



PharmaSGP Holding SE

Preliminary results 9M 2022

November 16, 2022

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Today's presenters



Natalie Weigand

Chief Executive Officer

Selected previous experience

Johnson & Johnson



Michael Rudolf

Chief Financial Officer

Selected previous experience

McKinsey
& Company

PharmaSGP at a glance



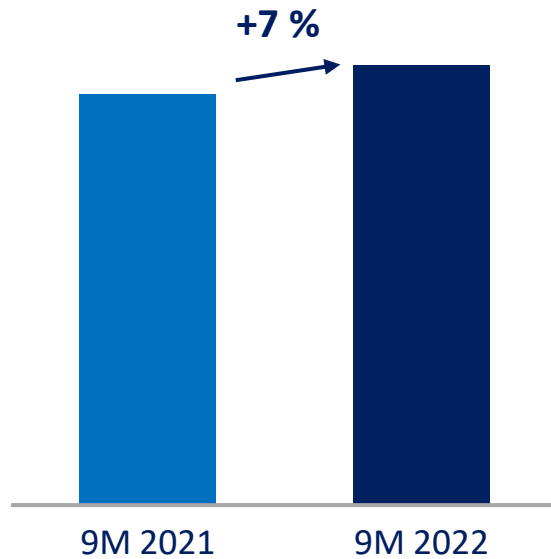
PharmaSGP

- 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

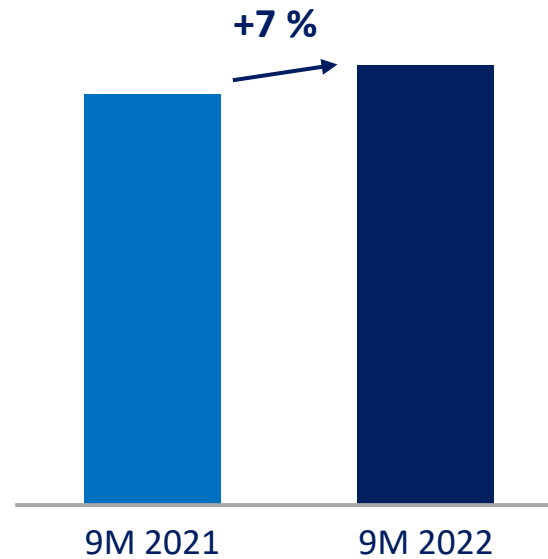
*With our natural enthusiasm for improving patients' quality of life, we provide them individual best solutions from our **ever-growing product range to treat chronic ailments** – everyday!*

