

3Q

RESULTS

3rd Quarter 2023





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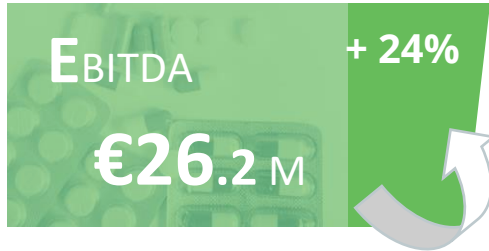
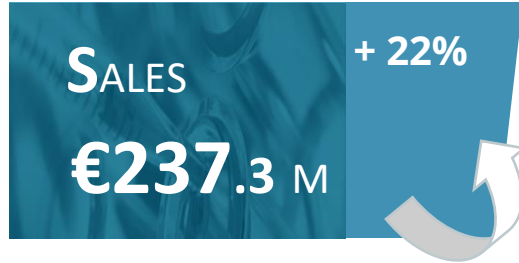
3Q 2023

RESULTS

01

EARNINGS 3rd QUARTER 2023

REIG JOFRE increased 22% in revenue and 24% in EBITDA in the closing of 2023



- The sales amount accumulated by September 2023 reaches 237 million euros, 22% above the same period of 2022. The medicinal products division, Speciality Pharmacare, leads this growth, followed by the Pharmaceutical Technologies and Consumer Healthcare divisions.
- Spain represents 45% of revenues, with a sales growth at a rate of 22%. This is due to the increased manufacturing capacity in injectables and the capacity reserve program of the European Union, the growth of the Osteoarticular range, and the progression of OTC products in Consumer Healthcare.
- The Speciality Pharmacare division shows the highest growth, 34%, especially driven by the progression of the Osteoarticular range in Europe.
- Reig Jofre's profitability grew above the income threshold, with a consolidated EBITDA of 26.2 million euros, 24% higher than the previous year, placed this magnitude at 11% above sales.
- The good financial result, driven by the effect of the exchange rate and the contribution of earnings from investee companies, places Consolidated Earnings at 7.8 million euros, which represents an increase of 84% compared to 2022.
- In the first nine months of 2023, the industrial investments made are 5.6 million euros, a lower level than previous periods, which reflects the focus of the industrial area on technological improvements and the quality and efficiency of the processes, once the planned projects of capacity increase are implemented.

INCOME BY BUSINESS UNIT

PHARMACEUTICAL TECHNOLOGIES



Antibiotics
Injectable / Freeze-dried products

44%

104,4
Millions of€
+19%

SPECIALITY PHARMACARE



Osteoarticular
Dermatology

32%

76,0
Millions of€
+34%

CONSUMER HEALTHCARE



OTC
Energy
Stress and sleep
Weight control
Beauty

24%

56,8
Millions of€
+11%

- The hospital product division grew by 19%. It continued to be driven by international markets, especially Asia, and is already collecting income derived from the EU capacity reserve program.
- Antibiotics improved the growth rate of the first semester, reaching a 14% increase in sales.
- Injectable products grew by 21% thanks to the capacity of the new Barcelona plant.

- The prescription product division continued to be the one with the greatest growth, with a 34% growth (it grew by 7% in 2022).
- The Osteoarticular range continued to grow over 40%, while Dermatology is now growing by two-digit figures with a 12% increase in sales.
- On a geographical level, the highest growth continued to occur in Europe and, above all, in Poland and Sweden.

- The Consumer Healthcare division maintained good progress. Spain grew more than 18%, while France, its main geographic market, grew by 9%.
- The Forté Pharma brand of Food Supplements represents more than 70% of revenue. Overall, it grew by 11% in its main markets (France, Belgium and Spain), and in online channels.
- OTC products, in the respiratory and ENT product ranges, grew by 16%, after 2022 in which they grew by 21%.

