



## Press Release

### STADA lays the groundwork for sustainable growth

- **Refined strategy**  
**“Ready for Change – Delivering Growth” specified**
- **Initiatives and main drivers for guidance 2019 presented at the Capital Markets Day**

Frankfurt am Main, October 5, 2016 – At its fourth Capital Markets Day, STADA Arzneimittel AG specified the refined company strategy and introduced details on the planned business development in the two reporting segments Generics and Branded Products. Also presented were a broad range of initiatives that the company intends to use to leverage more growth and profitability, generate greater value for STADA’s stakeholders over the long term and to achieve the goals for the year 2019 presented at the beginning of July. The company had previously announced its plans to increase Group sales of Euro 2.11 billion reached in 2015 to Euro 2.6 billion by 2019. In the same period, the adjusted EBITDA will be increased from Euro 389.4 million to Euro 510 million and adjusted net income from Euro 165.8 million to Euro 250 million.<sup>1</sup>

In his presentation, Chief Executive Officer Dr. Matthias Wiedenfels mainly focused on the company’s repositioned corporate culture and the changed corporate structure. “STADA is well on track to a successful future. We have already achieved a great deal in a short period of time: we have a strong starting position for leveraging the tremendous potential of the STADA Group for our investors, customers and employees. With our new structure, we

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<sup>1</sup> The STADA growth forecast is based in particular on the following assumptions:

- primarily organic sales growth in the segments of Generics and Branded Products
- no significant disposals with an effect on sales and earnings
- forward projection of current currency relations, the current interest rate levels and largely unchanged tax framework conditions in the countries where STADA has Group companies
- forward projection of current regulatory conditions in markets relevant for STADA
- Guidance range: +/- 5 percent



have established the necessary transparency and clear areas of responsibility. And with the enhanced focus on entrepreneurship, knowledge sharing and open dialog, we are consistently aligning our corporate culture to our new aspiration: delivering sustainably profitable growth”, commented Dr. Wiedenfels.

In his presentation at the event in Frankfurt am Main, Helmut Kraft, STADA’s Chief Financial Officer, focused on the main drivers with which STADA intends to achieve its guidance for 2019. “In terms of Group sales, we target a CAGR of 5 percent. In the Generics business we expect a CAGR of 3 percent and for Branded Products of 8 percent. With the initiated efficiency measures, we also want to further enhance profitability”, said Kraft.

In his presentation, Luc Slegers, Executive Vice President Generics, emphasized that the generics area for which he is responsible will continue to be a core business of STADA in the future. Growth potential for the business can be found primarily in the expansion into less regulated markets and in the expansion of the biosimilars portfolio.

Dieno George, who as Executive Vice President is responsible for the branded products business, used various examples to explain why this area will continue to grow significantly in the future. Especially the increased internationalization of attractive branded products offer additional opportunities for the Group that will allow it to benefit to a disproportionately high degree thanks to its considerable strength in sales.

Overall, the Executive Board emphasized at the Capital Markets Day that it intends to maintain the fast pace of change set in recent months when it comes to capitalizing on the numerous initiatives to improve performance.

All of the presentations shown at the Capital Markets Day are available on STADA’s website under Investor Relations at [www.stada.com/cmd2016](http://www.stada.com/cmd2016).



Additional information for analysts:

STADA Arzneimittel AG / Investor Relations / Stadastraße 2–18 / 61118 Bad Vilbel – Germany /  
Tel.: +49 (0) 6101 603-113 / Fax: +49 (0) 6101 603-215 / E-mail: [ir@stada.de](mailto:ir@stada.de)

Additional information for journalists:

STADA Arzneimittel AG / Media Relations / Stadastraße 2–18 / 61118 Bad Vilbel – Germany /  
Tel.: +49 (0) 6101 603-165 / Fax: +49 (0) 6101 603-215 / E-mail: [press@stada.de](mailto:press@stada.de)

Or visit us in the Internet at [www.stada.com](http://www.stada.com).

Executive Board: Dr. Matthias Wiedenfels (Chairman) / Helmut Kraft  
Chairman of the Supervisory Board: Carl Ferdinand Oetker