

# Fagron

## Q1-2021 Trading Update

Rafael Padilla, CEO  
Karin de Jong, CFO

April 13, 2021

**Together** we create the future  
of personalizing medicine.



## Fagron Team



Rafael Padilla  
Chief Executive Officer  
Started in 2002



Karin de Jong  
Chief Financial Officer  
Started in 2008



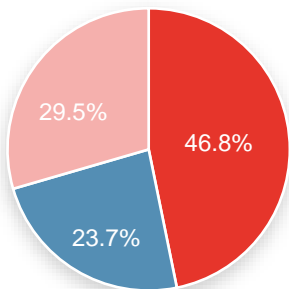
Constantijn van Rietschoten  
Chief Corp. Affairs Officer  
Started in 2008

## Consolidated Turnover

(x € 1,000)	Q1-2021	Q1-2020	Total growth	Total growth CER
Turnover	134,777	141,621	-4.8%	+4.9%

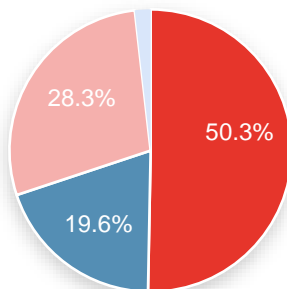
- Turnover down 4.8% (+4.9% CER)
- Organic growth of 2.6% CER

