



PharmaSGP Holding SE – Preliminary Results FY 2023

April 16, 2024



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Today's presenters



Natalie Weigand

Chief Executive Officer

Selected previous experience

Johnson & Johnson



Michael Rudolf

Chief Financial Officer

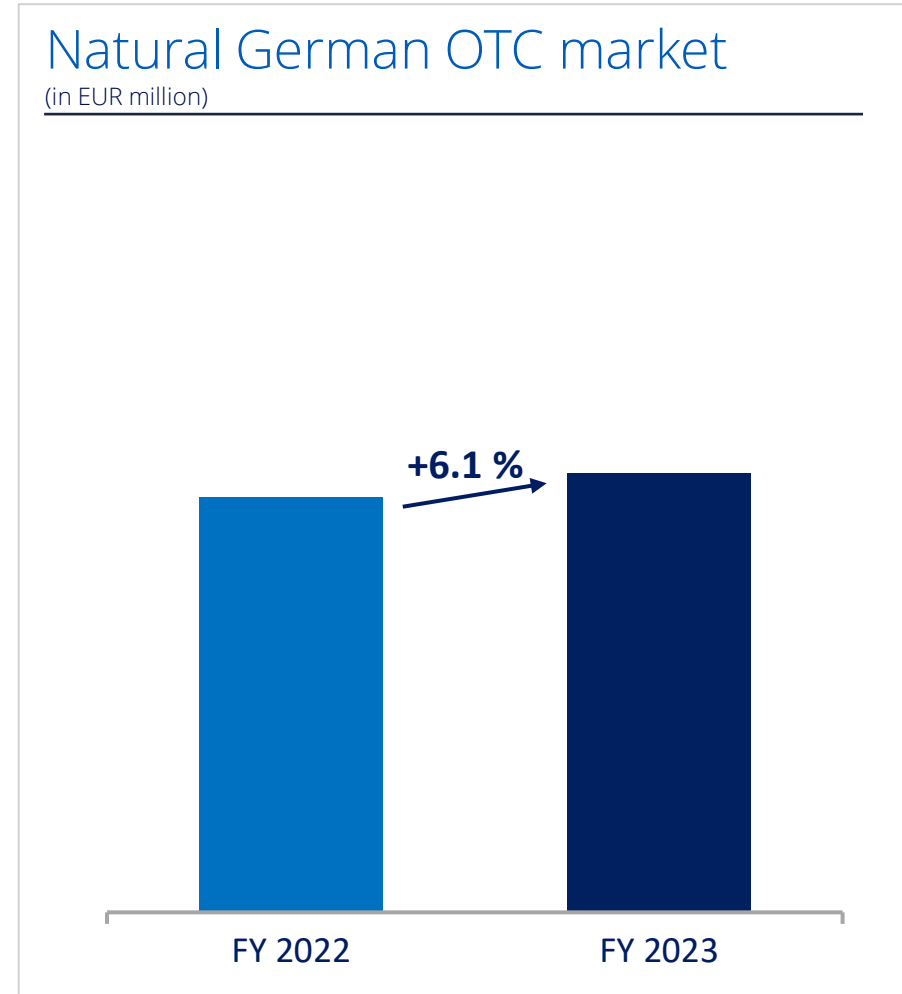
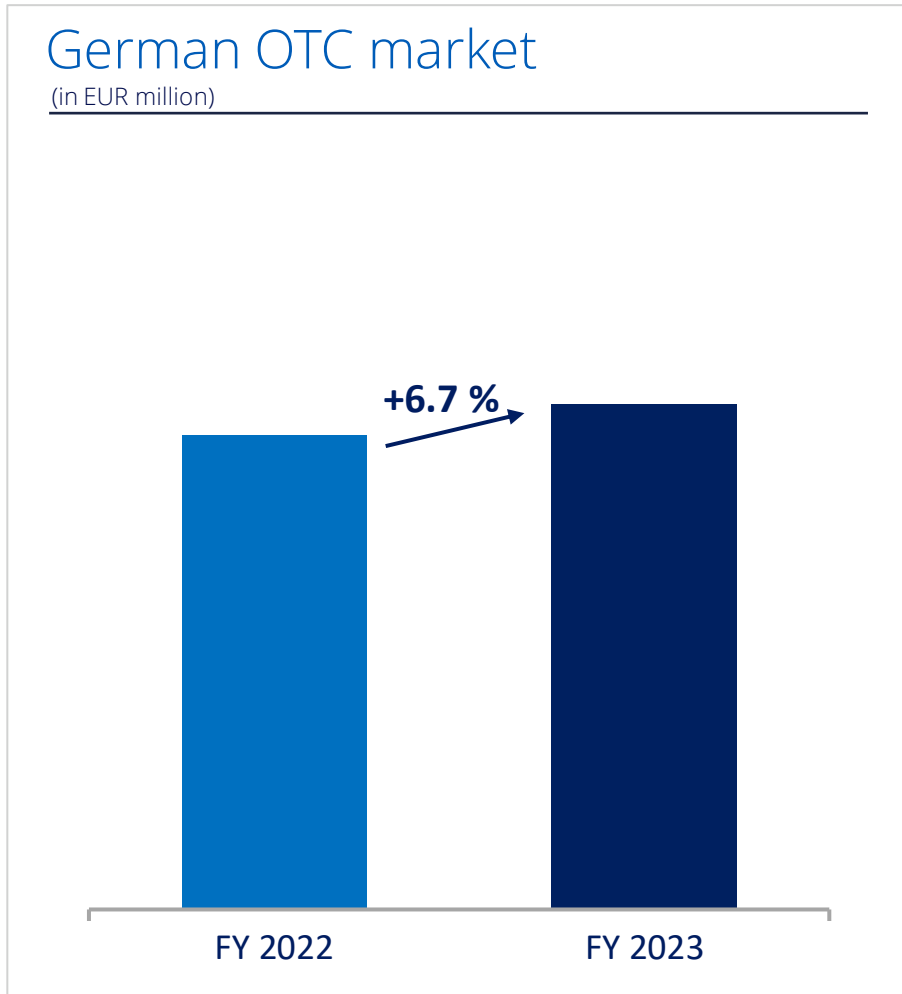
Selected previous experience

