

Fagron Berenberg Frankfurt Seminar

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Who we are

Our Purpose

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

We create value in healthcare by offering the entire range of products and services for compounding personalized medicine

Personalize medicine covers individual patient needs and increases effectiveness, quality and safety whilst reducing healthcare cost



Who we are

Global leader in pharmaceutical compounding

Farmaceutische **GRON**dstoffen was founded in 1990


Present in **19** countries

Active in **35** countries

>3,000 people

3 divisions

Full **integration** across

the  **compounding value chain**

Serving.....



Hospitals Pharmacies Industries Prescribers / patients

.....worldwide

 **Fagron**

Leading positions in all key markets

Favorable market dynamics and strong

market positioning

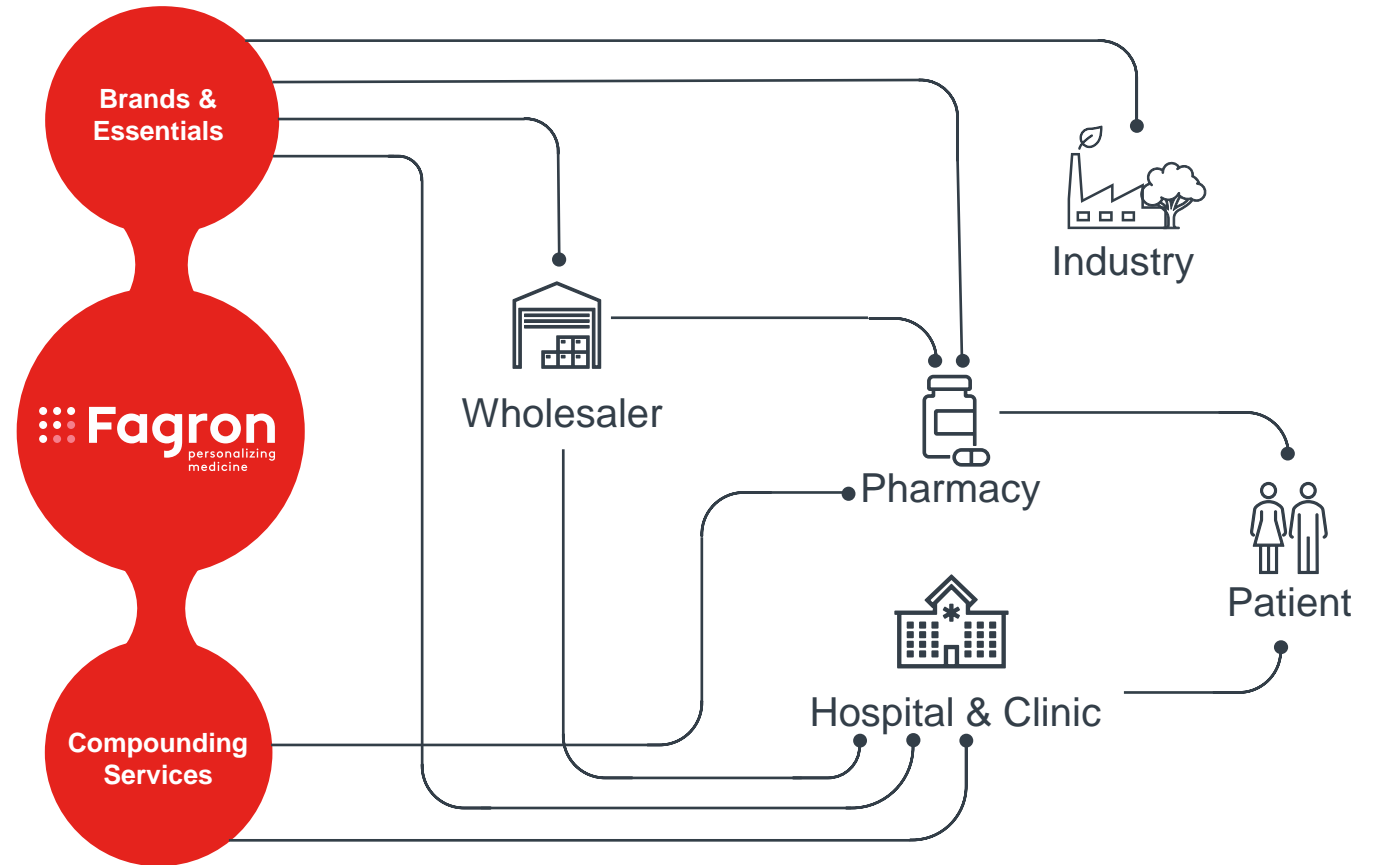
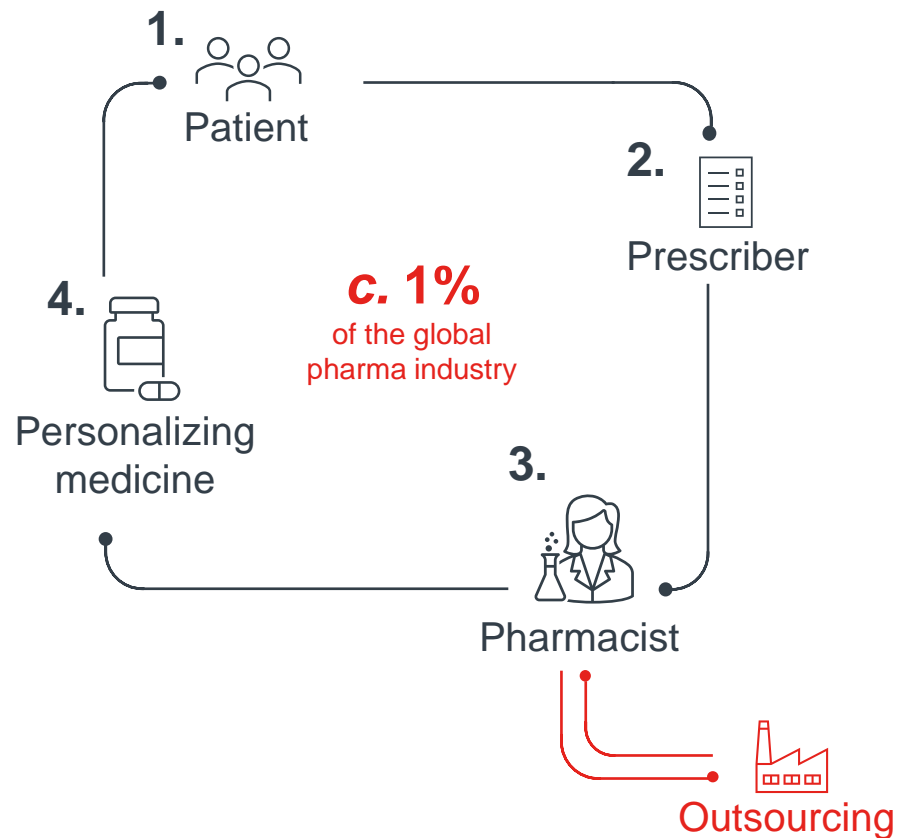


