

## Trading Update Third Quarter 2007



### Omega Pharma group: 3% sales growth in Third Quarter

#### CONSUMER HEALTH (OTC)

**Dull summer weather, declining growth of generics in Belgium lower sales to +€35 million.**

**Good performances in France and in Central and Eastern Europe.**

**2007 sales guidance revised to €780-800 million.**

**Strategic plan and ambitions remain entirely valid.**

#### ARSEUS

**Sales increase of 11% for the division underlines strength of the new business model.**

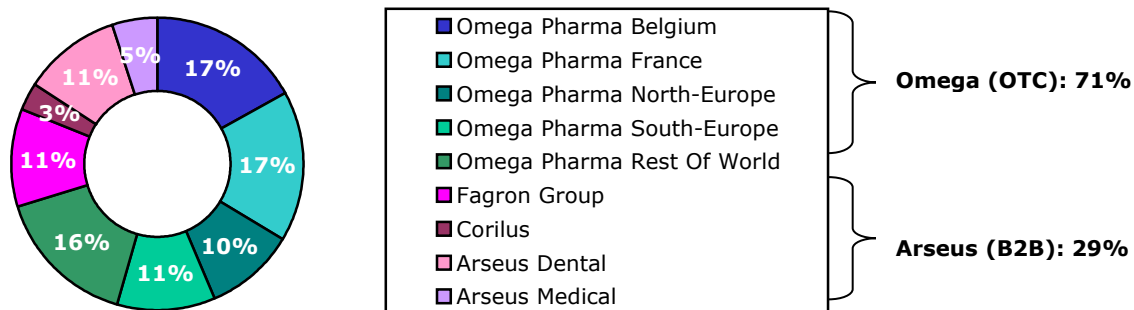
**Growth in all entities.**

**Turning point also reached at Corilus.**

Nazareth, Belgium 18 October 2007 — The turnover per reporting segment is as follows:

| Non-audited management figures<br>in EUR million | Third Quarter |              |             | First nine months |              |             |
|--|---------------|--------------|-------------|-------------------|--------------|-------------|
|  | 2007          | 2006         | evolution   | 2007              | 2006         | evolution   |
| Omega Pharma Belgium                             | 38.8          | 50.0         | -22%        | 152.7             | 159.8        | -4%         |
| Omega Pharma France                              | 39.9          | 34.8         | +15%        | 138.3             | 122.6        | +13%        |
| Omega Pharma Europe                              | 87.6          | 80.3         | +9%         | 297.4             | 253.5        | +17%        |
| Omega Pharma North-Europe                        | 24.3          | 24.0         | +1%         | 78.4              | 75.3         | +4%         |
| Omega Pharma South-Europe                        | 25.4          | 25.2         | +1%         | 109.5             | 100.5        | +9%         |
| Omega Pharma Rest Of World                       | 37.9          | 31.1         | +22%        | 109.3             | 77.7         | +41%        |
| <b>Consumer Health (OTC)</b>                     | <b>166.3</b>  | <b>165.1</b> | <b>+1%</b>  | <b>588.3</b>      | <b>535.9</b> | <b>+10%</b> |
| Fagron Group                                     | 25.9          | 22.0         | +18%        | 76.7              | 69.4         | +11%        |
| Corilus  | 6.3           | 5.7          | +11%        | 18.7              | 18.4         | +2%         |
| Arseus Dental                                    | 24.6          | 22.7         | +8%         | 82.3              | 73.3         | +12%        |
| Arseus Medical                                   | 11.6          | 11.4         | +2%         | 36.4              | 33.6         | +8%         |
| <b>Professional Health (Arseus)</b>              | <b>68.4</b>   | <b>61.8</b>  | <b>+11%</b> | <b>214.1</b>      | <b>194.7</b> | <b>+10%</b> |
| <b>Total Omega Pharma</b>                        | <b>234.7</b>  | <b>226.9</b> | <b>+3%</b>  | <b>802.4</b>      | <b>730.6</b> | <b>+10%</b> |

#### Contribution to the consolidated group turnover in the First Half Year 2007



## **OMEGA CONSUMER HEALTH (OTC)**

### **Depressing summer impacts turnover**

Normal climate fluctuations usually do not have a major direct impact on the sale of Omega Pharma products. However there is a substantial impact in the case of the exceptional weather conditions witnessed in many countries this past summer. July was below the normal level. August started out to be promising but flattened out and September was particularly depressed. This summer, consumers throughout Western Europe bought 20% fewer anti-mosquito products than in the same period last year (selling figures, IMS). A similar effect (-17% based on IMS data for Western Europe) was registered for this period on the market of wart removal products. The sale of dermocosmetics in general, and sun care products in particular, also suffered in many countries from the poor weather conditions. Consequently, Omega Pharma was negatively affected by this climate phenomenon, a fact demonstrated in almost all Western European countries. This impact is estimated at EUR 19 million for the third quarter.

