



Roadshow Presentation



Virtual AIM Conference, 25 May 2020

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1 Company Overview

Shedir Pharma Group – at the glance

A leading Italian player active in the healthcare sector with a strong specialization in nutraceuticals

Foundation

Backed on the experience both in Nutraceutical and Pharmaceutical sectors Shedir Pharma was established

Vision

Faithful to health

Mission

It's our goal to provide a positive impact on the life of every person

💡 thanks to the creation of innovative products with high therapeutic effect

💡 through a distribution model which can rely on a wide and specialised network of agents approaching doctors and pharmacists (a model peculiar of the pharma sector)



€50.7m

2019 Sales

+8%

2019 Sales Growth Y/Y



€9.5m

2019 Ebitda Adj.

12
Years of
history



70+
people



~800
Exclusive
sales agents



~ 400
References



28 Patent
(~ 30 pending)⁽¹⁾



25
AIC⁽²⁾



~ 15
Therapeutic
areas



Appealing growth, high margins, top quality products, impressive distribution network

Notes: (1) Updated to may 2020

Notes: (2) Autorizzazione all'Immissione in Commercio, updated to may 2020

Shedir Pharma Group – Highlights 2019



Launch of the sixth line of Shedir Pharma, **Shedir Pet** dedicated to veterinarians (**July 2019**)



Start of negotiations of the **Shedir Pharma Group** shares on the multilateral trading system **AIM Italia** (**July 2019**)



Dymalife Pharmaceutical acquires **SOLUMAG** magnesium pidolate specialty (**October 2019**)



Dymalife Pharmaceutical acquires three medicinal specialties (AIC, brands and dossiers): **MESAFLOR** (based on Mesalazine), **GENIAD** (based on Alfacalcidol) and **LISTEN** (based on Lisinopril) (**November 2019**)



Launch of ~ **100 new references** (60 Shedir Pharma and 40 Dymalife Pharmaceutical) (**2019**)



Obtaining **28 patents**, of which 24 post IPO (**to May 2020**)

Shedir Pharma Group – What we do

Shedir Group is focused on the development, formulation, distribution and sale of dietary supplements and drugs

- The Group has organized its activities within 2 Business Units supported by captive companies operating in certain R&D and marketing activities

Business Unit 1 – Shedir division

- Shedir division** is involved in the development, formulation, distribution and sale of **supplements, dermocosmetics and medical devices**
- Within the division, **Shedir Pharma Srl** is engaged in the products distribution, through **4 product lines**, with exclusive sales agents involved in the release to healthcare professionals (doctors and pharmacists)
- In **2017**, Shedir Pharma Srl launched its **fifth line Green Planet**, specifically for direct sales in the pharmacies. Products of this line are sold by a dedicated and widespread network of agent through a direct marketing approach
- In **April 2019**, the Group launched its **sixth line Shedir Pet**, to expand its products offer and to penetrate a growing market



€47.1m

+6.2% YoY

2019 Total Sales

2019 Tot. Sales growth



€10.4m

2019 EBITDA Adj.*



6

Product Lines



90+

Brands



300+

References

Business Unit 2 – Dymalife division

- Dymalife division is involved in the development, formulation, distribution and sale of drugs and, marginally, dietary supplements.
- In 2017, the Group entered in the pharmaceutical sector through the acquisition of **pharmaceutical assets** and the **constitution of Dymalife Pharmaceutical Srl**
- Dymalife Pharmaceutical sells **group A, group C and OTC medicines**, through **two** specific product lines: Dyma and Horizon. In order to offer a complete therapeutic treatment, the Company enriched these lines with supplements and medical devices
- In 2019, Dymalife division acquires four medicinal specialties (AIC, brands and dossiers): **SOLUMAG, MESAFLOR, GENIAD** and **LISTEN**.



