

Investor call
Results of the 1st quarter
PHOENIX group 2020/21

Helmut Fischer, CFO

Mannheim, 23 June 2020

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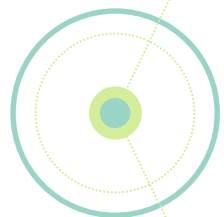
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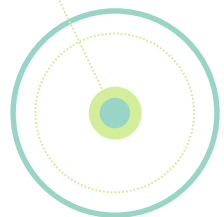
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1st quarter 2020/21 – Highlights



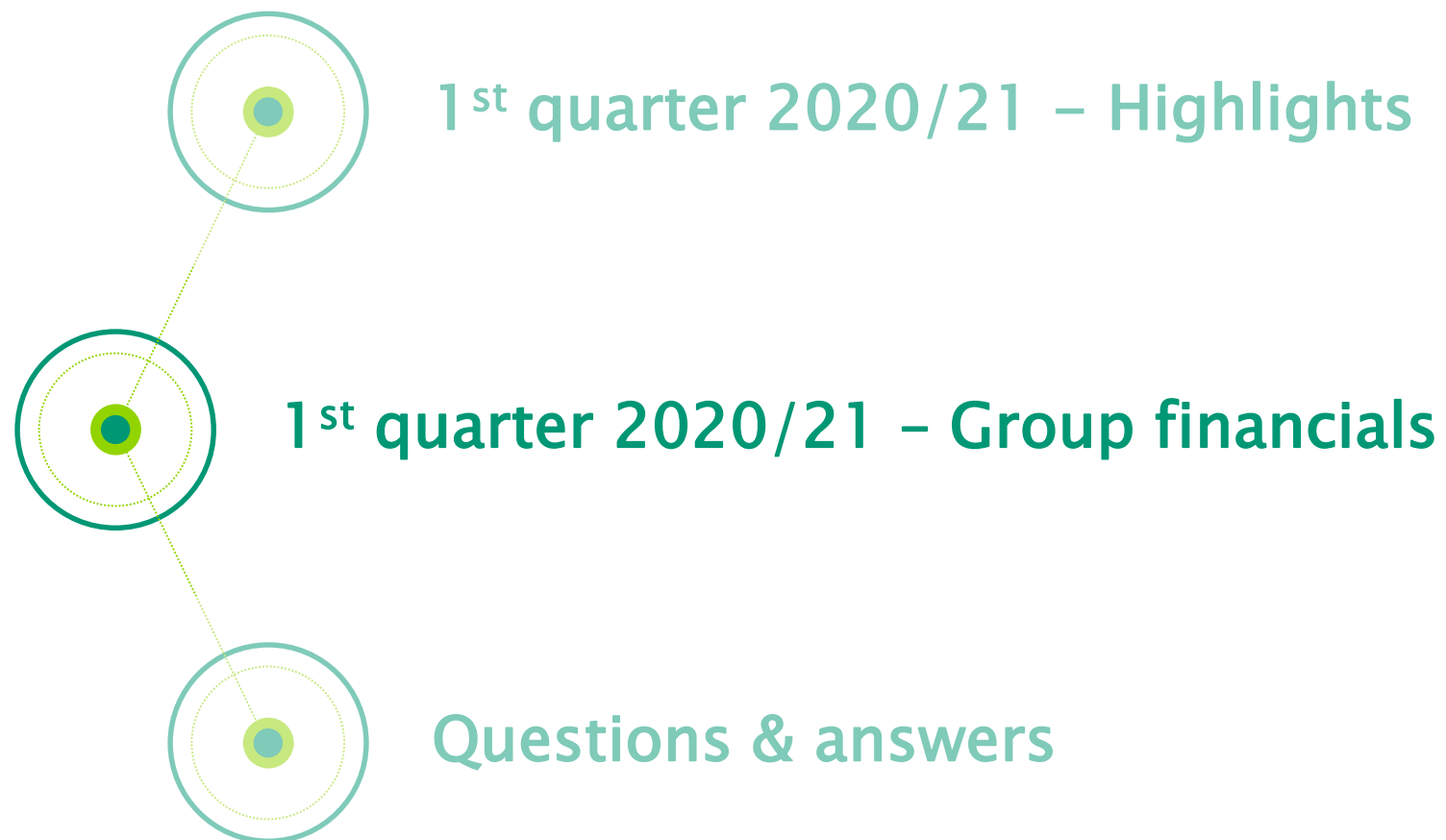
1st quarter 2020/21 – Group financials



Questions & answers

PHOENIX group at a glance

- Significant increase in total operating performance and revenue in the course of the Corona-pandemic
- Profit after tax higher than in previous year
- Further reduction in net debt compared to the first quarter 2019/20
- Expansion of pharmacy network in Romania through acquisition of Ecofarmacia Network SRL



