



# **PharmaSGP Holding SE**

## **Preliminary results 9M 2021**

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**November 16, 2021**

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# Today's presenters

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**Natalie Weigand**

Chief Executive Officer

Selected previous experience

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**Michael Rudolf**

Chief Financial Officer

Selected previous experience

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## Mission Statement

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*With our natural enthusiasm for improving patients' quality of life, we provide them individual best solutions from our **ever-growing product range to treat chronic ailments – everyday!***

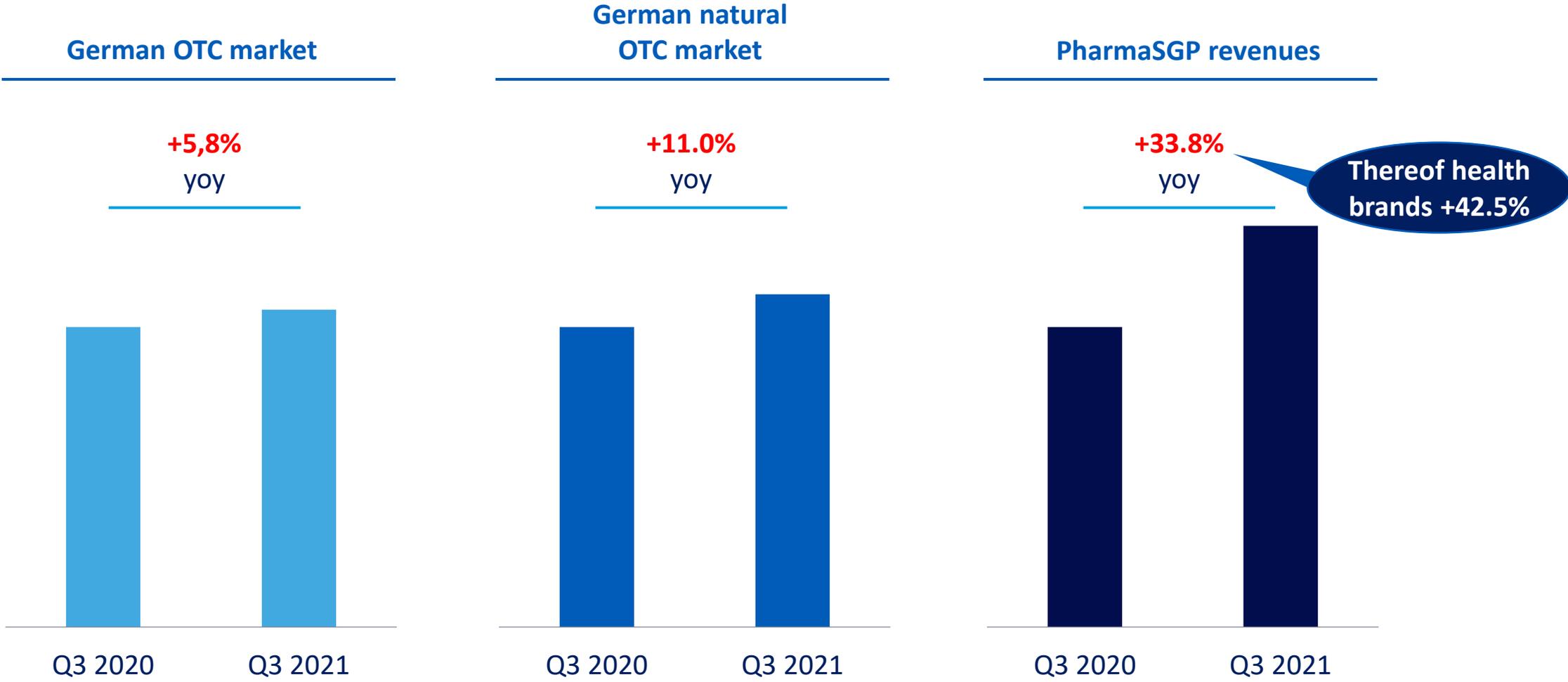


# Four new Health Brands part of our platform since September 2021

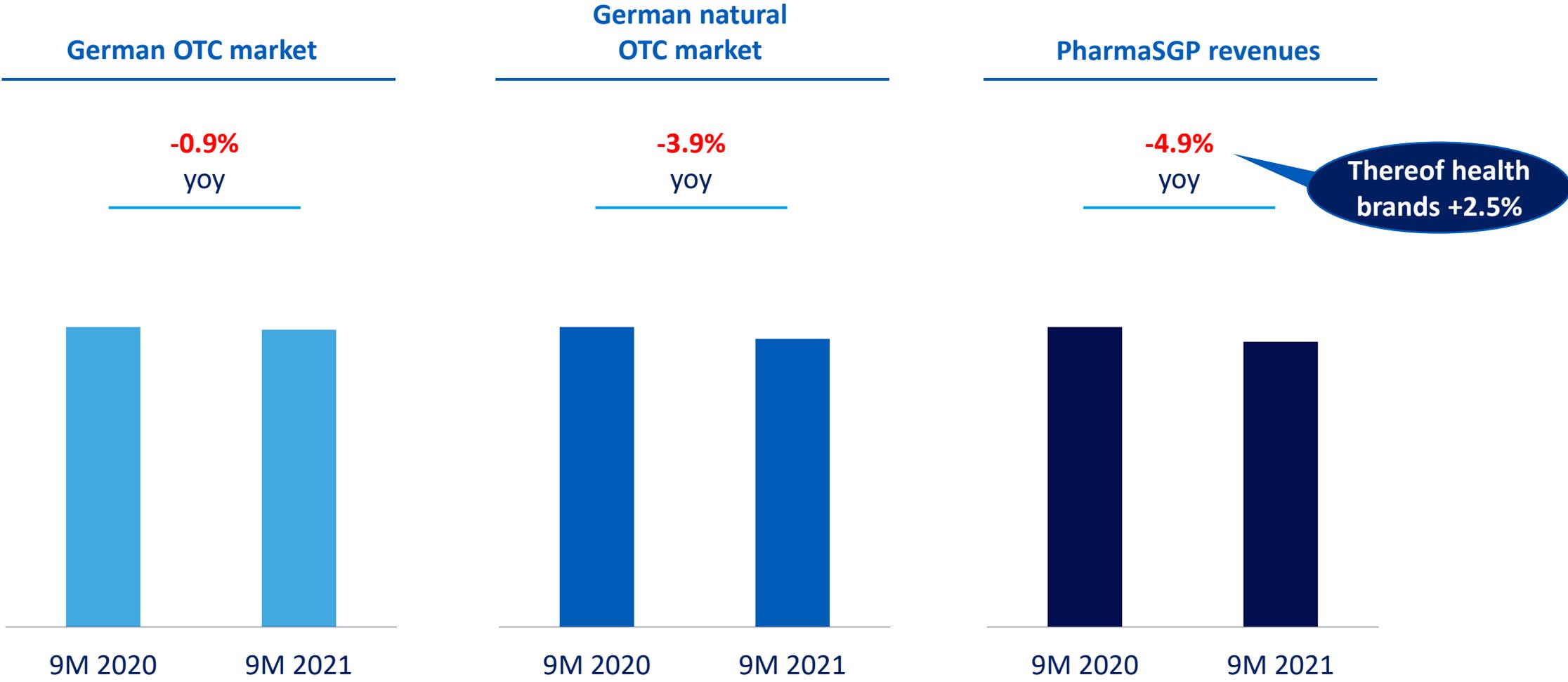
PharmaSGP stands for a broad portfolio of trusted brands in many different indication areas.



