

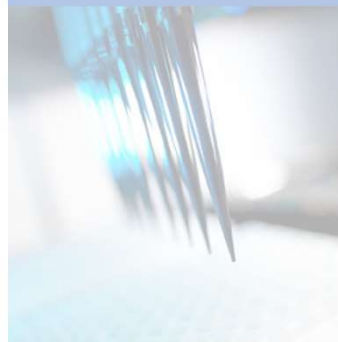
# Caring for today and tomorrow

Business Update  
9M 2023



# Index

**1//**  
Overview



**2//**  
Evolution  
9M 2023

**3//**  
Financial  
review



## Highlights



### Business Performance

**International business areas (+6%)**, both direct sales and licensing, continue to be the growth drivers. Very positive performance of **bilastine (+12%)** and **calcifediol (+13%)**.



### Financial Position

**Net profit of €74m** in the first nine months of the year, in line with same period last year.

EBITDA outlook for the year remains unchanged.



### R&D&I

Launch of **bilastine ophthalmic an orodispersible format (ODT)** in Spain.

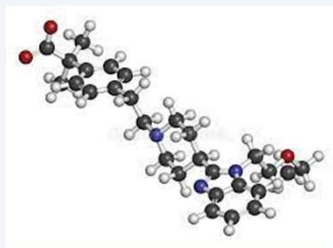
**Approval in China** for the commercialization of Bilastine (launch 2024).

Advances in **innovation projects** and submission for registration of **Calcifediol weekly**.



### ESG

Implementation of the ESG Strategy and regulatory compliance: Analysis of the **eco-design** and actions on product packaging.



### **Launch of Bilastine Ophthalmic and ODT in Spain**

**Approval of Bilastine in China,** launch 2024



### **Innovation breakthroughs**

Two key innovation projects have entered the clinical phase: mesalazine 1500 and mesalazine granules.



### **Calcifediol weekly dose**

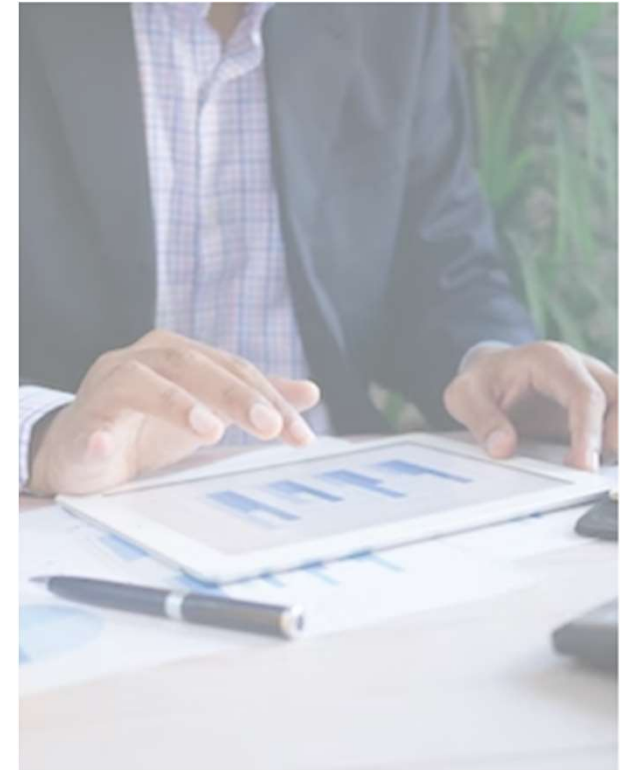
Dossier submitted in Q2 2023 for registration based on good 4-month clinical trial results. The excellent results recently obtained at 12 months in this clinical trial will be included during the dossier evaluation in Q4 2023.

## Key figures

<b>Total Income</b>	<b>+3%</b> <b>362 M€</b>	<b>EBITDA*</b>	<b>+1%</b> <b>102 M€</b>
<b>Income top 3 molecules</b>	<b>+10%</b> <b>142 M€</b>	<b>EBIT**</b>	<b>+1%</b> <b>87 M€</b>
<b>International income</b>	<b>+6%</b> <b>204 M€</b>	<b>Net Profit</b>	<b>=</b> <b>74 M€</b>

