

9M 2022 Trading Update

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 **Fagron**
personalizing
medicine



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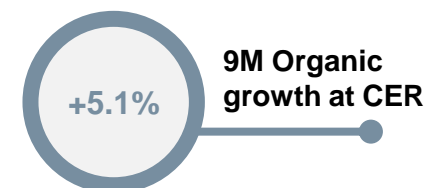
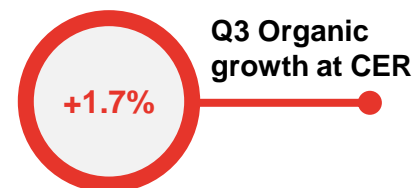
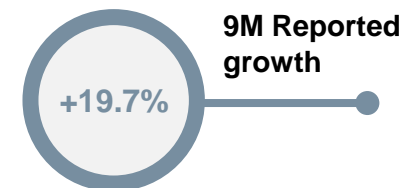
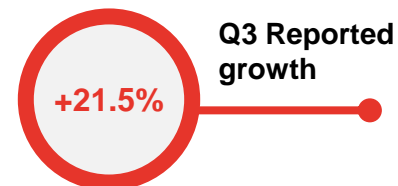
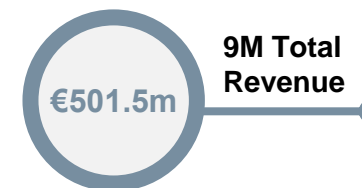
Resilient revenue performance in increasingly uncertain environment

Total revenue growth of 19.7% and organic growth at CER of 5.1% in 9M 2022

Challenging macro economic developments to various degrees across all markets

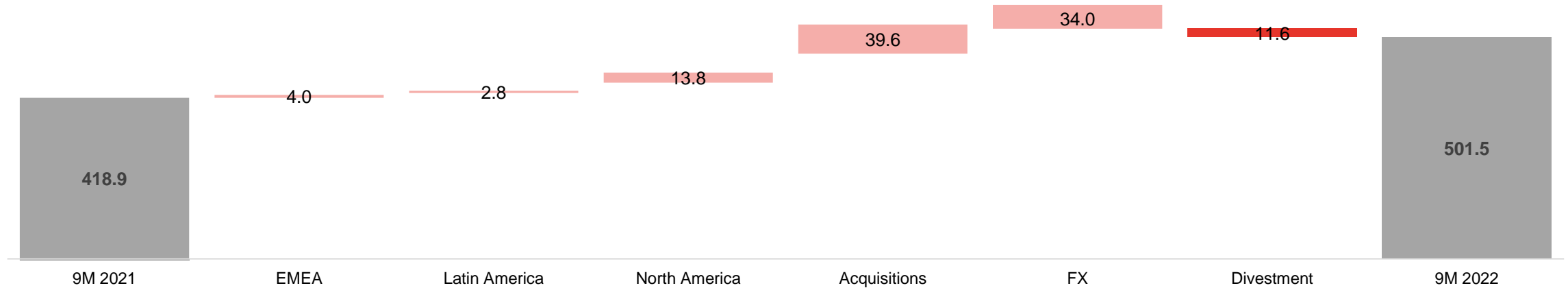
Ensuring highest quality standards in an increasing regulatory environment

