



**PHOENIX** group



# INVESTOR CALL RESULTS OF THE 3<sup>RD</sup> QUARTER 2015/16

Mannheim, 17 December 2015

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CFO

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# AGENDA

## Overview

### Results of the 3rd quarter 2015/16

## Group Financials

### Results of the 3rd quarter 2015/16

## Questions & Answers



# Highlights 3rd quarter 2015/16

- ✓ Position as a leading pharmaceutical trader in Europe underlined
- ✓ Total operating performance\* and revenue increased again
- ✓ Profit before tax significantly improved compared to first nine months of 2014/15
- ✓ Acquisition process of Mediq Apotheken Nederland B.V. ongoing
- ✓ Positive outlook for the fiscal year 2015/16 confirmed

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

# AGENDA

Overview

Results of the 3rd quarter 2015/16

**Group Financials**

**Results of the 3rd quarter 2015/16**

Questions & Answers



# Profit ahead of prior year

(in m€)

Business Performance	Q1-Q3'14	Q1-Q3'15	Delta		FX-Effect
▪ Total operating performance	20,190.7	21,239.3	1,048.6	5.2%	111.5
▪ <b>Revenue</b>	<b>16,728.4</b>	<b>17,372.7</b>	<b>644.3</b>	<b>3.9%</b>	<b>137.5</b>
▪ Gross profit	1,561.8	1,669.5	107.7	6.9%	17.7
▪ Personnel expenses	-814.4	-865.0	-50.6	6.2%	-7.9
▪ Other op. income, op. expenses	-417.1	-466.9	-49.8	11.9%	-6.0
▪ <b>EBITDA</b>	<b>332.0</b>	<b>340.1</b>	<b>8.1</b>	<b>2.4%</b>	<b>3.7</b>
▪ <b>EBIT</b>	<b>251.0</b>	<b>255.3</b>	<b>4.4</b>	<b>1.7%</b>	<b>3.3</b>
▪ Financial result	-62.1	-37.8	24.2	-39.0%	0.8
▪ Profit before tax	188.9	217.5	28.6	15.1%	4.1
▪ <b>Profit for the period</b>	<b>127.4</b>	<b>149.7</b>	<b>22.3</b>	<b>17.5%</b>	<b>3.9</b>

Business Performance	Q3'14	Q3'15	Delta		FX-Effect
▪ <b>Revenue</b>	<b>5,625.9</b>	<b>5,698.2</b>	<b>72.3</b>	<b>1.3%</b>	<b>22.4</b>
▪ <b>EBITDA</b>	<b>113.7</b>	<b>121.6</b>	<b>7.9</b>	<b>6.9%</b>	<b>-0.9</b>

# Substantially lowered average interest expenses

February – October (9 months)