McKinsey
& Company

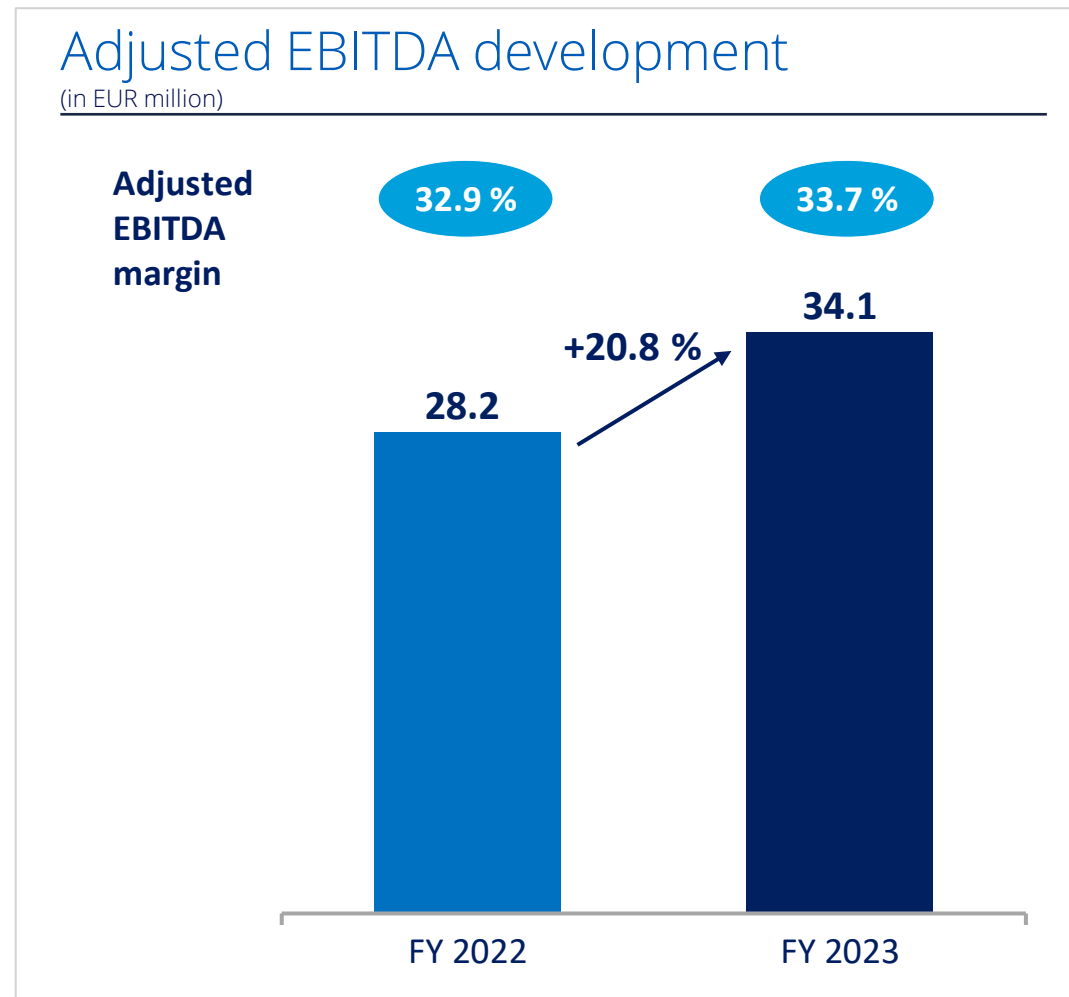
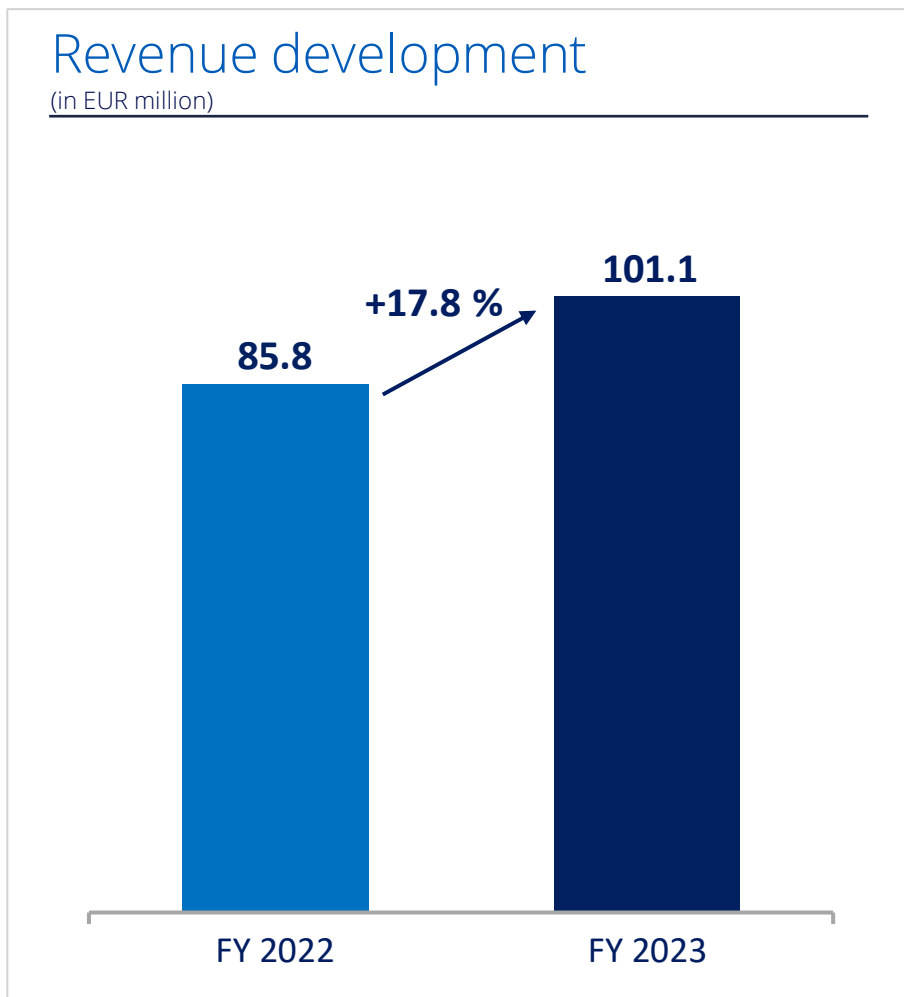
PharmaSGP shows strong performance despite global challenges



