

# BUSINESS REPORT

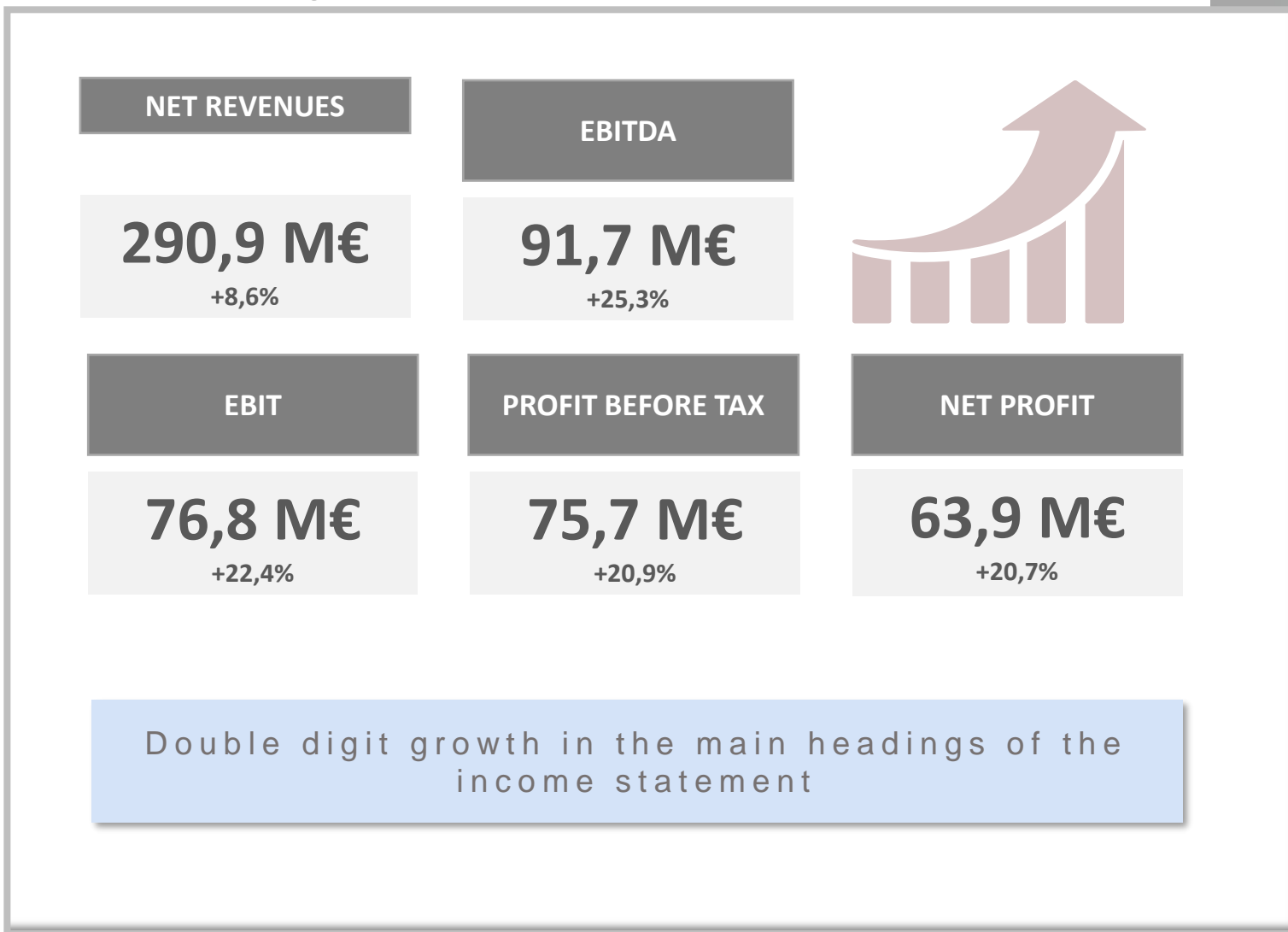
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SEPTEMBER 2020



## THIRD QUARTER 2020

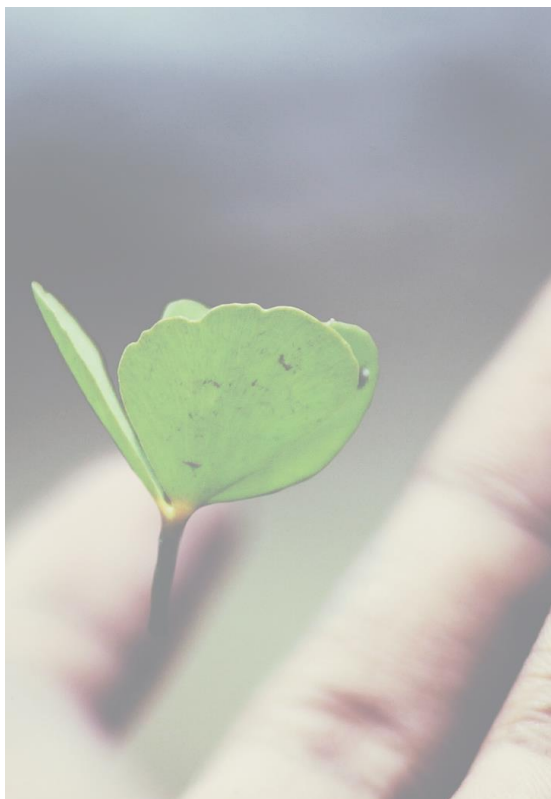
Historical value with significant increases



