



Trading Update Q1-2019

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*Together we create the future
of personalized medicine*

Headlines Q1-2019

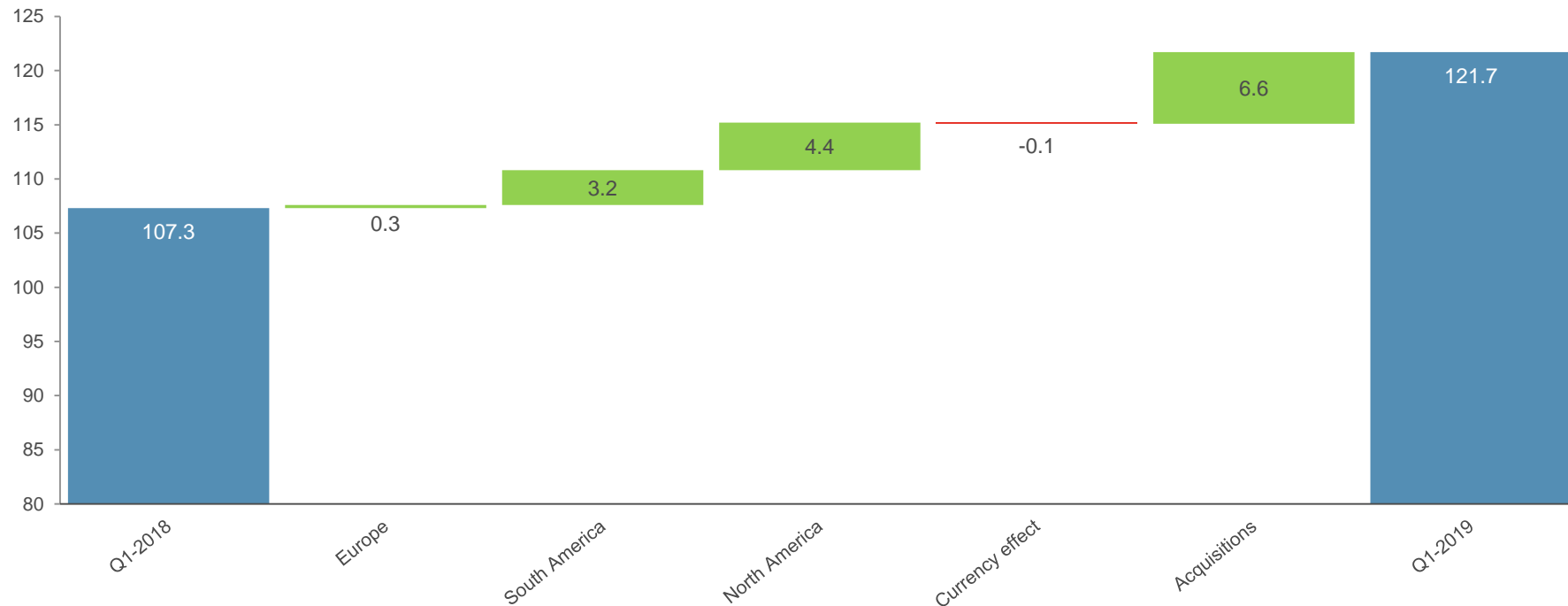
(x € 1,000)	Q1 2019	Q1 2018	Δ
Fagron	121,681	107,342	+13.4%
HL Technology	1,723	1,729	-0.3%
Total	123.405	109.071	+13.1%

- Turnover +12.7% CER
- Organic turnover +7.1% CER
- Strong growth in North and South America
- Brands realized organic turnover growth of 14.8% CER
- Further growth of turnover and profitability expected in 2019



Turnover development

Excluding HL Technology



Fagron Europe

(x € 1,000)	Q1 2019	Q1 2018	Org. growth	Org. growth CER
Turnover	63,499	63,524	0.0%	+0.4%

- Organic turnover +0.4% CER
- Brands represent 12.1% of turnover – growth of 22.3% in Q1-19
- Successful launch of Fagron Genomics
- € 1.5m negative turnover impact due to the temporary reduction of the capacity at a Dutch compounding facility



Fagron South America

(x € 1,000)	Q1 2019	Q1 2018	Org. growth	Org. growth CER
Turnover	25,210	23,846	+5.7%	+13.2%

- Organic turnover +13.2% CER
- Growth driven by:
 - Underlying market growth
 - Good product availability of Essentials
 - Focus on innovative Brands



Fagron North America

(x € 1,000)	Q1 2019	Q1 2018	Org. growth	Org. growth CER
Turnover	32,973	19,972	+32.3%	+21.9%

- Organic turnover +21.9% CER
- FCS performing in line with expectations
 - Organic growth of 23.9% CER
 - Wichita (FSS) facilities grew 44.1% CER
 - AnazaoHealth facilities grew 13.2% CER
- Brands & Essentials
 - Fagron and B&B grew 15.2% CER
 - Brands represent 15.6% of turnover – growth of 29.8%
 - Integration of Humco on track





Summary & Outlook 2019

- Turnover growth driven by strong growth in North and South America
- Focus remains on:
 - Strong innovation-driven organic growth
 - Disciplined acquisition strategy
- Strategic focus on innovation and quality improves competitive advantage
- Further growth of turnover and profitability expected in 2019



Q&A

Disclaimer

Important information about forward-looking statements

Certain statements in this presentation may be considered “forward-looking”. Such forward-looking statements are based on current expectations, and, accordingly, entail and are influenced by various risks and uncertainties. The Company therefore cannot provide any assurance that such forward-looking statements will materialize and does not assume an obligation to update or revise any forward-looking statement, whether as a result of new information, future events or any other reason.