Growth of the German OTC market in 2023



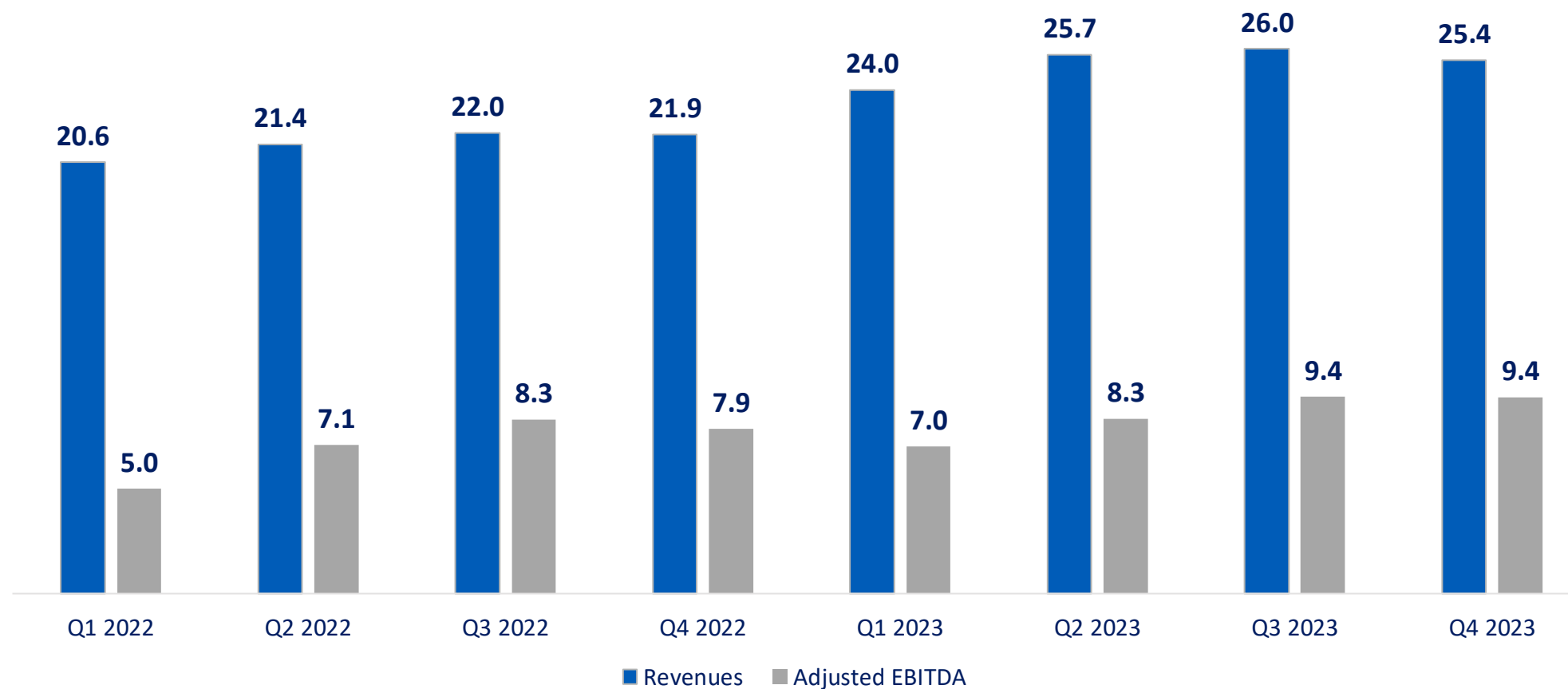
We significantly outperformed the market in 2023