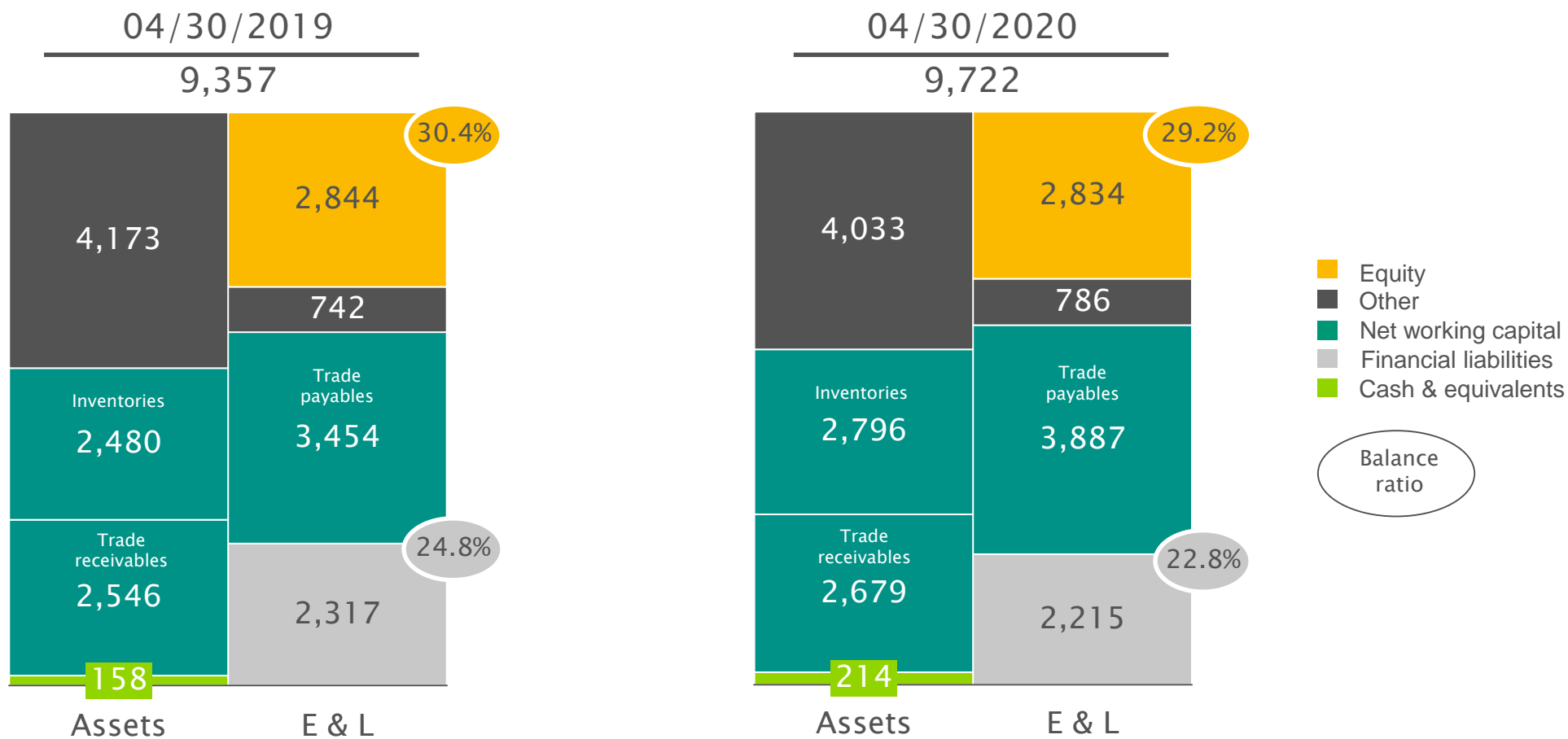
Strong improvement of the financial figures in the course of the Corona-pandemic

