

## PharmaSGP Holding SE strengthens Management Board for a consistent implementation of its growth strategy

- PharmaSGP to focus even more strongly on internationalization and external growth within its growth strategy
- Maria-Johanna Schaecher to expand the Management Board team as Chief Business Development Officer from mid-September and will take over the areas of Strategy, Business Development & Licensing and M&A
- Schaecher has held many top management positions in the healthcare, biotech and pharmaceutical industries and has significant operational experience in M&A and international expansion

**Gräfelfing, Germany, September 1, 2020 – PharmaSGP Holding SE is strengthening its Management Board team with Maria-Johanna Schaecher (55) as Chief Business Development Officer (CBDO). As of September 16, 2020, she will play a key role in driving forward the implementation of the growth strategy together with CEO Natalie Weigand and CFO Michael Rudolf. The company is thus increasing its management capacities to be able to take even more advantage of the growth opportunities that arise both nationally and internationally.**

Maria-Johanna Schaecher has around 30 years of experience in the management of international companies. At the beginning of her career, she worked for the strategy consultancy BCG for over eight years, last as a Principal. She subsequently held a number of top management positions in the healthcare, biotech, pharmaceutical, food and agricultural industries as Managing Director, Board member and Advisory Board member. As General Manager she was amongst others responsible for the medical devices business of Johnson & Johnson in Germany. As a member of the European Board of Applied Biosystems, Schaecher played a key role in the company's international expansion. Most recently, she successfully served as CEO of a medium-sized company with sales of over EUR 700 million. She has extensive management experience, particularly in the development of new business areas and the successful implementation of internationalization strategies.

Within the scope of her management positions and various Advisory Board mandates, she also accompanied the entire process of numerous successful acquisitions and sales of companies up to the management of the entire integration implementation. Schaecher holds a degree in business administration and psychology.

Natalie Weigand, CEO of PharmaSGP: *“There are numerous highly attractive growth opportunities for PharmaSGP – both organic and inorganic. We want to take advantage of these and maintain our high growth dynamics in the future. We are now positioning ourselves even more broadly with Maria-Johanna Schaecher. She has excellent knowledge of the healthcare industry, has many years of experience in managing companies and is an expert on international expansion and M&A management. This fits perfectly with our strategy and our ambitious plans. Our goal is to become the leading*

*company in Europe with the broadest portfolio of chemical-free OTC products with leading brands.”*

PharmaSGP is a leading pure-play consumer health company with a focus on chemical-free non-prescription pharmaceuticals sold over the counter (“OTC”) and operates in the sweet spot of a structurally growing market segment. This positioning opens up numerous attractive opportunities for PharmaSGP, which it intends to exploit by expanding its current brand families and developing new products for additional indications. PharmaSGP is also expanding into other European markets and plans to accelerate its growth strategy through targeted M&A activities.

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## **ABOUT PHARMASGP HOLDING SE**

PharmaSGP is a pure-play consumer health company with a broad portfolio of leading chemical-free non-prescription pharmaceuticals sold over the counter (“OTC”) and other healthcare products. PharmaSGP’s products are sold exclusively through pharmacies. Its products are based on natural active pharmaceutical ingredients with documented efficacy and fewer known side effects than most chemical-based pharmaceuticals.

The Company’s core brands cover chronic indications, including pain and other age-related ailments. In Germany, PharmaSGP is the market leader for systemic chemical-free pain remedies with its brand families RUBAXX® for rheumatic pain and Restaxil® for neuralgic pain. Furthermore, PharmaSGP has introduced leading products against sexual weakness and vertigo symptoms.

Since introducing the first product from its current product portfolio in 2012, PharmaSGP has successfully exported its business model to other European countries, including Austria, Italy, France, Belgium and Spain, and it recently obtained marketing authorizations for three of its best-selling products in France.

PharmaSGP generated revenues of €62.6 million at an EBIT margin of 35.8% in 2019. In order to further expand its competitive position, PharmaSGP plans to increase the number of indications covered by PharmaSGP’s product offering, leverage established brand families to introduce new chemical-free OTC and other healthcare products, increase PharmaSGP’s European footprint, and accelerate its growth strategy by capitalizing on selected M&A opportunities.