



Half Year 2020

13 August 2020

Dr. Andreas Eckert
CEO

Global Player Focused on Niche Markets for Radioisotopes

ISOTOPE PRODUCTS
(industrial components)

MEDICAL*

HOLDING
(non-operative)

Products 

Radiation Therapy 

Services 

Radiopharma 

Trade 

Lab Devices 

Disposal 

Engineering 

***Since January 1, 2020, Eckert & Ziegler has consolidated its Radiation Therapy and Radiopharma segments under the new name MEDICAL**

45 MM EUR
54%**

38 MM EUR
46%**

**figures without Holding segment

84 MM EUR Revenues in H1-2020

>800 Employees (Headcounts) 18 Sites Worldwide

Results H1-2020 (MM EUR)

Revenues	83,6
Net Income	12,7



NORTH / SOUTH AMERICA

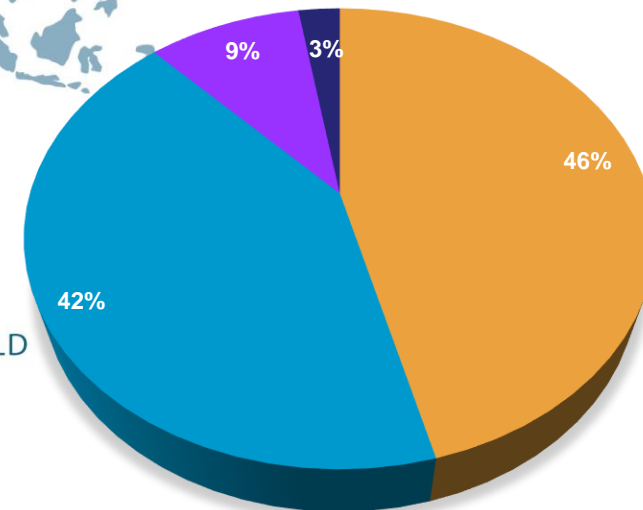
- 1 Los Angeles, California, USA
- 2 Atlanta, Georgia, USA
- 3 Hopkinton, Massachusetts, USA
- 4 Boston, Massachusetts, USA
- 5 Mount Vernon, New York, USA
- 6 São Paulo, Brazil



EUROPE

- 7 Berlin, Germany (Headquarters)
- 8 Braunschweig, Germany
- 9 Düsseldorf, Germany
- 10 Dresden, Germany
- 11 Leipzig, Germany
- 12 St. Gangloff, Germany
- 13 Paris, France
- 14 Didcot, Great Britain
- 15 Madrid, Spain
- 16 Prague, Czech Republic

ASIA AND REST OF WORLD

- 17 New Delhi, India
- 18 Shanghai, China



-  production site
-  distribution site

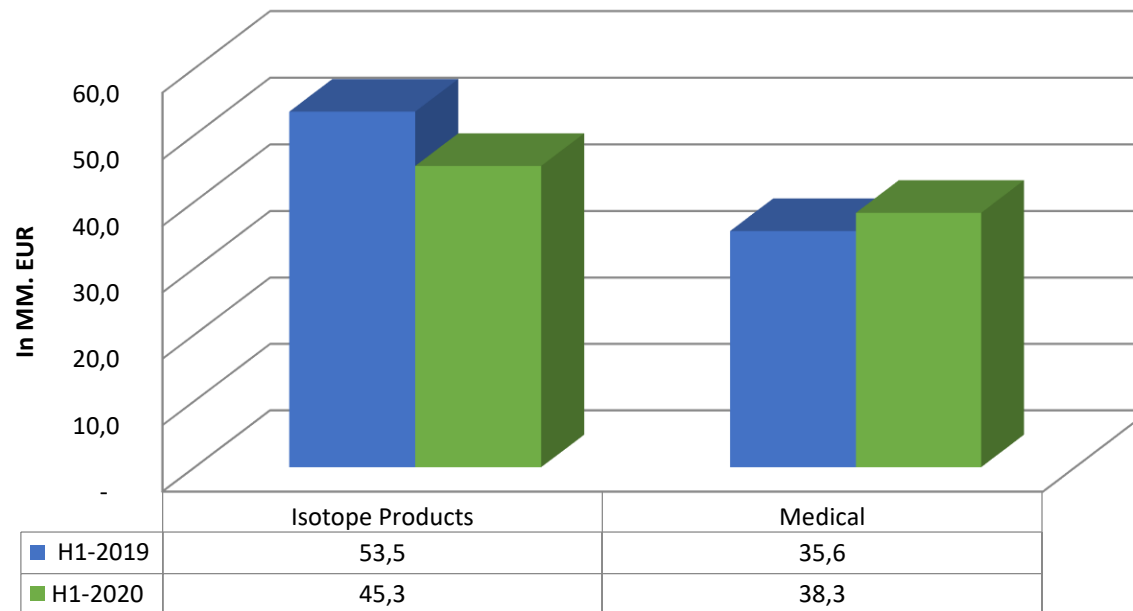
Slides only for illustration – the spoken word shall be binding

