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Zur Rose Group

Q3 2017 Trading Update

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Agenda

Highlights

Business Update

Financial Update

Outlook



Highlights

Highlights Q3 2017

Strong performance in Q3

Zur Rose Group (Q3: +15.4%)

- Strong growth in Q3 lifts 9M 2017 sales growth rate to +9.9% (9.8% in local currencies)
- Acquisition of Eurapon Pharmahandel GmbH strengthens market leadership in Germany

Switzerland (Q3: +7.5%)

- B2B: +8.1% Q3 sales growth
- B2C: Return to growth mode in Q3: +5.6%

Germany (Q3: +18.4%)(1)

- OTC: +38.7% Q3 sales growth
- Rx: Acceleration of sales growth to +14.5% in Q3

Note: 1 All figures for Segment Germany in local currency



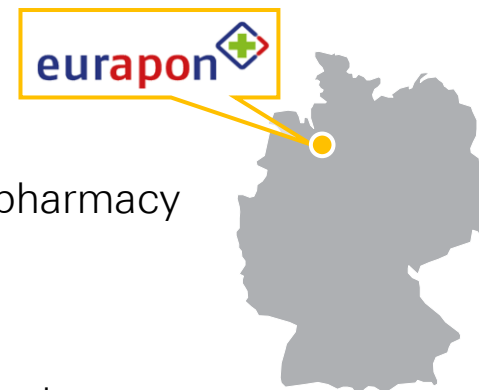
Business update

Highlights Group

Cooperation with Eurapon and acquisition of Eurapon Pharmahandel GmbH further strengthens position as market leader in Germany

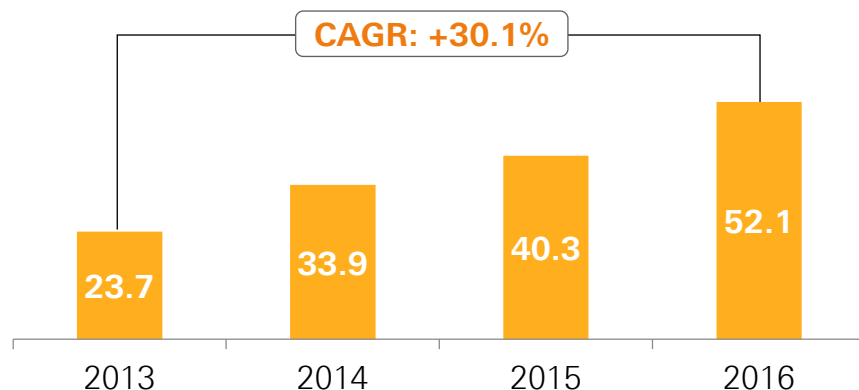
Acquisition of Eurapon Pharmahandel GmbH⁽¹⁾

- Eurapon Pharmahandel GmbH provides services to Eurapon e-commerce pharmacy
- Eurapon is a fast growing, OTC focused business in Germany
- Closing of transaction is envisaged within 2017
- Further strengthens market leadership in Germany
- Plan to transition Eurapon e-commerce pharmacy business to the Netherlands



Eurapon with dynamic growth profile

Sales in EURm



Largest e-commerce pharmacy in Germany

(Sales multiplier vs. #2 player, 2016)⁽²⁾



Note: 1 The transaction is subject to merger control clearance | **2** Sales based on FY2016 financials

Highlights Segment Switzerland

Strong B2B performance; B2C back to growth mode

B2B

B2C

Performance

Operational performance

- Further acceleration of sales growth in B2B Business:
- Q3 17 growth rate: 8.1%
- 9M 17 growth rate: 6.0%

Operational performance

- End of sales decline effect caused by elimination of low margin activities within the Specialty Care Business
- Back on track with +5.6% Q3 sales growth yoy in B2C Business

Highlights

Medbase cooperation

- Successful transition of medbase self-dispensing practices to Zur Rose customer base

KPT cooperation

- Cooperation with one of the 10 largest health insurers in Switzerland
- First managed care insurance model with Zur Rose as exclusive supplier for pharmaceuticals in non self-dispensing cantons