Regions\*



■ EMEA ■ Latin America ■ North America

Segments\*

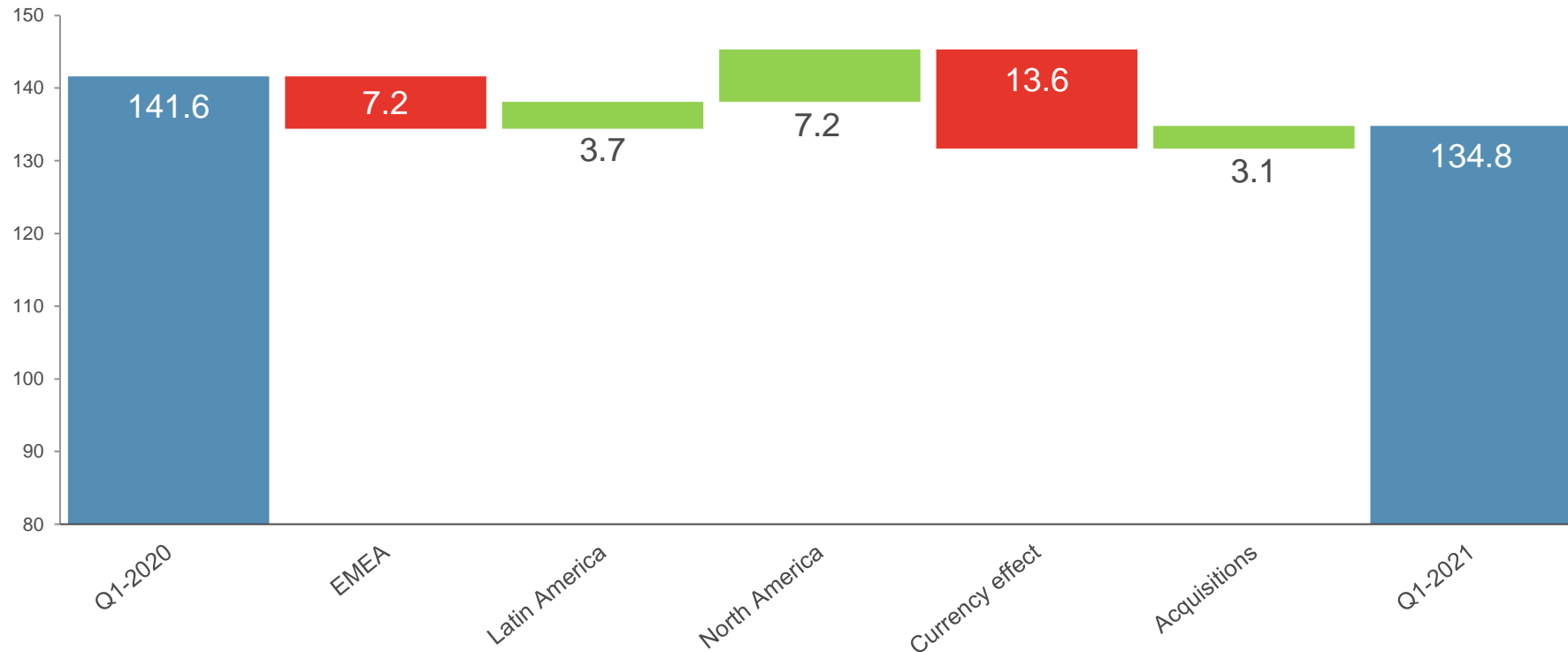



■ Essentials ■ Brands ■ FCS



# Turnover Development

Q1-2021 compared to Q1-2020

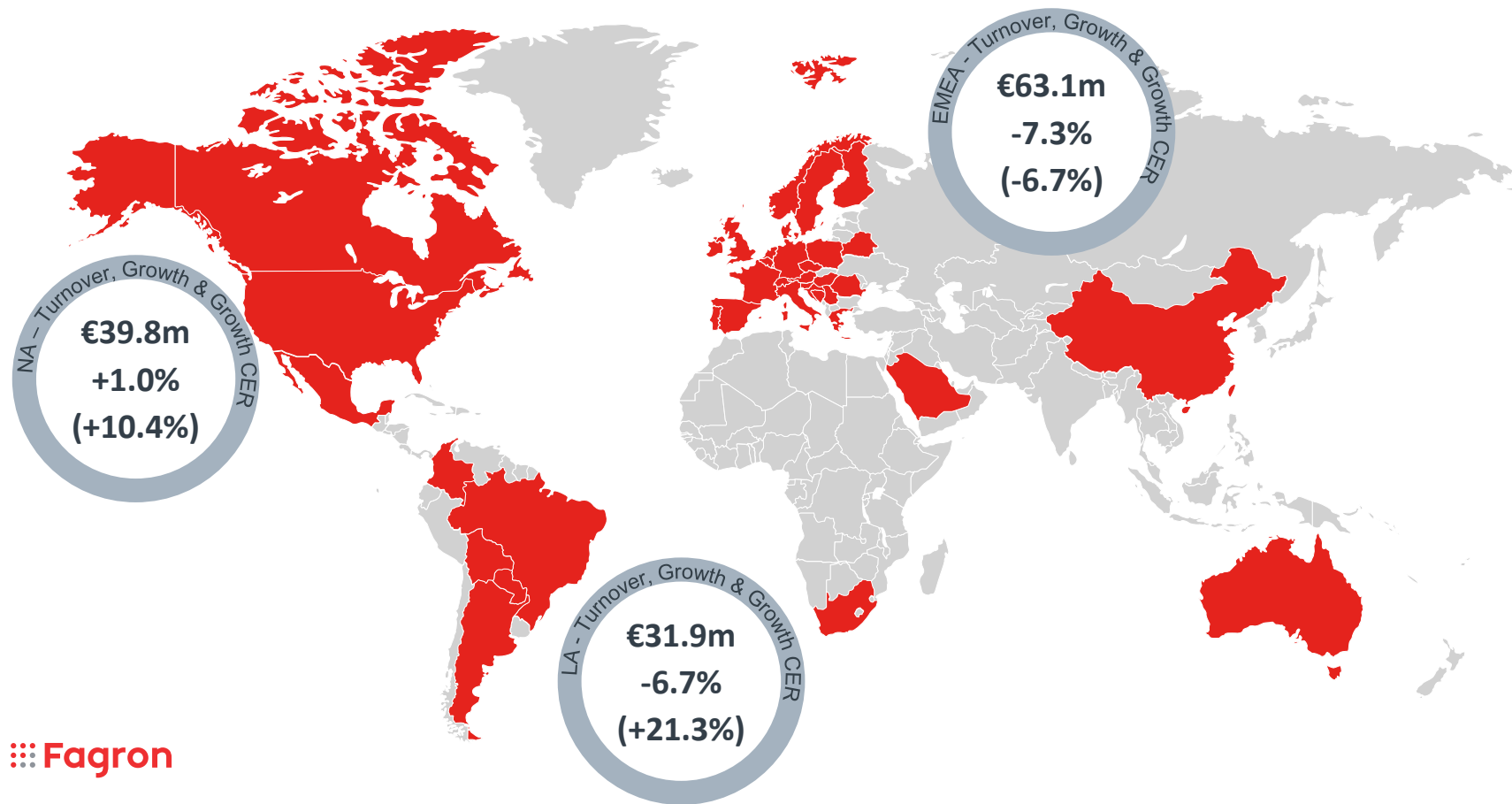




# Q1-2021 Results per Area

New GMP-Repackaging Facility in Poland  
Transition to start in second half of April 2021