Historical profits driven by net revenues and other operating income

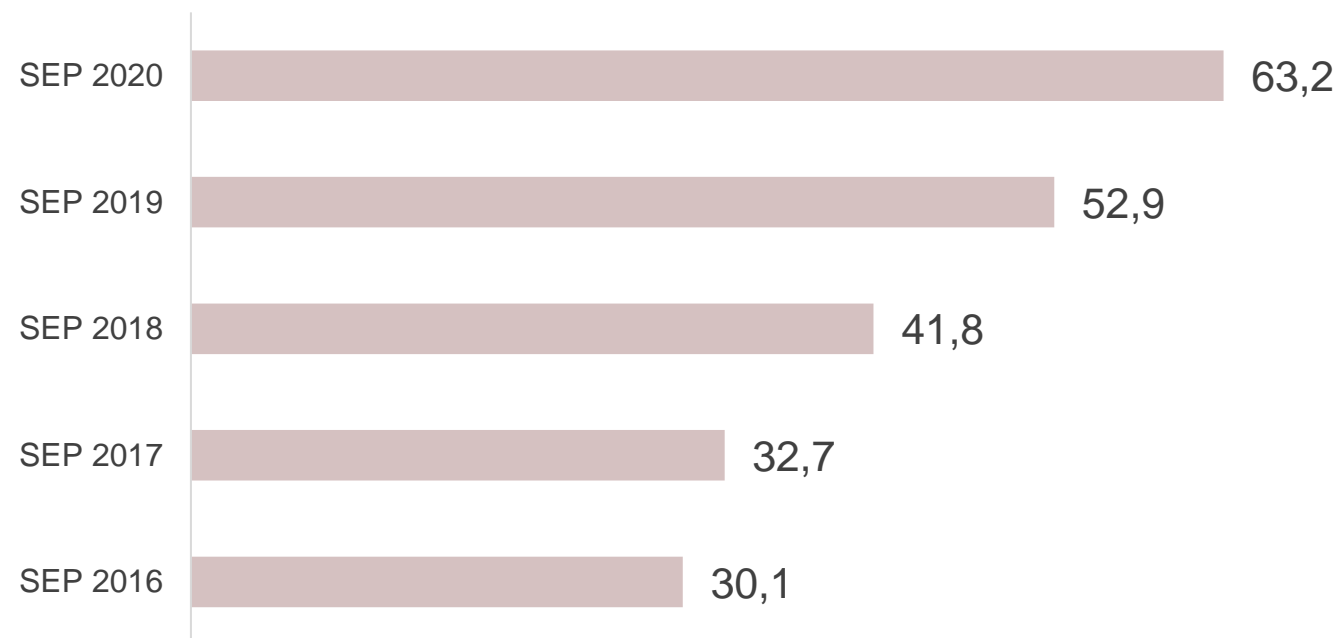
## THIRD QUARTER 2020

Net profit of the parent company in the first nine months of the year



DIC 2019: 64,0M€  
SEP 2020: 63,2M€

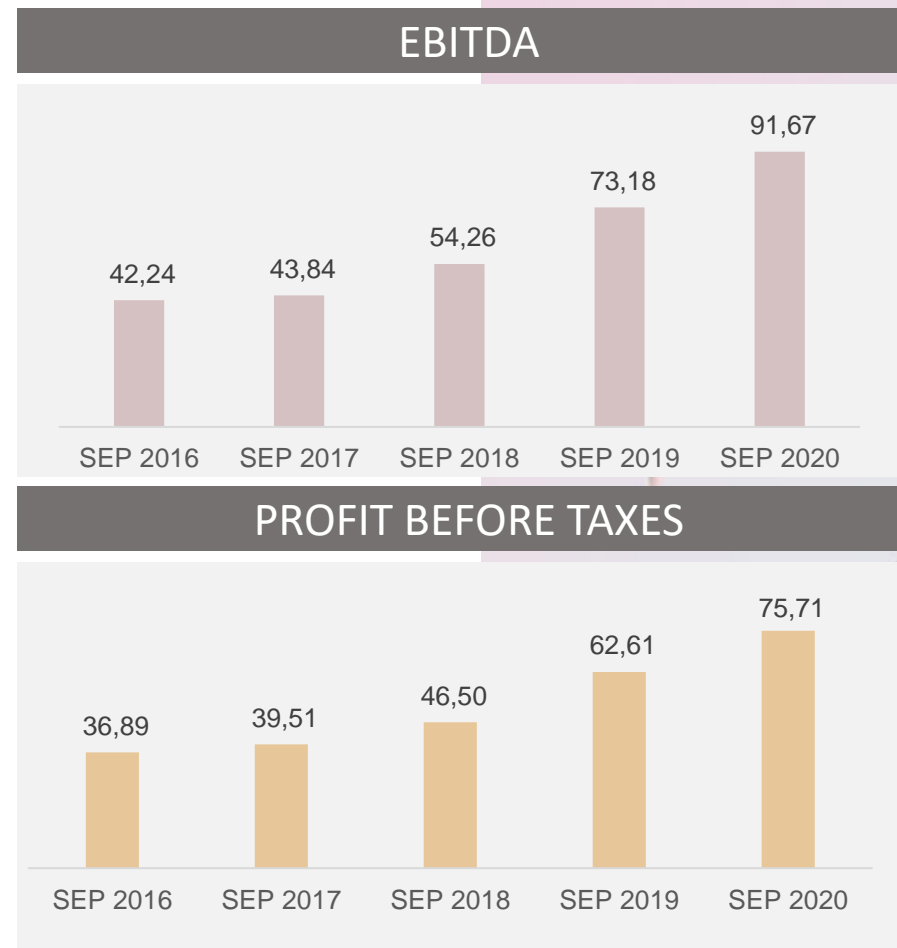
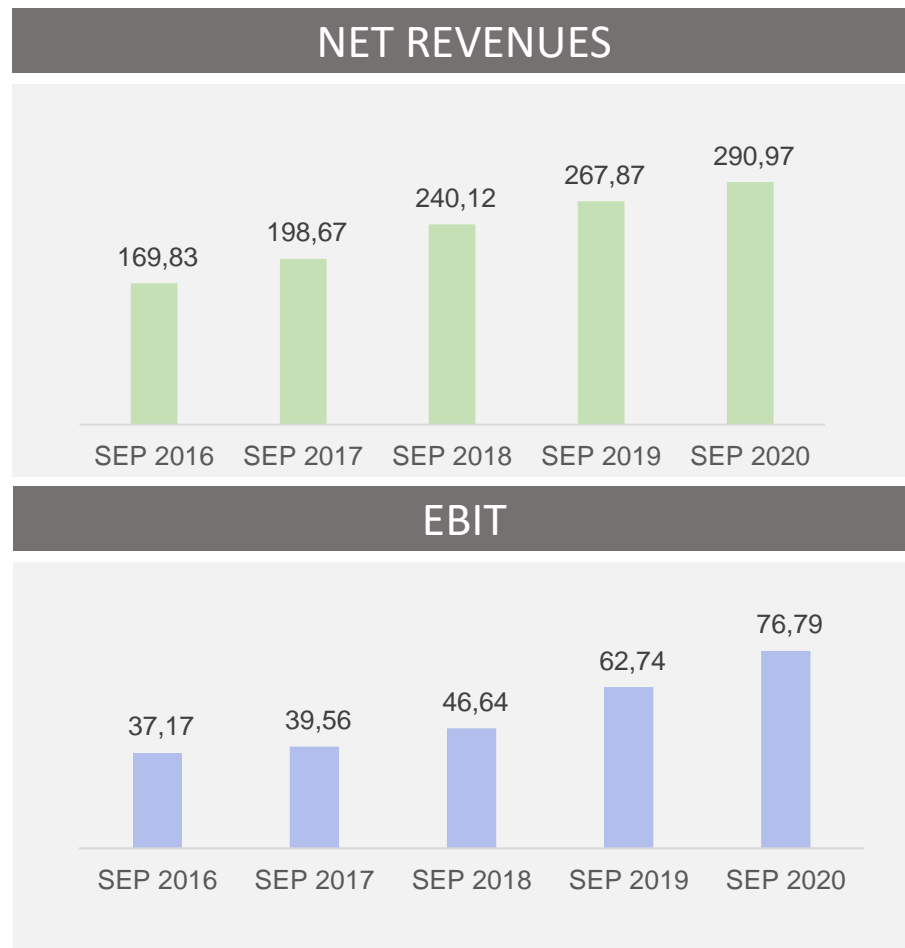
(M €)



Third quarter 2020 profit almost equals the profit of the whole year 2019

# THIRD QUARTER 2020

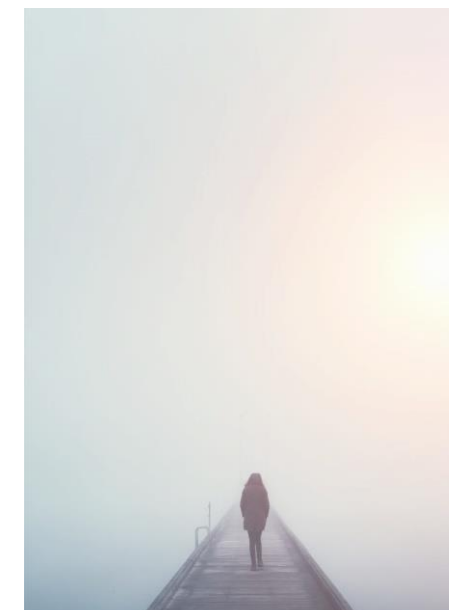
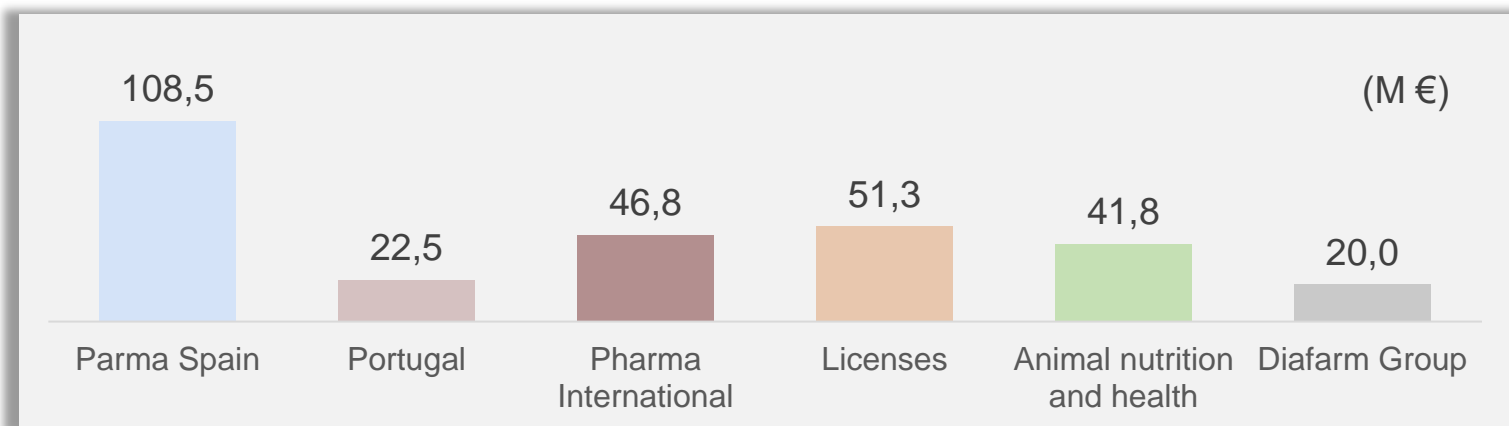
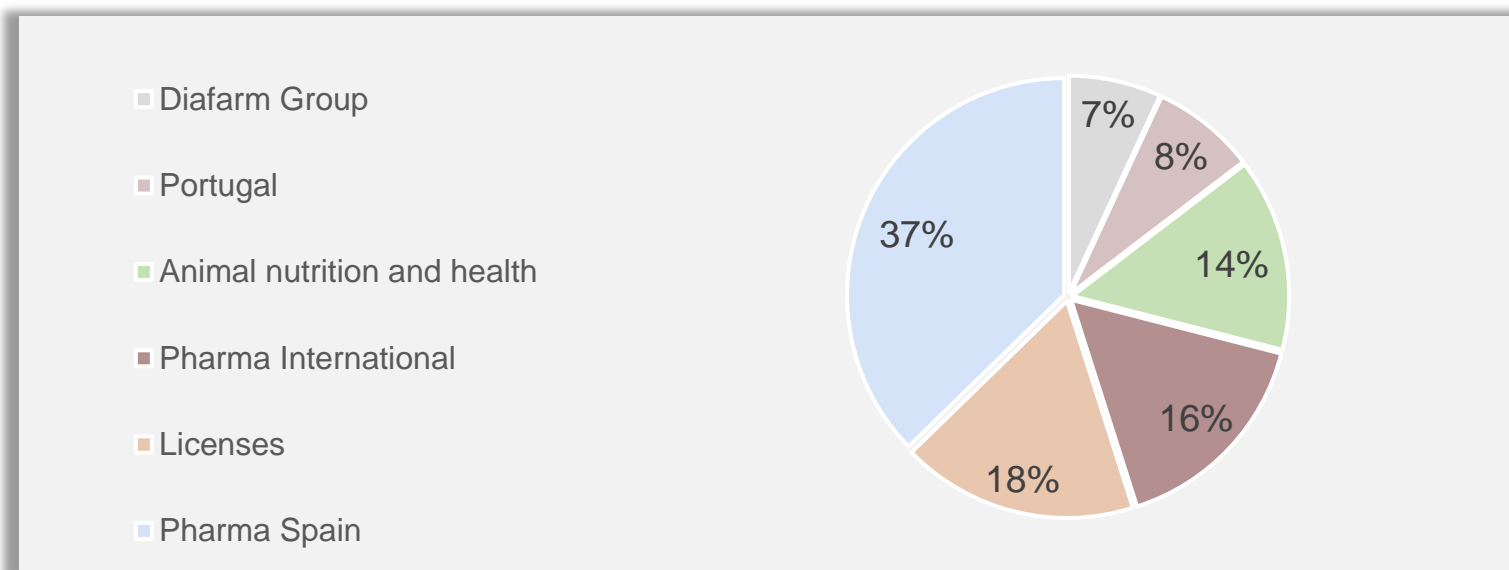
## Evolution of main figures (M €)