Revenue Growth

H1-2020 Total Revenues 83,6 mm EUR

H1-2019 Total Revenues 89,0 mm EUR

Lost over last year: -6%



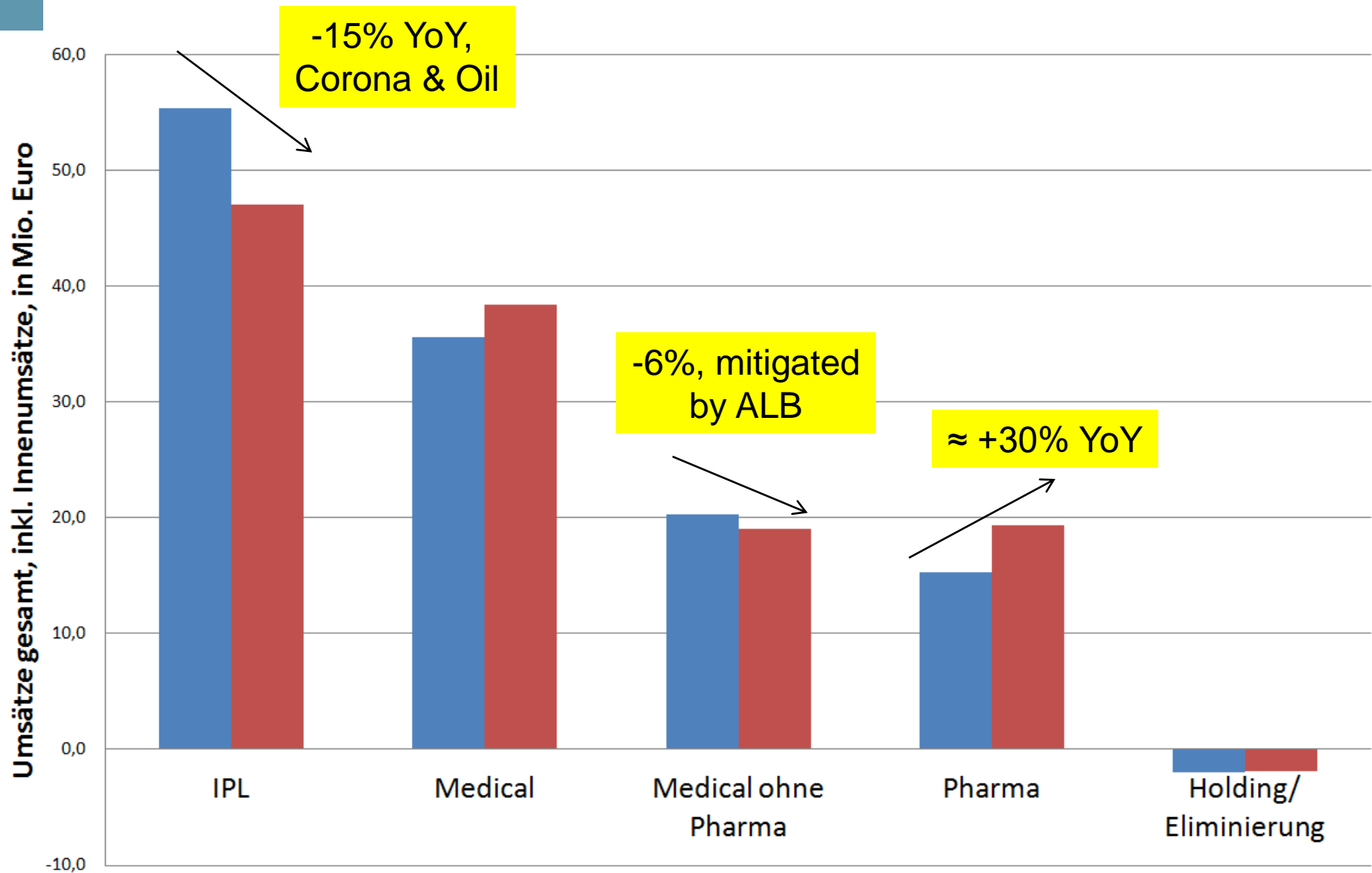
↑
-15% YoY due to
Corona & Oil Price

↑
Pharma Growth
Compensates
Corona

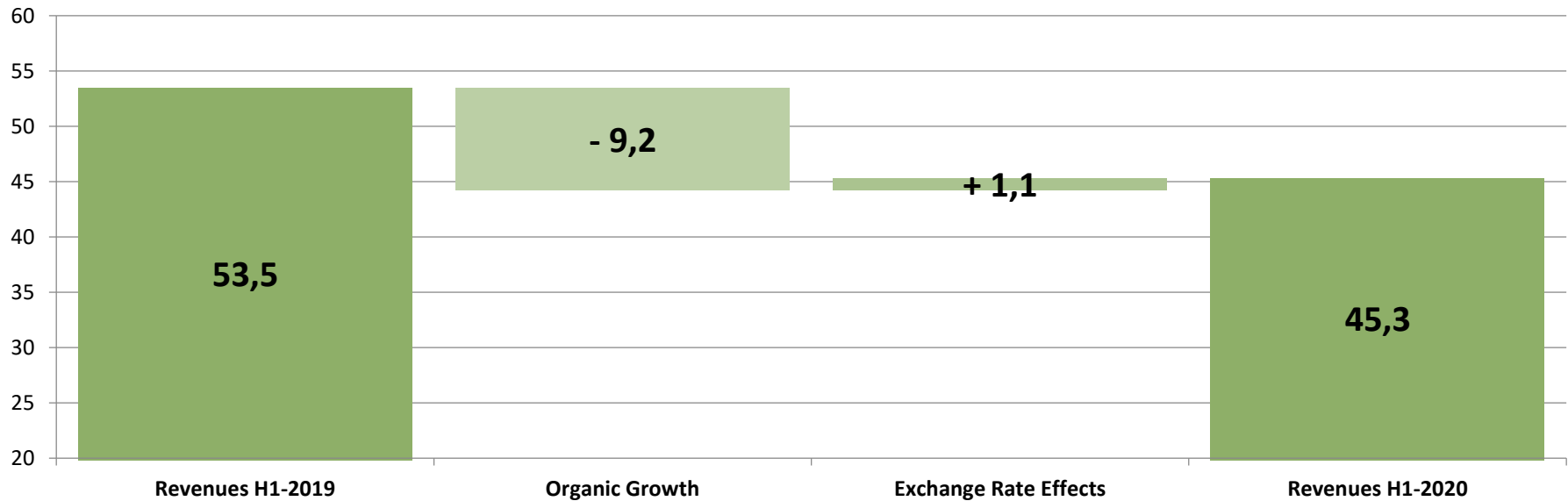
incl. discontinued and continued operations

