



Press Release

STADA Delivers Strong First-Half 2019 Results

With reported sales growth of 11 percent in the first-half of 2019, STADA is performing well above the industry average.

- 11 percent sales growth and a significant 13 percent increase in adjusted EBITDA – growth driven by both the brands/OTC segment and the generics business
- Portfolio expansion and global partnerships in development and production accelerated, including significantly increasing capacity with a new 4 billion tablet facility in Vietnam
- CEO Peter Goldschmidt: “The focus on growth is at the heart of our corporate culture. This is fully embedded in our values and makes STADA a preferred employer and a long-term success.”

Bad Vilbel, August 14, 2019 – STADA continues to deliver significant growth by generating strong first-half 2019 results. Reported consolidated sales increased by 11 percent in the first-half of 2019 to EUR 1.26 billion (2018: EUR 1.14 billion). According to CEO Peter Goldschmidt, “It is particularly pleasing that STADA is growing strongly in both our core segments – brands /OTC and generics (including specialty pharmaceuticals).” Reported EBITDA increased by 7 percent to EUR 278 million (2018: EUR 261 million) in the reporting period. EBITDA adjusted for non-recurring effects – especially restructuring expenses – increased by 13 percent to EUR 295 million (2018: EUR 262 million) in the same period.

STADA saw high sales growth and a substantial gain in market share in key European markets including Germany, Great Britain, Italy, Spain, and France. The company also reported good growth in the regions of Northern and Eastern Europe as well as in Asia/the Middle East.

Executive Board: Peter Goldschmidt (CEO) / Mark Keatley / Miguel Pagan Fernandez
Supervisory Board Chairman: Dr. Günter von Au



STADA has continued to invest in production and supply chain capacity in the first-half of 2019. As part of the company's overall optimisation of its production network, STADA recently opened a new factory in Vietnam with a capacity of several billion tablets. In particular, the production site meets the latest EU GMP quality standards and STADA can therefore supply the European market from Vietnam in the future as well.

STADA's purpose

CEO Peter Goldschmidt believes that STADA is on a good track to implement its newly defined vision. "We are the Go-To-Partner for the generics and consumer health business globally." Goldschmidt and his team are promoting the values of Agility, Entrepreneurship, One STADA, and Integrity. These four corporate values form the basis for a growth culture for all employees. STADA has defined its purpose as taking care of people's health as a trusted partner.

"We are proud of the fact that STADA is increasingly seen as a preferred employer. In the last six months, we have further augmented our already strong management team with internationally experienced high calibre candidates from the generics and consumer industries," says Simone Berger, Executive Vice President Global Human Resources, confidently.

Second-half 2019 outlook

STADA is positive towards the outlook for the second-half of 2019. From end-August, STADA will launch the Teriparatide biosimilar Movymia, used to treat osteoporosis, in 24 countries. Within the next few months in Germany, the broad market launch of Grippostad Complex is planned. This product will complement the Grippostad portfolio, which already enjoys a leading market position.

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In the second-half of 2019, six OTC brands that STADA has acquired from GSK will be incorporated into the STADA portfolio. These five skincare products and a pediatric cough remedy will expand STADA's consumer health portfolio, especially in Great Britain and in many other markets. In addition, the medicinal anti-dandruff shampoo Nizoral, also known as Terzolin, which was acquired in 2018 from Johnson & Johnson, was successfully established as a new STADA Group product throughout Europe.

STADA's performance will continue to be supported by new promotion channels, efficiency increases in Marketing & Sales, and further investments in its core markets, as well as additional new product launches, such as the launch of the anti-cancer drug Bortezomib in 14 European countries. This innovative, ready-to-use solution for injection marketed by STADA is one of the most significant product launches in STADA's history. Other launch highlights include new preparations such as Dasatinib (cancer), Solifenacin (urology), Amlodipine/Valsartan (blood-pressure-lowering drug), and the prescription-free, orally disintegrating Hoggar Night tablet.

STADA continues to pursue successful partnerships including, for example, with the Swedish biotechnology company XBrane. "Worldwide strategic partnerships in the areas of development and production are key to our success; enabling us to continuously offer a competitive product portfolio in the future that generates sustainable growth," says Goldschmidt.



About STADA Arzneimittel AG

STADA Arzneimittel AG is a publicly-listed company with headquarters 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 2018, STADA achieved adjusted Group sales of EUR 2,330.8 million and adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR 503.5 million. As of December 31, 2018, STADA employed 10,416 people worldwide.

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