# PharmaSGP Q3 2021 revenue growth comparison

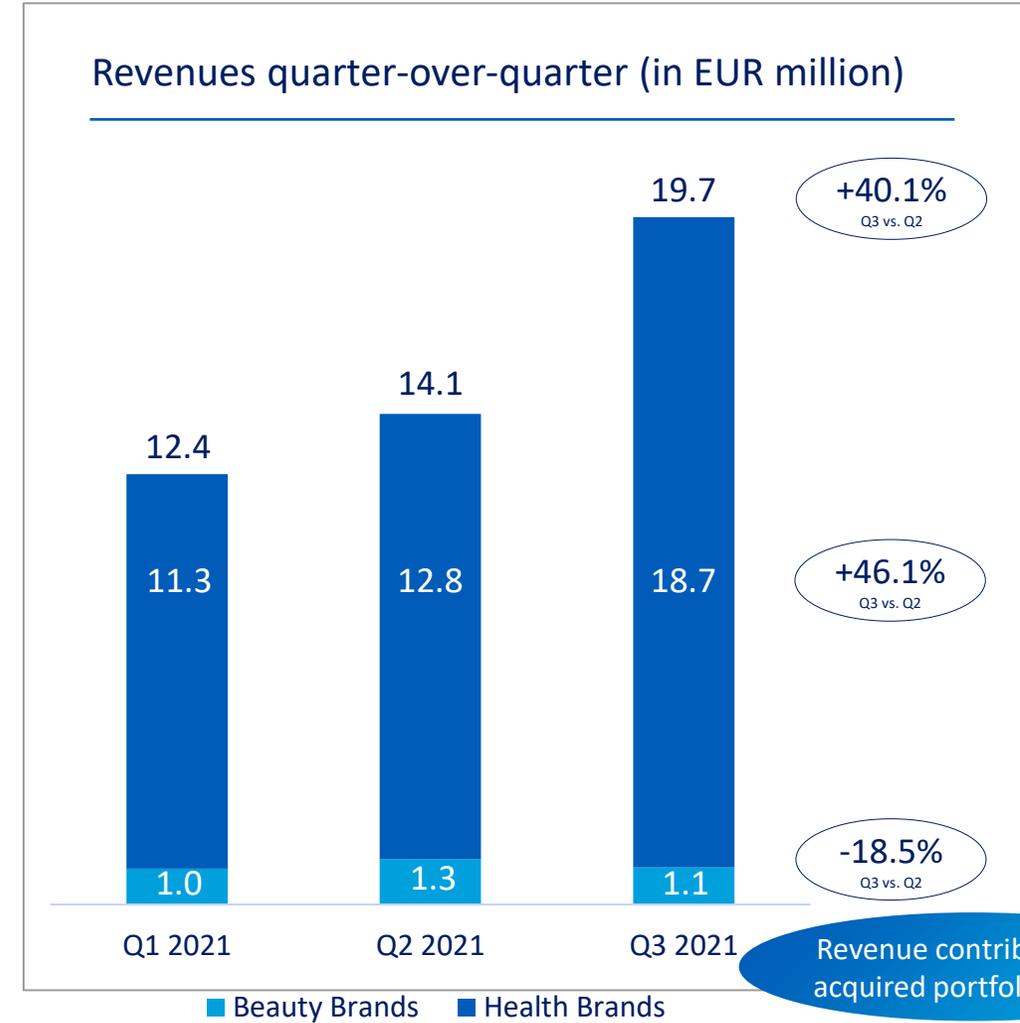
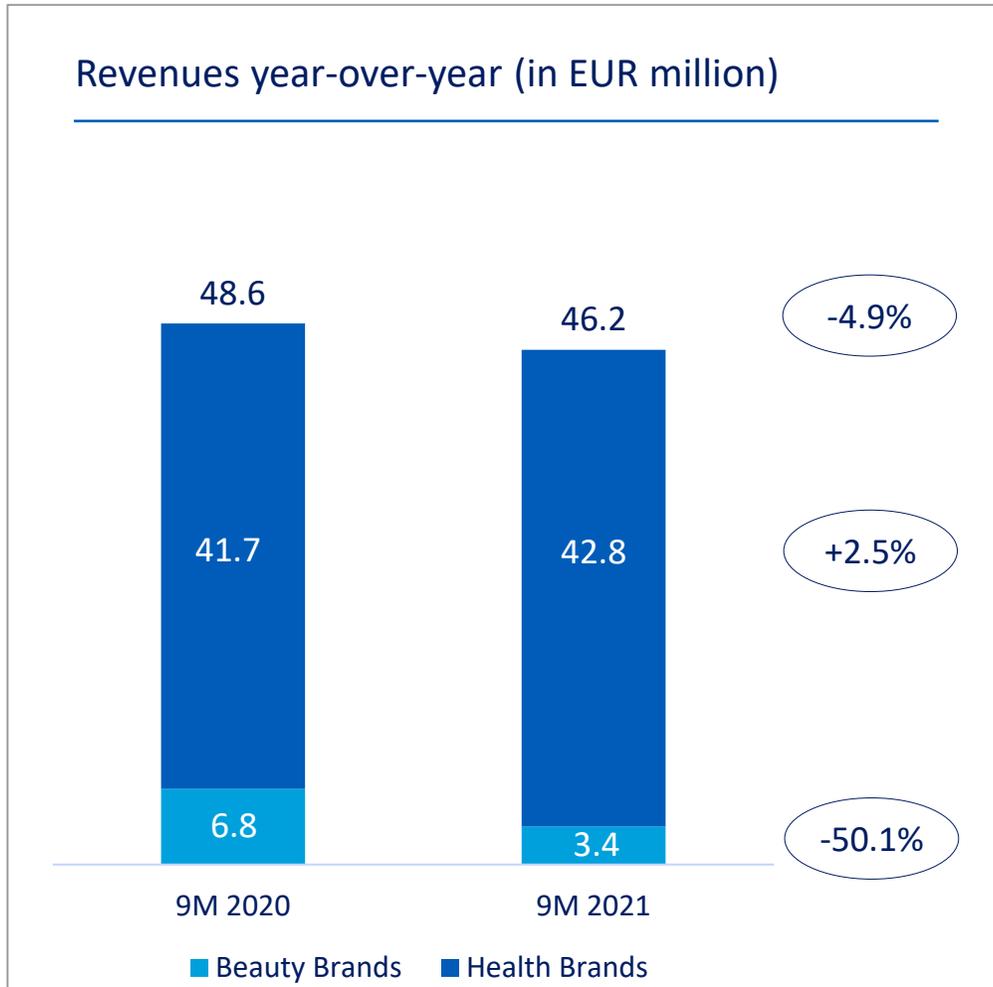


