

# Fagron Q3-2018 Trading Update

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# What is Personalized Medicine?



Tailoring of a treatment to the personal characteristics of a person, based on the genes, proteins and lifestyle



Genetic test to reveal predisposition to diseases



Prevention of diseases



Early detection of diseases



Accurate diagnosis



Personalized treatment

# Global Market for Personalized Medicine



# Global Market for Personalized Medicine



## North America

Personalized medicine  
~\$ 4.5b

Essentials/Brands  
~\$ 450m

Fagron share  
FCS

~7%

Fagron share  
E/B

~12%

## South America

Personalized medicine  
~\$ 1.8b

Essentials/Brands  
~\$ 180m

Fagron share  
E/B

~40%

## Europe

Personalized medicine  
~\$ 3.0b

Essentials/Brands  
~\$ 300m

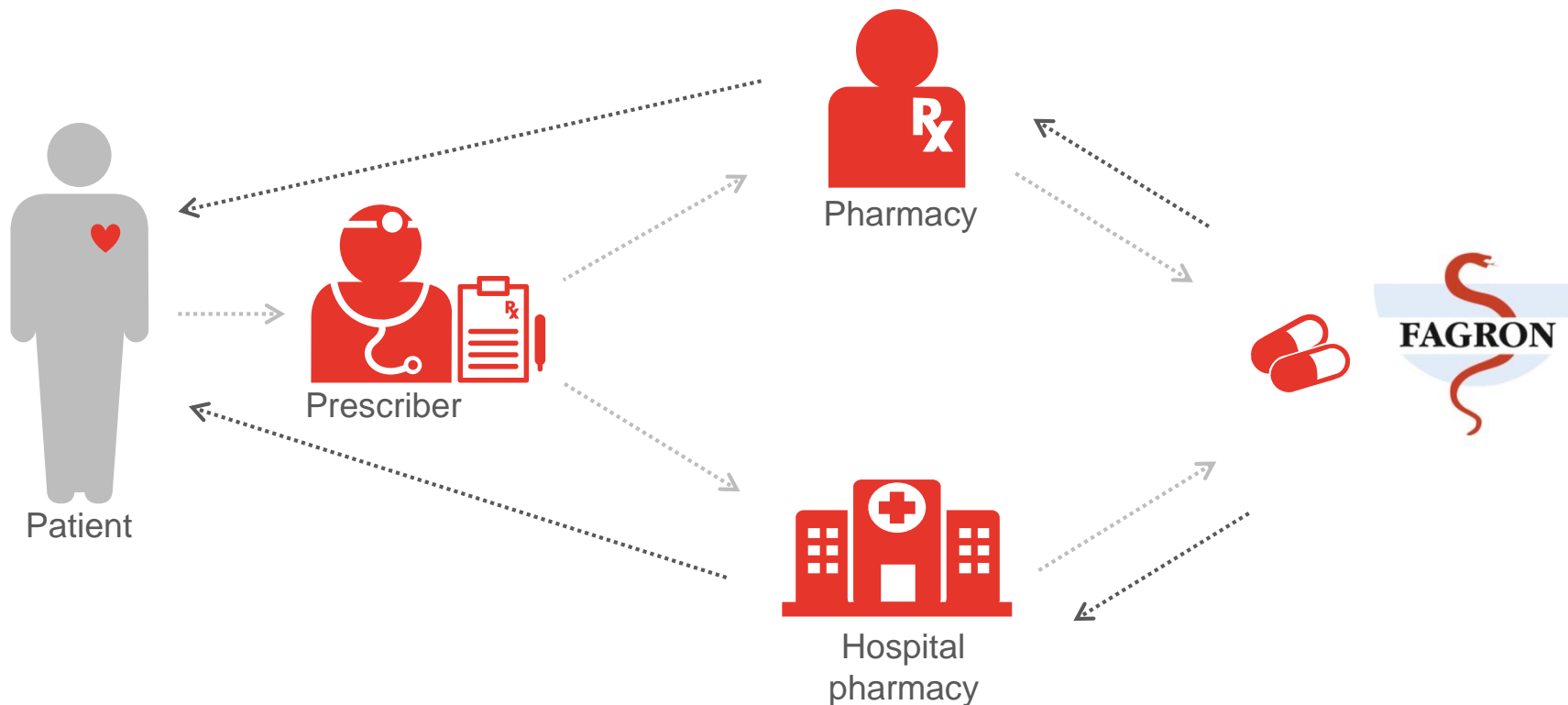
Fagron share  
FCS NL

~50%

Fagron share  
E/B

~45%

# Process from Prescriber to Patient



## Fagron Technologies Jundiai - Brazil





**F**armaceutische **GRON**dstoffen

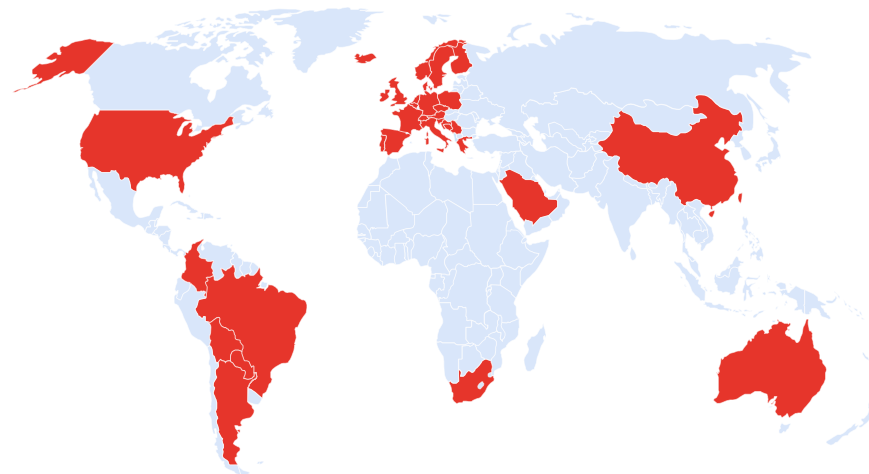
Founded in 1990

Global leader in personalized medicine

Complying with highest quality standards

Scientific driven product innovations

Disciplined acquisition strategy, creating synergies and cross-selling opportunities