MSCI ESG Rating

AAA

Uniquely integrated across the entire compounding value chain

Compounding overview



Who we are

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
- Registration & licensing of compounded products



Academy

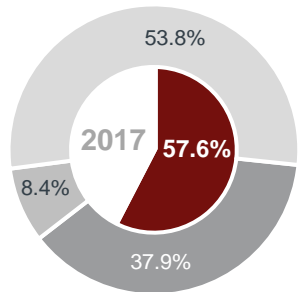
- Training & education
- Studies, innovations & concepts

Who we are

Unrivalled global presence with increasing diversification

EMEA

Revenue: € 255.1m
REBITDA: € 55.6m

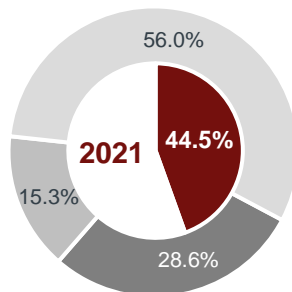


21.8%

FY 2021 REBITDA Margin

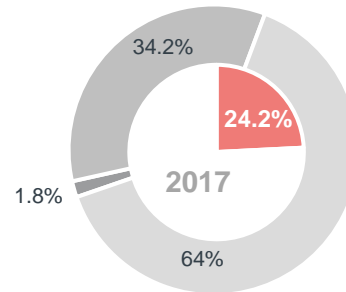
+0.9%

5-Year
Revenue CAGR



Latin America

Revenue: € 141.1m
REBITDA: € 30.5m

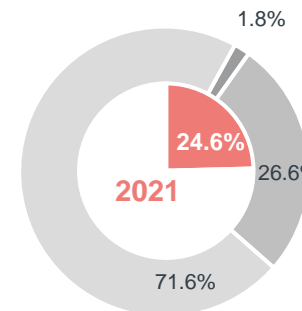


21.7%

FY 2021 REBITDA Margin

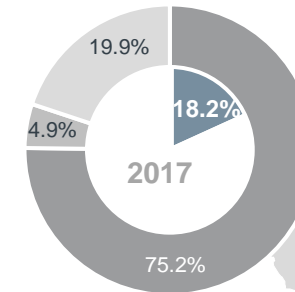
+8.1%

5-Year
Revenue CAGR



North America

Revenue: € 177.6m
REBITDA: € 32.2m

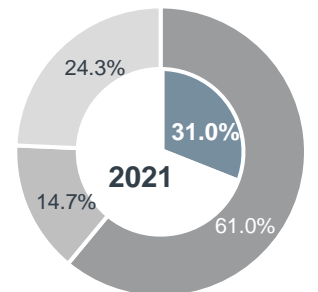


18.1%

FY 2021 REBITDA Margin

+22.9%

5-Year
Revenue CAGR



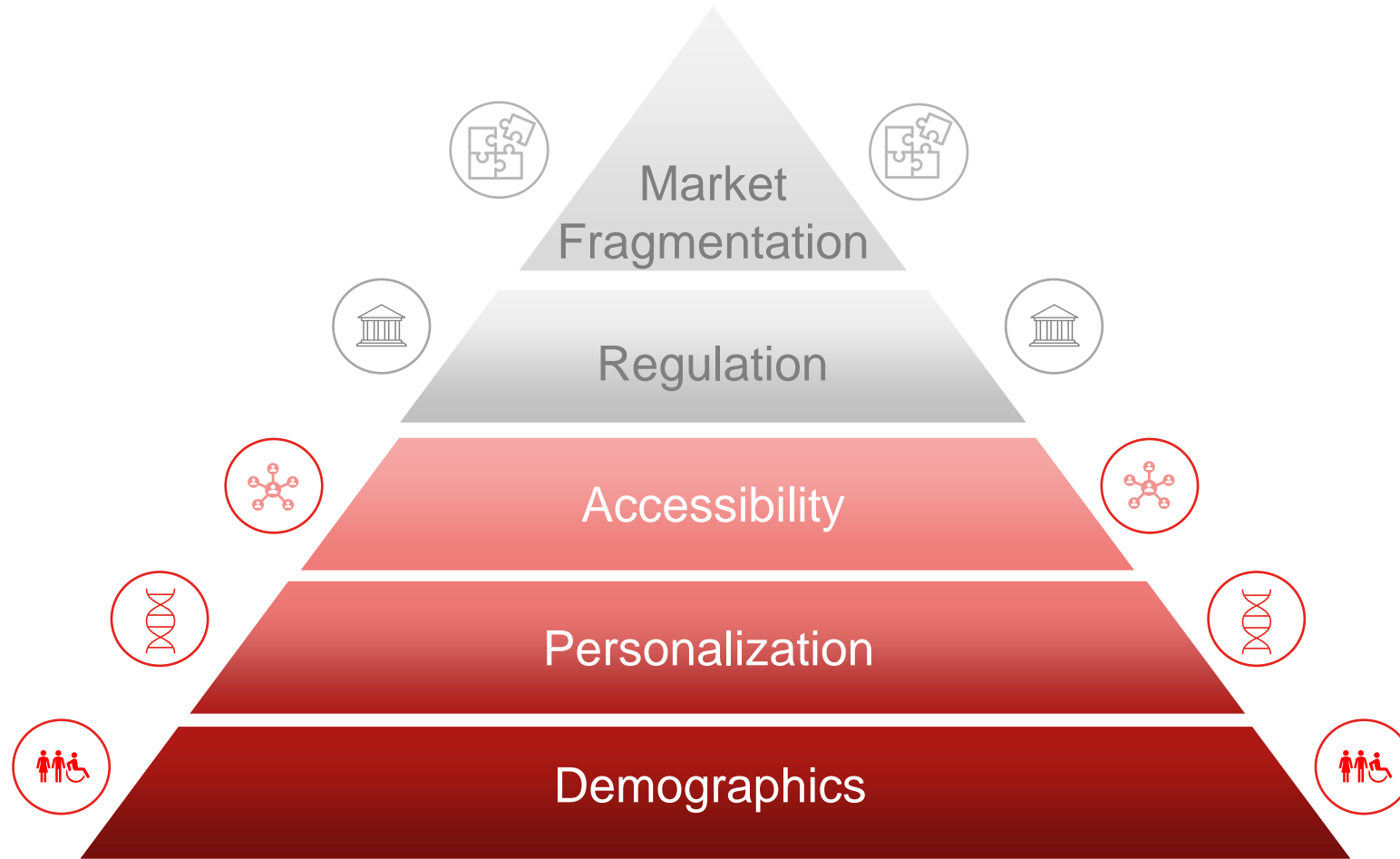
📍 Fagron Locations ■ Compounding services ■ Brands ■ Essentials