(in mEUR)

FINANCIAL PERFORMANCE	2019/20 First quarter	2020/21 First quarter	Change
Total operating performance	8,319.4	9,224.9	905.5
Revenue	6,558.1	7,244.2	686.1
Total income	708.0	772.9	64.9
Adjusted EBITDA	143.9	172.0	28.1
EBITDA	141.1	168.9	27.8
EBIT	77.8	101.2	23.4
Profit before tax	61.0	82.6	21.6
Profit after tax	44.5	58.8	14.3
Equity	2,844.2	2,834.0	-10.2
Equity ratio (%)	30.4	29.2	-1.2
Net debt	2,567.3	2,420.2	-147.1

Solid development of the balance sheet

(in mEUR)

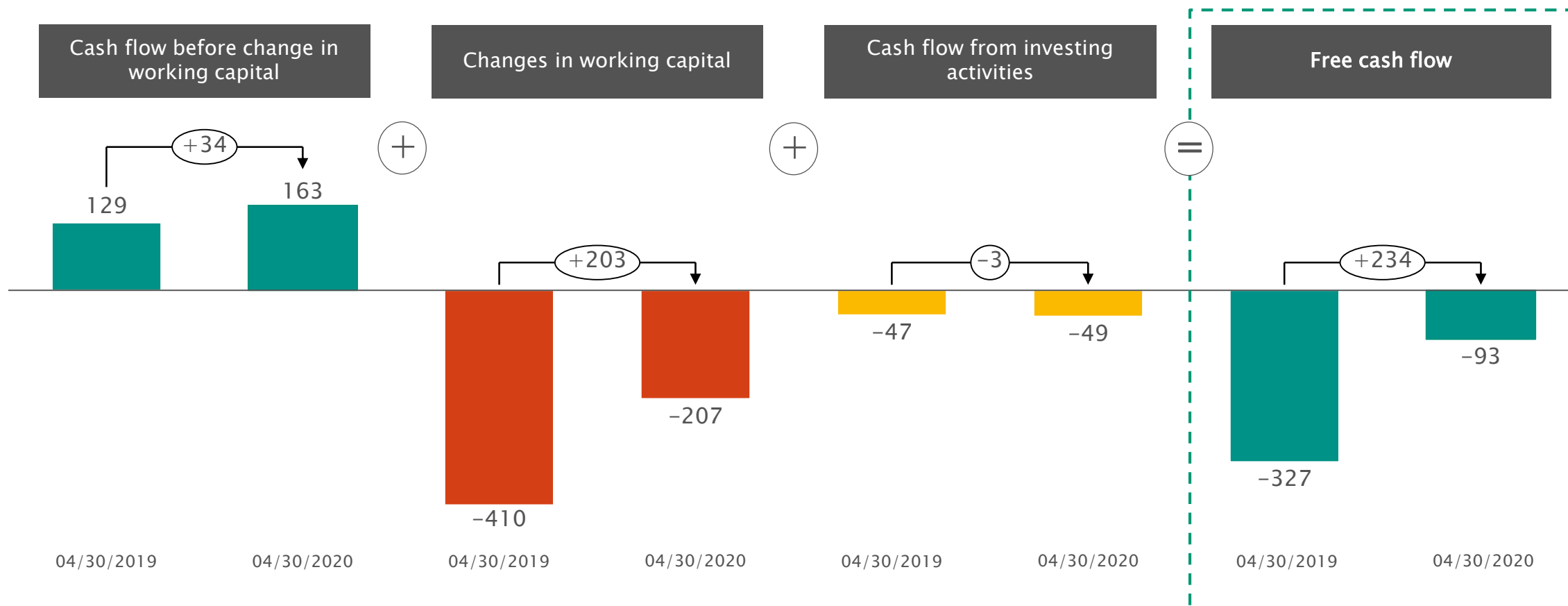


Net debt: 2,567.3 mEUR
 Net debt KG: 2,444.6 mEUR

2,420.2 mEUR
 2,293.8 mEUR

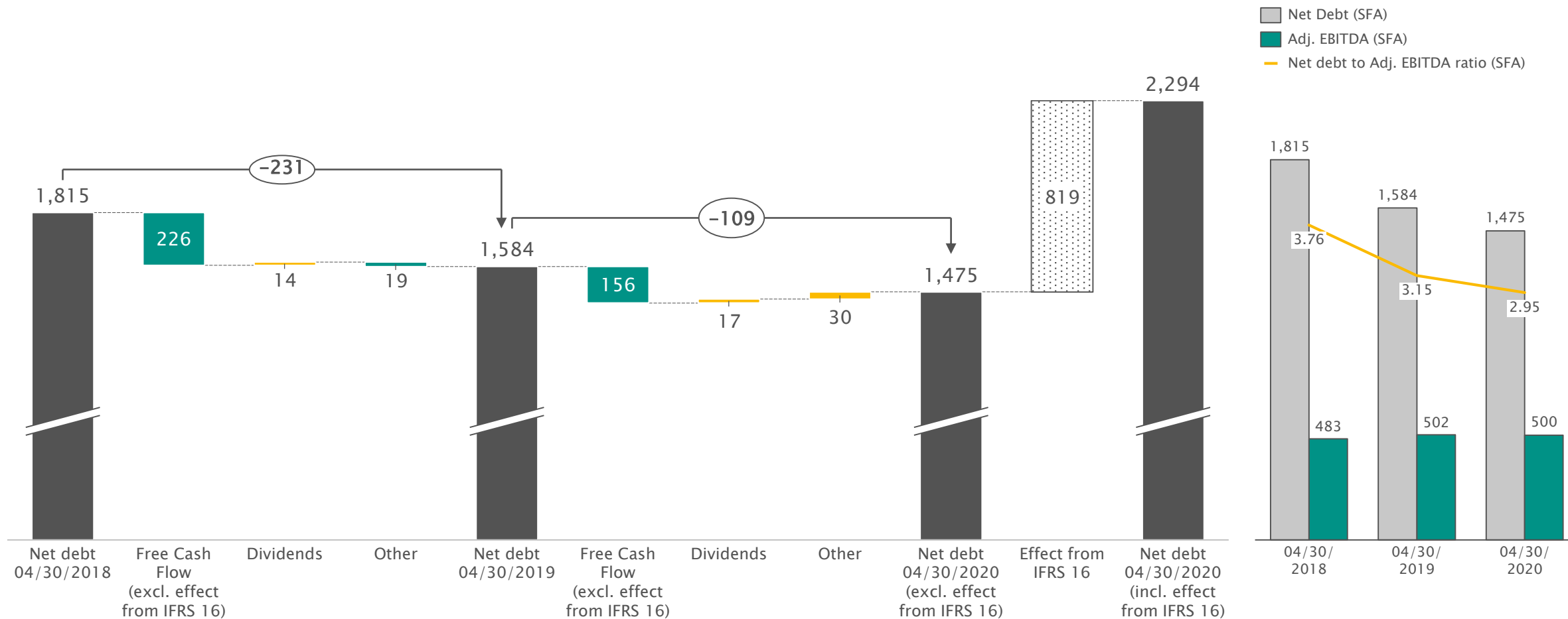
Improved free cash flow based on better working capital

(in mEUR)



PHOENIX KG | Net Debt reduced due to free cash flow generation

(in mEUR)