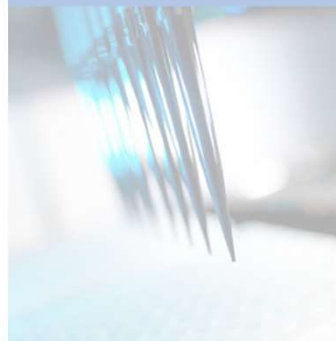
\*Operating profit before depreciation and amortization

\*\*Operating profit



# Index

1//  
Overview



2//  
Evolution  
9M 2023

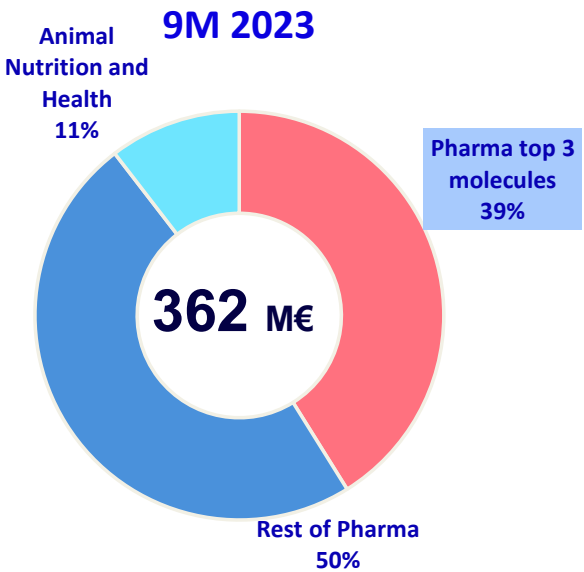
3//  
Financial  
review



Double-digit growth in top molecules

Total income by product line

Pharma business 89% / Animal Nutrition and health 11%



M€

Total income by portfolio line	9M 2023	9M 2022	%
Pharma	322,6	308,8	4%
Pharma top 3 molecules	142,4	129,4	10%
Rest of Pharma	180,2	179,4	0%
Animal Nutrition and Health	39,4	43,3	-9%
Total	362,0	352,1	3%

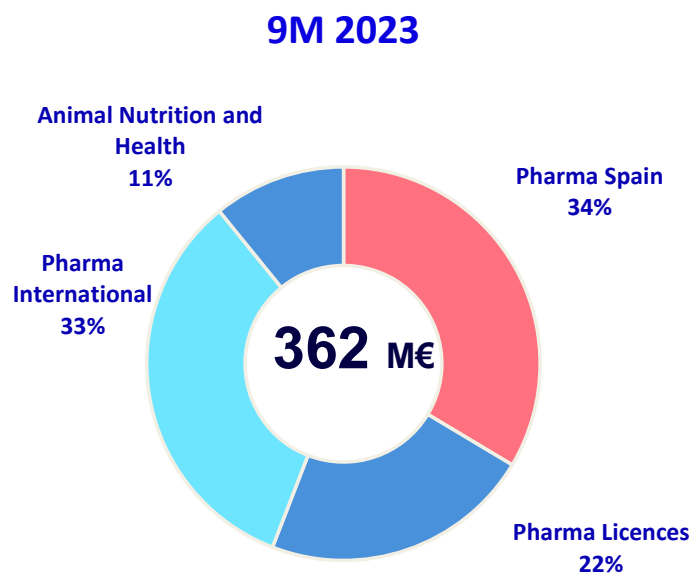
## Sales evolution top 3 molecules

BILASTINE	<b>+12%</b> <b>95,9 M€</b>	<b>Growth in all main markets:</b> Very good half-year growth in Spain (+16%) driven by 20mg growth, as well as the launch of the ophthalmic and ODT formats. Highlights in the rest of the world were LATAM (+71%) and Licensing (+6%).
CALCIFEDIOL	<b>+13%</b> <b>36,8 M€</b>	<b>The positive trend</b> continues in the markets in which the molecule is present. Growth is driven especially internationally via new licences and in the LATAM subsidiaries. New launches materialise (UK, France, Baltic States and Poland)
MESALAZINE	<b>-16%</b> <b>9,7 M€</b>	The stock adjustment effect in Poland and the negative trend in Spain (-8%) offset mesalazine growth in the <b>international and export subsidiaries</b> .



