



In motion.

Quarterly report
February – April 2012

PHOENIX group

- Stable business developments enabled the PHOENIX Group to consolidate its position in Europe as leading pharmaceuticals distributor in the first quarter
- Sales development influenced by the low growth of pharmaceutical markets and lower sales volume in Germany
- Improvement of gross profit margin from 8.99% to 9.65%
- Successful early refinancing in conjunction with the syndicated loan in the coming second quarter
- Profit for the period adjusted for transaction costs due to the refinancing signed at 21 June 2012 („adjusted profit for the period“) slightly above prior year’s level

| EUR k | 1st quarter 2011 | 1st quarter 2012 |
|---|------------------|------------------|
| Revenue | 5,397,293 | 5,197,445 |
| Gross profit | 485,205 | 501,649 |
| Earnings before interest, taxes, depreciation and amortisation (EBITDA) | 136,276 | 130,251 |
| Adjusted EBITDA | 143,805 | 136,459 |
| Earnings before interest and taxes (EBIT) | 112,897 | 105,533 |
| Financial result | -35,718 | -50,596 |
| Profit before tax | 77,179 | 54,937 |
| Profit for the period | 53,655 | 39,033 |
| Adjusted profit for the period | 53,655 | 54,507 |

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|--------------|-------------|-------------|
| Equity | 1,935,623 | 1,970,190 |
| Equity ratio | 26.1% | 27.0% |
| Net debt | 1,855,743 | 2,050,424 |

PHOENIX Pharmahandel GmbH & Co KG, Mannheim

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Interim group management report

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PHOENIX Pharmahandel GmbH & Co KG

Interim group management report

Business and economic environment

Development of the market

In the first quarter the economic development in Europe weakened further compared to the prior year. Germany's real GDP grew by 1.2% on a calendar-adjusted basis in the first quarter compared to last year's quarter. However, in the euro zone there was no growth when comparing this year's quarter with last year's quarter. The economic environment was characterized by the ongoing debt crisis of public finances in various European countries.

In this difficult economic environment, growth in the pharmaceutical markets was still weak. The wholesale pharmaceuticals market in Germany for the period January to April 2012 compared to the same period last year grew by 1.9%. Since January 2012 the second level of AMNOG [„Gesetz zur Neuordnung des Arzneimittelgesetzes in der gesetzlichen Krankenversicherung“: German Act for the Restructuring of the Pharmaceutical Market in Statutory Health Insurance] came into effect. The 0.85% mark-down in the wholesale pharmaceuticals business on the manufacturer's sales price for prescription pharmaceuticals, which was applicable in 2011, was replaced by a new remuneration structure of the wholesale pharmaceuticals business in effect since the beginning of January 2012. This provides for a fixed mark-up and a percentage component on the manufacturer's sales price.

Other countries in Western Europe saw diverse market developments. In the UK the pharmaceutical market showed a slight increase. In the Netherlands, due to price reductions, the market development declined. Since the beginning of this year, a new remuneration policy for pharmacies came into effect under which the remuneration of pharmacies can be agreed in contracts with the various health insurance funds without restriction. The French market showed a slight growth, however, it was shaped by intense competition and the introduction of a new margin system in the beginning of the year 2012.

In Eastern Europe the pharmaceutical markets in the Czech Republic and Bulgaria showed a slight increase compared with last year's first quarter. In Hungary state health policies in the first quarter resulted in a decline in comparison with last year's first quarter.

In Northern Europe the markets in Finland and Denmark declined whereas the Swedish market showed an increase. The Norwegian market, was stable in the first quarter.

Results of operations, net assets and financial position

Results of operations

Revenue decreased in the first quarter 2012/13 to EUR 5,197.4m (comparative period: EUR 5,397.3m). The main reasons for this decline were the overall comparatively weak growth in the European pharmaceutical markets and a decline in sales in our biggest market, Germany, where we were aiming at a sales policy to stabilize margins in a challenging market environment and consequently had to suffer some temporary losses in sales. This could partly be compensated by increased revenue in several foreign markets. The gross profit margin has improved from 8.99% to 9.65%. In absolute terms the gross profit has increased by EUR 16.4m to EUR 601.7m.

Other operating income increased by EUR 1.8m to EUR 38.6 m.

Personnel expenses rose by EUR 15.8m to EUR 266.5m. The increase in personnel expenses is a result of the changes in the consolidated group especially in Norway, the Netherlands and Italy.