€3.6m

+40.4% YoY

2019 Total Sales

2019 Tot. Sales growth



2

Product Lines



30+

Brands



100+

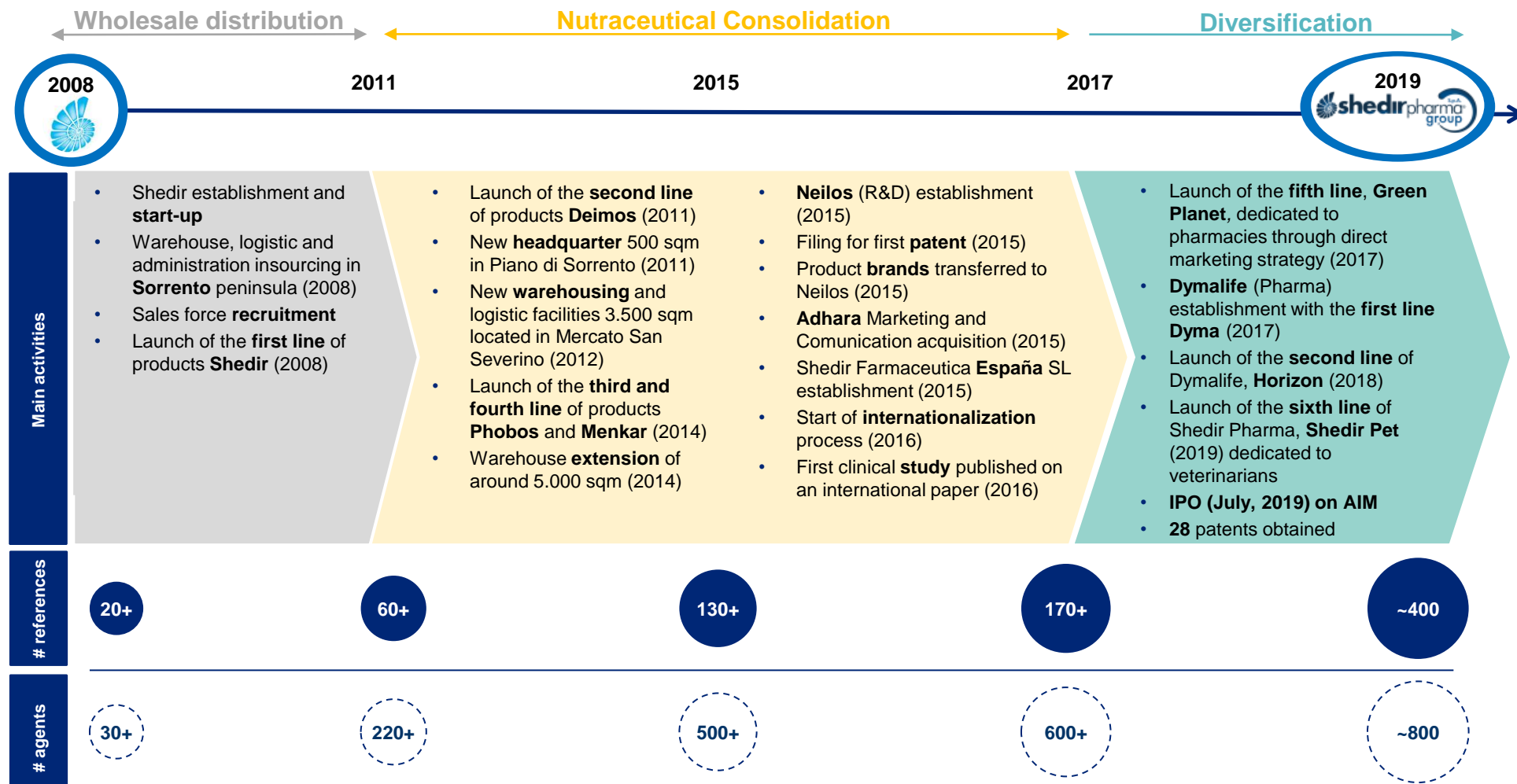
References

An integrated offer of nutraceuticals and drugs

* Ebitda net of extraordinary and non-recurring costs

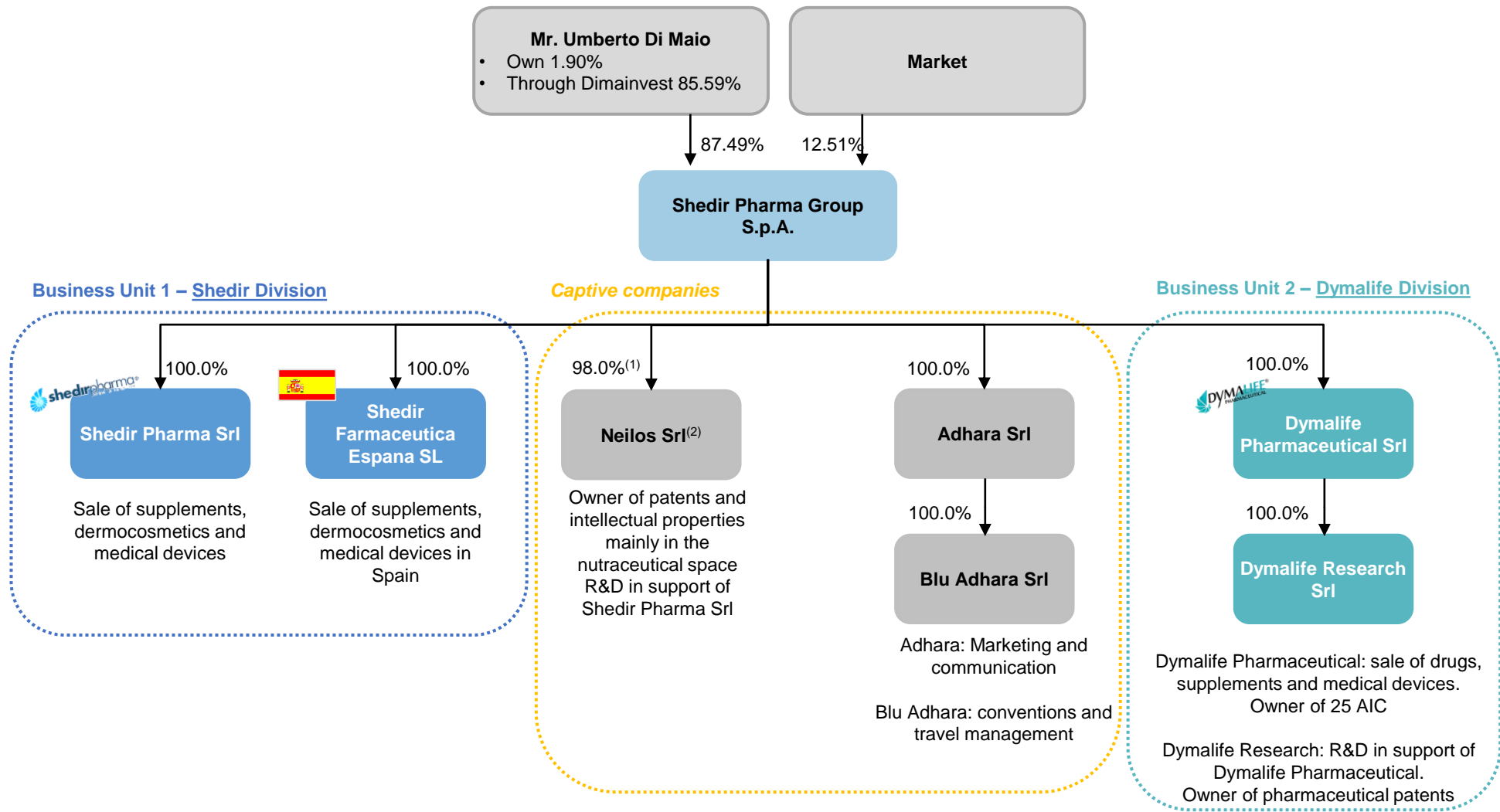
Shedir Pharma Group – History

Key milestones



A young, dynamic and fast-growing company

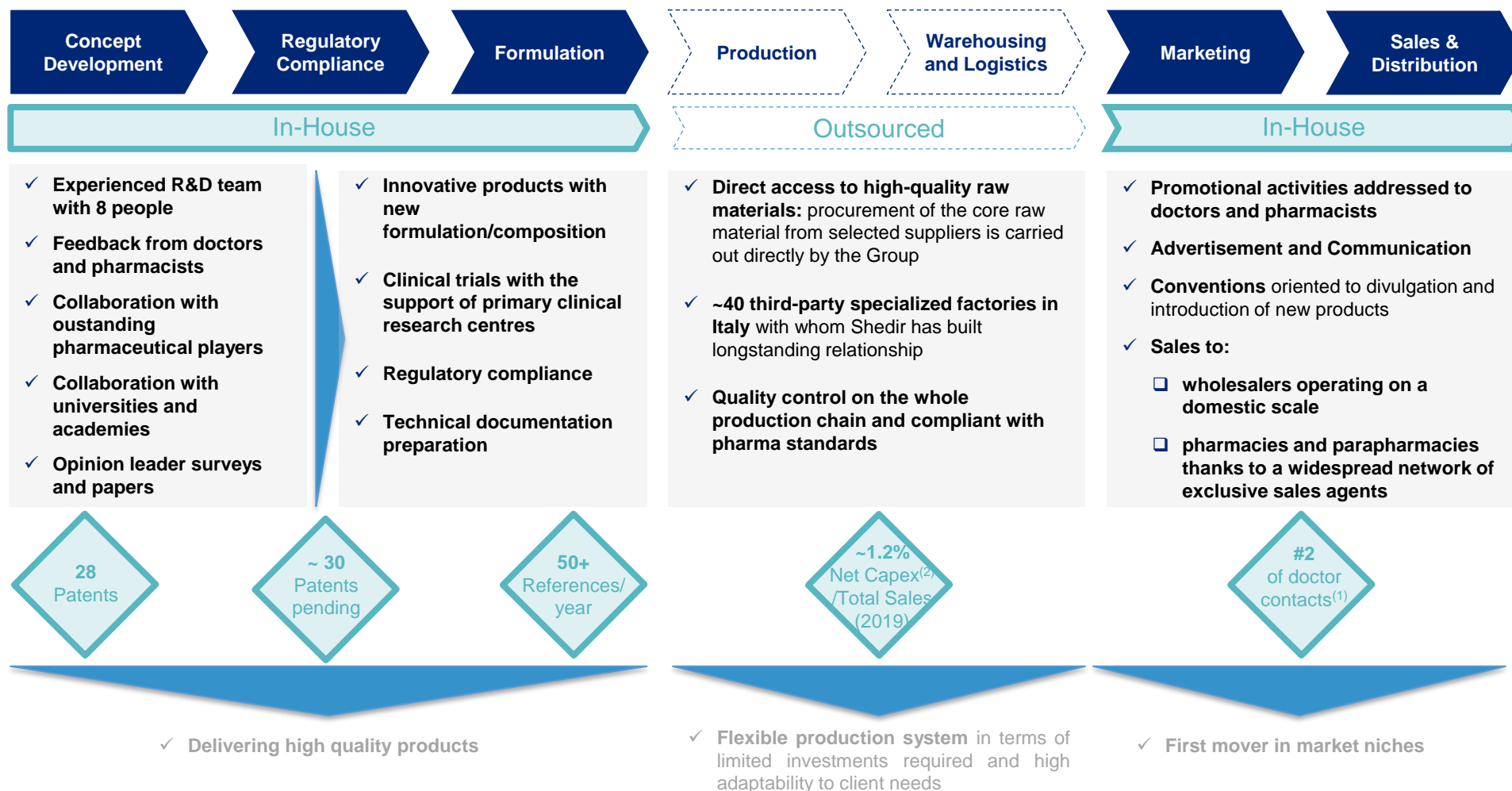
Group Structure



2 Key Business Point and strategies

