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CONTENTS

01. REIG JOFRE TODAY	03	05. BALANCE SHEET	18
02. EVOLUTION OF THE BUSINESS AREAS	06	06. NOTES FOR THE FUTURE	2
PHARMACEUTICAL TECHNOLOGIES AREA	07	ESTRATEGIA EN TECNOLOGÍAS FARMACÉUTICAS	30
SPECIALTY PRODUCTS AREA	08	ESTRATEGIA EN PRODUCTOS DE ESPECIALIDAD	3!
CONSUMER HEALTHCARE AREA	09	ESTRATEGIA EN CONSUMER HEALTHCARE	38
		DESARROLLO CORPORATIVO	39
03. INTERNATIONAL PROGRESS	10		
INTERNATIONAL PRESENCE	11	07. SHAREHOLDERS BASE	40
SALES BY GEOGRAPHIC AREA	12		
		08. LINKS TO ADDITIONAL INFORMATION	42
04. PROFIT AND LOSS ACCOUNT	13		



PHARMACEUTICAL COMPANY FOCUSED ON THE RESEARCH, DEVELOPMENT, MANUFACTURE AND MARKETING OF PHARMACEUTICAL PRODUCTS AND NUTRITIONAL SUPPLEMENTS



3 GENERATIONS AT THE HEAD OF THE BUSINESS

1929
Ramon Reig Jofre

Ramon Reig Jofre Joan M. Biosca
Founder Founder's son-in-law

1970 2006 Joan M. Biosca Ignasi Bios

Ignasi Biosca

Founder's grandson and current CEO

YEARS SINCE FOUNDING

Founded in Barcelona in 1929

1056

Quoted on the Spanish stock exchange's main market since 2015

MAIN FIGURES

Closed 2018

*Variation vs 2017













SALES EVOLUTION BY BUSINESS AREA 2018



PHARMACEUTICAL TECHNOLOGIES

Antibiotics Injectables / lyophilized

54%

97.4_{M€}

SPECIALTY PRODUCTS

Dermatology Gynecology

20%

36.8_{M€}

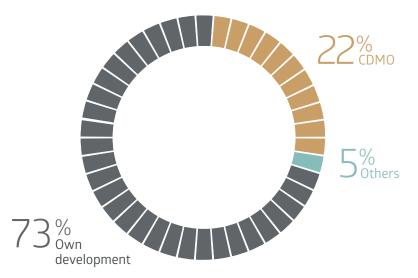
CONSUMER HEALTHCARE

Nutritional Supplements

26%

46.3_{M€} +22%





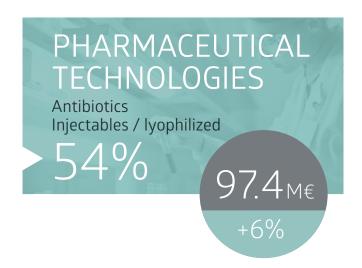
CDMO services

(Contract Development & Manufacturing Organization / Development and Production to third parties), driven by value-added products (derma in Sweden, injectables, biotech and antibiotics derived from penicillin)





PHARMACEUTICAL TECHNOLOGIES AREA





PERFORMANCE OF THE AREA

Good evolution of the **pharmaceutical technologies area** (54% of total sales), increased by 6% and contributed € 97.4 million in 2018.

Second year of strong of the antibiotic line and continued growth of the injectable and/or lyophilized products line

- Restoration of raw material supply in the **antibiotic line** that increased by 7% in 2018
- Good progression of the **sterile injectable product line** that grew by 4%
- Investments for the expansion of production lines amounting to € 16 million in 2018 at the plants of Toledo (antibiotics) and Barcelona (injectables)

· After the opening of the markets of Japan in 2016 and the Philippines in 2017, Reig Jofre goes a step further in its strategic internationalization plan with the opening of the Indonesian market in 2018, for the marketing of **Remikaf**, an innovative anesthetic in **Indonesia**

In 2018, 3 new dossiers of products have been presented in the USA and 32 new product approvals have been obtained in new markets, including RemiKaf in Indonesia.



