



Investor call  
Results of the 1<sup>st</sup> half-year  
PHOENIX group 2020/21

Helmut Fischer, CFO

Mannheim, 24 September 2020

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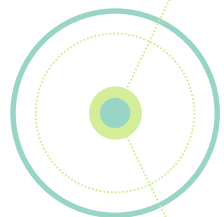
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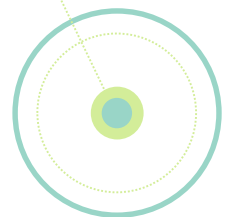
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**1<sup>st</sup> half-year 2020/21 – Highlights**



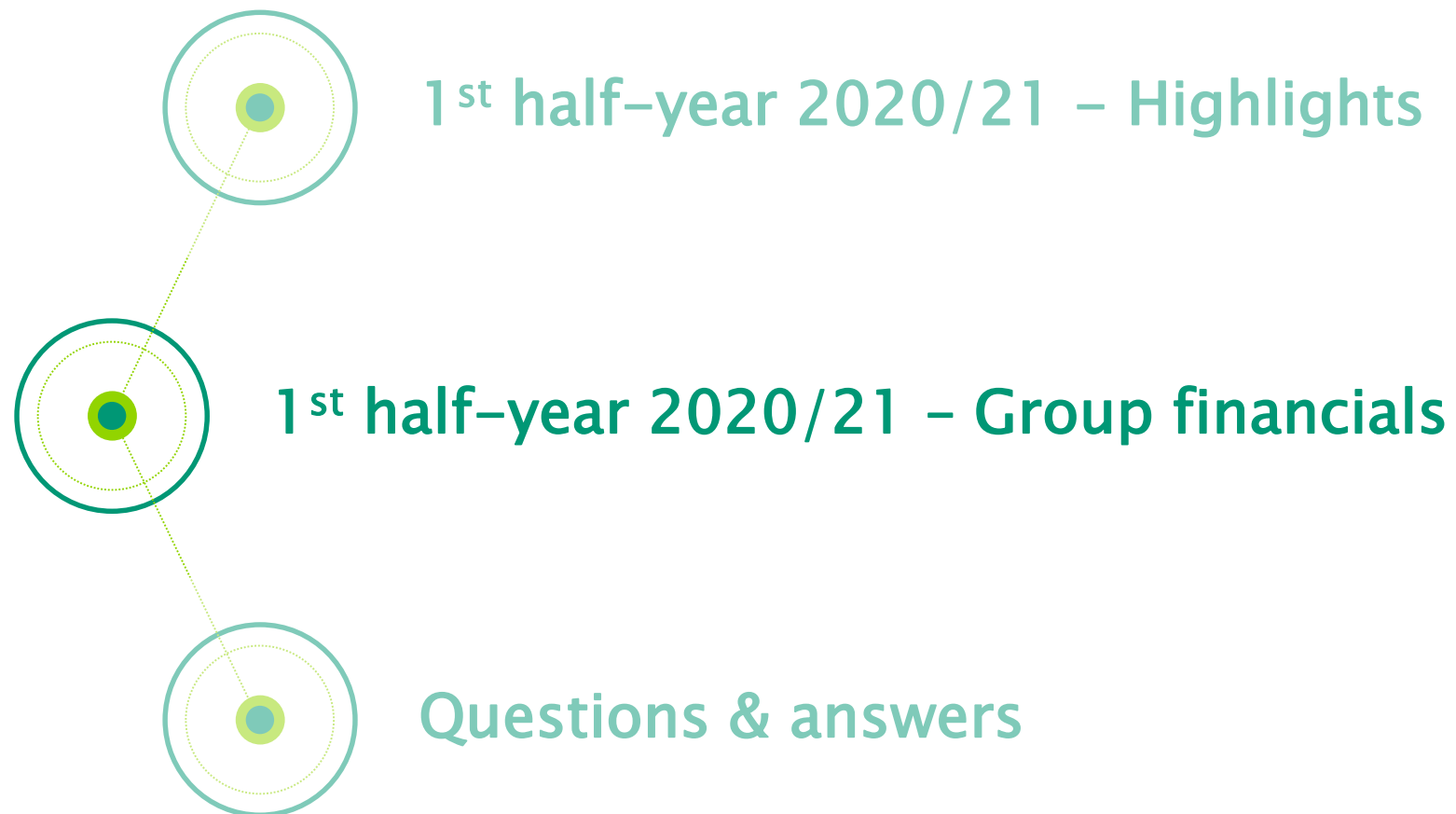
**1<sup>st</sup> half-year 2020/21 – Group financials**