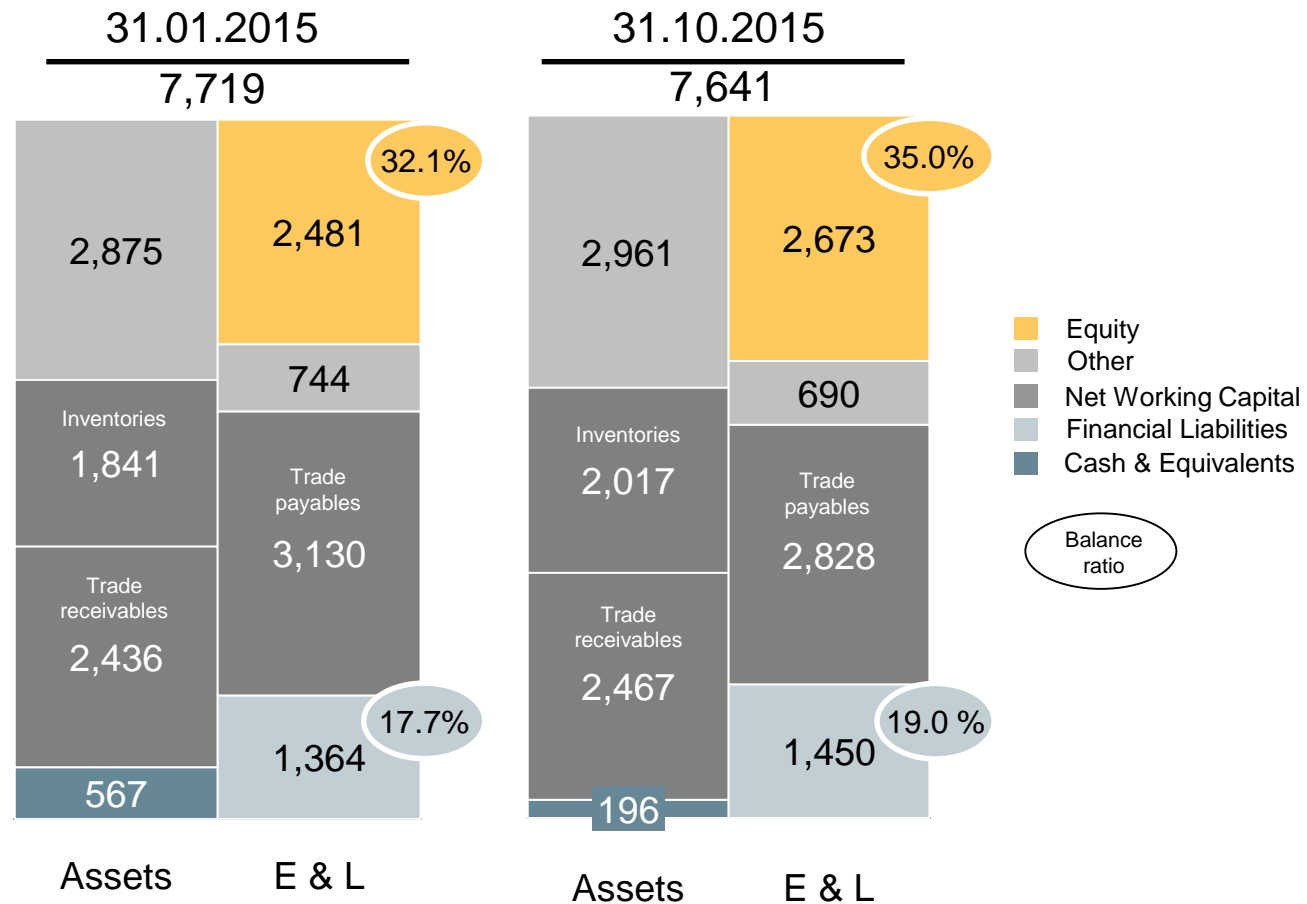
(in m€)

Financial Result	Q1-Q3'14	Q1-Q3'15	Delta
▪ Interest income	13.9	11.4	-2.5
▪ Interest expenses	-74.4	-47.7	26.7
▪ <b>Interest result</b>	<b>-60.5</b>	<b>-36.3</b>	<b>24.2</b>
▪ Other net financial result	-1.6	-1.5	0.0
▪ <b>Financial result</b>	<b>-62.1</b>	<b>-37.8</b>	<b>24.2</b>

	Q3'14	Q3'15	Delta
▪ <b>Financial result</b>	<b>-13.3</b>	<b>-12.7</b>	<b>0.6</b>

# Solid development of the Equity Ratio

(in m€)



