Loss

	FY 2013/14*		FY 2014/15		Delta		FX-Effect
	in m€	%	in m€	%	in m€	%	in m€
Total operating performance	25,916.3	118.9%	27,278.2	120.9%	1361.9	5.3%	-211.9
Revenue	21,791.3	100%	22,568.0	100%	776.7	3.6%	-104.2
Gross profit	2,077.3	9.5%	2,134.1	9.5%	56.8	2.7%	-15.3
EBITDA¹	440.5	2.0%	546.6	2.4%	106.1	24.1%	-6.8
Depreciations ²	-192.0	-0.9%	-111.1	-0.5%	80.9	-42.1%	0.8
EBIT¹	248.4	1.1%	435.5	1.9%	187.1	75.3%	-6.0
Financial result	-105.3	-0.5%	-74.2	-0.3%	31.1	-29.6%	3.0
Profit before tax³	143.1	0.7%	361.3	1.6%	218.2	152.5%	-3.0
Income taxes total	-73.1	-0.3%	-103.3	-0.5%	-30.2	41.3%	1.0
Profit for the period	70.0	0.3%	258.0	1.1%	188.0	268.4%	-2.0
Non-contr. interests share of profit	-19.9	-0.1%	-35.2	-0.2%	-15.3	76.5%	0.1
Group share of profit	50.1	0.2%	222.8	1.0%	172.7	344.5%	-1.9

¹ 2014/15: Effect of pension scheme modification included, 68.5 m€.

² 2013/14: Goodwill Impairment included, 85 m€.

³ Adjusted profit before tax 292.7 m€ (PY 253.1 m€).

* Prior year restated due to the first-time adoption of IFRS 11.

Improved financial result, once more

Financial result (in m€)	FY 2013/14**	FY 2014/15	Delta
Interest income	22.5	22.5	0.0
Interest expenses	-134.0	-92.4	41.6
Interest result	-111.5	-69.9	41.6
Other net financial result*	6.2	-4.3	-10.5
Financial result	-105.3	-74.2	31.1

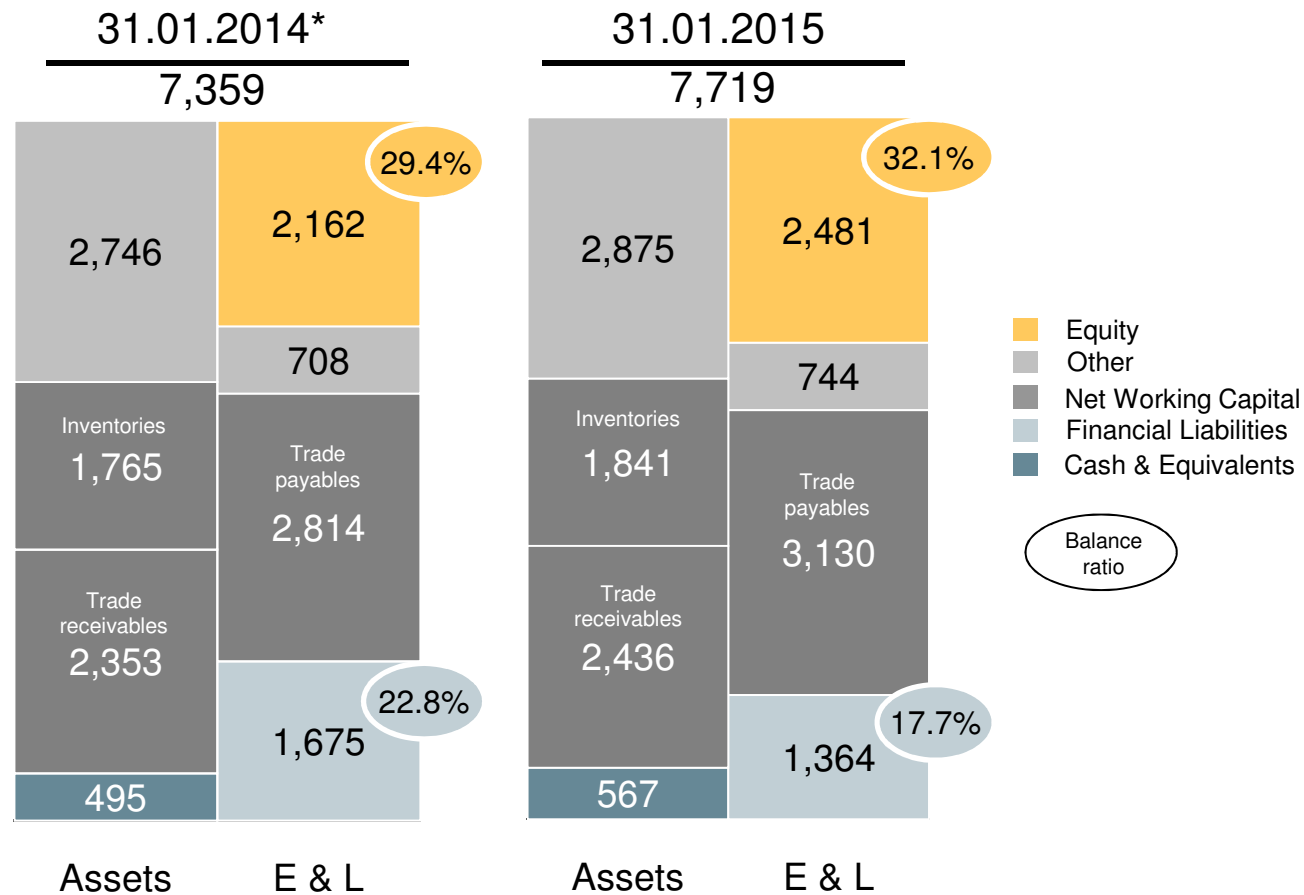
* Other net financial result comprises:

- "other financial income and expenses",
- "financial income and expenses from derivatives"
- "exchange rate gains and losses" related to the financial result
- Impairments on financial assets

** Prior year restated due to the first-time adoption of IFRS 11

Solid development of the Equity Ratio

(in Mio. EUR)

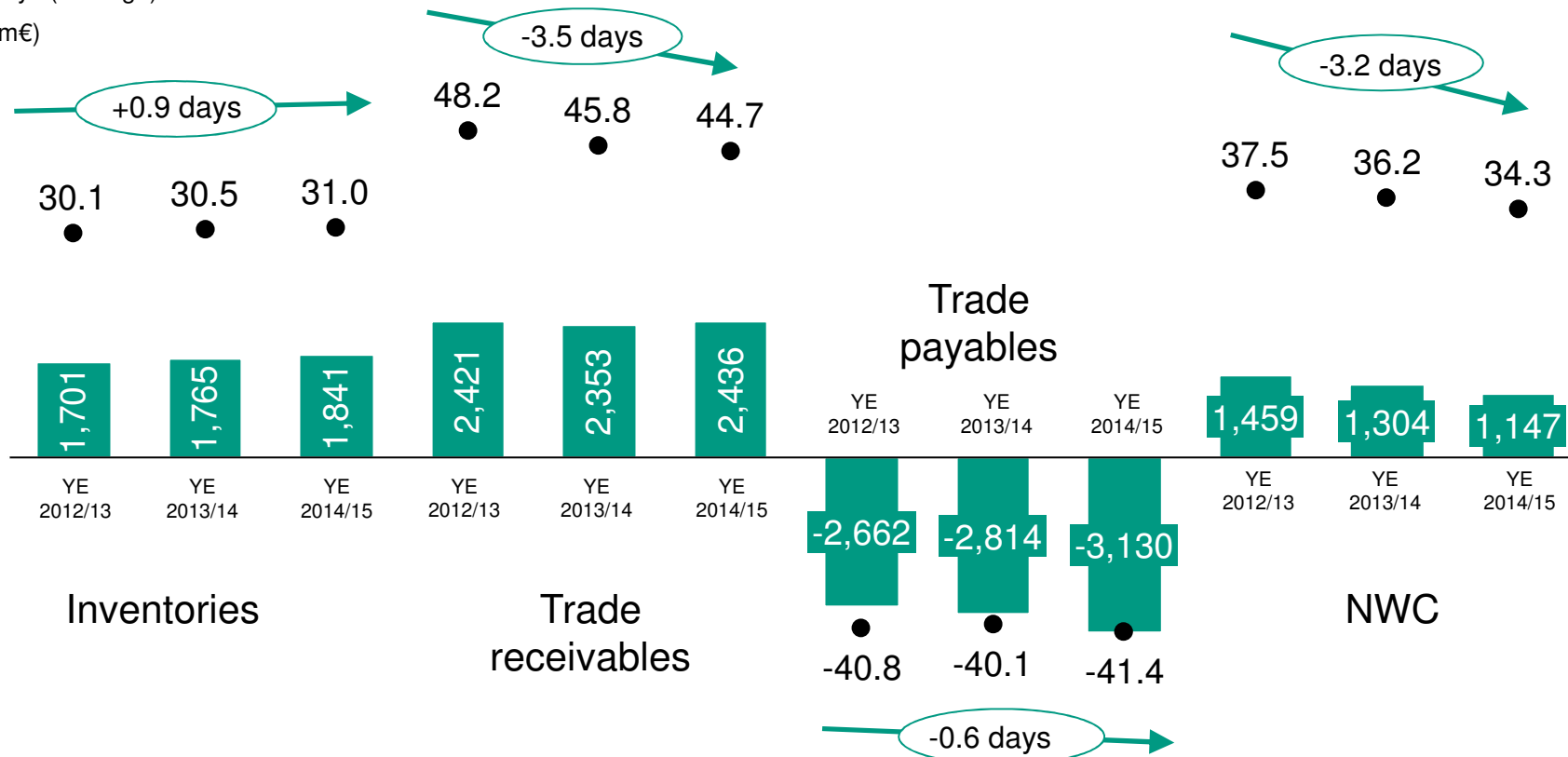


* Prior year restated due to the first-time adoption of IFRS 11.

Closely managed Net Working Capital

● Days (Average)

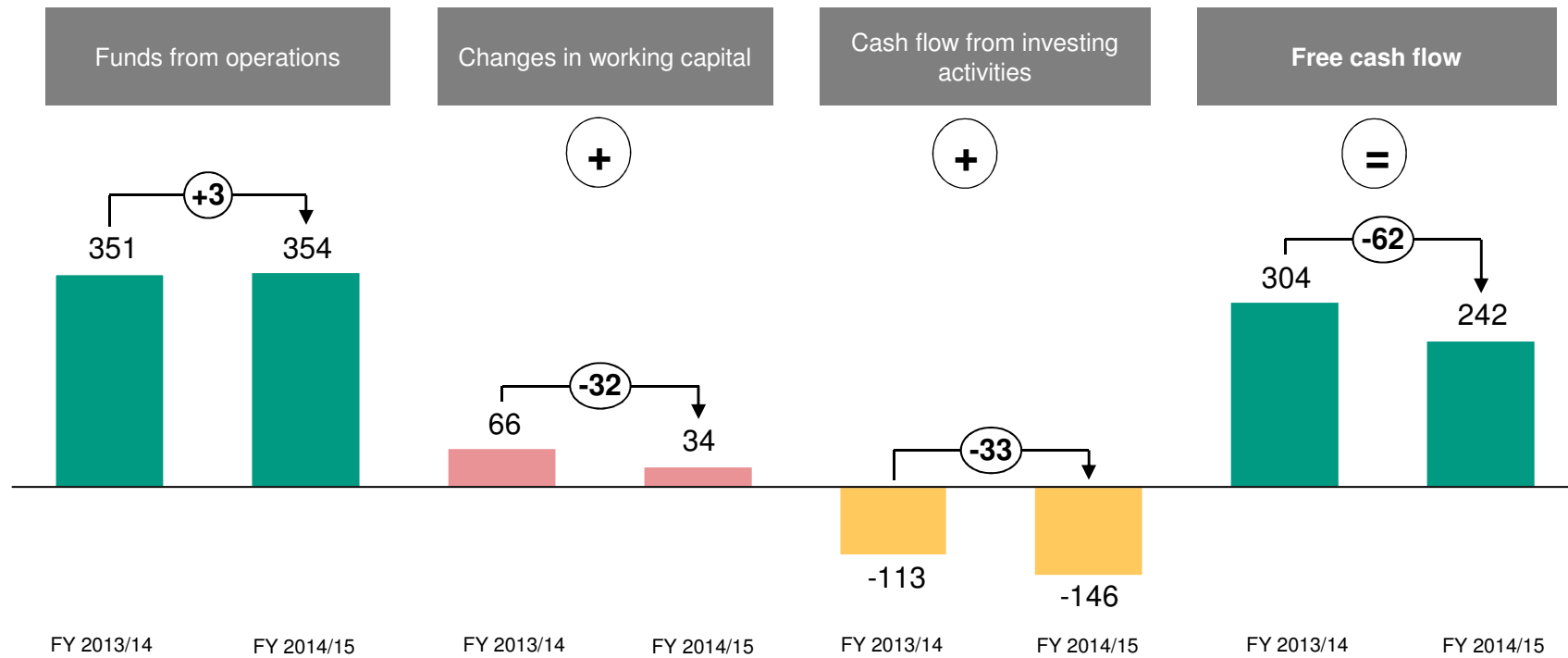
(in m€)