**Questions & answers**

## PHOENIX group at a glance

- Increase in total operating performance and revenue as a result of the coronavirus pandemic
- Profit after tax higher than in previous year
- Further reduction in net debt compared to the first half-year 2019/20



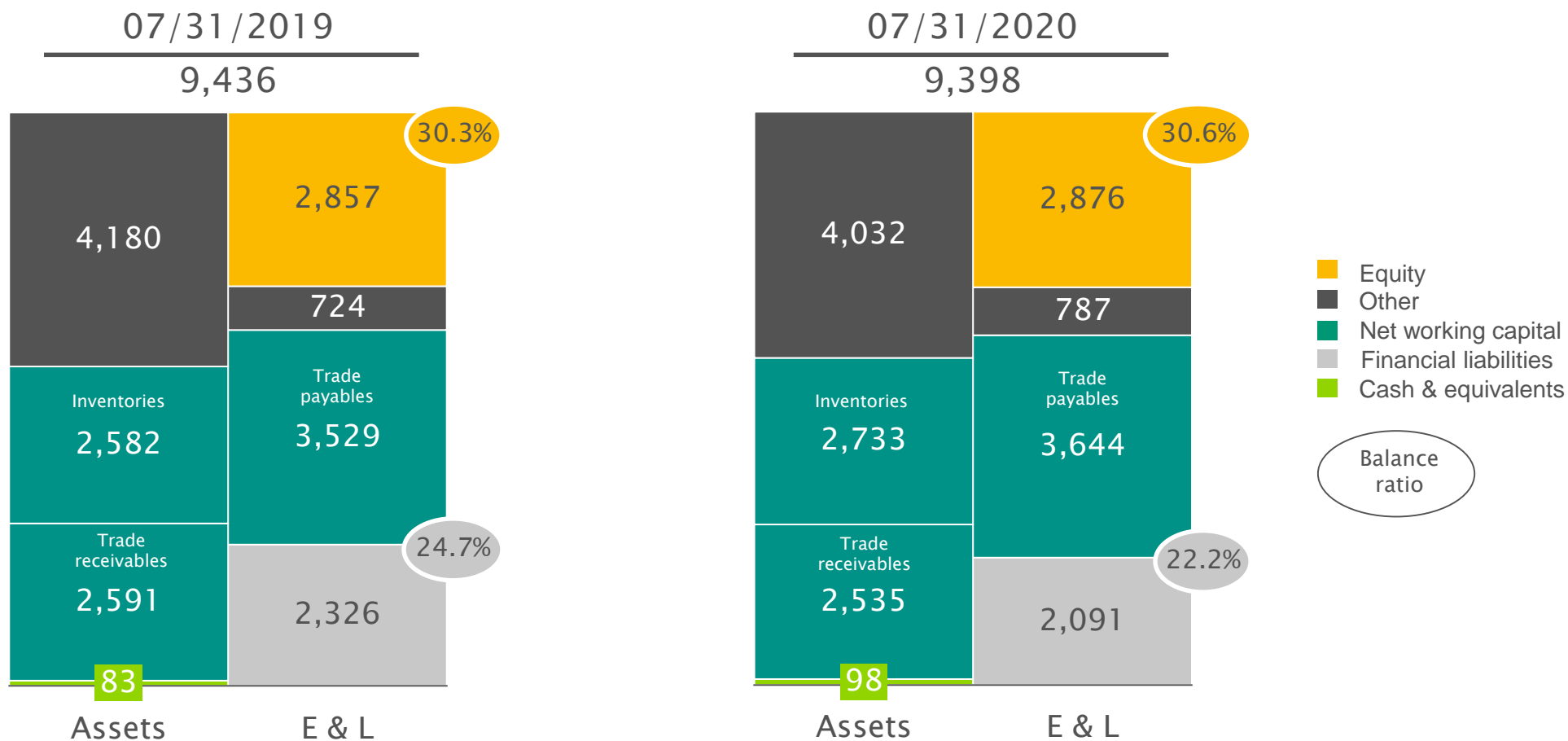
# Strong improvement of the financial figures in the course of the coronavirus pandemic

(in mEUR)

FINANCIAL PERFORMANCE	2019/20 First half-year	2020/21 First half-year	Change
Total operating performance	16,939.4	17,761.9	822.5
Revenue	13,323.2	13,972.5	649.3
Total income	1,433.6	1,506.4	72.8
Adjusted EBITDA	294.7	329.1	34.4
EBITDA	289.3	323.6	34.3
EBIT	161.6	188.5	26.9
Profit before tax	127.4	157.8	30.5
Profit after tax	93.0	113.0	20.0
Equity	2,857.3	2,875.8	18.5
Equity ratio (%)	30.3	30.6	0.3
Net debt	2,650.6	2,391.5	-259.1

