




ODDO BHF Forum 2022

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This is

Fagron

What

we do

Our Purpose
Pharmaceutical
Compounding

Why

we do it

Demographic Factors
Personalization
Accessibility
Sustainability

How

we do it

Products & Services
One Global Fagron
Values & Figures
Growth Opportunity



Together we create the future of personalizing medicine.



What we do

Our Purpose

Together we enable **pharmacists, prescribers, hospitals** and **industry** to provide quality, safety and service for their **patients**.

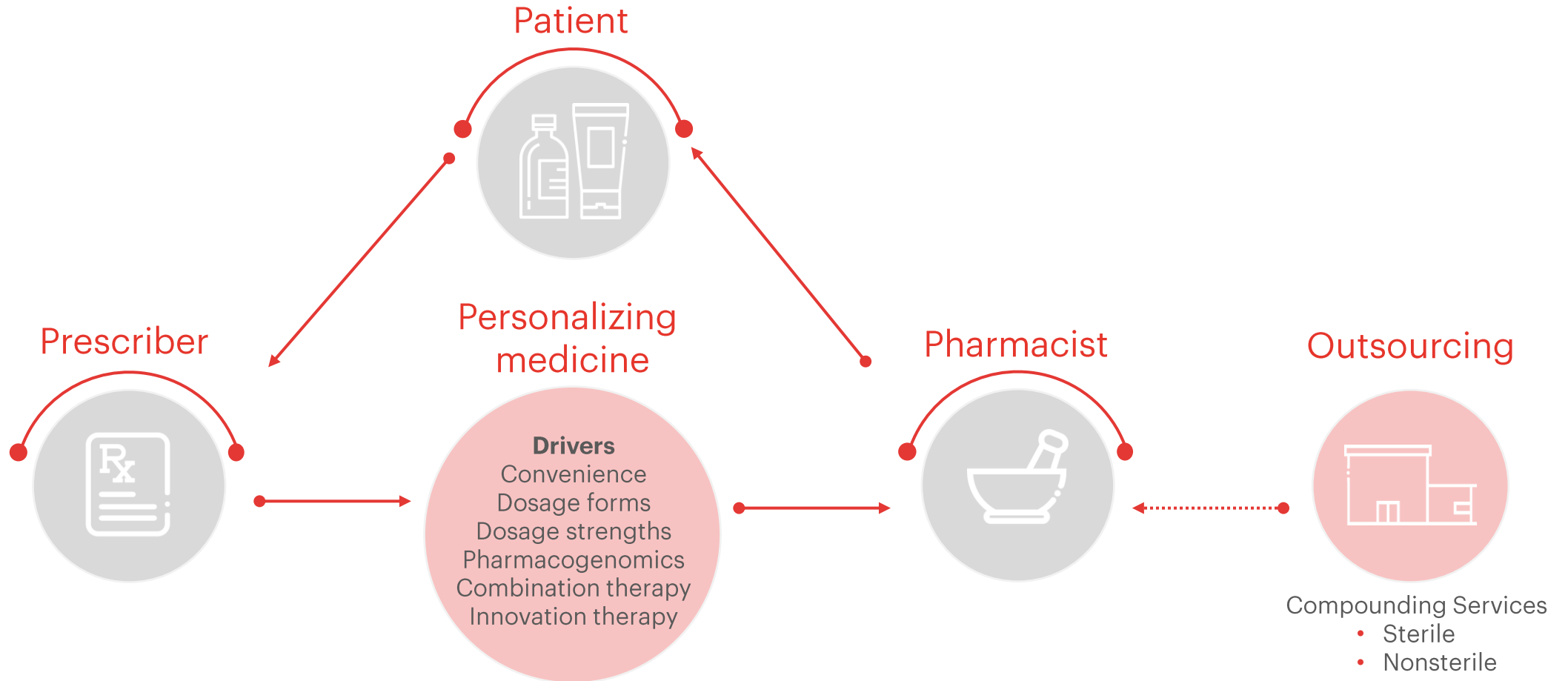
Create we create value in **healthcare** by offering the entire range of **products** and **services** for **compounding** personalized medicine.

Personalizing medicine Personalization of treatment to cover the **individual patient's need** through **pharmaceutical compounding & sterile outsourcing services**.
Increasing **effectiveness, quality & safety** and reducing healthcare **cost**.

What we do

We create value in Pharmaceutical Compounding

Pharmaceutical process of combining, mixing, or altering ingredients to create medication tailored to the individual needs of the patient.



