INVESTOR CALL
RESULTS OF THE FISCAL YEAR 2013/14

Mannheim, 16th May 2014

Oliver Windholz  Helmut Fischer
CEO  CFO
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AGENDA

Overview
Fiscal Year 2013/14
Oliver Windholz (CEO)

Group Financials
Fiscal Year 2013/14
Helmut Fischer (CFO)

Questions & Answers
Highlights of PHOENIX group’s business year 2013/14

PHOENIX group has strengthened its leading market position in Europe

✓ Top-line significantly increased despite weak market growth in Europe
✓ Total expenses are stable despite strong turnover increase
✓ Profit suffers from one-time costs, currency impacts and market situation in Germany
✓ Cash generation still on a high level.
✓ Optimization program PHOENIX FORWARD is on track
✓ Capital structure further strengthened

Market situation in Europe slightly improved, but still challenging

European Pharma Market Growth*

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>+2.9%</td>
<td>+0.7%</td>
<td>-0.2%</td>
<td>-2.3%</td>
<td>+0.8%</td>
</tr>
</tbody>
</table>

- The German market is a growth driver within Europe with a growth rate of +4.5%*
- Excluding Germany, the growth rate in the European market is -0.5%*
- PHOENIX benefits from its good footprint in smaller growth markets and is not active in European “crisis markets”

* Source: IMS GIRP Executive Market Report 2013

05/16/2014 PHOENIX group Results of the Fiscal Year 2013/14
**PHOENIX group shows a solid top-line increase, while total income is below last year’s level**

<table>
<thead>
<tr>
<th>Net turnover (m€)</th>
<th>Total operating performance*</th>
<th>Total income</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2012/13</td>
<td>21,219</td>
<td>25,251</td>
<td>2,319**</td>
</tr>
<tr>
<td>FY 2013/14</td>
<td>21,792</td>
<td>25,917</td>
<td>2,218</td>
</tr>
</tbody>
</table>

* Non-IFRS measure; includes net turnover and handled volume (goods distributed under fee-for-service agreements)
** Total income restated for 2012/13 due to the netting of income related to bad debt provisions and operative exchange rate gains with the corresponding expenses

- Strong organic growth clearly above market trend.
- Turnover increase in Germany accompanied by margin reduction.
- Total income burdened by lower gross profit and currency effects.

05/16/2014  PHOENIX group  Results of the Fiscal Year 2013/14
While cash generation is still on a very high level, profit before tax has decreased

**Free Cash Flow** consistently high above 300 m€.

**Profit before Tax** burdened by
- gross profit decrease Germany
- goodwill impairments
- restructuring costs
- currency effects

The steady cash generation demonstrates the stability of PHOENIX’s business model.

* Prior year restated due to amendments to IAS 19R
** Adjusted for impairment losses on goodwill, effects from sale of financial assets, one-off effects related to the refinancing measures in 2012 and expenditures associated with the PHOENIX FORWARD optimization program.
The PHOENIX group Executive Board

- Broad experience in pharmaceutical trading and industry
- Deeply rooted within PHOENIX
- Complementary skills and know-how

Oliver Windholz
Chief Executive Officer
- Joined PHOENIX in 2011 as Board Member Sales/Marketing
- CEO ratiopharm group (2008-2010)
- Managing director of several business units within HeidelbergCement (2001-2008)

Helmut Fischer
Finance
- Joined PHOENIX in 2013
- CFO HeidelbergCement North America (2010-2013)
- Several management positions within HeidelbergCement (2001-2010)

Frank Große-Natrop
Operations/Logistics
- Joined PHOENIX in 1994
- Group Logistics Director and Managing Director PHOENIX Netherlands (Brocacef Groep) (2000-2013)
- Operations Manager for several distribution centers in Germany (1994-2000)

Stefan Herfeld
Retail
- Joined PHOENIX in 2010
- Board member of Douglas perfumeries and general manager for CEE (2001-2010)
- Several management positions within Metro Group (1996-2001)
PHOENIX provides the infrastructure and expertise that is needed to integrate the entire value chain.

PHOENIX group

PHOENIX provides services to pharmaceutical manufacturers:
Services include pre-wholesale logistics, goods management software, and blistering.

PHOENIX distributes to 70,000 pharmacies in 22 European countries. 152 warehouses hold about 140,000 products in stock for up to 5 deliveries per day.

PHOENIX operates over 1,580 pharmacies in 12 European countries serving 390,000 customers and selling about 880,000 packages per day.