# PharmaSGP 9M 2021 revenue growth comparison



7 Note(s): German OTC market – data source Insight Health; PharmaSGP revenues unaudited

# PharmaSGP revenues 9M 2021



# PharmaSGP business back on pre-Covid-19 level

Development German competition  
(natural German OTC market, revenues)



PharmaSGP performance (revenues in million EUR)



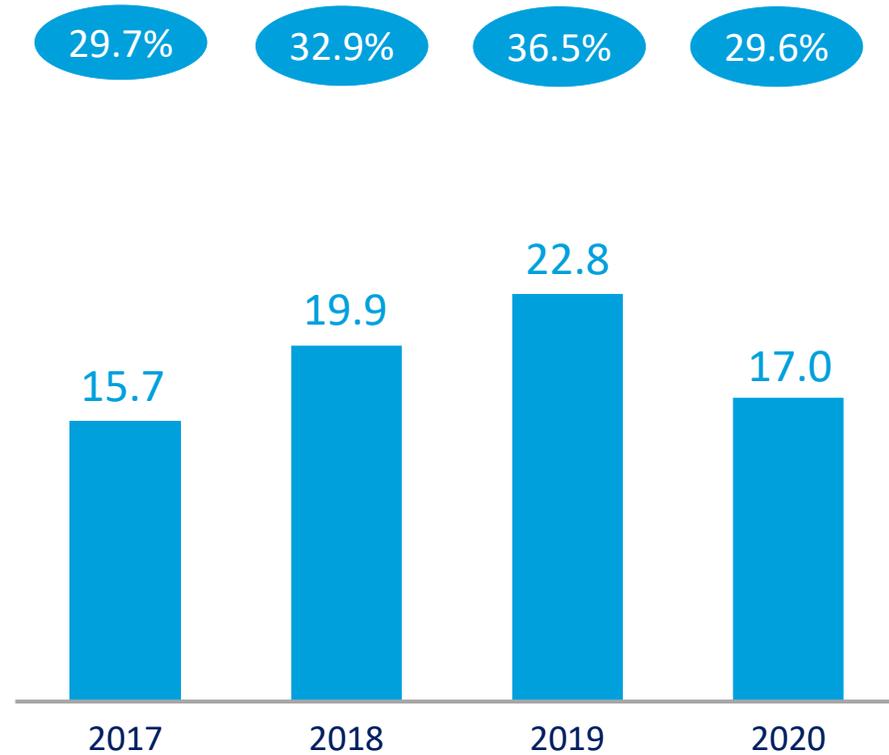
- Q3 2021 revenue increase +40.1% predominantly due to organic growth of PharmaSGP’s existing product portfolio
- Contribution of acquired GSK portfolio <10%
- PharmaSGP’s business back on pre-Covid-19 level, whereas German OTC market has not yet fully recovered