Positive behaviour in the last five years with recurring double-digit growth

## THIRD QUARTER 2020

### Distribution of net revenues

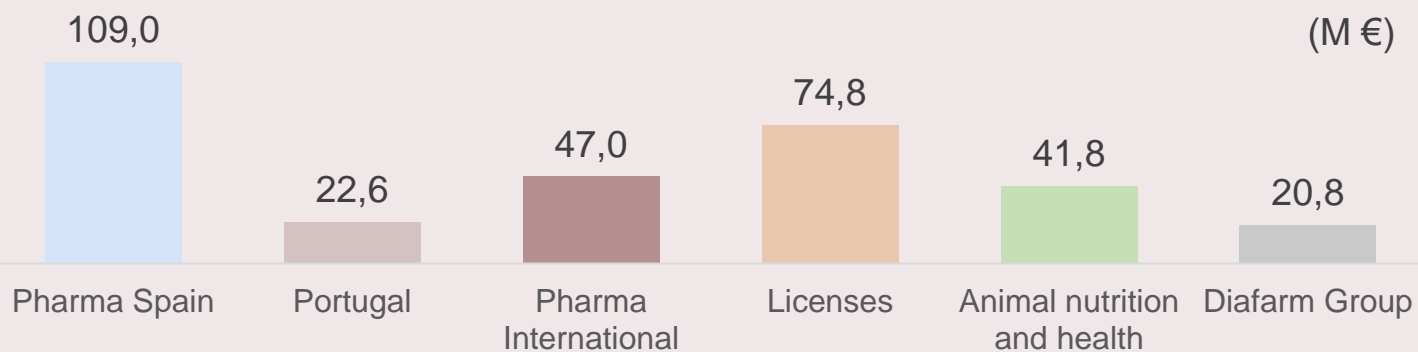
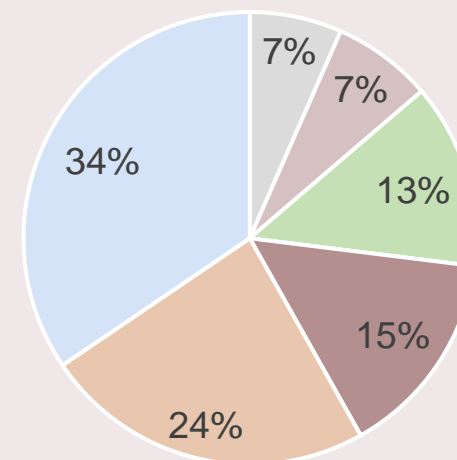


Relative weight increase in international area due to contribution of the BCN Group which reaches 15M€ in sales, improving our forecasts

## Distribución of total income

“Other operating income”  
is mainly concentrated  
on licenses, especially  
on bilastine

- Diafarm Group
- Portugal
- Animal nutrition and health
- Pharma International
- Licenses
- Pharma Spain



# THIRD QUARTER 2020

## Pharma Spain

Accumulated September 2020

\* Source Iqvia

TOTAL PHARMA MARKET*		PRESCRIPTION MARKET*	
GLOBAL SPAIN	FAES FARMA	GLOBAL SPAIN	FAES FARMA
+1,3%	+5,2%	+1,5%	+6%

### MAIN PRODUCTS



Sales 108 M€

Faes Farma's growth surpasses by far the market growth

# THIRD QUARTER 2020

## Faes Farma Rx.Main products (M€)

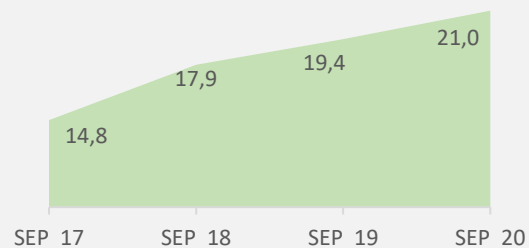
Internal sales



SEP 17 SEP 18 SEP 19 SEP 20

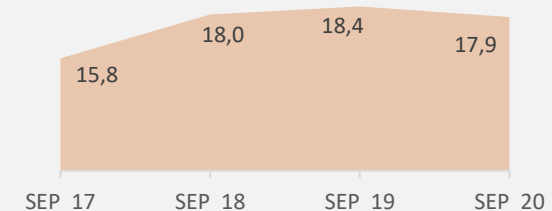
The market share of bilastina in Spain is 34,4 %

### HIDROFEROL



Calcifediol, our Vitamin D, is consolidated as the main product in sales in Spain

### RISTABEN & RISTFOR



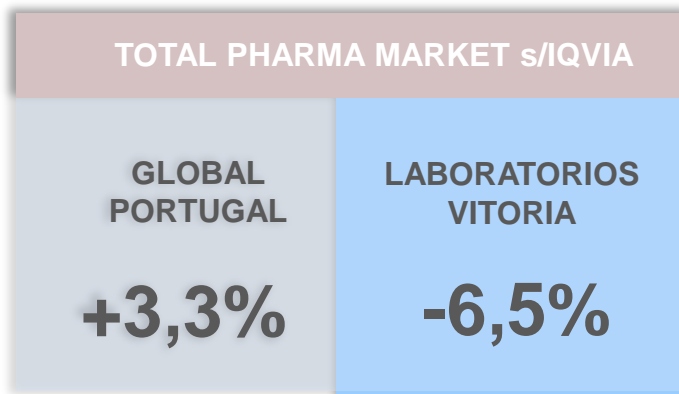
Evolution affected by the Price reduction in July 2019



# THIRD QUARTER 2020

## Laboratorios Vitoria (Portugal)

Accumulated september 2020



### Main products sales (M€)



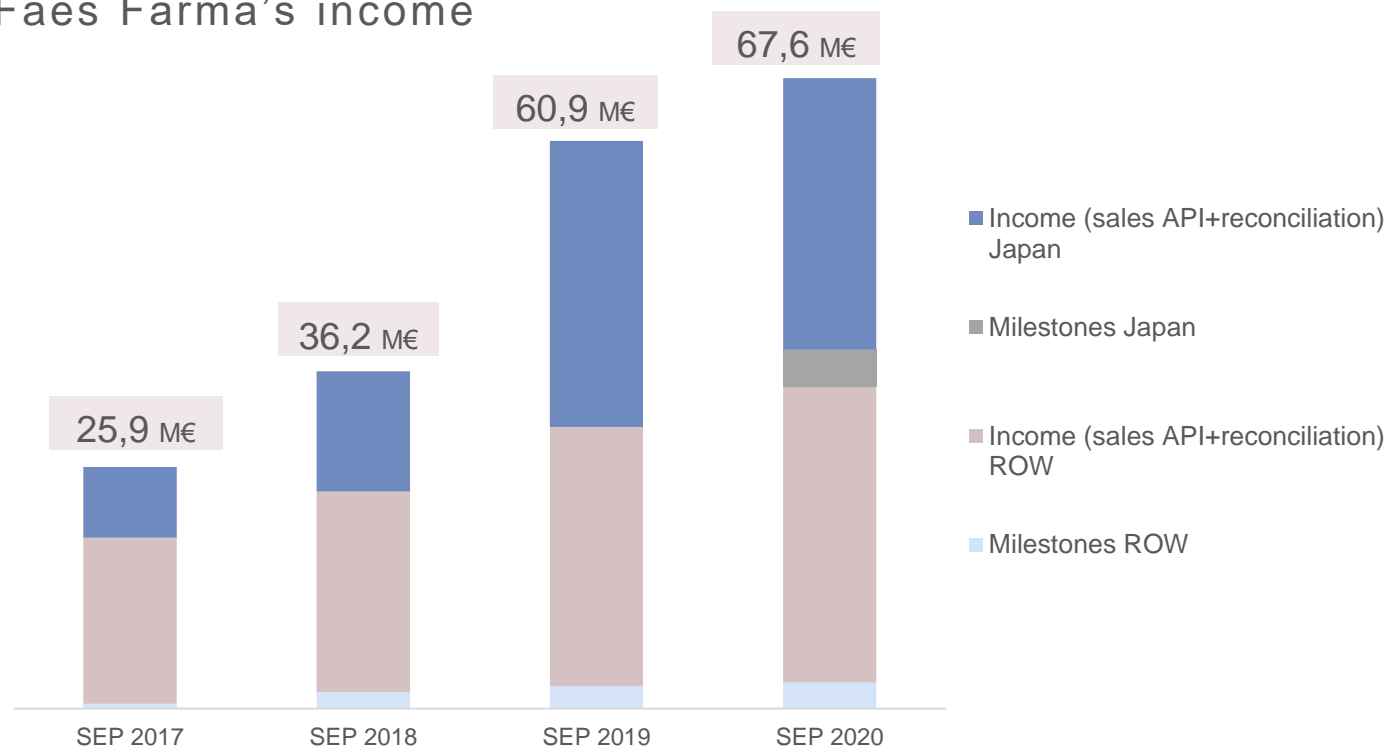
Bilaxten (bilastina) is consolidated as the main product in Portugal accompanied by historical medicines (Zyloric, Pankreoflat, Magnesona)