With its optimized All-in-One concept, PHOENIX bundles its portfolio of solutions to manufacturers, pharmacies, and patients.
PHOENIX wholesale activities with unrivalled geographic coverage and strong presence

- Market leader in 10 countries, among the top 3 in 20 countries
- 152 wholesale and pre-wholesale distribution centers in 25 countries
- Broad market coverage in continental Europe
- Leading market position in the Nordic countries
- Strong presence in Eastern Europe
More than 1,580 pharmacies in 12 countries

Broadest and most diversified retail portfolio of all pan-European players

Highest number of pharmacies in continental Europe of all pan-European players

BENU is one of the leading pharmacy brands in Europe

Ongoing portfolio optimization:
30 closures, 36 disposals,
84 acquisitions, 16 openings

Retail market entry in Serbia:
With 58 pharmacies, PHOENIX is already among the top 3

Wholesale and Retail
Wholesale
Effective as of 31/01/2014
Well-balanced and stable country portfolio of PHOENIX group allows to mitigate risks

Net turnover per region

- Eastern Europe: 34%
- Northern Europe: 17%
- Western Europe: 35%
- Germany: 14%

Currency split net turnover

- CH (CHF): 3%
- Nor (NOK): 3%
- SWE (SEK): 4%
- Euro: 65%
- Other: 5%
- Other currencies include:
  - HU (HUF): 4%
  - DK (DKK): 7%

Net turnover per region:

- Western Europe: 781 pharmacies, Wholesale turnover: 86%
- Northern Europe: 308 pharmacies, Wholesale turnover: 90%
- Eastern Europe: 497 pharmacies, Wholesale turnover: 72%
- Germany: 79 sales & distribution centres, Wholesale turnover: 100%

*Wholesale and Pre-Wholesale

05/16/2014 PHOENIX group Results of the Fiscal Year 2013/14
PHOENIX FORWARD will remain a key project for the next two years

- **Local initiatives in all countries**
  - Germany
    - Dedicated management board for Germany
    - Allocation of distribution centres in 8 regions
    - Bundling of administrative functions
    - Process optimization

- **Group-wide initiatives with central coordination**
  - General Procurement
    - Implementation of group-wide procurement organization
    - Negotiation of group-wide contracts
  - Customer Service Center
    - Consolidation of call centres through better networking
    - Introduction of new performance standards
  - Warehouse Excellence
    - Excellence team optimizes logistics processes
    - Continuous optimization process
  - Accounting & Controlling Excellence
    - Sharing of best practices among countries
    - Optimized financed organizations

- **Organization Germany**
  - Dedicated management board for Germany
  - Allocation of distribution centres in 8 regions
  - Bundling of administrative functions
  - Process optimization

All countries, all entities and all functions are working together to bring PHOENIX FORWARD

- **Targets**
  - Sustainable savings* of at least **100 m€** as of FY 2015/16
  - Optimization of processes and organization
  - Guiding principle is “Evolution instead of Revolution”

* Savings compared to baseline FY 2012/13, not including acquisition and growth effects
AGENDA

Overview
Fiscal Year 2013/14
Oliver Windholz (CEO)

Group Financials
Fiscal Year 2013/14
Helmut Fischer (CFO)

Questions & Answers
PHOENIX is able to grow in terms of net turnover, but the challenging market environment puts pressure on the results.

<table>
<thead>
<tr>
<th>Profit &amp; Loss</th>
<th>FY 2012/13 *</th>
<th>FY 2013/14</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>in m€</td>
<td>%</td>
<td>in m€</td>
</tr>
<tr>
<td>Net turnover</td>
<td>21,218.7</td>
<td>100%</td>
<td>21,792.4</td>
</tr>
<tr>
<td>Gross profit</td>
<td>2,189.8</td>
<td>10.3%</td>
<td>2,077.5</td>
</tr>
<tr>
<td>Personnel expenses</td>
<td>-1,079.9</td>
<td>-5.1%</td>
<td>-1,076.1</td>
</tr>
<tr>
<td>Other op. income, op. expenses</td>
<td>-556.3</td>
<td>-2.6%</td>
<td>-560.9</td>
</tr>
<tr>
<td>EBITDA</td>
<td>553.6</td>
<td>2.6%</td>
<td>440.5</td>
</tr>
<tr>
<td>Depreciations</td>
<td>-186.2</td>
<td>-0.9%</td>
<td>-192.0</td>
</tr>
<tr>
<td>Financial result</td>
<td>-136.7</td>
<td>-0.6%</td>
<td>-105.3</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>230.7</td>
<td>1.1%</td>
<td>143.1</td>
</tr>
<tr>
<td>Adjusted profit before tax**</td>
<td>329.2</td>
<td>1.6%</td>
<td>253.1</td>
</tr>
<tr>
<td>Income taxes total</td>
<td>-71.2</td>
<td>-0.3%</td>
<td>-73.1</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>159.5</td>
<td>0.8%</td>
<td>70.0</td>
</tr>
</tbody>
</table>