### **Slowing growth in the consumption of generic medicines in Belgium**

Beside the impact of the bad summer season, the growth of generic medicine consumption in Belgium slowed by 26 percentage points (selling data January-August 2007/2006, IMS). The company was also affected by this trend since Omega Pharma distributes the generic products of Eurogenerics (Stada), the main generic company in Belgium. The impact on the third quarter is estimated at EUR 16 million. It is expected that this trend will continue until a new Belgian federal government is formed and again introduces stimulating initiatives for generics. In view of the continuing political uncertainty, a further slowdown cannot be excluded for the fourth quarter. Omega Pharma forecasts a negative impact on fourth quarter sales of about EUR 15 million.

### **Good performance in France**

In spite of the relatively large number of sun-related products in the portfolio of Omega Pharma France, this company registered a 15% growth in turnover for the third quarter. Even when excluding the turnover of the recently acquired Persee Médica company, Omega Pharma France still demonstrated a 5% growth. This good performance illustrates the strength the new organization has developed since the second half of 2006.

### **In the first nine months of 2007, North and South Europe remain on track for internal sales growth, in spite of the abnormal weather conditions in the third quarter**

As it did in France, Omega Pharma has also succeeded in posting third quarter sales growth in the North and South Europe regions. Remarkably, the combined internal growth of both reporting segments within the forecasted long-term objectives (CAGR +7%), thus illustrating that the organization is fit to withstand exceptional external factors.

## **Turnover of Bittner Pharma is on track**

Bittner Pharma represents a major component in the sales figures for the *Rest of the World* division. With almost EUR 12 million, the quarterly turnover of Bittner Pharma is fully in-line with the internal expectations.

These solid figures support the general increase in turnover for this region, in spite of the already mentioned seasonal impact which was at its maximum in the Netherlands and the United Kingdom.

## **Strategic plan in execution**

Despite this exceptional third quarter, and thanks to the strategic product diversification and the extended geographical scope, the organization was able to maintain both a total and internal growth in turnover of 10% and 2% respectively for the first nine months. If Omega Pharma Belgium is excluded, because of the exceptional situation involving generic medicines, the OTC organization would have witnessed a total growth in turnover of 11% in the third quarter, or 16% during the first nine months of the year. This would correspond to an internal growth of 6% year-to-date September, which is in line with initial expectations.

In the meantime, Omega Pharma continues to implement its strategic plan that will enable the company to reach an OTC turnover of over EUR 1 billion in 2010 and an EBITDA margin of 20% in 2011. The temporary weakness of the third quarter 2007 does not affect the feasibility of these ambitions.

## **ARSEUS PROFESSIONAL HEALTH (B2B)**

Comments on the turnover figures of Arseus are given in a separate press release, issued by Arseus today at 5:45 PM CET on [www.arseus.com](http://www.arseus.com). This press release will also be made available in the Investor Centre at [www.omega-pharma.be](http://www.omega-pharma.be).

## **PROGNOSES<sup>(1)</sup>**

As a consequence of the difficult summer season and the slowdown of the generic drug consumption in Belgium, the Consumer Health organization has revised its sales prognosis for 2007. Initially an annual turnover of EUR 830-850 million was put forward, versus EUR 729 million in 2006. Omega Pharma now assumes an annual sales figure for OTC of between EUR 780-800 million – i.e. 7% to 10% growth versus 2006. As Arseus is now separately listed since the beginning of October, its contribution to the turnover of the Omega Pharma group remains limited to the first nine months of 2007.

**Conference call:** the management of Omega Pharma (OTC) will comment on the turnover in a conference call, which will start at 6:15 PM CET today. To participate in this conference call, please dial 00 32/2/289 53 11. Please also **download the presentation** that will be used at the conference call from our web site [www.omega-pharma.be](http://www.omega-pharma.be). An audio-tape of this conference call will be made available afterwards; cfr. [www.omega-pharma.be](http://www.omega-pharma.be) (Investor Centre).

**For more information, please contact:**

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<sup>(1)</sup> Disclaimer: This press release contains forward-looking information which is based on current internal estimates and expectations as well as market expectations. Forward-looking statements contain inherent risks and apply exclusively on the date they are made. The actual results may differ substantially from those included in the forward-looking statements.