



# Sell-side analysts estimates

FY 2023 – FY 2024

12 January 2024

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# Analysts' estimates

## FY 2023

Fagron consensus FY 2023 (in €m)	Consensus Mean	Consensus Median	FY'22A
Sales Fagron EMEA	€ 285.2	€ 286.0	€ 276.4
Sales Fagron Latin America	€ 169.5	€ 169.5	€ 162.3
Sales Fagron North America	€ 305.8	€ 305.3	€ 245.1
<b>Sales Fagron total</b>	<b>€ 760.5</b>	<b>€ 761.5</b>	<b>€ 683.9</b>
REBITDA Fagron EMEA	€ 64.1	€ 64.2	€ 60.6
REBITDA Fagron Latin America	€ 27.7	€ 27.6	€ 28.9
REBITDA Fagron North America	€ 55.7	€ 55.8	€ 41.3
<b>REBITDA Fagron total</b>	<b>€ 147.5</b>	<b>€ 147.7</b>	<b>€ 130.7</b>
REBITDA margin EMEA	22.5%	22.5%	21.9%
REBITDA margin Latin America	16.3%	16.2%	17.8%
REBITDA margin North America	18.2%	18.3%	16.9%
<b>REBITDA margin Fagron total</b>	<b>19.4%</b>	<b>19.4%</b>	<b>19.1%</b>
<b>Sales growth Fagron total YoY</b>	<b>11.2%</b>	<b>11.3%</b>	<b>19.2%</b>
<b>REBITDA growth Fagron total YoY</b>	<b>13.7%</b>	<b>13.0%</b>	<b>10.5%</b>
<b>Net debt/EBITDA</b>	<b>1.74</b>	<b>1.72</b>	<b>1.9</b>

## FY 2024

Fagron consensus FY 2024 (in €m)	Consensus Mean	Consensus Median
Sales Fagron EMEA	€ 293.5	€ 291.7
Sales Fagron Latin America	€ 179.0	€ 179.9
Sales Fagron North America	€ 344.5	€ 340.7
<b>Sales Fagron total</b>	<b>€ 817.0</b>	<b>€ 817.0</b>
REBITDA Fagron EMEA	€ 65.7	€ 66.9
REBITDA Fagron Latin America	€ 31.9	€ 32.2
REBITDA Fagron North America	€ 64.0	€ 63.5
<b>REBITDA Fagron total</b>	<b>€ 161.5</b>	<b>€ 163.0</b>
REBITDA margin EMEA	22.4%	22.7%
REBITDA margin Latin America	17.8%	18.0%
REBITDA margin North America	18.6%	18.7%
<b>REBITDA margin Fagron total</b>	<b>19.8%</b>	<b>19.9%</b>
<b>Sales growth Fagron total YoY</b>	<b>7.4%</b>	<b>7.5%</b>
<b>REBITDA growth Fagron total YoY</b>	<b>9.5%</b>	<b>10.0%</b>
<b>Net debt/EBITDA</b>	<b>1.41</b>	<b>1.27</b>

The consensus numbers are as on January 12, 2024, and show the mean and median of all available and meaningful estimates from equity analysts on Fagron's future financials.