Record revenues and EBITDA in 2023

Revenue and adjusted EBITDA development

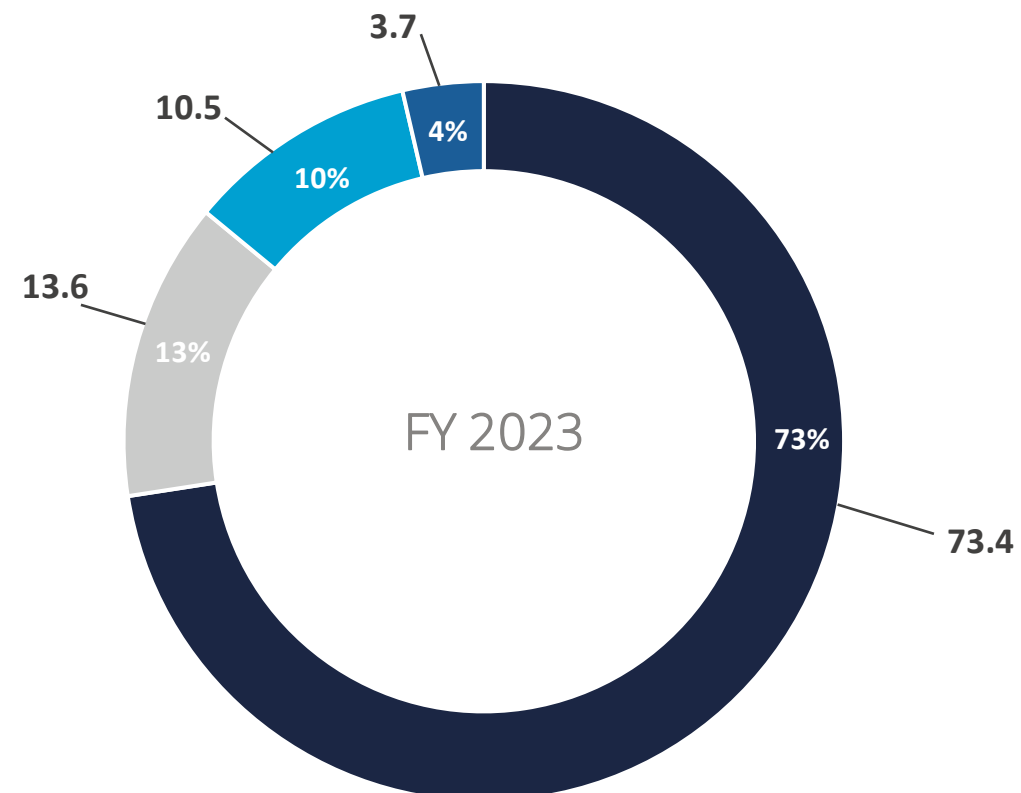
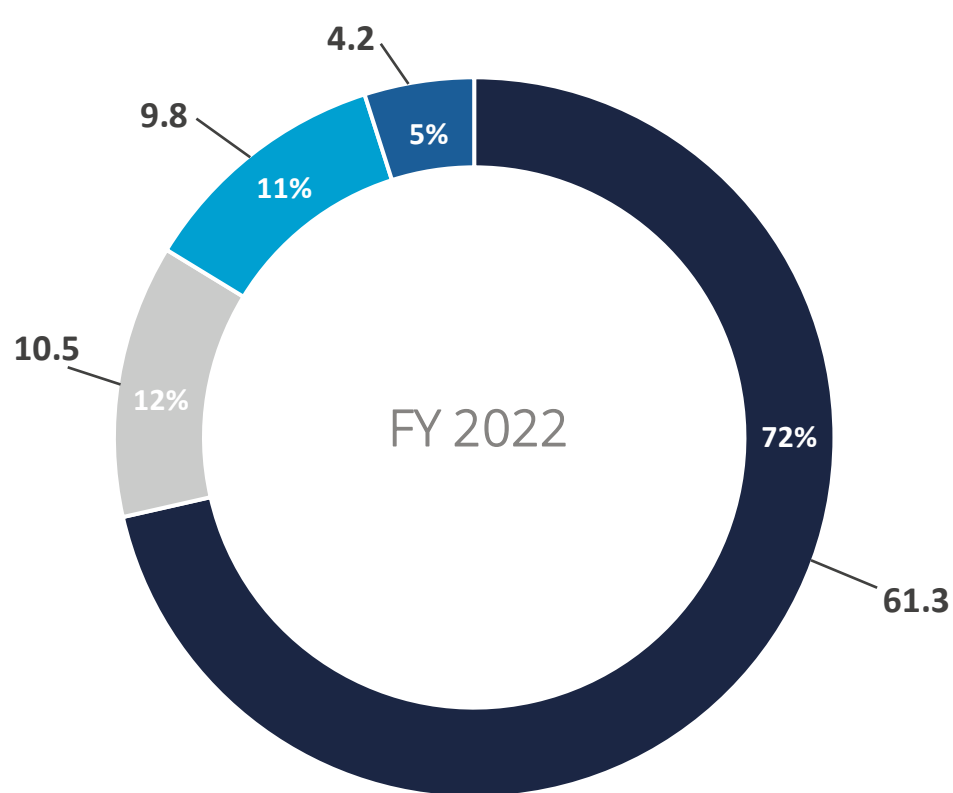
(in EUR million)