We outperformed the market in the first three quarters

German OTC market

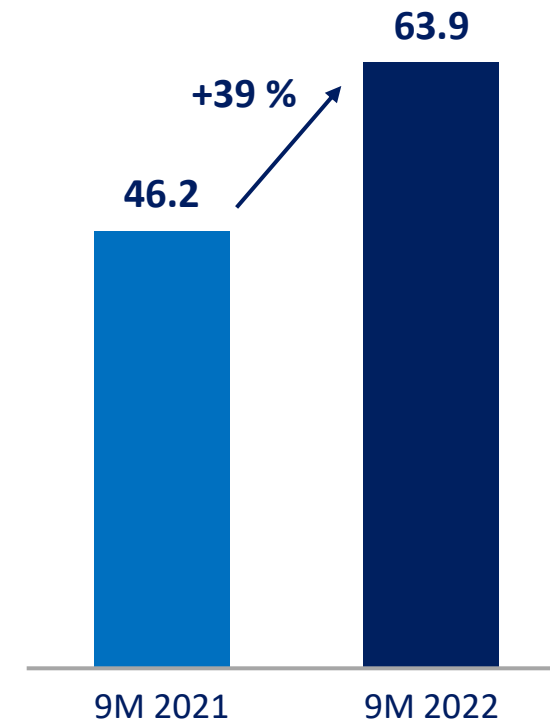


Natural German OTC market



PharmaSGP revenues

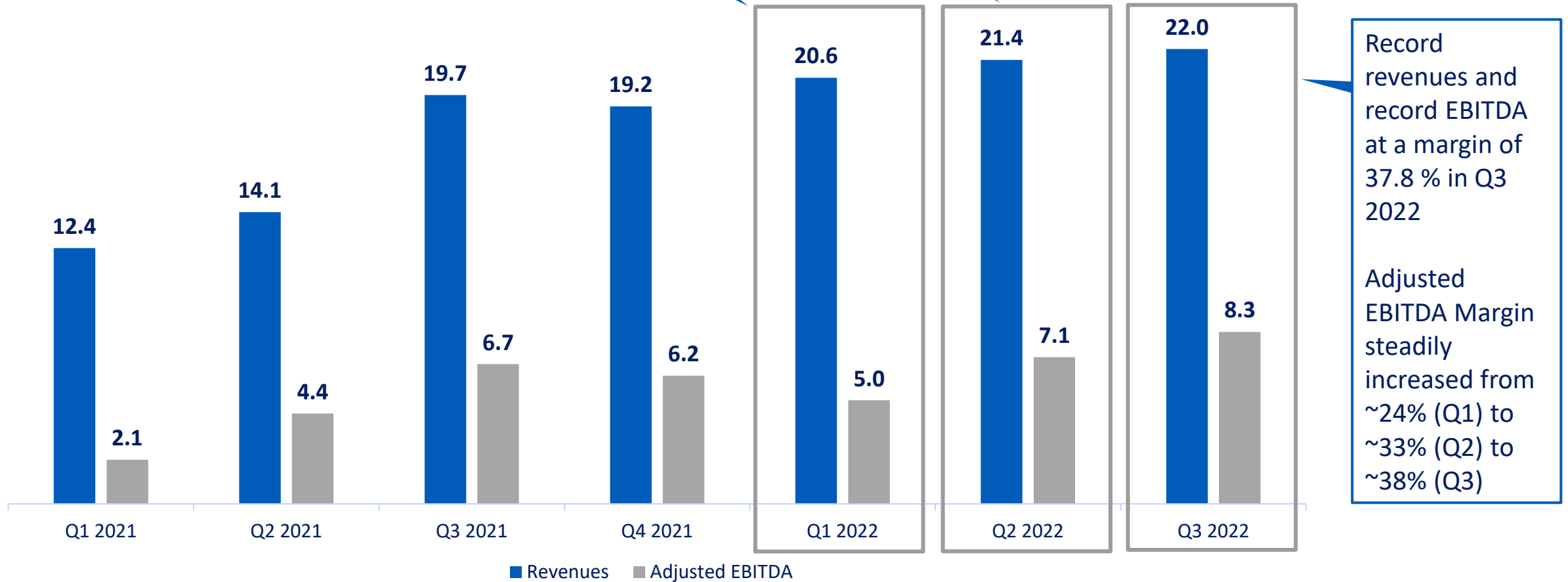
(in EUR million)



Record revenues and EBITDA – in the first three quarters 2022

Revenue and EBITDA development
(in EUR million)

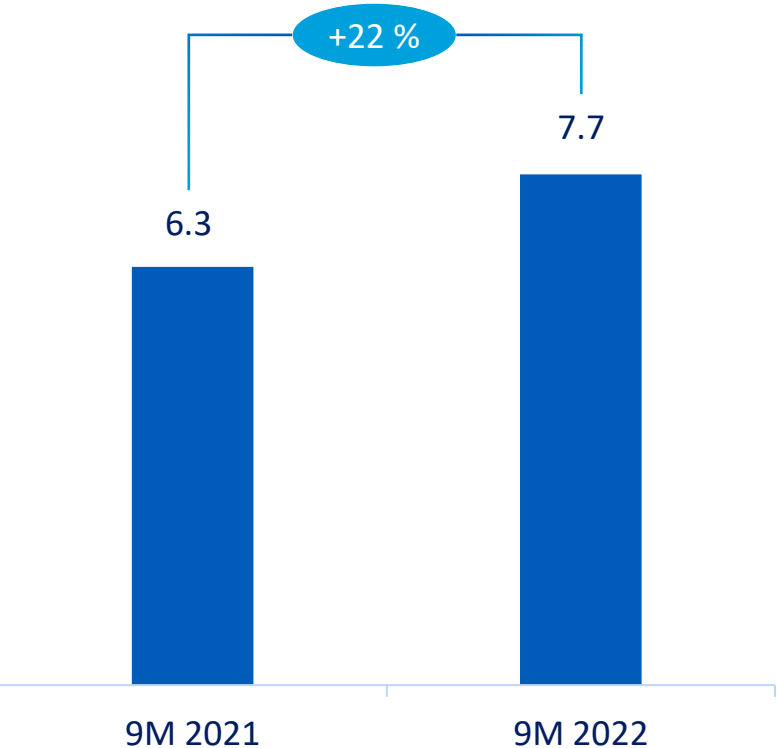
Record revenues
> EUR 20 million p.q.