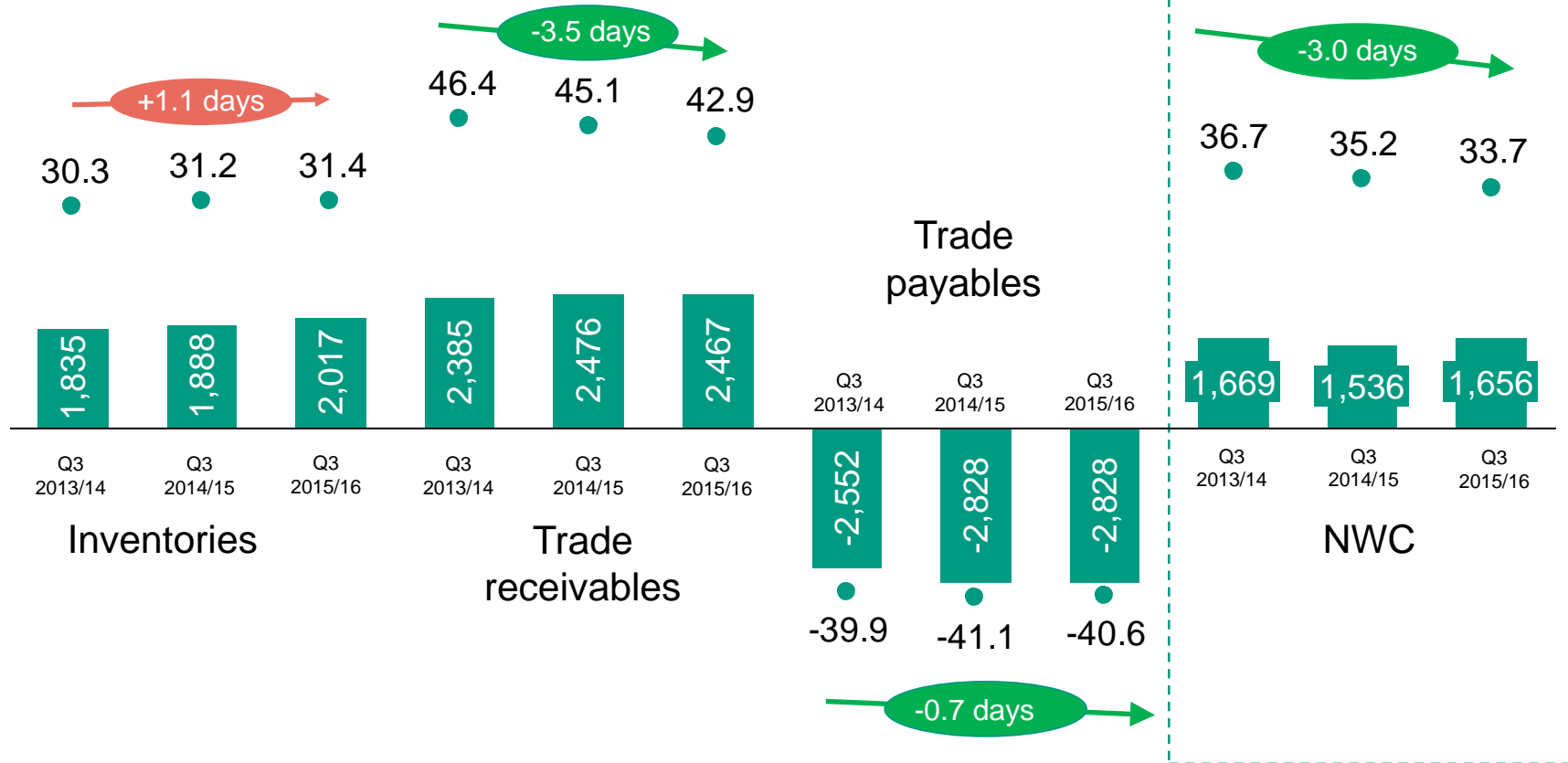
- Net Debt: EUR 1,492.3 (31.10.2015) vs. EUR 1,529.7 (31.10.2014)
- Ratio Net Debt / Adjusted EBITDA (LTM): 2.61 (YTD 2015/16) vs. 3.36 (YTD 2014/15)