# Solid development of the balance sheet

(in mEUR)

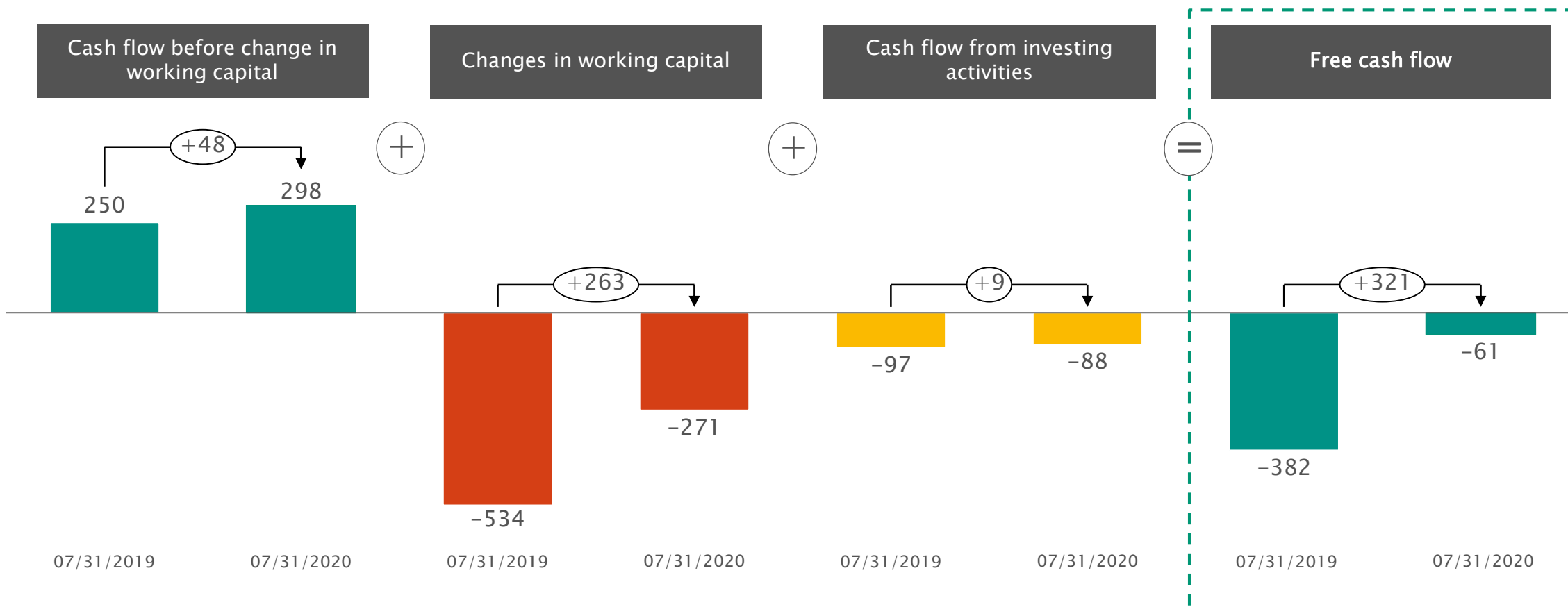


Net debt: 2,650.6 mEUR  
 Net debt KG: 2,529.7 mEUR

2,391.5 mEUR  
 2,263.8 mEUR

# Improved free cash flow based on better