



# **PharmaSGP Holding SE**

## **Preliminary Results Q1 2022**

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**May 17, 2022**

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# Today's presenters

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**Natalie Weigand**

Chief Executive Officer

Selected previous experience

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*Johnson & Johnson*



**Michael Rudolf**

Chief Financial Officer

Selected previous experience

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McKinsey  
& Company

# PharmaSGP at a glance



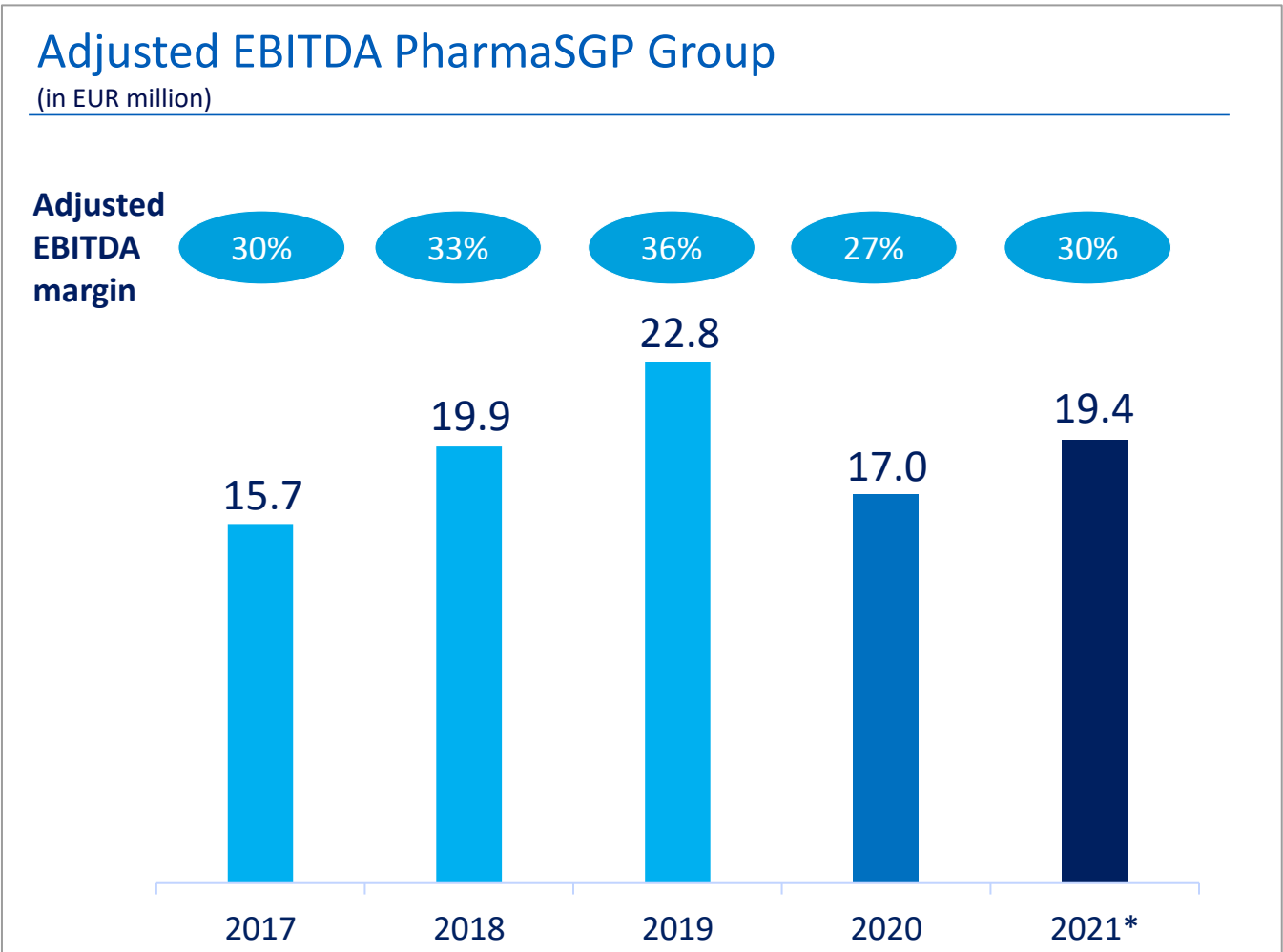
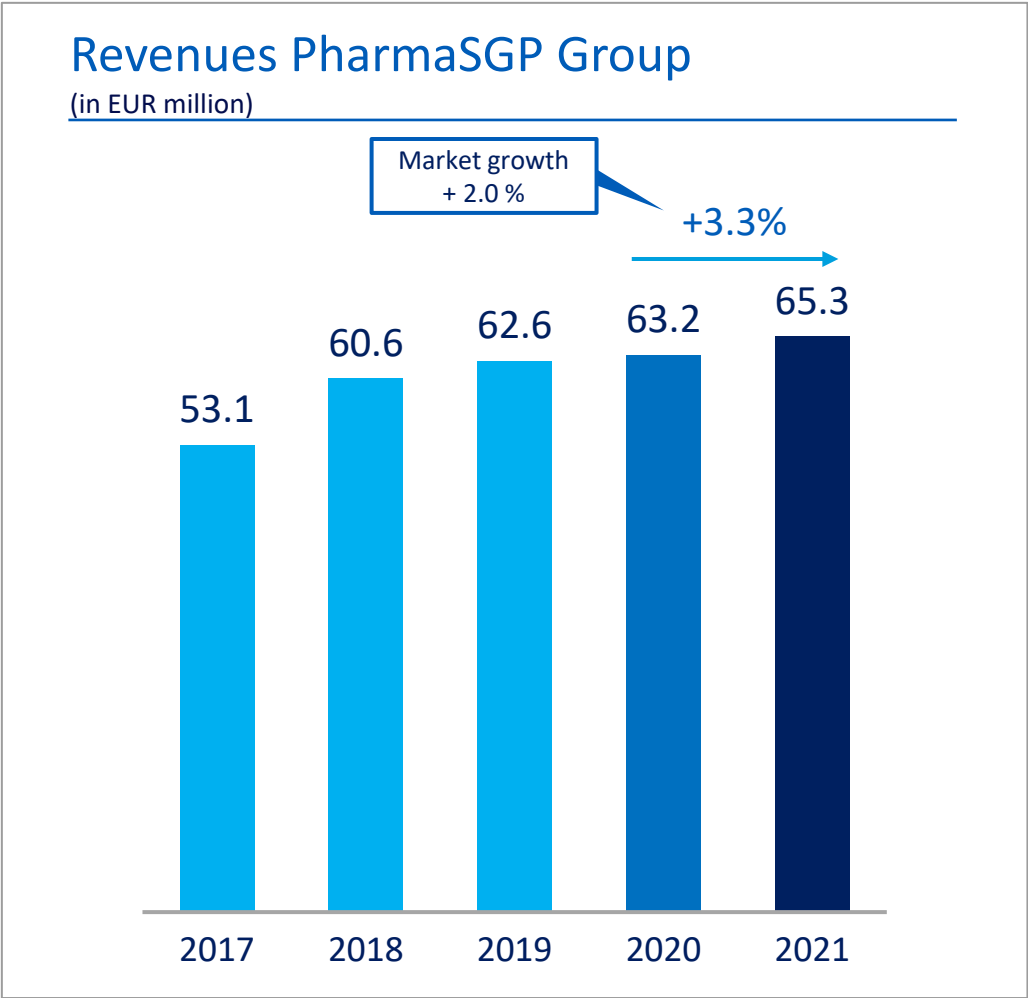
## PharmaSGP