slides only for illustration – the spoken word shall be binding

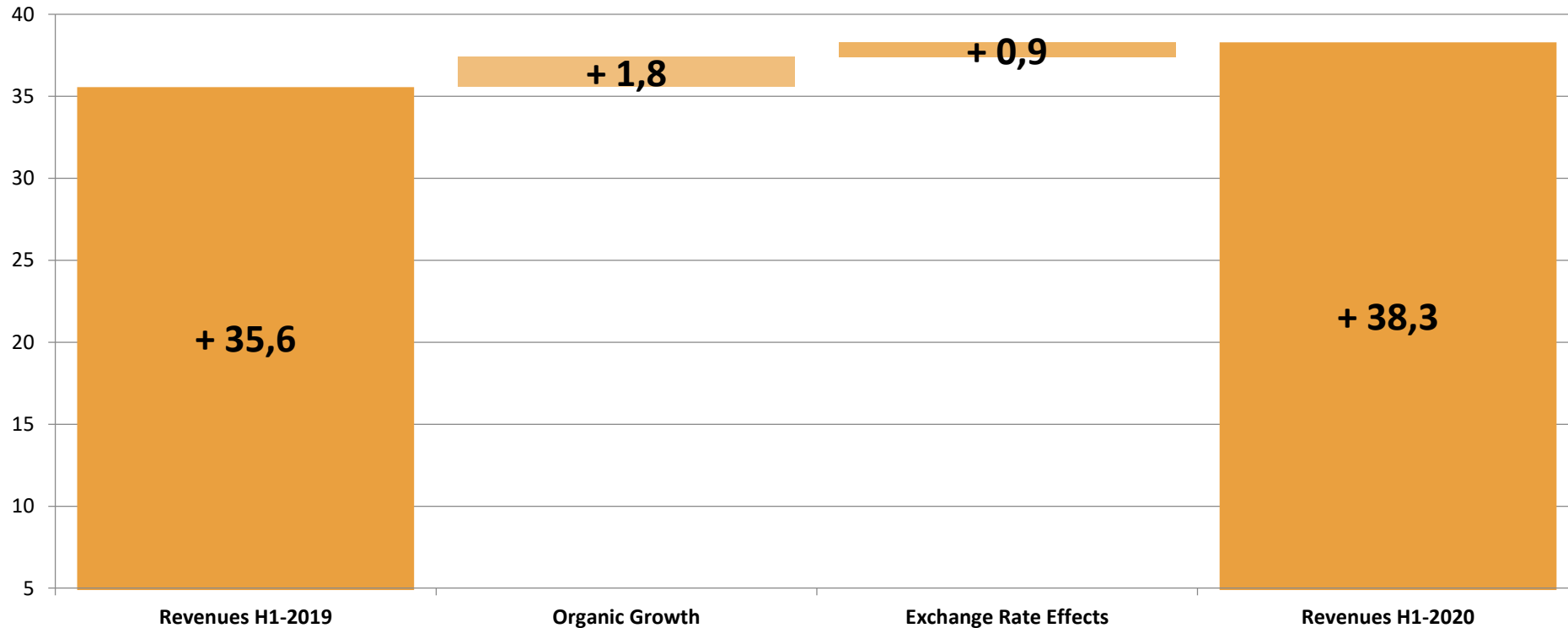
HY Revenues by Segment 2019/2020



Isotope Products: Revenue Growth H1-2020, in mm EUR



