



**SALES FLASH — FOURTH QUARTER AND FULL YEAR 2006**

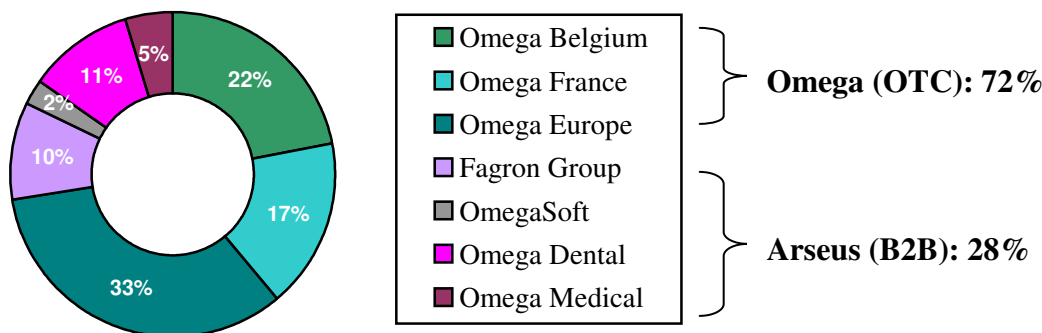
**Omega Pharma turnover surpasses 1 billion euro**

*As of 2007 Omega Pharma is also operational in the CEE, Ukraine, and Russia*

- **Omega Consumer Health (OTC): 10% growth in the Fourth Quarter — turnover of Omega France increases by 4%.**
- **Bittner Pharma acquisition closes next week and Omega Pharma becomes active in the rapidly growing Central and Eastern Europe OTC markets, including Ukraine and Russia.**
- **Arseus Professional Health (B2B): 5% growth in turnover in the Fourth Quarter following sales decline in the first three quarters.**

Nazareth, Belgium — 19 January 2007 — Omega Pharma has achieved a turnover of EUR 276 million in the Fourth Quarter 2006. The annual turnover continues to grow and now exceeds EUR 1 billion for the first time in Omega Pharma’s history. The consumer activities (OTC) represent 70% of the quarterly group turnover and 72% on an annual basis. For the business-to-business activities of Arseus, this is 30% and 28% respectively. The turnover per business unit has evolved as follows:

Non-audited management figures in EUR million	Q4/2006	Q4/2005	% evolution Q4 06/05	FY 2006	FY 2005	% evolution 2006/2005
Omega Belgium	60.4	53.4	+13%	220.2	193.7	+14%
Omega France	50.2	48.2	+4%	172.8	178.4	-3%
Omega Europe	82.9	74.5	+11%	336.4	303.6	+11%
<b>Consumer Health (OTC)</b>	<b>193.5</b>	<b>176.1</b>	<b>+10%</b>	<b>729.4</b>	<b>675.7</b>	<b>+8%</b>
Fagron Group	28.0	27.9	+0%	97.5	98.3	-1%
OmegaSoft	6.8	7.6	-11%	25.2	27.5	-8%
Omega Dental	34.0	28.3	+20%	107.3	99.2	+8%
Omega Medical	13.7	15.0	-9%	47.3	59.2	-20%
<b>Professional Health (B2B)</b>	<b>82.5</b>	<b>78.8</b>	<b>+5%</b>	<b>277.3</b>	<b>284.2</b>	<b>-2%</b>
<b>Total Omega Pharma</b>	<b>276.0</b>	<b>254.9</b>	<b>+8%</b>	<b>1,006.7</b>	<b>959.9</b>	<b>+5%</b>



## OMEGA CONSUMER HEALTH (OTC)

### **Strong growth for Belgium and Europe — reconfirmation of Omega France**

The pace of growth for the Fourth Quarter is at 10%. This performance illustrates that the organization is capable of continuing to focus on operations in parallel with managing a major strategic project such as the acquisition of Bittner Pharma.

On an annual basis, the turnover of Consumer Health is EUR 729.4 million. Internal growth amounts to 7%, more than twice the growth of the OTC market in Western Europe.

