Fagron Q3-2018 Trading Update

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11 October 2018



FAGRON

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

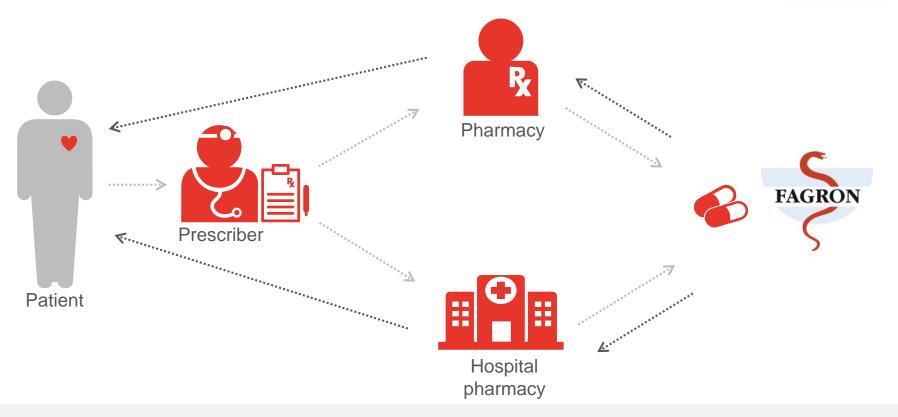


Global Market for Personalized Medicine



Process from Prescriber to Patient







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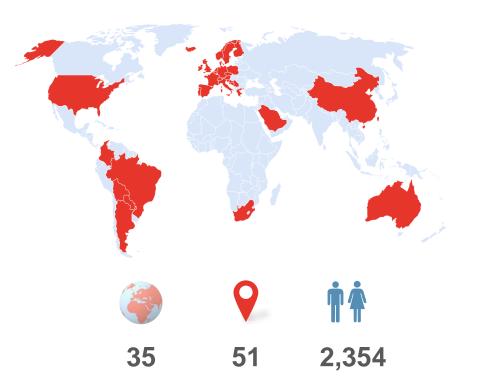
FArmaceutische **GRON**dstoffen Founded in 1990

Global leader in personalized medicine

Complying with highest quality standards

Scientific driven product innovations

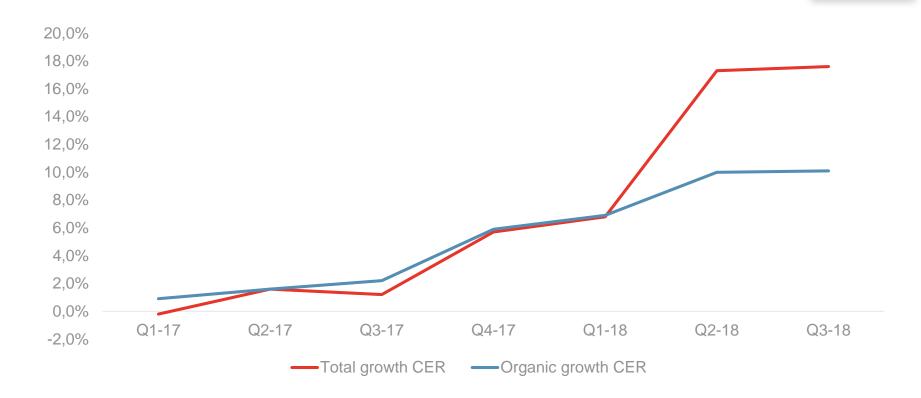
Disciplined acquisition strategy, creating synergies and cross-selling opportunities



Fagron Leadership Team



Fagron Growth Development



Q3-2018 Trading Update

Fagron Hellas Trikala - Greece

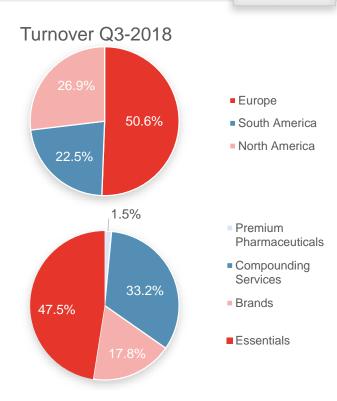


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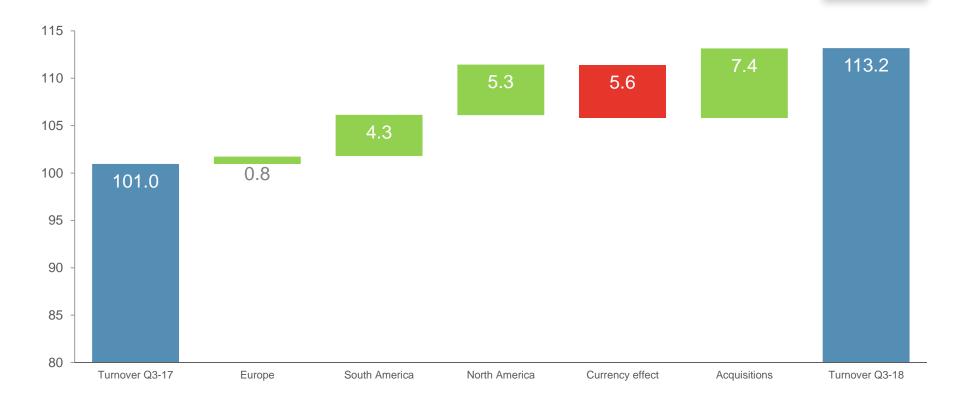
Headlines Q3-2018