## Bilastine's licenses

Sales 48,4 M€  
Other operating income 19,2 M€

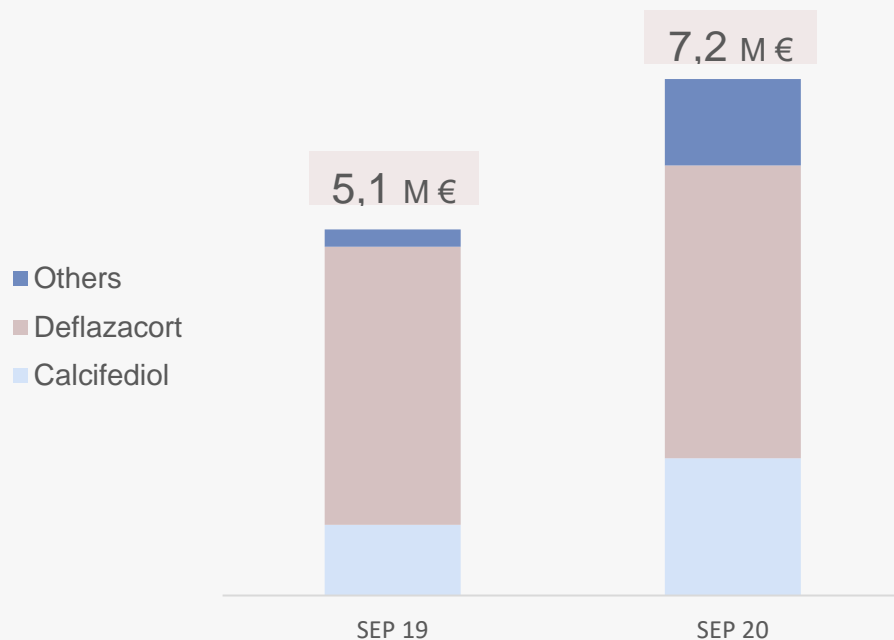
Faes Farma's income



Bilastine licenses are the Group's main source of profit with high margins and diverse income on sales obtained by our partners

## Other licensing

Faes Farma's income



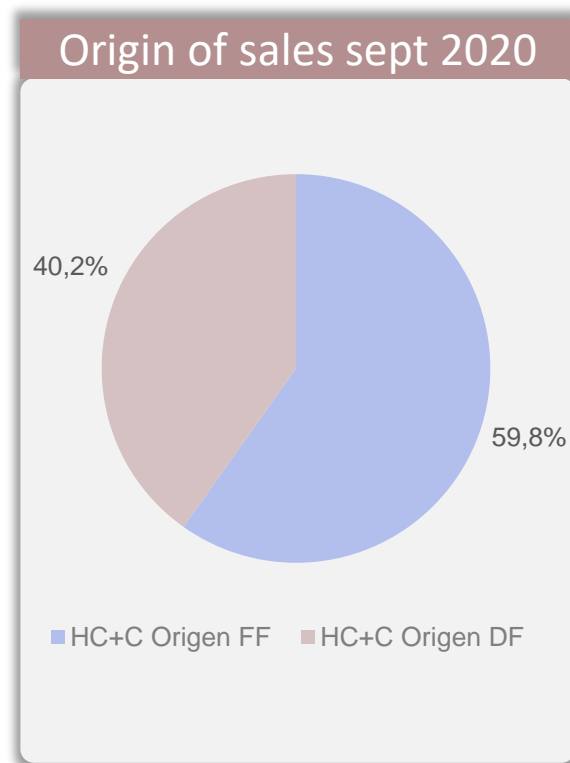
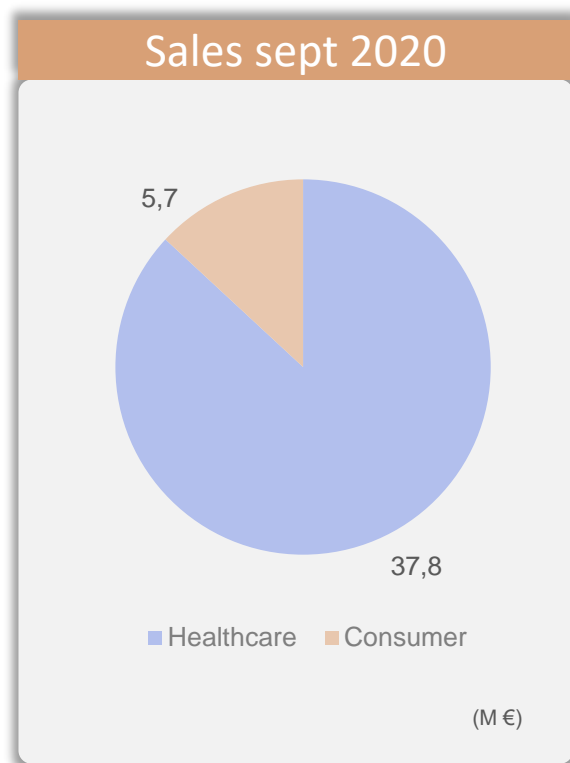
### Main products

Calcifediol  
Mesalazina  
Deflazacort

50% of income coming  
from Deflazacort  
license in the USA

Out Licensing is growing at a good pace with multiple international agreements, which extend the potential of strategic historical molecules for the Faes Farma Group

## Healthcare



This business, boosted by the investment in the Diafarm Group, reaches outstanding income levels. Consumer suffers the consequences of the health crisis and confinement.

### Main brands

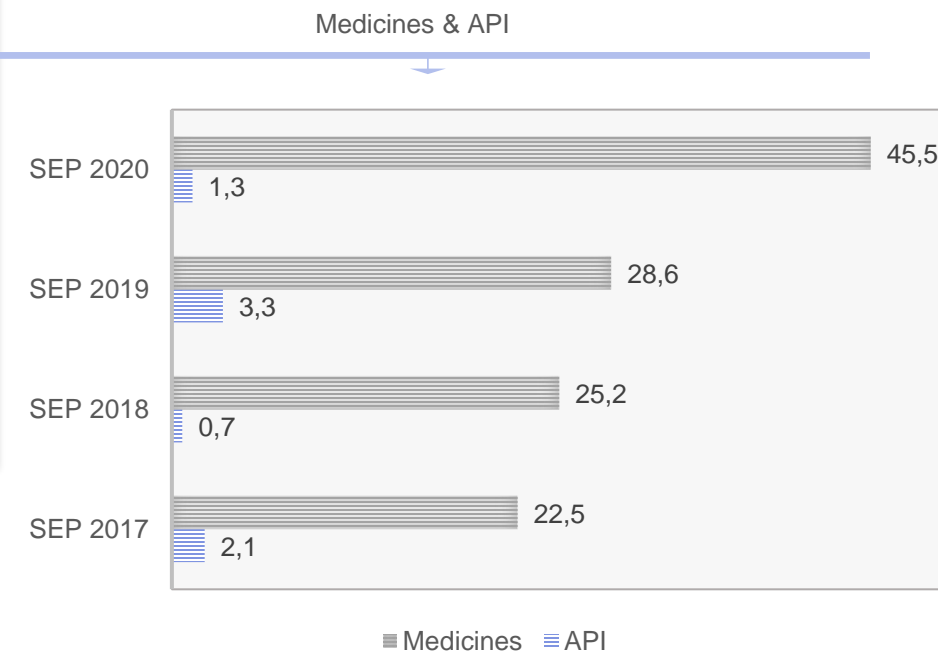
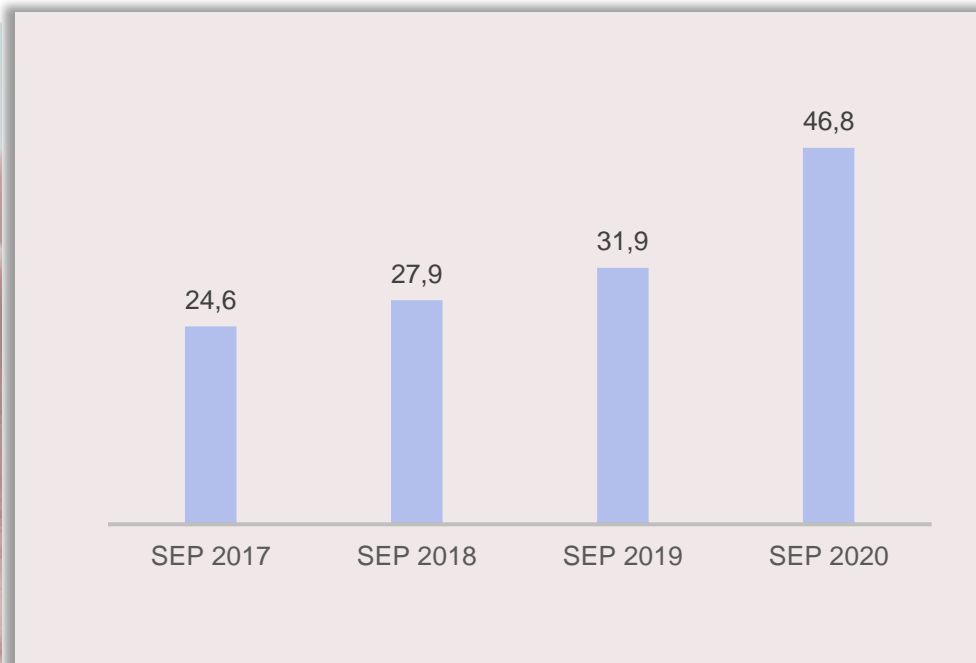
Positon  
Ricola  
Roha  
Alergical  
Venosmil  
Siken  
Vitanatur  
Nelson Bach