Other expenses increased by EUR 8.5m to EUR 143.9m. This is mainly due to increased transportation costs, especially regarding the changes in the consolidated group in Italy, an increase in rents as well as marketing expenses and operative exchange rate losses relating to stock purchases denominated in foreign currency.

Earnings before interest, tax, depreciation and amortisation (EBITDA) declined by EUR 6.0m to EUR 130.3m. The increase in gross profit was not sufficient to cover the overall increase in expenses.

The EBITDA indicator used for comparison with our net debt (adjusted EBITDA) of EUR 136.5m was 5.1% below the comparative period level and is determined as follows:

| EUR k | 1st quarter 2011 | 1st quarter 2012 |
|-------------------------|---------------------|---------------------|
| EBITDA | 136,276 | 130,251 |
| Interest from customers | 6,152 | 4,825 |
| Factoring fees | 1,377 | 1,383 |
| Adjusted EBITDA | 143,805 | 136,459 |

Depreciation increased by EUR 1.3m to EUR 24.7m compared to last year's quarter. This is mainly caused by increased investments in fixed assets.

Earnings before interest and tax (EBIT) decreased due to the development of EBITDA and depreciation from EUR 112.9m in the comparative period to EUR 105.5m. The EBIT margin in relation to revenue is stated at 2.03% (comparative period: 2.09%).

The financial result compared to prior period's result changed by -14.9 Mio EUR to -50.6 Mio EUR. Interest income declined by EUR 8.1m to EUR 6.5m. Interest expense increased from EUR 45.5m to EUR 56.9m. The main reason for this increase is the premature amortisation of transaction costs with an amount of EUR 18.4m in conjunction with the refinancing in the upcoming second quarter 2012/13. Adjusted by this effect, the financial result increased by EUR 3.6m compared to prior year's quarter.

Profit before tax decreased by EUR 22.2m to EUR 54.9m due to the change in EBITDA as well as the change in the financial result.

The effective tax rate declined from 30.5 % to 29.0 %. This is mainly a result from a reduction in income tax rates in the UK.

Profit after tax amounts to EUR 39.0m (comparative period: EUR 53.7m). Of this, EUR 2.5m is attributable to non-controlling interests (comparative period: EUR 3.9m).

Net assets

The Group's total assets decreased by 1.5% to EUR 7,301.7m. The currency translation difference on the total assets, which is presented in the statement of changes in equity, amounts to EUR -74.5m (31 January 2012: EUR -84.9m).

Compared to 31 January 2012, non-current assets rose by EUR 36.9m to EUR 2,633.8m. The increase is mainly due to exchange rate effects in conjunction with pharmacy licences and goodwill in the UK, increased property, plant and equipment resulting from the recognition of fixed assets under construction in Finland and Germany as well as higher deferred tax assets. Intangible assets contain goodwill with an amount of EUR 1,257.7m (31 January 2012: EUR 251.3m).

Inventories increased compared to 31 January 2012 by EUR 32.8m to EUR 1,727.4m. This increase is mainly due to seasonal fluctuation.

Trade receivables decreased by 3.5% to EUR 2,444.7m. Receivables of EUR 384.2m (31 January 2012: EUR 340.1m) had been sold under ABS and factoring programmes that are either not accounted for in the statement of financial position or are accounted for only to the extent of the continuing involvement.

Other current receivables and financial assets increased from EUR 148.9m as of 31 January 2012 to EUR 152.4m. The increase is mainly due to higher receivables in conjunction with ABS and factoring programmes and higher rebates and discounts.

Amongst others, other current assets increased from EUR 80.9m as of 31 January 2012 to EUR 93.8m due to higher prepayments.

The change in cash and cash equivalents is presented in the statement of cash flows.

Financial position

Equity increased mainly due to the profit for the period as well as changes in the translation differences. This is counterbalanced by the actuarial losses relating to pension obligations.

Cash flow from operating activities came to EUR -84.2m (comparative period: EUR -183.4m). In comparison to last year there was a smaller increase in working capital by EUR 72.1m which resulted in an improvement in cash flow from operating activities.

Cash flow from investing activities amounted to EUR -34.3m. In the comparative period, the cash flow from investing activities amounted to EUR -18.2m. The increase is mainly due to higher investments in fixed assets.