Shop-in-Shop

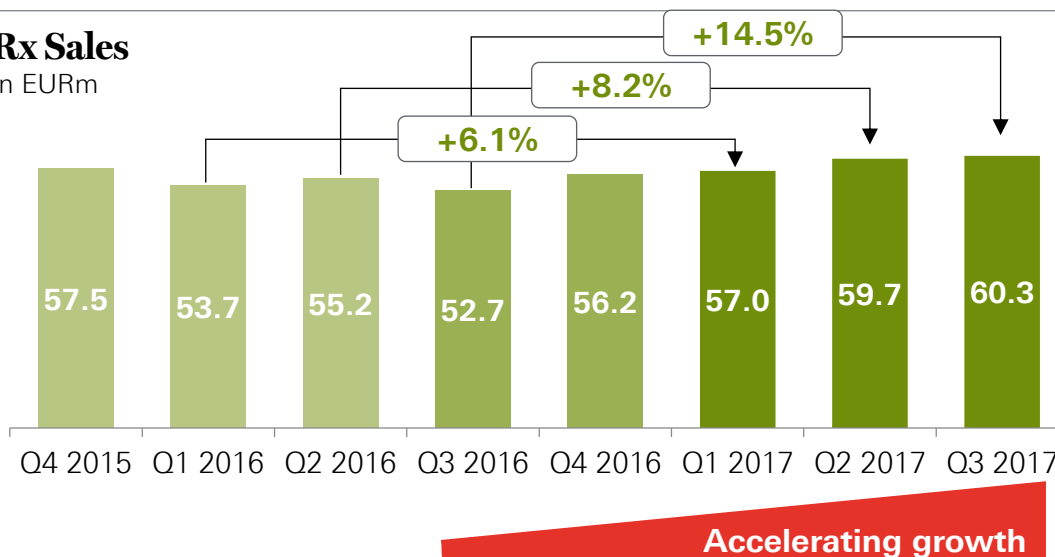
- Launch of first Shop-in-Shop pharmacy in Bern

Highlights Segment Germany

Continued growth in Germany (DocMorris)



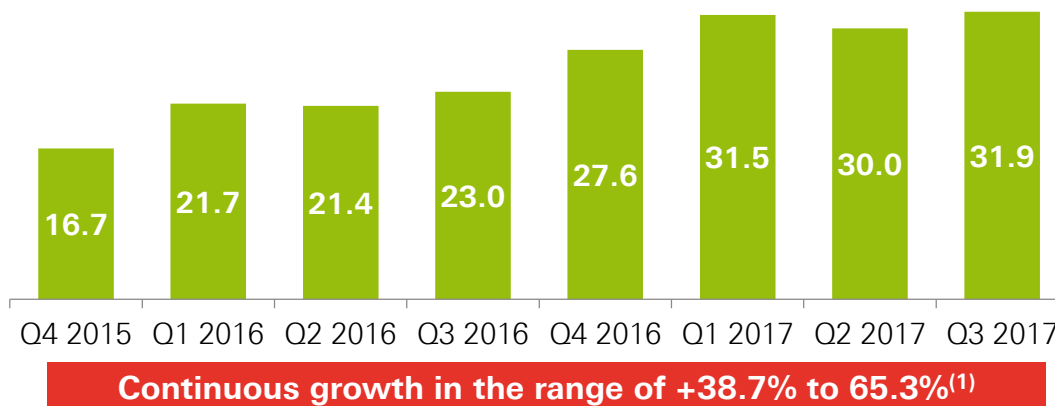
Rx Sales
In EURm



- Accelerated growth in Rx lifting nine months growth rate to +9.6%
- Successful marketing campaign and increased basis for repeat orders as drivers for growth



OTC Sales
In EURm



- OTC with continued high growth rates (+41.5% 9M 17)
- DocMorris (Rx and OTC combined) growing at +18.8% in the first nine months 2017 and +21.8% in third quarter

