

# FACTSHEET FY 2023



49  
development  
projects\*



> 400  
pharmaceutical  
ingredients\*



> 1,300  
marketing  
authorisations\*



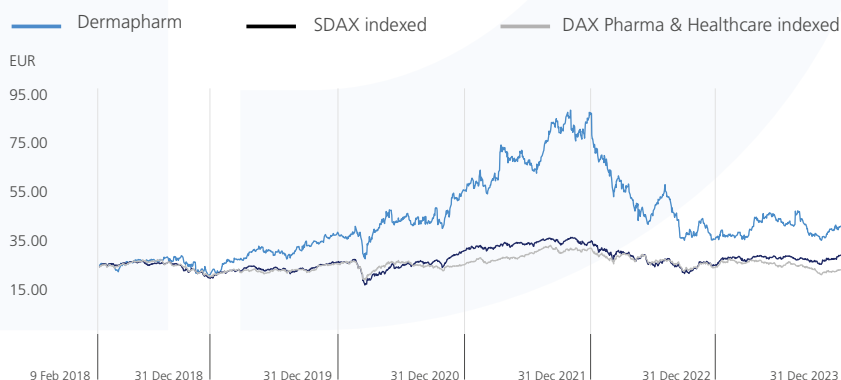
3,497  
employees  
worldwide\*

\* Figures: Status 31 Dec 2023

## KEY FIGURES (IFRS)<sup>1</sup>

		2023	2022	2021	2020	2019
Revenue	EUR million	1,135.4	1,024.8	942.9	793.8	700.9
Adjusted EBITDA	EUR million	310.2	359.8	351.1	200.7	177.6
Adjusted EBITDA-margin	%	27.3	35.1	37.2	25.3	25.3
Unadjusted EBITDA	EUR million	280.3	331.3	354.4	184.5	168.5
Unadjusted EBITDA-margin	%	24.7	32.3	37.6	23.2	24.0
Operating income	EUR million	182.9	243.7	298.5	136.9	119.5
Earnings before taxes	EUR million	106.0	216.3	293.0	125.3	110.1
Profit or (loss) for the period	EUR million	60.5	132.6	208.9	85.9	77.8
Earnings per share	EUR	1.16	2.49	3.89	1.59	1.43

## DERMAPHARM SHARE IN COMPARISON



Source: Xetra closing prices

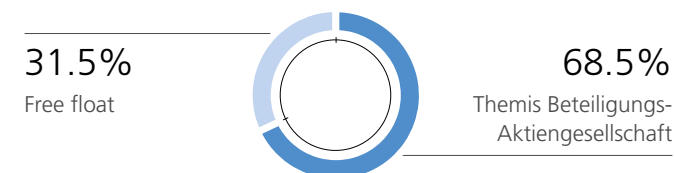
## COMPANY PROFILE

**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 Sandersdorf-Brehna near Leipzig, Dermapharm operates further production, development and sales sites within Europe, primarily in Germany. Dermapharm currently employs more than 3,497 people worldwide.

## REASONS TO INVEST

- 01** Clear focus on **Europe** as a quality location
- 02** **High-growth pharmaceutical manufacturer** in selected, **profitable niche markets**
- 03** In-house **R&D competence**
- 04** Pipeline with **49 ongoing development projects**
- 05** **Successful track record** in acquisitions
- 06** Expansion of **international presence**

## SHAREHOLDER STRUCTURE



## FINANCIAL CALENDAR 2024

Publication of Annual Report 2023	28 March 2024
Publication of Q1 Quarterly Report	15 May 2024
Annual General Meeting	27 June 2024
Publication of the 2024 Half-Year Report	27 August 2024
Publication of Q3 Quarterly Report	14 November 2024

## CONTACT

### Dermapharm Holding SE

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### 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.*

## FACTS ABOUT DERMAPHARM SHARE

Ticker symbol	DMP
Ticker Symbol Bloomberg	DMP:GR
Ticker Symbol Reuters	DMPG.DE
WKN	A2GS5D
ISIN	DE000A2GS5D8
Number of shares	53.84 Mio.
IPO	09 February 2018
Stock Exchange	Regulated Market (Prime Standard) of the Frankfurt Stock Exchange

<sup>1</sup> The prior-year figures have been adjusted to reflect the change in the segment structure

THE THREE SEGMENTS OF DERMAPHARM HOLDING SE (INTEGRATED BUSINESS MODEL)



**Branded pharmaceuticals**

With more than 400 active pharmaceutical ingredients, Dermapharm markets more than 1,300 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.