Non-current financial liabilities amounted to EUR 637.4m and decreased by EUR 647.7m compared to 31 January 2012. Due to the refinancing in the second quarter 2012/13, the syndicated loan facility with an amount of EUR 659.3m was reclassified as of 30 April 2012 in current financial liabilities.

Non-current financial liabilities further include bonds of EUR 483.8m (31 January 2012: EUR 482.4m), supplementary partner contributions with an amount of EUR 123.8m (31 January 2012: EUR 123.8m) as well as finance lease liabilities with an amount of EUR 23.6m (31 January 2012: EUR 23.7m).

Current financial liabilities increased by EUR 700.4m to EUR 1,451.6m. The main reason for this is the reclassification of the syndicated loan facility from non-current financial liabilities.

Current financial liabilities include among others liabilities to banks of EUR 1,010.9m (31 January 2012: EUR 260.9m), liabilities from ABS and factoring agreements with an amount of EUR 220.7 Mio EUR (31 January 2012: EUR 266.2m) as well as other loans amounting to EUR 107.7m (31 January 2012: EUR 110.5m).

Trade receivables decreased by EUR 194.6m to EUR 2,386.0m.

Other liabilities fell from EUR 278.1m as of 31 January 2012 to EUR 272.1m. The decrease is primarily due to lower other taxes.

The objective of financial management is to continuously improve the capital structure by reducing the gearing ratio. In the medium term, we aim to further strengthen the equity ratio by retaining profits and to achieve a ratio of net debt to EBITDA of below 3.0.

Overall the PHOENIX Group was able to underline its position in the first quarter of the fiscal year 2012/13 as leading pharmaceuticals distributor in Europe and to report a stable business performance.

Subsequent events

At 21 June 2012, PHOENIX group has signed a EUR 1.35bn syndicated facilities agreement. The new term loan tranche amounts to EUR 300m with a term of four years. The new EUR 1.05bn revolving credit facility has a term of five years.

An existing syndicated loan agreement originally amounting to EUR 2.6bn, which the PHOENIX group has reduced to EUR 1.485bn will be prematurely redeemed. This still had a remaining term until 31 December 2013 and for EUR 200m until 31 December 2015 respectively.

Risks and opportunities

The PHOENIX Group has comprehensive planning, approval and reporting structures and an early warning system which we use to identify, assess and monitor our opportunities and risks. The opportunities and risks of significance to us are presented extensively in our annual report for fiscal 2011/12.

The risks presented there are still essentially relevant.

Forecast

On the whole, we still do not expect the pharmaceutical markets in Europe to record growth in the fiscal year 2012/13. Cost-cutting measures introduced by healthcare policymakers and uncertainty about the situation of the economy as a whole in relation to the European debt crisis are likely to curb growth on the pharmaceutical markets.

At the level of adjusted EBITDA, we still expect to reach the 2011/12 level in the fiscal year 2012/13.

For 2012/13 we plan to make slightly lower capital expenditures than in the prior year. The capital expenditures will serve above all to further optimise our wholesale branch network and raise the attractiveness of our pharmacies.

The current results of operations as of April so far confirm the development anticipated in the planning for 2012/13.

PHOENIX Pharmahandel GmbH & Co KG, Mannheim

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Consolidated income statement for the first quarter of 2012/13

| EUR k | 1st quarter 2011* | 1st quarter 2012 |
|---|----------------------|---------------------|
| Revenue | 5,397,293 | 5,197,445 |
| Cost of purchased goods and services | -4,912,088 | -4,695,796 |
| Gross profit | 485,205 | 501,649 |
| Other operating income | 36,785 | 38,606 |
| Personnel expenses | -250,749 | -266,540 |
| Other operating expenses | -135,437 | -143,944 |
| Results from associates | 224 | 377 |
| Result from other investments | 248 | 103 |
| Earnings before interest, taxes depreciation and amortisation (EBITDA) | 136,276 | 130,251 |
| Amortisation of intangible assets and depreciation of property, plant and equipment | -23,379 | -24,718 |
| Earnings before interest and taxes (EBIT) | 112,897 | 105,533 |
| Interest and similar income | 8,050 | 6,493 |
| Interest and similar expenses | -45,542 | -56,892 |
| Other financial result | 1,774 | -197 |
| Financial result | -35,718 | -50,596 |
| Profit before tax | 77,179 | 54,937 |
| Income taxes | -23,524 | -15,904 |
| Profit for the period | 53,655 | 39,033 |
| thereof attributable to non-controlling interests | 3,941 | 2,528 |
| thereof attributable to owners of the parent company | 49,714 | 36,505 |

* Prior-year figures were restated due to changes in the presentation within financial result.