Increasing level of international activities

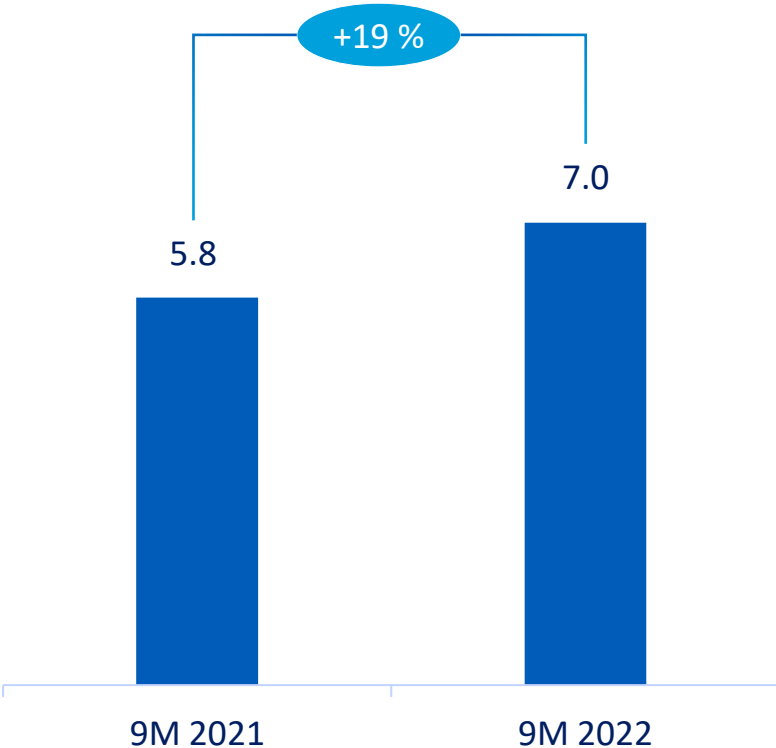
Italian revenues

(in EUR million)



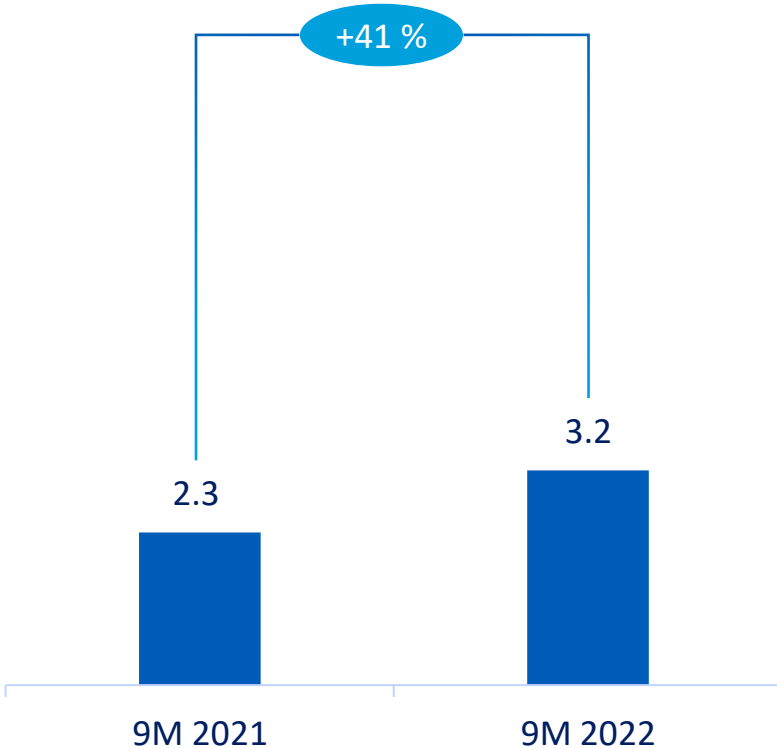
Austrian revenues

(in EUR million)