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

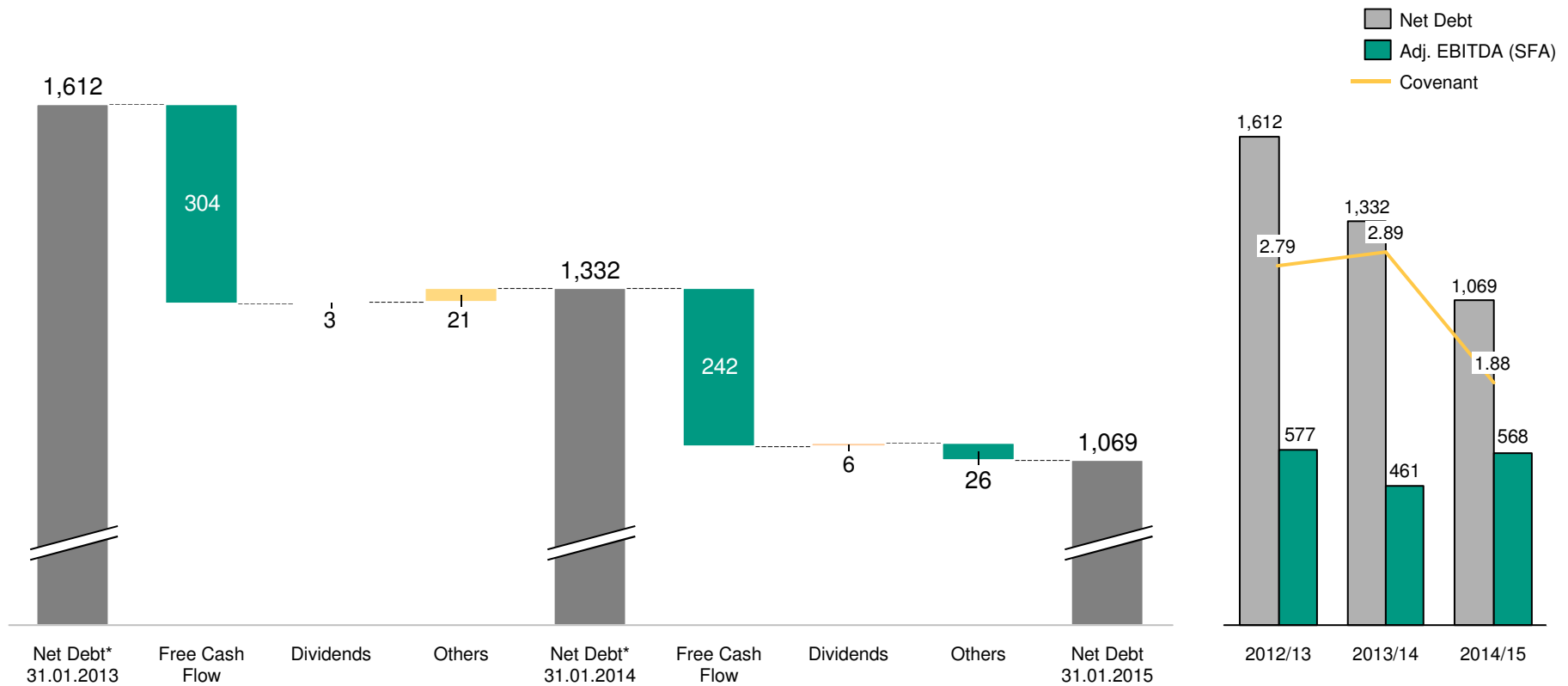
Solid Cash Flow Generation

(in m€)



Significant Net Debt reduction

(in m€)