% International sales

PHARMACEUTICAL TECHNOLOGIES



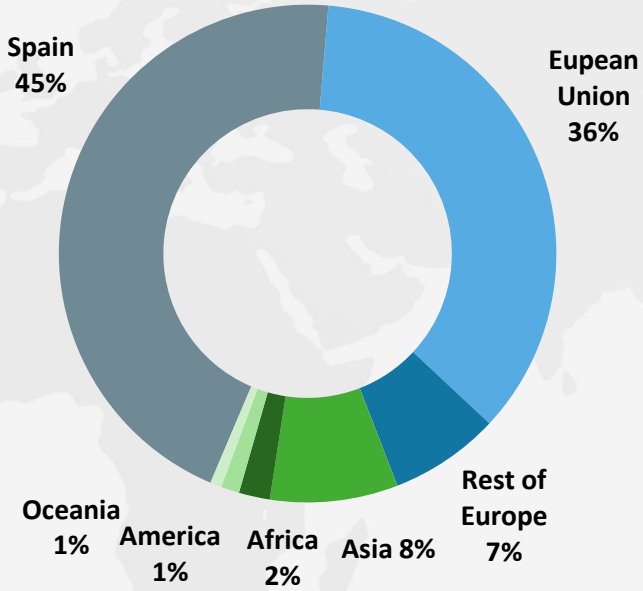
SPECIALITY PHARMACARE



CONSUMER HEALTHCARE



SALES BY GEOGRAPHICAL AREA



+ 22%



+ 14%



+ 51%

- The Spanish market continues to grow above 20% from the 12% it reached in 2022. The injectable products area is growing significantly due to the greater manufacturing capacity of the new Barcelona plant and the impact of the EU capacity reserve program. Growth in osteoarticular product is also an important factor.
- The rest of the European markets, with a 14% growth, owe their growth mainly to our subsidiary in Poland and also to the business growth in the Swedish subsidiary.
- Sales in the rest of the world increased by 51%, after 2022 when they experienced a decline of 13%. The Asian markets continue to be the main drivers of this progression, representing 8% of revenue this year.

11% | CDMO

Contract Development Manufacturing Organisation (Third-party manufacturing)

INCOME STATEMENT AND BALANCE

02

INCOME STATEMENT

3Q 2023

thousand euros	30/09/2023	30/09/2022
Turnover	237.282	195.257
Procurements	-103.077	-83.238
Changes in inventories	3.133	3.662
Gross margin	137.337	115.681
Work carried out for fixed assets	1.378	2.577
Other operating income	178	105
Personnel expenses	-58.226	-52.983
Other operating expenses	-54.425	-44.187
EBITDA	26.243	21.192
Depreciation and amortization	-17.304	-15.079
Govem. grants for non-financial assets and others	175	85
Impairment and results on disposals	-326	3
Operating income	8.787	6.201
Financial result	-534	-1.429
Results from entities accounted by the equity method	1.006	268
Profit before taxes	9.260	5.040
Income tax	-1.389	-756
NET RESULT	7.871	4.284

- The 22% growth in Sales is achieved with a gross margin of 58%, at the closing levels of the previous year, despite the increases in material costs, thanks to a more favourable product mix.
- The activation level of R&D (work carried out for fixed assets) is practically half the figure for the previous year.
- Personnel expenses showed lower growth than income and are 10% above the same period in 2022. This increase is associated with technical personnel due to greater industrial activity and the development of commercial networks in Europe.
- Other operating expenses increased by 23%, due on the one hand to the increase in energy costs and other production expenses, and on the other hand to commercial actions and marketing in the Speciality Pharmaceutics and Consumer Healthcare areas.
- EBITDA reached 26.2 million euros, which represents a growth of 24% over the previous year. The EBITDA/Sales ratio stands at 11.1%, compared to 10.8% in the same period of 2022.
- Amortisation expense grows by 15% in these nine months, but the growth occurs in the first semester. As of the third quarter, this expense is already flat due to the lower pace of new investments.
- The better financial result due to the positive progress of the exchange rate and the incorporation of 50% of the profit of JV Syna Therapeutics also had a positive impact on the result.
- The earnings before taxes thus reaches 9.2 million euros, which represents an exceptional increase of 84%

BALANCE

3Q 2023

thousand euros

30/09/2023

30/09/2022

ASSETS

Goodwill	28.775	29.485
Other intangible assets	65.166	73.196
Property, plant and equipment	88.679	91.549
Investments in equity-accounted investees	4.622	2.216
Non-current financial assets measured at fair value	1.220	1.202
Other non-current financial assets	408	418
Deferred tax assets	10.665	10.621
TOTAL NON-CURRENT ASSETS	199.535	208.687

Inventories	56.043	50.516
Trade and other receivables	61.242	46.020
Current tax assets	5.268	4.844
Other current financial assets	450	1.088
Other current assets	2.435	5.472
Cash and cash equivalents	13.909	12.084
TOTAL CURRENT ASSETS	139.346	120.025

TOTAL ASSETS	338.881	328.712
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- As in previous closings, the drop in non-current assets in 2023 reflects a more moderate level of investment and increasing depreciation of both property, plant and equipment and intangible assets (brands and products acquired, as well as R&D projects).
- Stock levels and especially trade debtors grew due to growth in sales. Working capital reaches sales levels of 22% compared to 20% at the end of 2022, although this ratio is expected to be reduced due to seasonality at the end of the year.