Note: 1 YoY sales growth compared to the respective quarter



Financial update

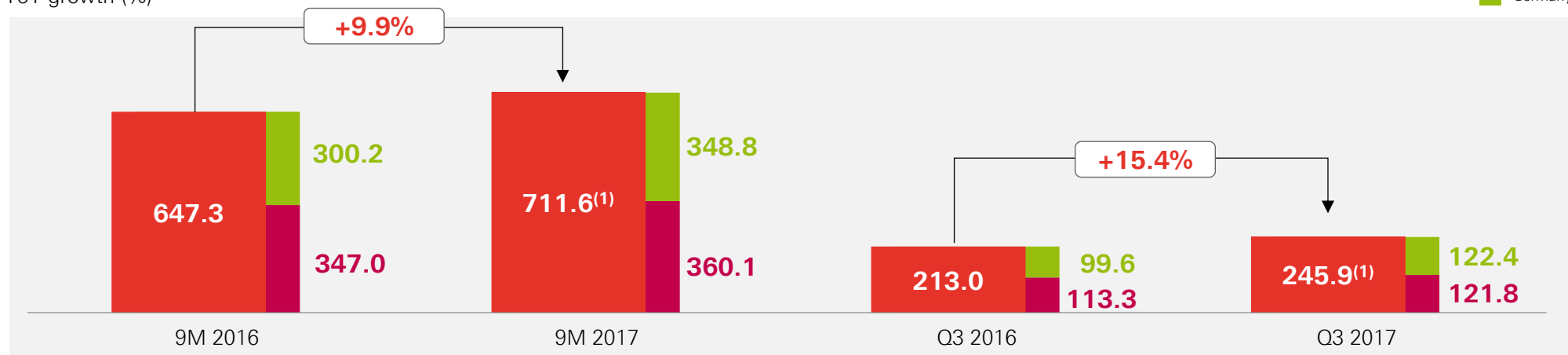
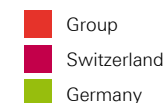
Zur Rose Group sales

Pick-up in momentum

Sales

9M/Q3 2016 vs 9M/Q3 2017, CHFm

YoY growth (%)



- Strong third quarter with group sales up +15.4% accelerates nine months growth rate to +9.9% (9.8% in local currencies)
- Growth in both segments
- Market positions solidified

Notes: 1 Including BlueCare sales of CHFm 2.7 (9M 17) and 1.6 (Q3 17)

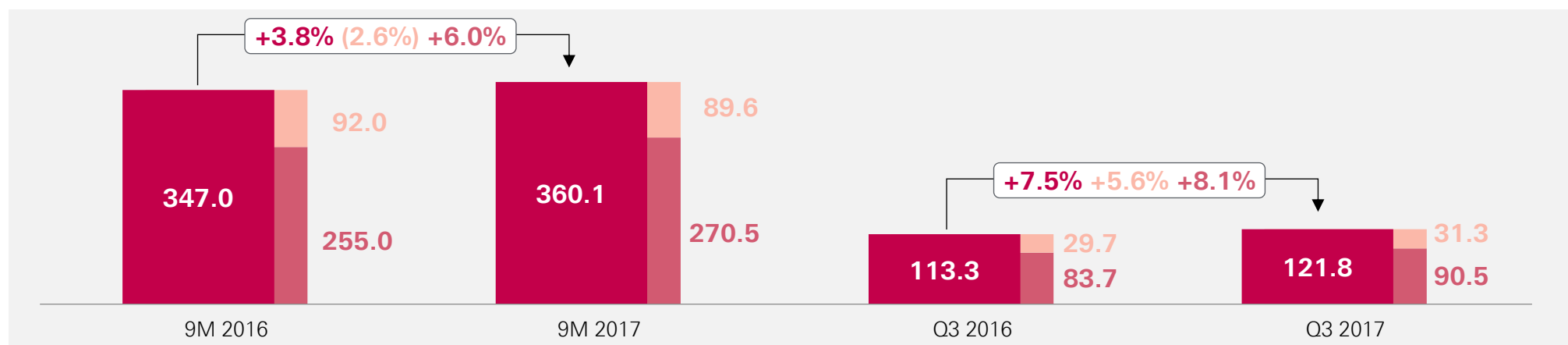
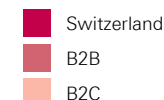
Segment Switzerland

Strong performance

Sales

9M/Q3 2016 vs 9M/Q3 2017, CHFm

YoY growth (%)



- B2B sales with further growth acceleration in Q3 (+8.1%)
- B2C sales back in growth mode after end of Specialty Care effect
- Strong overall performance in Q3 (+7.5%) leading to acceleration of nine months growth rate to +3.8%

Segment Germany

Acceleration of sales momentum

Sales (local currency)

9M/Q3 2016 vs 9M/Q3 2017, EURm
YoY growth (%)



- Further Rx sales growth acceleration to +9.6% (nine months) due to strong third quarter (+14.5%)
- Continued high growth rates in OTC sales
- Segment Germany sales up +16.0% in the nine months period