## THIRD QUARTER 2020

Pharma international. Export and subsidiaries (without licenses) (M €)



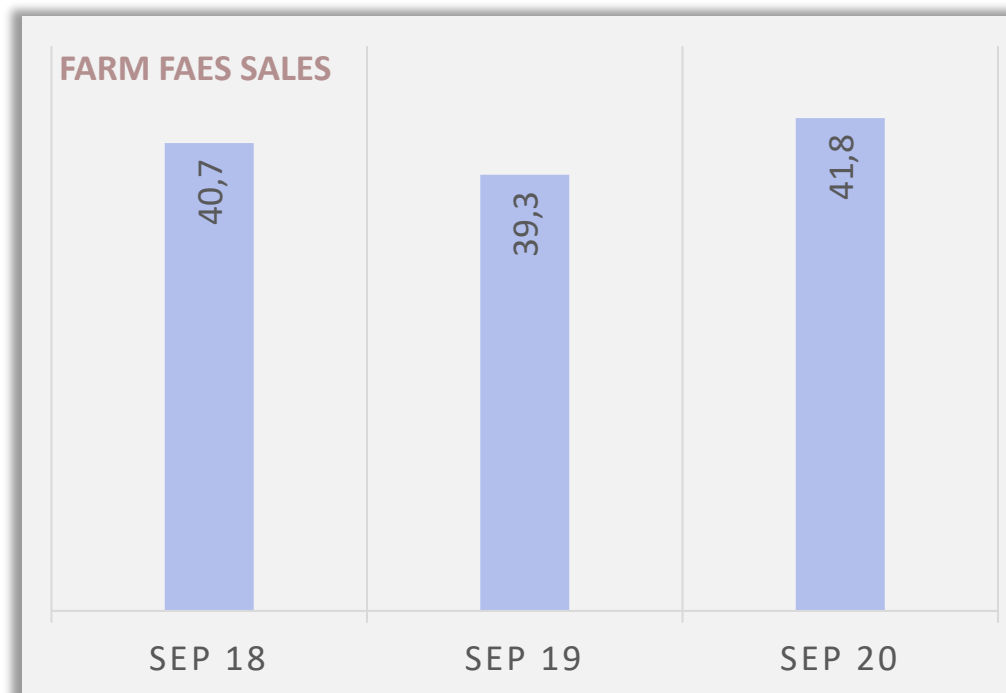
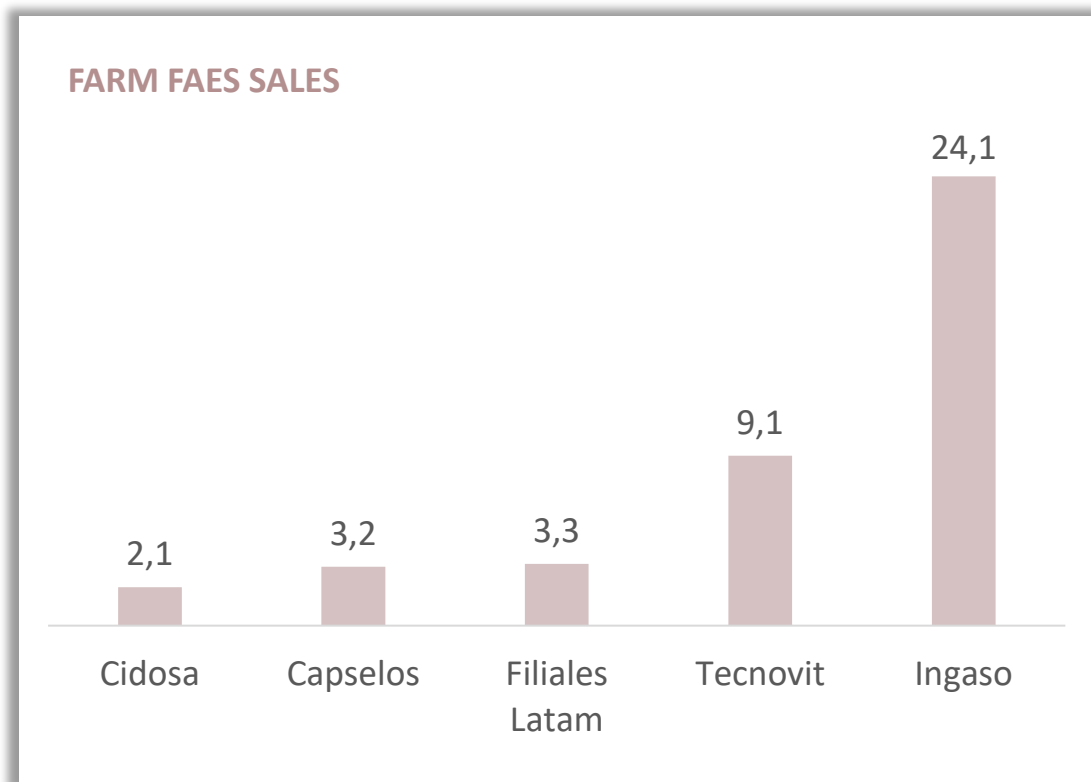
BCN Medical Group  
sales  
15 M €



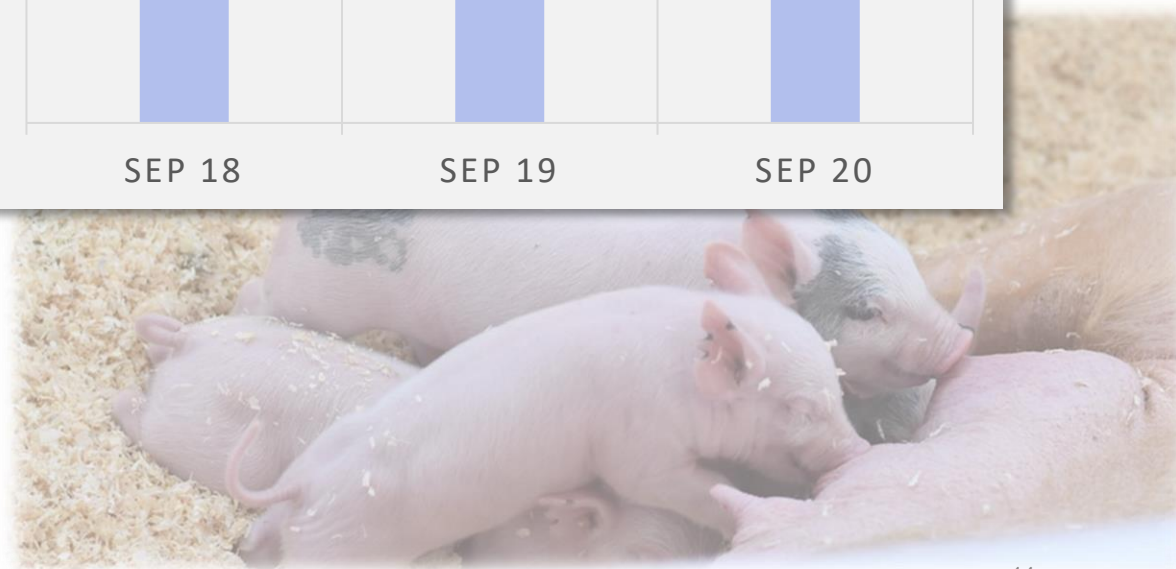
The investment in our subsidiaries has been reinforced thanks to the income of BCN Group (acquired in October 2019)

