

## TO THE COMISION NACIONAL DEL MERCADO DE VALORES

FAES FARMA, S.A., in compliance with the Securities Market Law, informs the CNMV of the following:

#### OTHER RELEVANT INFORMATION

# Faes Farma, S.A. acquires Novosci

Today, Faes Farma received authorization for the acquisition of 100% of the shares of Novosci Healthcare FZCO, based in Dubai (United Arab Emirates).

This transaction represents a new strategic milestone in the Group's commitment to internationalization and geographic diversity and strengthens its presence in the Africa-Middle East region, which is consolidated as the third main market with direct presence.

Novosci, founded in 2018, has a solid commercial platform and the regulatory and operational knowledge that allows Faes Farma to incorporate its own sales in the region in a unique project, as until now they had been taking place through distributors.

Specifically, the company brings third-party products in the fields of respiratory, pain and metabolism, key areas for Faes Farma's business and growth strategy. It also plans to launch new products to strengthen the current portfolio.

The acquisition reinforces Faes Farma's commercial capabilities in the region, thanks to Novosci's commercial and administrative structure of more than 20 people in the two main regional markets: Saudi Arabia and the United Arab Emirates.

## Africa-Middle East, third market with direct presence

The Africa-Middle East region is of great interest to Faes Farma due to the size of its market, its growth and its commitment to innovation and quality. The four main markets in this region, the Gulf countries, Turkey, Egypt and Morocco, together represent around



22,000 million euros, twice as much as the Spanish market. In addition, they are positioned as potential candidates for the search for new opportunities for direct presence in the coming years.

As a result of Faes Farma's strategy to build and strengthen its commercial presence in this region, it is now the third market in which the Group has a direct presence, after Iberia and Latin America. The Group achieved in 2022 in this region a turnover figure of 21 million euros through different channels, through subsidiaries, commercial teams, agreements with partners or agencies. This figure is expected to increase in 2023.

## Internationalization, the Group's strategic pillar

Strengthening its international positioning by entering new markets is one of the strategic pillars of the Faes Farma Group, together with its commitment to R&D&I.

Thanks to this drive, in 2022, international revenues exceeded domestic revenues for the first time, and already represent 56% of total consolidated revenues, which amounted to 461.7 million euros. In the first quarter of 2023 this percentage has increased to 58.5%.

Latin America is one of the Group's main growth drivers and already accounts for more than 17% of total revenues in the Direct Sales Pharma division, with sales of €79.2 million in 2022, an annual growth of 21.3%. The figure is expected to approach €100 million in sales in 2023.

Now, with the Novosci transaction, Faes Farma is making progress in Africa-Middle East, its third largest direct sales market, and is strengthening its international leadership position.