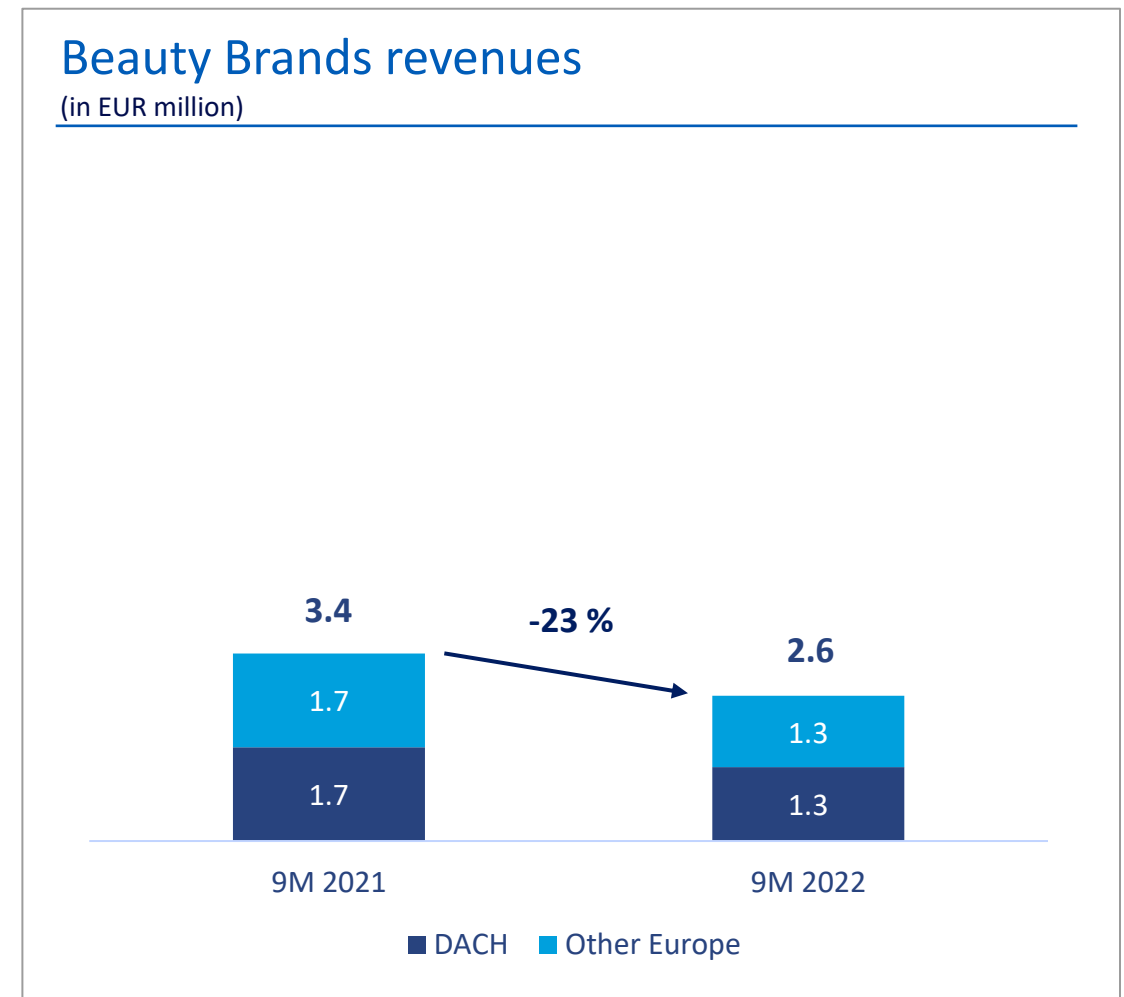