Expected mid-term growth of global compounding market ~6%



Global market to grow at
~6.0% CAGR over
2021 – 2026

Long-term secular drivers underpin market resilience



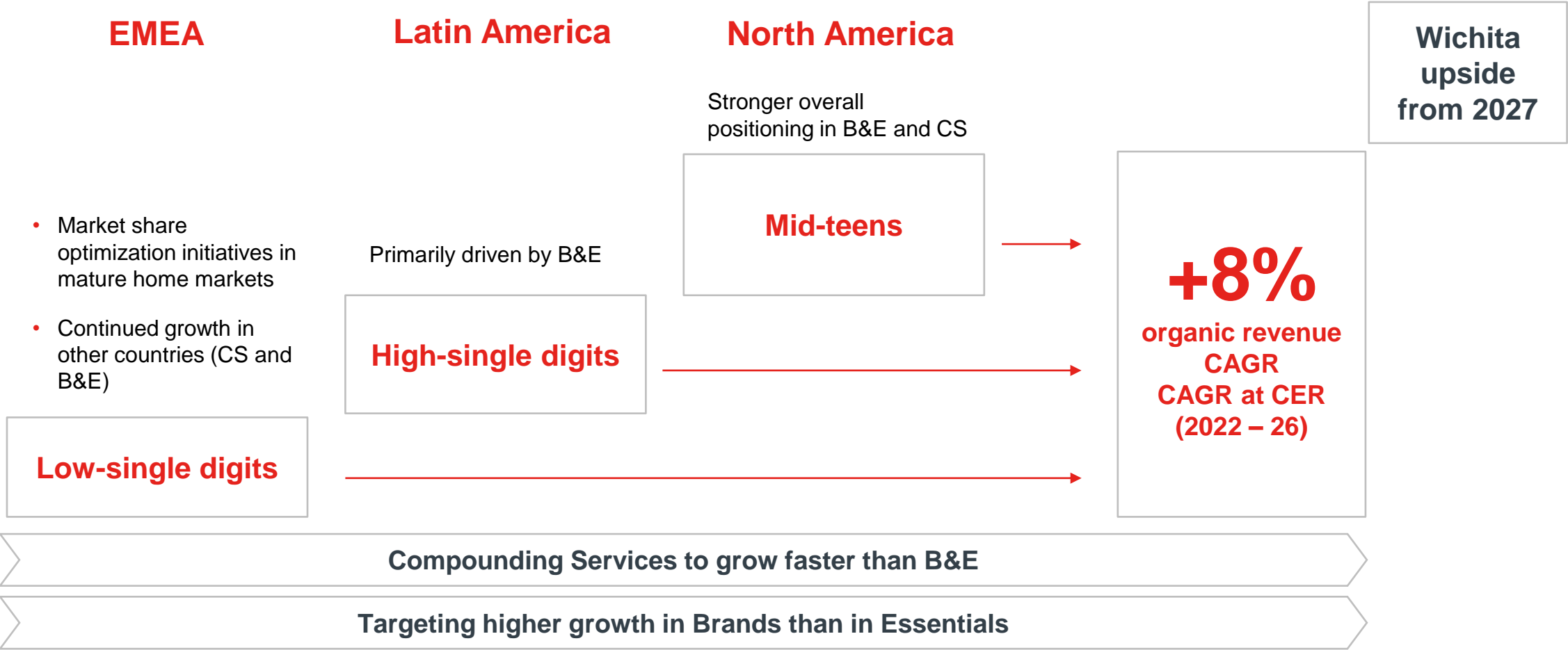
Strategic priorities to drive improved growth and value creation

