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# Welcome to the Media + Analysts' Conference



Zurich, March 14, 2017

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- 1. Highlights**
- 2. Facts & Figures**
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# Highlights

- Sharp increase in sales to CHF 717.7 million, 49.3% increase in CHF (+47.3% in LC)
- EBITDA CHF 104.2 million (+30.1%) before and 96.7 million after integration costs
- Net profit of CHF 27.9 million below prior year due to integration costs, higher financing costs and tax expense vs. tax benefits in former years
- Post merger integration process of BASF's CMO-/API-business including 3 sites completed
- New plant in Zofingen put into operation
- The Nantong facility received approval for large-scale production. First commercial batches delivered
- Outlook
  - High single-digit sales growth
  - EBITDA double-digit growth

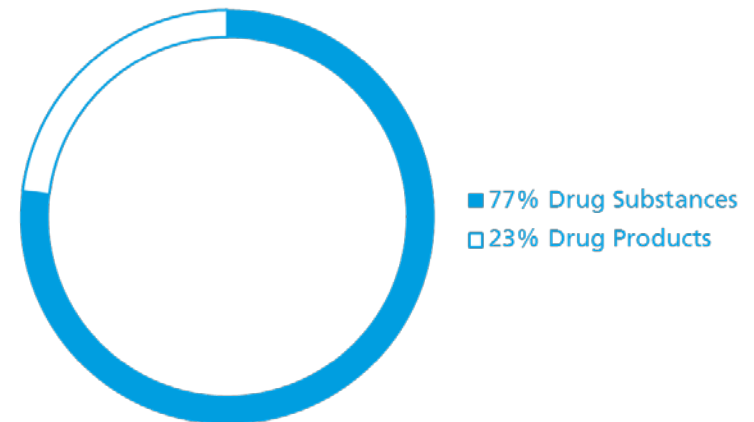
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# Net sales

CHF million	2016	2015	Change CHF (LC)
Drug Substances	557.9	333.2	+67.5% (+65.4%)
Drug Products	159.8	147.4	+8.4% (+6.3%)
<b>Total</b>	<b>717.7</b>	<b>480.6</b>	<b>+49.3% (+47.3%)</b>