* Prior year restated due to amendments to IAS 19R
** Adjusted for impairment losses on goodwill, effects from sale of financial assets, one-off effects related to the refinancing measures in 2012 and expenditures associated with the PHOENIX FORWARD optimization program.
PHOENIX group improves the financial result, once more

<table>
<thead>
<tr>
<th>Financial result</th>
<th>FY 2012/13**</th>
<th>FY 2013/14</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest income</td>
<td>26.1</td>
<td>22.5</td>
<td>-3.6</td>
</tr>
<tr>
<td>Interest expenses</td>
<td>-147.7</td>
<td>-134.0</td>
<td>13.7</td>
</tr>
<tr>
<td><strong>Interest result</strong></td>
<td>-121.6</td>
<td>-111.5</td>
<td>10.1</td>
</tr>
<tr>
<td>Dissolution of transaction costs due to</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>premature refinancing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dissolution of transaction costs due to</td>
<td>-18.4</td>
<td>0.0</td>
<td>18.4</td>
</tr>
<tr>
<td>premature refinancing</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other net financial result*</td>
<td>3.3</td>
<td>6.2</td>
<td>2.9</td>
</tr>
<tr>
<td><strong>Financial result</strong></td>
<td>-136.7</td>
<td>-105.3</td>
<td>31.4</td>
</tr>
</tbody>
</table>

* Other net financial result comprises
  • “other financial income and expenses”;
  • “financial income and expenses from derivatives”
  • “exchange rate gains and losses” related to the financial result

** Prior year restated due to amendments to IAS 19R
PHOENIX continues its committed path of strengthening its balance sheet.

<table>
<thead>
<tr>
<th></th>
<th>01/31/2013 (m€)</th>
<th>01/31/2014 (m€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets</td>
<td>7,319</td>
<td>7,360</td>
</tr>
<tr>
<td>Equity</td>
<td>2,863</td>
<td>2,747</td>
</tr>
<tr>
<td>Other</td>
<td>2,104</td>
<td>2,162</td>
</tr>
<tr>
<td>Financial Liabilities</td>
<td>784</td>
<td>708</td>
</tr>
<tr>
<td>Net Working Capital</td>
<td>2,662</td>
<td>2,814</td>
</tr>
<tr>
<td>Cash &amp; Equivalents</td>
<td>1,769</td>
<td>1,676</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>2,421</td>
<td>2,353</td>
</tr>
<tr>
<td>Inventories</td>
<td>1,701</td>
<td>1,765</td>
</tr>
<tr>
<td>Trade payables</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>334</td>
<td>495</td>
</tr>
</tbody>
</table>

Balance ratio:
- 2013: 24.2%
- 2014: 22.8%

05/16/2014 PHOENIX group Results of the Fiscal Year 2013/14
The active management of net working capital shows significant improvements

- Balance sheet figures as externally reported
- Net working capital days: Average figures for the respective period; figures including ABS/factoring; may include rounding differences

<table>
<thead>
<tr>
<th>YE 2011/12</th>
<th>YE 2012/13</th>
<th>YE 2013/14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventories</td>
<td>1,695</td>
<td>2,534</td>
</tr>
<tr>
<td>Trade receivables</td>
<td>30.1</td>
<td>48.2</td>
</tr>
<tr>
<td>Trade payables</td>
<td>1,701</td>
<td>2,421</td>
</tr>
<tr>
<td>NWC</td>
<td>39.9</td>
<td>37.5</td>
</tr>
</tbody>
</table>

Days (average)
(m€)

-5.0 days
+1.4 days
-3.7 days
-0.1 days

-40.0
-40.8
-40.1

05/16/2014 PHOENIX group Results of the Fiscal Year 2013/14
Stable free cash flow development

Profit for the period* + Non-cash expenses/income, interests, taxes, and dividends* + Changes in working capital + Cash flow from investing activities = Free cash flow

(m€)


160 221 281 83 66 338
-90 70 -60 17 14 -34

* Prior year restated due to amendments to IAS 19R
Significant net debt improvement from YE 2012/13 to YE 2013/14

\[ \text{(m€)} \]