Successful Asset-light Business Model

The Group oversees the entire value chain, from R&D to products' distribution



















Focus on the value-added activities along the value chain

Source (1) ABACAM

Notes (2) Net CAPEX excluding extraordinary capital expenditure

Strong and diversified product portfolio

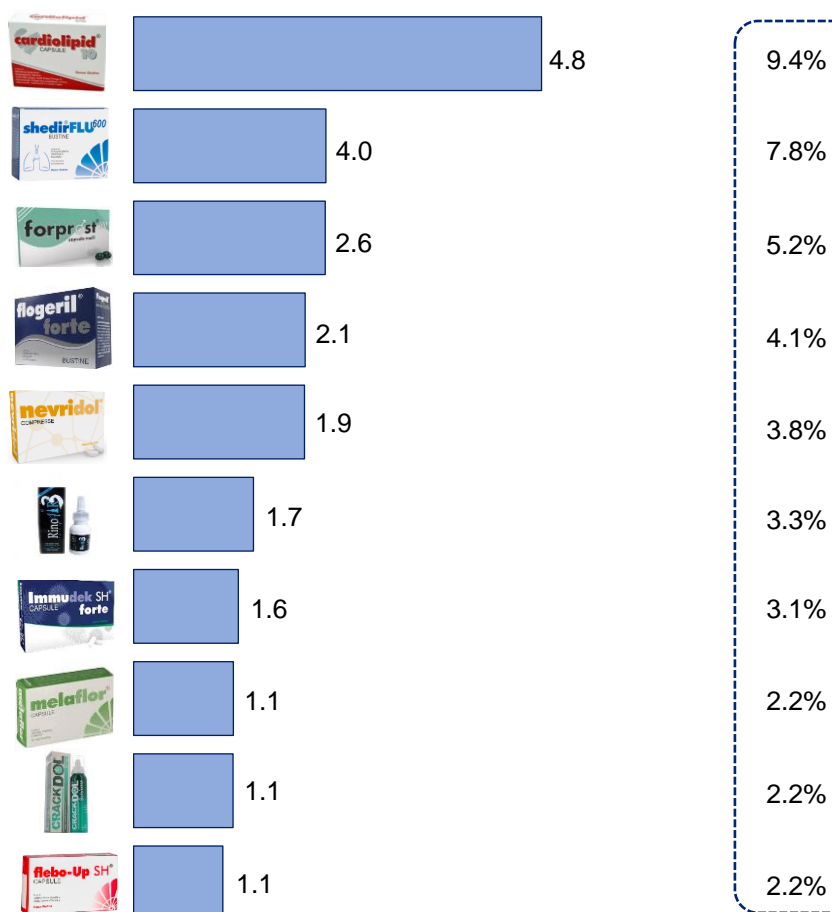
Shedir Pharma Group's activities are grouped into 2 Business Units (Shedir division and Dymalife division)