## THIRD QUARTER 2020

### Farm Faes. Animal nutrition and health (M €)



Total Farm Faes consolidated sales: 41,8 M€



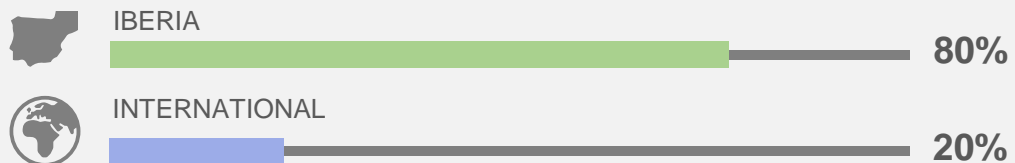


# THIRD QUARTER 2020

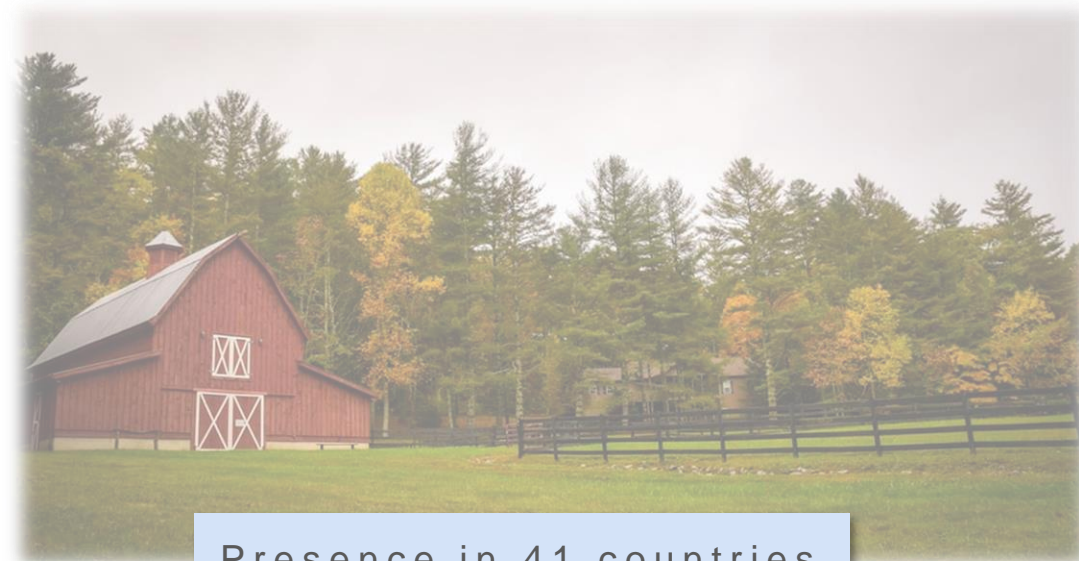
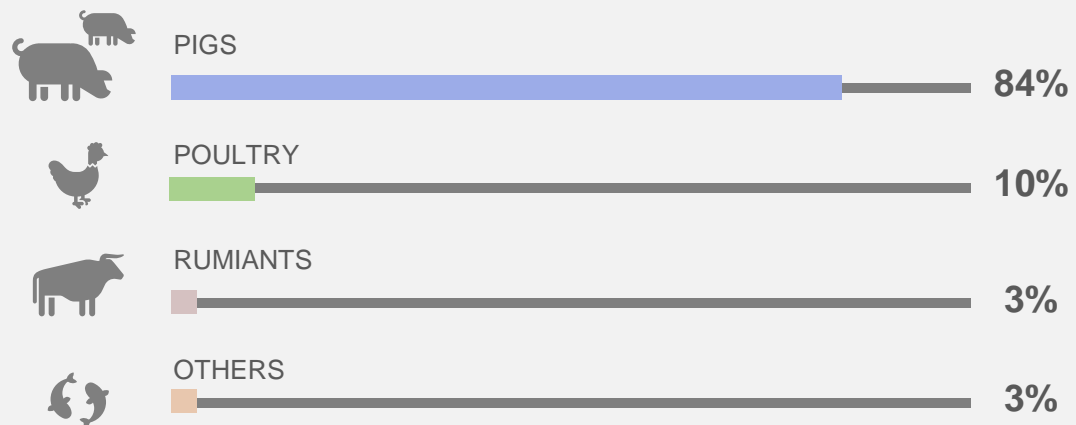
## Farm Faes. Animal nutrition and health

Total sales September 2020: 41,8 M€

### AREA

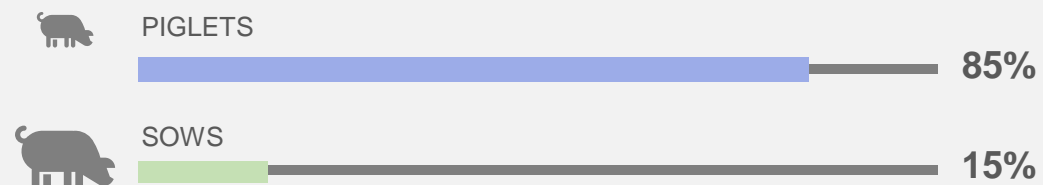


### SPECIE



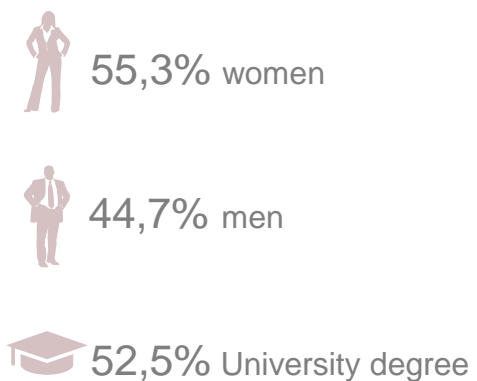
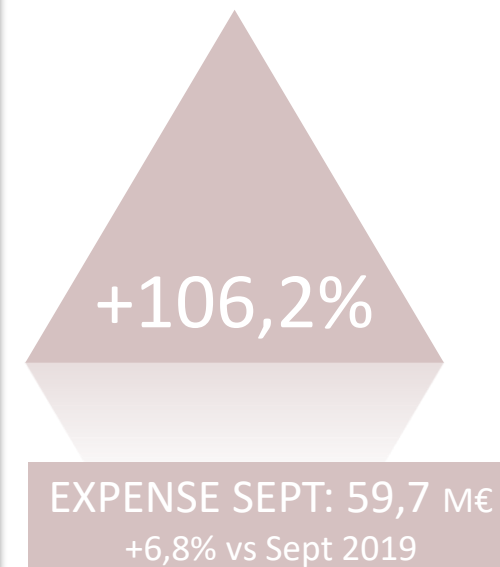
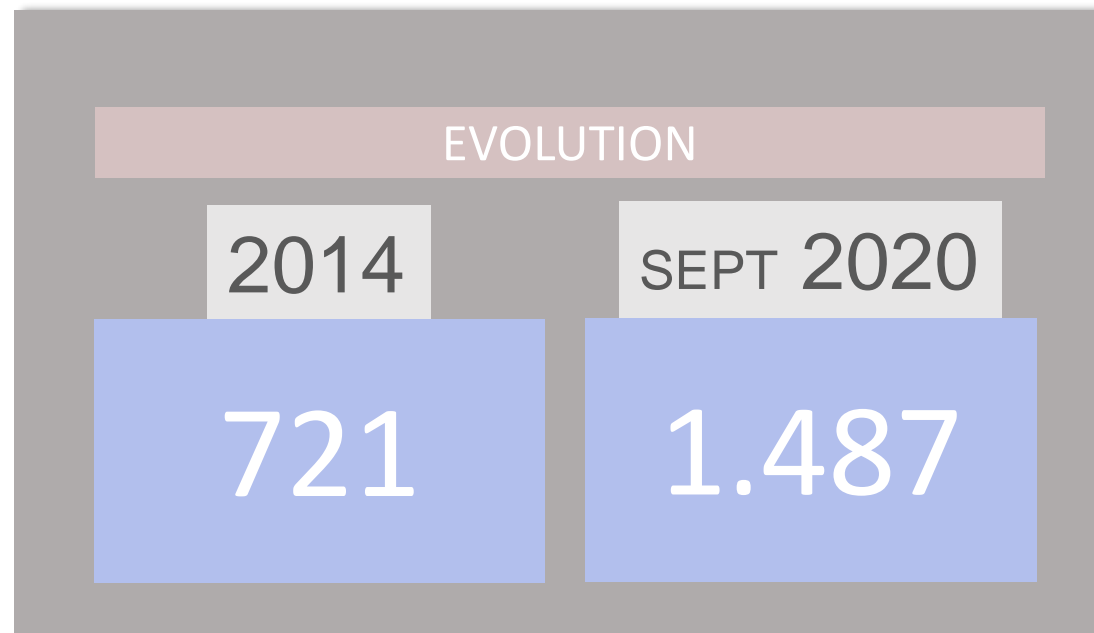
Presence in 41 countries  
More than 400 products  
registered