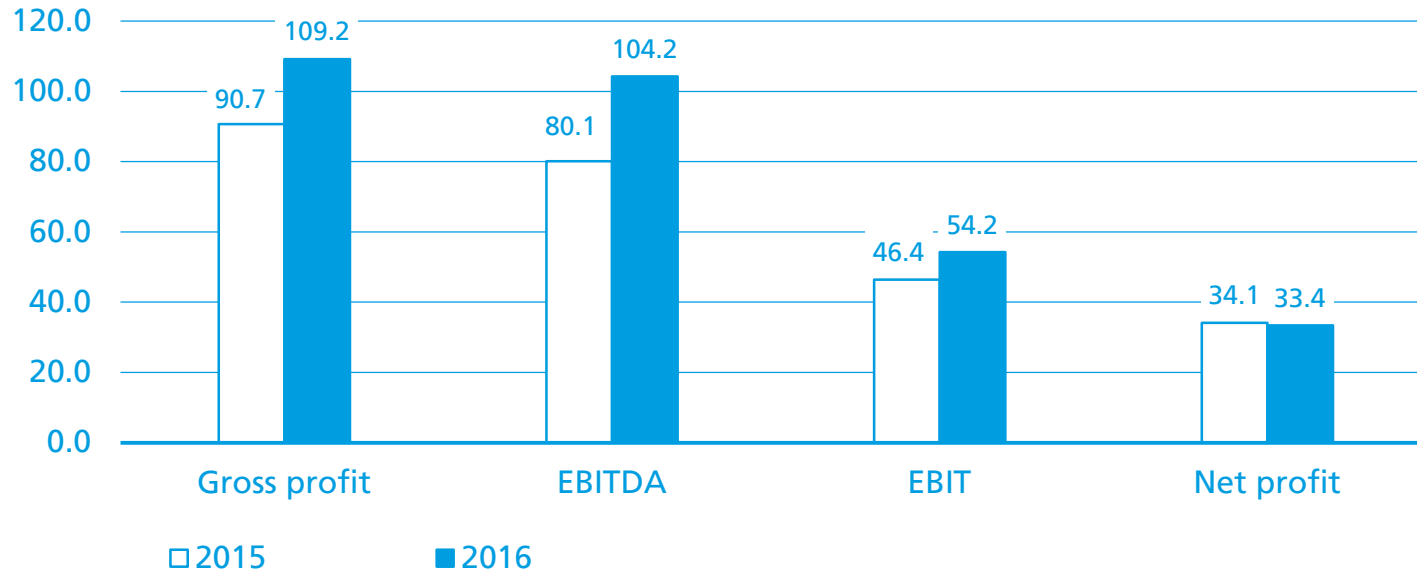
## Comments

- Organic sales growth with 6.7% above market
- Drug Substance growth driven by acquisition effect of former BASF business.
- Drug Products: strong growth of sterile business.



# Significant increase in operating profits

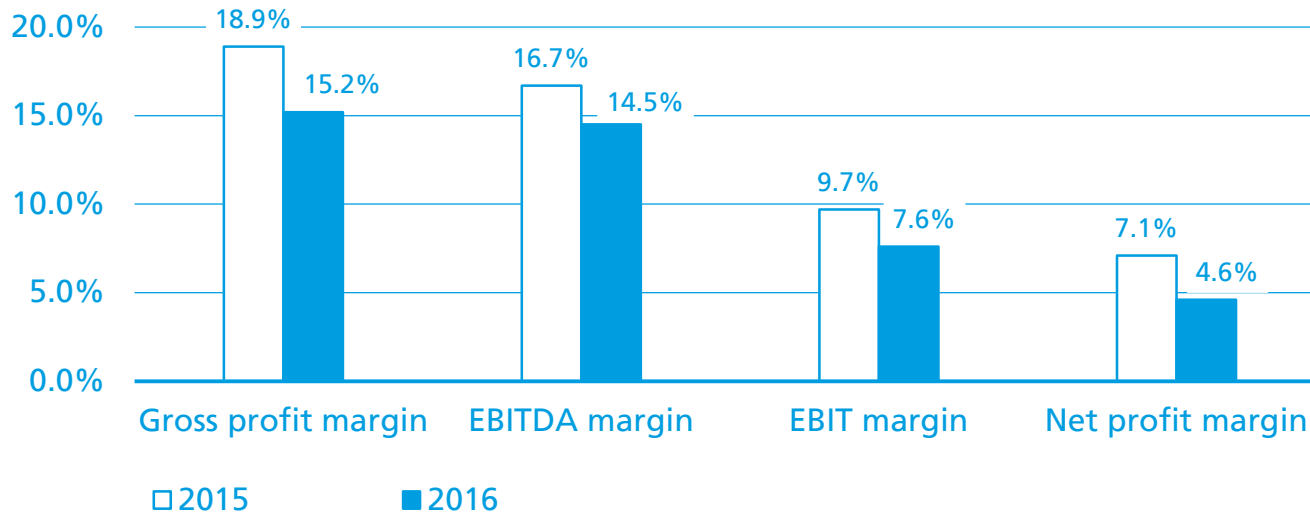
In Mio. CHF



- Non-recurring integration costs were CHF 7.5m on EBITDA and EBIT level (2015 CHF 3.0m)
- This leads to the reported EBITDA of CHF 96.7m
- Higher tax expense and financing costs led to only slight reduction in net profit.

