



Investor call
Results of the first nine months
PHOENIX group 2020/21

Helmut Fischer, CFO

Mannheim, 17 December 2020

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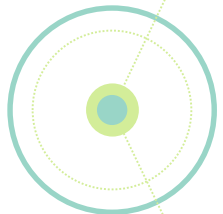
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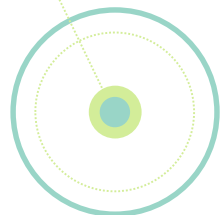
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First nine months 2020/21 – Highlights



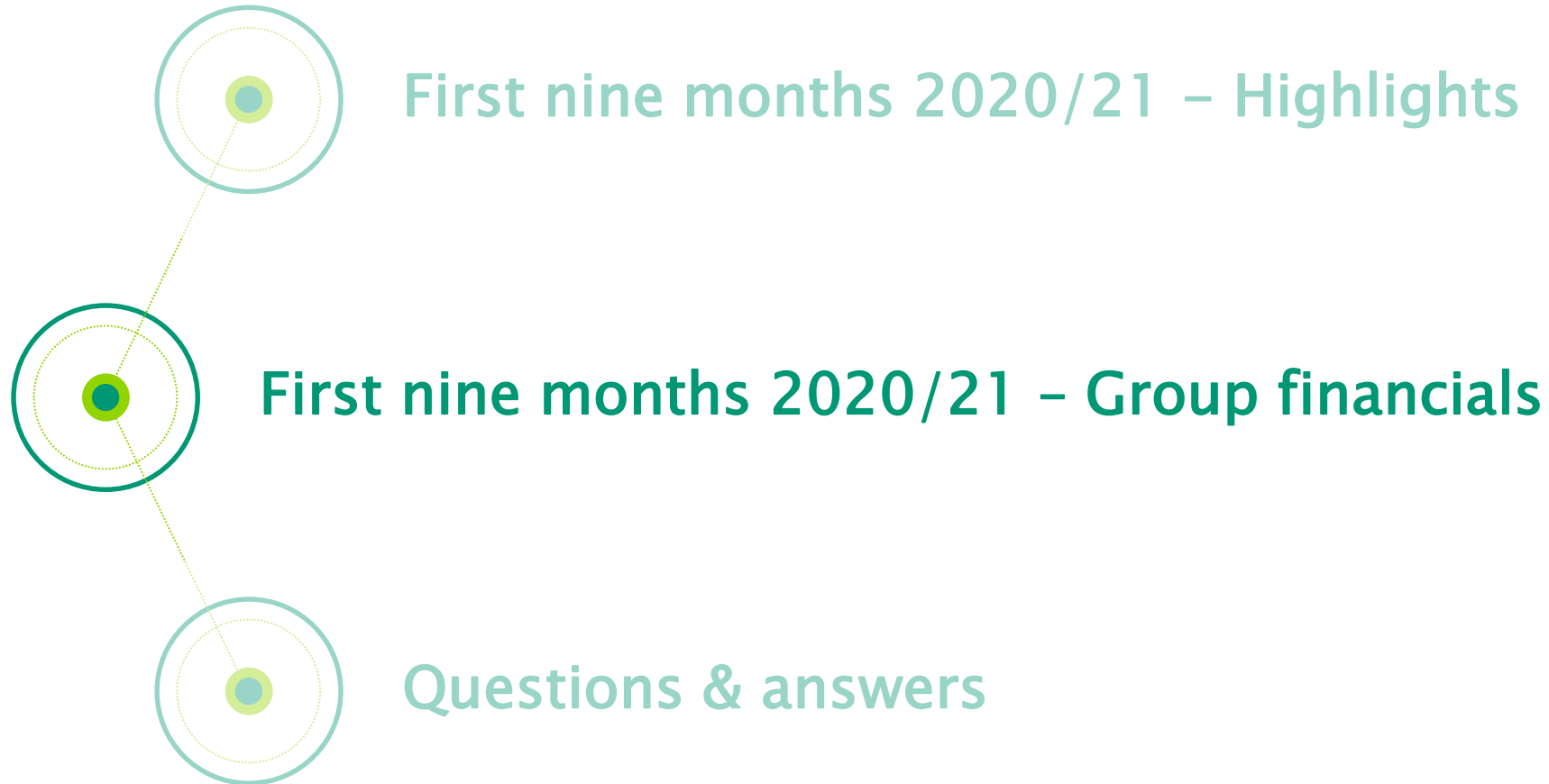
First nine months 2020/21 – Group financials