Consolidated statement of comprehensive income for the first quarter of 2012/13

| EUR k | 1st quarter 2011 | 1st quarter 2012 |
|--|---------------------|---------------------|
| Profit for the period | 53,655 | 39,033 |
| Actuarial gains and losses from pension obligations | -12,144 | -16,019 |
| Gains/losses from changes in the fair value of available-for-sale financial assets | -234 | -157 |
| Currency translation differences | -7,801 | 9,924 |
| Deferred taxes on other comprehensive income | 3,246 | 4,130 |
| Other comprehensive income, net of taxes | -16,933 | -2,122 |
| Total comprehensive income | 36,722 | 36,911 |
| thereof attributable to non-controlling interests | 4,705 | 1,544 |
| thereof attributable to owners of the parent company | 32,017 | 35,367 |

Consolidated statement of financial position as of 30 April 2012

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|--|------------------|------------------|
| Non-current assets | | |
| Intangible assets | 1,601,119 | 1,616,671 |
| Property, plant and equipment | 779,102 | 788,014 |
| Investment property | 5,326 | 5,275 |
| Investments in associates | 18,842 | 19,272 |
| Other financial assets | 64,250 | 65,070 |
| Deferred tax assets | 124,265 | 135,452 |
| Income tax receivables | 4,052 | 4,052 |
| | 2,596,956 | 2,633,806 |
| Current assets | | |
| Inventories | 1,694,509 | 1,727,350 |
| Trade receivables | 2,533,903 | 2,444,714 |
| Income tax receivables | 12,643 | 12,819 |
| Other receivables and other current financial assets | 148,894 | 152,354 |
| Other assets | 80,850 | 93,793 |
| Cash and cash equivalents | 334,846 | 228,706 |
| | 4,805,645 | 4,659,736 |
| Non-current assets classified as held for sale | 8,415 | 8,120 |
| Total assets | 7,411,016 | 7,301,662 |

Consolidated statement of financial position as of 30 April 2012

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|--|------------------|------------------|
| Equity | | |
| Unlimited and limited partners' capital | 1,050,000 | 1,050,000 |
| Reserves | 885,914 | 922,129 |
| Other comprehensive income | -200,091 | -201,229 |
| Equity attributable to partners | 1,735,823 | 1,770,900 |
| Non-controlling interests | 199,800 | 199,290 |
| | 1,935,623 | 1,970,190 |
| Non-current liabilities | | |
| Financial liabilities | 1,285,153 | 637,432 |
| Provisions for pensions and similar obligations | 282,864 | 301,215 |
| Deferred tax liabilities | 133,633 | 135,272 |
| Other non-current liabilities | 6,962 | 6,829 |
| | 1,708,612 | 1,080,748 |
| Current liabilities | | |
| Financial liabilities | 751,223 | 1,451,571 |
| Trade payables | 2,580,564 | 2,385,963 |
| Other provisions | 58,028 | 56,317 |
| Income tax liabilities | 98,773 | 84,779 |
| Other liabilities | 278,114 | 272,063 |
| | 3,766,702 | 4,250,693 |
| Liabilities directly associated with assets classified asheld for sale | 79 | 31 |
| Total equity and liabilities | 7,411,016 | 7,301,662 |

Statement of changes in equity for the first quarter of 2012/13

| EUR k | Unlimited and limited partners' capital | Reserves | |
|---|---|----------------|--|
| 1 February 2011 | 1,050,000 | 674,840 | |
| Profit for the period | | 49,714 | |
| Other comprehensive income | | 0 | |
| Total comprehensive income, net of tax | 0 | 49,714 | |
| Changes in consolidated group | | -908 | |
| Dividends | | 0 | |
| Other changes | | 464 | |
| 30 April 2011 | 1,050,000 | 724,110 | |
| 1 February 2012 | 1,050,000 | 885,914 | |
| Profit for the period | | 36,505 | |
| Other comprehensive income | | 0 | |
| Total comprehensive income, net of tax | 0 | 36,505 | |
| Changes in consolidated group | | -353 | |
| Dividends | | 0 | |
| Other changes | | 63 | |
| 30 April 2012 | 1,050,000 | 922,129 | |