FY 2022 guidance maintained

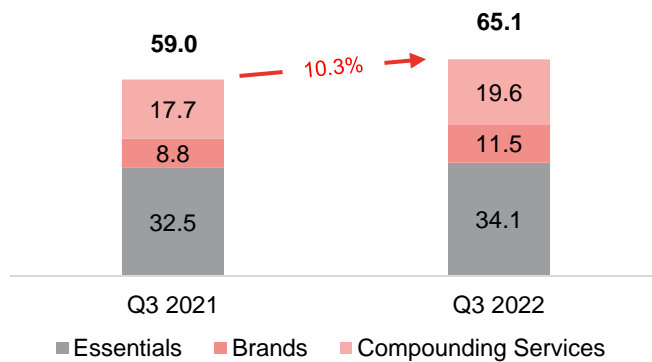


Revenue growth supported by EMEA, FX and M&A

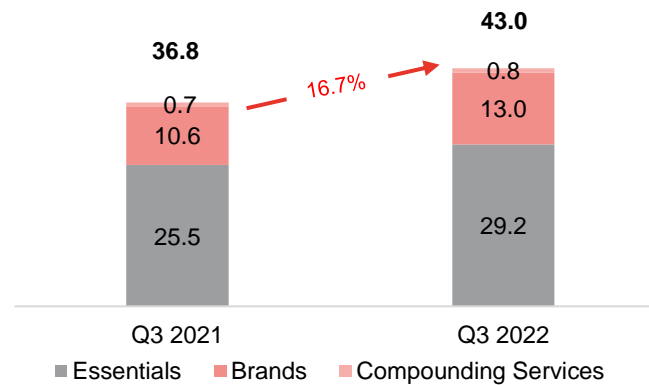
Revenue Bridge (€ m)



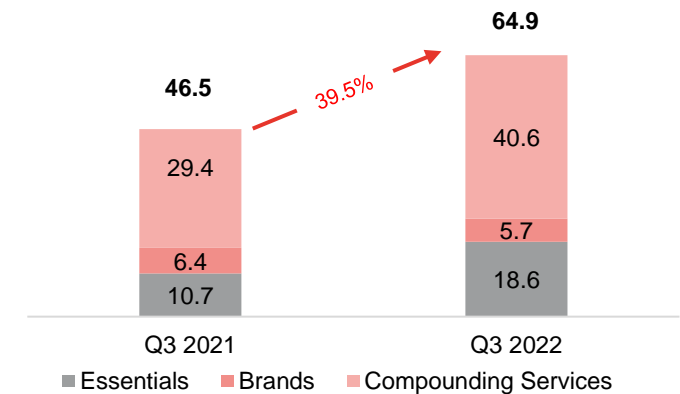
EMEA



Latin America



North America



Driving operational efficiencies and protecting leading positions

Global

Continued supply chain & inflationary pressure

Continued globalization of procurement function

Committed to set science-based emission reduction targets as part of our sustainability strategy

Geraldino Neder appointed as Latin America Area lead

EMEA

- Low single digit revenue growth progressing
- Stability in Compounding Services
- Inflationary price pass through developing
- Materializing benefits of GMP repackaging facility in Poland

Latin America

- Continued softness in end market
- Intense competitive environment in dynamic market
- Optimization of local brands to drive operational efficiency
- Assessing opportunities to strengthen capabilities

North America

- Accelerated integration of Letco
- Wichita run-rate affected by syringe shortage; Boston integration on track with several new clients onboarded
- Third shift and automated labelling started and automated visual inspection starting in H1 2023
- Navigating through heightened regulatory environment post COVID

Ensuring compliance with increased regulatory standards

FDA audit process



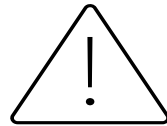
~2 years

Frequency of FDA audit at every facility

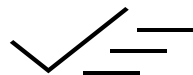


FDA issues Form 483 post audit with inspectional observations

Audited facility submits response to inspectional observations



No set timeline



Final establishment inspection report (EIR) shared by FDA when it considers inspection closed

St. Paul Facility (repackaging)

- FDA inspection conducted in November 2021
- Warning Letter issued by FDA in June 2022
- Monthly progress reports submitted with FDA
- FDA issues warning letter close-out letter on satisfactory verification of implemented corrective plan

FSS, Wichita (503B)

- FDA inspection conducted in March 2022
- Number of inspectional observations: 6
- Submitted response to FDA in April
- FDA expected to come with final establishment inspection report

Anazao, Las Vegas (503B)

- FDA inspection conducted in July 2022
- Number of inspectional observations: 5
- Submitted response to FDA in August
- FDA expected to come with final establishment inspection report after final update submission (monthly updates in progress; last submission was made in September)

Other Facilities Status

- Anazao, Tampa (503A): Last FDA audit conducted in May 2019
- Letco, Decatur (repackaging): Last FDA audit conducted in March 2022
- FSS, Boston (503B): Remote Regulatory Assessment conducted in March 2021