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
- Successful refinancing: issuance of a €400 million corporate bond and €200 million promissory notes
- Further reduction in net debt compared to the first nine months of 2019/20



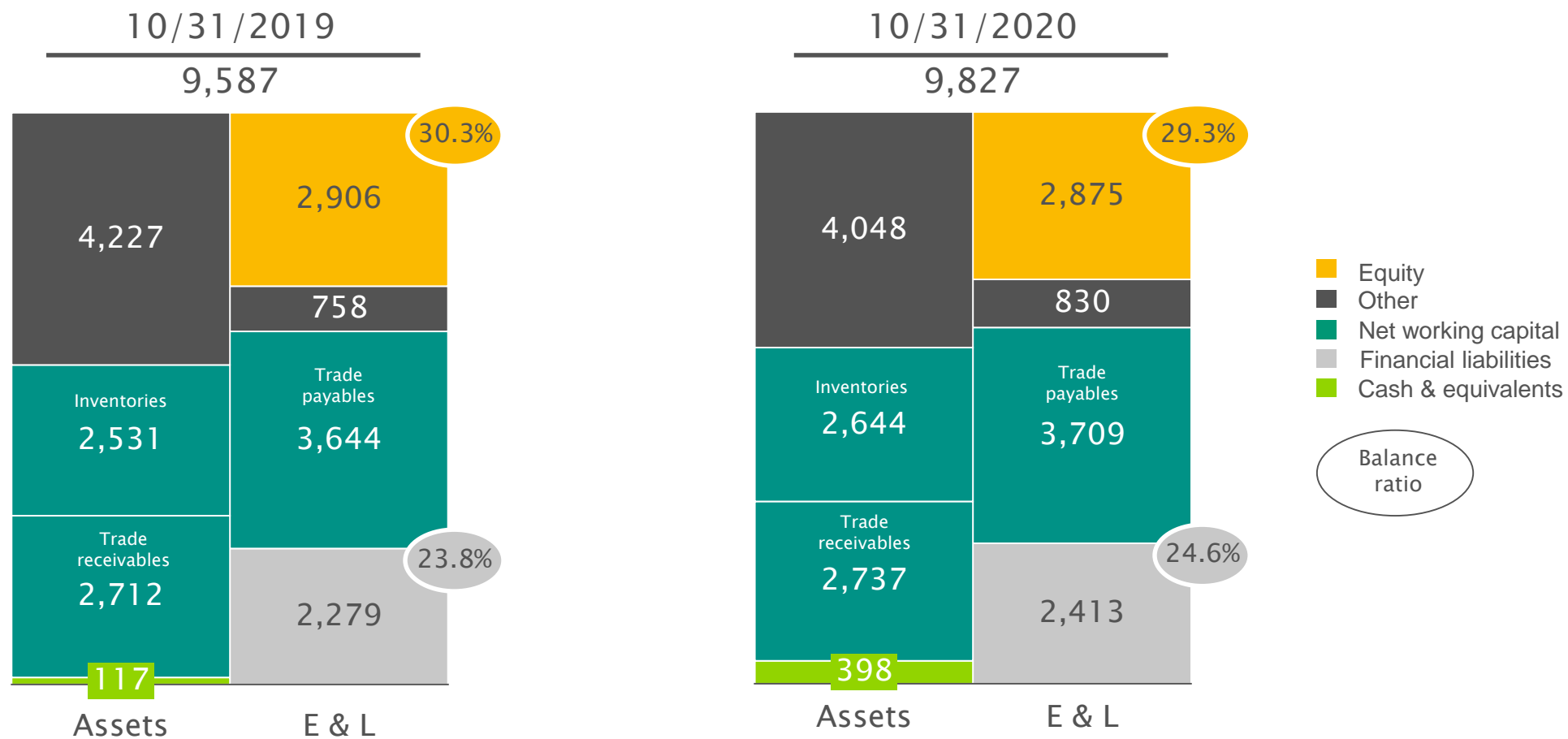
Strong improvement of the financial figures in the course of the coronavirus pandemic