## Geographical Breakdown





## Fagron EMEA

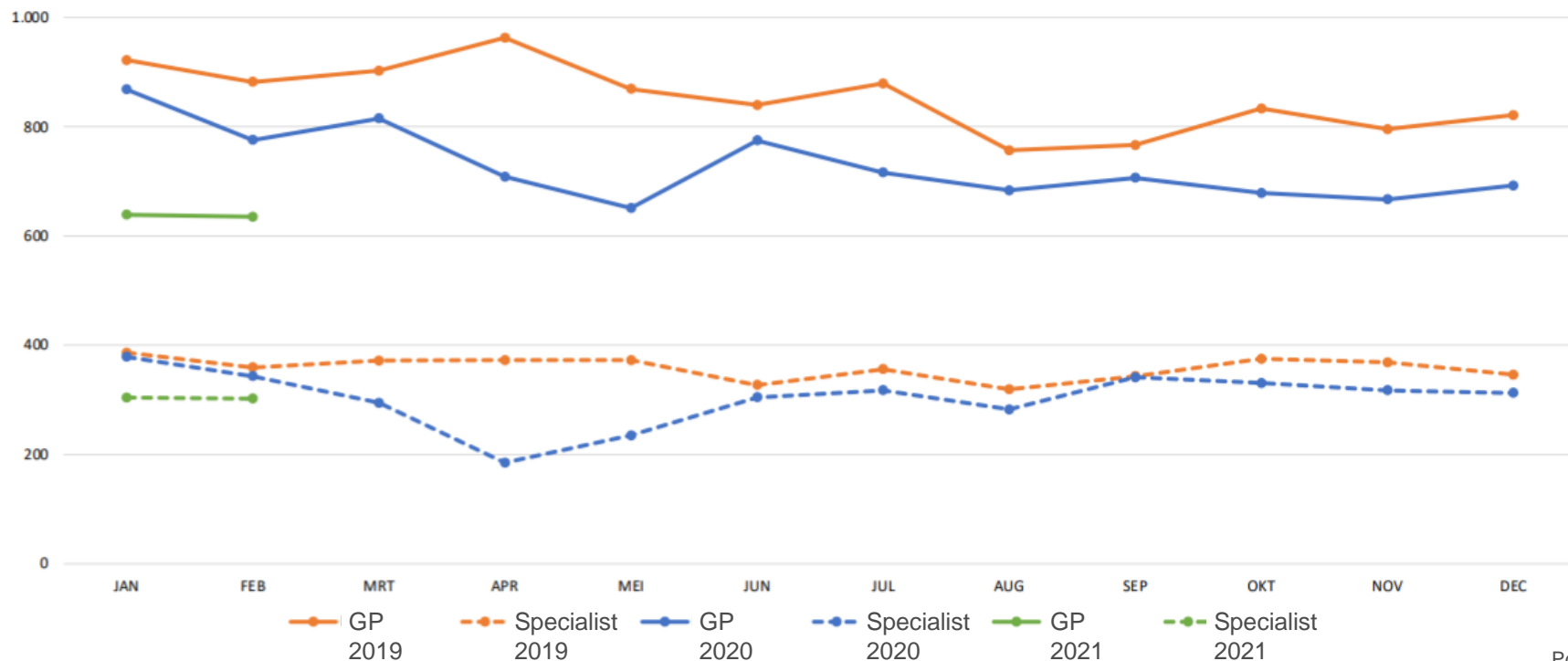
(x € 1,000)	Q1-2021	Q1-2020	Total growth	Total growth CER
Turnover	63,110	68,074	-7.3%	-6.7%

- Organic turnover growth of -10.6% CER
- Strong decline in prescriptions due to lockdowns and other restrictive measures negatively impacted demand for Essentials and non-sterile Compounding Services
- Focus segments Brands and sterile Compounding Services sustained strong performance
- Demand for specific COVID-19-related products almost absent in Q1-2021
- Transfer of activities to new GMP-facility in Poland will commence in the second half of April 2021