| | Currency translation difference | IAS 39 Available-for-sale financial assets | Actuarial gains/losses | Equity attributable to partners | Non-controlling interests | Total equity |
|--|---------------------------------|--|------------------------|---------------------------------|---------------------------|------------------|
| | -83,930 | 12,304 | -65,806 | 1,587,408 | 185,001 | 1,772,409 |
| | | | | 49,714 | 3,941 | 53,655 |
| | -7,819 | -229 | -9,649 | -17,697 | 764 | -16,933 |
| | -7,819 | -229 | -9,649 | 32,017 | 4,705 | 36,722 |
| | | | | | | |
| | | | | -908 | -2,965 | -3,873 |
| | | | | 0 | -866 | -866 |
| | | | | 464 | | 464 |
| | -91,749 | 12,075 | -75,455 | 1,618,981 | 185,875 | 1,804,856 |
| | | | | | | |
| | -84,874 | 9,879 | -125,096 | 1,735,823 | 199,800 | 1,935,623 |
| | | | | 36,505 | 2,528 | 39,033 |
| | 10,376 | -112 | -11,402 | -1,138 | -984 | -2,122 |
| | 10,376 | -112 | -11,402 | 35,367 | 1,544 | 36,911 |
| | | | | | | |
| | | | | -353 | -284 | -637 |
| | | | | 0 | -1,770 | -1,770 |
| | | | | 63 | | 63 |
| | -74,498 | 9,767 | -136,498 | 1,770,900 | 199,290 | 1,970,190 |

Consolidated statement of cash flows for the first quarter of 2012/13

| EUR k | 1st quarter 2011 | 1st quarter 2012 |
|---|---------------------|---------------------|
| Profit for the period | 53,655 | 39,033 |
| +/- Write-downs/write-ups of fixed assets | 23,379 | 24,718 |
| -/+ Gain/loss from the disposal of fixed assets | -782 | 532 |
| +/- Increase/decrease in non-current provisions | 512 | 789 |
| +/- Other non-cash expenses/income | 6,356 | 13,495 |
| + Net interest | 36,248 | 50,383 |
| + Taxation | 23,524 | 15,904 |
| - Interest paid | -43,241 | -21,763 |
| + Interest received | 7,163 | 6,165 |
| - Income tax paid | -39,796 | -35,179 |
| + Dividends received | 42 | 78 |
| Result before changes in working capital | 67,060 | 94,155 |
| Changes in working capital | -250,414 | -178,322 |
| Cash inflow (+)/outflow (-) from operating activities | -183,354 | -84,167 |
| - Cash paid for the purchase of consolidated companies and business units | -2,935 | -1,877 |
| + Cash received from disposals of fixed assets | 6,258 | 1,686 |
| - Cash paid for investments in fixed assets | -21,518 | -34,070 |
| Cash inflow (+)/outflow (-) from investing activities | -18,195 | -34,261 |

Consolidated statement of cash flows for the first quarter of 2012/13

| EUR k | 1st quarter 2011 | 1st quarter 2012 |
|---|---------------------|---------------------|
| Cash available for financing activities | -201,549 | -118,428 |
| - Payments to minority interests (dividends) | -68 | -1,145 |
| - Purchase of additional interests in subsidiaries | 0 | -553 |
| +/- Increase/decrease in ABS/factoring liabilities | -12,682 | -48,115 |
| + Cash received from the issue of bonds and loans | 50,587 | 75,806 |
| - Cash repayments of bonds and loans | -44,354 | -13,419 |
| +/- Increase/decrease in finance lease liabilities | -464 | -259 |
| Cash inflow (+)/outflow (-) from financing activities | -6,981 | 12,315 |
| Change in cash and cash equivalents | -208,530 | -106,113 |
| Cash and cash equivalents at the beginning of the period | 578,713 | 334,846 |
| Exchange rate effect on cash and cash equivalents | -116 | -27 |
| Cash and cash equivalents at the end of the period | 370,067 | 228,706 |

PHOENIX Pharmahandel GmbH & Co KG, Mannheim

Notes to the interim condensed consolidated financial statements as of 30 April 2012

The company

PHOENIX Pharmahandel GmbH & Co KG, Mannheim, (“PHOENIX” or the “Group”) is a European pharmaceuticals distribution group. PHOENIX has business activities in 23 European countries. In several countries, PHOENIX also operates pharmacy chains of its own. The registered office is located in Mannheim, Germany.