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 Development

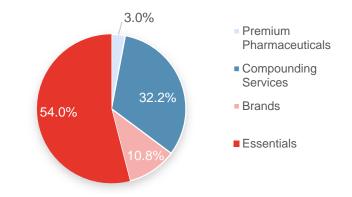


Fagron Europe

(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



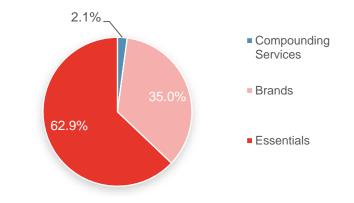




(x € 1,000)	Q3-2018	Q3-2017	Total growth	Total growth CER	Organic growth	Organic growth CER
Turnover	25,467	25,753	-1.1%	+21.9%	-5.2%	+16.9%

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

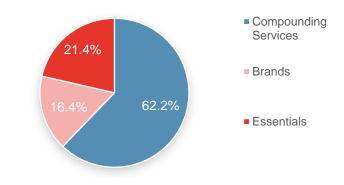




(x € 1,000)	Q3-2018	Q3-2017	Total growth	Total growth CER	Organic growth	Organic growth CER
Turnover	30,392	18,543	+63.9%	+63.5%	+29.9%	+28.8%

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



Fagren







Innovations South America: MioDesin®



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

Iournal of Clinical Review & Case Reports Research Article Treatment of Endometriosis and Leiomyoma with the Association of Miodesin and Gestrinone in Pentravan Through the Vaginal Route Hugo Mala¹⁴, Wilson Saback², Charice Haddad² and Paulo R Sitya⁴ Medical Coordinator, Institute de Mulher, fraigere Merrorial De Despital Salvaire, Babia, Brazil Department of Life Sciences, Shate University of Babia (UNER) Schoolov, Babia, Brazil Competiting answer Dage Muk, Institute du Malhur, Bagara Minnorial Hisspital Din, Contr Machine Linna Pauling, Bas Altino Informe de Barron, UP CEP, 61825-03 Tal. 32473935; E-mail: Instanlipheres.com.34 Muthato da Malher, Baigara Memorial Day Hospital Sabador Dalas Bourd abasithed 10 kep 2018. Accepted 17 kep 2018. Published: 24 kep 201 'Gynecology and Obstetrics, Universidade Laterana de Brasi Garcon, Rie Grande de Sal, Brazil Introduction: The effects of Mendesis(116 (Figuros, Brazil) on interim patients with learnersma and endowertoxis. Mendesis(116 out and Polical and Methods: Forty two policity with storme Intercome and ending date: Mixdexin insensent increased the officary of Gestrinene to reduce pelvic pain and attrine volume in pat Crywords: Pestravas, Miodesis, Oestrinose, Endometriosi trauther with naturally successing plant derived anti-

atory multications. One premising drug is the Uncaria (EMC) production and attractating their growth [5]. Furthermore sa, as herbal modulus from Annazonas widely used to the presence of a great sampler of inflammatory cells inside th rest inflammatory conditions [3] learnerstern suggests that inflarenation plays a pivotal role in the I City Rev Case Rep. 201



The Effect of the Association of Miodesin with Gestrinone on Deep Endometriosis Pain

H 1044 (879) [1]

Objective -Gestinone is a tastosterone derivative with anti-estrogenic , anti-procesterone and endrozenic properties. The objective of this study must be investigate the effect of low doses of pestrinone together with MiodesinTM in PentrevenTM on deep endometriosis pain. Methods - This study was carried out in 40 patients with deep andometriosis and severe pain treated vacinally with postrinone associated with Middesin TH in Pentravan TH . Middesin TH is the brand name of a vegetal extract prepared from the Uncara tormentosa by Facron/Netherland) and standardized to contain 4 % of oxindate eliteinitis which an income to be potent inhibitors of NE-Keans h activation. Patient Intervention - The patients were divided in two groups . In group A (n=20) they were treated with a low dose of pestrinone in Pentravan¹¹⁴ (Fapron) (2.5 mg)twice a week administered vapinally . In proup B (n=20)pestimone was administered in the same dose, together with Micdesin^{TV} . Micdesin^{TV} was used in the vacina daily in a close of 500 mg in 3 mi of Pentravan . Patients in both groups were concomitantly treated onally with 100 ma of Pinus pinaster . 400 mp of Silimarin and 400 mp of Saty palmetto to dminish androgenic side effects and provide hepatic protection. Main Outcome Measure The main outcome investigated was the decrease in total pain scores evaluated by visual analogic scale (VAS) before and after two months of treatment Results Gestrinone in the lower dose of 2,5 mg significantly decreased total pain scores (VAS) in both groups . Before treatment they were 9 but after the second month pain scores decreased significantly to 3 and 0.6 in group A and B respectively. The difference between the groups was statistically significant (p=0.0002). There were also significantly more pain free patients in group B than in Group A (50%versus20%). Side effects were affecting 20% of the patients in both groups and consistent mainly in oily skin . Liver enzymes were not affected and SHBG levels decreased in both groups. Conclusion-These results suggest that vaginal Microssin significantly increased the effectiveness of Gestrinone to treat pelvici pain in patients with deep endometrics is , rendering 80% of them pain free after the second month of treatment.

DURSTING DOMESTICS. Service





Fagron US Minneapolis - US



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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



