

Fagron

Trading update Q3 2017

Hans Stols, CEO
Karin de Jong, CFO

12 October 2017



Headlines Q3 2017

Financial highlights

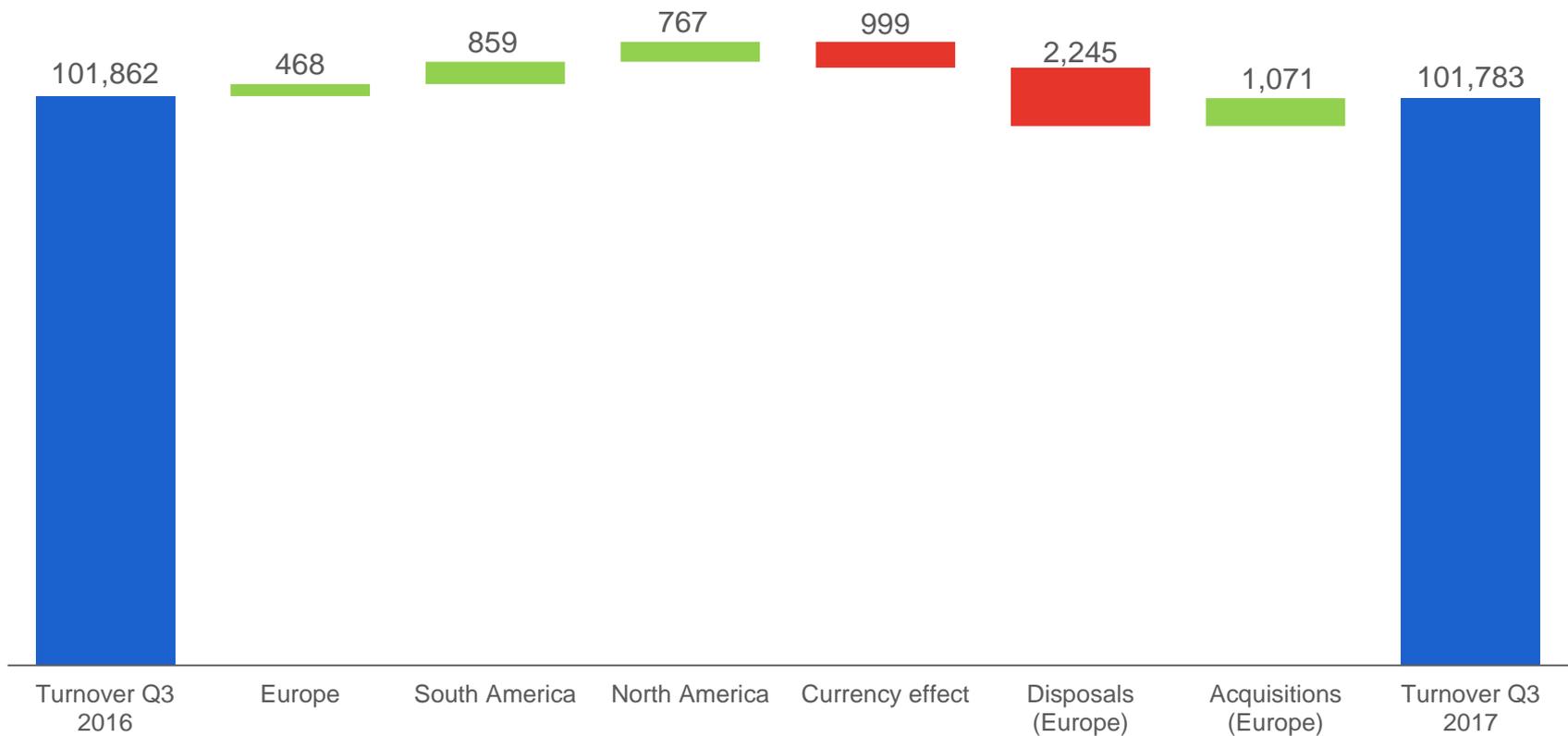
- Turnover increases to € 103.6 million
- Organic turnover growth at CER of 2.4%
- Organic growth in all key regions

Strategic highlights

- Acquisition of Croatian Kemig in August
- Acquisition of Brazilian All Chemistry in October



Turnover development in Q3 2017¹



¹ In € 1,000, excluding HL Technology.

Fagron Europe²

(x € million)	Q3 2017	Q3 2016	Total growth	Total growth CER	Org. growth	Org. growth CER
Turnover	57.5	58.0	-0.8%	-1.2%	+1.2%	+0.8%

- Organic turnover growth 1.2% (+0.8% at CER)
- Growth curbed by backlog at external laboratories resulting in limited product availability and delivery delays
- Acquisition of Kemig, a leading supplier of raw materials in Croatia and Bosnia and Herzegovina

² The segment Europe comprises the Fagron activities in Europe, South Africa and Australia.

Fagron South America

(x € million)	Q3 2017	Q3 2016	Total growth	Total growth CER	Org. growth	Org. growth CER
Turnover	25.8	25.1	+2.7%	+3.4%	+2.7%	+3.4%

- Organic turnover growth 2.7% (+3.4% at CER)
- Significant volume growth in Q3 2017
 - Majority of raw material purchases are in US dollar
 - Lower purchase prices, due to strengthening of BRL/USD, fully passed on to customers
 - Decrease of prices in BRL had a negative impact on turnover growth at CER
- Acquisition of All Chemistry, well-known and respected supplier of pharmaceutical raw materials to compounding pharmacies in Brazil

Fagron North America

(x € million)	Q3 2017	Q3 2016	Total growth	Total growth CER	Org. growth	Org. growth CER
Turnover	18.5	18.8	-1.4%	+4.1%	-1.4%	+4.1%

- Organic turnover decline of 1.4% (+4.1% at CER)
- Double-digit growth in sterile activities
- Sale of raw materials and compounding concepts stabilise, but decrease compared to Q3 2016

Summary

- ✔ Solid performance, driven by organic growth in all key regions
- ✔ Backlog at external laboratories in Europe will largely be solved in Q1 2018
- ✔ Buy and build strategy continued and emphasized
- ✔ Going forward positive about growth opportunities in various markets Fagron is active in



FagronLab® - capsule filling machine

Q&A



fagron.com

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.