



PharmaSGP Holding SE – H1 2023 Conference Call

September 28, 2023



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Today's presenters



Natalie Weigand

Chief Executive Officer

Selected previous experience



Michael Rudolf

Chief Financial Officer

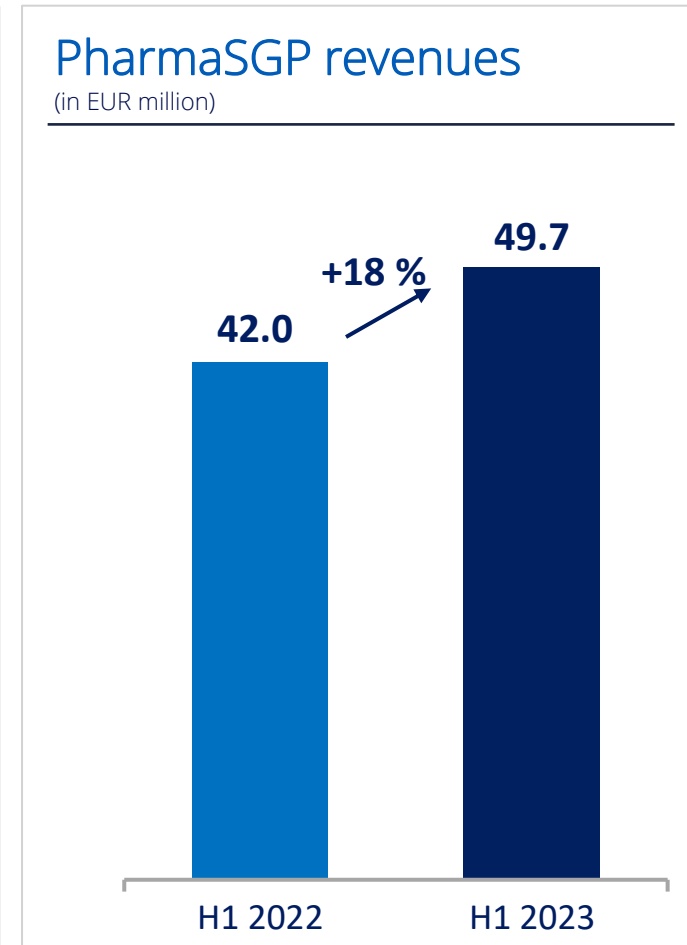
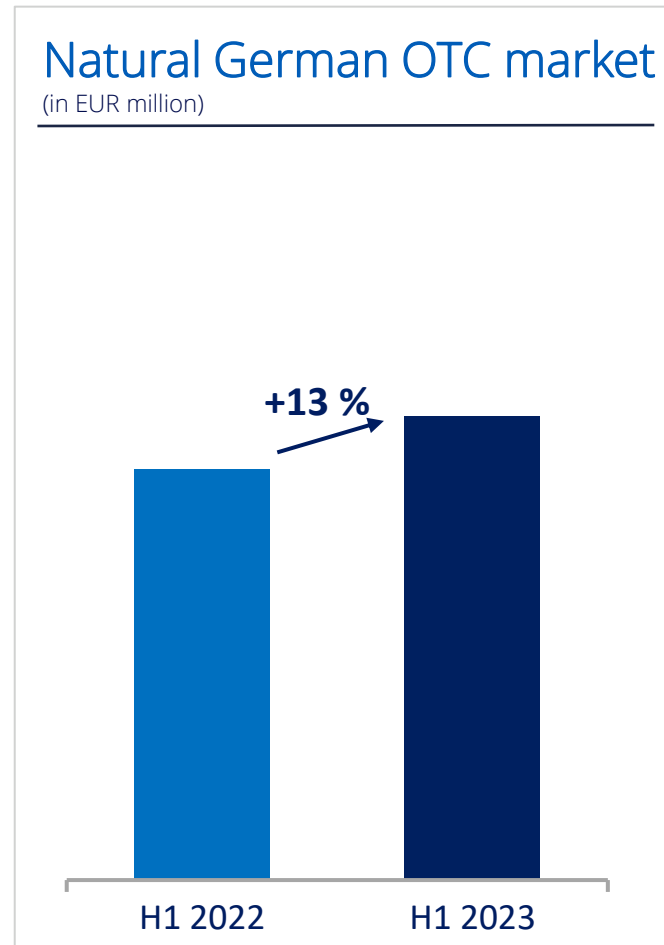
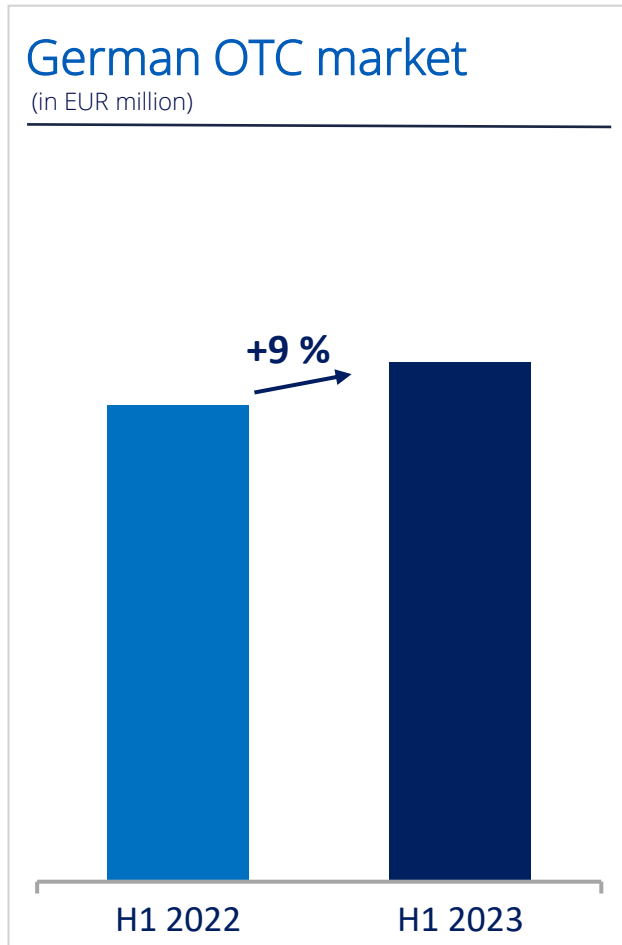
Selected previous experience