Medical: Revenue Growth H1-2020, in mm EUR



Net Income – Distribution and Growth

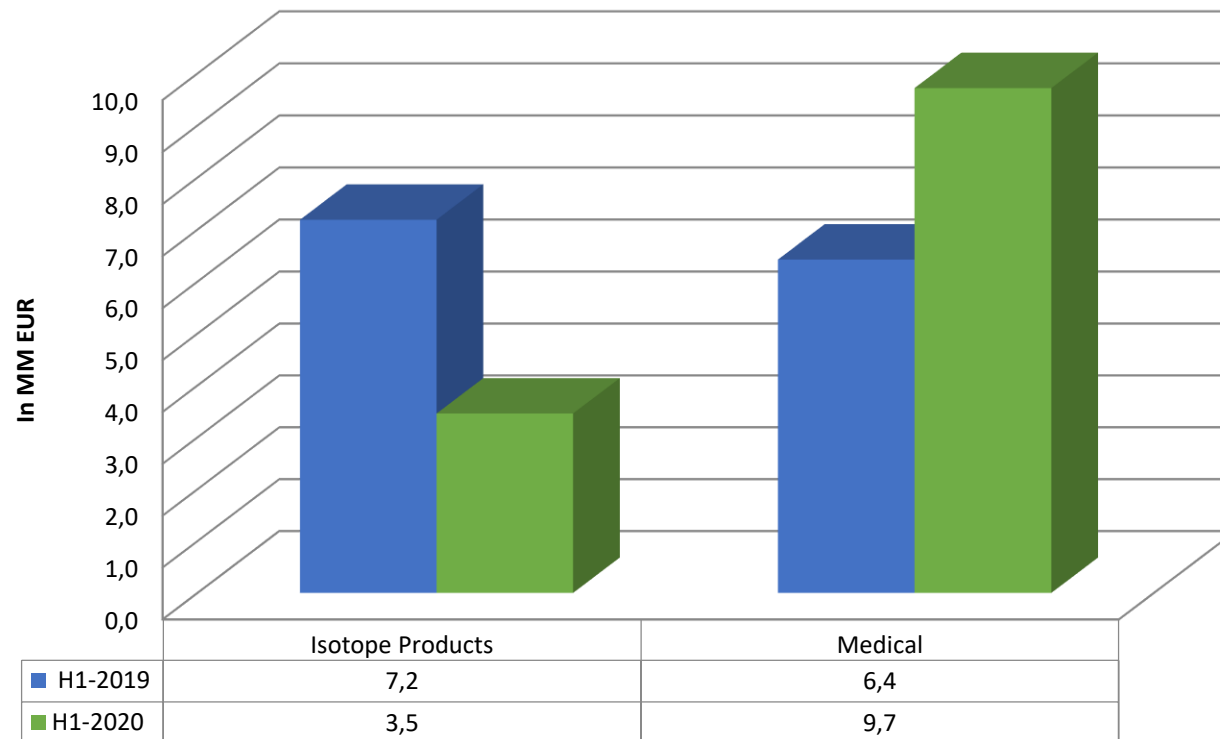
H1-2020

Net Income Growth

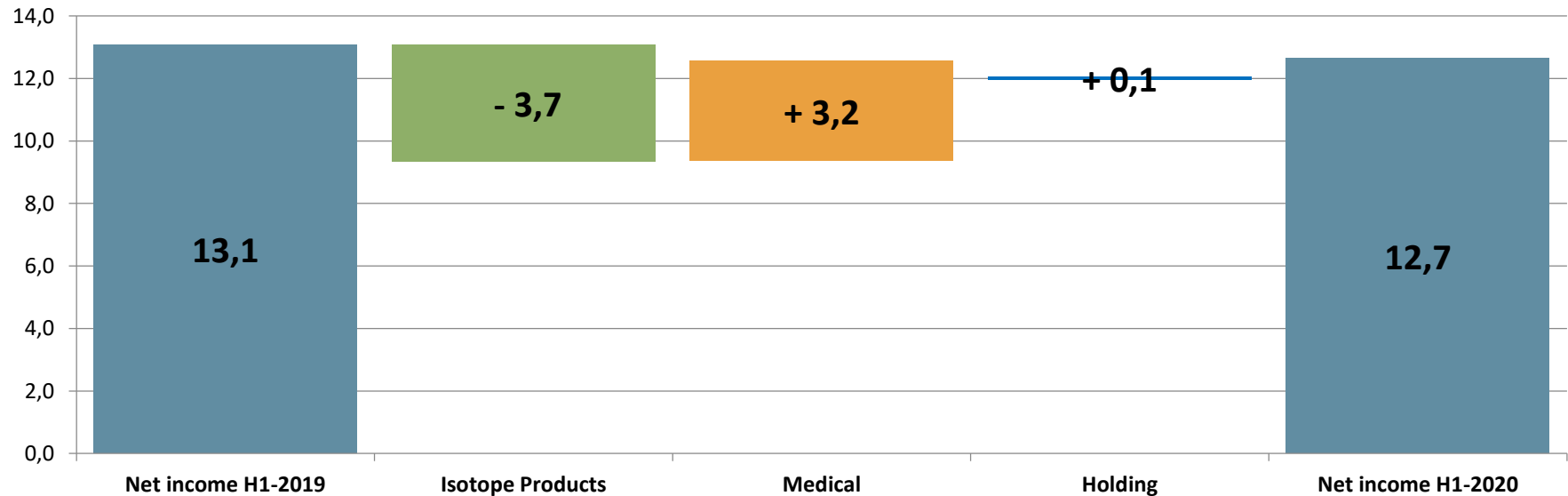
H1-2020 Total Net Income 12,7 mm EUR

