

Company compiled consensus forecast – 29 September 2023

| | Q3 2023 | | | | |
|----------------------------|--------------|-----------|-------|-------|-------------|
| | | Consensus | High | Low | # estimates |
| Group sales/revenue | in million € | 448,1 | 474,7 | 412,6 | 8 |
| Group sales/revenue growth | y-o-y | 57,5 | 66,9 | 45,0 | 8 |
| Non-Rx sales | in million € | 300,2 | 317,7 | 277,2 | 7 |
| Non-Rx sales growth | y-o-y | 18,7 | 25,6 | 9,6 | 7 |
| Adj. EBITDA | in million € | 7,9 | 15,0 | 2,1 | 8 |
| Adj. EBITDA margin | % | 1,8 | 3,2 | 0,4 | 8 |

| | 2023 | | | | |
|----------------------------|--------------|-----------|--------|--------|-------------|
| | | Consensus | High | Low | # estimates |
| Group sales/revenue | in million € | 1750,5 | 1775,0 | 1710,0 | 6 |
| Group sales/revenue growth | y-o-y | 45,3 | 47,4 | 42,0 | 6 |
| Non-Rx sales | in million € | 1302,4 | 1334,0 | 1256,0 | 6 |
| Non-Rx sales growth | y-o-y | 21,2 | 24,2 | 16,9 | 6 |
| Adj. EBITDA | in million € | 38,8 | 44,0 | 31,2 | 6 |
| Adj. EBITDA margin | % | 2,2 | 2,5 | 1,8 | 6 |
| Free cash flow | in million € | 0,0 | 18,0 | -15,0 | 6 |

| | 2024 | | | | |
|----------------------------|--------------|-----------|--------|--------|-------------|
| | | Consensus | High | Low | # estimates |
| Group sales/revenue | in million € | 2236,3 | 2327,8 | 2125,0 | 6 |
| Group sales/revenue growth | y-o-y | 27,7 | 32,6 | 24,3 | 6 |
| Non-Rx sales | in million € | 1501,4 | 1593,0 | 1422,2 | 6 |
| Non-Rx sales growth | y-o-y | 15,3 | 19,4 | 8,5 | 6 |
| Adj. EBITDA | in million € | 69,2 | 86,5 | 48,0 | 6 |
| Adj. EBITDA margin | % | 3,1 | 3,7 | 2,1 | 6 |

| | 2025 | | | | |
|----------------------------|--------------|-----------|--------|--------|-------------|
| | | Consensus | High | Low | # estimates |
| Group sales/revenue | in million € | 2699,0 | 2900,0 | 2550,0 | 6 |
| Group sales/revenue growth | y-o-y | 20,7 | 31,8 | 16,9 | 6 |
| Non-Rx sales | in million € | 1749,2 | 1907,0 | 1521,7 | 6 |
| Non-Rx sales growth | y-o-y | 16,4 | 20,5 | 7,0 | 6 |
| Adj. EBITDA | in million € | 116,2 | 150,0 | 84,1 | 6 |
| Adj. EBITDA margin | % | 4,3 | 5,2 | 3,2 | 6 |



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