

Barcelona, February 29, 2016

**RESULTS PREVIEW: YEAR 2015** 

In the first year following the merger of Natraceutical and Reig Jofre

# REIG JOFRE CONFIRMS GROWTH OF ALL ITS ECONOMIC INDICATORS IN 2015

- The positive performance of the business, along with low debt levels and a lower tax burden, enabled the company to end 2015 with a net profit of € 8.75 million, 27.6% higher than in pro-forma 2014 year-end.
- Reig Jofre closed 2015 with sales of € 156.91 million (+2.9%), EBITDA of € 17.15 million (+14.3%) and income before taxes of € 11.01 million (+19.2%).
- The company closed the year with gross financial debt of € 23.58 million and cash position of € 9.65 million, thus keeping net financial leverage below 1 time EBITDA.
- As a result of the merger in December 2014, Reig Jofre had to present as 2014 year-end results figures only from the last quarter of 2014. The company will present detailed 2015 figures and the business evolution compared to proforma full year 2014 on Tuesday, March 2 at 10.30 hours CET at Madrid Stock Exchange, and at Barcelona Stock Exchange on the same day at 18.00 CET. (See more information in section 2 of this note).

## 1. TURNOVER EVOLUTION

Reig Jofre closed 2015 with **turnover** of € 156.91 million, an increase of 2.9% compared to pro-forma figures for the same period 2014.

RJF Pharma, the division of own development, manufacturing and marketing, accounted for 79% of sales and grew by 5.3%, thanks to the positive progress of its three product lines.

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RJF CDMO, the contract development and manufacturing for other pharma companies contributed 21% of turnover and fell 5.4%, thus correcting in the last quarter a deviation in sales of 11.4% in the first nine months of the year.



## 2. RESULTS PRESENTATION

Reig Jofre will present 2015 results at Madrid Stock Exchange on Tuesday, March 2 at 10.30 hours CET, and at Barcelona Stock Exchange on the same day at 18.00 CET. RSVP is appreciated at: <a href="mailto:investors@reigjofre.com">investors@reigjofre.com</a>

The event will be live broadcasted via webcast, which can be accessed through the home page of Reig Jofre's web site: <a href="www.reigjofre.com">www.reigjofre.com</a>

The presentation document will also be available on the CNMV website and in the section "Investors/Presentations" on the company website (www.reigjofre.com) a few minutes before the webcast.



## 3. 2015 PROFIT AND LOSS ACCOUNT

As a result of the merger between Natraceutical and Reig Jofre in December 2014, that year figures refer only to the months of October-December.

(in euro)	2014	2015
Turnover	33,284,362	156,909,656
Changes in inventories	277,315	-1,610,542
Procurements	-13,689,757	-57,523,146
Other operating income	21,098	1,566,784
Personnel expenses	-9,500,702	-42,190,845
Other operating expenses	-6,707,661	-40,044,452
Depreciation and amortization	-898,421	-5,398,214
Government grants for non-financial assets and others	10,591	42,363
Impairment and results on disposals	0	0
Operating income	2,796,825	11,751,604
Financial income	1,513	211,121
Financial expenses	-247,378	-1,075,634
Variation in fair value of financial instruments	41,227	145,460
Impairment and results from disposal of financial instruments	0	-301,335
Exchange differencies	-44,679	321,278
Financial result	-249,317	-699,110
Impairment losses from entities accounted by the equity method	0	0
Results from entities accounted by the equity method	-38	-45,538
Profit before taxes	2,547,470	11,006,956
Income tax	-236,697	-2,257,325
Net result	2,310,773	8,749,631
Profit attributable to parent company	2,308,394	8,749,701
Profit attributable to non-controlling interests	2,379	-70



## 4. BALANCE SHEET ON DECEMBER 31, 2015

(in euro)	31/12/2015	31/12/2014
ASSETS		
Non-current assets		
Goodwill	25,165,817	25,405,979
Other intangible assets	32,606,879	32,453,457
Property, plant and equipment	28,645,914	24,045,938
Non-current financial assets	10,273,336	9,962,273
Deferred tax assets	15,351,894	16,527,753
TOTAL NON-CURRENT ASSETS	112,043,840	108,395,400
Current assets		
Inventories	24,892,981	23,839,539
Trade and other receivables	34,318,332	29,870,526
Current tax assets	0	958,294
Other current financial assets	2,382,742	4,338,579
Other current assets	3,975,557	4,991,922
Cash and cash equivalents	9,440,170	8,349,509
TOTAL CURRENT ASSETS	75,009,782	72,348,369
TOTAL ASSETS	187,053,622	180,743,769
EQUITY AND LIABILITIES		
Equity		
Share capital	126,428,441	126,428,441
Reserves	-4,533,840	-6,791,795
Treasury shares	-4,917,032	-4,901,950
Interim dividend paid during the year	0	0
Profit attributable to the parent company	8,749,701	2,308,394
Exchange differences	436,893	1,057,767
Other comprehensive income for assets available for sale	8,978	43,331
Equity attributable to parent company	126,173,141	118,144,188
Non-controlling interests	1,344	27,516
TOTAL EQUITY	126,174,485	118,171,704
Non-current liabilities		
Capital grants	102,496	144,859
Provisions	1,070,453	969,762
Financial liabilities with credit institutions	4,520,937	5,805,594
Financial lease liabilities	5,828,683	6,408,506
Derivative financial instruments	273,998	419,457
Other financial liabilities	4,761,639	2,679,845
Deferred tax liabilities	3,768,083	4,829,060
TOTAL NON-CURRENT LIABILITIES	20,326,289	21,257,083
Current liabilities		
Provisions	400,748	419,308
Financial liabilities with credit institutions	6,720,668	10,181,723
Financial lease liabilities	586,042	596,388
Other financial liabilities	889,281	753,210
Trade and other payables	27,034,509	24,805,199
Current tax liabilities	2,321,162	1,426,954
Other current liabilities	2,600,438	3,132,200
TOTAL CURRENT LIABILITIES	40,552,848	41,314,982
TOTAL EQUITY AND LIABILITIES	187,053,622	180,743,769



#### **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 marketing and manufacture of own developments (RJF Pharma, approximately 78% of sales in 2014) and one of specialized contract development and manufacturing (RJF CDMO, 22% of sales in 2014). At its core activity, the company focuses on the development of specialised-technology products (antibiotics and injectable); therapeutic-specialty products in the areas of dermatology, gynaecology and respiratory; and nutritional supplements and consumer healthcare. 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 nutritional supplements as well as the development of new innovative molecules in partnership with start-ups and research centres.

Reig Jofre trades on the Spanish stock exchange under the ticker RJF. Total outstanding shares: 63,214,220.

## For further information

## **Investors and analysts**

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## Media

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