(in mEUR)

FINANCIAL PERFORMANCE	2019/20 First nine months	2020/21 First nine months	Change	
Total operating performance	25,696.6	26,677.2	980.6	3.8%
Revenue	20,106.4	20,981.7	875.4	4.4%
Total income	2,156.4	2,252.3	96.0	4.5%
EBITDA	432.3	475.0	42.7	9.9%
Profit after tax	137.2	166.5	29.3	21.4%
Equity	2,906.2	2,875.1	-31.1	-1.1%
Equity ratio (%)	30.3	29.3	-1.0	-3.3%
Net debt	2,567.1	2,415.2	-151.9	-5.9%

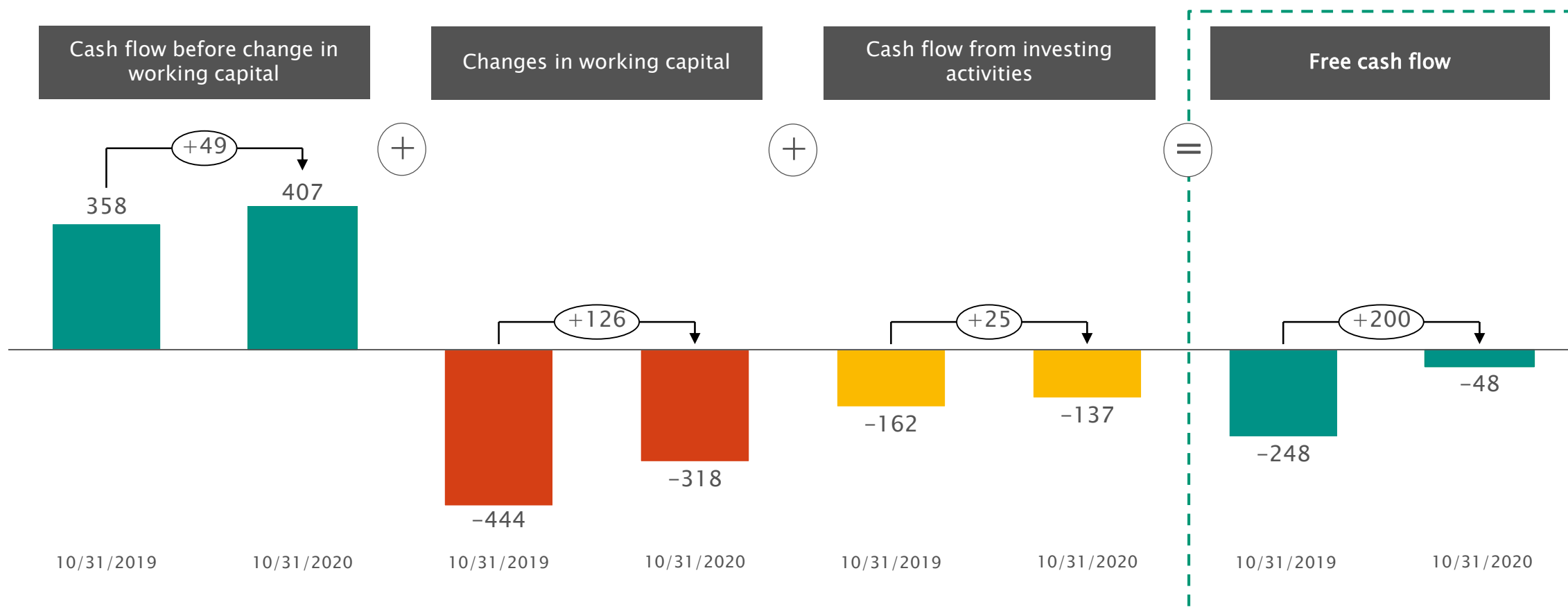
Solid development of the balance sheet

(in mEUR)



Improved free cash flow based on improved change in working capital and better operational result