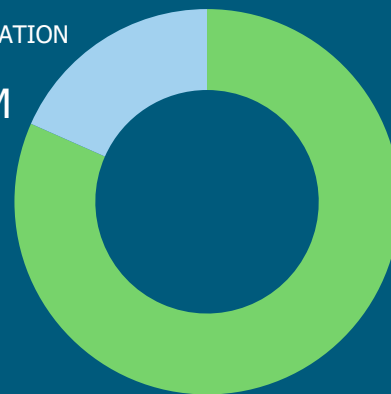
INVESTMENT 3Q23

7,0

Millions of €

R&D ACTIVATION

1.4 M



CAPEX INDUSTRIAL

5.6 M

- The **industrial investments** in technology and capacity increase are reduced compared to previous years, as planned, to reach the necessary recurring capex level, around 8 million euros/year.
- The **R&D projects** have been activated for a value of 1.4 million euros, although the total expense dedicated by the Group remains above 5% of consolidated income.

BALANCE

3Q 2023

thousand euros	30/09/2023	30/09/2022
TOTAL EQUITY	202.272	191.107
Capital grants	3.467	3.916
Provisions	0	201
Financial liabilities with credit institutions	16.885	28.565
Lease liabilities	9.551	13.176
Other financial liabilities	6.222	6.475
Deferred tax liabilities	2.619	2.856
TOTAL NON-CURRENT LIABILITIES	38.744	55.190
Provisions	0	41
Financial liabilities with credit institutions	34.398	22.504
Lease liabilities	4.967	4.858
Other financial liabilities	1.390	609
Liabilities from contracts with customers	4.748	9.954
Trade and other payables	45.404	40.320
Current tax liabilities	6.850	4.035
Other current liabilities	109	95
TOTAL CURRENT LIABILITIES	97.865	82.415
TOTAL EQUITY AND LIABILITIES	338.881	328.712

- Non-current liabilities decreased due to the reduction in the residual term of the debt. This debt is mainly linked to inorganic growth and the new injectables plant.
- Current liabilities increased compared to the closing of the previous year. The increase in sales and manufacturing levels implies a growth in working capital that also entails greater use of short-term debt.

NET FINANCIAL DEBT

closing
3Q23

59.5 Millions of €

closing
2022

62.3 Millions of €

Debt|EBITDA

closing
3Q23

1.7

closing
2022

2.0

FINANCIAL
DEBT

73.4 M

LEASE DEBT APPLICATION
IFRS 16

9.2 M

DEBT FROM CREDIT
INSTITUTIONS AND OTHERS

64.2 M

- The **Net Financial Debt** continued to decrease, reaching 59.5 million euros, below the 60 million for the first time since 2Q 2021. The **Debt|EBITDA** ratio reached 1.7 times compared to the ratio of 2.0 at which it closed in 2022.
- The repayment of debt associated with the investments made between 2018 and 2021, and the moderation of investment levels made it possible to reach this low level of indebtedness.

PERSPECTIVES

2023

03

2023 Perspectives

REIG JOFRE experienced a sales growth of 22% at the end of September, and an increase in EBITDA of 24%. Investments in recent years allowed this growth, which we hope can be maintained by the end of the year.

REIG JOFRE maintained a growth of more than 20% in sales and results in the third quarter, in a context of rising raw material and manufacturing costs.

The **PHARMACEUTICAL TECHNOLOGIES** division (44% of revenues) managed to grow +19% after a first semester in which it already grew at a rate of 14%. The progression is due to the impact in the third quarter of revenue from reserve capacity for vaccine manufacturing for the EU, as well as the progression of sales to Asian countries, which benefit from the greater industrial manufacturing capacity in injectables.