PharmaSGP shows strong performance despite global challenges



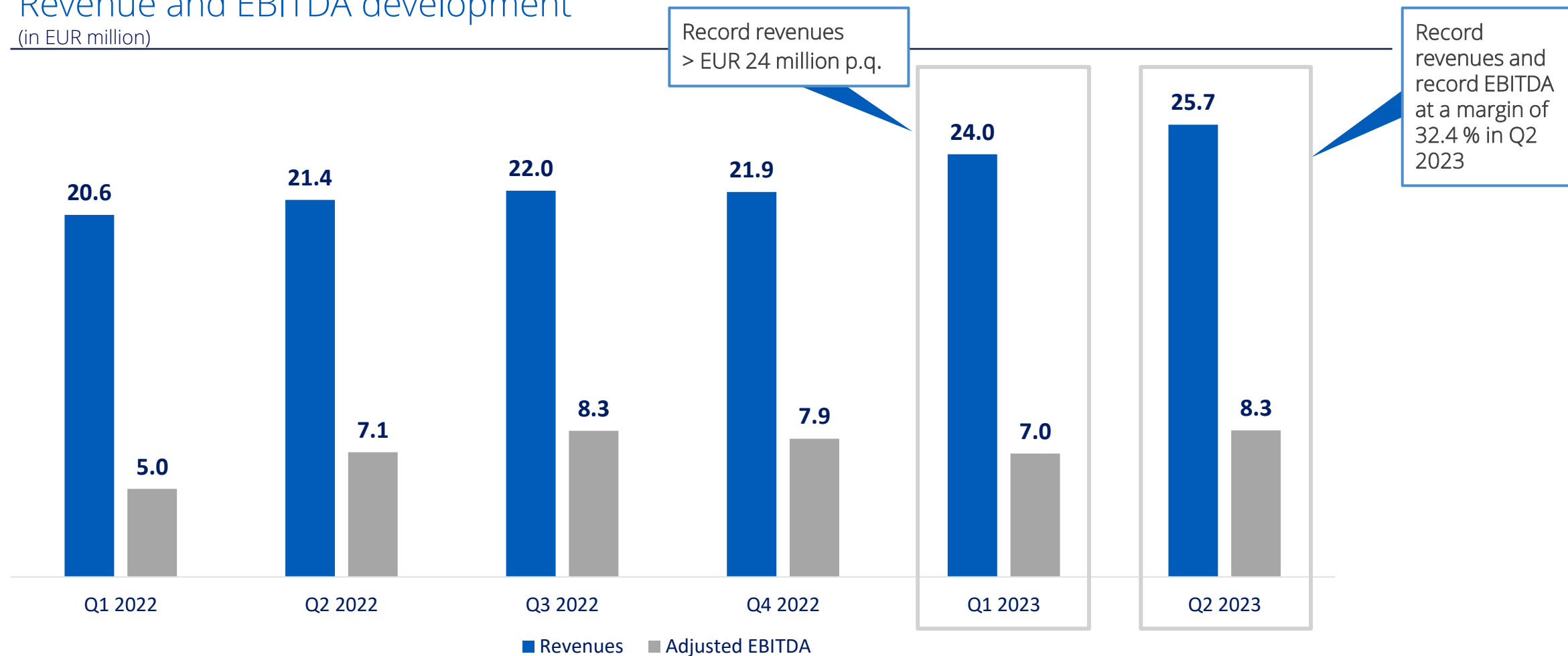
We outperformed the market in H1 2023