# Closely managed 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

# Free Cash Flow Development

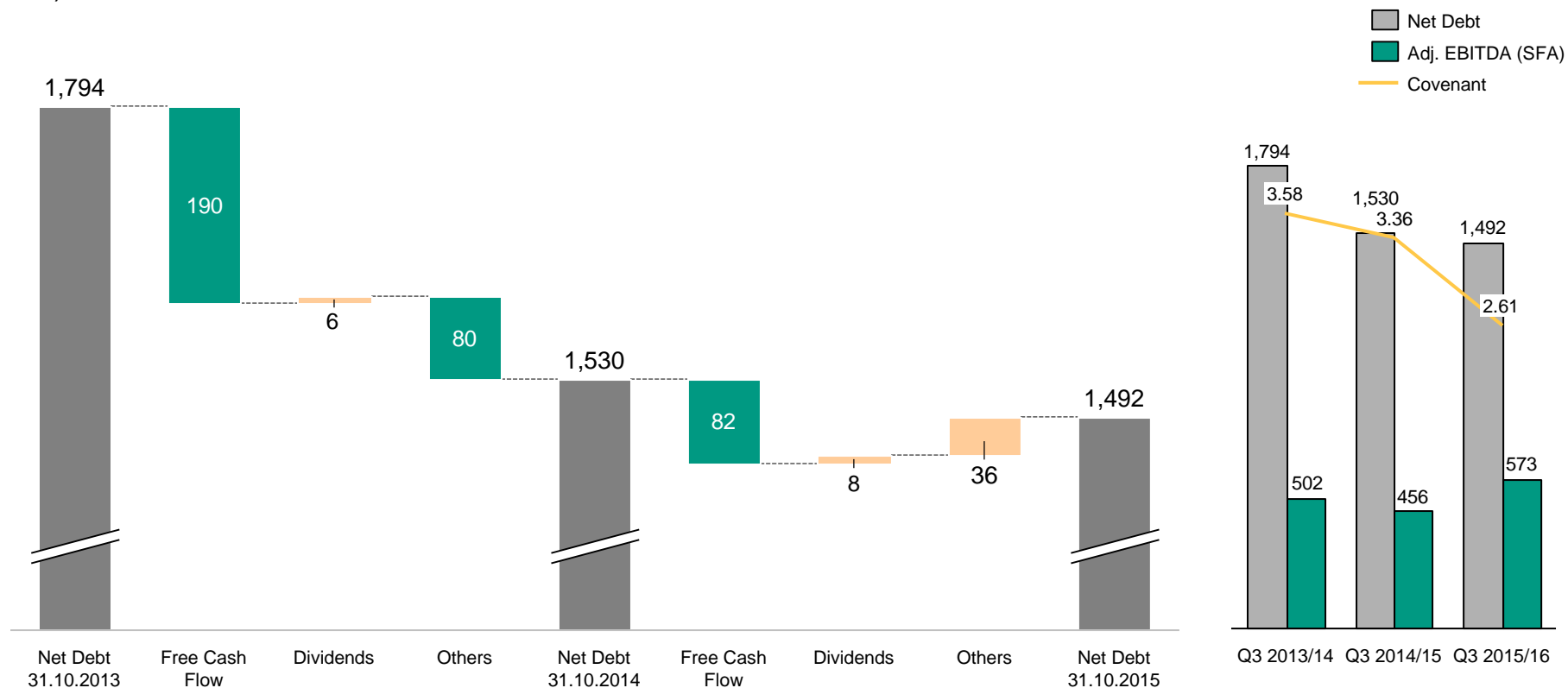
(in m€)

	Q1-Q3'14	Q1-Q3'15
Profit for the period	127	150
Non-cash expenses/ income, interests, taxes, and dividends	152	183
Changes in working capital	-407	-612
Cash flow from investing activities	-106	-115
<b>Free cash flow</b>	<b>-234</b>	<b>-393</b>

- Strong cash flow from profit generation
- Working capital impacted by higher revenue

# Significant Net Debt reduction

(in m€)