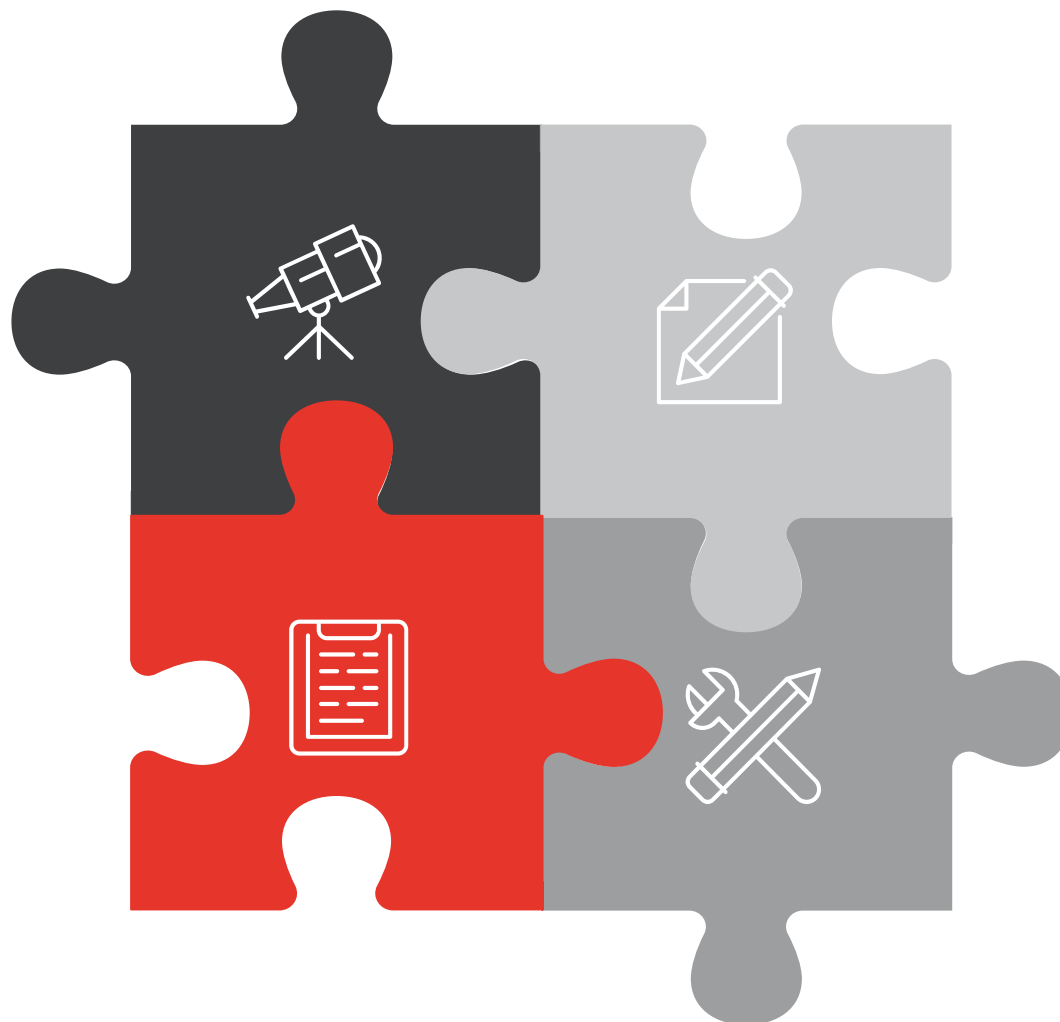
Global leader in niche pharmaceutical compounding market

Favorable secular trends

- Demographics
- Personalization
- Accessibility
- Regulation
- Market fragmentation

Strong M&A execution

- Strong M&A execution
- 5 deals announced YTD
- Buy and build strategy
- Strong pipeline



Resilient business model

- Strong revenue growth
- Attractive margins
- Diversified geographical presence
- Broad product portfolio
- Innovation focus

Strong financial profile

- Free cashflow increased by 44.3% in H1 2022
- Net Debt to EBITDA ratio at 2.2x at the end of H1 2022 versus 2.1x at end of FY 2021

Full year 2022 outlook maintained

	H1 2022	Guidance FY 2022
Revenue*	€328.6m	€670m – €690m
REBITDA margin*	19.3%	H2 margin higher than H1
Capex as a % of revenue	2%	3 – 3.5%



Questions