H1-2019 Total Net Income 13,1 mm EUR

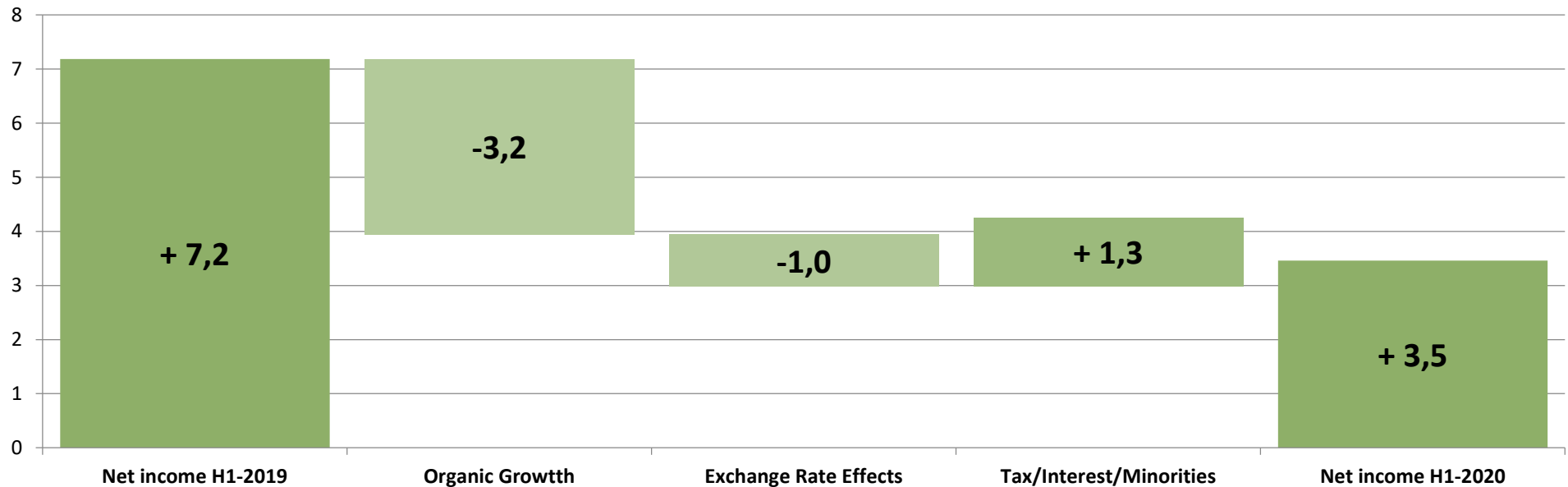
Lost over last year: -3,8%



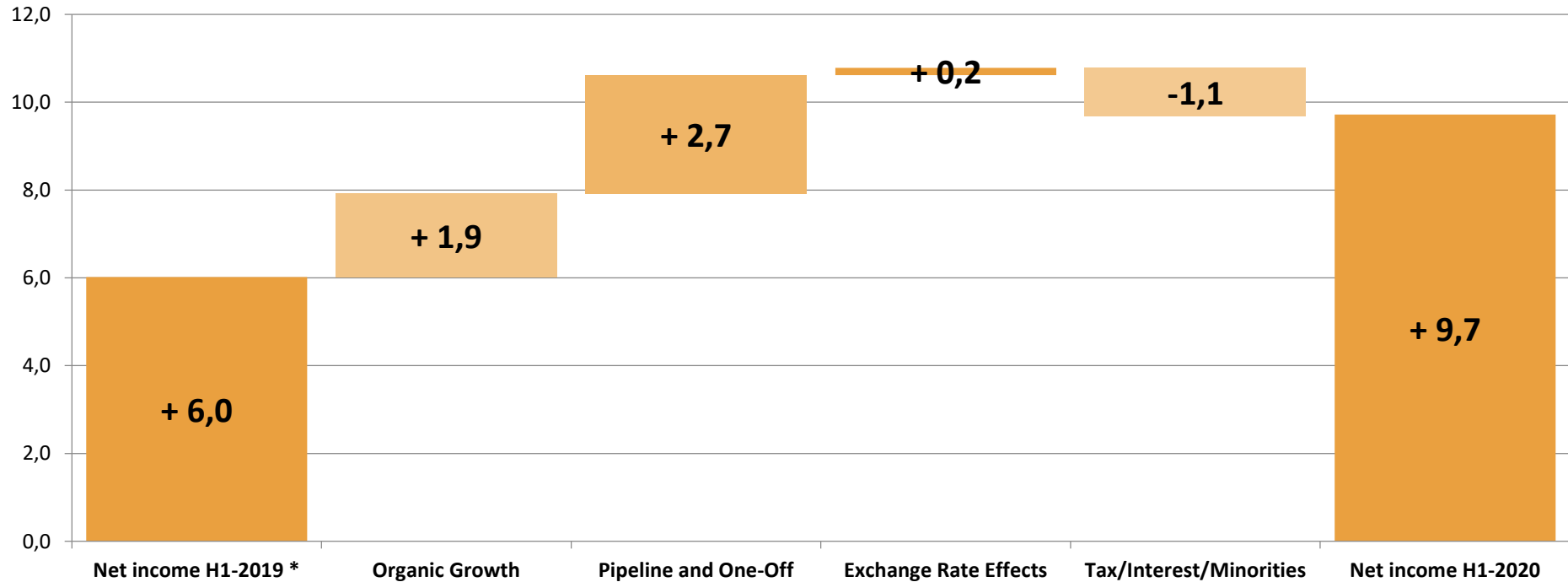
Net Income Growth all Segments Eckert & Ziegler in H1-2020, in mm EUR



