

Fagron

Trading Update Q3 2021

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Together we create the future
of personalizing medicine.

 **Fagron**

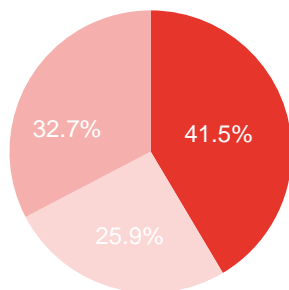


Consolidated turnover

(x € 1.000)	2021	2020	Total growth	Total growth CER
Turnover Q3	142,358	135,077	+5.4%	+4.6%
Turnover 9M	418,946	413,827	+1.2%	+5.5%

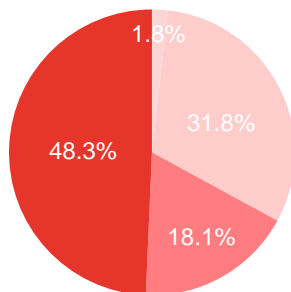
- Turnover growth of 5.4% (+4.6% CER)
- Organic growth of 4.4% (+3.6% CER)

Regions*



■ EMEA ■ Latin America ■ North America

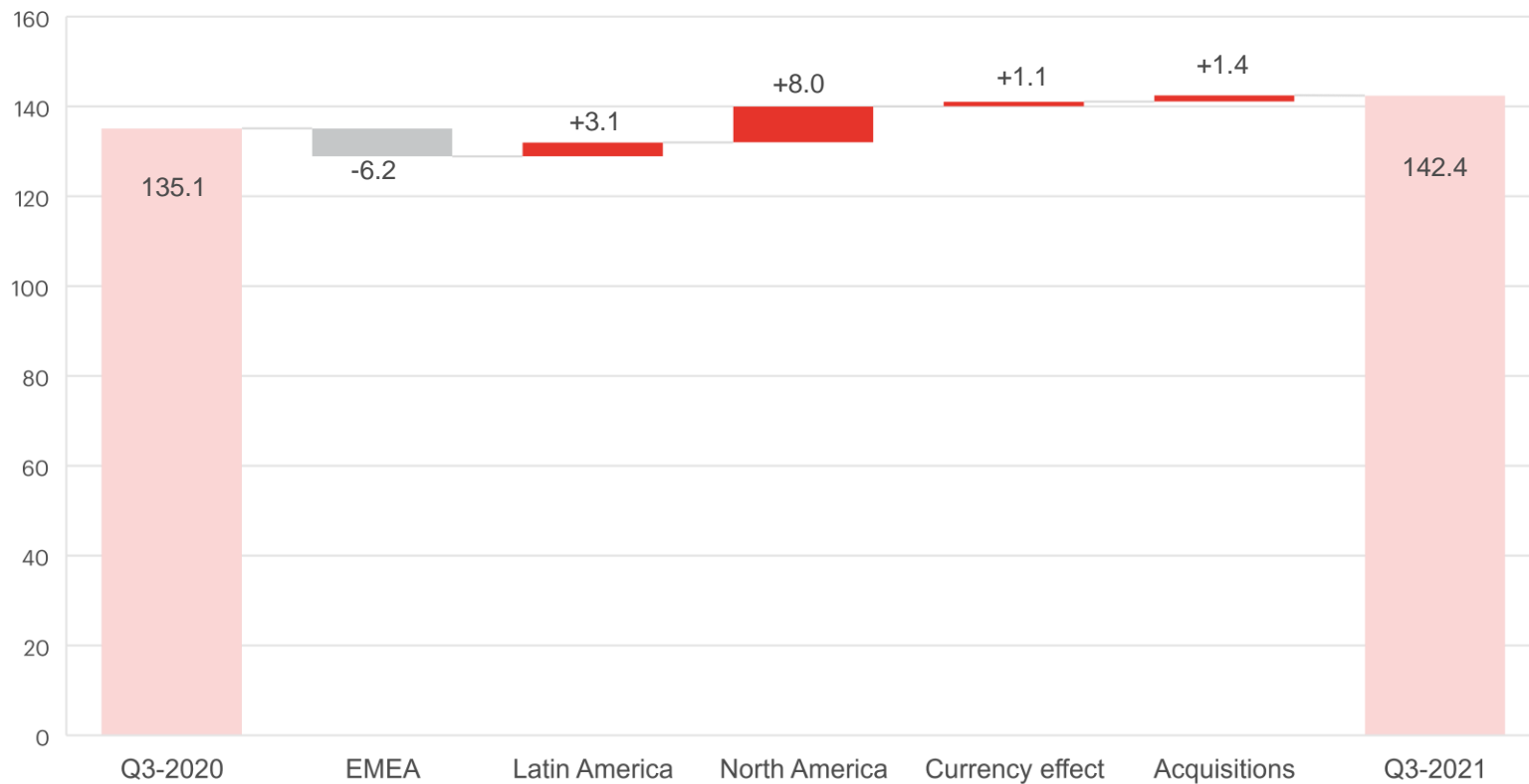
Segments *




■ Premium Pharmaceuticals ■ Compounding Services
■ Brands ■ Essentials



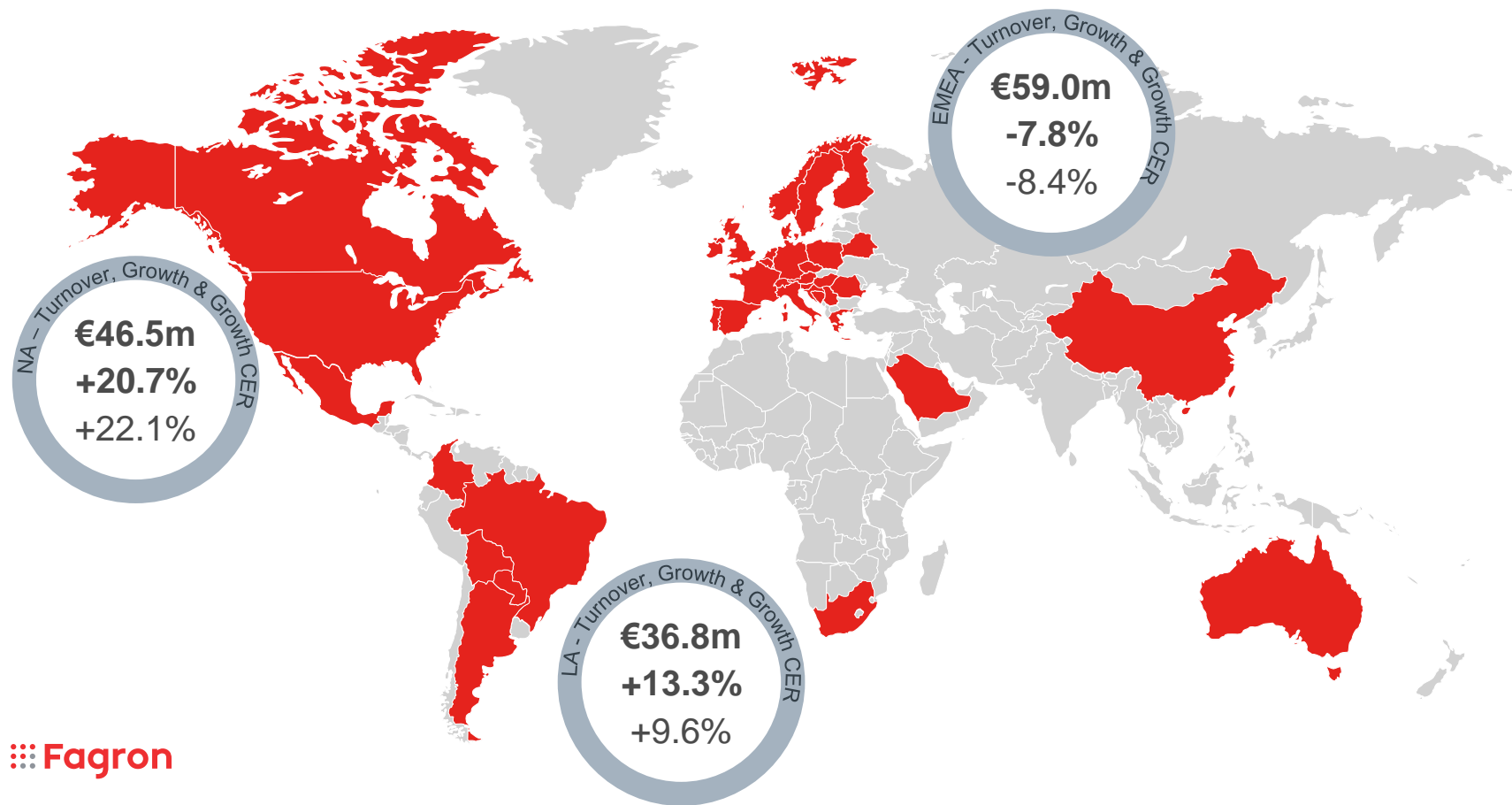
Turnover development





**Q3 2021
turnover per
region**

Geographical breakdown



Fagron EMEA

(x € 1.000)	2021	2020	Total growth	Total growth CER
Turnover Q3	59,030	64,051	-7.8%	-8.4%
Turnover 9M	187,896	201,601	-6.8%	-7.0%