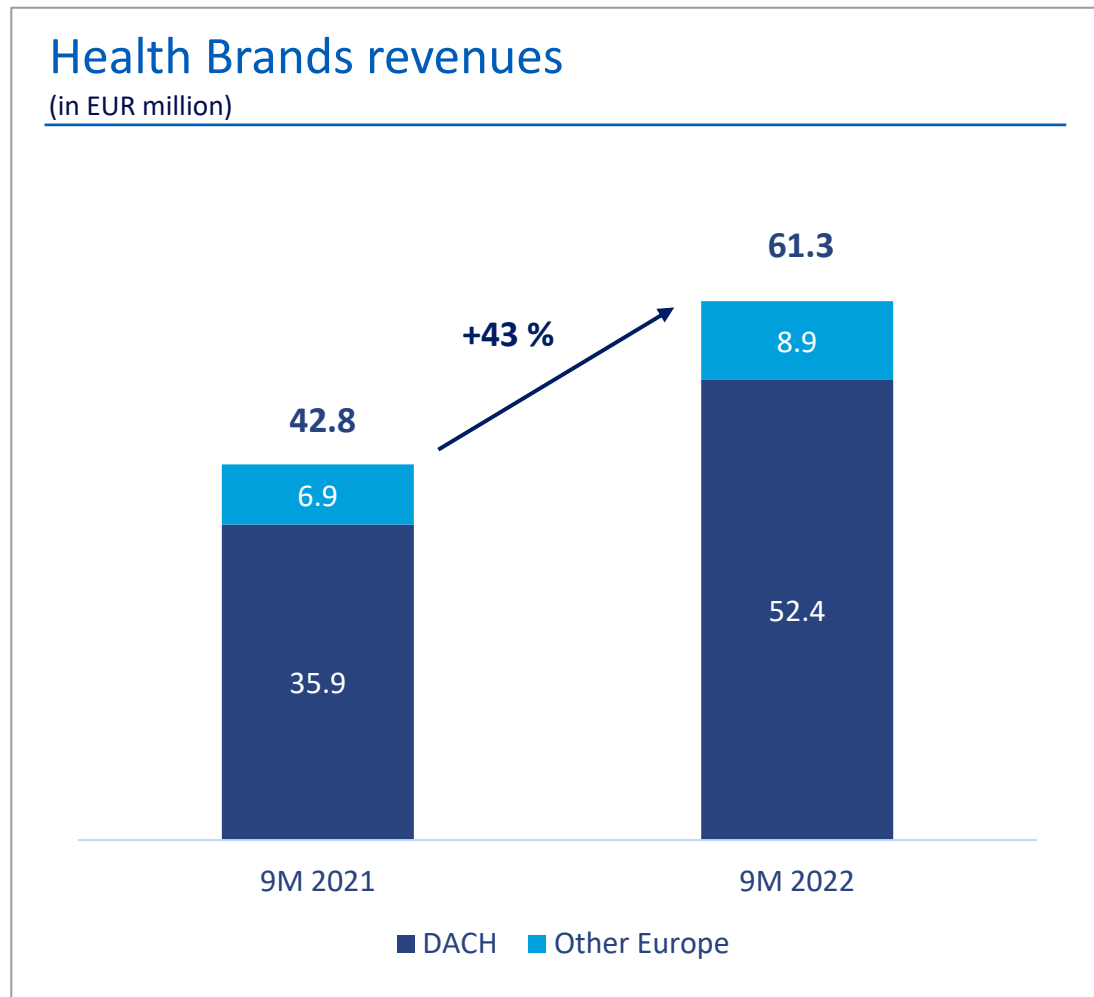