working capital

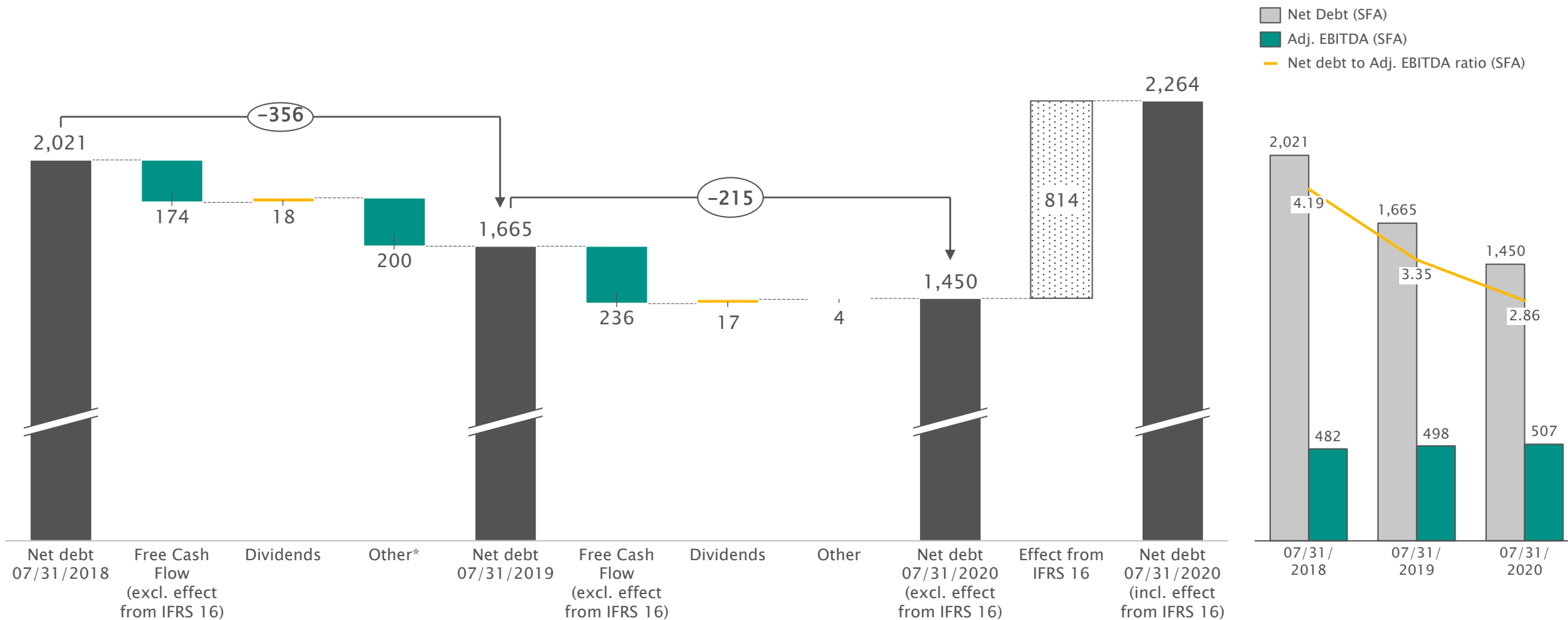
(in mEUR)





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

(in mEUR)



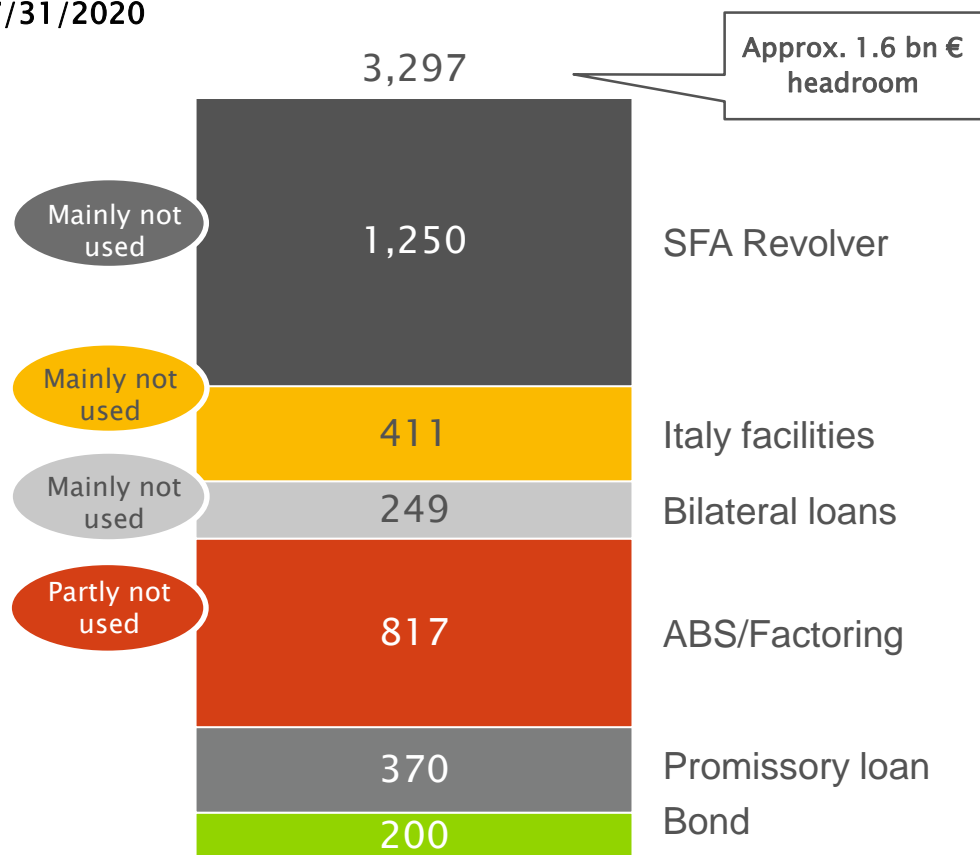
\*LTM per 07/2019 financial loan (199 m€)