Business Units	2019 Key Figures	Product Lines and #References	Short Description	Main References
SHEDIR DIVISION Supplements, dermocosmetics and medical devices	<ul style="list-style-type: none"> Sales: € 47.1m¹ EBITDA Adj.: € 10.4m Agents: ~700 	<div>  c. 22.1m #53 </div> <div>  c. 12.1m #62 </div> <div>  c. 6.0m #54 </div> <div>  c. 4.6m #44 </div> <div>  c. 0.7m #96 </div> <div>  c. 0.1m #17 </div>	<ul style="list-style-type: none"> Product Lines that meet the needs of physicians and consumers in 15 + therapeutic areas. Each PL is marketed by a dedicated network of agents PL strengthening the presence of the Group's products in the pharmacy Specialistic line dedicated to Veterinarians 	       
DYMALIFE DIVISION Drugs and supplements	<ul style="list-style-type: none"> Sales: € 3.6m Agents: ~100 	<div>  c. 2.5m #69 </div> <div>  c. 1.1m #52 </div>	<ul style="list-style-type: none"> Wide and diversified line of prescription drugs, dietary supplements and medical devices in their different pharmaceutical forms 	

- ✓ The diversified portfolio allows a stable turnover, enabling the Group to address eventual market/ regulatory changes in the pharmaceutical and nutraceutical sector
- ✓ Broad and diversified product portfolio, covering multiple therapeutic areas with market leading references
- ✓ Focus on brand awareness
- ✓ Integrated therapeutic offer dedicated to specialists (supplements, medical devices, dermocosmetics and drugs)
- ✓ Pharmacies as the main distribution channel: (i) Pharmacies are the leading distribution channel in the market; (ii) Products sold in pharmacy generally show the highest average sales price.