### TYPE



# THIRD QUARTER 2020

## Staff

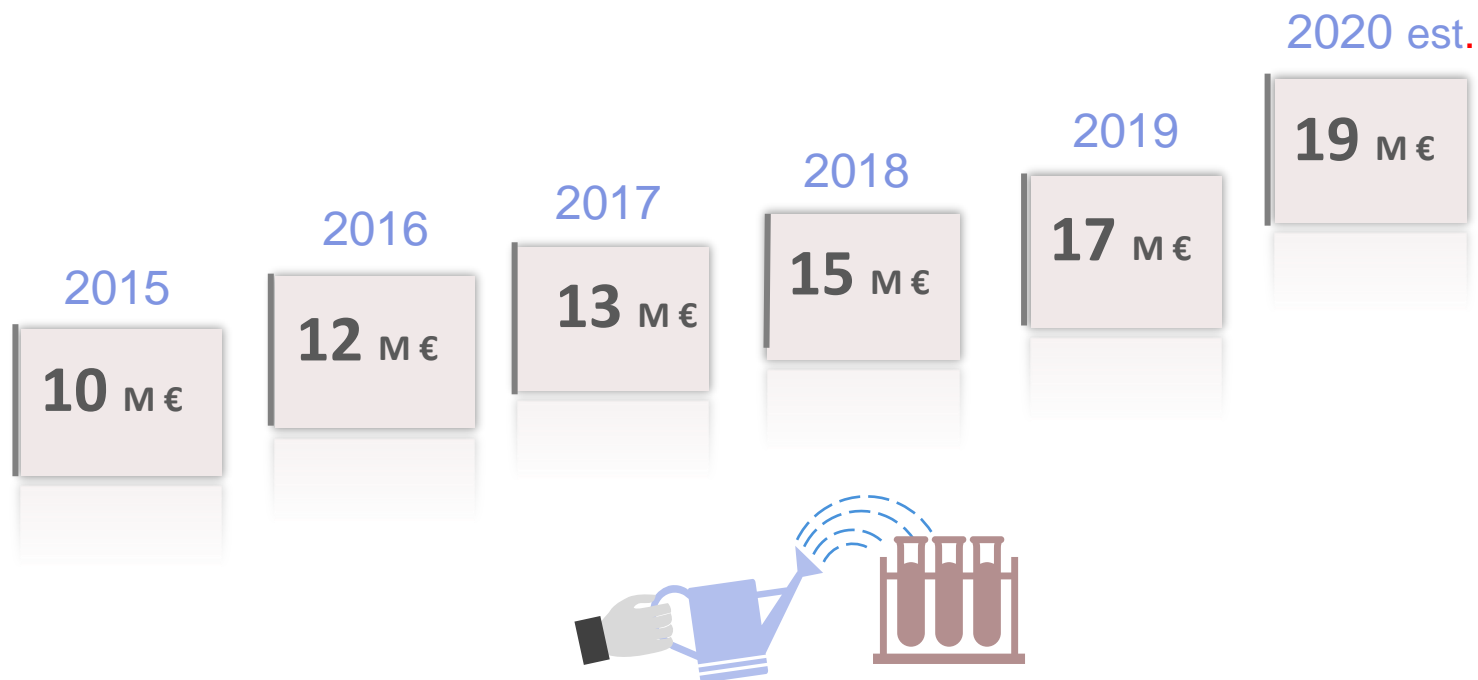


The incorporation of BCN Group in 2019 was last year most relevant event  
The workforce remains stable complying with the gender diversity and a very high percentage of permanent contracts



## THIRD QUARTER 2020

R&D&i. Expenses and investment (M €)



Relevant investment with significant growth in 2020 to enhance the portfolio

## R&D&i. Projects

### Innovation

Ophthalmic bilastine

Pediatric ophthalmic bilastine

Bilastine new oral form

Bilastine orodispersible film

Bilastine in combination 1

Bilastine in combination 2

Bilastine parenteral IV/IM

**BILASTINE**

**CALCIFEDIOL**

**MESALAZINE**

Calcifediol oral first-in-class

Calcifediol in combination

Medical device vitamin D

Mesalazine new oral form 1

Mesalazine new oral form 2

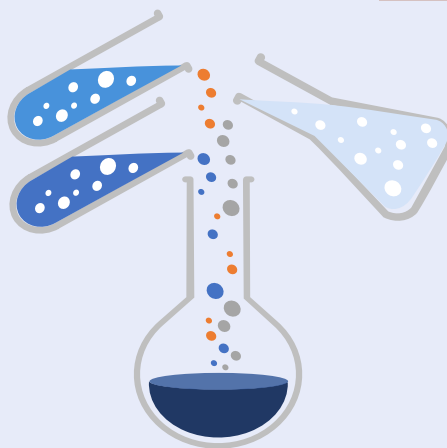
Mesalazine oral form first-in-class

## R&D&I. Projects

Research



DEVELOPMENT OF NEW MOLECULES



ANTIHISTAMINES

FLAVONOIDS

## Financial position



**LIQUIDITY 30/12/2019**

53 M€



**LIQUIDITY 30/09/2020**

81 M€

OWN SHARES

1,52 %, value 15 M€

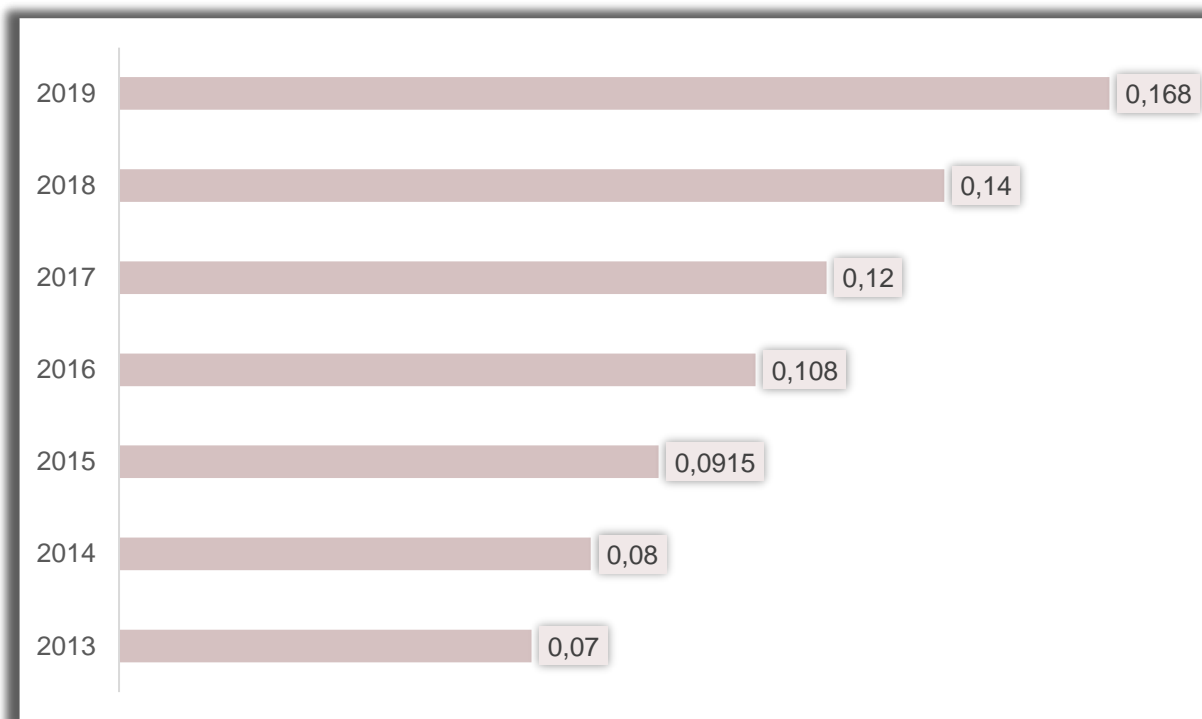
Significant increase in “cash” while maintaining a  
ambitious level of investment and payment of  
dividends

No financial debt

Relevant organic investment, mainly industrial and  
R&D&i

## Shareholders

DIVIDEND PER SHARE CHARGED TO THE YEAR (€)