35

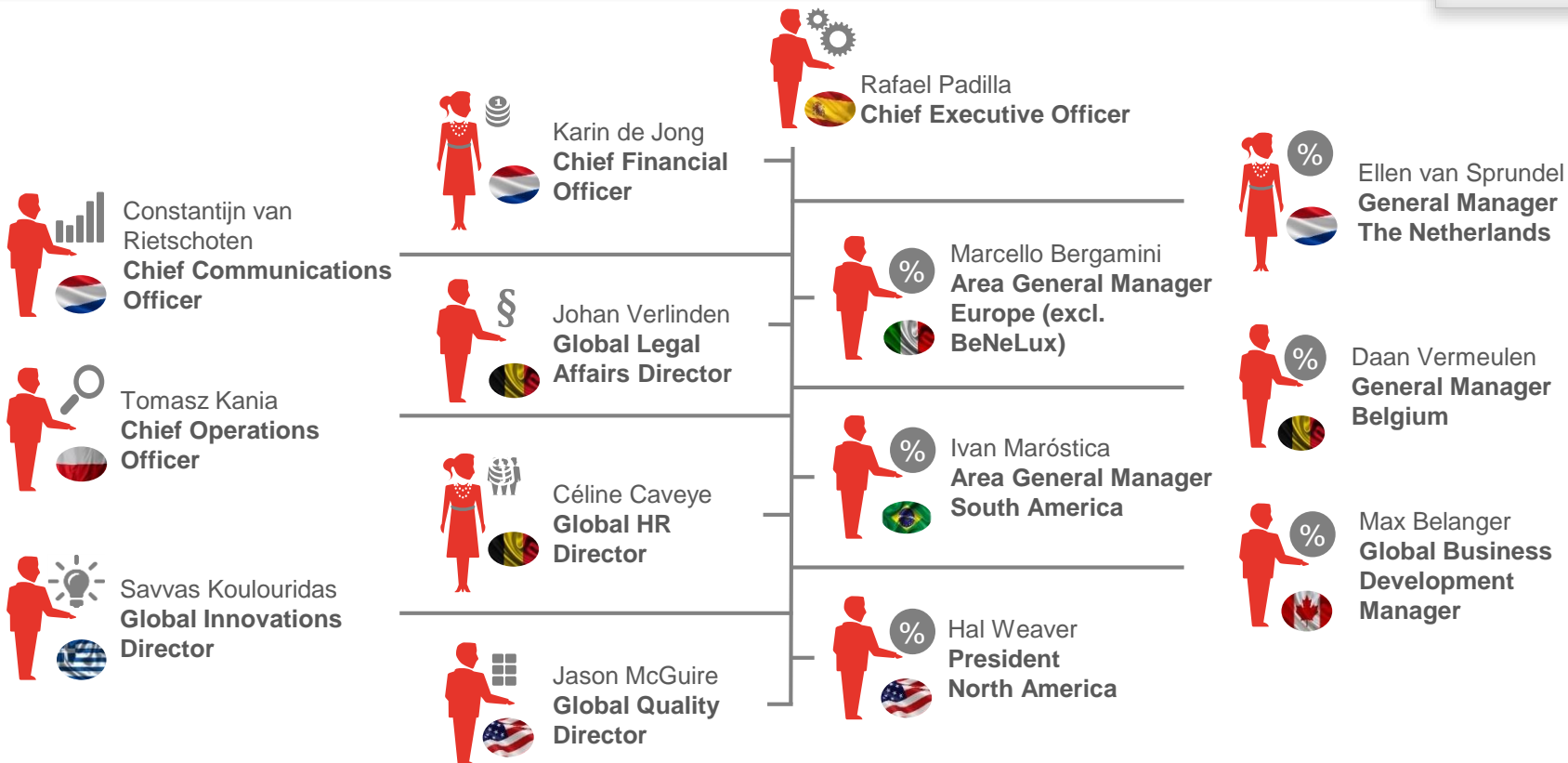


51

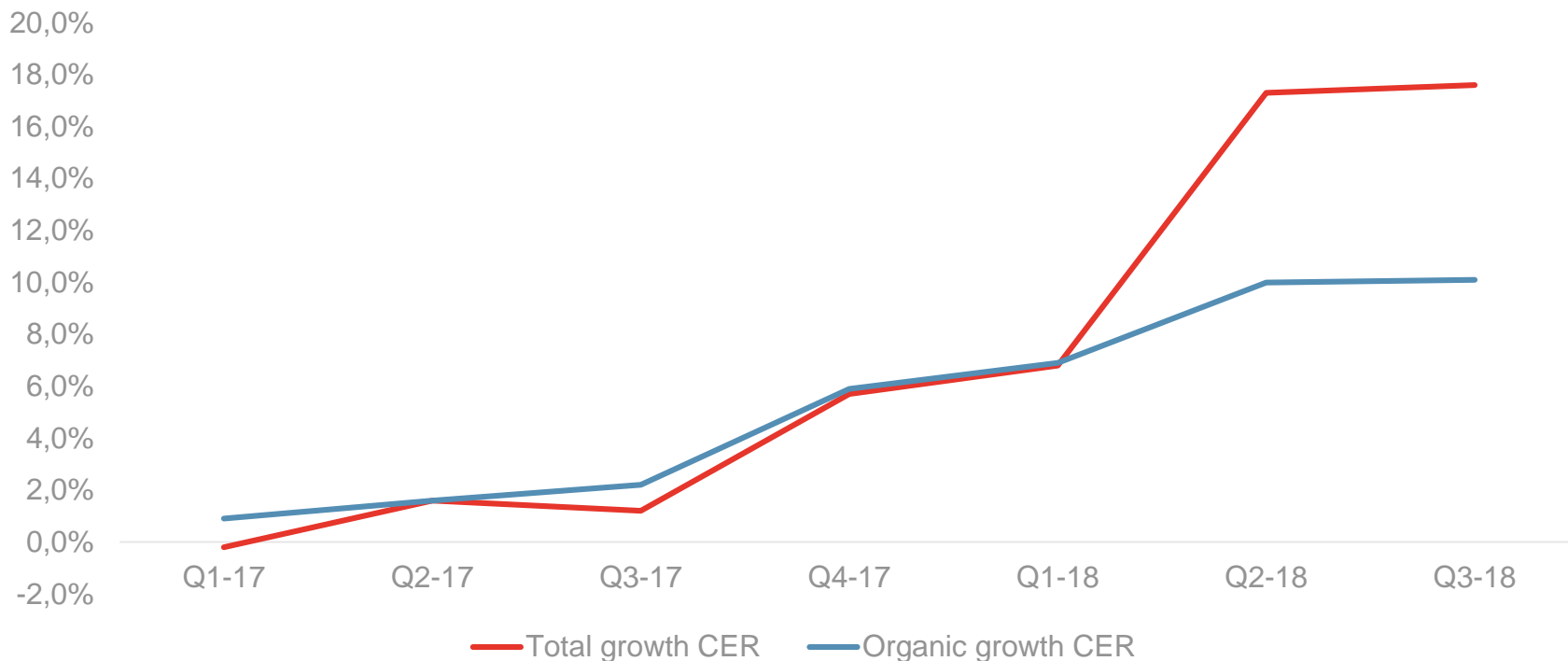


2,354

# Fagron Leadership Team



# Fagron Growth Development



# Q3-2018 Trading Update



## Fagron Hellas

Trikala - Greece



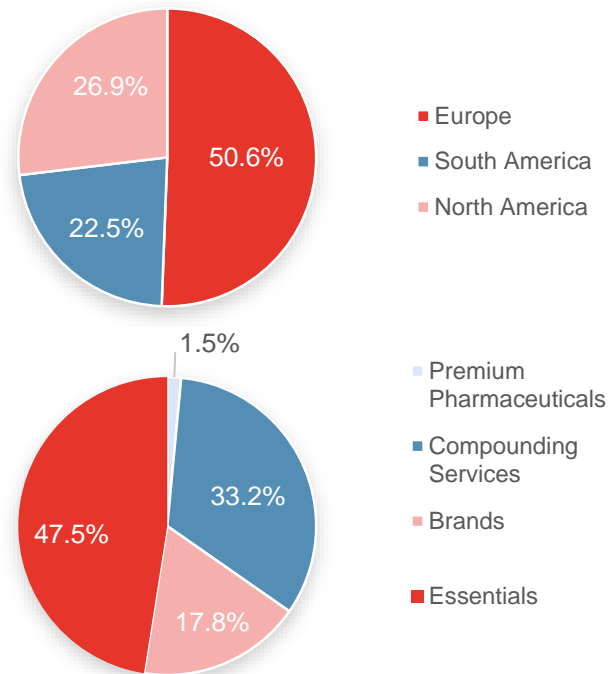
# Headlines Q3-2018



## Highlights

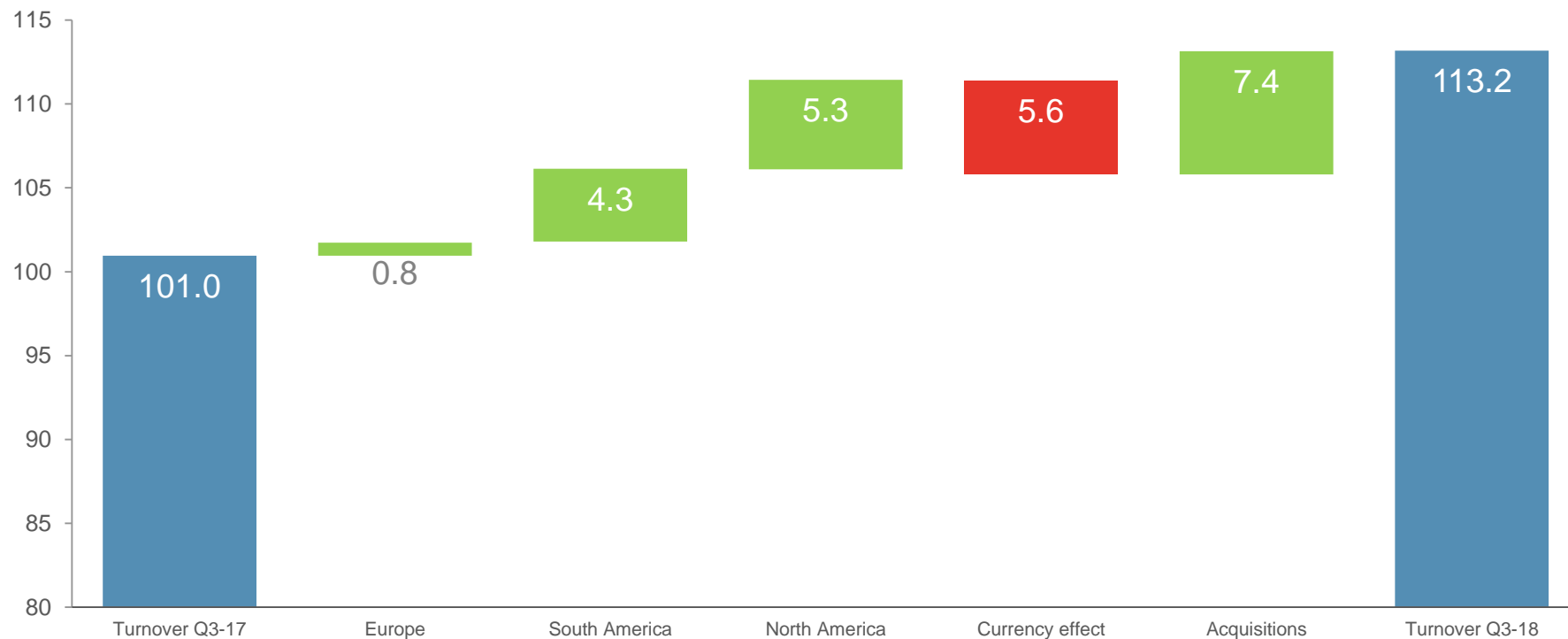