# Dutch Market: Average Number of Prescriptions (first issue) per Month

Source: KNMP Monitor Coronavirus; 9 March 2021 – download [here](#)





## Fagron Latin America

(x € 1,000)	Q1-2021	Q1-2020	Total growth	Total growth CER
Turnover	31,890	34,176	-6.7%	+21.3%

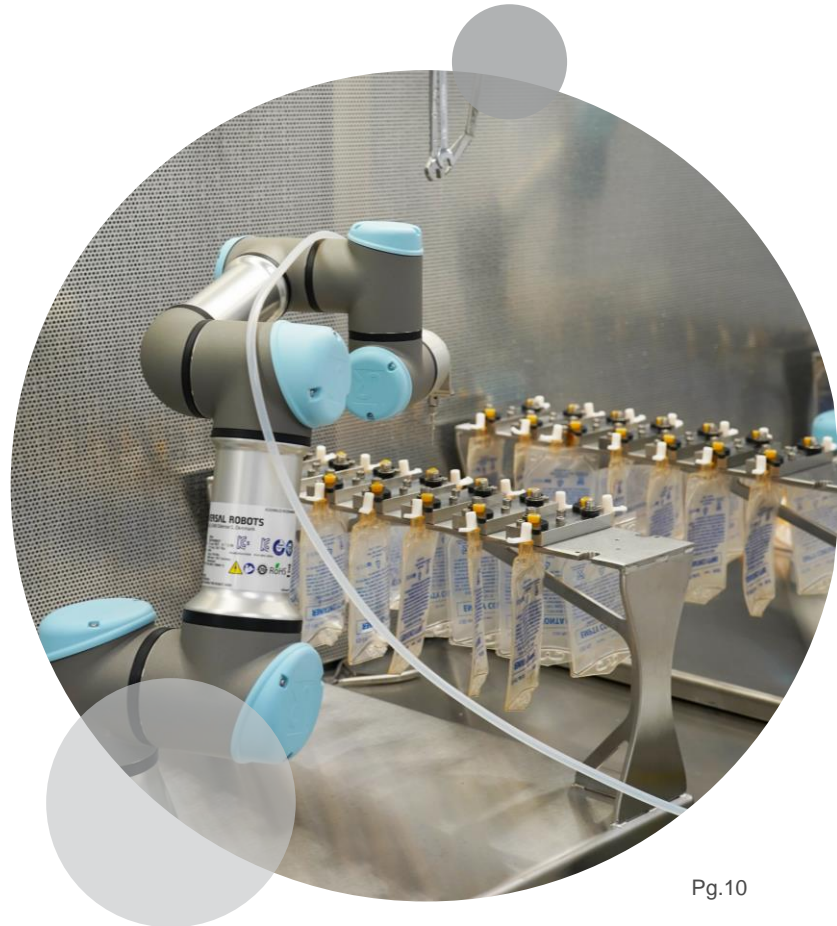
- Turnover decline due to sharp weakening of BRL and MXN versus EUR
- Organic turnover growth of 21.0% CER
- Strengthening market leadership with strong turnover growth in Essentials (+24.0% CER) and Brands (+12.4% CER)
- Strong turnover growth of 36.6% CER at Compounding Services in Colombia



## Fagron North America

(x € 1,000)	Q1-2021	Q1-2020	Total growth	Total growth CER
Turnover	39,777	39,371	+1.0%	+10.4%

- Turnover growth impacted by weakening of USD vs. EUR
- Organic turnover growth of 9.4% CER
  - Brands & Essentials (+7.9% CER)
  - FSS in Wichita (+15.3% CER)
    - Run rate of USD 60m in March 2021
    - 12 new SKUs launched (158 SKUs in total)
    - Pipeline of new to launch SKUs, higher level of automation & newly concluded contracts gives confidence to achieve turnover target in 2022
  - AnazaoHealth (+6.8% CER)
    - Focus on lifestyle and prevention



## 2021 Expectations

- Further growth in turnover and profitability
- Streamlining EMEA-region
- Leveraging customers & SKUs at FSS US
- Strong R&D-pipeline
  - Products aimed at prevention
  - Sterile compounds, incl. IV-bags
  - Global roll-out of Fagron Genomics
- Active and disciplined acquisition strategy aimed at EMEA and North America







Q&A