Record revenues and EBITDA – in Q1 and Q2 2023

Revenue and EBITDA development

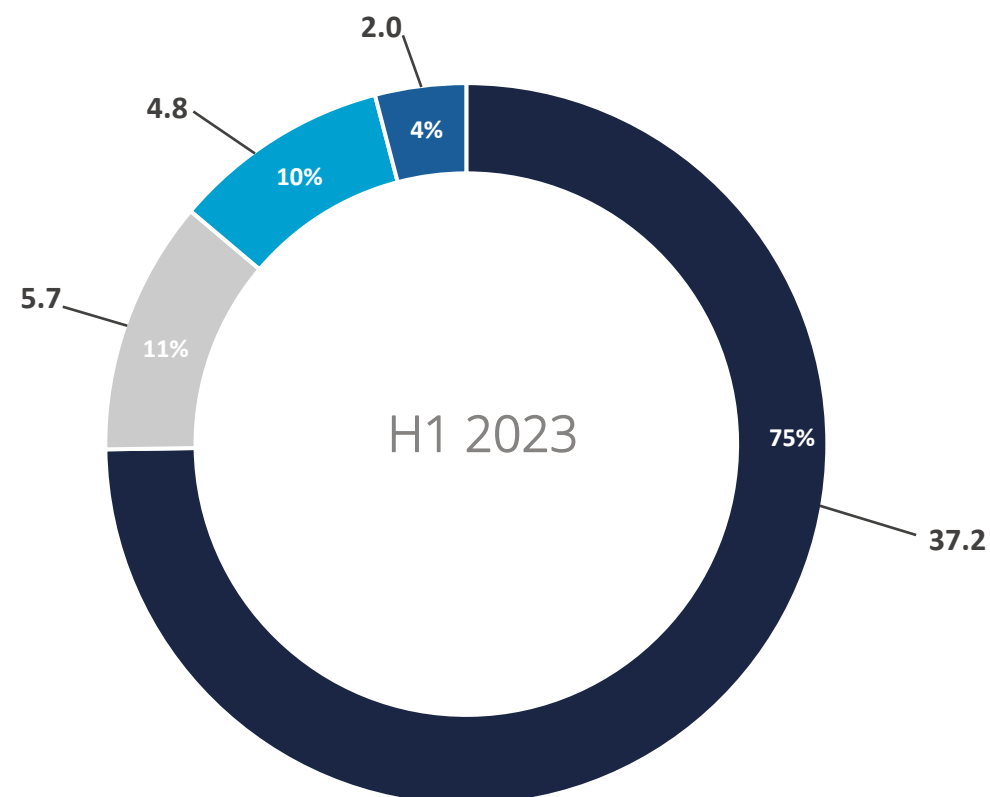
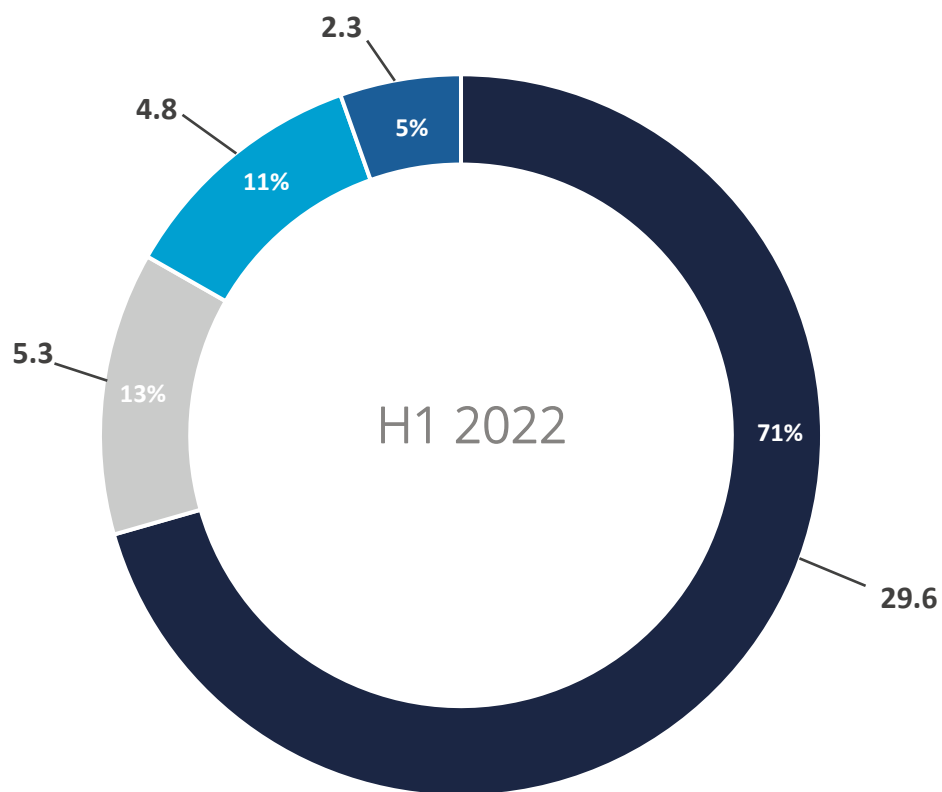
(in EUR million)