Other European revenues

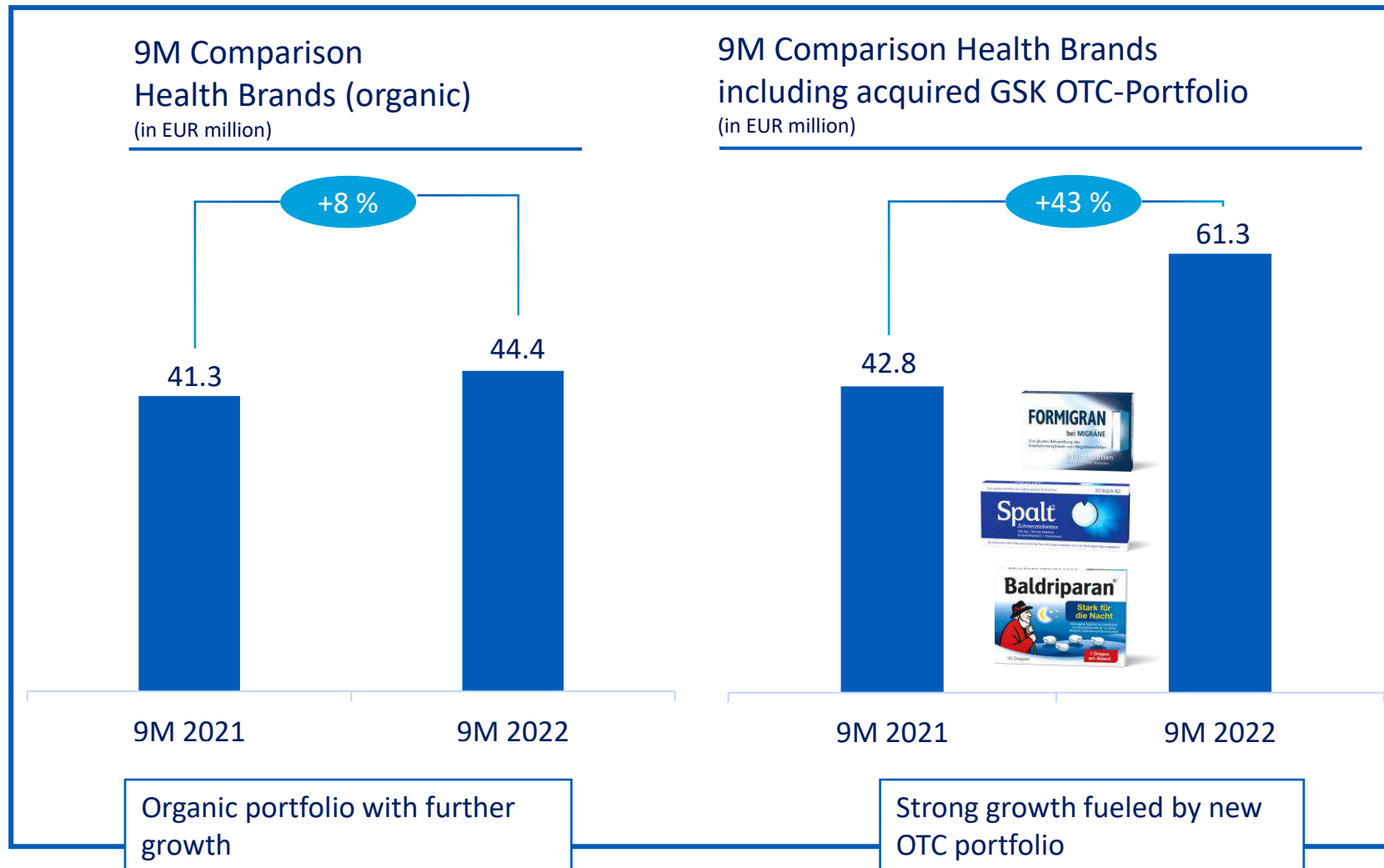
(in EUR million)