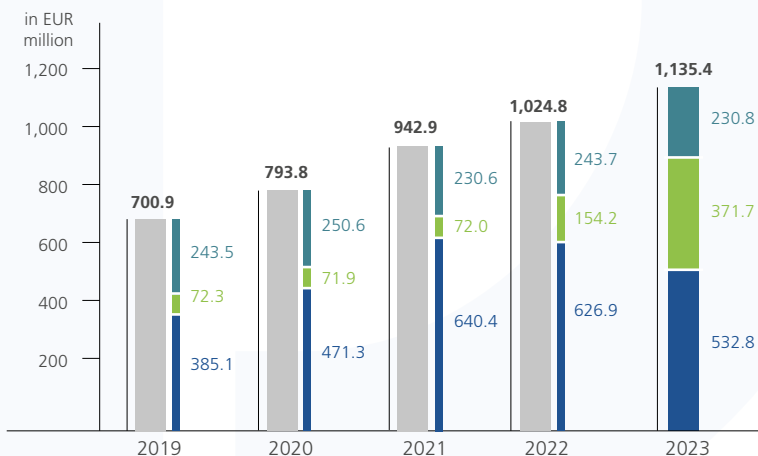
**Other healthcare products**

In the “Other healthcare products” segment, Dermapharm mainly combines herbal extracts, nutritional supplements, herbal medicinal products and cosmetics as well as medical devices. The French company Arkopharma, the market leader for natural OTC products and food supplements in France, has been part of this segment since January 2023.

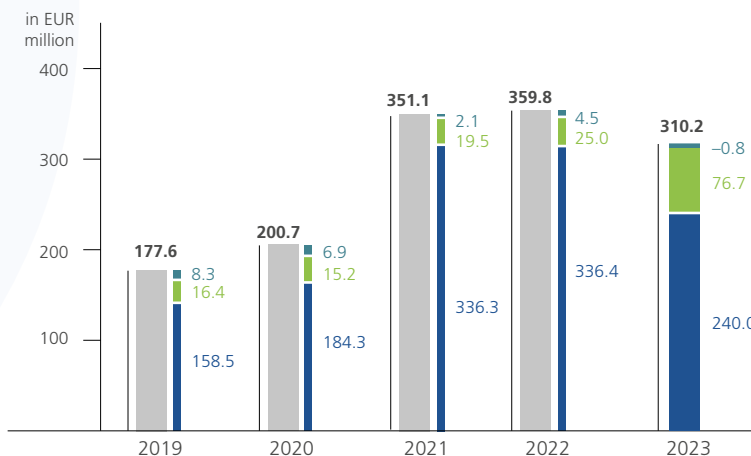
**Parallel import business**

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 six parallel importers with the highest turnover in Germany in 2023.

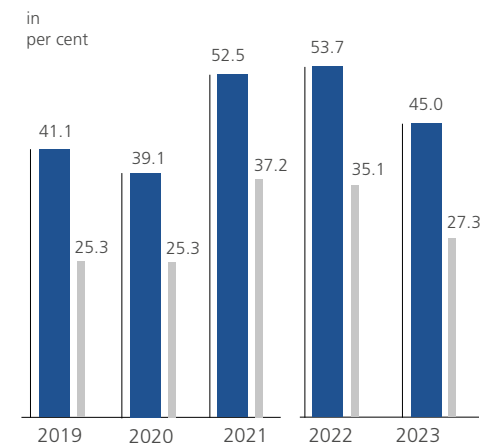
**REVENUE BY SEGMENTS**



**ADJUSTED EBITDA BY SEGMENTS**



**ADJUSTED EBITDA MARGIN**



**2024 GUIDANCE:**

Group Revenue **EUR 1,170 million to EUR 1,210 million** vs. previous year (EUR 1,135.4 million)

**2024 GUIDANCE:**

Adjusted Group EBITDA **EUR 305 million to EUR 315 million** vs. previous year (EUR 310.2 million)

Branded pharmaceuticals (since 2023, before Branded pharmaceuticals and other healthcare products) | Other healthcare products (since 2023, before Herbal extracts) | Parallel import business | Total

<sup>1</sup> The prior-year figures have been adjusted to reflect the change in the segment structure