SPECIALTY PRODUCTS AREA



SÄRLÄKANDE KRÄM

ZALVE® 15g =

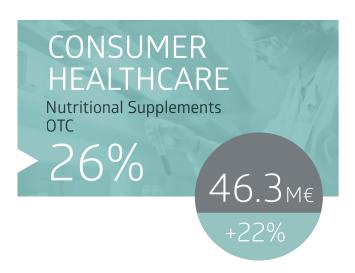
SÅRLÄKANDE KRÄM

ZALVE® 15g

- The specialty products area decreases by 3% due to the impact of weighted reference prices in Spain, despite the increase in the units sold of these references
- During 2018 the Swedish Krona depreciated more than 3% against the Euro, which impacted consolidated sales expressed in Euros from the Dermatology area, mainly
- · Additional compensation established by the Ministry of Health and Finance of Spain in compliance with the Agreement on the Expenditure Ceiling in the Innovative Pharmaceutical Industry to guarantee the sustainability of the National Health System (SNS) linked to the evolution of the Gross Domestic Product (GDP)



CONSUMER HEALTHCARE AREA

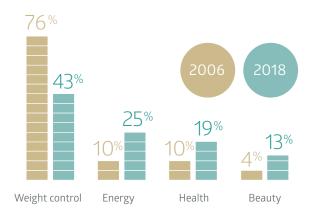


- The Consumer Healthcare area is integrated by:
- Reig Jofre's line of nutritional supplements, FORTÉ
 PHARMA marketed mainly in France, Belgium, Spain and Portugal
- OTCs marketed mostly in Spain

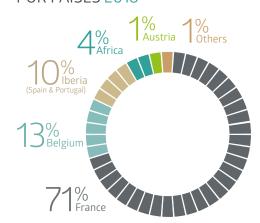
FOCUSSING ON FORTÉ PHARMA

- **Excellent year**, of consecutive growth with new developments, accompanied by investment in marketing and advertising (reinvesting margins)
- · Reorganization of business management after integration
 - Rethinking ranges in both product strategy and marketing
 - Working for a **better balance** of the product portfolio and greater geographical diversification
- **FP France**: highlighted the good performance of its main market (+71% of the sales of this line), which represented 35% growth
- **FP Iberia** (Spain and Portugal) transferred under Reig Jofre Spain management to improve synergies and optimize growth in Spain