# Dilution of operating margins due to acquisition

In %



- Dilutive effect from acquisition on operating margins (BASF API and supply business)
- Negative impact on net profit margin due to higher financial expenses and termination of capitalization of tax losses (NOLs)
- Target range of 15 – 20% EBITDA margin to be achieved from 2018 on



# P&L

CHF million	2016	2015
<b>Net sales</b>	<b>717 729</b>	<b>480 571</b>
Cost of goods sold	– 608 509	– 389 919
<b>Gross profit</b>	<b>109 220</b>	<b>90 652</b>
Marketing and sales costs	– 16 028	– 13 041
Research and development costs	– 21 193 <sup>**</sup>	– 23 289
Admin and general overhead costs	– 31 488	– 23 311
Other operating income	6 239	12 423
Share of result of associates	– 36	– 33
<b>Operating profit (EBIT)</b>	<b>46 714<sup>*</sup></b>	<b>43 401</b>
Financial Result	– 11 981	– 6 350
Tax result	– 6 827	2 049
<b>Net profit</b>	<b>27 906</b>	<b>39 100</b>
EPS	7.18	9.89
EPS diluted	7.04	9.76

- Increase in General Admin due to integration costs (TSA with BASF)
- Positive tax result 2015 due to capitalization of tax losses

\* EBIT before integration costs CHF 54.2 million    \*\*after subtraction of R&D expenses allocated to sold products

# Significant improvement of operating cash flow

CHF million	2016	2015
Operating Cashflow before changes in NWC	95 907	65 025
Change in NWC	-38 794	-41 950
<b>Operating Cashflow</b>	<b>57 113</b>	<b>23 075</b>
Purchase of PPE and intangibles (net)	- 68 287	- 89 370
Acquisitions	2 157	- 160 361
Other investing activities	368	- 3 105
<b>Cashflow for investing activities</b>	<b>- 65 762</b>	<b>- 252 836</b>
<b>Cashflow from financing activities</b>	<b>7 895</b>	<b>238 173</b>
Treasury shares	-13 242	-14 195
<b>Net change in cash</b>	<b>- 13 996</b>	<b>- 5 783</b>

- Significant increase in operating cash flow before and after changes in NWC. Increase in NWC driven by high sales in Q4 2016 and high A/R position at year-end; on the other hand reduction of inventories.
- Reduction of PPE compared to 2015; PPE according investment plan. Still mainly driven by Nantong and new production building in Zofingen.
- Placing of second public hybrid in October 2016 in the amount of CHF 160m to repay bank debt; increase in own shares to cover conversion of RAG Convertible Hybrid Bond.
- Net Debt/EBITDA ratio 0.6 and Equity Ratio 65% end of December 2016.

# Pay-out – proposal to the AGM on April 20, 2017

- The Board of Directors proposes a pay-out from the capital contribution reserves of CHF 2.00 per share (2016: CHF 1.80 per share) to the AGM on April 20, 2017 (in total appr. CHF 8.0m).
- Pay-out from capital contribution reserve, tax free.
- Remaining capital contribution reserve of CHF 92.5 for future tax free pay-outs.

