



## Press release

### STADA continues to grow strongly during challenging times

- STADA achieved 16% growth in reported Group sales to EUR 1.47 billion in the first half of 2020, with a 14% rise in adjusted EBITDA<sup>1</sup> to EUR 337 million, compared to the first half of 2019.<sup>2</sup>
- Reliable supplies of medicines throughout the pandemic, along with a constant flow of business-development transactions, bear testament to STADA's purpose of caring for people's health as a trusted partner.
- CEO Peter Goldschmidt: "Our above-market sales and earnings increase reflects the consistent implementation of our One STADA for Growth strategy. The strong commitment and entrepreneurship of our employees are the base of our success."

**Bad Vilbel, August 26, 2020** – STADA continues to strengthen its role of being a reliable partner to patients, healthcare professionals and customers, also during the coronavirus crisis. In line with the company's purpose of caring for people's health as a trusted partner, its dedicated employees worked with great agility and persistence to keep supplying medicines, such as by raising production volumes significantly as the pandemic took hold in March. To fulfil STADA's purpose and act in line with the core value of Integrity, the main priority was caring for the health and safety of employees, their families and friends, and the company's partners.

Despite the difficult operating environment created by the coronavirus pandemic, which has reduced growth rates across the pharma industry, STADA showed a 16%

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<sup>1</sup> EBITDA adjusted for special items

<sup>2</sup> For more detailed financial information please see the half year report as published on:

<https://www.stada.com/investor-relations/financial-publications/financial-reports>.

All information mentioned in this press release refer to the STADA Arzneimittel AG and its direct and indirect subsidiaries, but do not include any information of any holding companies of STADA Arzneimittel AG such as Nidda Healthcare GmbH.

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increase in reported Group sales to EUR 1.465 billion in the first half of 2020, with an organic sales growth of 9%.

Especially the second quarter was tough as markets saw sharp declines, particularly in countries in which patients typically pay out-of-pocket. These declines were due to the Covid 19 outbreak leading to significantly fewer people and patients having visited pharmacies, doctors and hospitals, as well as the reversal of forward-buying. However, STADA's comprehensive and diverse portfolio is, on the whole, standing up well to the challenging market conditions.

In line with STADA's strategy of portfolio acceleration, recent acquisitions – such as the former Takeda product portfolio in Russia and the CIS, Walmark with its consumer healthcare business in Central & Eastern Europe, the FERN-C brand in the Philippines – complemented the Group's 9% organic sales growth. Integration of these acquisitions is progressing successfully.

STADA continues to evaluate a broad range of business-development opportunities, in line with fostering an entrepreneurial mindset. STADA is also investing in its production network, such as by expanding the centre of excellence for producing vitamins, minerals and supplements in Třnec, Czech Republic, that the company gained by acquiring Walmark.

EBITDA adjusted for special items rose by 14% to EUR 337 million as STADA implemented ongoing efficiency measures, especially in production and in marketing and sales. Furthermore, the company continues to take key consumer healthcare brands such as Zoflora into more markets internationally while bolstering brands with targeted line extensions and dedicated digital marketing campaigns.

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STADA CEO Peter Goldschmidt: "Our above-market sales and earnings increase in the first half of 2020 reflects the consistent implementation of our One STADA for Growth strategy. The strong commitment and entrepreneurship of our employees are the base of our success. Our Purpose und Values are creating a strong corporate culture that underpins our future success. This was evident from the impressive engagement levels with recent employee surveys that found 9 out of 10 employees are proud to work for STADA and are confident that the company will emerge strongly from the coronavirus crisis as One STADA. However, given the ongoing negative effects of the coronavirus pandemic, we must continue to show high levels of agility and commitment to remain on our growth course during the second half of 2020."

#### **About STADA Arzneimittel AG**

STADA Arzneimittel AG is headquartered in Bad Vilbel, Germany. The company focuses on a two-pillar strategy consisting of generics, including specialty pharmaceuticals and non-prescription consumer health products. Worldwide, STADA Arzneimittel AG sells its products in approximately 120 countries. In financial year 2019, STADA achieved adjusted group sales of EUR 2,608.6 million and adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR 625.5 million. As of December 31, 2019, STADA employed 11,100 people worldwide.

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