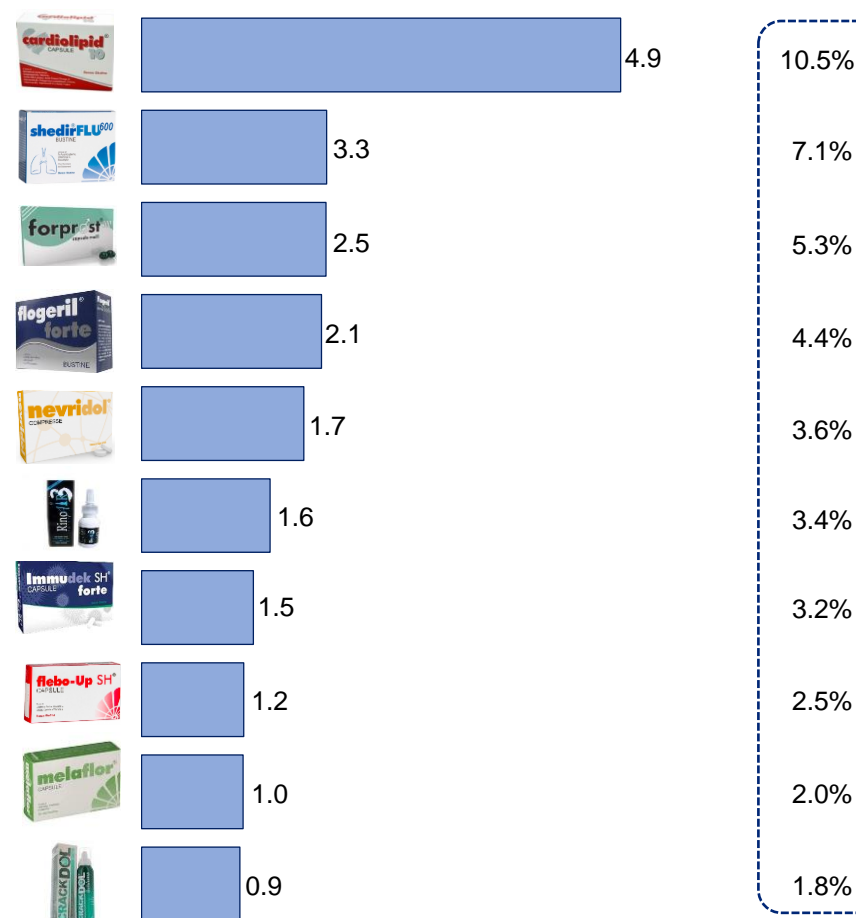
Top 10 Brands

2019 Top 10 Brands Sales and % of Total Sales (€/m)



Total Top 10 Brands €22.0m 43.4%
Total Sales 2019 €50.7m 100.0%

2018 Top 10 Brands Sales and % of Total Sales (€/m)

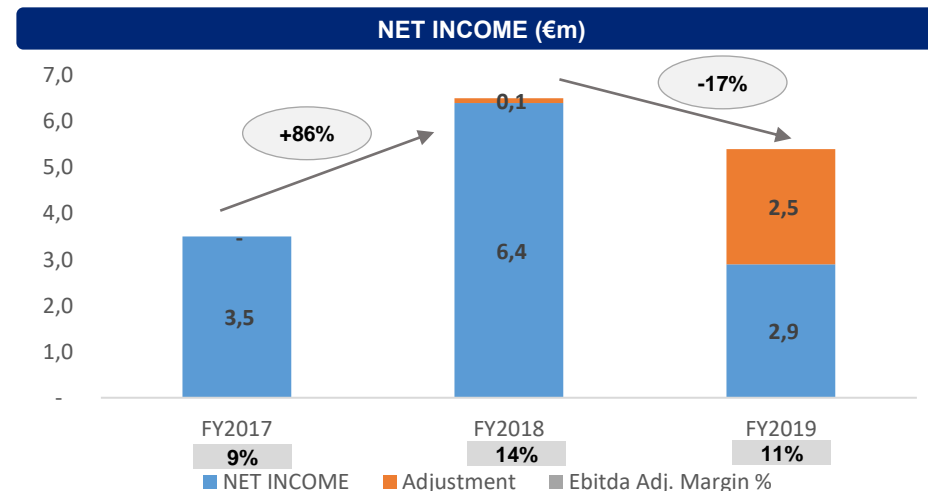
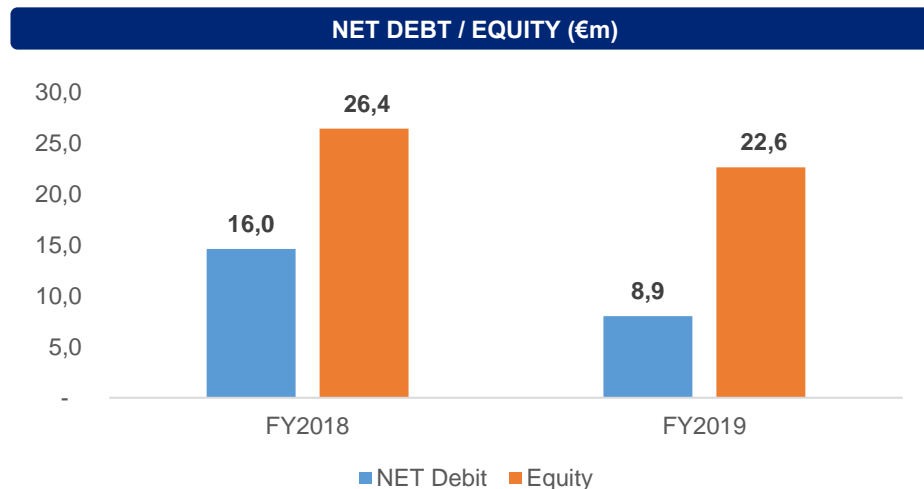
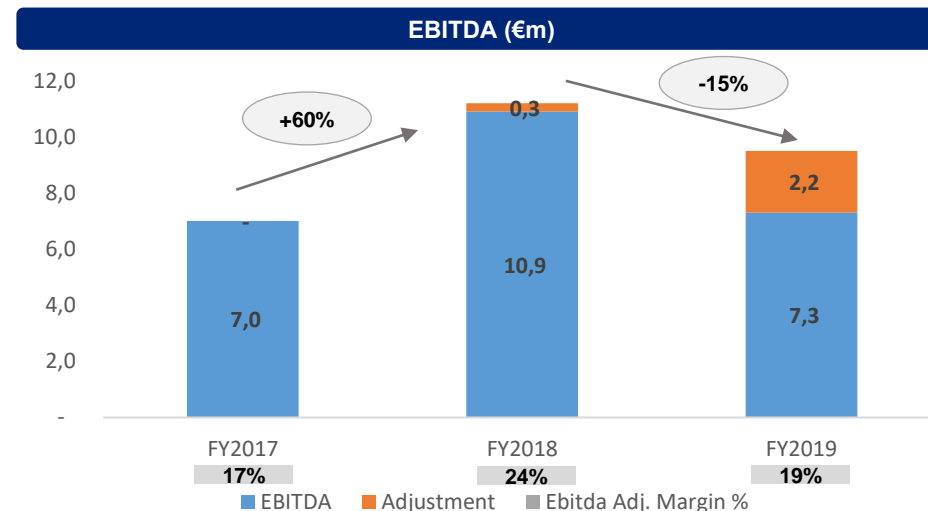
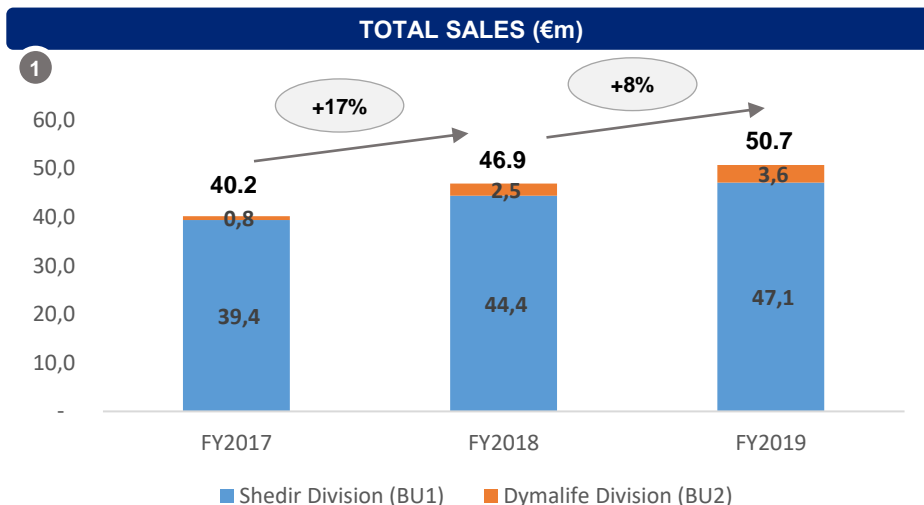


Total Top 10 Brands €20.6m 43.8%
Total Sales 2018 €46.9m 100.0%

Product diversification allows the Group to preserve its market share and to reduce its revenues dependence on few brands