## Growth driven by pharma and international markets, accounting for 56% of total revenues

### Total income by business area



M€

Total income by business area	9M 2023	9M 2022	%
<b>Pharma</b>	<b>322,6</b>	<b>308,8</b>	<b>4%</b>
Pharma Spain	121,6	121,5	0%
Pharma International (without licences)	120,3	111,7	8%
Pharma Licences	80,7	75,6	7%
<b>Animal Nutrition and Health</b>	<b>39,4</b>	<b>43,3</b>	<b>-9%</b>
<b>Total</b>	<b>362,0</b>	<b>352,1</b>	<b>3%</b>

Total income by geography*	9M 2023	9M 2022	%
<b>International</b>	<b>203,7</b>	<b>191,3</b>	<b>6%</b>
<b>National</b>	<b>158,3</b>	<b>160,8</b>	<b>-2%</b>
<b>Total</b>	<b>362,0</b>	<b>352,1</b>	<b>3%</b>

\* **Domestic:** Revenues Pharma Spain + NySA Spain + Licences out Spain

**International:** Subsidiaries + exports + Licences out (outside Spain)

## Spain Pharma – ~10% growth without the effect of the discontinuation of Ristaben&Ristfor



Total income			
M€	9M 2023	9M 2022	%var
<b>Spain Pharma</b>	<b>121,6</b>	<b>121,5</b>	<b>0%</b>
<b>Prescription</b>	<b>77,3</b>	<b>79,8</b>	<b>-3%</b>
Bilastine	12,9	10,9	
Calcifediol	28,8	27,7	
Mesalazine	5,2	5,7	
Other Products	30,4	35,4	
<b>Healthcare &amp; Consumer</b>	<b>44,3</b>	<b>41,8</b>	<b>6%</b>

Data are presented rounded

### Highlights 9M 2023

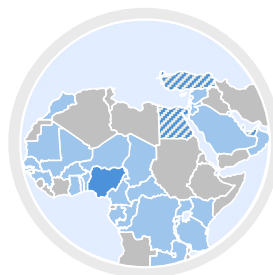
- ✓ **Evolution in line** with expectations
- ✓ **Prescription:** ~7,5M€ (without the effect of Ristaben & Ristfor) driven by good performance of **Bilastine** and significant growth in the **respiratory line**.
- ✓ **Healthcare and Consumer** grew by 4% and 10% respectively, especially Profaes, Cannaben and Arcid.

Evolution 9M 2023

## International Pharma (without licences) – LATAM and MEA key growth drivers (+8%)

### Total income

M€	9M 2023	9M 2022	%var
<b>International (without licences)</b>	<b>120,3</b>	<b>111,7</b>	<b>8%</b>
<b>Subsidiaries LATAM</b>	<b>64,3</b>	<b>58,5</b>	<b>10%</b>
Central America Dominican Republic	20,3	19,6	
Colombia	14,6	16,9	
Chile	14,7	11,7	
Mexico	7,7	4,5	
Ecuador	5,1	3,8	
Peru	2,0	2,1	
<b>Subsidiaries Europe</b>	<b>30,7</b>	<b>30,0</b>	<b>2%</b>
Portugal	24,6	23,5	
Italy	6,1	6,5	
<b>Middle East and Africa</b>	<b>19,3</b>	<b>17,5</b>	<b>11%</b>
Direct exports	17,5	16,8	
Nigeria	0,7	0,7	
Dubai	1,0	0,0	
<b>Exports ROW*</b>	<b>6,0</b>	<b>5,7</b>	<b>4%</b>



### Highlights 9M 2023



#### Subsidiaries Latam:

Growth of 10% driven by strong performance of the top three molecules (+53%).

**Mexico** positively impacted by the large expansion of the commercial team and performance in the main products.

In **Colombia**, the impact of the exchange rate and the reduction in institutional sales, improved sales of higher margin prescription products.



**Subsidiaries Europe:** Portugal offsets the decline in bilastine (related to the entry of generics) with good performance in calcifediol, mesalazine and deflazacor.



**Subsidiaries MEA:** Growth in all areas, especially in African territories. Integration of Novosci (Dubai) in May.

## Licences - good overall performance of the different licenses

Total income			
M€	9M 2023	9M 2022	%var
<b>Licenses</b>	<b>80,7</b>	<b>75,6</b>	<b>7%</b>
<b>Bilastine</b>	<b>67,1</b>	<b>62,4</b>	<b>8%</b>
<b>Other products</b>	<b>13,6</b>	<b>13,2</b>	<b>3%</b>

Data are presented rounded



### Highlights 9M 2023

- ✓ **Bilastine:** Most mature markets maintain double digit growth, such as Asia Pacific (+20%), Canada (+26%) and Japan (+17% local currency and +7% €). New lifecycle product launches that will maintain the dynamism in sales.
- ✓ **Other products:** New launches of **calcifediol** materialised (UK, France, Baltics and Poland). In **mesalazine**, although the stock adjustment by the partner in Poland affects the short term, the position in that market continues to improve, in addition to the good performance in the Nordic countries. In **citicoline**, the market share in Italy now exceeds 20%.