Essentials	Brands	Compounding Services	
		Sterile	Non-Sterile
Accelerate organic growth			Optimize non-sterile compounding business & positioning in the Netherlands
Continue broadening our product portfolio leveraging our innovation capabilities			
Maintain highest quality standards			
Increase operational efficiency	Organize brands globally and sell locally		
	Roll-out of Fagron Academy across all countries		
M&A to add incremental growth in North America & EMEA			

Strategic ambitions underpinned by operational enablers

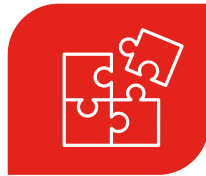


Revenue growth to benefit from LFL in high-single digits



Growth upside from M&A opportunities

STRATEGIC CRITERIA



BUILDING OUT STERILE
PLATFORM,
CONSOLIDATE B&E



PRIORITIZE EMEA &
NORTH AMERICA



EXPAND & DIVERSIFY
PRODUCT PORTFOLIO

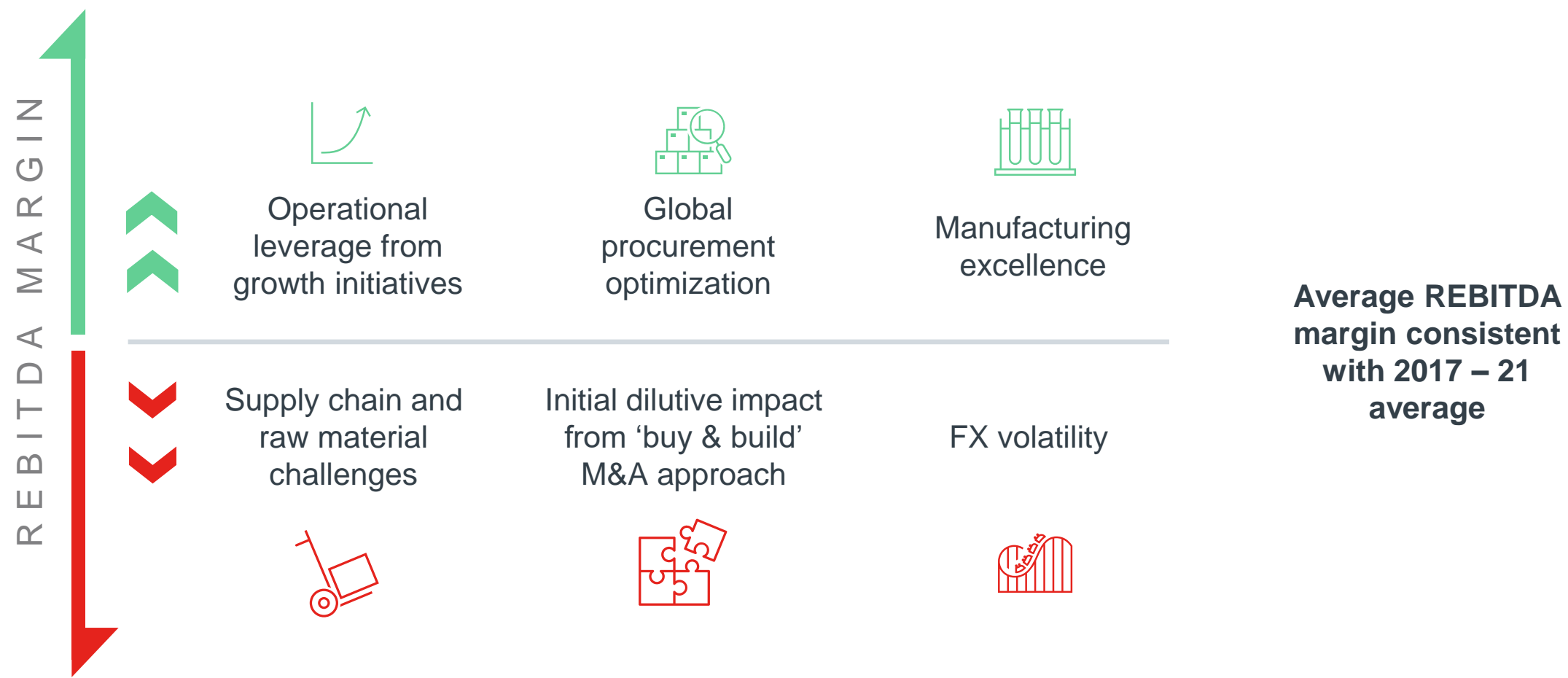


EXPLORE NEW
THERAPEUTIC AREAS

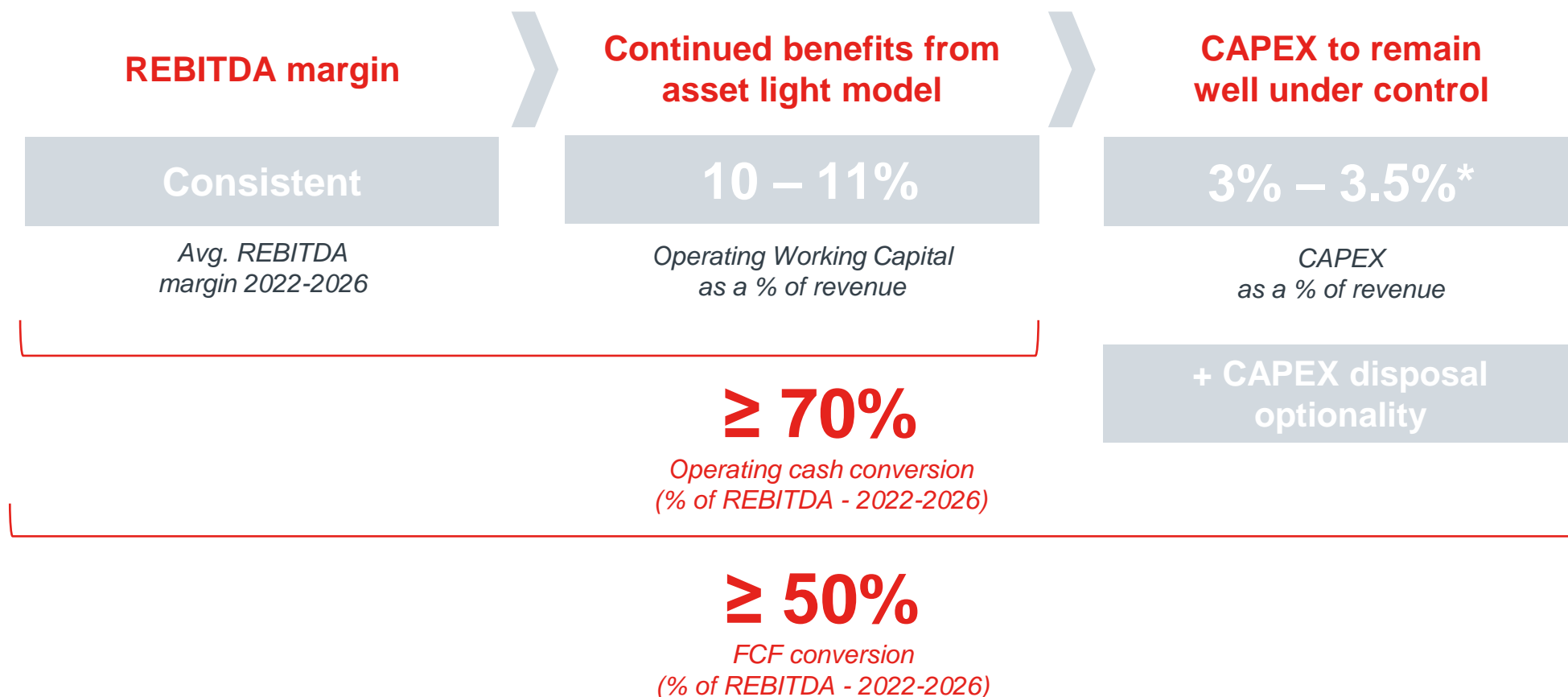
WHAT WE PRIORITIZE

- Market share
- Strong commercial links
- Entrepreneurial approach
- Product assortment
- Synergies potential
- Partnerships
- Small to mid-size companies
- Buy & build approach