- is a consumer health company with a broad portfolio of leading OTC pharmaceuticals in their categories
- has created a unique Pan-European platform that allows to easily integrate & grow brands across all markets successfully



*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!*

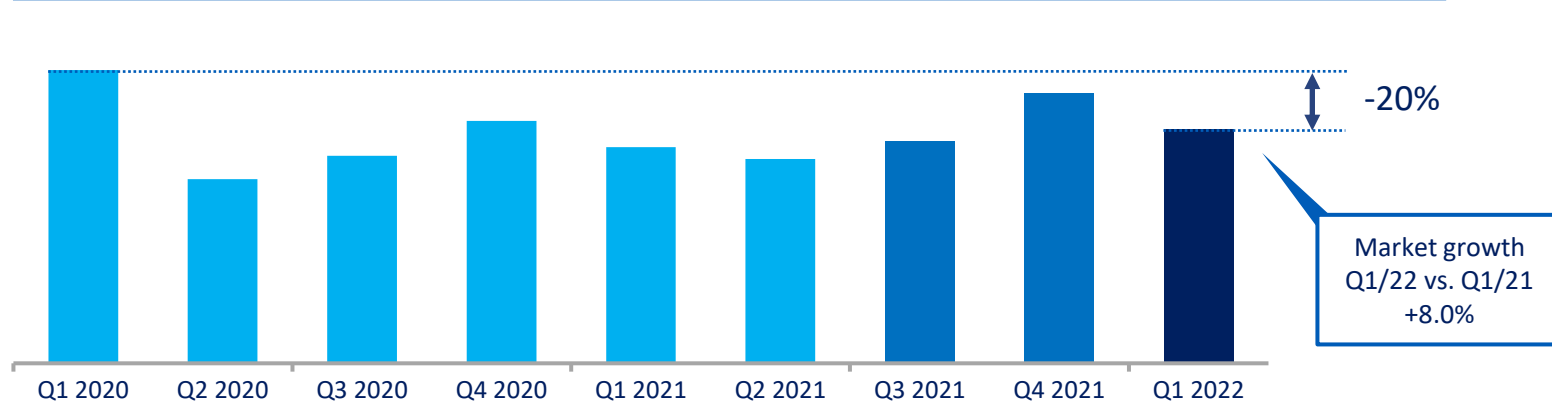
# Recap 2021: record sales, market outperformance – and strong EBITDA



5 Note(s): audited revenues 2017-2019 (combined) and 2020-2021 (consolidated); overall market development unaudited (Source: Company disclosure).  
\* Adjustments 2021: EUR 0.8 mln expenses for legal/consulting in connection with acquisitions; EUR 0.1 mln other adjustments

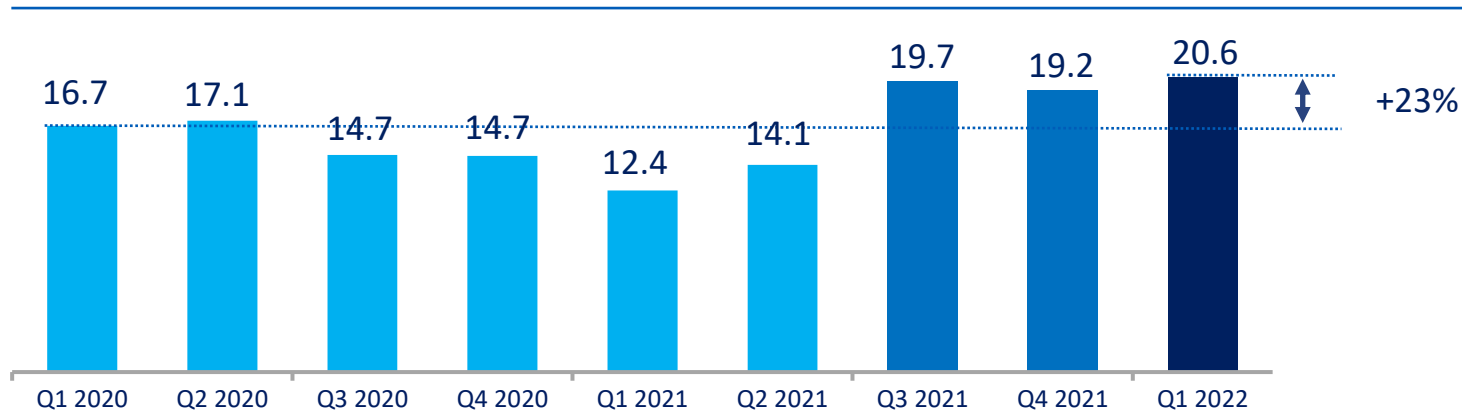
# PharmaSGP business back on track: now constantly above pre-Covid-19 level