Isotope Products: Net Income Growth H1-2020, in mm EUR



Medical: Net Income Growth H1-2020, in mm EUR



* For comparison, without pipeline and One-off

Cashflow and Balance Sheet

H1-2020

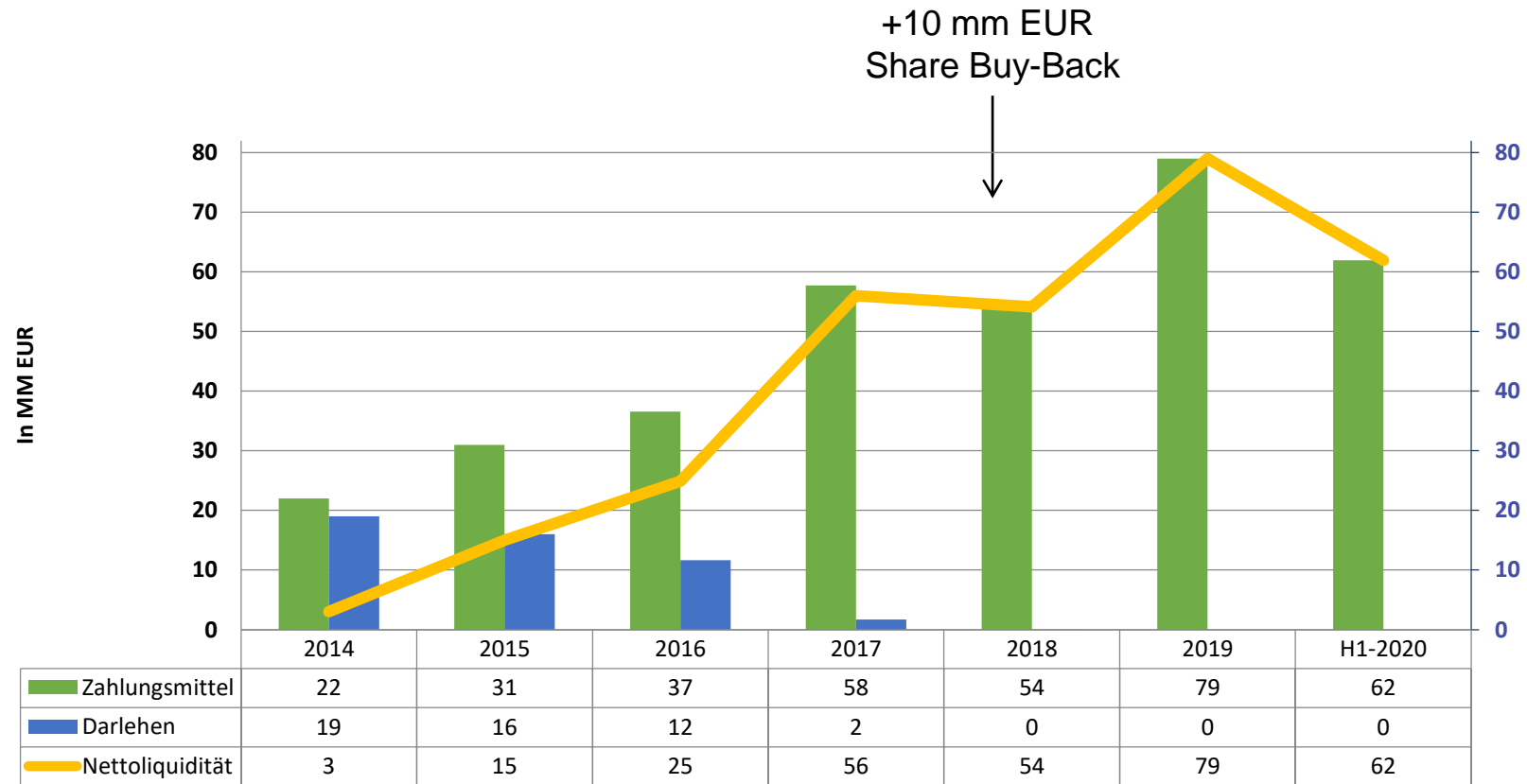
Balance Sheet

as of 30/06/2020, in mm EUR

Cash/Stocks	62	Equity	141
Receivables	35	Minority Interests	1
Inventory	33	IFRS 16 Leasing	19
Intangible Assets	51	Accruals/Provisions	64
Fixed Assets	40	Other Short Term Payables	35
Others	29	Other Long Term Payables	7
Total Assets	268	Total Liabilities & Equities	268

- Cash at hand of 61 mm EUR + Financial Assets/ Stocks of 1 mm EUR
- Debt Free
- Equity Ratio 53% (+ 2% over Dec. 2019)

Net Liquidity H1-2020, in mm EUR

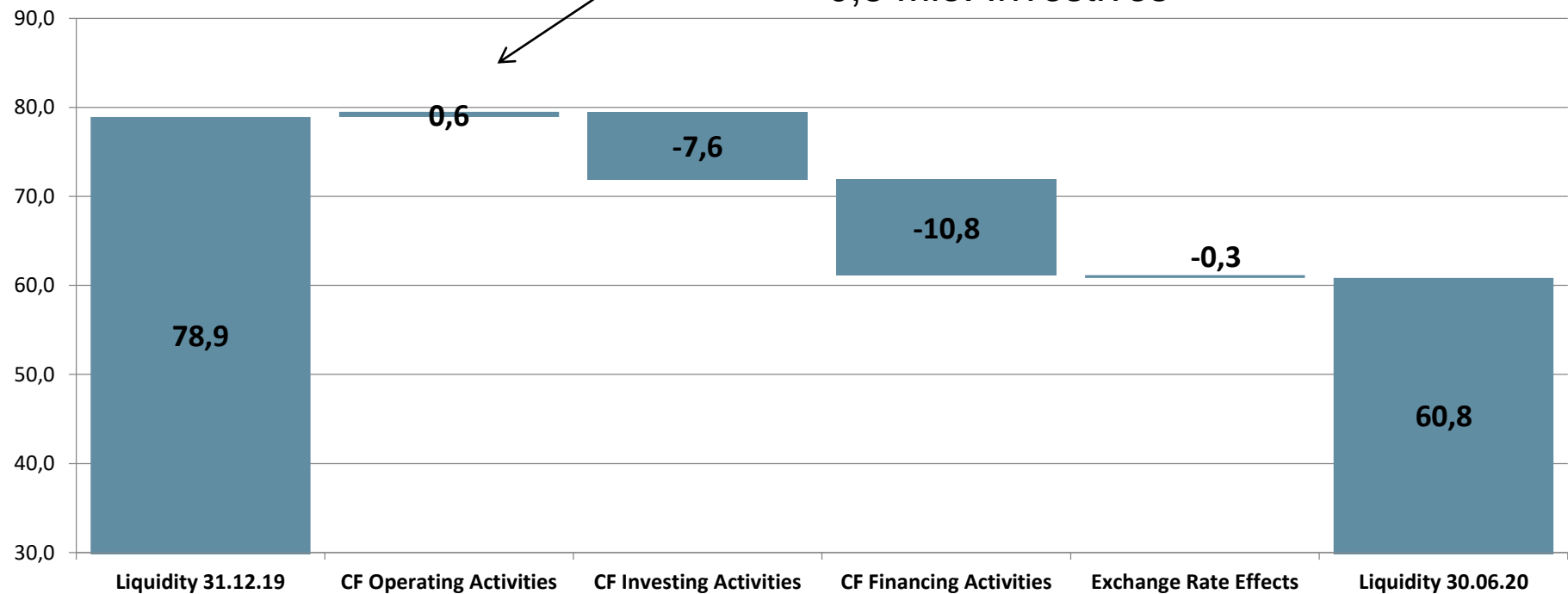


Cashflow

H1-2020, in mm EUR

EBITDA: **23,3** mm. EUR

enthält im Vergleich YoY:
 3,0 Mio. EUR Auflösung Rückstellung
 7,3 Mio. EUR Aufbau Forderungen
 1,8 Mio. EUR Steueranstieg
 0,8 Mio. Investives