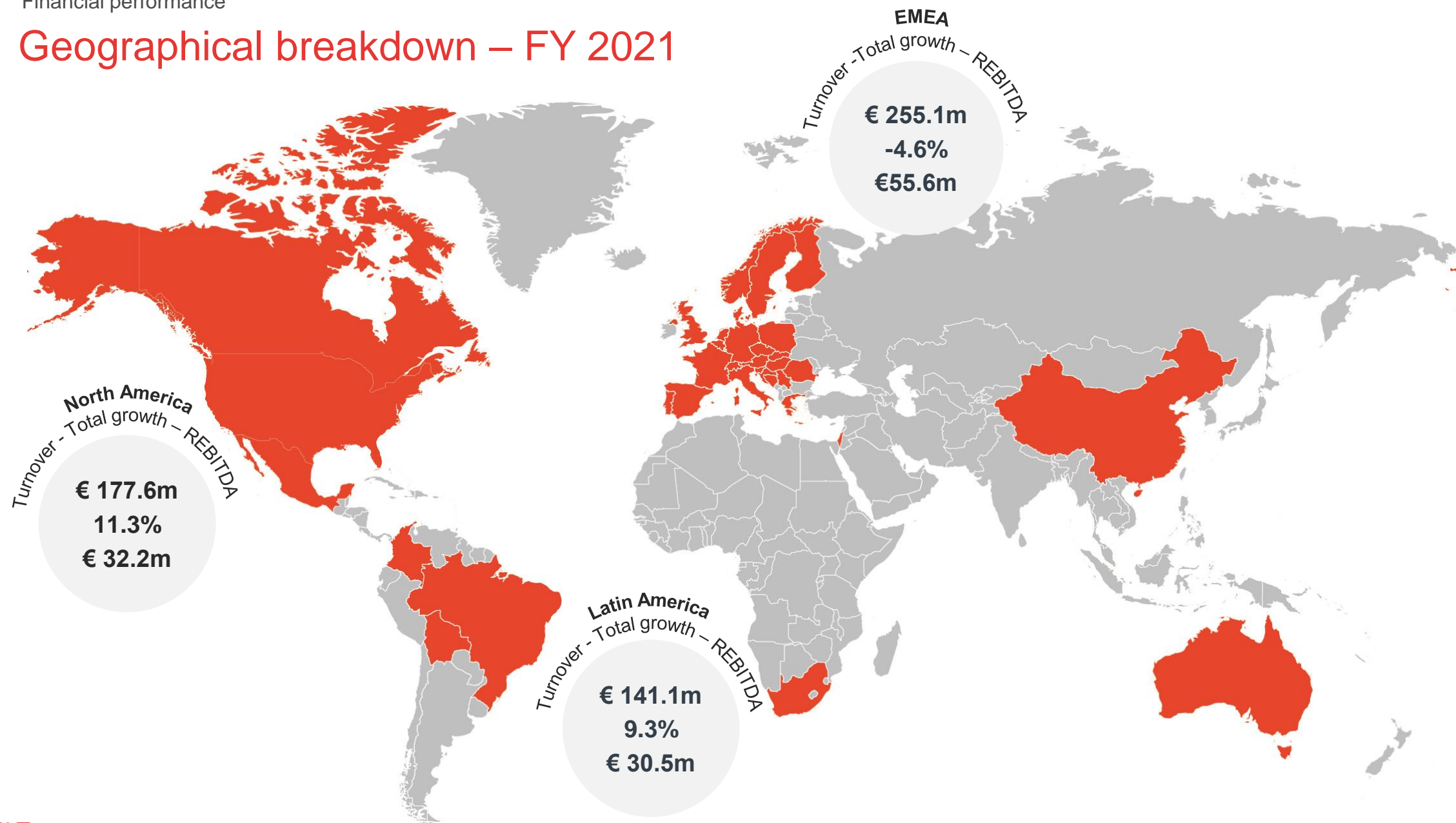
Drivers of future REBITDA margin profile