Further internationalization, Germany remains main market

Revenues by region

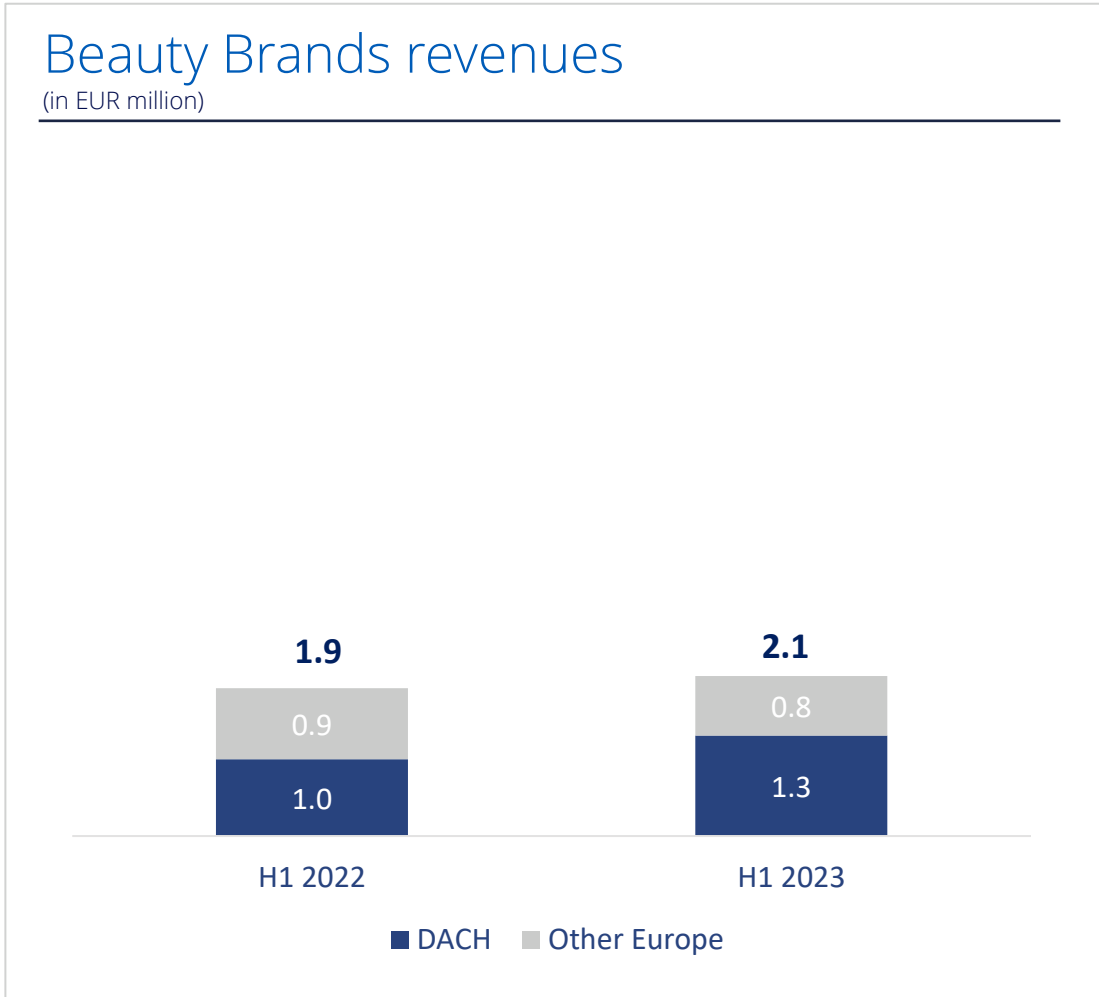
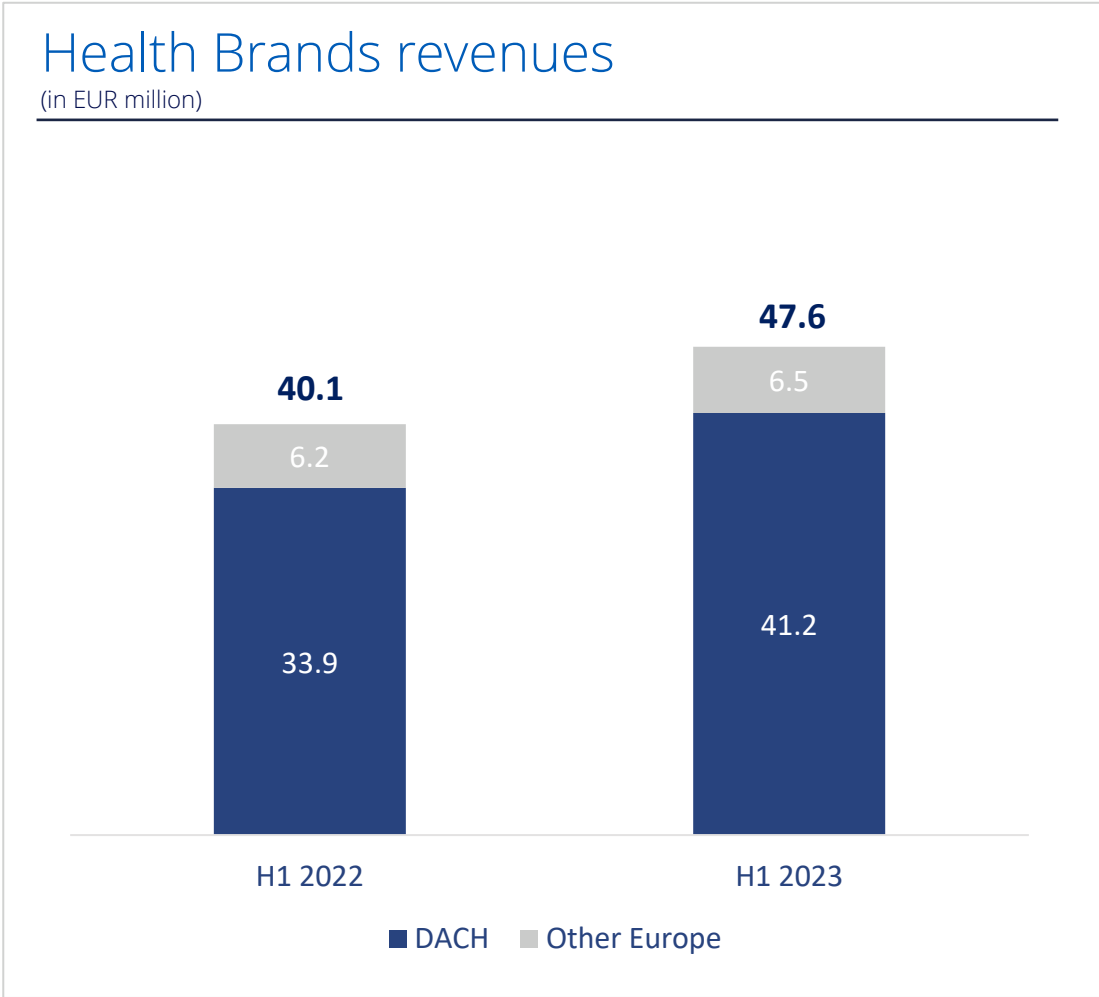
(in EUR million & %)