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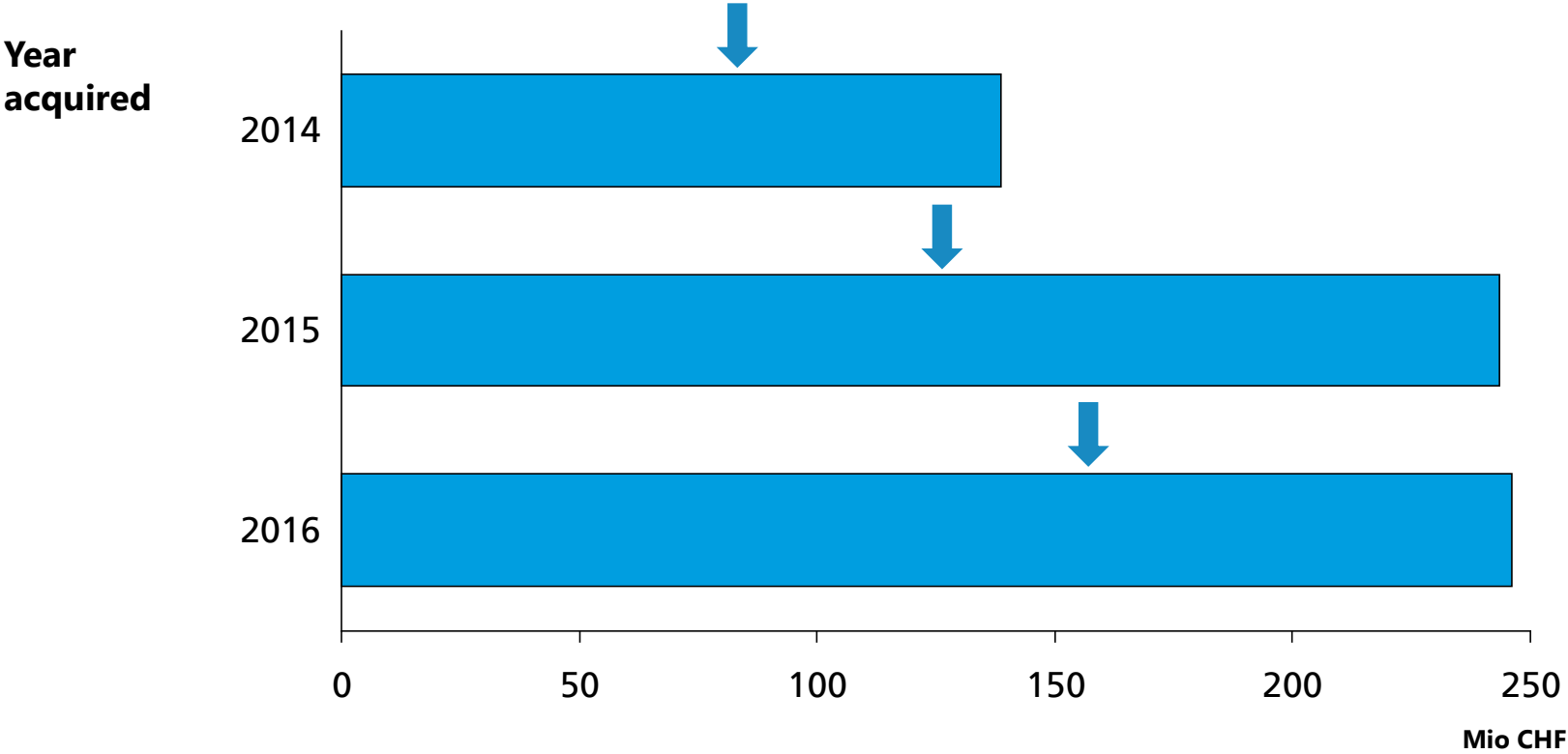
# Siegfried's new production network offers an unique combination of flexibility and integration on a global base



DS: Drug Substances (API)  
DP: Drug Products

# New offers at record level

## Sales potential new projects\*



\*For 5 years (2017-2021).

↓ = after risk adjustment

# Siegfried's EVOLVE strategy for 2016–2020: Siegfried will further enhance its pure-play CDMO business model

## Fields of action

Growth

- **Strengthen offerings:**
  - Expand global solid drug product footprint
  - Expand overall presence with own production facilities (e.g. US)
  - Enhance development setup
- **Grow within value chain of existing business:**
  - Reach critical size in drug product sector
  - Backward integration
- **Diversify into adjacent new business**
  - Enhance technology base (micronization, lyophilization, spray drying, additional high-potent manufacturing capabilities)



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## Outlook

The Siegfried Group expects

- high single-digit sales growth
- Double-digit growth of EBITDA
- improved EBITDA margin

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**Thank you  
for your  
attention**