# Excellent liquidity headroom available

(in mEUR)

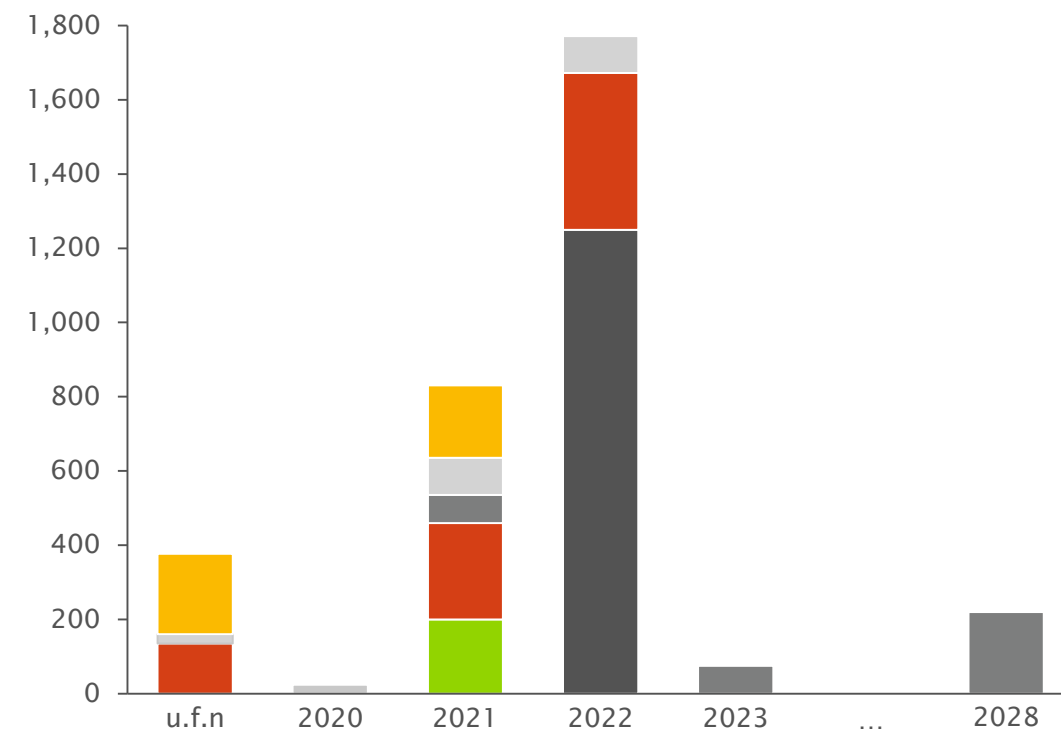
## Financial facilities and headroom

07/31/2020



## Debt maturity profile

07/31/2020

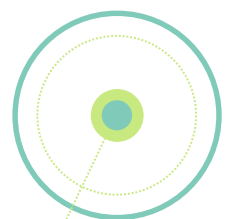


## Financial outlook for the fiscal year 2020/21

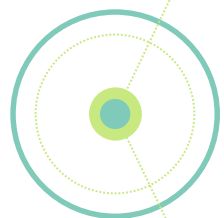
- Expansion of market position in Europe through organic growth and acquisitions
- Revenue growth estimated to be slightly above the level of growth on the European pharmaceutical markets
- Profit before tax in 2020/21 expected to be above the level seen in 2019/20
- Slightly positive development of equity ratio expected

# Financial calendar 2020

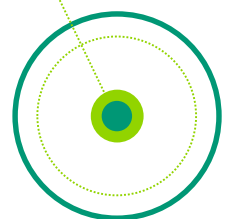
Reporting event	Date
○ Quarterly report February to October 2020	17 December 2020



1<sup>st</sup> half-year 2020/21 – Highlights



1<sup>st</sup> half-year 2020/21 – Group financials



Questions & answers

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Thank you!