Germany remains main market, strong growth in Italy

Revenues by region

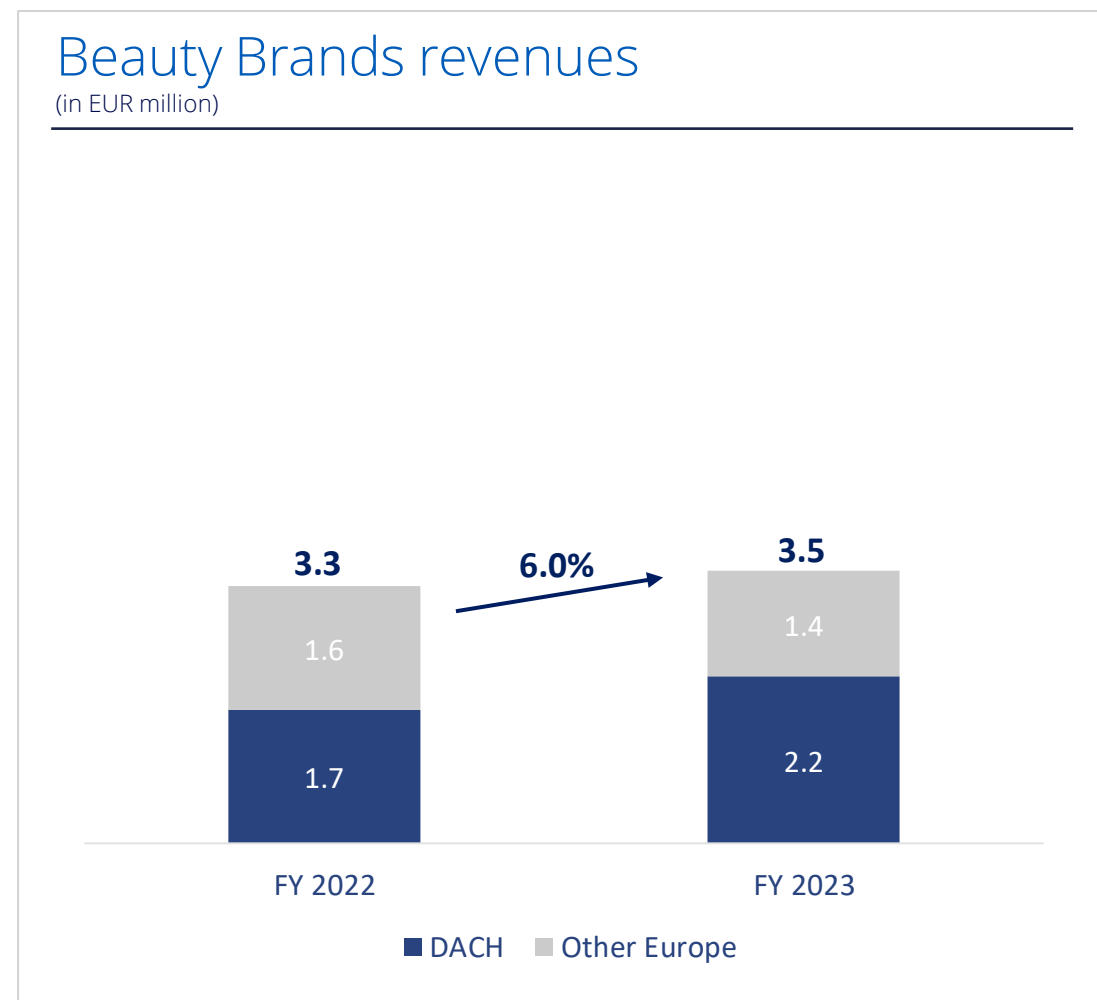
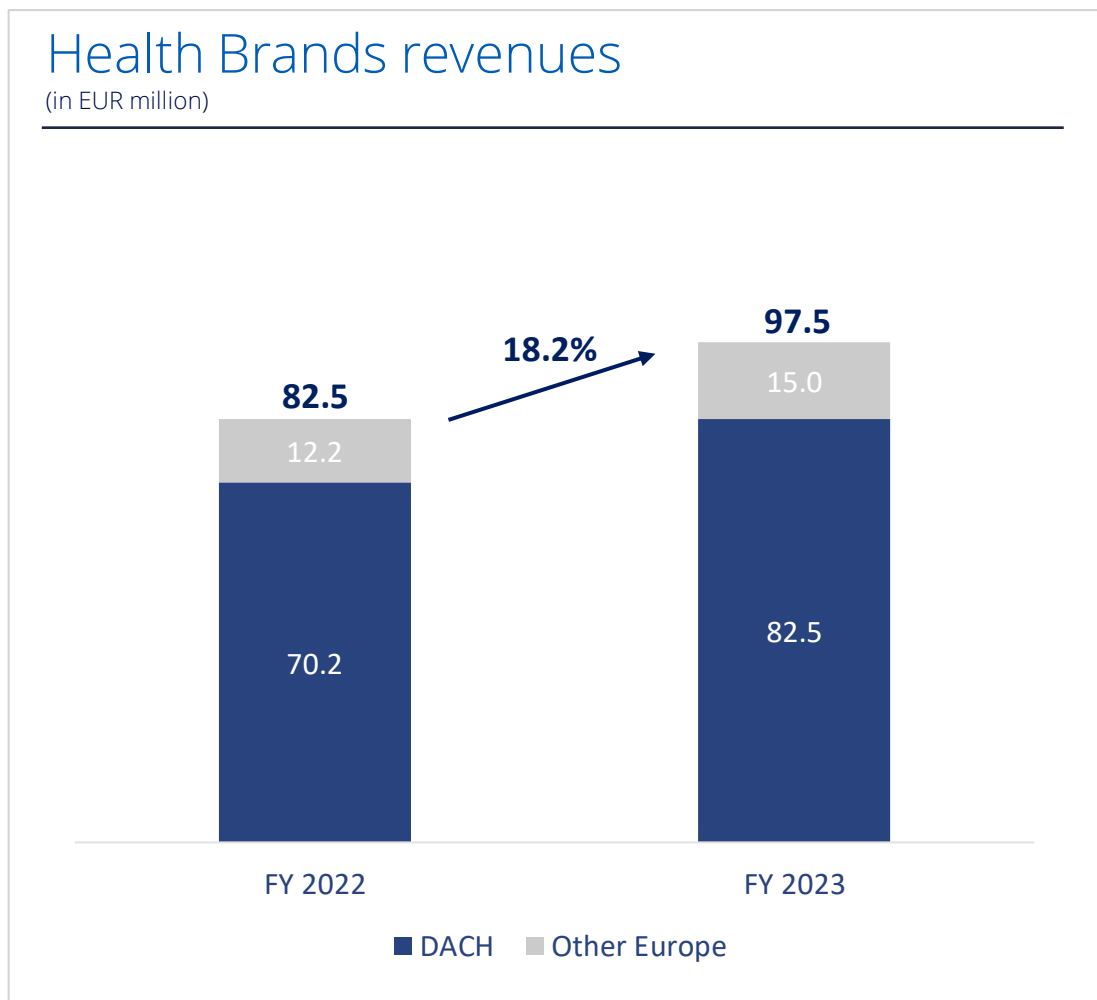
(in EUR million & %)



■ Germany ■ Italy ■ Austria ■ Other Europe

■ Germany ■ Italy ■ Austria ■ Other Europe

Strong performance driven by Health Brands



We continue our growth strategy in 2024 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



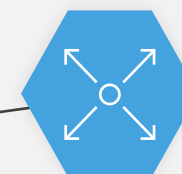
Continuous exploration
of **brand expansion
opportunities**



International potentials



**Expansion into new
markets** driven forward



International expansion
opens up further growth
potential

Outlook 2024



Outlook 2024:

- > Total revenues: range between EUR 107 million and EUR 112 million.
- > Increase in adjusted EBITDA to range of EUR 35 million to EUR 38 million. This corresponds to an adjusted EBITDA margin of 32.7% to 33.9%.

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 high inflation environment



Thank you!

