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Sigma Pharmaceuticals Limited

Annual General Meeting, 6 May 2015



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Brian Jamieson
Chairman

Delivering results

**Revenue up 5.7% to
\$3.1 billion**

**EBIT up 11.0% to
\$78.0 million**

**Underlying ROIC of
14.5%**

**Dividends - 2.0 Final
and 1.0 cent Special
Share Price – up 34%
past 12 months**

**Acquisitions and
business
reinvestment**

Strong Balance Sheet

Broader Revenue base

Capacity to grow

Sigma's strategy



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**Turnaround
Horizon 1**
2011 – 2014

Fix the Business

- Went back to basics
- Invest in the things that matter
- Gained control of business

**Partner of Choice
Horizon 2**
2014 – 2017

Play to Win

- Grow core business
- Pick the right partners
- Integrate our investments
- Differentiate to create competitive advantage
- Enter new adjacent markets

**Aggregate and Leverage
Horizon 3**
2017 – 2020

Change the Game

- Pre-empt change and leverage aggregated platforms
- Differentiate through innovation
- Grow adjacent markets

Yesterday...

...tomorrow

Regulatory environment

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Threats to the viability of the system

National Medicines Policy and the PBS –
providing timely and efficient access to medicines

6CPA

PBS Reform

Harper Review

**Manufacturers
Wholesalers
Pharmacy**

Growing and Ageing population

Consumers



medicines
access to

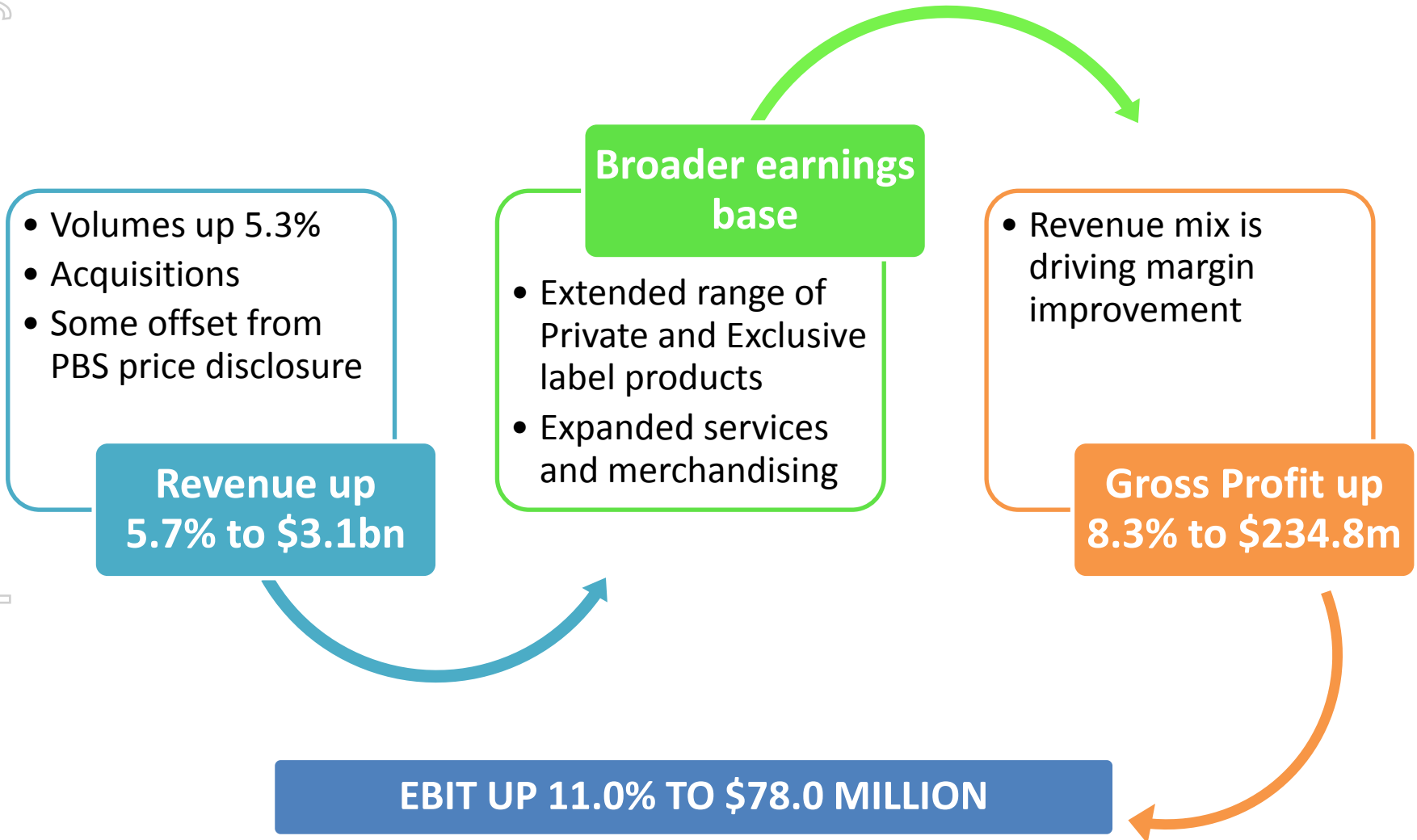
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Mark Hooper

Managing Director and CEO

Growing and evolving our earnings

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Investing in our future

Performing to expectations



Investing in state of the art distribution centres



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Industry leading programs

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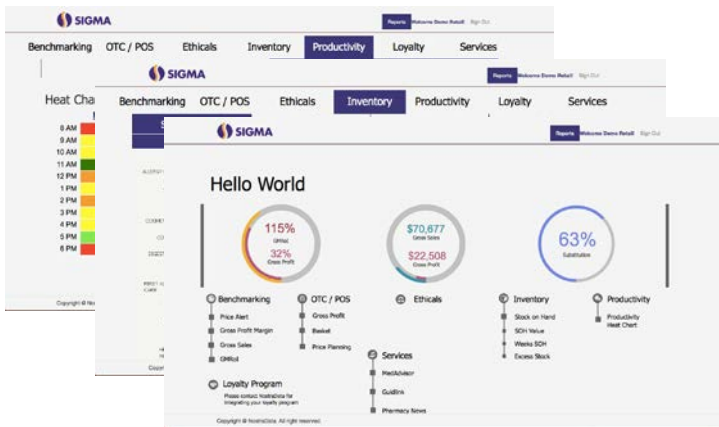
Sigma Generics Program:
designed to improve
generics buying for our
members

Sigma Financial Services:
financial support
packages to suit every
pharmacy



Signal: market leading
insights into pharmacy
performance

HSA: leading structured
Professional Services
programs



Recognised for service excellence



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Looking forward

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Full year contribution from CHS and DDS



Organic growth, partly offset by PBS price reform



Full year of expanded Private & Exclusive label range



Improved contributions from programs launched, enhanced merchandise and marketing

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