2019		
02/01/20	Scrip	0,142 €/share
02/07/20		0,026 €/share

▲ + 23,6%  
PROFIT

▲ + 20 %  
DIVIDEND

Including scrip dividend and cash dividend

New scrip dividend approved at the June 2020  
General Shareholders Meeting



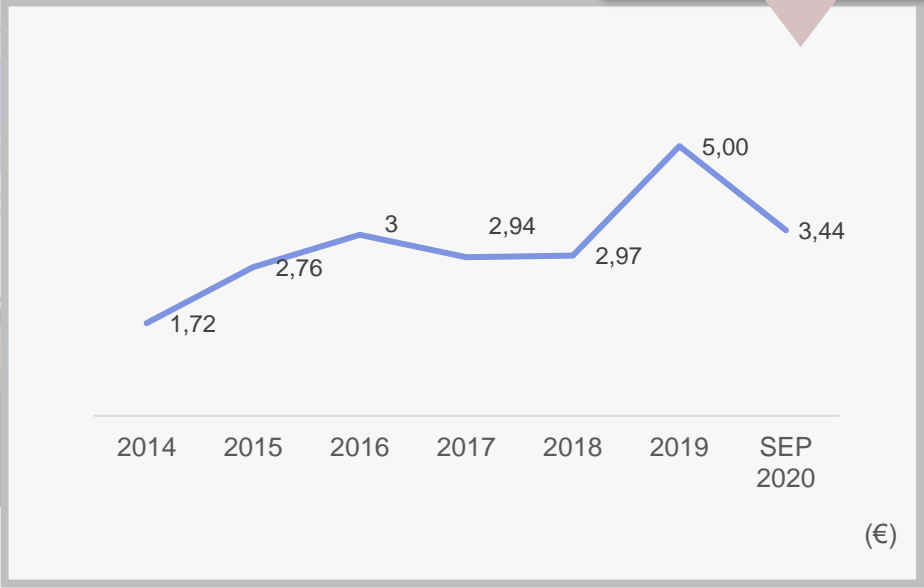
Shareholders



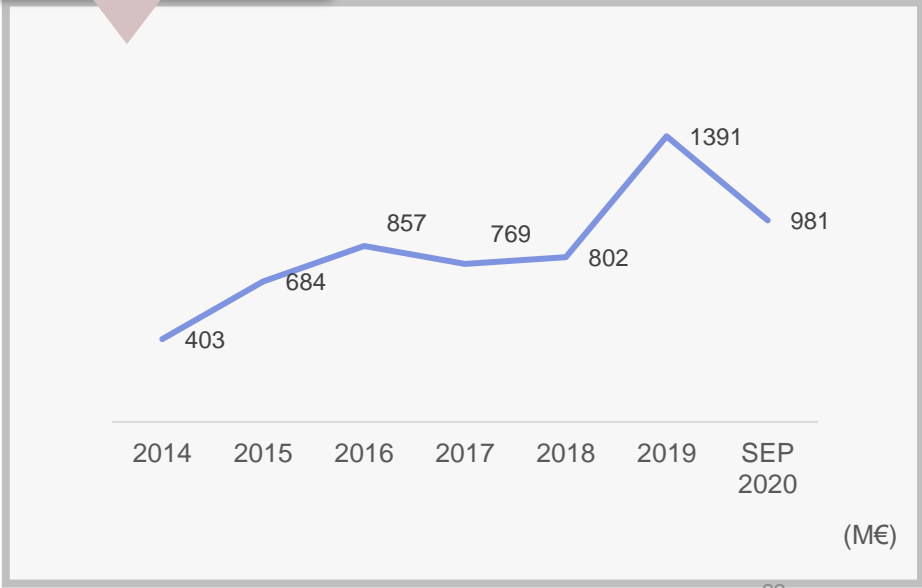
Significant growth of the company's stock exchange value

2014 – SEP 2020

SHARE PRICE  
+100%



CAPITALIZATION  
+143,4%



### Covid-19

Internal measures, job security and commitment to employees

Promotion of conciliation and home office work  
Reduction of physical presence in offices  
Renovation of common areas to avoid contagion  
Reinforcement of cleaning and disinfection measures  
Adoption of hygienic measures  
Use of gels and mask  
Respect for the necessary social distance  
Essential activity cash incentive

Social commitment against Covid-19

Donations  
100.000 liters hydrogel of own manufacture  
50.000 FFP2 type masks  
100.000 gloves  
20.000 servings of pork

Management and communication

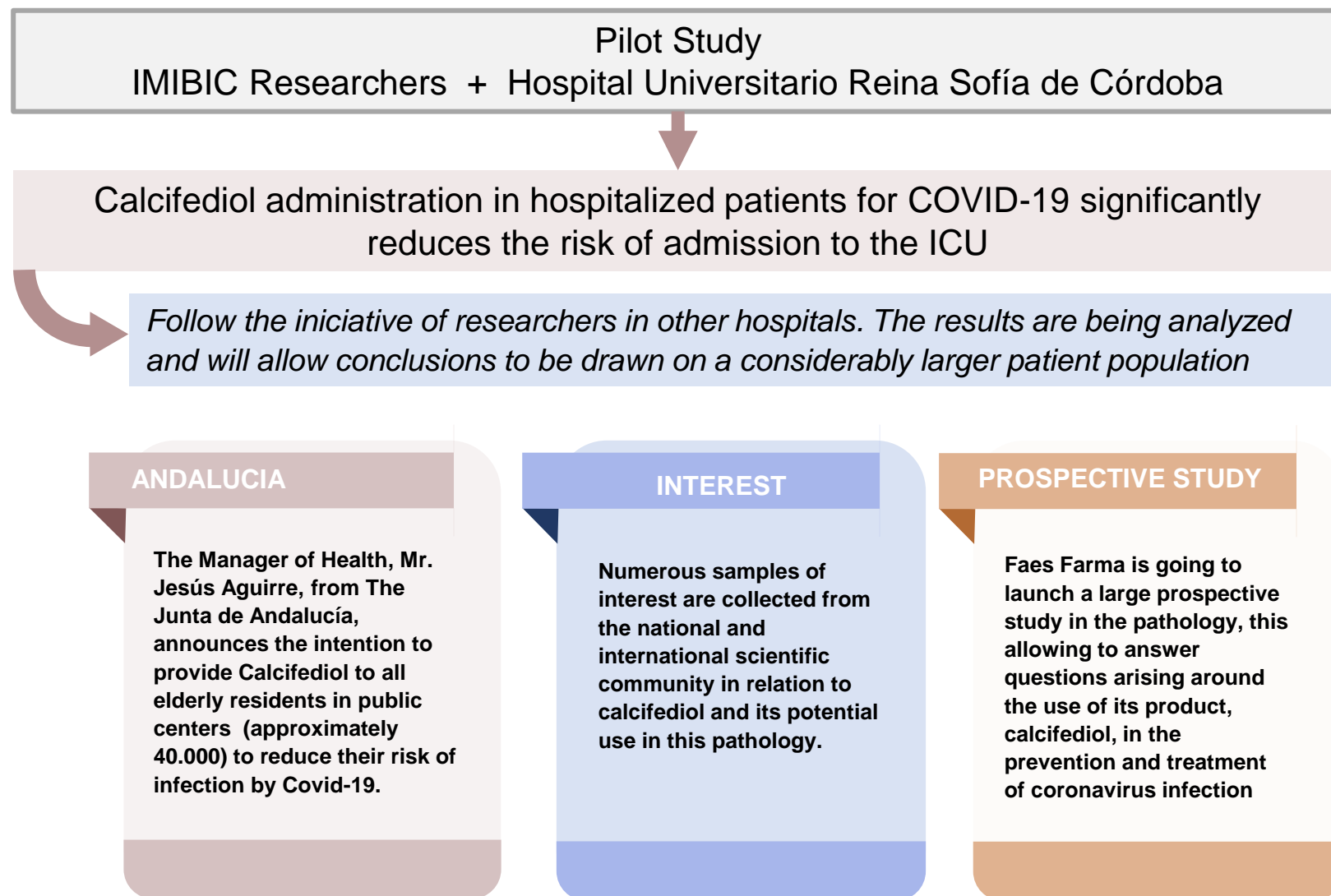
Creation of the Covid-19 Emergency Committee  
Constant communication to the staff about measures and recommendation  
Coordination with the health authorities

Productive chain

Business as usual in manufacturing plants since it is an essential activity



### Calcifediol and Covid-19





# THIRD QUARTER 2020

## Income statement

(Thousands €)

	September 2020	Sales %	September 2019	Sales %	% Change 2020/2019
<b>Total Income</b>	<b>316.126</b>		<b>287.751</b>		<b>9,9</b>
Ordinary income/sales	290.969		267.873		8,6
Other operating income	25.157	8,6	19.878	7,4	26,6
Cost of sales	(104.805)	36,0	(95.945)	35,8	9,2
<b>Gross margin</b>	<b>211.321</b>	<b>72,6</b>	<b>191.806</b>	<b>71,6</b>	<b>10,2</b>
Personnel expenses	(59.737)	20,5	(55.914)	20,9	6,8
Other operating expenses	(59.911)	20,6	(62.714)	23,4	(4,5)
<b>EBITDA</b>	<b>91.673</b>	<b>31,5</b>	<b>73.178</b>	<b>27,3</b>	<b>25,3</b>
Deprec.& impairment of fixed assets	(14.885)	5,1	(10.442)	3,9	42,5
<b>EBIT</b>	<b>76.788</b>	<b>26,4</b>	<b>62.736</b>	<b>23,4</b>	<b>22,4</b>
Financial profit/(loss)	(1.074)	0,4	(130)	0,0	726,6
<b>Profit before taxes</b>	<b>75.714</b>	<b>26,0</b>	<b>62.606</b>	<b>23,4</b>	<b>20,9</b>
Corporate tax	(11.818)	4,1	(9.689)	3,6	22,0
<b>Consolidated profit</b>	<b>63.896</b>	<b>22,0</b>	<b>52.917</b>	<b>19,8</b>	<b>20,7</b>
Minority interests	(696)	0,2	(66)	0,0	954,5
<b>Profit of the Parent Company</b>	<b>63.200</b>	<b>21,7</b>	<b>52.851</b>	<b>19,7</b>	<b>19,6</b>

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