DISTRIBUTION OF PRODUCT RANGES 2006-2018



DISTRIBUCIÓN DE VENTAS POR PAÍSES 2018







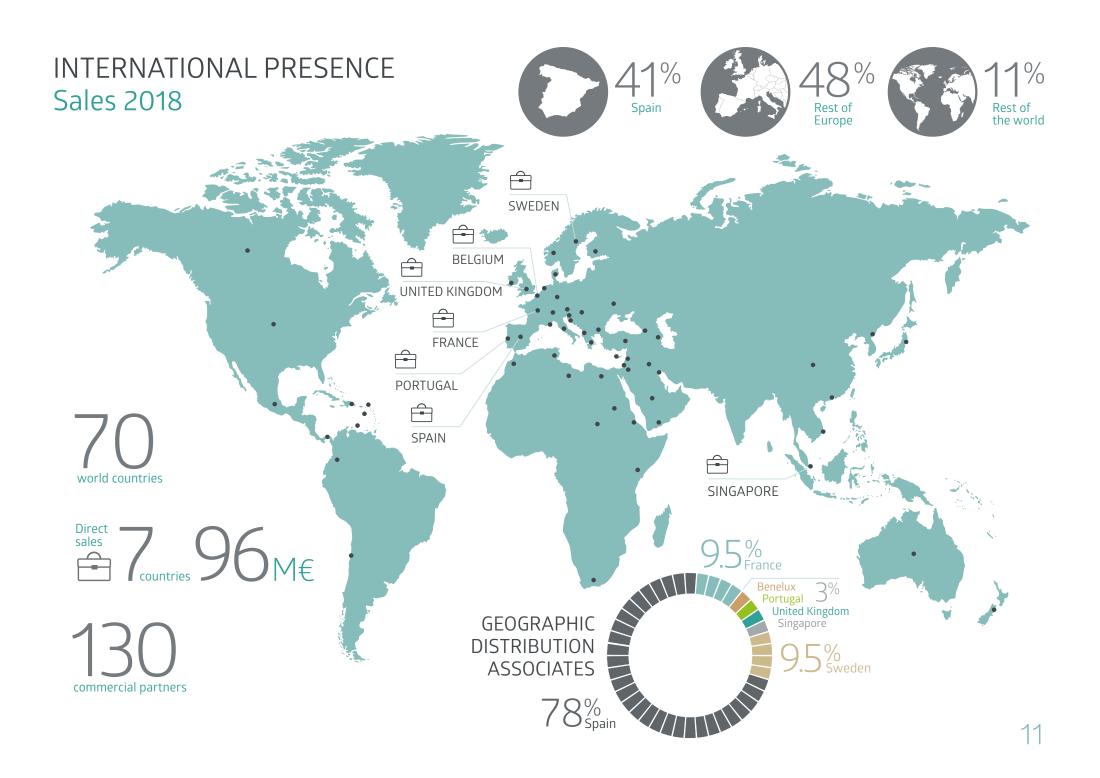








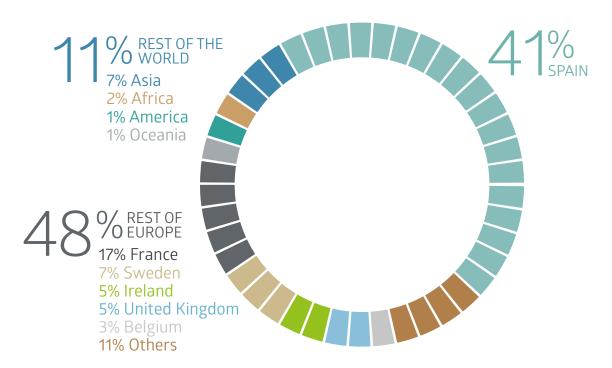






SALES BY GEOGRAPHICAL AREA

SALES DISTRIBUTION BY GEOGRAPHICAL AREA IN 2018 181 M€



- · 3 new markets in 2018: Indonesia, Panama and South Korea
- The **top 10 markets outside Spain** in 2017 were:
- France (17%)
- Sweden (7%)
- United Kingdom and Ireland (5% respectively)
- Benelux (3%)
- Japan, Germany and Greece (2% respectively)
- Portugal, Vietnam and Switzerland (1% respectively)
- Major growth in France (+52%), Benelux (+54%), Ireland (+36%) and Portugal (+16%)
- Spain grew by 2%, while sales in the rest of Europe grew by 25%
- It highlighted the significant evolution of Africa, which grew by 39% thanks to the sale of antibiotics and contributed 2% in 2018
- Asia, Oceania and America accounted for 7%, 1% and 1% of total sales, respectively





EBITDA +4%
16.4 M€

PROFIT AFTER TAX



9.3_{M€}

PROFIT AND LOSS	2017	2018	var 18/17
Turnover	167.983	180.468	7%
Procurements Changes in inventories	-63.971 -108	-70.267 2.648	6%
Work carried out for fixed assets Other operating income	3.743 2.437	4.824 839	29% -66%
Personnel expenses Other operating expenses Depreciation and amortization Government grants for non-financial assets and others Impairment and results on disposals	-49.355 -44.941 -6.829 65 -11	-52.140 -49.979 -7.605 40 1.192	6% 11% 11% -38%
Operating Income Financial income Financial expenses	9.011 69 -1.077	10.020 84 -776	11%
Financial Result Results from entities accounted by the equity method	-1.008	-692 155	-31%
Profit before taxes Income Tax	8.003 808	9.483 -231	18%
Net Result	8.811	9.253	5%
EBITDA	15.787	16.393	4%



Revenues

► TURNOVER

Growth in Consumer Healthcare + 22% boosts Total Sales

► R+D CAPITALISED

Growth in Development costs of Innovative Products, 50% of total R+D expenditures are capitalised

▶ OTHER OPERATING INCOME

Accessory Income, Royalties and others are reduced because of new distribution agreements terms

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OPEX

► PERSONNEL EXPENSES

Growth of +6%, main impact comes from the strengthening of Salesforce and Structure in Consumer Healthcare and higher variable compensation linked to sales performance.

► OTHER OPERATING EXPENSES

Increase of Marketing Expenses associated to the Consumer Healthcare line, growth of R+D expenses, and containment in the rest of business.

