



Press release

STADA approves growth targets for 2019: adjusted Group sales Euro 2.6 billion, adjusted EBITDA Euro 510 million and adjusted net income Euro 250 million – Group wide program launched to improve performance

Bad Vilbel, July 11, 2016 – The Executive Board of STADA Arzneimittel AG at its meeting today, on July 11, 2016, approved the medium-term growth targets for the Group.

According to this, Group sales adjusted for currency and portfolio effects of Euro 2.6 billion, adjusted EBITDA of Euro 510 million and adjusted net income of Euro 250 million will be reached in financial year 2019.

A Group wide program to improve performance initiated by the Executive Board will also make a contribution toward the achievement of the growth targets. Implementation of the program is expected to be completed in 2019.

“The program we have initiated is aimed primarily at increasing our competitiveness and improving our innovative strength in order to increase long-term value creation on behalf of our shareholders”, comments Dr. Matthias Wiedenfels, STADA’s Chairman of the Executive Board, regarding the ambitious goals of the Executive Board.

Helmut Kraft, STADA’s Chief Financial, Marketing & Sales Officer, adds: “In order to improve our performance, we will implement a number of measures. This includes leveraging untapped sales potential, optimizing marketing expenses and enhancing sales efficiency. In addition, primarily cost of sales and general and administrative expenses will be reduced”.

The STADA growth forecast is based in particular on the following assumptions:

- primarily organic sales growth in the core segments of Generics and Branded Products
- no significant disposals with an effect on sales and earnings

Executive Board: Dr. Matthias Wiedenfels (Chairman) / Helmut Kraft / Hartmut Retzlaff (exempted from duty)
Chairman of the Supervisory Board: Dr. Martin Abend



- 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 the markets relevant for STADA
- range of the forecast plus/minus 5%

For financial year 2016, the STADA Executive Board maintains its outlook, according to which slight growth in Group sales adjusted for currency and portfolio effects, adjusted EBITDA and adjusted net income is expected.

Chart STADA growth targets 2019

STADA key figure	Target 2019	Financial year 2015
Group sales adjusted for currency and portfolio effects	Euro 2.6 billion	Euro 2.11 billion
Adjusted EBITDA	Euro 510 million	Euro 389.4 million
Adjusted net income	Euro 250 million	Euro 165.8 million

Additional information for analysts:

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