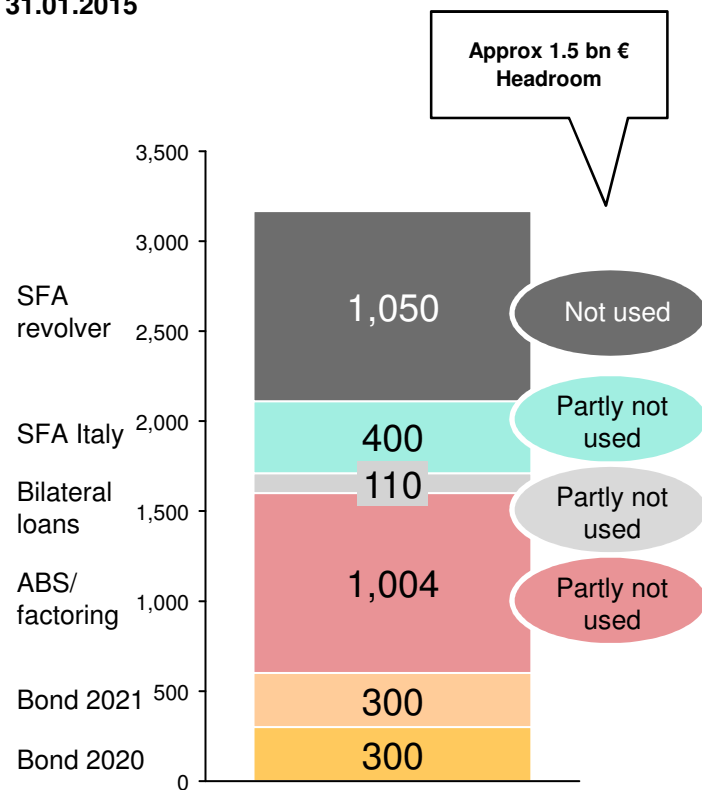
* Figures as reported in prior years.

Well balanced financing structure and maturity profile

(m€)