Basis of presentation

The interim condensed consolidated financial statements of PHOENIX as of 30 April 2012 are prepared on the basis of IAS 34 “Interim Financial Reporting”, observing all International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board (IASB), London, and mandatory in the EU as of 30 April 2012, as well as all mandatory interpretations of the International Financial Reporting Standards Interpretation Committee (IFRS IC).

The interim condensed consolidated financial statements as of 30 April 2012 of PHOENIX were released for publication by the management of PHOENIX Pharmahandel GmbH & Co KG on 25 June 2012.

Significant accounting policies

The accounting policies used to prepare the interim condensed consolidated financial statements are essentially consistent with those used in the consolidated financial statements as of 31 January 2011. Any differences are explained below. The standard IFRS 7: Disclosures: transfer of financial assets whose application was mandatory for the first time from 1 February 2012 did not have any impact on the interim financial statements.

Other operating expenses

Other operating expenses contain expenses in connection with ABS and factoring programmes of EUR 1,383k (comparative period: EUR 1,377k).

Financial result

| EUR k | 1st quarter 2011* | 1st quarter 2012 |
|--------------------------------------|----------------------|---------------------|
| Interest and similar income | | |
| Interest income | 7,802 | 6,324 |
| Other financial income | 248 | 169 |
| | 8,050 | 6,493 |
| Interest and similar expenses | | |
| Interest expenses | -44,050 | -56,707 |
| Other financial expenses | -1,492 | -185 |
| | -45,542 | -56,892 |
| Other financial result | 1,774 | -197 |
| Financial result | -35,718 | -50,596 |

* Prior-year figures have been restated due to changes in presentation.

Interest income includes interest from customers of EUR 4,825k (comparative period: EUR 6,152k).

Interest expenses include EUR 18,433k (comparative period: EUR 0) in connection with the premature amortisation of transaction costs in conjunction with the planned refinancing.

In order to improve the presentation of the components of financial result, currency effects and changes in the fair value of derivative financial instruments that were used to hedge interest rate and currency risks but do not meet the criteria for hedge accounting are disclosed in the other financial result. The comparative figures were restated accordingly. The other financial result includes exchange rate gains of EUR 21,888k (comparative period: EUR 42,486k) and exchange rate losses of EUR 14,262k (comparative period: EUR 41,062k). Changes in the market value of derivatives gave rise to income of EUR 15,409k (comparative period: EUR 2,994k) and expenses of EUR 23,226k (comparative period: EUR 1,174k).

Other assets and other liabilities

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|----------------------------------|---------------|---------------|
| Prepayments | 37,492 | 39,169 |
| Tax claims – VAT and other taxes | 9,574 | 8,827 |
| Sundry assets | 33,784 | 45,797 |
| Other assets | 80,850 | 93,793 |

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|---|----------------|----------------|
| VAT and other tax liabilities | 93,827 | 64,728 |
| Personnel liabilities | 106,670 | 113,924 |
| Liabilities relating to social security/similar charges | 17,499 | 25,025 |
| Prepayments received on account | 9,805 | 9,588 |
| Sundry liabilities | 50,313 | 58,798 |
| Other liabilities | 278,114 | 272,063 |

Other financial assets and other financial liabilities

The table below presents the non-current financial assets:

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|--|---------------|---------------|
| Available-for-sale financial assets | 42,402 | 43,316 |
| Loans to and receivables from associates | 8,490 | 8,490 |
| Other loans | 12,516 | 12,421 |
| Other non-current financial assets | 842 | 843 |
| | 64,250 | 65,070 |

The table below presents the current financial assets:

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|---|----------------|----------------|
| Trade receivables | 2,533,903 | 2,444,714 |
| Other financial assets | | |
| Held-to-maturity financial assets | 59 | 59 |
| Available-for-sale financial assets | 35 | 38 |
| Loans to and receivables from associates or related parties | 3,191 | 3,057 |
| Other loans | 38,675 | 39,239 |
| Derivative financial instruments | 1,006 | 802 |
| Other current financial assets | 105,928 | 109,159 |
| | 148,894 | 152,354 |

The receivables from factoring and ABS transactions as of 30 April 2012 are presented below:

