
Results 2016 of Vifor Pharma

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Guidance and achievements 2016


Guidance

EBIT +10% vs. PY
(excluding Relypsa)

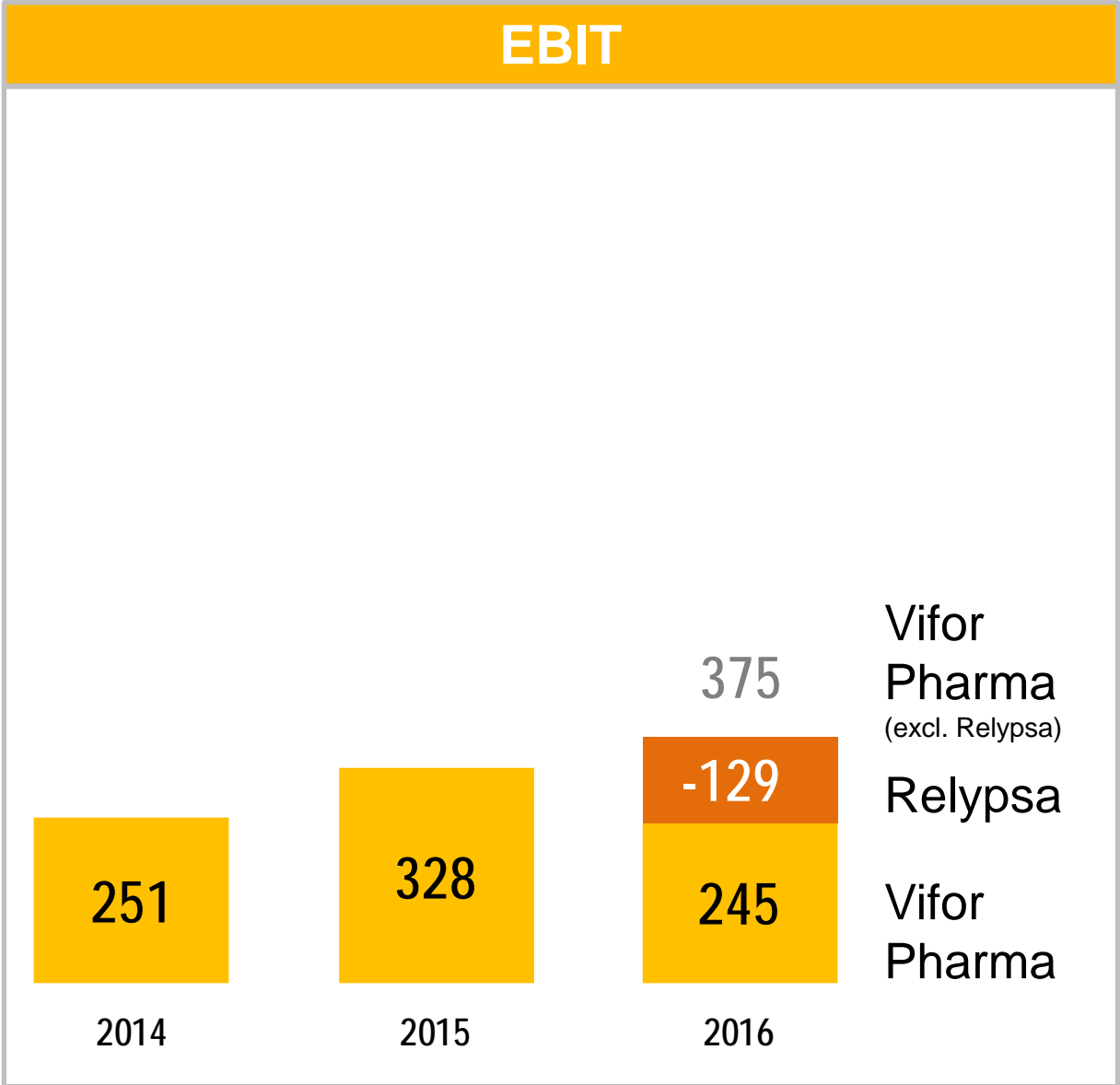
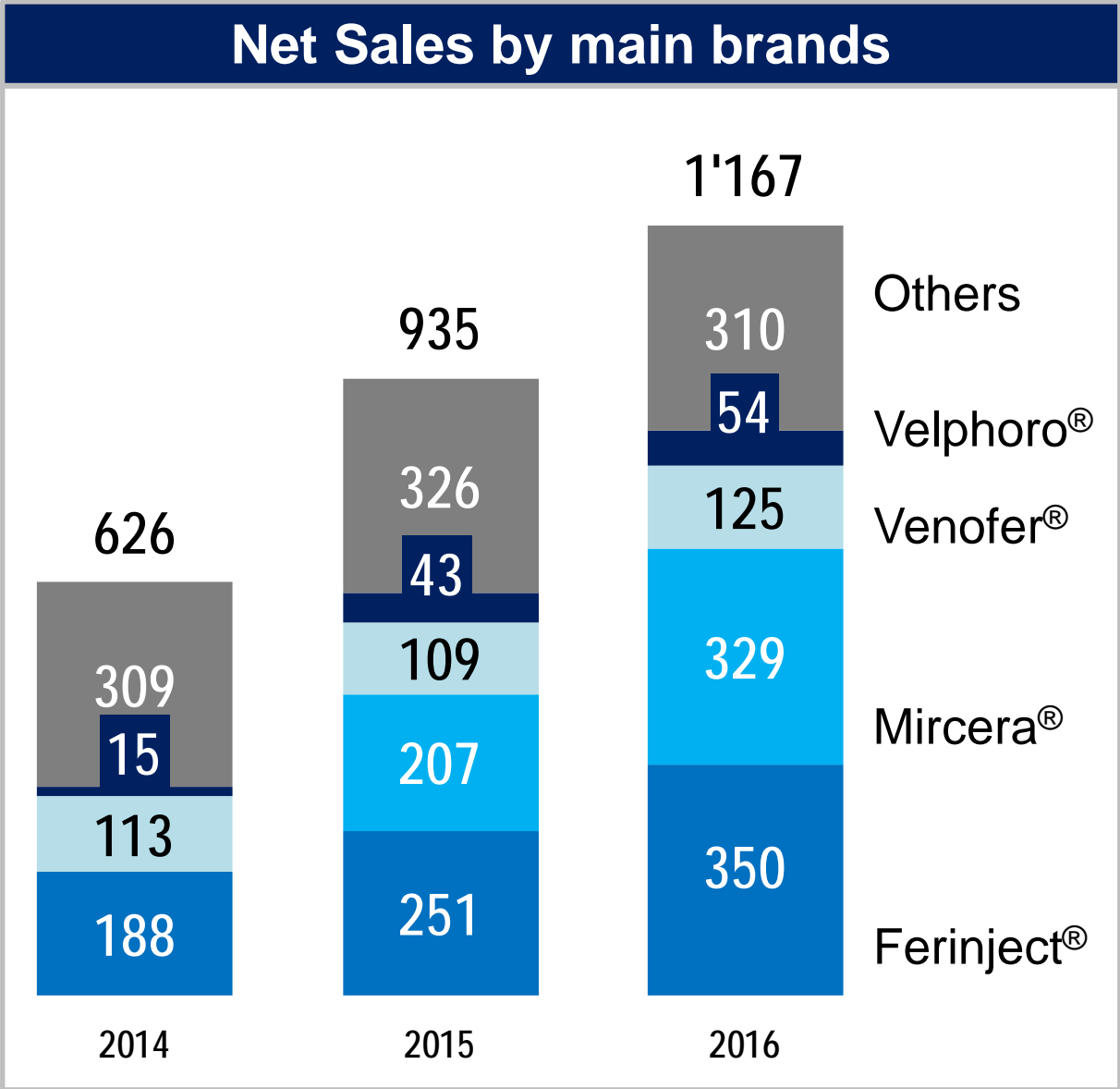
Impact Relypsa
on EBIT -80 MCHF vs. PY
(consolidated as of October 2016)

Achievements

EBIT +14% vs. PY
(excluding Relypsa) 

Impact Relypsa
on EBIT -129 MCHF vs. PY
(consolidated as of September 2016) 

Net sales and EBIT – Performance (in MCHF)



Guidance 2017

KPIs	Guidance 2017	Actual 2016
Net sales	High single digit growth	+25%
EBITDA (excluding MCHF 260 launch + ramp-up of Veltassa®)	Mid to high single digit growth	+14%
Net Sales in 2020	To exceed CHF 2 billion	MCHF 1,167
EBITDA in 2020	High triple digit level	MCHF 331
Dividends 2017-2019	At 2016 level	CHF 20/share
Dividends 2020 onwards	35% of Net Income	CHF 20/share