

Frauenfeld, 16 July 2020



Press release

Zur Rose Group gives indications for half-year results

With a view to the announced capital increase resolved by the Board of Directors of Zur Rose Group AG, the Company gives the following indications for its half-year results:

The 2020 half-year results of the Company will be published on 19 August 2020. The Group expects consolidated revenues in the first half including medpex sales¹ to be CHF 810 Mio. which corresponds to a sales growth of 9.2 per cent in local currency terms year on year. In Switzerland, sales rose by 5.5 percent. While increased stockpiling due to the corona pandemic was noted in the first quarter, the reduced operation of many medical practices in April and May had a counteracting effect. In Germany, sales including medpex in local currencies increased by 8.5 per cent. In its core brands the Zur Rose Group's OTC business grew significantly, while sales of paper-based prescription medicines developed moderately due to the active reduction in marketing activities in the run up to the introduction of electronic prescriptions, which the Group is strategically focusing on and technically pioneering. In Germany, too, stockpiling in March led to lower sales growth in the second quarter. With strong growth of 90.5 per cent in local currency, the marketplace business in Europe developed very positively.

In addition, on 26 June 2020 the Zur Rose Group announced the acquisition of the Apotal Group with 2019 revenues of EUR 157 Mio. Including the customers of Apotal, the number of active customers² of the Zur Rose Group has increased more than 50 per cent from 6 million to over 9 million year on year.

At adjusted EBITDA level before expenditure on additional growth initiatives a slightly negative margin is expected. Based on that preliminary information, management reiterates the revenue growth target of around 10 per cent in 2020 (including medpex total annual sales) as well as the break even target at adjusted EBITDA level before expenditure on additional growth initiatives for the full year 2020.

¹ As the separation of the mail-order business has not yet been completed, in the first half-year of 2020 medpex had only a minor impact on the consolidated revenue of the Zur Rose Group.

² Customers which Zur Rose Group supplies either directly or via its partners, including the mail-order business of Apotal.

Revenue , in CHF thousands (unaudited)	1.1.-30.6.2020	1.1.-30.6.2019	Change
Zur Rose Group including medpex	809,988	771,272	5.0%
Zur Rose Group including medpex, in local currency			9.2%
Zur Rose Group	697,621	668,360	4.4%
Zur Rose Group, in local currency			8.1%
Markets			
Germany including medpex	490,770	480,085	2.2%
Germany including medpex, in local currency			8.5%
Germany	378,403	377,174	0.3%
Germany, in local currency			6.5%
Switzerland	288,757	273,583	5.5%
Rest of Europe	32,054	17,857	79.5%
Europe, in local currency			90.5%
Business models			
B2C including medpex	557,572	542,744	2.7%
B2C	445,205	439,833	1.2%
Professional Services	221,955	210,924	5.2%
Marketplace	32,054	17,857	79.5%

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Agenda

19 August 2020 Half-Year Results
21 October 2020 Q3 Trading Update

Zur Rose Group

The Swiss Zur Rose Group is Europe's largest e-commerce pharmacy and one of the leading medical wholesalers in Switzerland. It also operates the leading marketplace in southern Europe for consumer health, beauty and personal care products commonly sold in pharmacies. The company is internationally present with strong brands, including Germany's best-known pharmacy brand DocMorris. Zur Rose employs more than 1,800 people at sites in Switzerland, Germany, the Netherlands, Spain and France. In 2019 it generated revenue of CHF 1,569 million (including medpex) and has around seven million active customers in core European markets.

With its business model, the Zur Rose Group offers high-quality, safe and cost-effective pharmaceutical care. It is also characterized by the continuous further development of digital services in the field of drug management using AI-supported applications and new technology. Zur Rose is furthermore actively driving ahead its positioning as a comprehensive provider of healthcare services. By creating a digital healthcare platform – the Zur Rose ecosystem – it networks products and digital services from qualified providers. The contribution made by Zur Rose will be to take these offerings to customers and patients and to make a relevant selection. The aim is to provide people with a seamless accompaniment and empower them to manage their own health optimally using products and digital solutions.

The shares of Zur Rose Group AG are listed on the SIX Swiss Exchange (securities number 4261528, ISIN CH0042615283, ticker ROSE). For further information please see zurrosegroup.com.