- Organic turnover growth of -9.7% CER
- Lower turnover Compounding Services result of registration of non-sterile compoundings by third parties in 2020 (~€0.7m in Q3 2021)
- Turnover B&E negatively impacted by
 - Decreased demand for COVID-19-related products and slow recovery of elective care
 - Pressure in supply chain as result of Corona pandemic and slight delay in transition to new repackaging facility



Fagron Latin America

(x € 1.000)	2021	2020	Total growth	Total growth CER
Turnover Q3	36,817	32,498	+13.3%	+9.6%
Turnover 9M	102,245	93,543	+9.3%	+19.8%

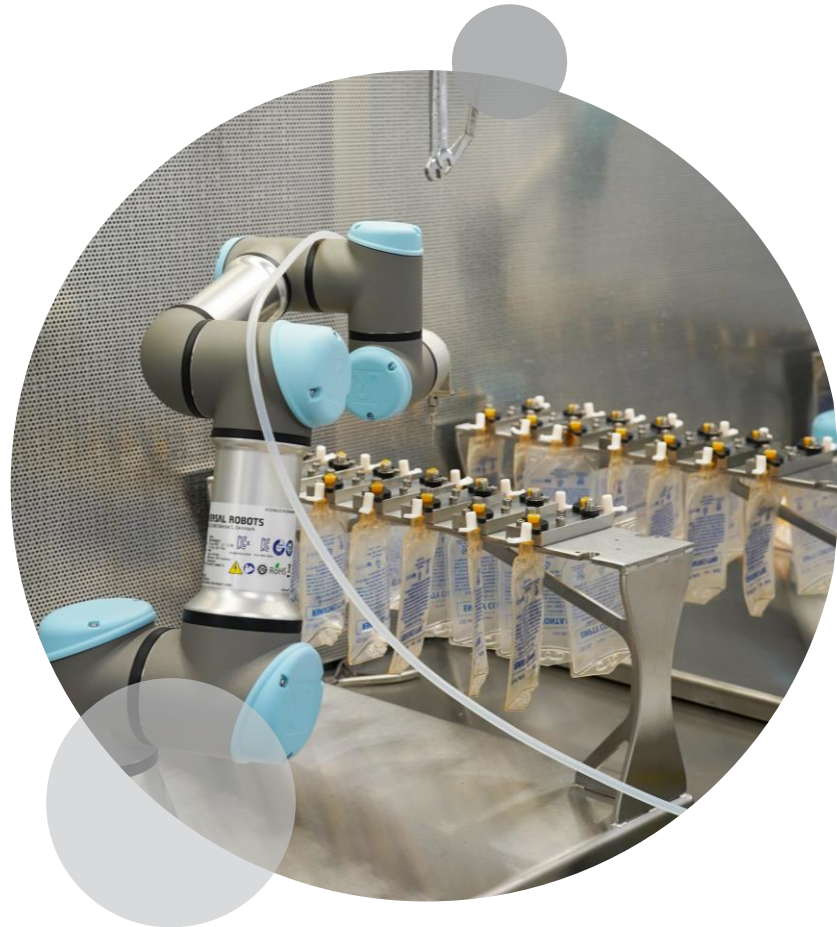
- Turnover growth of 9.6% CER, supported by developments in all countries
- Turnover growth in Essentials (+11.2% CER) and Brands (+4.9% CER)
- Well positioned in view of increasing focus on prevention and lifestyle



Fagron North America

(x € 1.000)	2021	2020	Total growth	Total growth CER
Turnover Q3	46,512	38,528	+20.7%	+22.1%
Turnover 9M	128,805	118,683	+8.5%	+15.5%

- Organic turnover growth of 20.7% CER
 - FSS in Wichita (+45.3% CER)
 - Run rate of around USD 72m in September 2021
 - Successful introduction new products and new contracts
 - Confidence to achieve turnover target in 2022
 - AnazaoHealth (+34.5% CER)
 - Growing demand for products focused on prevention and lifestyle
 - Brands & Essentials (-3.0% CER)
 - Fading demand for COVID-19-related products



Expectations 2021

- Turnover growth with REBITDA on lower end of bandwidth of between €118m - €124m
- Focus on improving EMEA performance
- Continued strong performance in Latin America and North America
- Active and disciplined acquisition strategy focused at EMEA and North America
- Capital Markets Day in Q1 2022: strategic update and midterm targets for 3 regions and Fagron group





Questions