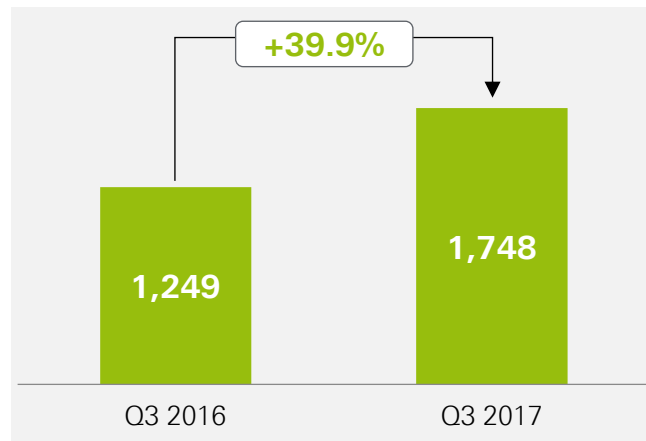
Notes: 1 Other sales include Zur Rose EU and wholesale sales

KPI's DocMorris

Accelerated fundamentals

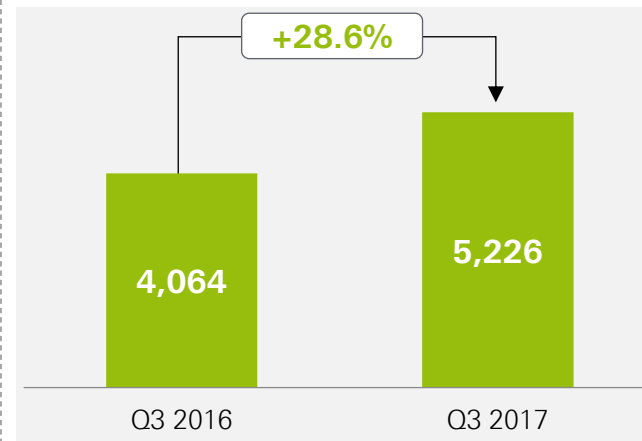
Active customers⁽¹⁾

In thousands
YoY growth (%)



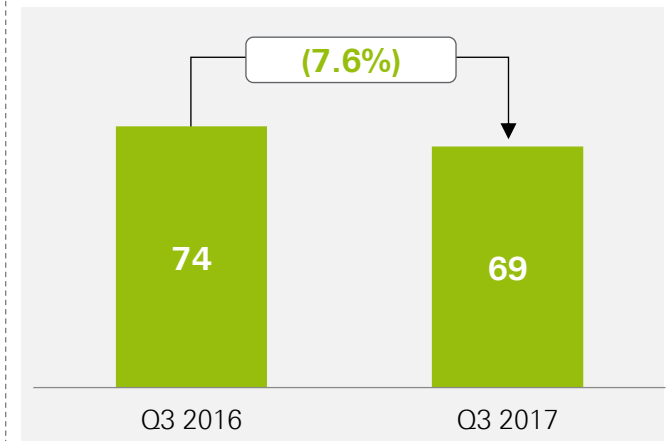
Number of orders

Last twelve months in thousands
YoY growth (%)



Basket size⁽²⁾

In EUR
YoY growth (%)



- Strong growth in active customers and number of orders
- More than five million orders for the first time
- Higher growth in OTC compared to Rx leading to declining basket size on aggregate level

Notes: 1 Last twelve months ending 30 September of the respective year | 2 Basket size equals average value of the purchase per order



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Outlook

Outlook

Group Outlook 2017

- Management confirms Group Outlook for 2017 and specifies that the expected sales growth rate of around +10% in local currencies results from organic growth.
- Acquisition of Eurapon Pharmahandel GmbH envisaged to be closed before the end of year. The acquisition will not have any effect on sales in 2017.

Outlook

Mid-Term financial targets (2021)

- Mid-term sales targets confirmed.
- Short-term Group EBITDA Guidance depending on recent and future acquisitions and growth opportunities. Taking advantage of mid-term profitable growth opportunities preferred over short-term EBITDA improvement. Mid-term Group EBITDA guidance of +4-5% maintained and confirmed.



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Q&A

Information

Investor Information

Listing:	SIX Swiss Exchange
Currency:	CHF
Ticker symbol:	ROSE
ISIN:	CH0042615283
Listing date:	6 July 2017

Contact Information

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Event Calendar

07 December 2017	Berenberg European Conference, Bagshot, UK
12 January 2018	Baader Helvea Swiss Equities Conference, Bad Ragaz, CH
24 January 2018	Sales 2017
21 March 2018	2017 Full Year Results
18 April 2018	Q1 Trading Update
24 May 2018	Annual General Meeting

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