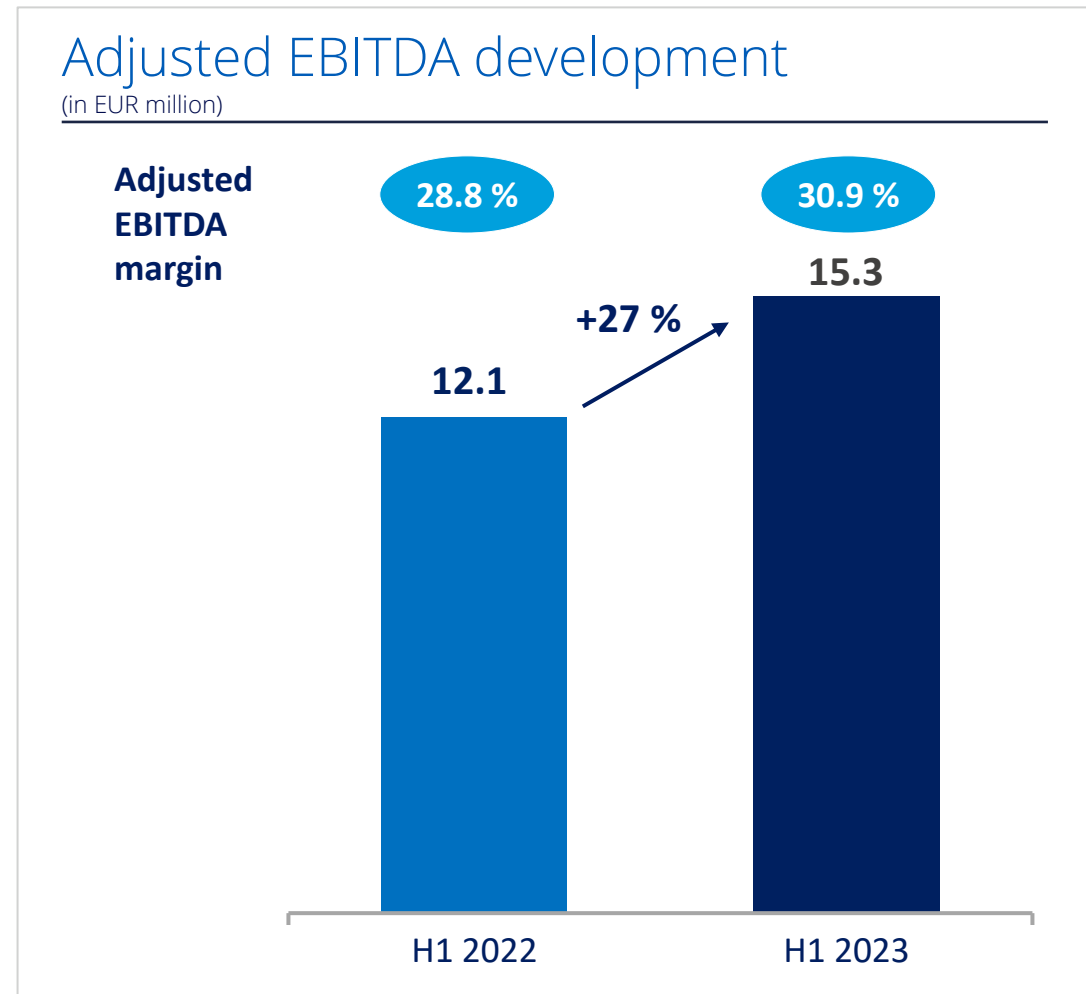
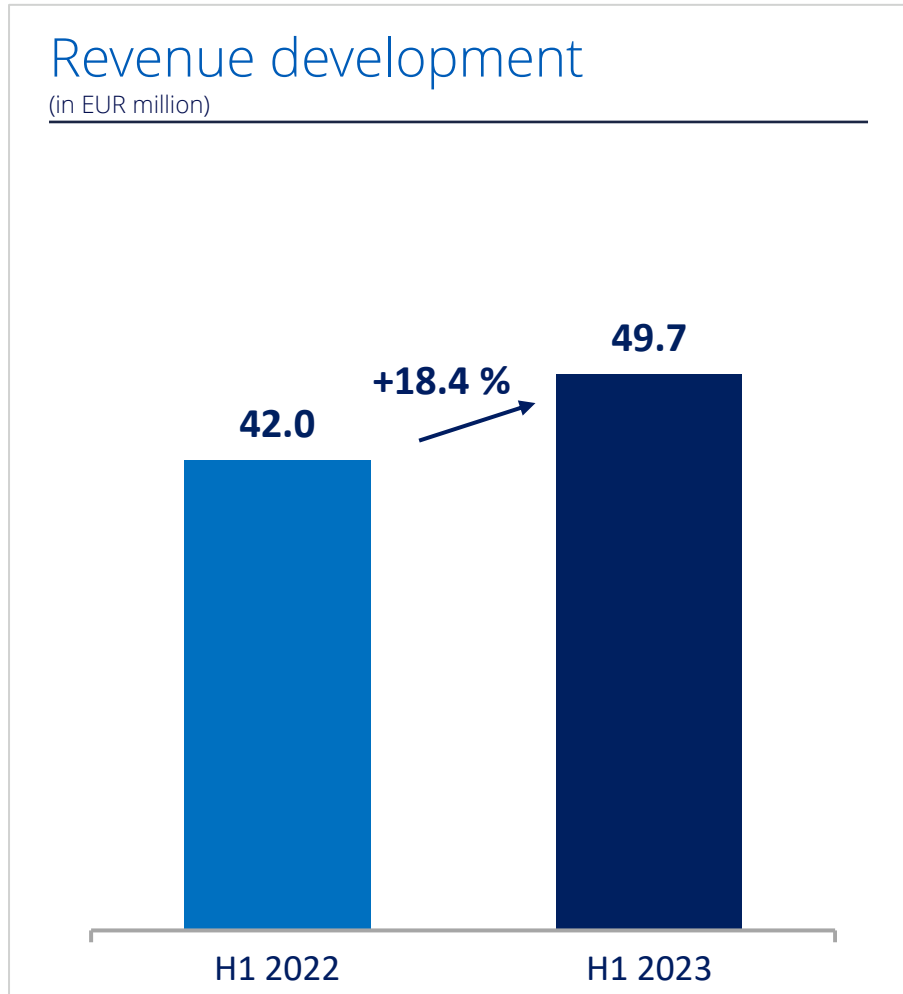
■ Germany ■ Italy ■ Austria ■ Other Europe

