

#### Mr. Iñigo de la Lastra

Head of Secondary Markets CNMV Edison, 4 28006 Madrid

Barcelona, April 8, 2015

### **RELEVANT FACT**

Dear Sir,

In accordance with Law 24/1988, of July 28, relative to the regulation of the stock markets and related provisions, LABORATORIO REIG JOFRE SA ("Reig Jofre" or "the Company"), formerly NATRACEUTICAL SA, submits hereafter press release on the strengthening of the positioning in UK.

Yours faithfully,

Adolf Rousaud Secretary of the Board of Directors Laboratorio Reig Jofre SA

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# REIG 🔃 JOFRE

## **Reig Jofre strengthens its presence in UK**

**Barcelona (Spain), April 8, 2015.** The pharmaceutical company Reig Jofre has completed the acquisition to Derma UK Ltd. of the marketing authorizations of four topical dermatological products of consolidated presence in this market.

These are the authorizations of Synalar, Metosyn, Crystacide and Micanol, products owned by Reig Jofre, and used in skin infections, psoriasis or inflammatory conditions such as eczema and dermatitis.

As part of this acquisition, Reig Jofre has incorporated the company Reig Jofre UK, that henceforth will centralize the commercial activity of the new Reig Jofre in UK, following the recent merger with Natraceutical. Specifically, Reig Jofre UK will manage the sales in the pharmacy channel of these new products and of the range of nutritional supplements by Forte Pharma, as well as the sales in the hospital channel, which the company carried out to date through a sales representative.

UK accounted for 7% of the 152.5 million euro turnover with which Reig Jofre concluded 2014, after its merger with Natraceutical. UK is the third largest market behind Spain and France, which jointly reached 56% of sales.

The acquisition of these authorizations has meant an investment of 5 million euro and will provide recurring sales of about 2.2 million euro, with a gross margin of 68% and EBITDA margin of around 40%, well above the average profitability of Reig Jofre's product portfolio. The return of this investment is included in the 2015-2019 business plan recently disclosed by the company.

As Reig Jofre announced following its merger with Natraceutical, the presence in complementary markets is a clear leverage to accelerate international growth, one of the merger challenges.

According to Ignasi Biosca, CEO of Reig Jofre: "The company does not exclude to increase its direct presence in strategic markets gradually, both organically or through acquisitions. We have a solid financial structure for that, resulting from the cash generation capacity of our businesses and low financial leverage."

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#### About Reig Jofre

After the merger between Laboratorio Reig Jofre and Natraceutical, the new Reig Jofre is a pharmaceutical company whose business is divided into two major areas: one main for the development, manufacture and marketing of own products (approximately 78% of sales) and one of specialized manufacturing for thirds (22% of sales). At its core activity, the company specializes in the development of prescription and non-prescription pharmaceutical products, injectable generics based on specialized technologies, medical devices, food supplements and cosmetics. The company directs its R&D to develop new indications and/or dosage forms of known active principles, generic medicines with a special focus on beta lactam and lyophilized injectable antibiotics, topical dermatological products, OTCs and food supplements as well as the development of new innovative molecules in partnership with start-ups and research centers.

Reig Jofre trades on the Spanish stock exchange under the ticker RJF. Total outstanding shares: 1,264,284,408

#### For further information

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