



Sigma Pharmaceuticals Limited

Annual General Meeting, 6 May 2015



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



**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

Threats to the viability of the system

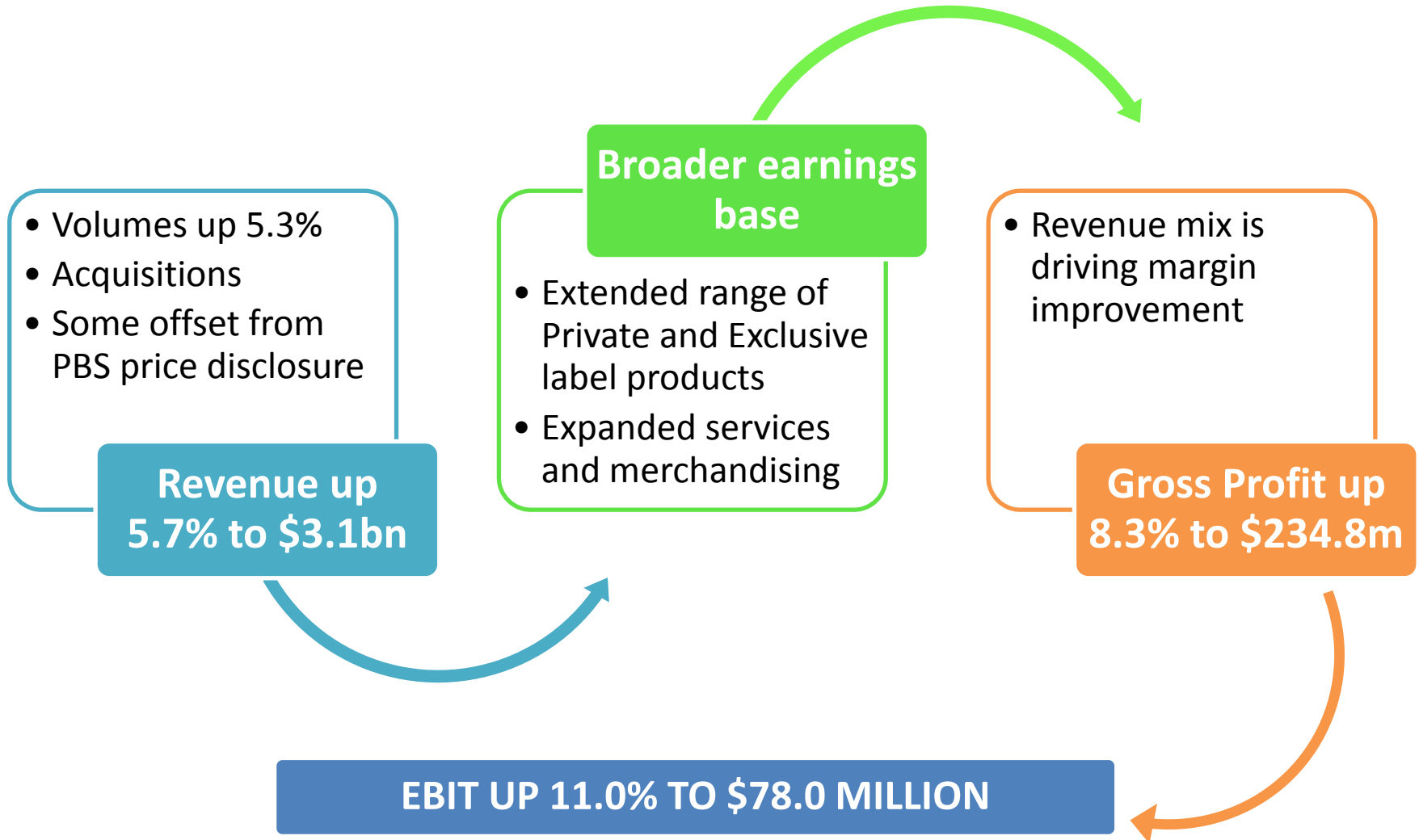


medicines
access to

Mark Hooper

Managing Director and CEO

Growing and evolving our earnings



Investing in our future

Performing to expectations



Investing in
state of the art
distribution
centres



Industry leading programs



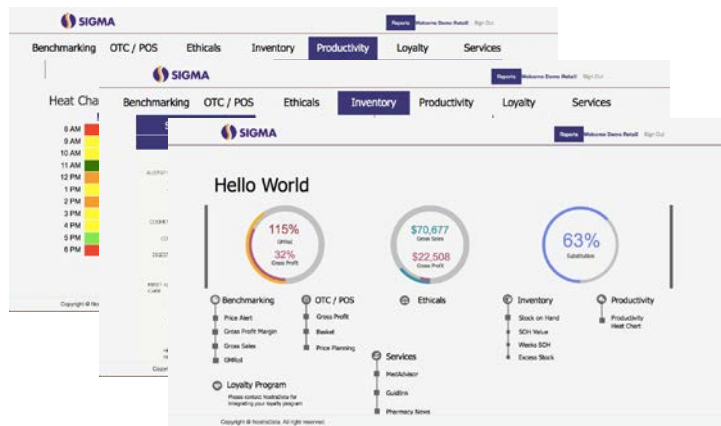
Sigma Generics Program:
designed to improve
generics buying for our
members

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



Looking forward



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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