

REIG  JOFRE



ANNUAL
REPORT

2017

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CREDITS

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 <i>Founder</i>	1970 Joan M. Biosca <i>Founder's son-in-law</i>	2006 Ignasi Biosca <i>Founder's grandson and current CEO</i>
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YEARS SINCE FOUNDING

89

Founded in Barcelona in 1929

EMPLOYEES

974

927 in 2016

555
419

TICKER

RJF

Quoted on the Spanish stock exchange's main market

MAIN FIGURES

SALES

168 M€
161 M€*

EBITDA

15,8 M€
15,7 M€*

NET PROFIT

8,8 M€
7,7 M€*

DEBT/EBITDA

1,2X
1,9X*

EXPANSION INVESTMENTS

17 M€
14 M€*

SALES EVOLUTION BY BUSINESS AREA 2017

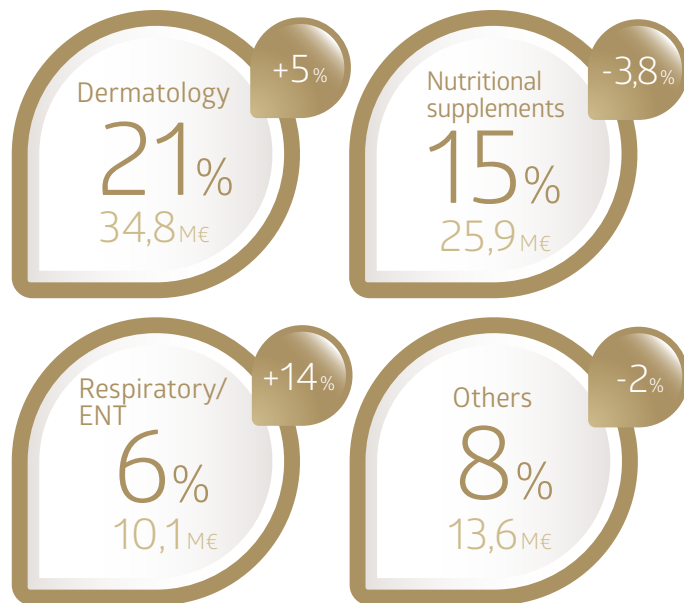
168M€ +4,3%

TECHNOLOGICAL SPECIALIZATION AREA



49,7% +6,2%
83,6M€

THERAPEUTIC AREAS AND HEALTH CARE



50,3% +2,4%
84,4M€

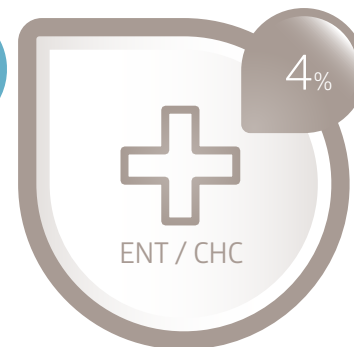
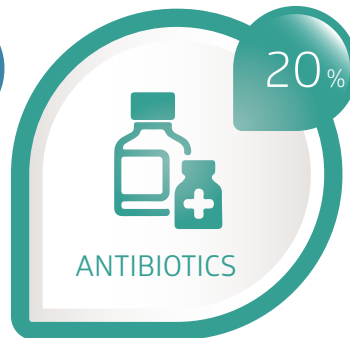
• CDMO represents 23% of total turnover (€ 39,2M) driven by value-added products (derma in Sweden, biotech injectables and antibiotics derived from penicillin).

• "Others" includes primarily: products in development or from non-core therapeutic areas, and consumer healthcare products.

R&D

R&D INVESTMENT
IN 2017

8,1M€ 5%
of sales



- 75% of own products.
- Pipeline:
 - Developments from open innovation.
 - Generics from technological specialization.

4

R+D CENTRES

Barcelona · Spain
Toledo · Spain
Malmö · Sweden
Monaco · Monaco

DEVELOPMENT AND SPECIALIZED PRODUCTION CENTERS

4 PRODUCTION CENTRES

Barcelona
Spain



- Injectables
- Aseptics
- Lyophilized
- All oral forms

Toledo
Spain



- Penicillin antibiotics:
orals and injectables
- Cephalosporin antibiotic:
injectables