The agreement that REIG JOFRE signed with the European Union to reserve vaccine manufacturing capacity in case of emergency was announced in June. This agreement, signed for an initial period of four years, assumes income from capacity reserves starting in the second half of 2023. This income compensates for the fact that, if activated, this manufacturing could occupy up to 30% of the maximum capacity of the Barcelona injectables plant.

The **SPECIALITY PHARMACARE** division (32% of revenues) leads the growth trends, with +34% in sales. The sale of newly launched products in dermatology and the growth in the osteoarticular range, as well as the increase in the volume of manufacture of enteral gels in the CMO regimen in Sweden, are the main reasons for this progression.

CONSUME HEALTHCARE (24% of revenues) also showed a good progression in sales – 11% – although the growth rate in the first half was moderated. Forté Pharma brand products continued with a good growth rate, especially in the Spanish market and online channels. OTC products and especially those indicated for respiratory and ENT achieved a growth above 16%.

REIG JOFRE expects to maintain both the growth in sales and the improvement in EBITDA and profitability. This, added to the impact of the signing the agreement to reserve vaccine manufacturing capacity in the EU in case of emergency, should allow – as we already anticipated at the end of the second quarter – to reach revenues of over 300 million euros and EBITDA of over 35 million euros per year.

Market
capitalisation

€195 M

29 September 2023

Price 2,45€ <small>29/09/23</small>	Maximum 2,82€	Minimum 2,29 €
Price 2,59 € <small>Weighted mean</small>	Volume 8,629 <small>Daily mean</small>	Cash €22.3 K <small>Daily mean</small>

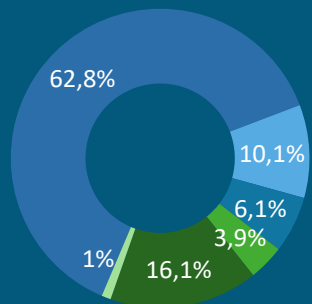
30/12/2022 - 29/09/2023

■ Reig Jofre (MSE) Apertura: 2.21 | Al alza: 2.82 | A la baja: 2.19 | Cierre: 2.45

+12%



SHAREHOLDERS



■ REIG JOFRE INVESTMENTS SL

■ KAIZAHARRA CORPORACION EMPRESARIAL SL

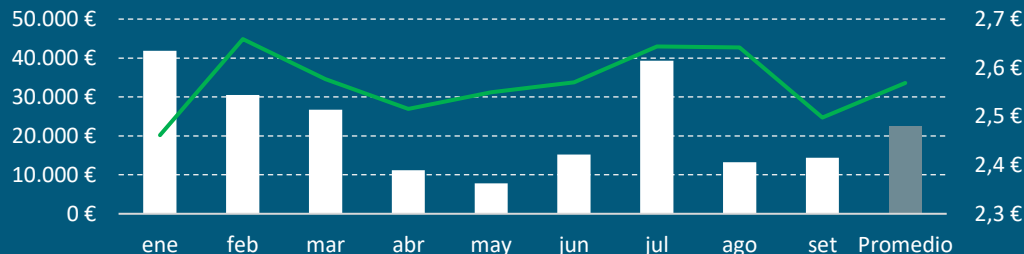
■ ONCHENA, S.L.

■ QUAERO CAPITAL FUND, SWITZERLAND

■ FREE FLOAT

■ AUTOCARTERA

DAILY MEAN VOLUME AND PRICE



ANALYSTS THAT COVER THE VALUE

bankinter
Securities

3,3€

BNP PARIBAS
EXANE

3,5€ - 5,2€

solventis

3,53€

SCRIP DIVIDEND 2022

- Remuneration €0.04/right cash or shares
- 97.47% shareholders opt for shares
- Issuance of 1,213,328 shares (1.52% capital)

OTHER ACTIVITIES

- 2022: 1H Liquidity Program + 2H Temporary Share Repurchase Program.
- 2023: Liquidity Program (1H and extended to 2H).

LINKS AND ADDITIONAL INFORMATION

LAST NEWS

www.reigjofre.com/en/news

WEBCAST DE RESULTADOS

<http://www.reigjofre.com/en/investors/webcasts>

SUBSCRIPTION CENTRE

<https://reigjofre.com/en/news/subscription-center/>

REIG  JOFRE

TRADITION OF INNOVATION

3Q

Thank you

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