Why we do it
Future



Demographic Factors

A growing world population, increasingly **higher life expectancy** and **ageing population**.

It is Fagron's focus to **make** and **keep medicine available** as widely and consistently as possible.



Why we do it
Future



Personalization

Pharmaceutical Compounding allows **pharmacist** and **prescriber** to create medication that satisfies the **individual needs** of the **patient**.

Extending the range of mass-produced medication through personalization, together we can cater to every patient.

Why we do it

Future

Accessibility

By personalizing medicine, they become **accessible** to even more people.

By keeping medication that is no longer offered commercially **available** and **affordable** for those who need them.

By **resolving** (temporary) **drug shortages** through government issued requests.



Why we do it
Future

Sustainability

ESG (Environmental, Social, Governance) is inextricably linked to Fagron's activities.

Our main priority is to deliver products that meet all relevant **quality & safety** standards.

We do not accept **human rights & labor rights** infringements in our facilities and strive to eliminate human rights & labor rights infringements in our supply chain.

We provide a working environment for our people that meets occupational **health & safety** standards.

We reduce our **climate change impact** by reducing energy use, installing solar panels and switching to electric mobility.

How we do it

Value Creation



Essentials



Brands



Compounding Services



Niche
pharmaceuticals



Academy

How we do it

Our Products & Services



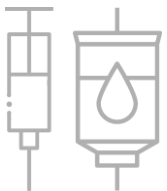
Essentials

- Raw materials for Compounding (GMP repackaging)
- Packaging & Supplies



Brands

- Semi-finished products & Vehicles
- Laboratory equipment & Compounding software
- Pharmacogenomic testing