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|---|-------------|-------------|
| Receivables not derecognised in accordance with IAS 39 | | |
| Volume of receivables | 244,766 | 244,178 |
| Financial liability | 247,854 | 196,037 |
| Receivables derecognised in accordance with IAS 39 | | |
| Volume of receivables | 74,760 | 83,437 |
| Continuing involvement | | |
| Volume of receivables | 265,331 | 300,761 |
| Continuing involvement | 17,430 | 23,486 |
| Financial liability | 18,370 | 24,654 |
| Retentions | 36,305 | 38,829 |

At the reporting date financial liabilities were split between non-current and current liabilities as follows:

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|--|------------------|----------------|
| Financial liabilities (non-current) | | |
| Liabilities to banks | 651,758 | 2,148 |
| Bonds | 482,369 | 483,792 |
| Loans | 575 | 564 |
| Supplementary partner contribution | 123,766 | 123,766 |
| Other financial liabilities | 26,685 | 27,162 |
| | 1,285,153 | 637,432 |

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|---|----------------|------------------|
| Financial liabilities (current) | | |
| Liabilities to banks | 260,850 | 1,010,927 |
| Loans | 110,518 | 104,748 |
| Liabilities to associates and related parties | 45,619 | 36,015 |
| Liabilities and provisions for customer rebates and bonuses | 21,209 | 22,305 |
| ABS and factoring liabilities and payables | 266,224 | 220,691 |
| Other financial liabilities | 46,803 | 56,884 |
| | 751,223 | 1,451,570 |

The term loan of the syndicated facility agreement presented as non-current financial liability as of 31 January 2012 which was initially secured for the periods until 31 December 2013 and 31 December 2015 respectively as well as the short-term credit line are scheduled to be paid back prematurely in the second quarter of 2012. The term loan and the short-term credit line were subsequently measured at amortised cost using the effective interest rate method. As PHOENIX has changed the estimate about the outflow of these funds, the carrying amount of financial liabilities is adjusted so that it reflects the actual and revised estimated cash flow with an unchanged effective interest rate. The increase in carrying amount of financial liabilities in the amount of EUR 18,433k was recognised in profit or loss within financial result.

In connection with the loan agreements, it was agreed to comply with certain financial covenants, all of which were comfortably met in the first quarter of 2012/13.

Shares in material group companies act as collateral, as do certain bank accounts in Germany that reported a balance totalling EUR 45,185k as of 30 April 2012 (31 January 2012: EUR 154,176k).

Other financial liabilities (non-current) contain non-current derivative financial instruments of EUR 1,401k (31 January 2012: EUR 849k).

Liabilities to associates and related parties include current loan liabilities to partners of EUR 35,475k (31 January 2012: EUR 45,185k), resulting mainly from interest on the supplementary partner contribution.

Other financial liabilities (current) contain current derivative financial instruments of EUR 6,492k (31 January 2012: EUR 7,434k).

Commitments and contingent liabilities

Compared to 31 January 2012, commitments fell by EUR 9,401k to EUR 502,832k. This mainly reflects the changes in volumes of goods ordered.

PHOENIX recorded contingent liabilities for warranties of EUR 120,617k (31 January 2012: EUR 121,807k).

Notes to the statement of cash flows

| EUR k | 31 Jan 2012 | 30 Apr 2012 |
|--|-------------|-------------|
| Restricted cash | | |
| Cash and cash equivalents at the end of the period | 334,846 | 228,706 |
| Thereof restricted: | | |
| Due to security deposits | 5,109 | 10,413 |
| Due to restrictions placed upon foreign subsidiaries | 11,185 | 8,847 |

Related party disclosures

The business relationships with related parties presented in the consolidated financial statements as of 31 January 2012 remained essentially unchanged in the first quarter of 2012/13.

Subsequent events

At 21 June 2012, PHOENIX group has signed a EUR 1.35bn syndicated facilities agreement. Please also refer to the comments in the interim group management report.

Mannheim, 25 June 2012

Management of the unlimited partner
PHOENIX Verwaltungs GmbH

Financial calendar 2012/2013

27th June 2012

Quarterly Report February to April 2012

27th September 2012

Quarterly Report February to July 2012

20th December 2012

Quarterly Report February to October 2012



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Translation of the German version.

The German version is binding.

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The text of the annual report applies equally to both women and men. Any exclusive use of the female or male form encompasses both forms.