3 Financial overview

Shedir Pharma Group Key Figures



1 Appealing revenues growth

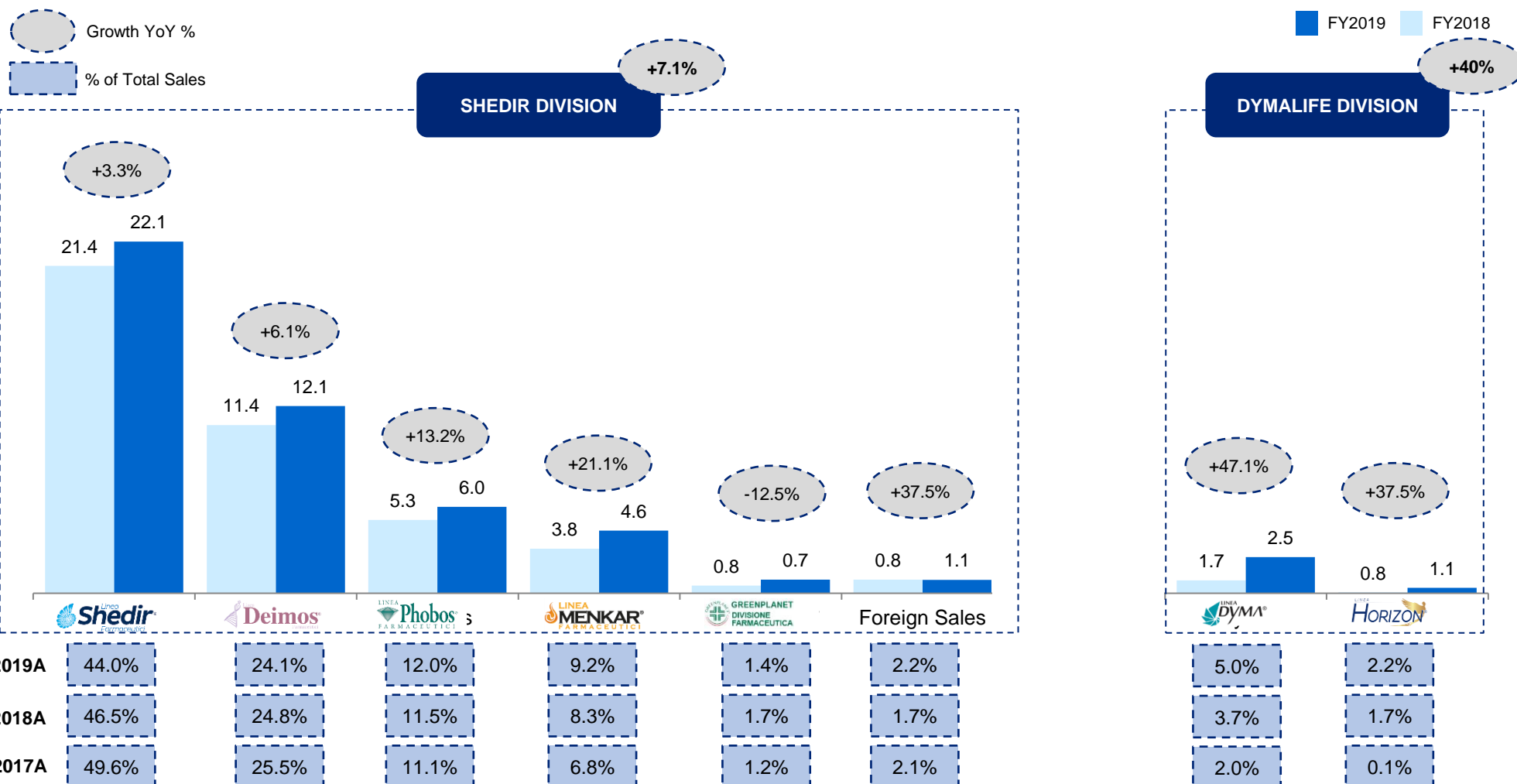
Adjustment 1: Tax provision for VAT (€0,7m), listing costs (€0,9m), extraordinary costs (€0,1m) and infrequent inventory losses (€0,5)

Adjustment 2: Tax provision for VAT (€0,7m), listing costs (€0,9m), extraordinary costs (€0,1m), infrequent inventory losses (€0,5) and interest and taxes for tax assessment (€0,7)

Sales Evolution by Product Lines 2019 vs 2018

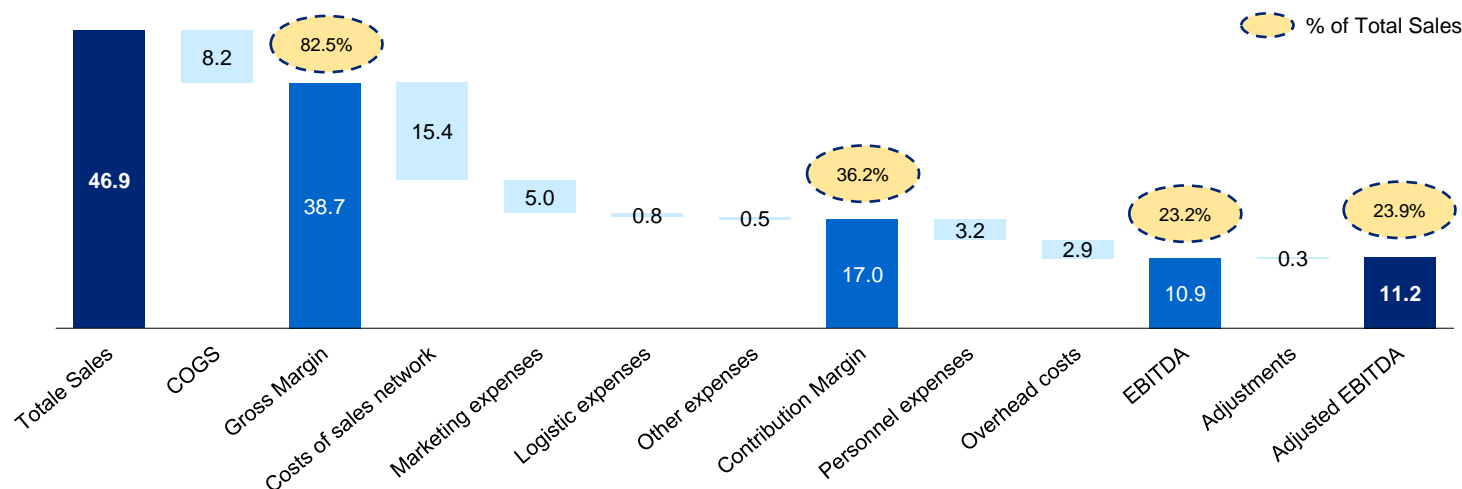
In FY2019 the Group's Total Sales have posted a growth equal to +9% YoY with all Product Lines have contributed to the overall Sales' growth of the Group:

Revenue Evolution by Product Lines (€m)

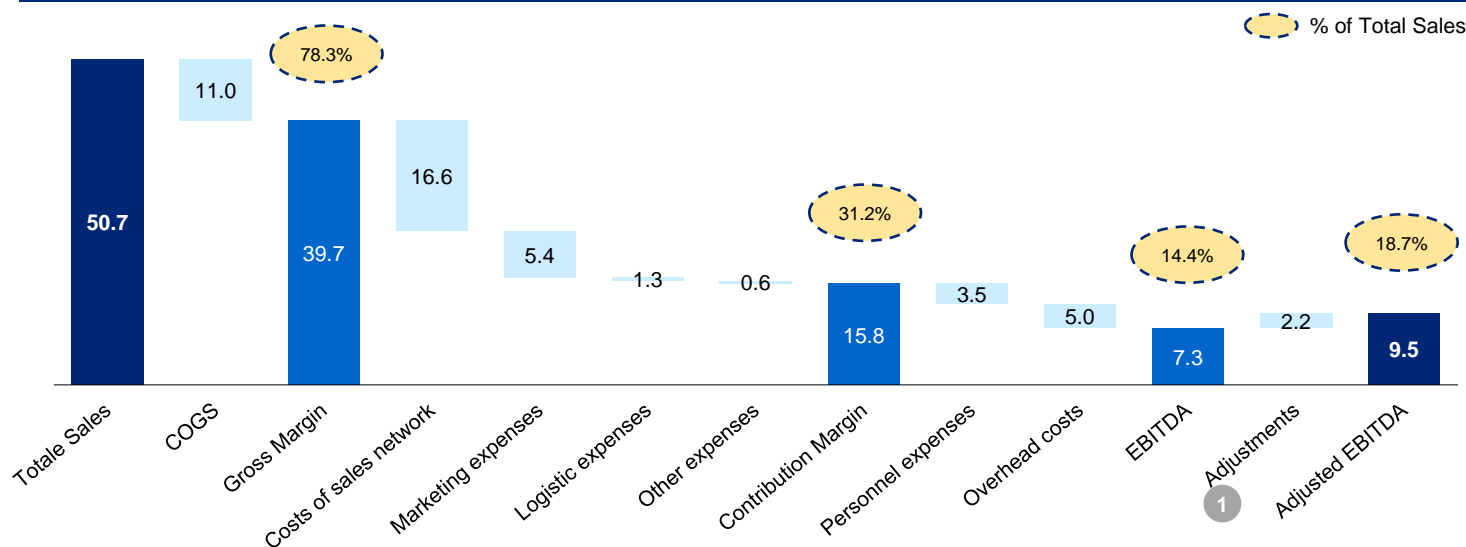


Cost Structure

Cost structure breakdown FY2018 (€m)



Cost structure breakdown FY2019 (€m)

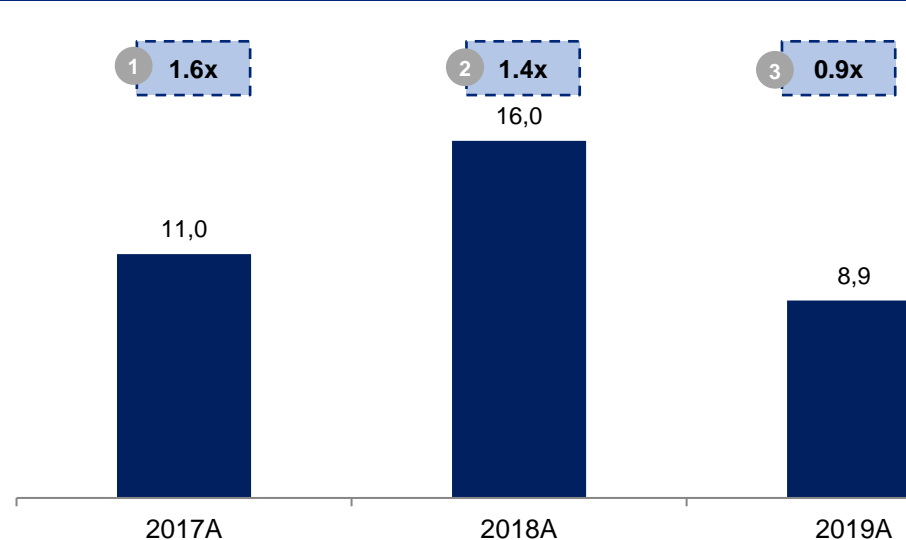


- 1 The Adj includes the following extraordinary and non-recurring charges:
- i) tax provision for VAT (€0,7m)
 - ii) listing costs (€0,9m)
 - iii) Extraordinary costs (€0,2m)
 - iv) Extraordinary warehouse costs (€0,5m)

Net Debt Evolution

Net Debt Evolution (€m)

Net Debt / Adj. Ebitda

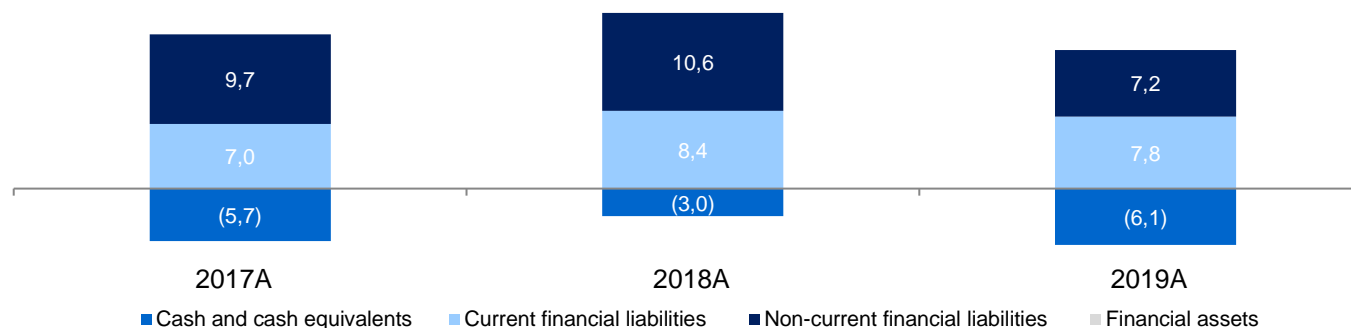


1 The largest part of the net debt increase in FY 2017 was due to the purchase of "AIC" (drugs' patents) for a grand total of c. € 4.5m