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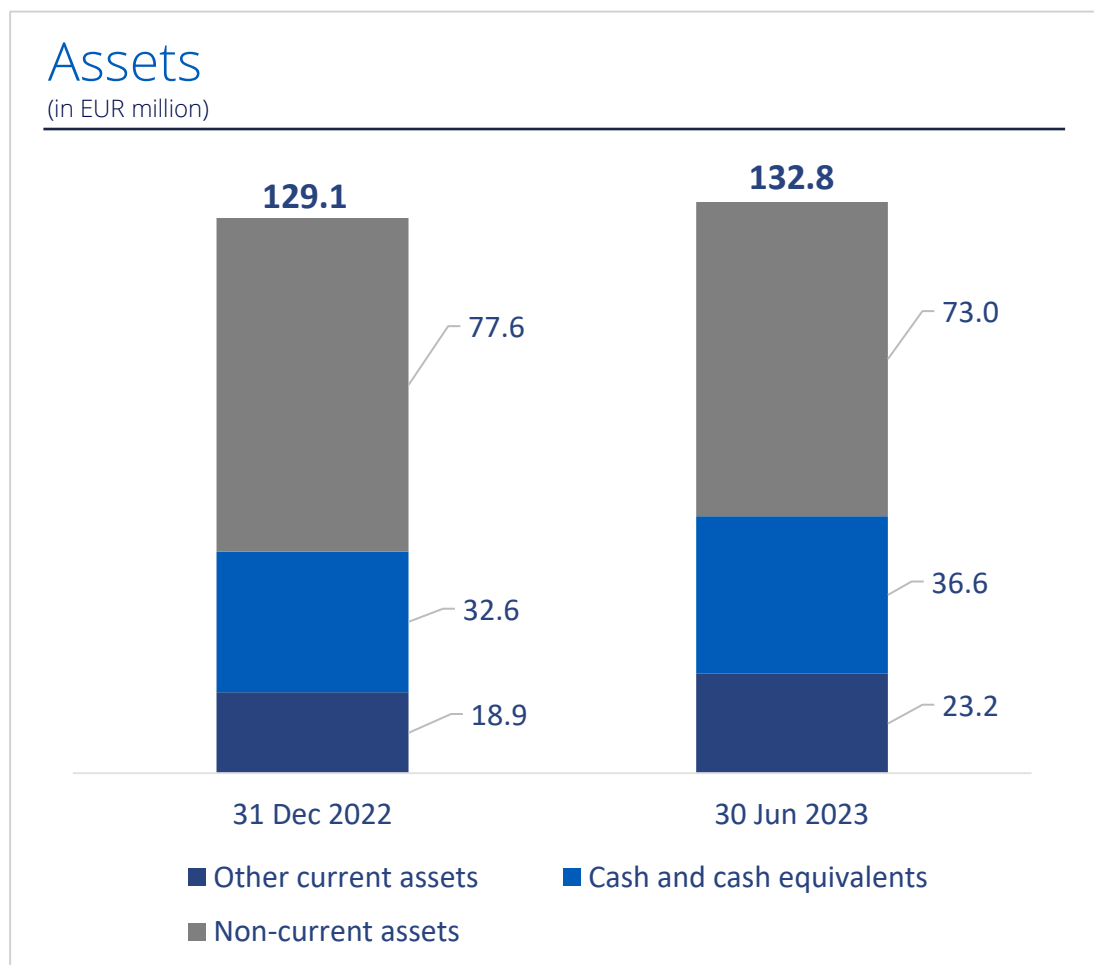
Strong performance driven by Health Brands