Net Debt 01/31/2013: 1,612

- Funds from operations: 304 FCF
- Working capital: 351
- Net investments: 66
- Dividends: 113
- Change in net off-balance ABS/Factoring: 3
- Change in derivative liabilities and other securities: 25
- Other financial liabilities: 0
- Currency effects and other: 0
- Net Debt 01/31/2014: 1,332

\[ \text{(-17\%)} \]
The amendment and extension of the SFA improves the maturity profile

Financial facilities and headroom

Debt maturity profile

Approx 1.5 bn €
Headroom

Not used
Partly not used
Partly not used
Not used
Partly not used

Amend & Extend of SFA (04/25/2014)
Improved conditions
Securitization of favorable credit market conditions
Extension improves maturity profile
## Summary: Development of key credit indicators

<table>
<thead>
<tr>
<th></th>
<th>01/31/2013</th>
<th>01/31/2014</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity (in m€)</td>
<td>2,103.8</td>
<td>2,161.8</td>
<td>2.8%</td>
</tr>
<tr>
<td>Equity ratio</td>
<td>28.7%</td>
<td>29.4%</td>
<td>+0.7pp</td>
</tr>
<tr>
<td>Net debt (in m€)</td>
<td>1,611.5</td>
<td>1,331.6</td>
<td>-17.4%</td>
</tr>
<tr>
<td>Gearing (Net debt/equity)</td>
<td>76.6%</td>
<td>61.6%</td>
<td>-15.0pp</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2012/13**</th>
<th>FY 2013/14</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA (in m€)</td>
<td>553.6</td>
<td>440.5</td>
<td>-20.4%</td>
</tr>
<tr>
<td>EBITDA-margin</td>
<td>2.6%</td>
<td>2.0%</td>
<td>-0.6pp</td>
</tr>
<tr>
<td>Adjusted EBITDA (in m€)</td>
<td>576.9</td>
<td>461.0</td>
<td>-20.1%</td>
</tr>
<tr>
<td>Adj.-EBITDA-margin</td>
<td>2.7%</td>
<td>2.1%</td>
<td>-0.6pp</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>FY 2012/13**</th>
<th>FY 2013/14</th>
<th>Delta</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt / adjusted EBITDA (LTM)</td>
<td>2.79</td>
<td>2.89</td>
<td>3.6%</td>
</tr>
<tr>
<td>Interest coverage ratio (EBIT / Interest Expenses)*</td>
<td>2.5</td>
<td>1.9</td>
<td>-25.5%</td>
</tr>
<tr>
<td>Profit before tax (in m€)</td>
<td>230.7</td>
<td>143.1</td>
<td>-38.0%</td>
</tr>
<tr>
<td>PBT-margin</td>
<td>1.1%</td>
<td>0.7%</td>
<td>-0.4pp</td>
</tr>
<tr>
<td>Adjusted profit before tax (in m€)***</td>
<td>329.2</td>
<td>253.1</td>
<td>-23.1%</td>
</tr>
<tr>
<td>Adjusted PBT-Margin</td>
<td>1.6%</td>
<td>1.2%</td>
<td>-0.4pp</td>
</tr>
</tbody>
</table>

* Interest expenses excluding FX-effects and other financial expenses
** PY adjusted for reclassifications and due to the first-time adoption of IAS 19R
*** Adjusted for impairment losses on goodwill, effects from sale of financial assets, one-off effects related to the refinancing measures in 2012 and expenditures associated with the PHOENIX FORWARD optimization program.
Developments of PHOENIX' bonds

Positive market assessment of PHOENIX!

Source: Bloomberg, 05/12/2014
We expect a stable macroeconomic environment in 2014 and the pharmaceutical markets in Europe to record market growth of around 1 % in 2014/15, but healthcare measures in different countries will have a dampening effect on growth.

For the fiscal year 2014/15, the PHOENIX group expects to further expand its market position in Europe through organic growth and selective acquisitions and thereby increase revenue slightly above the level of growth on the European pharmaceutical markets.

With regard to adjusted EBITDA, a slight increase is expected that will probably be higher than revenue growth on a percentage basis. An increase in total income as well as cost savings from the PHOENIX FORWARD program will contribute to this.
## Financial calendar 2014/15

<table>
<thead>
<tr>
<th>Reporting Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Results of the 1\textsuperscript{st} quarter 2014/15</td>
<td>Tuesday, 06/17/2014</td>
</tr>
<tr>
<td>Results of the 1\textsuperscript{st} half-year 2014/15</td>
<td>Friday, 09/26/2014</td>
</tr>
<tr>
<td>Results of the 3\textsuperscript{rd} quarter 2014/15</td>
<td>Thursday, 12/18/2014</td>
</tr>
</tbody>
</table>