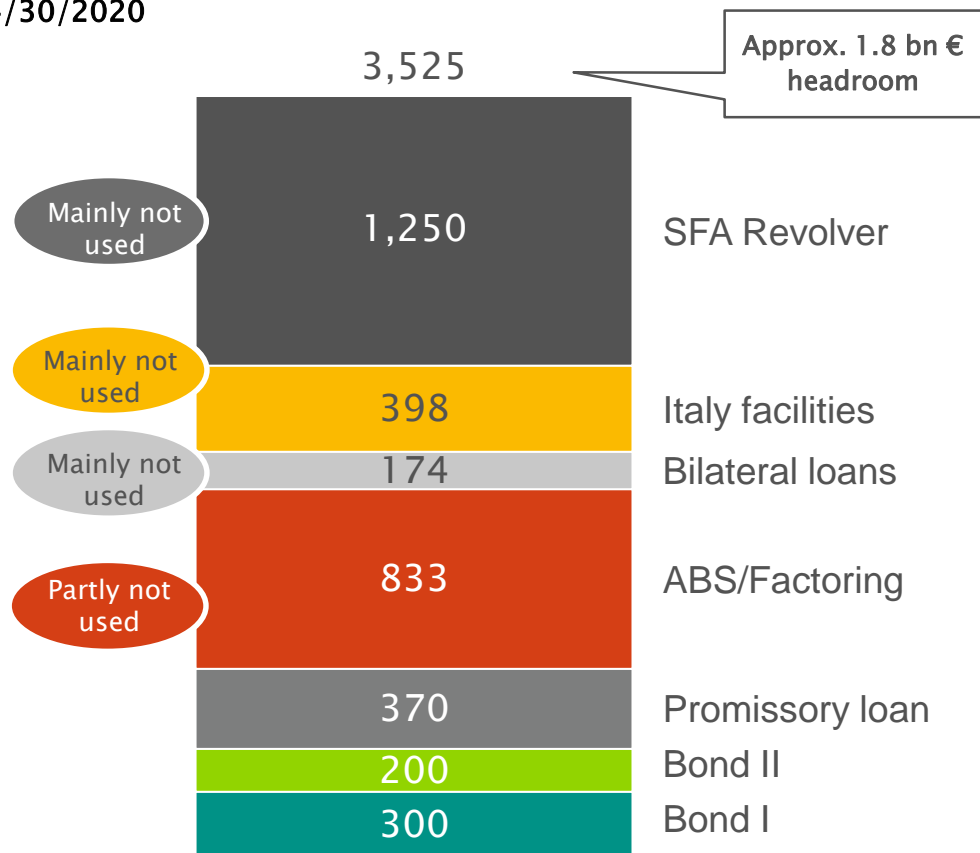


Excellent liquidity headroom available

(in mEUR)