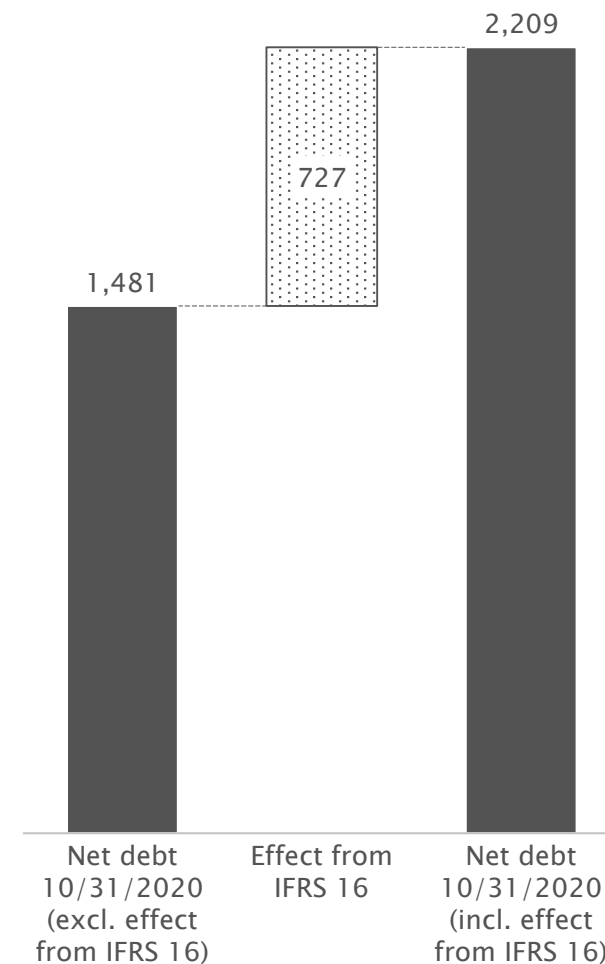
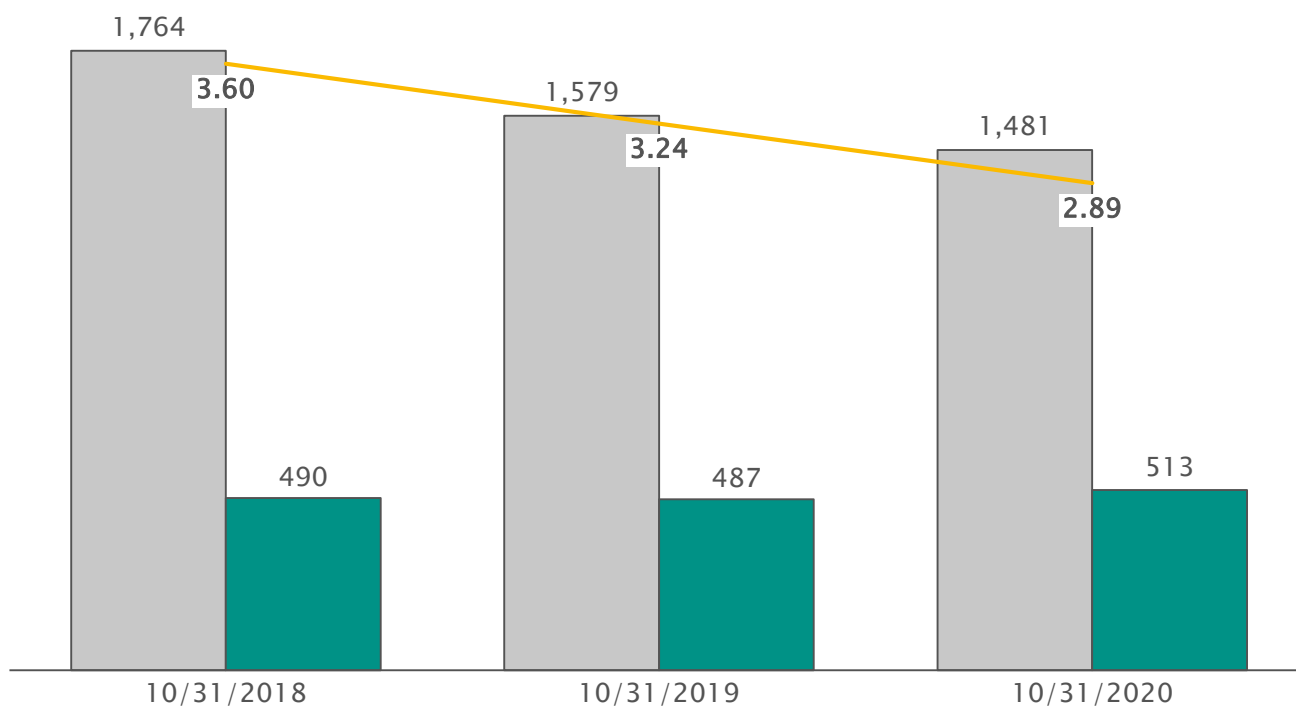
(in mEUR)