▶ DEPRECIATION

Impact of investment volume in 2017-2018, this effect will keep its impact in 2019-2020

EMPLOYEES

††1056

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Other Results

► RESULTS FROM TANGIBLE ASSETS

Impact of +1,2 M€ due to the reversion of Impairment losses on industrial properties in Barcelona

► FINANCIAL RESULT

Improvement +0,3 M€ as a result of better financing costs, and less impact of currency variations.

► INCOME TAX EXPENSE

Significant impact of the R+D deduction on the effective rate, which is around 14%

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Assets

TOTAL CAPEX

+21.7_{M€}

INVENTORIES

+7.0 M€

TOTAL WORKING CAPITAL

-1.5_{M€}

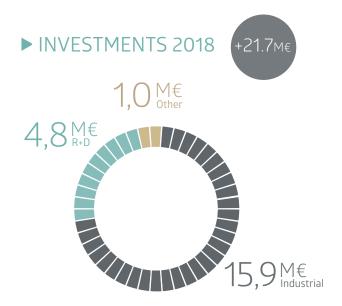
CASH POSITION

-3.4_{M€}

ASSETS	2017	2018	var 18/17
Goodwill Other Intangible assets Property, plant and equipment Non-current investments Non-current financial investments Deferred tax assets	27.745 32.521 46.749 605 716 13.763	27.598 39.121 54.728 1.167 732 14.469	-146 6.600 7.980 561 16 706
Total Non-Current Assets	122.099	137.815	15.716
Inventories Trade and other receivables Other current financial assets Other current assets Cash and cash equivalents	27.509 35.161 3.273 3.606 11.689	34.563 33.856 2.687 2.485 8.269	7.053 -1.305 -586 -1.121 -3.419
Total Current Assets	81.238	81.860	622
Total Assets	203.337	219.675	16.338



Investments



► MAJOR PRODUCTIVE INVESTMENTS

- · New Injectable Plant 7.5 M€
- · Serialization Directive Investment 3.2 M€

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► DEFERRED TAX ASSET

Tax credits and deductions not posted amounts to more than 10 M€



Current Assets

► CURRENT ASSETS

Increase of 4M€ without considering the reduction of Treasury, basically for the increase of raw materials

► CASH

Reduction of liquidity in -3,4 M€, keeping a surplus of 8,3 M€

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Working Capital

► WORKING CAPITAL

40,6 M€, improvement of 1,5 M€ Represents 82 days of sales vs 92 days in 2017

► INVENTORIES

Increase in stocks due to the increase of manufacturing levels previous to entry into force European Directive UE 2011/62 on February 9, 2019

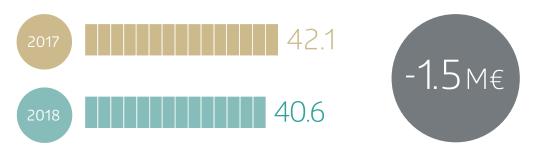
► TRADE RECEIVABLES

Improvement of receivables management, despite of the sales increase

► SUPPLIERS

Increase as a consequence of inventories raise on Q4, allows to balance working capital needs

Working Capital M€



Working Capital Breakdown M€





Liabilities

CAPITAL INCREASE

0.5M€

FINANCIAL DEBT

32.7_{M€}

EQUITY AND LIABILITIES	2017	2018	
Total Equity	141.559	149.740	8.180
Capital grants Provisions Financial liabilities with credit institutions Financial lease leabilities Other financial liabilities Deferred tax liabilities	145 682 9.479 7.613 6.098 3.294	105 803 7.020 14.036 5.683 3.242	-40 121 -2.459 6.423 -416 -51
Total Non-Current Liabilities	27.311	30.889	3.578
Provisions Financial liabilities with credit institutions Financial lease leabilities Other financial liabilities Trade and other payables Current tax liabilities Other Current liabilities	245 4.729 1.351 717 23.975 972 2.478	45 3.649 1.536 808 29.911 902 2.194	-199 -1.079 185 91 5.936 -70 -284
Total Current Liabilities	34.467	39.047	4.580
Total Equity and Liabilities	203.337	219.675	16.338



Scrip Dividend 2018

► CAPITAL INCREASE

Issuing and subscription of 896.889 new shares against reserves, 1,5% of total capital

► CASH DIVIDEND PAYMENT

Option chosen by 12,9% of Capital

► TREASURY STOCK

Stock purchase of 80.000 shares in 2018 accordingly Flexible Compensation Plan for Managers.