- Turnover increased by 11.8% to € 114.9m
- Organic growth CER of 10.1%
- Growth driven by all regions
- Solid growth of Brands

Turnover Q3-2018



Excluding HL Technology.

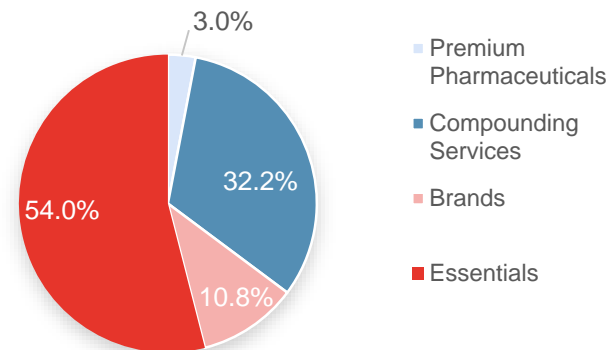
# Turnover Development



(x € 1,000)	Q3-2018	Q3-2017	Total growth	Total growth CER	Organic growth	Organic growth CER
Turnover	57,316	56,664	+1.2%	+1.4%	+1.2%	+1.4%

CER = constant exchange rates

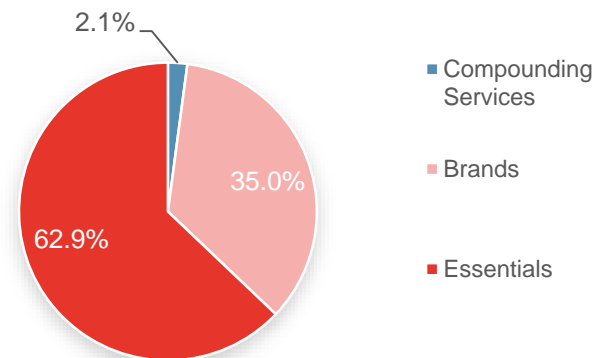
- Organic growth CER of 1.4%
- Strategic focus on Brands resulted in strong growth
- Temporarily reduction of capacity in one of the Dutch compounding facilities to be able to invest in further increasing the quality of the facility and processes. Negative impact of € 1.5m in Q3-2018