# EBITDA back on track

## Development of adjusted EBITDA

(in EUR million)

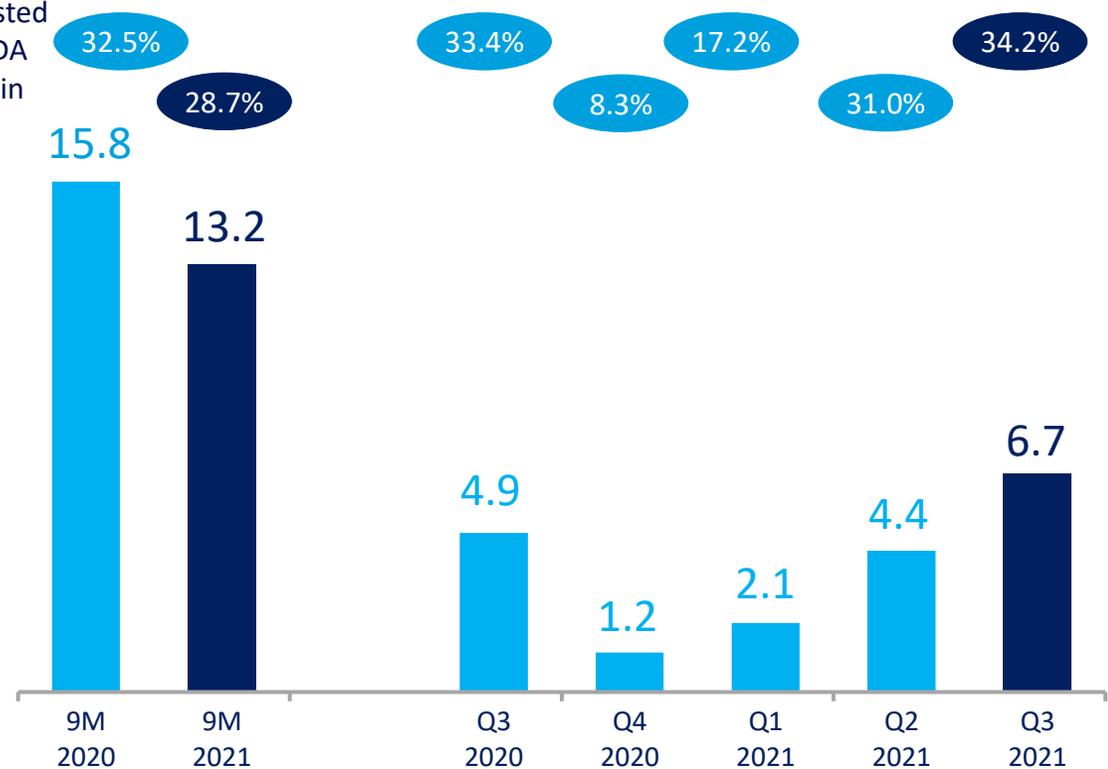
Adjusted  
EBITDA  
margin



## Development of adjusted EBITDA

(in EUR million)

Adjusted  
EBITDA  
margin



# Status on GSK acquisition

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## Acquisition

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- Acquisition of four iconic brands: Baldriparan<sup>®</sup>, Formigran<sup>®</sup>, Spalt<sup>®</sup> and Kamol<sup>®</sup>
- Signing 15 June 2021, Closing 31 August 2021
- Purchase price: EUR 81.4m
- Profitable revenue generation from day 1 onwards (1 September 2021)

## Integration process on track

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- Transfer of all assets ✓
- Production planning and order management ✓
- Defined media strategy ✓
- Line extensions (under development) ✓
- Set up distribution network for new markets ✓

## Outlook

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- Starting with Q4 2021, acquisition will fully contribute to PharmaSGP's financial results

# Thank you for your attention!

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