Compounding Services

- Sterile & non-sterile compounding
- Outsourcing for pharmacies & hospitals



Niche pharmaceuticals

- Registration of Compounded product

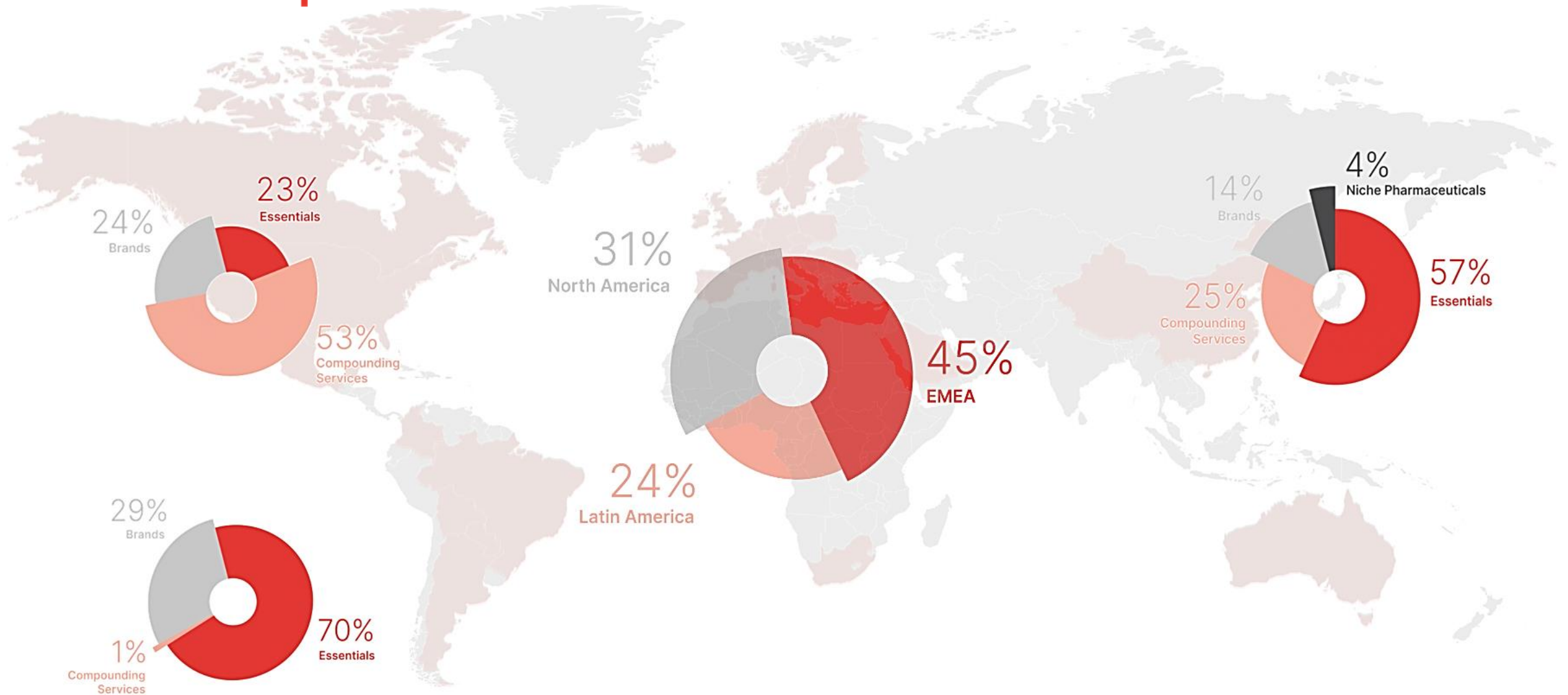


Academy

- Training & education
- Studies, innovations & concepts

How we do it

Where we Operate



How we do it

We operate as One Global Fagron



How we do it

Our Values & Figures



Customer is number 1



Quality



Creativity



Speed of execution



Entrepreneurship

35
Countries

34
GMP facilities

73
Total facilities

300+
Unique Brands

1,000+
Product Studies

4,000
Suppliers

15,000+
Participants Academy

300,000
Customers

2,928
FTE

38
Average age

406
Pharmacists

58%
Female employees

42%
Male employees

How we do it

Global Niche Market Leader

H1 2021 Financials

Turnover

€ 277m

(+ 5.9%)

REBITDA

€ 56m

(- 11.0%)

Net result

€ 27m

(- 14.6%)