Development German competition  
(natural German OTC market, revenues)

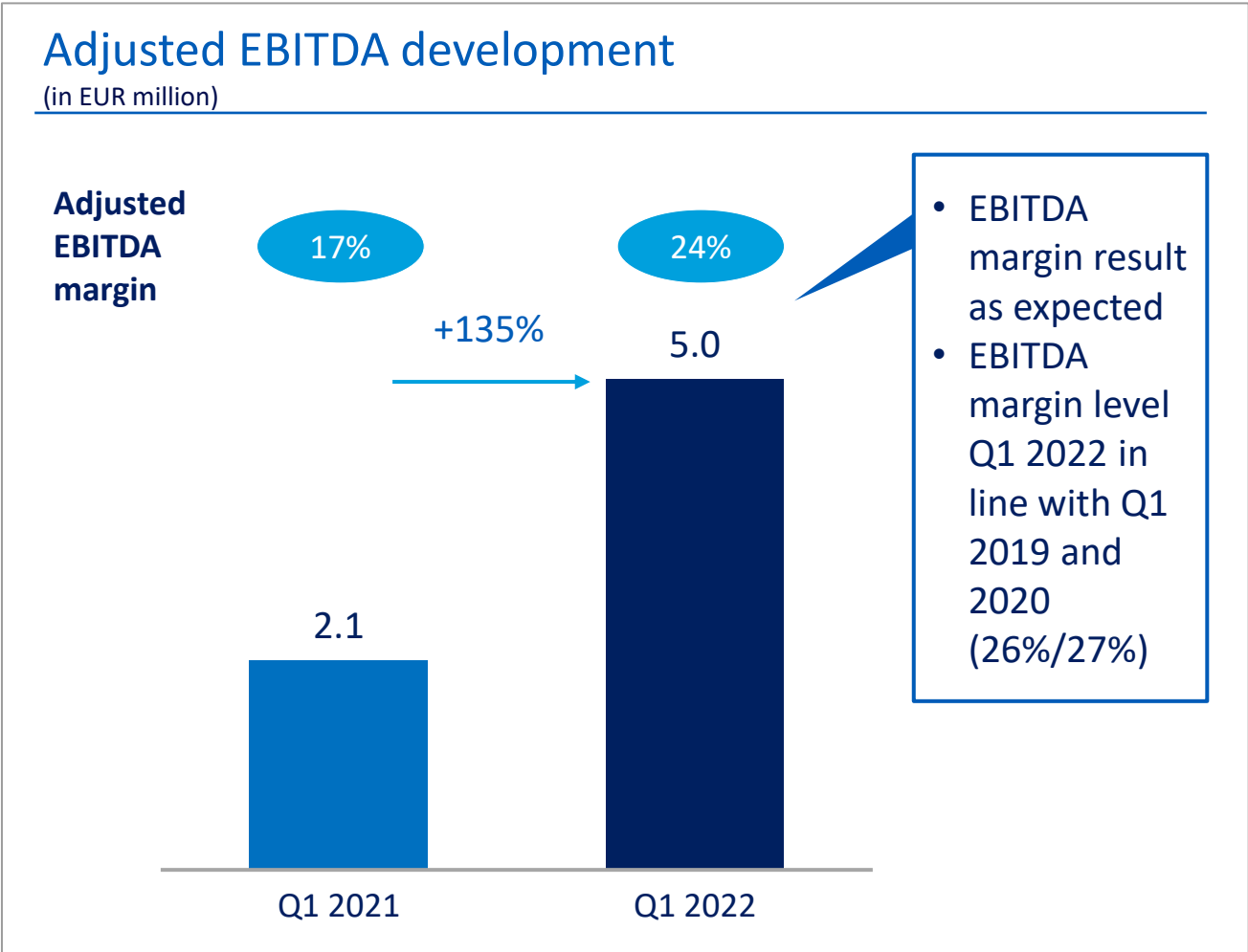
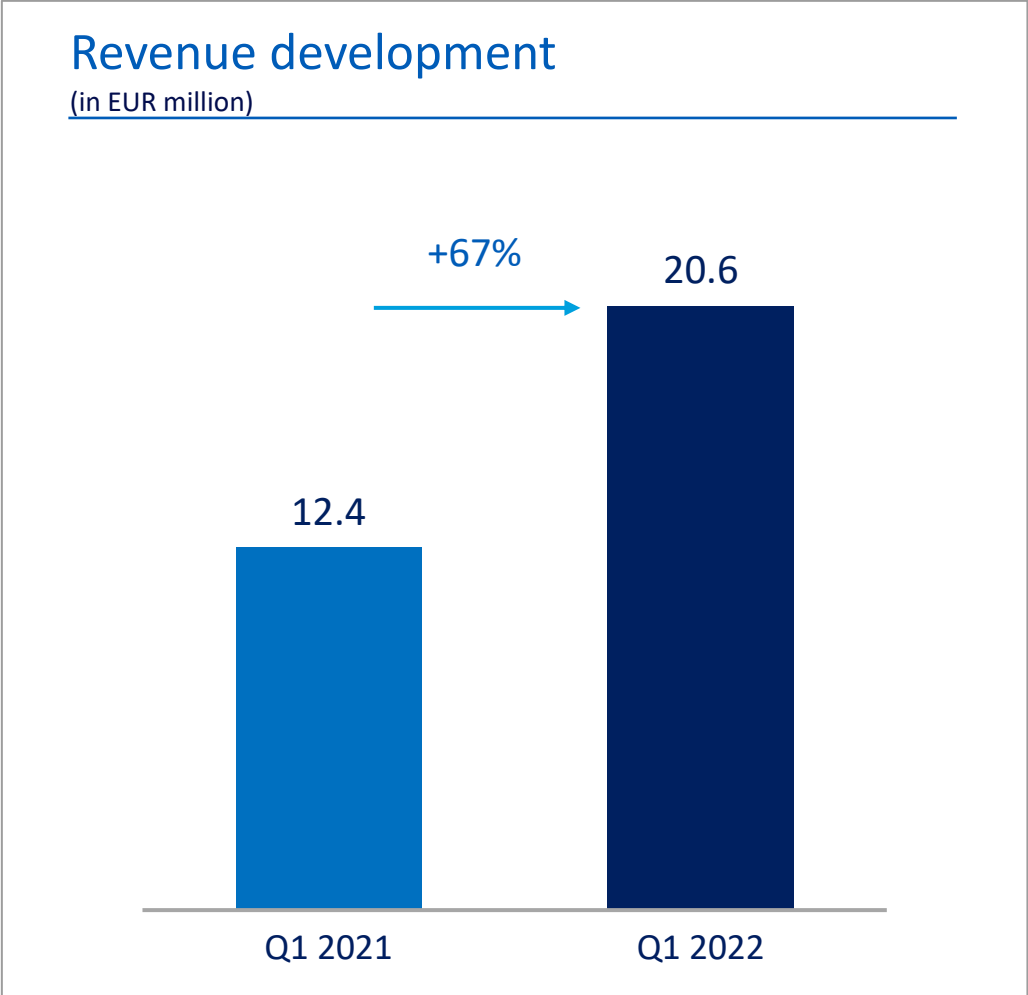