PHOENIX KG | Net Debt reduced due to free cash flow generation (excl. IFRS 16)

(in mEUR)

- Net Debt (SFA)
- Adj. EBITDA (SFA)
- Net debt to Adj. EBITDA ratio (SFA)

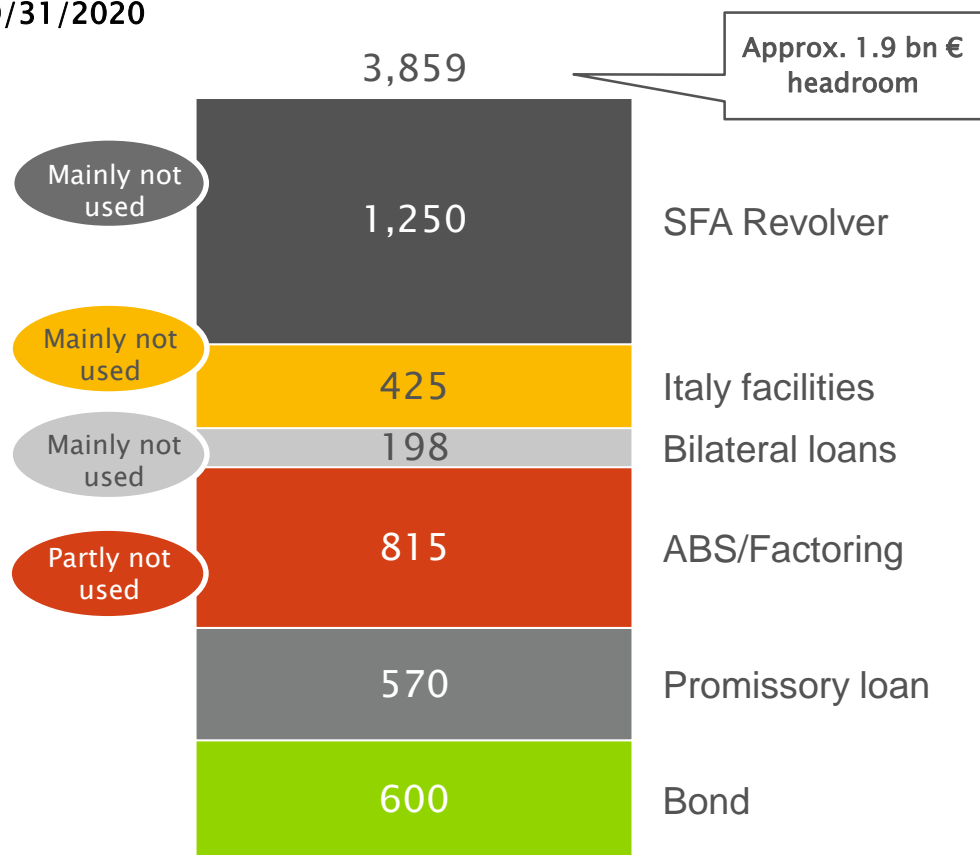


Excellent liquidity headroom available

(in mEUR)