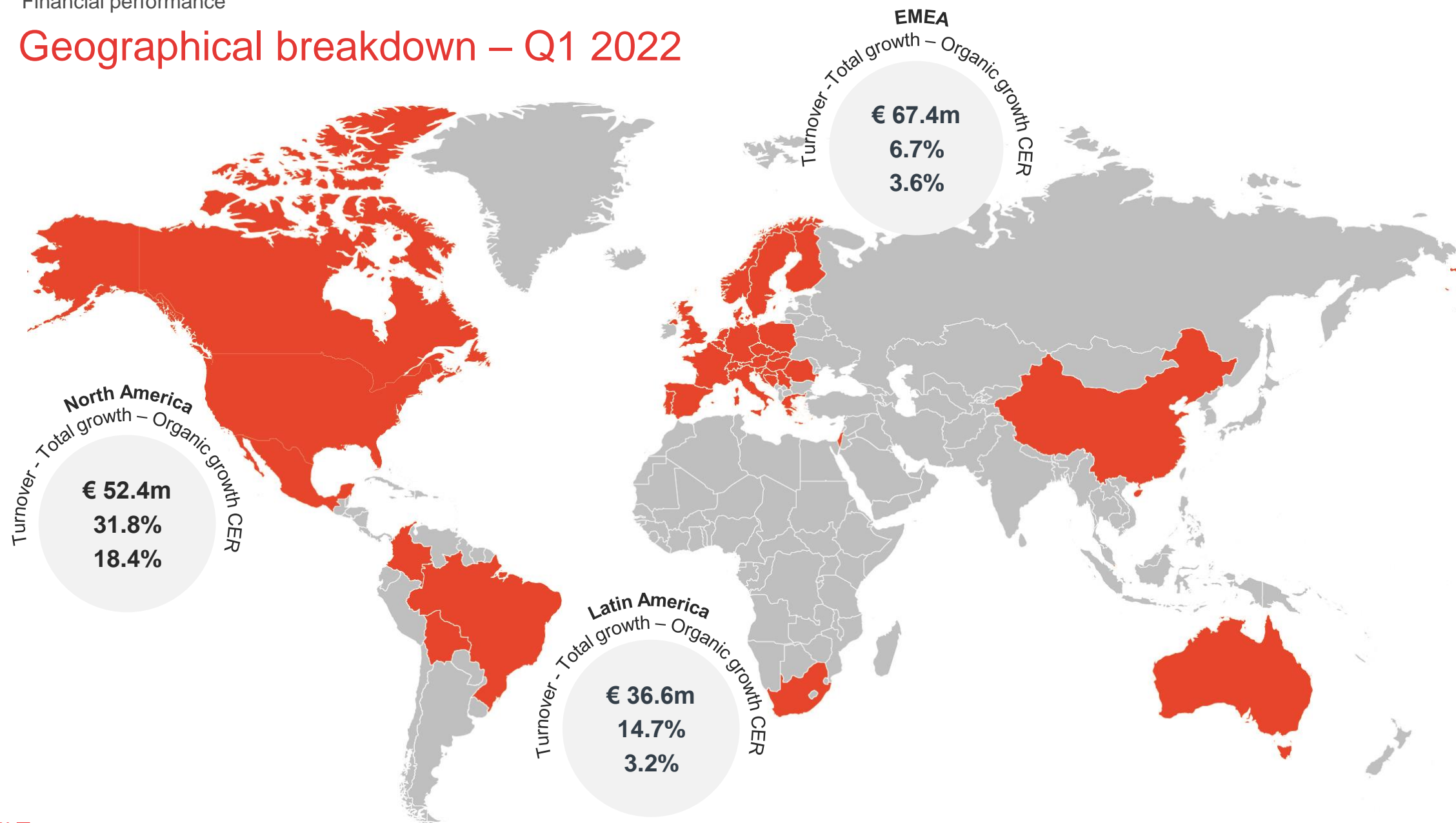
Cash generation & earnings conversion to remain sustainably high



Geographical breakdown – FY 2021



Geographical breakdown – Q1 2022



Together we create the future of
personalizing medicine.

Fagron

World tour | EMEA



Fagron Belgium

— Warehouse

Fagron

World tour | EMEA



Fagron Lab

● Equipment



Fagron

World tour | EMEA



Fagron Genomics

● Pharmacogenomics

Fagron

World tour | NA



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