- After rebound in Q3 and Q4 2021, market still below pre-Covid-19-level
- PharmaSGP above pre-Covid-19 level for 3 consecutive quarters
- Overall, PharmaSGP outperforming the natural German OTC market

PharmaSGP performance (revenues in EUR million)



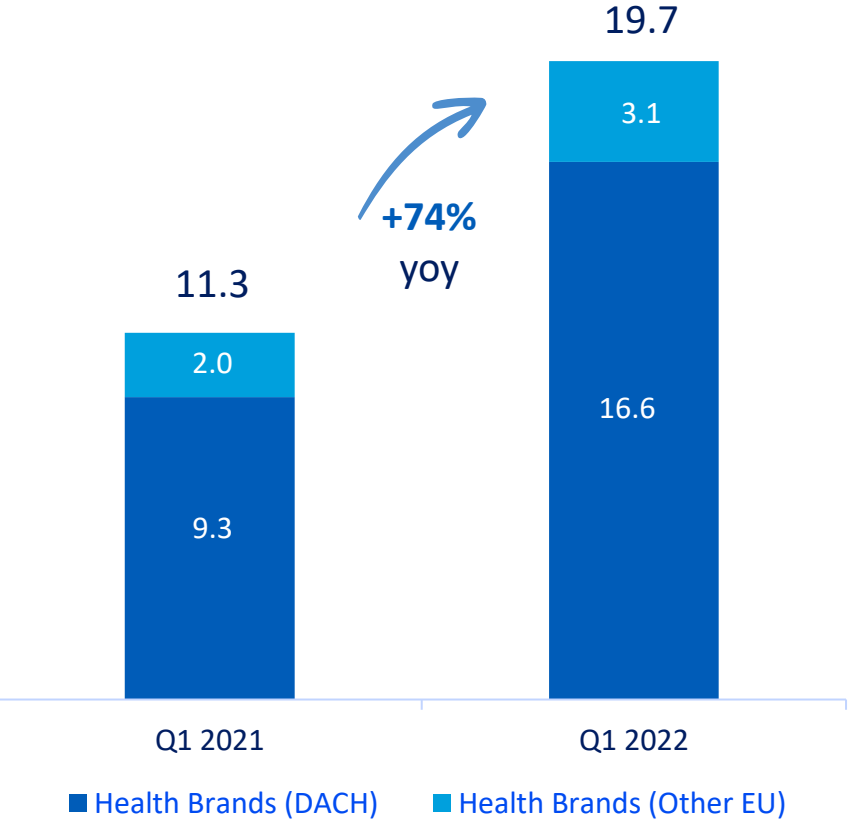
# Record revenues in Q1 2022 – combined with strong EBITDA result



# Focus on revenues: strong performance driven by Health Brands – in all regions

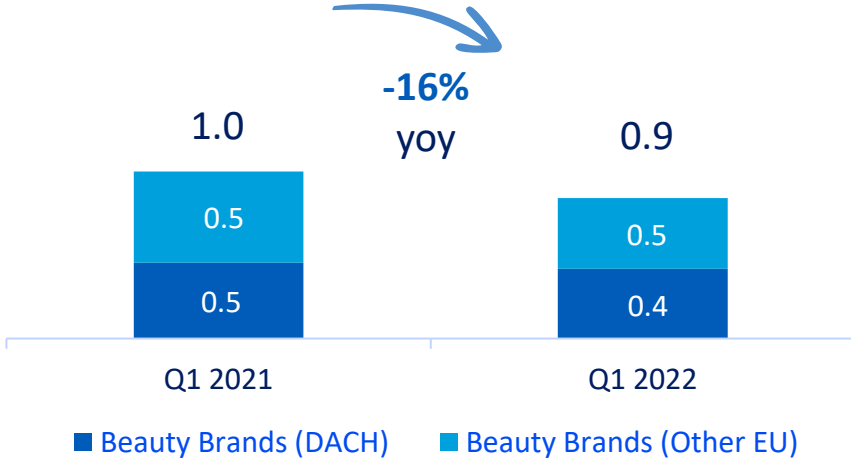
Revenue development Health Brands

(in EUR million)



Revenue development Beauty Brands

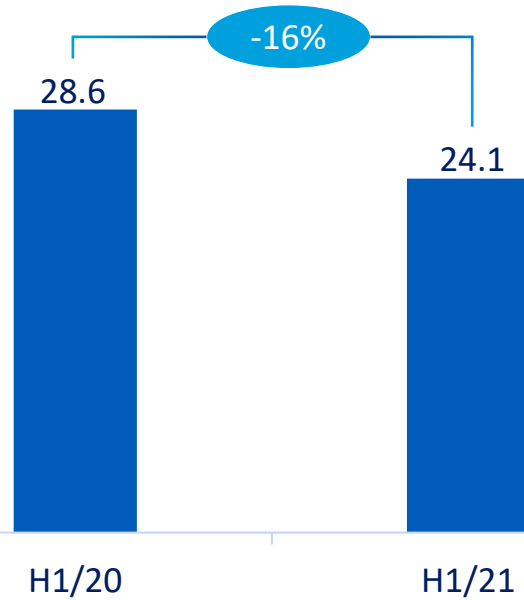
(in EUR million)