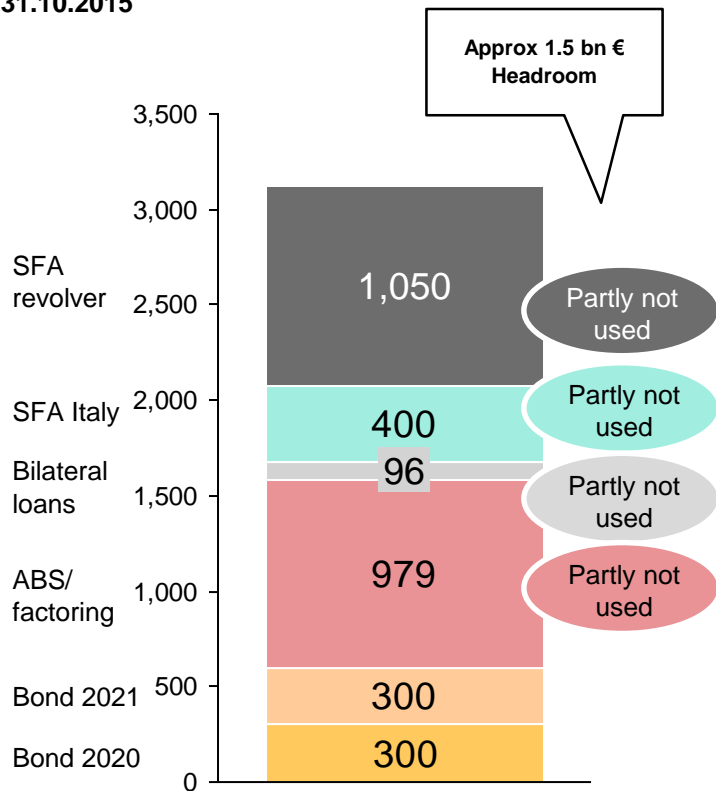


# Balanced financing structure and maturity profile

(in m€)