Self owned shares: 0,45% of total

EQUITY	2017	2018	
Share Capital Reserves Treasury stock Other equity instruments Profit attributable to the parent company Exchange differences Other comprehensive income for assets available for sale	32.077 102.482 -703 19 8.811 -1.110	32.525 110.183 -900 34 9.266 -1.193 -115	448 7.701 -197 14 455 -83 -127
Equity attributable to parent company Non-controlling interests	141.588 -28	149.799 -59	8.211 -31
Total Equity	141.559	149.740	8.180



Financial Debt

► INCREASE OF FINANCIAL DEBT

► TOTAL FINANCIAL DEBT

32.7м€

Long-term Financial Debt 26,7 Short-term Financial Debt 6.0

► DEBT SERVICING 2018

-3.4_{M€}

► INCREASE IN FINANCIAL LEASES

debt, linked to the new Barcelona Plant and Investments in Compliance with the Serialization Directive

EQUITY AND LIABILITIES	2017	2018	
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Net Debt/ EBIDTA

► TOTAL NET DEBT

24.5_{M€}

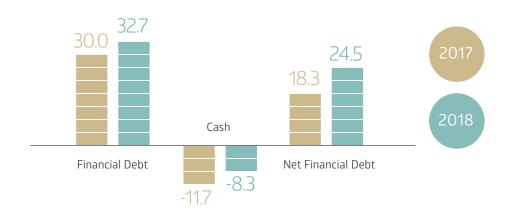
▶ DEBT/EBITDA

1.5x

► AVERAGE TIME OF DEBT

3.3 YEARS

Financial Debt M€



NET FINANCIAL DEBT	2017	2018	var
Financial Debt Treasury	29.986 -11.689	32.732 -8.269	2.746 3.419
Net Debt	18.297	24.462	6.165
Net Debt / EBIDTA	1,16	1,49	





R&D

PRODUCTION

MARKETING

& SALES

STRATEGIC FOCUS BY BUSINESS AREA

Historical commitment to development.

Developments in medicines or medicines,

Investment of 5% of the turnover.

Innovators or Generics Chemical or

Industrial commitment in specialized

Topical dermatological products).

countries, Singapore).

4 production plants (3 in Spain -Antibiotics, injectables and lyophilized- and 1 in Sweden -

Direct presence in 7 markets (Spain, France,

Portugal, Benelux, United Kingdom, Nordic

(+130 partners) in more than 60 countries.

Indirect presence through distributors and licensees

Biological

technologies.

PHARMACEUTICAL **SPECIALTY** CONSUMER **PRODUCTS HEALTHCARE**





STRATEGY IN PHARMACEUTICAL TECHNOLOGIES Antibiotics and Injectables / freeze-dried

1 DEMAND CREATION (products, markets, distributors)

Systematic focus during the last years

Product:

- · Alliances with biotech startups in development phase
- Multinationals with specific needs (injectables)
- Investment in project for the development of Biosimilars (gateway to access other companies in this field)
- Systematic development of products that lose patent

Markets:

- Regulatory approvals in Europe, Japan (2017), Indonesia (2018), USA, Asia Pacific, Africa.
- · Own registration team

Partners:

 Investment in continuing to grow in the more than 130 international partners

2 CONSTRUCTION OF PRODUCTIVE CAPACITY

Industrial investments

Capacity:

- · Increasing available capacity
- · Maintaining flexibility in batch sizes

Quality:

- Compliance with quality standards beyond Agency and customer requirements
- Minimize human intervention in critical phases
- · Access a product with a higher price and added value

Productivity:

- · Automated processes
- Large lots, economies of scale, cost efficiency
- Margins

3 SALES AND PROFITABILITY

Profitability phase following RJF business models

Own markets:

- · Capturing 100% of the value
- · Synergies with sales networks and local structures

Distribution:

- · Sale with RJF brand
- Margin on transfer price including manufacturing cost

Licensees:

- · Sale with own or partner's brand
- · Industrial margin over manufacturing price
- Trade margins in the shared destination market