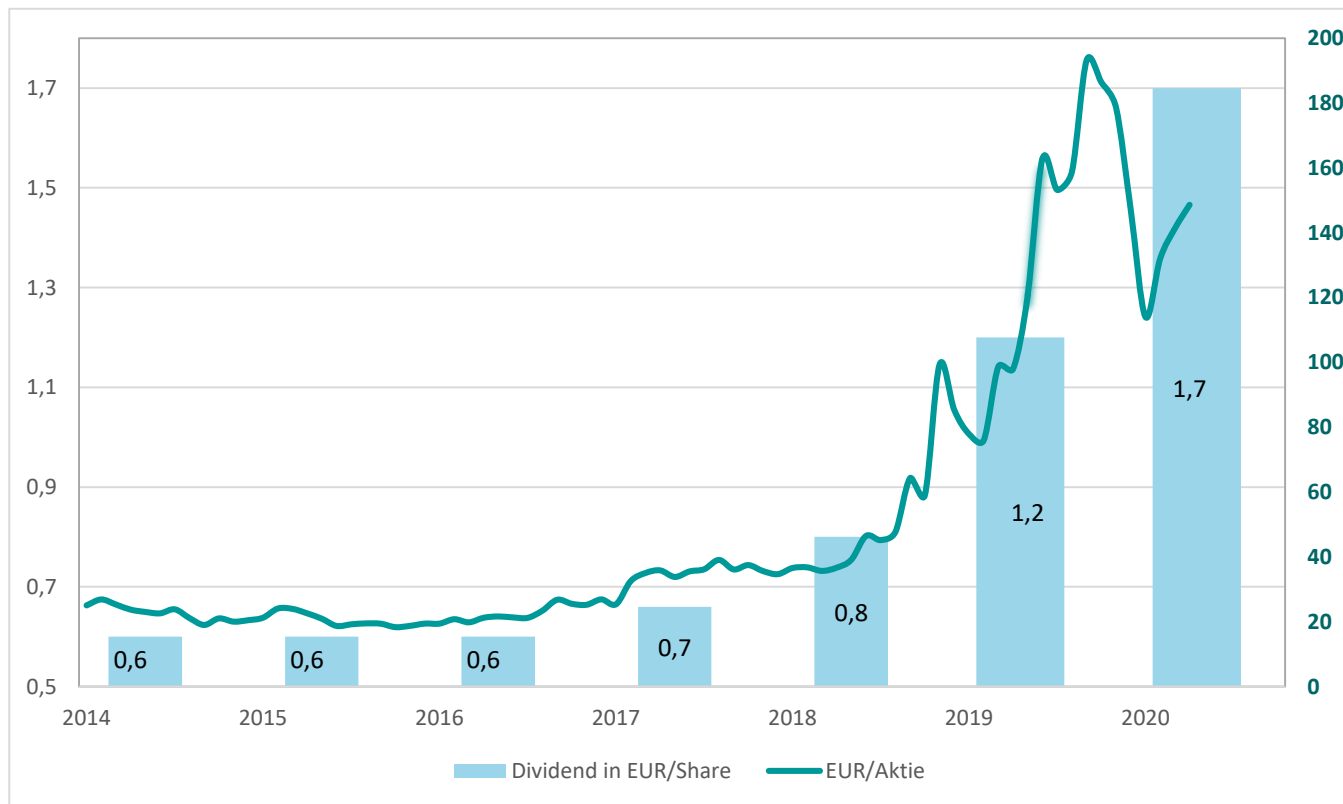


* Only Cash at hand without Stocks

Stock and Dividend in EUR/Stock

Share-split 1:3 effective since 4 August 2020

The stock price after share split by end of June is 37,15 EUR/Stock

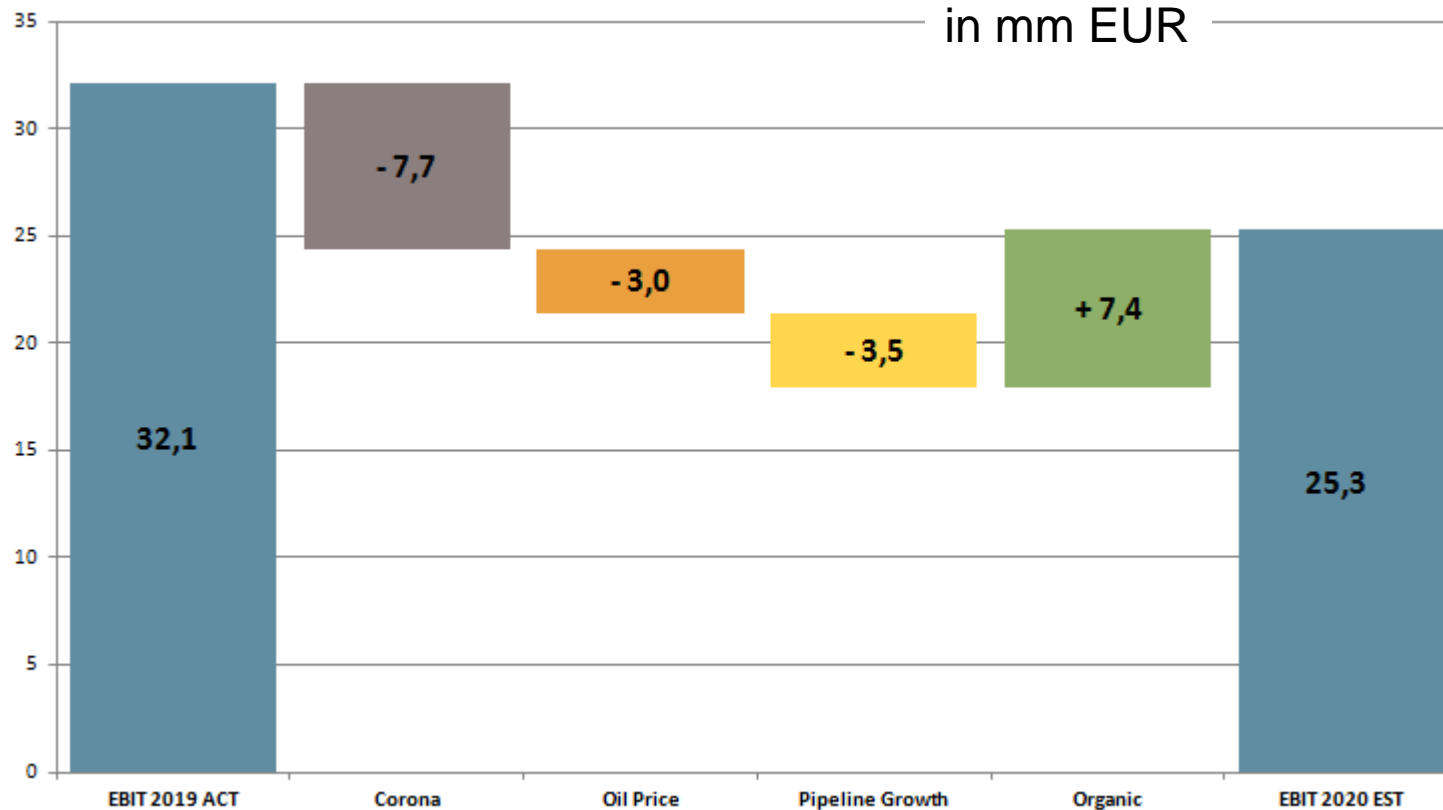


Corona Update



Expectations for 2020

Key Elements of Guidance 1.0/ 2020 (EBIT)