Profitability increase in line with revenue growth in H1 2023

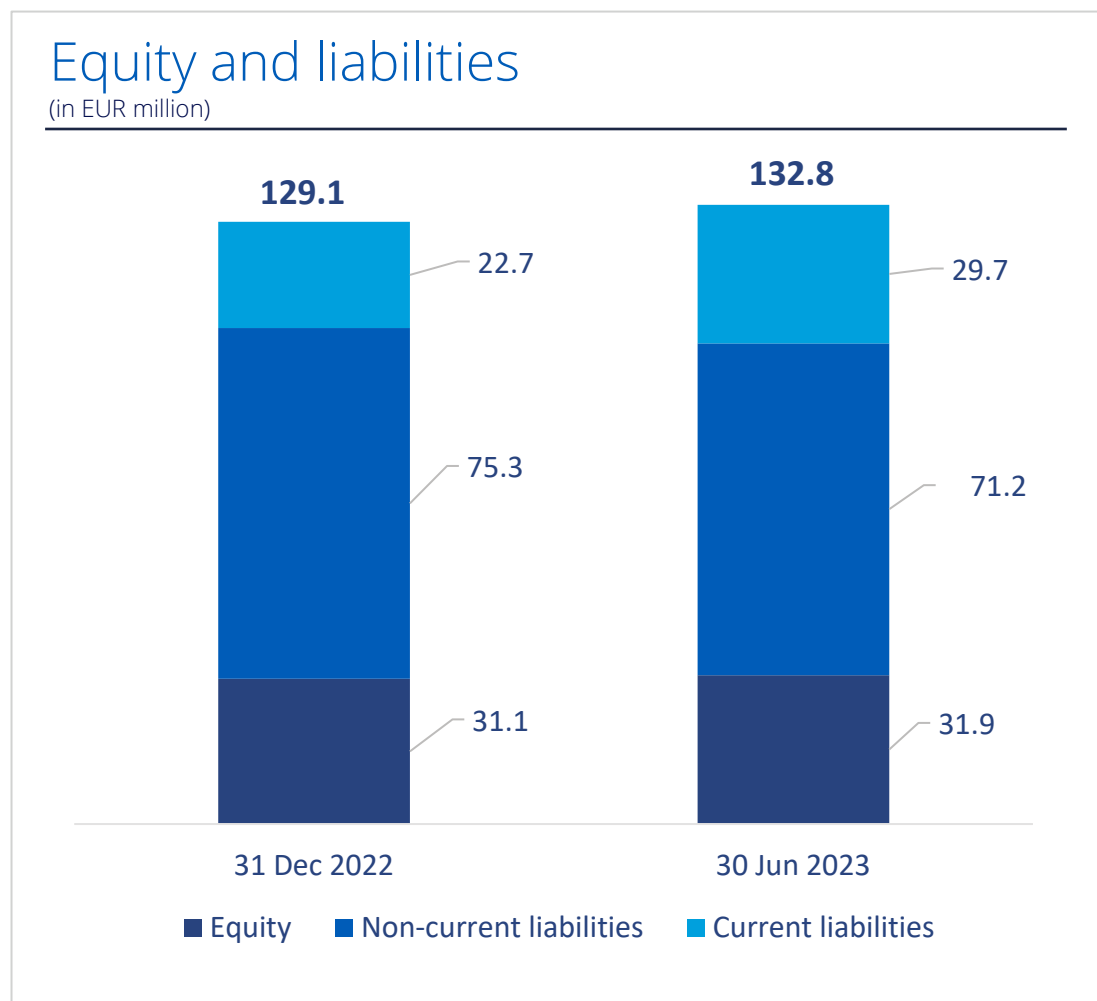


Development of balance sheet (1/2)



- > Reduction of **non-current assets** result of depreciation of GSK assets (~EUR 4 million)
- > Increase of **cash and cash equivalents** position based on strong results in Q1 / Q2 2023 and payout of dividend on July
- > Increase in **other current-assets** result of higher inventory level (driven by higher revenues and increase of stock range) and increase in accounts receivable due to strong sales performance

Development of balance sheet (2/2)



- > Increase of **total shareholders' equity** despite resolution of dividend
- > Decrease of **non-current liabilities** reflecting debt repayment according to the agreed schedule
- > Increase of **other liabilities** reflects liability for dividend payments (paid out in July) and increase of trade payables in line with the increased revenue volume

We continue our growth strategy in H2 2023 and beyond

Integration



Successful integration
in production, marketing
and sales



Raising the sales potential of our brands



**Tapping previously
untapped sales
potential** through D2C
marketing strategy



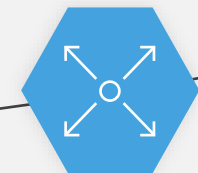
Continuous exploration
of **brand expansion
opportunities**



International potentials



**Expansion into new
markets** driven forward



International expansion
opens up further growth
potential

Revised Outlook 2023



Outlook 2023 so far:

- > Total revenues: range between EUR 91 million and EUR 96 million
- > Increase in adjusted EBITDA to range of EUR 30 million to EUR 34 million

Revised Outlook 2023:

- > Total revenues: range between EUR 95 million and EUR 100 million
- > Unchanged adjusted EBITDA range of EUR 30 million to EUR 34 million

Assumptions:

- > Possible further acquisitions are not included in the forecast
- > No significant negative impact on our target markets due to the changed geopolitical situation in Eastern Europe and persistently high inflation



Thank you!