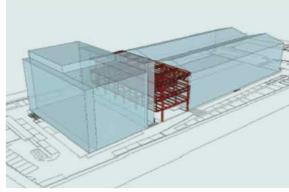


INVESTMENT PLAN IN RJF BARCELONA 2018-2020

EXTENSION PLANT OF STERILE INJECTABLES

- Investment: € 30M
- · Financing: bank debt (80% max.), rest own resources
- · Operational plant in S2-2020





Increasing aseptic production capacities

- · +50 M vials at full capacity (vs. 15M in 2016 and 3.5M in 2008)
- · Access to large volume markets (USA, Indonesia, Korea ...)

Productive efficiencies

· 20% increase in expected global productivity

Demand created

- Products in international registration process
- Direct distribution or under closed distribution agreements



Quality

- Isolator technology and automatic loading / unloading of lyophilizers guarantees the critical phases of aseptic production without human contact
- Minimizes contamination risk
- · Products possibility of
- biological or chemical basis
- innovative or out of patent
- research or comercial purposes

Energy Efficiencies

 Contribution to a cleaner and more sustainable economy thanks to the design of the new plant with energy efficiency criteria

INVESTMENT PLAN IN RJF TOLEDO 2016-2018

INVESTMENT

- € 10M for new sterile injectable antibiotic line and expansion space for a future second line
- · Operational in 2019.

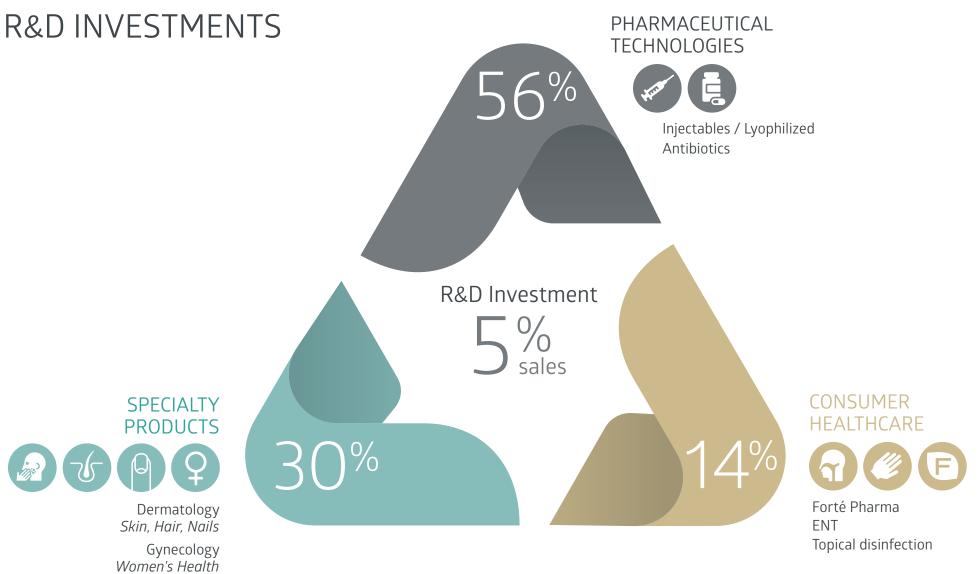






- Current plant close to 100% capacity (produces 15% of the antibiotics units consumed in Spain and 25% of the penicillin derivatives beta-lactam -)
- Investment needed to access new markets that are in registration process
- · 33% increase capacity of (sterile injectable penicillin), to reach 25M vials per year
- Greater volume allows absorbing expenses of both quality and administrative structure and optimizing unit margins
- The cutting-edge technology of the new line allows access to markets with higher profitability
- RJF entry model in the USA will allow the capture of industrial (similar to Europe) and commercial (above Europe) margins





PHARMACEUTICAL TECHNOLOGIES PIPELINE

	PRODUCT	DESCRIPTION	
INNOVATIVE	Biosimilar	Syna Therapeutics (Joint Venture: RJF & LeanBio)	Syna Therapeutics
+ Innovation + Risk + Collaborations	Acinetoclinic Vaccine injectable lyophilized	First vaccine against resistance to A. Baumannii	VAZDYN
+ Potential return	P0512 beta-lactam antibiotic	Mucoadhesive nanoformulation of antibiotic against H.Pylori	BION ANOPLUS BRUIA DELIVERY TECHNOLOMES
GENERIC - Innovation - Risk + Specific opportunities by market + In-house developments = Potential return	6 projects of freeze-dried antibio development in 2018.	tics, injectables and injectables under year-end	