As of March 2020
Inductive Reasoning



Key Items Remain on Track

- Corona seems to have hit bottom
- Oil price effects seem to have hit bottom 
- No negative effects seen in H1 2020 for radiopharmaceutical business 

Guidance/
short term

- **Lutetium:**
 - commercial production started in March 2020
 - High degree of purity/ technology confirmed
 - Pharmaceutical manufacturing license expected early 2021
- JV in **China** with TCL Healthcare on HDR moves ahead:
 - Focus is the secondary market of 6.000 to 7.000 clinics
 - JV necessary due to protectionist procurement policies
 - http://www.tcl-healthcare.com.cn/xwdt/show_4.html
- Set-up of **Y-90 production** lines in Chengdu and Boston progresses according to schedule

Medium term



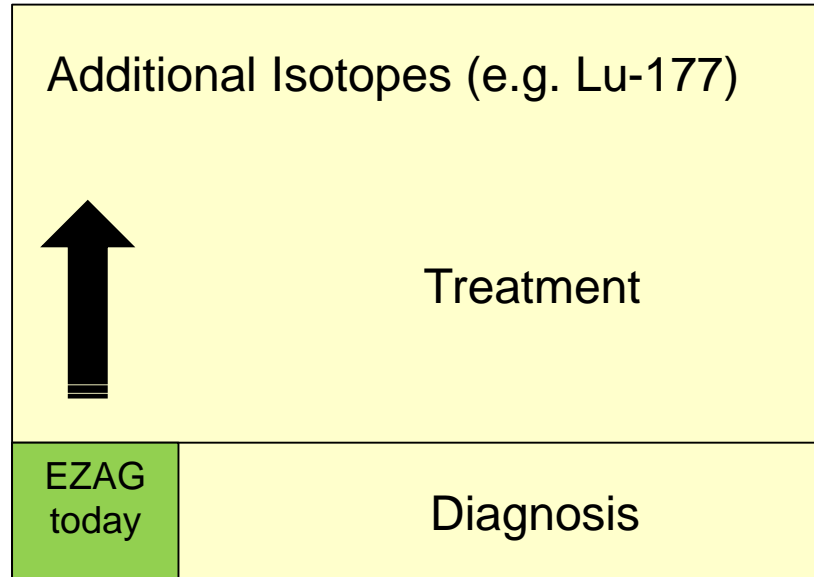
- **Strategic pipeline**
 - 6 mm USD competitive NIH-NIAID contract awarded for radiation protection pill

Strategic



Expansion Strategy

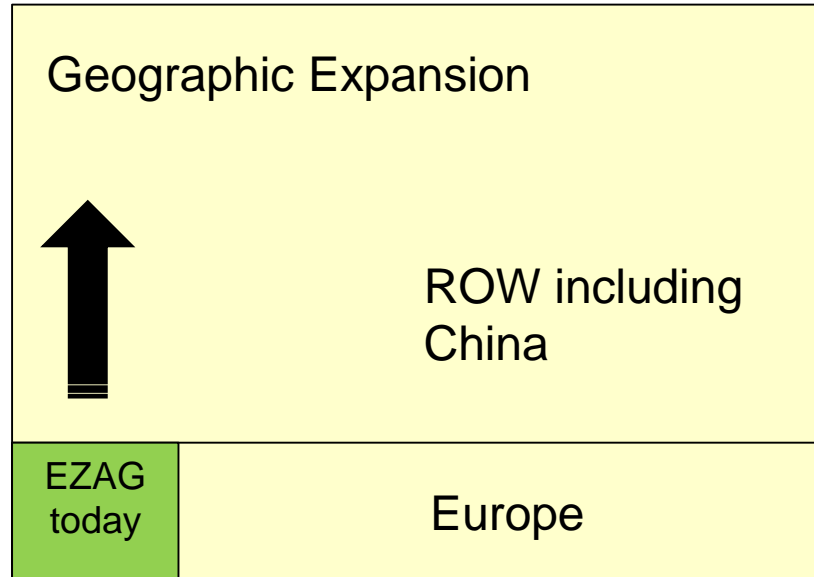
Gallium-68/ Theranostics



→ Additional indications

No changes compared to pre-corona

Yttrium-90/ Radioembolisation



Boston (US) site

Chengdu (PRC) site

SIRTEX Europe



Customer Base

No changes compared to pre-corona

Short/ Medium Term Goals for Radiopharma Ingredients

Building Worldwide Supply Chains / Global Network



Status as of March 2020 Lutetium-177

- Validated technology
- Value chain has been completed
- **Five reactors qualified**
thereof two non-European sites
- First deliveries to customers

No changes
compared to
pre-corona

Status as of March 2020 Yttrium-90

- New production site in Boston initiated
- Production site in Chengdu Chengdu on schedule
- Numerous alliances in the pipeline

Financial Calendar / IR Contact

13 Aug 2020	Half Year Report 2020
10 Nov 2020	Quarterly Report III/2020
17 Nov 2020	German Equity Forum
(subject to changes)	

ISIN	DE0005659700
Reuters	EUZ.DE

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Thank you!