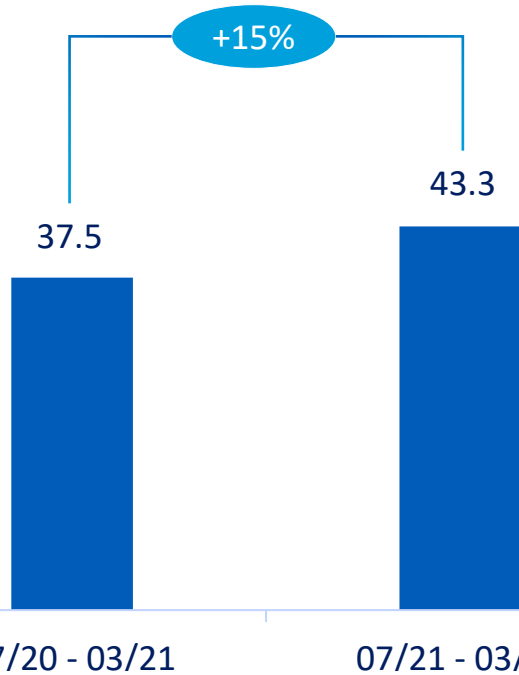
# New OTC Portfolio delivers on-top growth since Q3 2021

H1 Comparison  
Health Brands (organic)



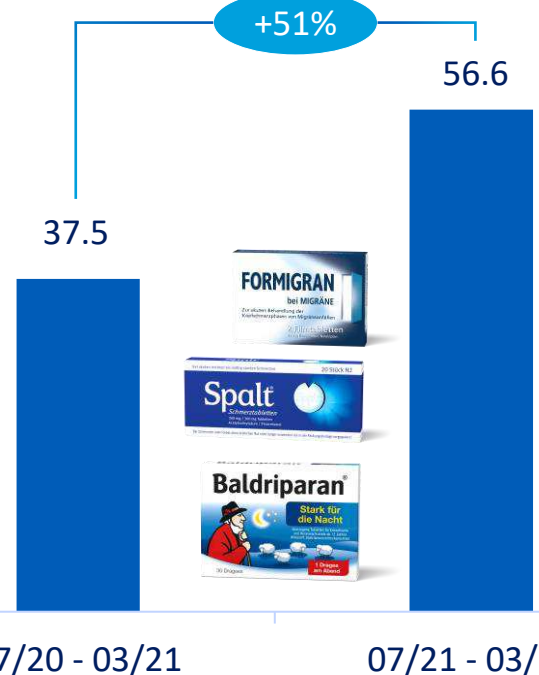
Media reduction and full lock-down in markets in 2021 compared to Pre-Covid-19 situation

Last-Nine-Months Comparison  
Health Brands (organic)



Organic portfolio back on track with double digit growth

Last-Nine-Months Comparison Health Brands including acquired GSK OTC-Portfolio



Strong growth fueled by new OTC portfolio as of September

# 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 completed

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

## Outlook

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- Full contribution of portfolio to PharmaSGP's financial results since Q4 2021
- Line extensions launched under Baldriparan and Kamol brand in Q1 2022
- Further optimization of portfolio and marketing strategy

# Outlook 2022

## **Expected results:**

- Total revenues in a range between EUR 78 and EUR 82 million
- Revenue growth of at least 19.5 % compared to 2021
- Adjusted EBITDA margin expected between 30 % and 33 %  
(this corresponds to an adjusted EBITDA between EUR 23.4 and EUR 27.1 million)

## **Assumptions:**

- No significant negative impact on our target markets due to the changed geopolitical situation in Eastern Europe
- No negative economic impact due to the COVID-19-pandemic

Confirmation of prognosis 2022

# Thank you for your attention!

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