



Company profile

Dermapharm is a fast-growing manufacturer of branded pharmaceuticals and other healthcare products. Founded in 1991, the company is based in Grünwald near Munich. In addition to the main site in Brehna near Leipzig, Dermapharm operates further production, development and sales sites within Europe, primarily in Germany. Dermapharm currently employs more than 3,404 people worldwide.

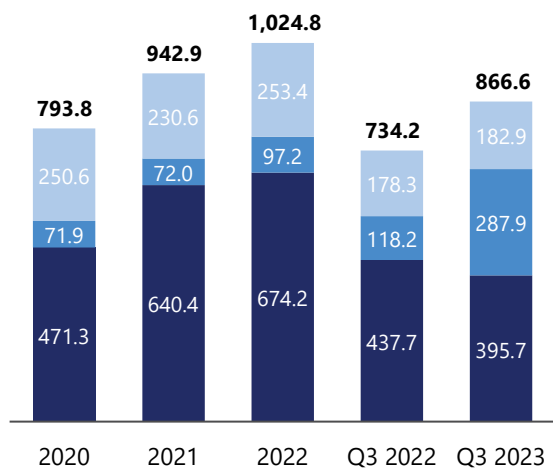
Reasons to invest

1. Clear focus on Germany as a quality location
2. High-growth pharmaceutical manufacturer in selected, profitable niche markets
3. In-house R&D competence
4. Pipeline with >60 ongoing development projects
5. Successful track record in acquisitions
6. Expansion of international presence

Key figures (IFRS)¹

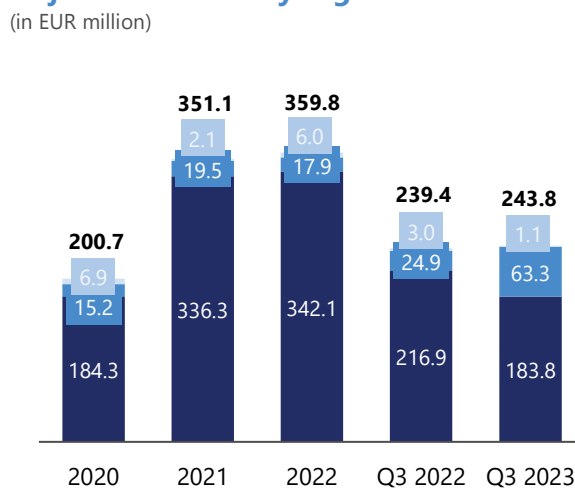
| | | 9M 2023 | 9M 2022 | 2022 | 2021 | 2020 |
|---------------------------------|-------------|---------|---------|---------|-------|-------|
| Revenue | EUR million | 866.6 | 734.3 | 1,024.8 | 942.9 | 793.8 |
| Adjusted EBITDA | EUR million | 243.8 | 239.4 | 359.8 | 351.1 | 200.7 |
| Adjusted EBITDA-margin | % | 28.1 | 32.6 | 35.1 | 37.2 | 25.3 |
| Unadjusted EBITDA | EUR million | 208.4 | 231.9 | 331.3 | 354.4 | 184.5 |
| Unadjusted EBITDA-margin | % | 24.0 | 31.6 | 32.3 | 37.6 | 23.2 |
| Operating income | EUR million | 145.9 | 166.9 | 243.7 | 298.5 | 136.9 |
| Earnings before taxes | EUR million | 101.7 | 159.5 | 216.3 | 293.0 | 125.3 |
| Profit or (loss) for the period | EUR million | 63.9 | 103.5 | 132.6 | 208.9 | 85.9 |
| Earnings per share | EUR | 1.21 | 1.94 | 2.49 | 3.89 | 1.59 |

Revenue by segments (in EUR million)



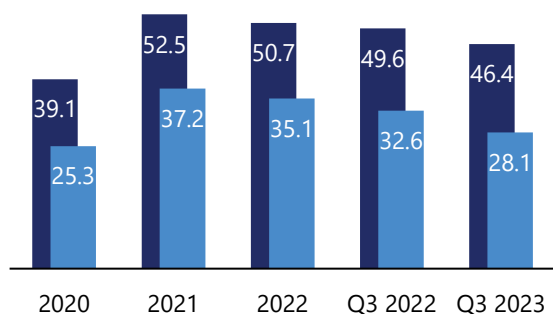
■ Branded pharmaceuticals and other healthcare products, since H1 2023: Branded pharmaceuticals
 ■ Herbal extracts, since H1 2023: Other healthcare products
 ■ Parallel import business

Adjusted EBITDA by segments (in EUR million)



■ Branded pharmaceuticals and other healthcare products, since H1 2023: Branded pharmaceuticals
 ■ Herbal extracts, since H1 2023: Other healthcare products
 ■ Parallel import business

Adjusted EBITDA margin (in per cent)



■ Branded pharmaceuticals and other healthcare products, since H1 2023: Branded pharmaceuticals
 ■ Dermapharm Group

2023 guidance

Group Revenue:

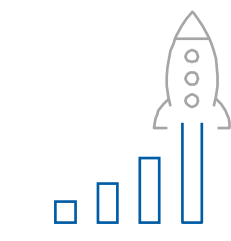
EUR 1,080 million to EUR 1,110 million

vs. previous year (EUR 1,024.8 million)

Adjusted Group EBITDA:

EUR 300 million to 310 million

vs. previous year (EUR 359.8 million)



¹The prior-year figures have been adjusted to reflect the change in the segment structure.