- The quarterly turnover for Omega Belgium increased by 13%. Exceptional growth has been achieved in the sales of the Star Brands and the generic medicines of Eurogenerics, which are distributed in Belgium by Omega Pharma.
- Omega France posted a growth in turnover for the second quarter in a row, following its restructuring: +2% in the Third Quarter and +4% in the Fourth Quarter. These figures confirm that the new sales organization is effectively achieving further structural improvements.
- Omega Europe has demonstrated 11% growth in turnover for the Fourth Quarter, and thus remains the business unit where the value of Omega Pharma's business model is best demonstrated. Because of the Bittner Pharma acquisition, this business unit and its corresponding reporting segment will henceforward be split as follows:

Non-audited management figures in EUR million	FY 2006	% evolution 2006/2005
Omega Northern Europe <sup>(1)</sup>	96.3	8%
Omega Southern Europe <sup>(2)</sup>	129.6	15%
Rest <sup>(3)</sup>	110.5	8%
<b>Omega Europe</b>	<b>336.4</b>	<b>+11%</b>

(1) Denmark, Finland, Germany, Norway, and Sweden

(2) Cyprus, Greece, Italy, Portugal, and Spain

(3) Ireland, the Netherlands, UK, and Central and Eastern Europe, exports

The Spanish subsidiary and the Portuguese activities, in particular, witnessed a strong performance in 2006. This is clearly illustrated by their sales growth, which is above the average for Omega Europe. In almost all other countries, the turnover has evolved consistently with growth rates that outperformed the market.

### **Omega Pharma also enters the attractive OTC markets in Central and Eastern Europe**

Omega Pharma has just received confirmation that all administrative formalities are completed and that all conditions have been met with respect to the acquisition of the Bittner Pharma Group. Consequently, the closing of this acquisition can take place on 22 January 2007. The activities of the Bittner Pharma Group will be included in the consolidation circle as of 1 January 2007.

Previously, Omega Pharma has not been active in the fast growing OTC markets in the CEE and the CIS. However, this important strategic acquisition now gives the group access to this region, focusing on Poland, Russia, and the Ukraine as its principal

markets. Bittner Pharma expects a turnover of about EUR 50 million and the 2007 EBITDA estimate is over EUR 20 million.

The inclusion of the Bittner Pharma Group activities represents an important step in Omega Pharma's ambition of to become a world player in OTC. As a result of the Bittner Pharma acquisition, the number of countries with Omega Pharma operations grows from 15 to 30.

## **ARSEUS — PROFESSIONAL HEALTH**

### **5% sales growth in Q4, following three quarters of sales decrease related to reorientation**

After three quarters in which the turnover decreased, the turning point has been reached in the Fourth Quarter. As indicated by the Arseus management, this organization has posted a return to a growing turnover (+5%) in the Fourth Quarter.

The integration measures (the termination of unprofitable distribution contracts and their replacement with new activities that fit into the Arseus business plan) have not been easy, but they have begun to bear fruit.

- Fagron turnover remained stable in the Fourth Quarter. Due to the intensive involvement of the Fagron management in the reorientation process of the other Arseus entities, the focus on Fagron operations has temporarily been somewhat lower. Without this factor, it is likely that these structurally sound activities would have probably witnessed a slight growth.
- At OmegaSoft, the price erosion of IT hardware seems to be of a structural nature, thus leading to a decrease of the Q4 turnover by 11% versus the same period last year (-14% in Q3).
- The turnover in dental activities has grown significantly (+20%) in the Fourth Quarter. This is the business unit where restructuring was first introduced and where the implementation of the new business plan has progressed the most. New, profitable activities have been integrated that have already contributed to the growth in the 2006 turnover.
- The cancellation of unprofitable distribution activities has had its greatest effect on the turnover of Medical activities. However, the replacement with new, profitable activities has gained pace slowly in this particular business unit and the turning point is nearing. For the first time in 2006, the sales decline remained below 10% (-9%) in the Fourth Quarter.

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

In the Fourth Quarter 2006, Omega Pharma confirmed that it is structurally capable of generating an average of 6% internal growth based on its synergies and far-reaching internationalization processes. This is approximately twice the growth rate of the OTC market in Western Europe.

Necessary reorganization measures have been implemented throughout 2006, both in France and in Arseus, which is still on schedule to be split off in 2008. In parallel with this reorganization, the way has been paved for the entry into the promising OTC markets of Central and Eastern Europe. These factors make 2007 a promising year, both for the Consumer Health division and for Arseus.

## **PURCHASE OF TREASURY SHARES**

Omega Pharma is also announcing that the group has reinitiated the buy-back of own shares following the announcement to acquire Bittner Pharma. The Board of Directors will propose to shareholders the cancellation of one million treasury shares.<sup>(2)</sup> After this cancellation, the remaining number of issued shares with effective voting rights will be 25,984,681 of which 272,794 will be held by Omega Pharma.

### **For more information, please contact:**

[Chris.Vanraemdonck@omega-pharma.be](mailto:Chris.Vanraemdonck@omega-pharma.be)

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### **Financial calendar**

Thursday 1 March 2007 (exact timing to be confirmed)	:	Analyst meeting
Thursday 15 March 2007(after trading hours)	:	Results 2006

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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.

<sup>(2)</sup> The convocation to the Extraordinary General Shareholder Meeting to whom this motion will be submitted, is available at [www.omega-pharma.be](http://www.omega-pharma.be).