## Animal Nutrition and Health – The industry challenges continue

Total income			
M€	9M 2023	9M 2022	%var
<b>Animal nutrition and health</b>	<b>39,4</b>	<b>43,3</b>	<b>-9%</b>
<b>Ingaso Farm</b>	<b>22,4</b>	<b>25,4</b>	
<b>Tecnovit</b>	<b>15,3</b>	<b>14,3</b>	
<b>Capselos</b>	<b>0,9</b>	<b>1,5</b>	
<b>LATAM Subsidiaries</b>	<b>0,7</b>	<b>2,0</b>	

Data are presented rounded

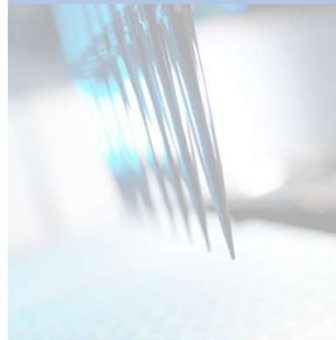


### Highlights 9M 2023

- ✓ **Ingaso:** Maintenance of key customers, but emerging diseases in the porcine sector have reduced production and therefore the number of animals to be fed.
- ✓ **Tecnovit:** Maintenance of the large national accounts, improvement of the international area and other species.
- ✓ **Capselos:** Loss of sales (food) customer USA (human) and decrease of feed sales (pig sector).
- ✓ **Subsidiaries Latam:** Shift of business model towards distributor sales.

# Index

**1//**  
Overview



**2//**  
Evolution  
9M 2023

**3//**  
Financial  
review



## Income statement

Thousand €

	9M 2023	% of sales	9M 2022	% of sales	%change
Ordinary income (sales)	343.284		333.310		3,0%
Other operating income	18.688	5,4%	18.719	5,6%	-0,2%
<b>Tota Income</b>	<b>361.972</b>	<b>105,4%</b>	<b>352.029</b>	<b>105,6%</b>	<b>2,8%</b>
Cost of sales	-113.581	-33,1%	-119.371	-35,8%	-4,9%
<b>Gross margin</b>	<b>248.391</b>	<b>72,4%</b>	<b>232.658</b>	<b>69,8%</b>	<b>6,8%</b>
Personnel expenses	-72.138	-21,0%	-66.047	-19,8%	9,2%
Other operating expenses	-74.422	-21,7%	-65.975	-19,8%	12,8%
Depreciation and impairment fixed asset	-14.429	-4,2%	-14.387	-4,3%	0,3%
<b>EBIT</b>	<b>87.402</b>	<b>25,5%</b>	<b>86.249</b>	<b>25,9%</b>	<b>1,3%</b>
Financial gain/losses	198		176		12,5%
<b>Profit before tax</b>	<b>87.600</b>	<b>25,5%</b>	<b>86.425</b>	<b>25,9%</b>	<b>1,4%</b>
Corporate tax	-13.512	-3,9%	-12.391	-3,7%	9,0%
<b>Net Profit</b>	<b>74.088</b>	<b>21,5%</b>	<b>74.034</b>	<b>22,2%</b>	<b>0,1%</b>
<b>Profit to the Parent Company</b>	<b>74.160</b>		<b>73.993</b>		<b>0,2%</b>

**Gross margin improvement** driven by favourable product mix

**Personnel expenses**  
mainly due to the increase in sales force

**Other operating expenses**  
The general inflationary context continues in addition to the increase in R&D&I and commercial expenditures.

**Outlook 2023.** EBITDA outlook maintained for 2023.

Total Income	Growth of <b>~4,0%</b> vs. 2022
	2022: 462M€      2023E: 475M€ - 485M€
EBITDA before R&D&I	Growth of <b>~4,0%</b> vs. 2022
	2022: 135M€      2023E: 138M€ - 142M€
EBITDA	<b>MAINTAINING</b> 2022 level
	2022: 121M€



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