Malmö
Sweden



- Topical dermatological products

INTERNATIONAL PRESENCE

SALES
2017

85%

EUROPE

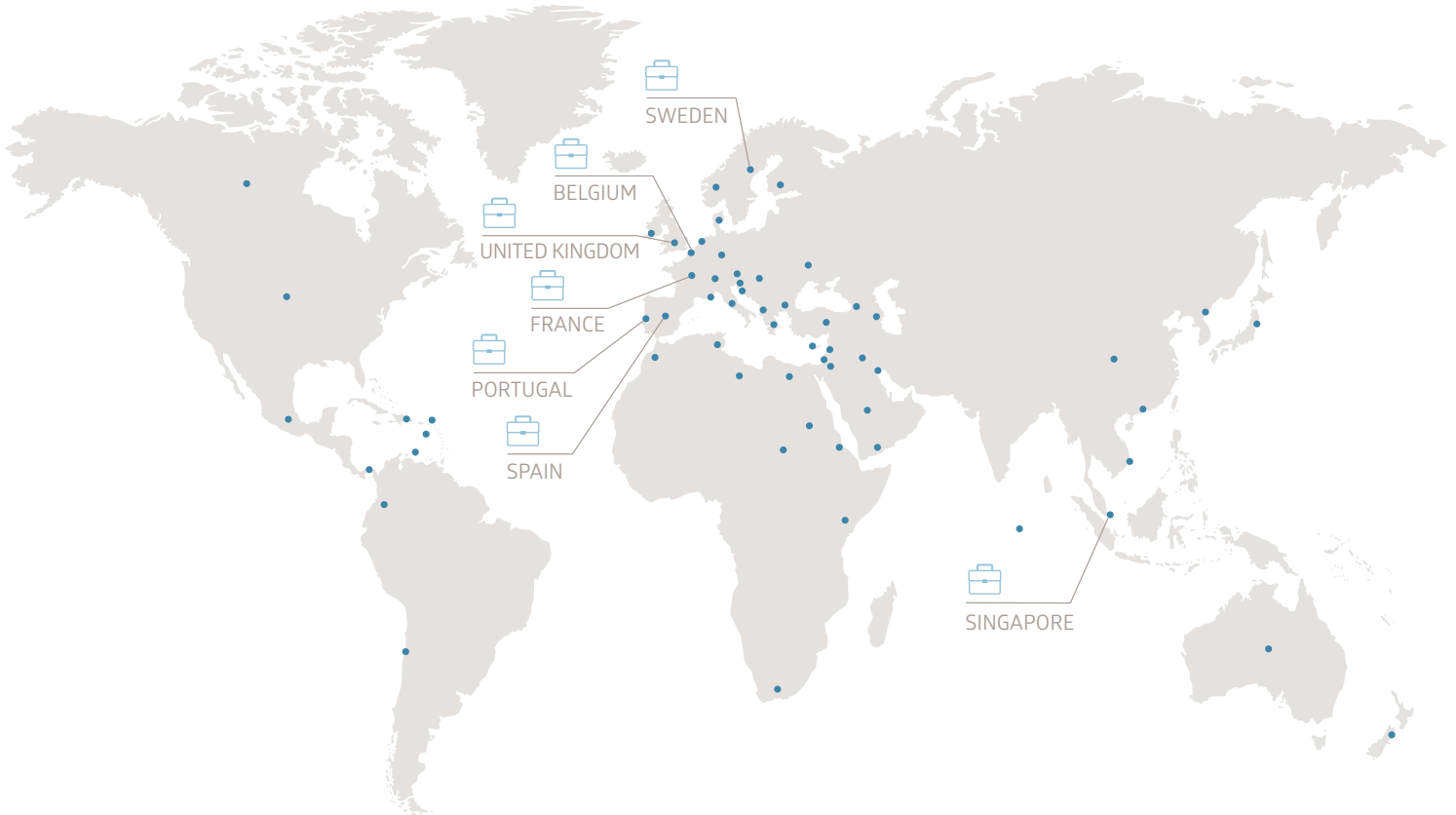
15%

REST OF
THE WORLD



175

COMPANY
SALES TEAM



SPAIN:

43%

OWN
COMMERCIAL
NETWORK

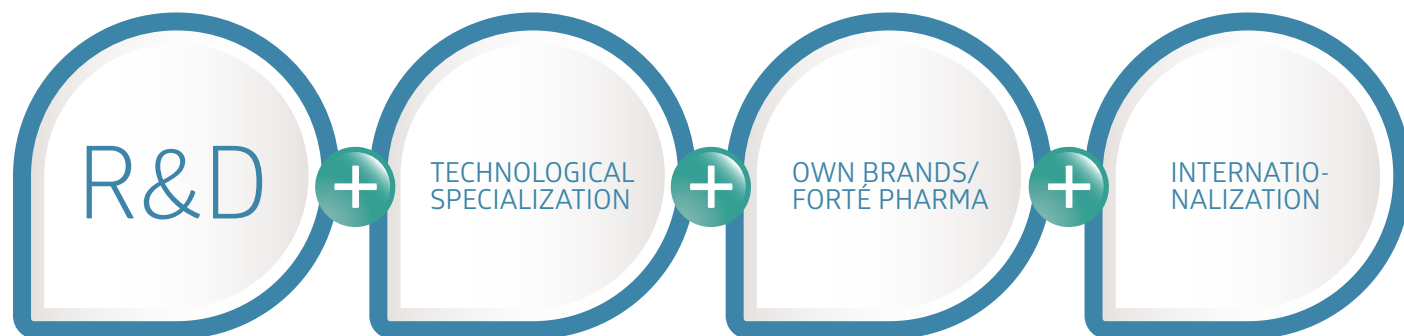


7
COUNTRIES

130
COMMERCIAL
PARTNERS

67
WORLD
COUNTRIES

STRATEGIC PILLARS



In-house and **open innovation** projects

Industrial commitment: investment in productive capacity and state-of-the-art specialized technologies with the best global standards

Enhancing own brands: food supplements, derma & respiratory products

Consolidation of own presence: Europe, Japan

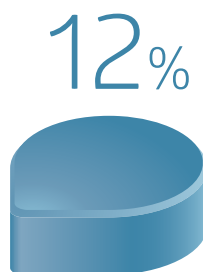
International expansion: Southeast Asia (Philippines, Indonesia) and the USA

SHAREHOLDER BASE

at 31/12/2017

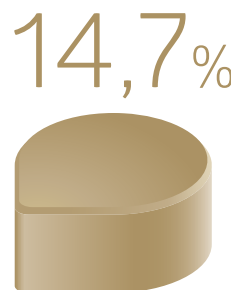
REIG JOFRE INVESTMENTS, S.L.

Investment company of the Reig family.

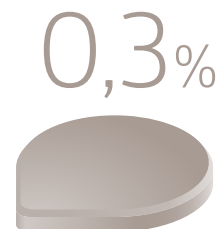


NATRA, S.A.

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



FREE-FLOAT



TREASURY STOCK

THE YEAR 2017 IN BRIEF

GOOD EVOLUTION OF SALES IN THE TWO BUSINESS UNITS: TECHNOLOGICAL AND THERAPEUTIC SPECIALIZATION

CHANGE OF TREND WITH BUSINESS GROWTH IN THE LINE OF ANTIBIOTICS DURING THE LAST QUARTER

FORTÉ PHARMA: RECOVERY AND GROWTH OF SALES, NEW LAUNCHES AND LEADERSHIP CHANGE IN FRANCE

RJF ADVANCES IN INVESTMENT IN PRODUCTIVE EXPANSION, R&D AND MARKETING DURING 2017 AND OPENS NEW GROWTH OPTIONS FOR THE NEXT YEARS

MAIN NEWS IN 2017

Reig Jofre made the stabilization and industrial pharmaceutical development of the **first veterinary recombinant vaccine against Leishmaniosis**: a biotechnological injectable protein owned by Laboratorios Leti and licensed to Merck Sharp and Dohme, which will be produced by Reig Jofre.

Reig Jofre **begins the marketing in the Philippines** of Bizafox (cefuroxime) 750mg, a cephalosporanic injectable medicine indicated in bacterial infections.

Reig Jofre launches **Otospray® 3E** developed by its research department, which, due to its effectiveness and form of action, presents a novelty in the market of the hygiene and health of the ear.

Reig Jofre launches **Complidermol 5α PLUS**, a dietary supplement offering a more comprehensive clinical approach to female androgenetic alopecia, which currently affects around 40% of women over 50.

Change in the world leadership of the project **Forté Pharma** with the appointment of **Alain Boutboul** as General Manager in France.



<https://bit.ly/2HSq5N8>

Download here the consolidated financial statements and management report of year-end 2017

Copies of this Annual Report can be requested from the Investor Relations Department on 93 480 67 10 - ext. 1242, or by email: investors@reigjofre.com

This Annual Report is also available on the company website: www.reigjofre.com

Join the free subscription centre on the company's website and receive all the news about Reig Jofre

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