Strong performance driven by Health Brands – and international footprint



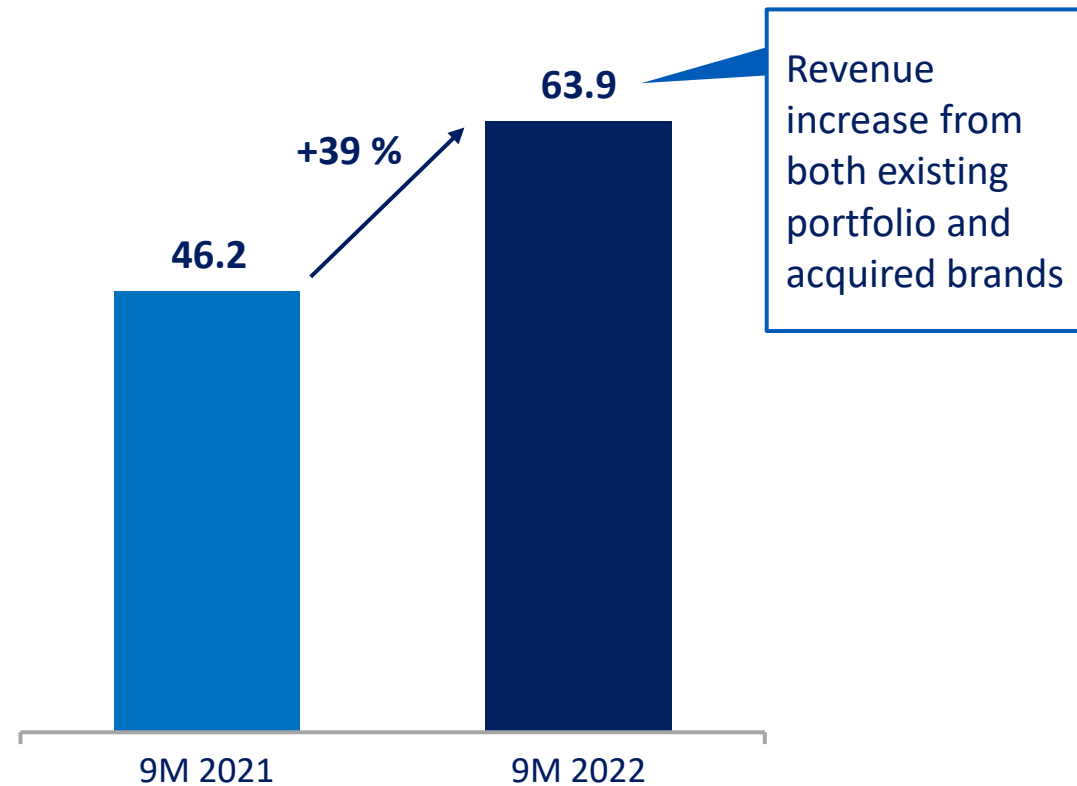
New OTC Portfolio delivers on-top growth



Profitability increase in line with revenue growth in 9M

Revenue development

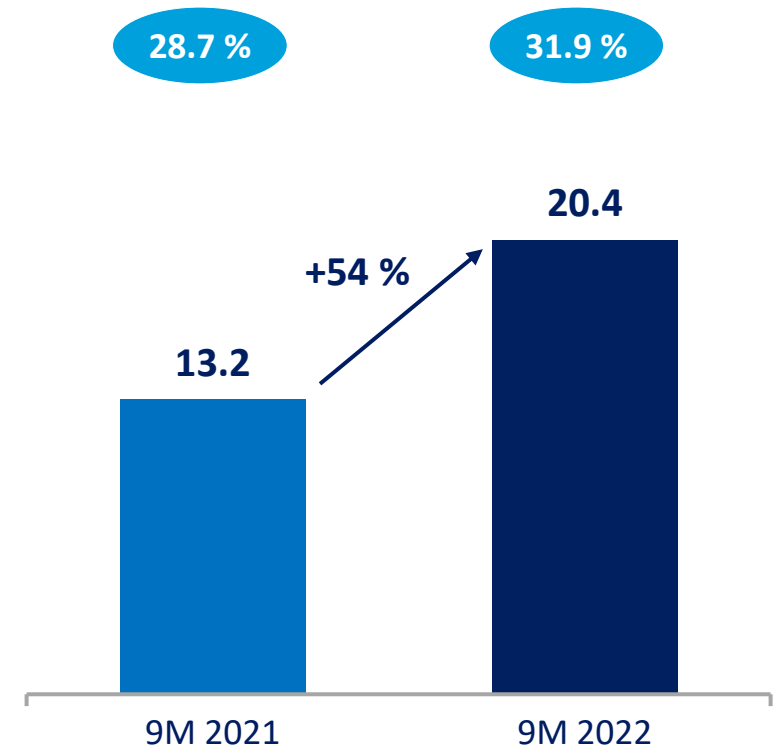
(in EUR million)



Adjusted EBITDA development

(in EUR million)

Adjusted EBITDA margin



Increase of outlook 2022 by 5%

Expected results

From

To

- | | | |
|-------------------------------|--------------------------|--------------------------|
| • Total revenue range: | EUR 78-82 million | EUR 82-86 million |
| • Adjusted EBITDA margin: | 30-33% | 30-33% |
| • Adjusted EBITDA range: | EUR 23.4-27.1 million | EUR 24.6-28.4 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

Strong business development and outlook

Thank you for your attention!