Listed on Euronext Brussels and Amsterdam since 2007

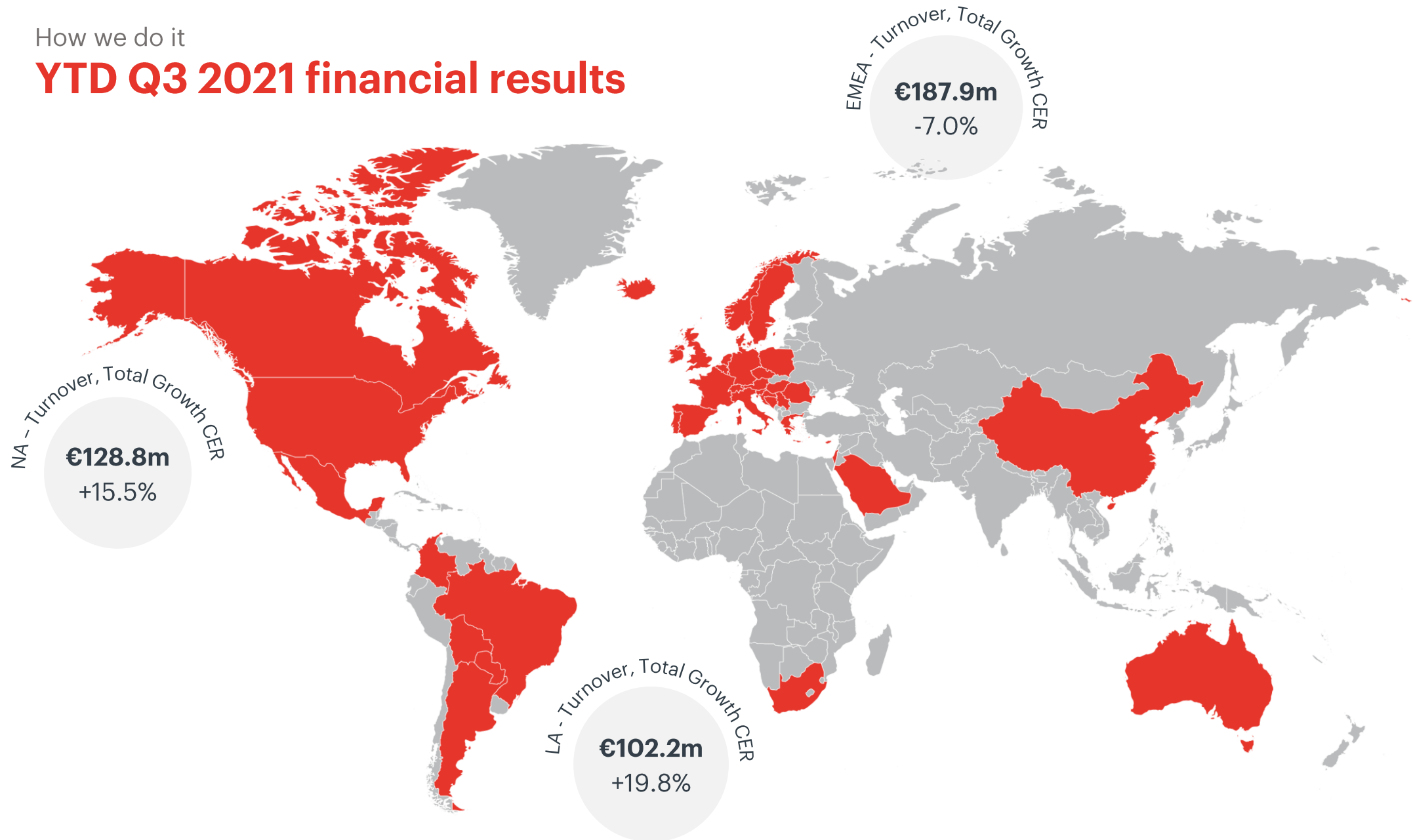
Market cap of ~€1.1 billion

Trends

- Aging population
- Prevention and lifestyle
- Convenience / Personalization
- Drug shortage
- Outsourcing by hospitals

How we do it

YTD Q3 2021 financial results



How we do it

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



How we do it

Growth Opportunity

\$11 Billion
Global Compounding Market *

\$16 Billion
Market expected to reach **

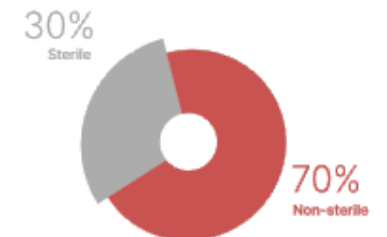
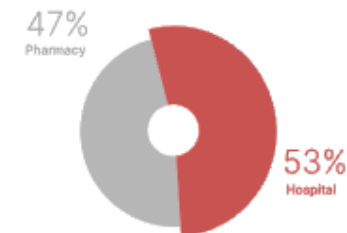
\$1.5 Billion
Latin America

\$2.3 Billion
EMEA

\$5.8 Billion
North America

Trends in global Compounding

- Legislation and market transition towards Sterile Outsourcing Services
- B&E demand rises as global Compounding footprint expands



* Addressable market for Fagron – company estimates

** 2027E – company estimates

Together we create the future
of personalizing medicine.

Fagron

World tour | EMEA



Fagron Belgium

— Warehouse

Fagron

World tour | EMEA



Fagron Lab

● — Equipment





- Pharmacogenomics



Compounding Services

● Fagron Sterile Services US

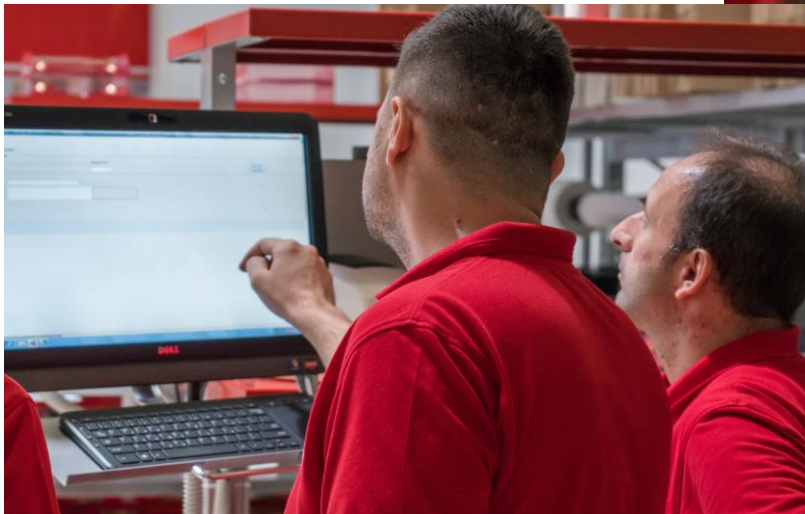
Fagron

World tour | NA



Fagron US

● Warehouse



Fagron

World tour | LATAM



Fagron Tech Brazil

● — Software



Fagron

World tour | LATAM



Fagron Colombia

● — Fagron Family