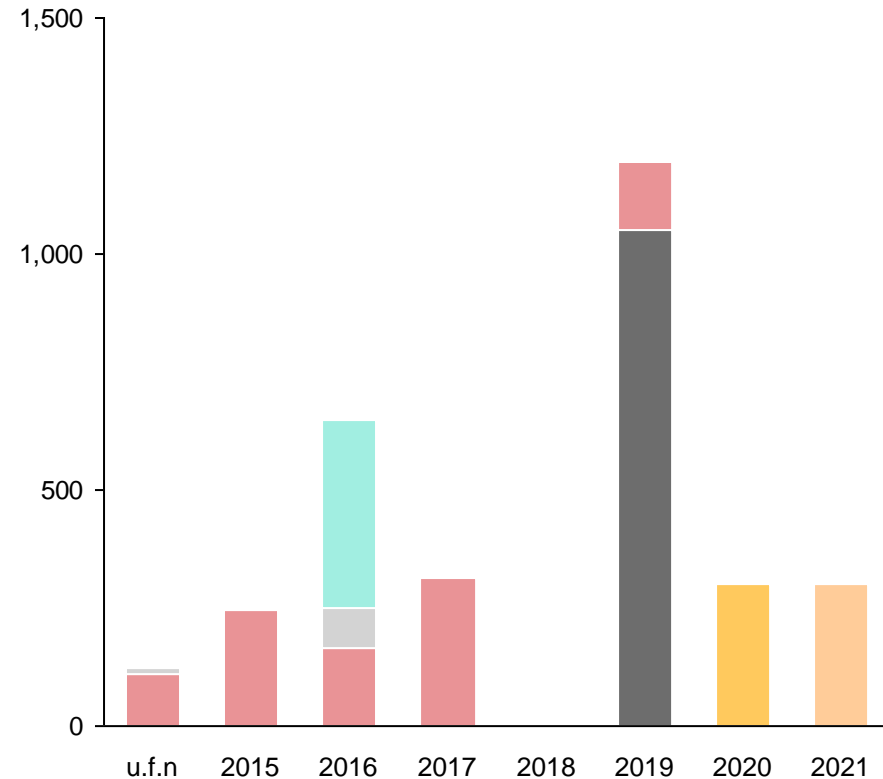
## Financial facilities and headroom

31.10.2015

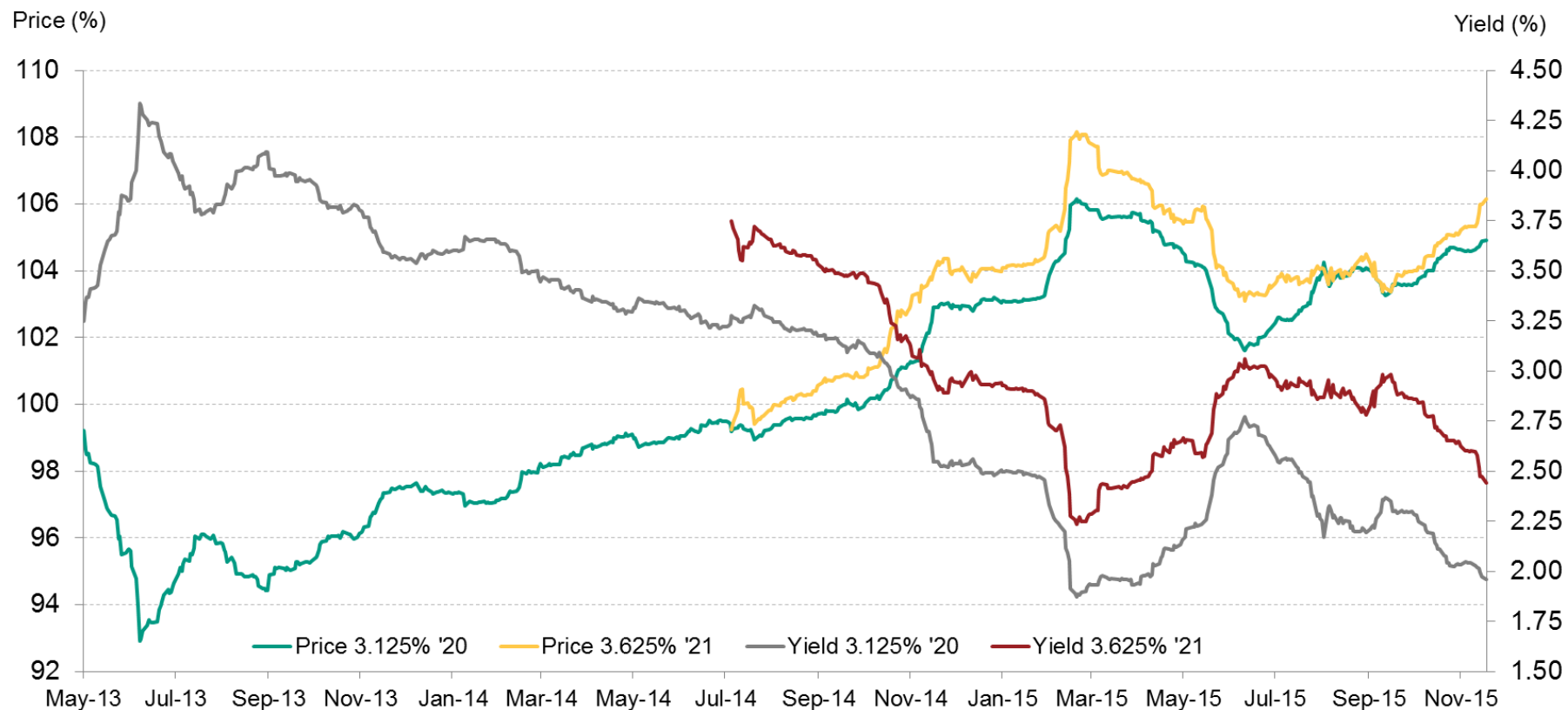


## Debt maturity profile

31.10.2015



# Development of the PHOENIX Bonds



Source: Bloomberg, 08.12.2015

## Financial outlook for the fiscal year 2015/16

- Expected European pharmaceutical market growth is around 2%
- Expansion of market position through organic growth and acquisitions
- Revenue growth expected in Germany, Western and Eastern Europe, while revenue remains stable in Northern Europe
- Equity ratio is expected to increase again slightly

# Financial calendar 2015/16 and 2016/17

Reporting Event	Date
Annual report 2015/16	13 May 2016
Quarterly report February to April 2016	27 June 2016
Half-year report February to July 2016	20 September 2016
Quarterly report February to October 2016	19 December 2016

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