STRATEGY IN SPECIALTY PRODUCTS Dermatology and Gynecology

1 PORTFOLIO GENERATION Innovation

Balanced portfolio:

- · Risk / Investment / Time
- · Radical / Incremental
- · Science / Value proposition
- · Internal / External

Regulatory strategy and Market Access:

- $\cdot \ \mathsf{Medical\text{-}marketing} \ \mathsf{proposal}$
- Medicines, health products, cosmetics and nutritional supplements.

Open and collaborative innovation:

- \cdot Connection with the health ecosystem
- Collaborations with academic centers, hospitals and Start-Ups Biotech allow different models of co-development.
- · International innovation hubs

2 INVESTMENT IN R&D Development with scientific evidence

Areas of expertise:

- · Skin / nails / hair
- · Gynecology / women's health
- · With special focus on infections

Prescription-Recommendation:

- · Medicines with indication
- Borderline products between specialist and consumer
- · Solid value proposition

Flexible team oriented to create value:

Specialized development in all sites

- \cdot Galenica and analysis
- · Clinical and pre-clinical
- · Regulator

Investments in concept tests:

- · In vitro and in vivo assays to validate activity
- · Clinical trials

3 SALES AND PROFITABILITY Value proposal

Medical-marketing proposal

· Strategy adapted to each market / Country

Commercial teams in 7 markets:

- · Visit to medical specialists
- Pharmacies
- · Key Account Managers, hospitals

Markets:

- International sales with RJF brand in its own markets
- · Distributors in non-owned markets



SPECIALTY PRODUCTS KEY R&D EVENTS IN 2018 Dermatology / Gynecology

MILESTONES IN CLINICAL TRIALS

Clinical trials started in 2018:

- · P0285: Nail regenerator
- P0283: Nutritional Supplement for men to improve the fertility ratio and prevent repeated abortions

Finalized Recruitment:

· P0265: Treatment for skin infections

Clinical trials in progress:







SPECIALTY PRODUCTS PIPELINE





STRATEGY IN CONSUMER HEALTHCARE Nutritional supplements / OTC









SITUATION

- · Health market vs. market of the disease
- Consumers are well informed and concerned about health care and prevention
- The scientific / technical knowledge we have of both the disease market and the prescriber opens the opportunity for RJF to transfer that model to the health and consumption market

WHAT RJF SHOULD OFFER IN THE CONSUMER HEALTH MARKET

- · Trusted brands for the consumer
- Product with scientific-technical basis (clinical support, whether regulatory or not)
- · Clear value proposition for the consumer
- and eventually also for a possible prescriber - physicians or new health prescribers, physiotherapist, osteopath ...

- · Ability to identify trends and launch products quickly
- Natural alternative to medicines: efficacy without any risk of side effects



CORPORATE DEVELOPMENT

- · Active policy to identify non-organic growth opportunities
- Incorporation of businesses with strategic fit and adequate cash generation avoiding overpricing

- · Search in areas of specialty products and Consumer Healthcare
 - Consolidation of presence in existing markets (Spain, France, Nordic countries and United Kingdom)
 - Opportunities in other strategic markets
- · Second priority: acquisition of industrial businesses specialized in other pharmaceutical technologies





SHAREHOLDERS BASE at 31/12/2018

REIG JOFRE INVESTMENTS, S.L.

Investment company of the Reig family

72%



11.8%





*Food company, quoted on the main market of the Spanish stock Exchange. Former controlling shareholder in Natraceutical.

RJF initiatives to increase the free float:

- During 2018 the free float increased by 6.4% (from 14.7% to 15.7%)
- During 2017, the free float increased by 8.2% (from 13.5% to 14.7%)





LINKS TO ADDITIONAL INFORMATION

- Last news: www.reigjofre.com/en/news
- Webcast of results: www.reigjofre.com/en/investors/webcasts
- Subscription Center: www.reigjofre.com/en/subscription-center



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