



Press release

STADA shows resilience with double-digit growth in 2020

- STADA continues its strong growth journey with double-digit sales and adjusted EBITDA growth despite the coronavirus pandemic, with annual group sales exceeding EUR 3 billion
- Organic sales growth of 6% and total growth of 18% in a flat market were complemented by seven acquisitions and more than 80 in-licensing transactions closed during 2020
- STADA CEO Peter Goldschmidt: "Our above-market sales and profit increases reflect the extraordinary engagement and entrepreneurship of our diverse global workforce. Our strategy to position STADA as the go-to-partner for consumer healthcare, specialty pharmaceuticals and generics is succeeding."

Bad Vilbel, 11 March 2021 – STADA showed resilience amid the coronavirus pandemic by achieving 18 percent sales and 15 percent adjusted EBITDA growth at constant currencies in 2020. This performance, well ahead of a stagnating market, is testament to the agility and entrepreneurship with which STADA's diverse global workforce acted under difficult circumstances to keep supplying medicines to patients and healthcare professionals.

"Throughout 2020, ensuring the health and safety of all employees and their families has been STADA's utmost priority," commented STADA's CEO Peter Goldschmidt. "While STADA has responded with agility to the pandemic, we have continued to strengthen our supply-chain infrastructure for a sustainable future. I am proud of how STADA has worked tirelessly with hundreds of partners amid the pandemic to keep supplying medicines and deliver on our purpose of caring for people's health as a trusted partner," said Goldschmidt.

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



STADA achieves 15% profit growth to EUR 713m EBITDA

Synergies derived from acquisitions, as well as ongoing efficiency measures in areas such as supply chain, procurement and sales and marketing, contributed to adjusted earnings before interest, tax, depreciation and amortization (EBITDA) increasing by 15% at constant currencies to EUR 713 million. Investments in the supply chain strengthened STADA's sustainability, with record output, strong supply levels and zero critical observations from regulatory inspections of manufacturing facilities in 2020.

"Our above-market sales and profit increases reflect the extraordinary engagement and entrepreneurship of our diverse global workforce", Goldschmidt stated. "Our strategy to position STADA as the go-to-partner for consumer healthcare, specialty pharmaceuticals and generics is succeeding." STADA closed seven deals in total, including the acquisition of Walmark vitamins, minerals and food supplements in Central and Eastern Europe, a portfolio from GSK and former Takeda brands in Russia and CIS. Additionally, more than 80 in-licensing deals were closed during 2020.

Europe: STADA becomes a top-five player in Consumer Healthcare and Generics

During 2020, STADA became number four in the European generics market and increased its ranking from number nine to number five in the European consumer healthcare market. Outside of Europe, STADA continued to strengthen its presence in selected Asian markets such as China, the Philippines and Vietnam, as well as in the Middle East and North Africa.

Consumer Healthcare and Specialty brands now account for around half of STADA's group sales totalling EUR 3.01 billion in 2020. These products have the potential to offer sustainable and growing margins over many years.

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STADA's Generics segment saw sales rises in Belgium, France, Germany and Switzerland. Constant-currency Generics growth in Russia/CIS was very strong at 12%.

1,675 additional full-time positions globally

STADA offers a broad portfolio, ranging from life-preserving cancer, CNS and cardiovascular medicines, to name only some, through to supplements that enable people to care for their own health. Further competencies have been built in Specialty Pharma and Consumer Healthcare, resulting in a diverse global workforce of more than 12,300 employees.

Through acquisitions during 2020, STADA brought in unique expertise and perspectives, with new employees joining. STADA was able to add 1,675 additional full-time positions within its One STADA organization as a responsible and sustainable employer. A high level of engagement was evident from recent employee surveys that have 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.

STADA's optimistic outlook in 2021

Through a clear growth strategy that is based on a shared purpose, vision and set of values, the business expects a continuation of its growth journey in 2021. Outlining reasons for this optimistic outlook for 2021, Goldschmidt observed that STADA enjoys a well-stocked Generics pipeline, while the group's Specialty presence is expanding through biosimilar partnerships and through launches such as the entry of a novel patented product for late-stage Parkinson's disease. Consumer Healthcare brands such as Zoflora are gaining traction in several countries, and the launches of the Bio360 and Nuvia supplement brands are underway in the US.

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With STADA continuing to evaluate further acquisitions, in-licensing and business-development opportunities, the group is confident of delivering further organic and inorganic growth in 2021. "As a go-to-partner for consumer healthcare, specialty pharmaceuticals and generics, STADA is broadening its portfolio and delivering on our purpose of caring for people's health as a trusted partner," Goldschmidt concluded.

About STADA Arzneimittel AG

STADA Arzneimittel AG is headquartered in Bad Vilbel, Germany. The company focuses on generics, including specialty generics, and non-prescription consumer healthcare products. Worldwide, STADA Arzneimittel AG sells its products in approximately 120 countries. In financial year 2020, STADA achieved group sales of EUR 3,010.3 million and adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) of EUR 713.3 million. As of 31 December 2020, STADA employed 12,301 people worldwide.

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