(x € 1,000)	Q3-2018	Q3-2017	Total growth	Total growth CER	Organic growth	Organic growth CER
Turnover	25,467	25,753	-1.1%	+21.9%	-5.2%	+16.9%

CER = constant exchange rates

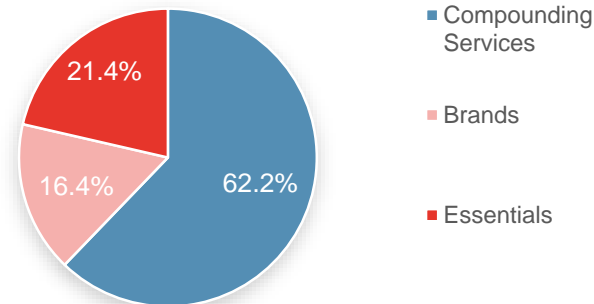
- Organic growth CER of 16.9%
- Strong growth of Essentials and Brands in Brazil
  - Essentials: High product availability
  - Brands: Continued launch of new and innovative products
- Strong growth at FCS in Colombia



(x € 1,000)	Q3-2018	Q3-2017	Total growth	Total growth CER	Organic growth	Organic growth CER
Turnover	30,392	18,543	+63.9%	+63.5%	+29.9%	+28.8%

CER = constant exchange rates

- Organic growth CER of 28.8%
- FCS-sterile performing in-line with expectations
  - Organic growth CER of 33.5%
  - Organic growth CER FSS-Wichita: +84.2%
- Essentials/Brands:
  - Organic growth CER of 14.2%, driven by Brands and Essentials
  - Good progress with integration of Humco



# Operational Update



**FSBA**

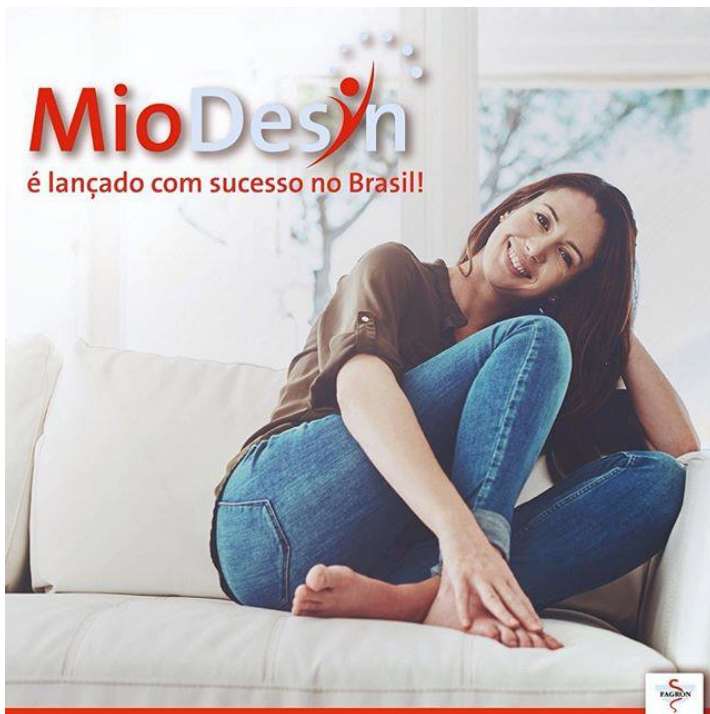
Hoogeveen - The Netherlands











- Fagron developed and introduced MioDesin® and Gestrinone in Pentravan® for the treatment of Endometriosis and Leiomyoma



# Summary



## Fagron US

Minneapolis - US



# Summary



- Strong turnover growth driven by all areas
- Good progress with integration Humco
- Focus remains on:
  - Further expansion of leading market positions in key regions
  - Innovation-driven organic growth
  - Strategic acquisitions
- Confident about Q4-2018
- Excellently positioned for further growth in 2019