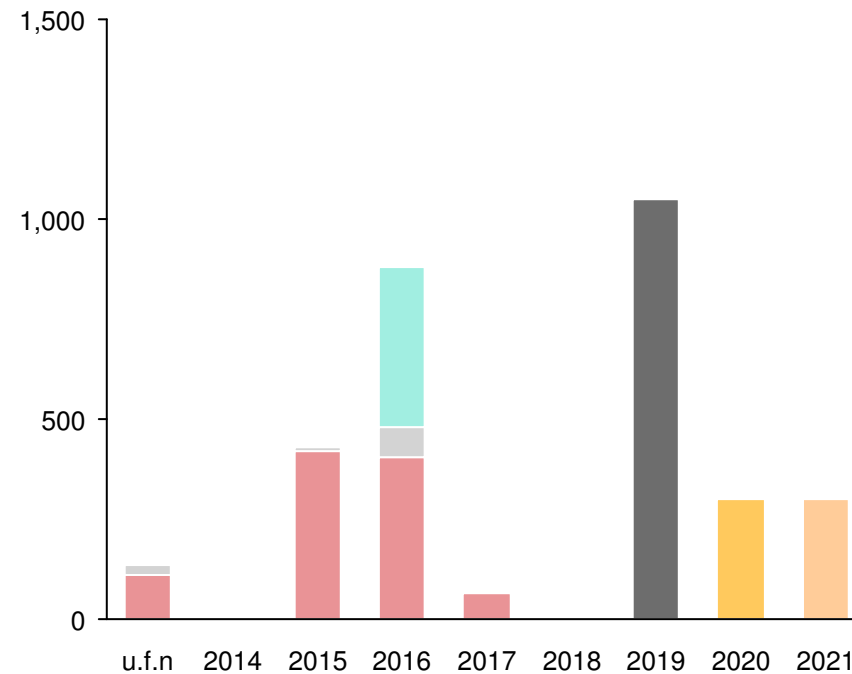
Financial facilities and headroom

31.01.2015



Debt maturity profile

31.01.2015



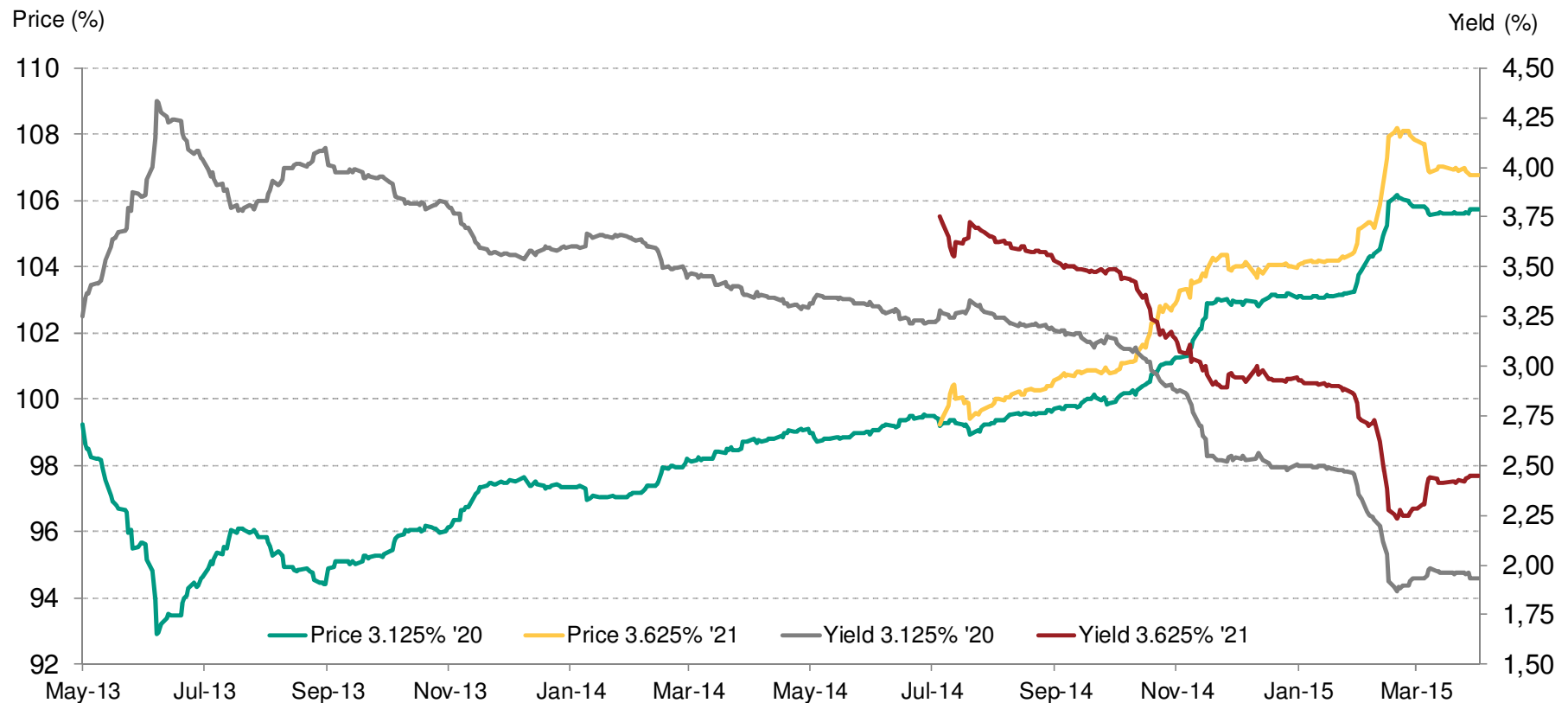
Summary: Development of key credit indicators

	31.01.2014	31.01.2015	Delta
Equity (in m€)	2,161.8	2,481.5	14.8%
Equity ratio	29.4%	32.1%	+3.7pp
Net debt (in m€)	1,331.6 **	1,068.7	-19.7%
Gearing (Net debt/equity)	61.6%	43.1%	-18.5pp
	Feb.-Jan. 2013/14	Feb.-Jan. 2014/15	Delta
EBITDA (in m€)	440.5	546.6	24.1%
EBITDA-margin	2.0%	2.4%	+0.4pp
Adjusted EBITDA (in m€)	461.0	567.6	23.1%
Adj.-EBITDA-margin	2.1%	2.5%	+0.4pp
Net debt / adjusted EBITDA (LTM)	2.89	1.88	-34.9%
Interest coverage ratio (EBIT / Interest Expenses)*	1.90	4.71	148.1%
Profit before tax (in m€)	143.1	361.3	152.5%
PBT-margin	0.7%	1.6%	+0,9pp

* Interest expenses excluding FX-effects and other financial expenses.

** Figure as reported in prior year.

Favorable Development of the PHOENIX Bonds



Source: Bloomberg, 12.05.2015

Financial outlook for the fiscal year 2015/16

- Expected European pharmaceutical market growth is around 2%; approximately 3% market growth in Germany is anticipated
- Expansion of market position through organic growth and acquisitions
- Revenue growth expected in Germany, Western and Eastern Europe
- EBITDA for 2015/16 at the level of the prior-year value adjusted for special effects from pensions
- Equity ratio is again expected to increase slightly
- Further increase in efficiency for positive business development of the PHOENIX group in the long term

Financial calendar 2015/16

Reporting Event	Date
Results of the 1 st quarter 2015/16	Monday, 22 June 2015
Results of the 1 st half-year 2015/16	Monday, 28 September 2015
Results of the 3 rd quarter 2015/16	Thursday, 17 December 2015

PHOENIX group