2 Despite the growth of the business, the Group has maintained a balanced financial structure

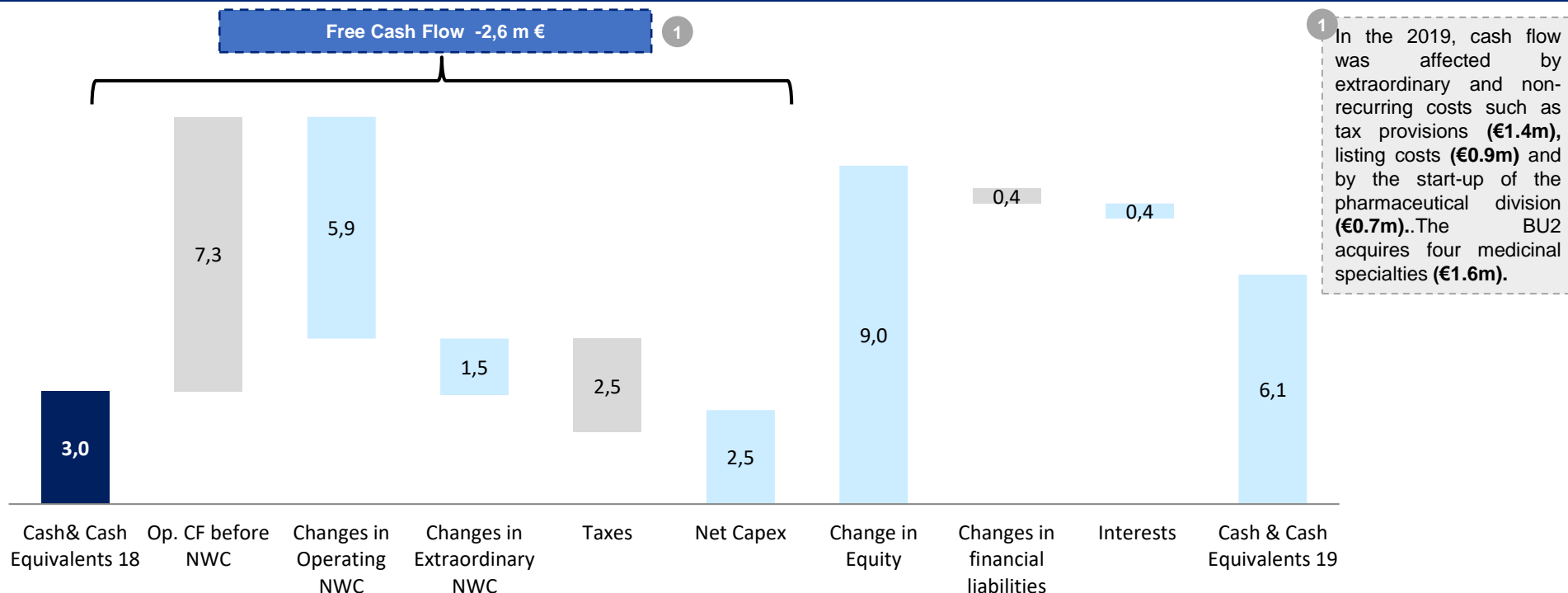
3 The main investments made in 2019 that impacted the NFP were: (i) Euro 1.6 million approximately for the acquisition of Marketing Authorizations (AIC) of the products: Mesaflor, Geniad, Listen and Solumag (ii) Euro 0.3 million approximately for modernization of premises.

Net Debt Breakdown

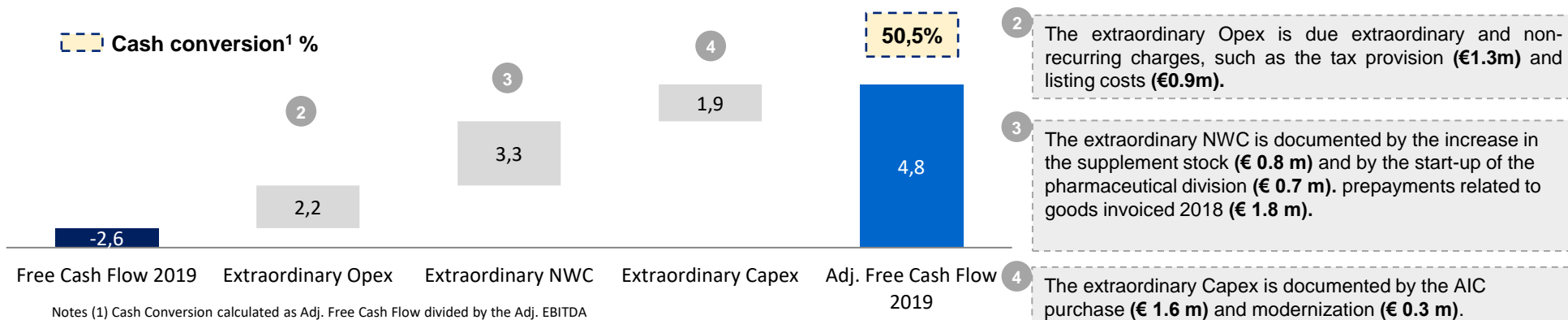


Cash Generation 2019

Cash Generation (€m)



Adjusted Free Cash Flow 2019 (€m)



Notes (1) Cash Conversion calculated as Adj. Free Cash Flow divided by the Adj. EBITDA

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