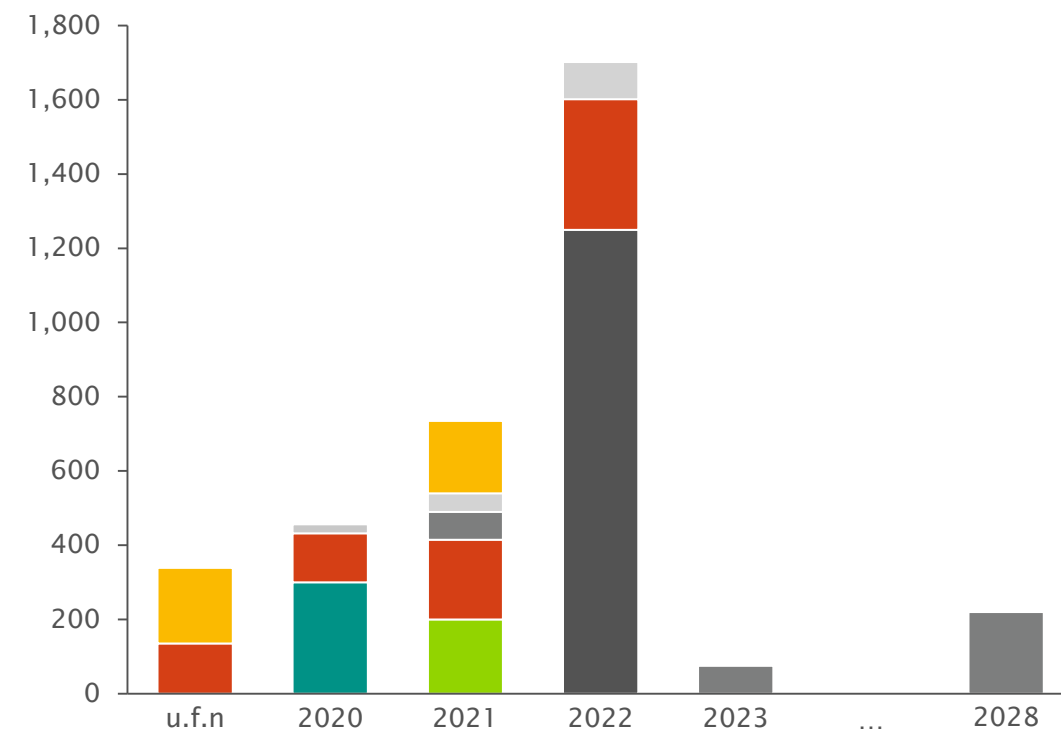
Financial facilities and headroom

04/30/2020



Debt maturity profile

04/30/2020

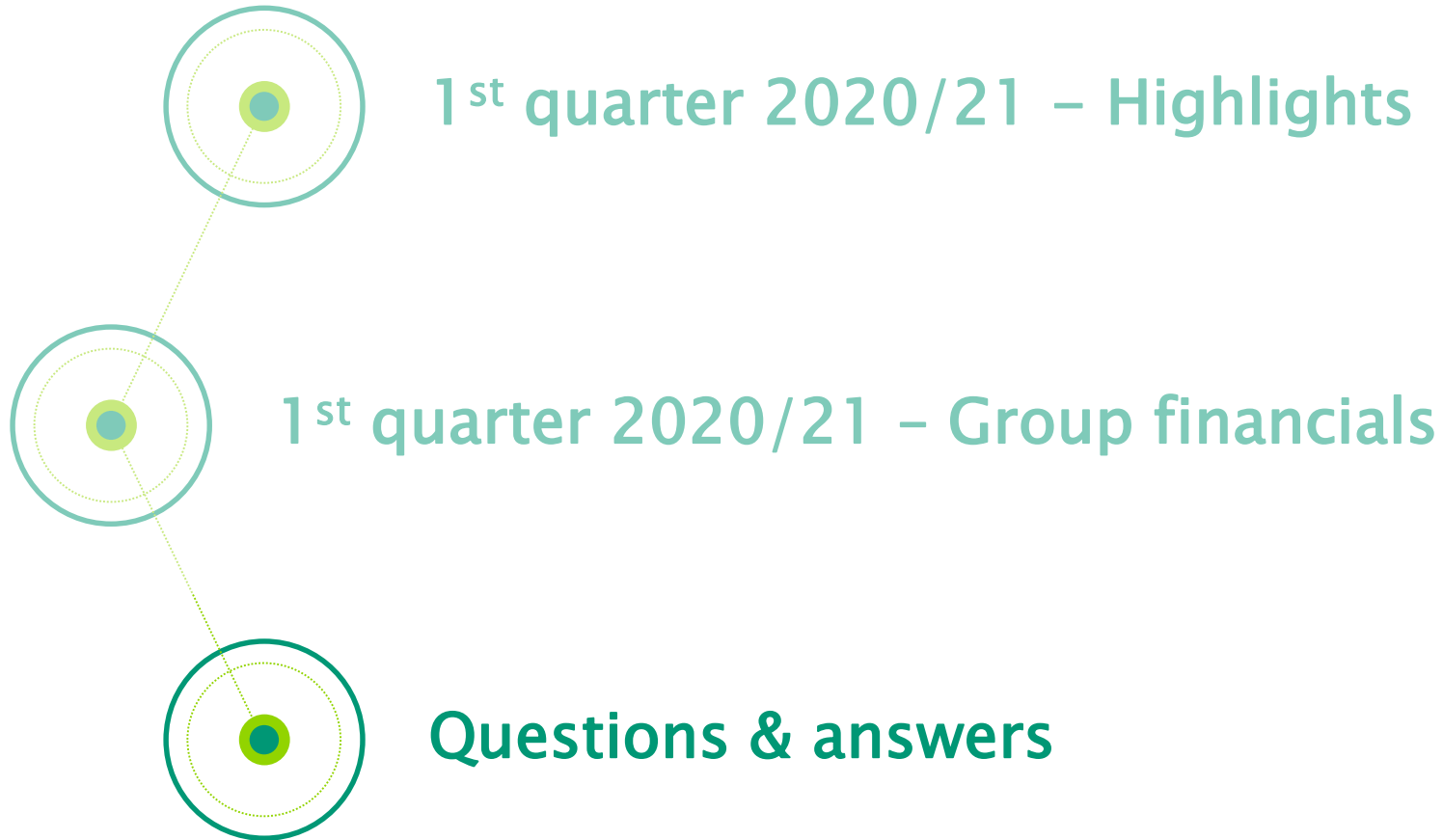


Financial outlook for the fiscal year 2020/21

- 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
○ Half-year report February to July 2020	24 September 2020
○ Quarterly report February to October 2020	17 December 2020



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Thank you!