Dermapharm reports in three segments

Branded pharmaceuticals

With more than 380 active pharmaceutical ingredients, Dermapharm markets more than 1,200 drug approvals. The range of medicinal products, medical devices and food supplements is specialised in selected therapeutic areas in which Dermapharm occupies a leading market position, particularly in Germany.

Other healthcare products

In the "Other healthcare products" segment, Dermapharm owns a globally leading manufacturer of plant extracts and herbal active ingredients for the pharmaceutical, nutraceutical, food, and cosmetics industry with its Spanish subsidiary Euromed S.A. and the market leader for dronabinol in Germany with Candoro Ethics. In January 2023, the segment was complemented by Arkopharma, the market leader for natural food supplements in France.

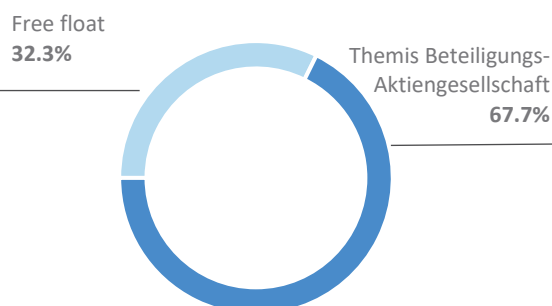
Parallel import business

Dermapharm's business model also includes a "parallel import business" segment, which is operated under the "axicorp" brand. Based on turnover, axicorp was one of the five parallel importers with the highest turnover in Germany in 2022.

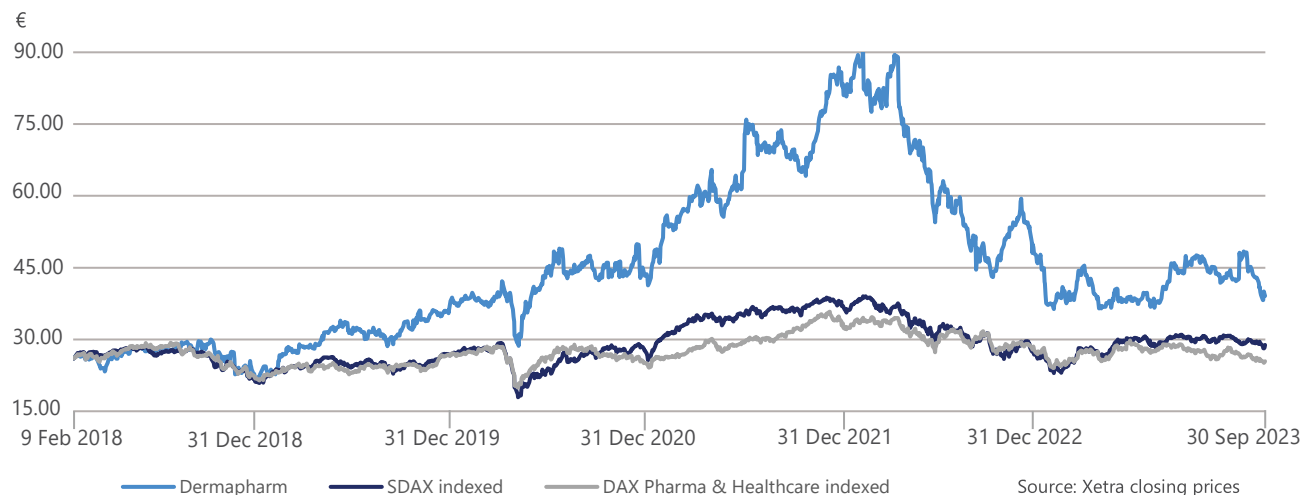
Facts about Dermapharm Share

| | |
|---------------------------------|-----------------------|
| Ticker symbol: | DMP |
| Ticker Symbol Bloomberg: | DMP:GR |
| Ticker Symbol Reuters: | DMPG.DE |
| WKN ISIN: | A2GS5D DE000A2GS5D8 |
| Number of shares: | 53.84 million |
| IPO: | 9 February 2018 |

Shareholder structure (Status: 30 September 2023)



Dermapharm share in comparison



Financial calendar 2024

28 March 2024

Publication of Annual Report 2023

15 May 2024

Publication of Q1 Quarterly Report

05 June 2024

Annual General Meeting

Notice:

This publication contains various statements concerning the future development of the Dermapharm Group. These statements are based on both assumptions and estimates. Our assumptions involve risks and uncertainties that could cause actual results to differ materially from those anticipated. There are no plans to update the forward-looking statements. Throughout this publication, apparent differences may occur due to mathematical rounding during addition.