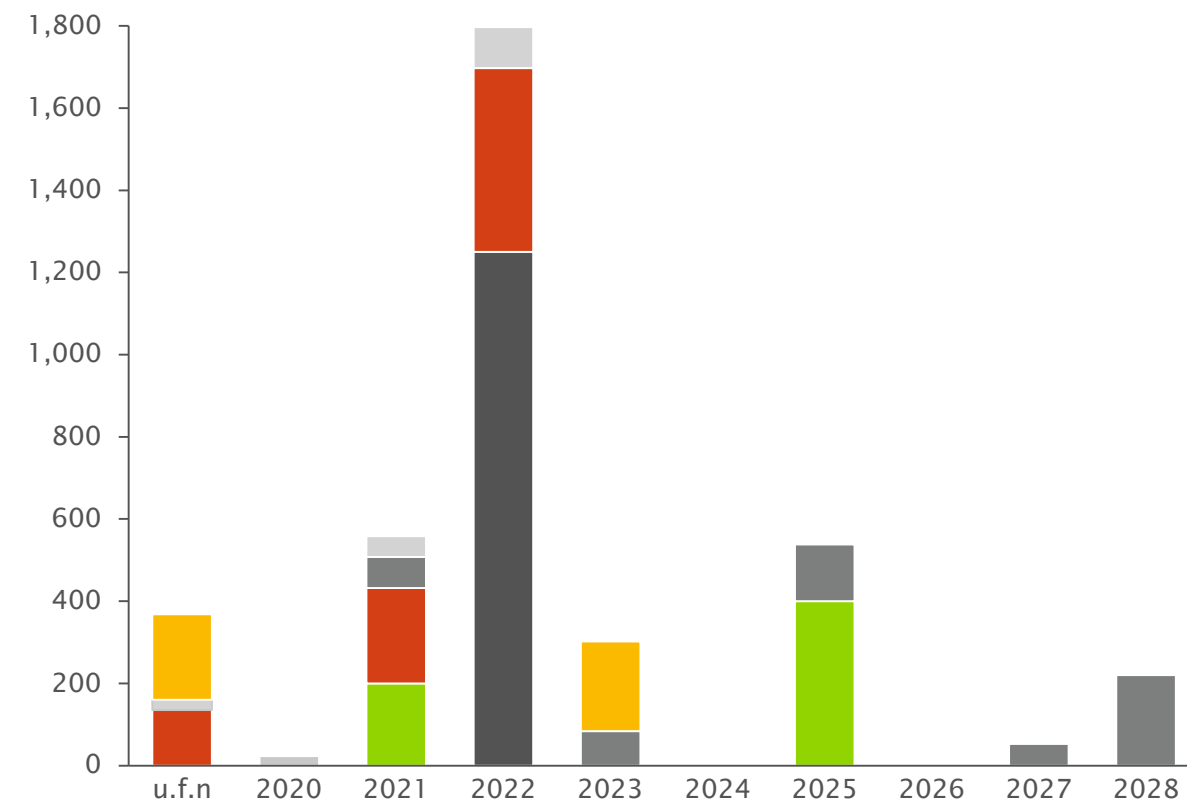
Financial facilities and headroom

10/31/2020



Debt maturity profile

10/31/2020

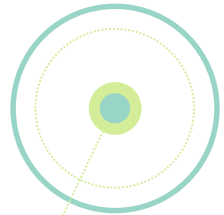


Financial outlook for the fiscal year 2020/21

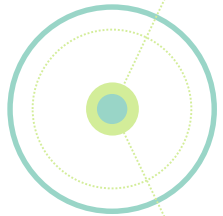
- Expansion of market position in Europe through organic growth and acquisitions
- Revenue growth estimated to be slightly above the level of growth on the European pharmaceutical markets
- Profit before tax in 2020/21 expected to be above the level seen in 2019/20
- Slightly positive development of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

Financial calendar 2020/21 and 2021/22

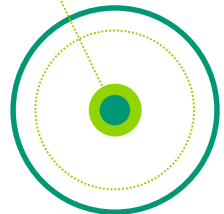
Reporting event	Date
○ Annual report 2020/21	27 May 2021
○ Quarterly report February to April 2021	24 June 2021
○ Half-year report February to July 2021	23 September 2021
○ Quarterly report February to October 2021	16 December 2021



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First nine months 2020/21 – Group financials



Questions & answers

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Thank you!