

## RESULTS NOTE: FOURTH QUARTER OF 2022

### REIG JOFRE grew by 15% in revenues and by 11% in EBITDA at year-end 2022.

REIG JOFRE closes 2022 with revenues of 271 million euros. The recovery of the antibiotic market is confirmed and the new injectable plant in Barcelona starts manufacturing on an industrial scale.

REIG JOFRE reaches **271 million euros in sales**, a 15% increase over the year 2021, in which growth had been 3%. An outstanding year in the Pharmaceutical Technologies Division, in a context of increased demand, and which also makes it possible to take advantage of the new manufacturing capacity. The strong growth in Consumer Healthcare sales is also confirmed. EBITDA grew by 11%, reaching €30.4 M at the end of 2022 compared to €27.3 M in the previous year.

The largest unit, **Pharmaceutical Technologies**, dedicated to injectable products and antibiotics, achieved the highest growth, 20%. The **Specialty Pharmacare** unit, focused on prescription medical products, closed with a 7% increase in revenue, and **Consumer Healthcare**, the consumer products unit, grows 16% in both the FORTE PHARMA brand in the French, Belgian and Spanish markets, as well as in OTC products, whose sales are focused on Spain.



### Pharma Tech

46% sales | +20% in 2022

This division, focused on products for hospital use, makes 62% of its sales outside of Spain. In 2022, growth was driven by the European market, which grew by more than 40% in the year.

The new injectable products plant is already manufacturing since the end of the first quarter, both its own molecules and other products with contract manufacturing agreements.

Demand recovery has been consolidated in Spain and internationally. These products, manufactured at the Reig Jofre plant in Toledo, represent 44% of the division's sale.

### Specialty Pharmacare

30% sales | +7% in 2022

2022 closes with a 7% growth in sales. This division had already achieved a faster revenue recovery after the pandemic, and in 2021 it had grown by 14%.

Following a growth by 2% in the first half, the second grew by 11%. This is due to the launch of new dermatological products and the international progression because of the growth contributed by the Reig Jofre company in Poland, created in 2020.

The agreement to manufacture a drug for Parkinson's for the Stada group at the Swedish plant is also a key factor in this year growth.

### Consumer Healthcare

24% sales | +16% in 2022

The food supplements and OTC division shows a solid growth of 16% in sales, after having already grown 8% the previous year.

There was improvement in both the respiratory and ear care ranges, which had dropped the previous year due to the lower incidences of infections, as well as in the FORTE PHARMA brand, with its food supplement ranges, in the energy and immune strengthening ranges.

In 2022, this division continues to grow in France and Belgium, but it stands out above all the growth in Spain, which increased its revenue by 21%, and online sales.



REIG JOFRE has obtained 56% of its revenues in international markets in 2022. Half of this sales volume outside of Spain is obtained from the countries in which Reig Jofre has a presence with its own companies, and the other half through distribution agreements, license or CMO manufacturing.

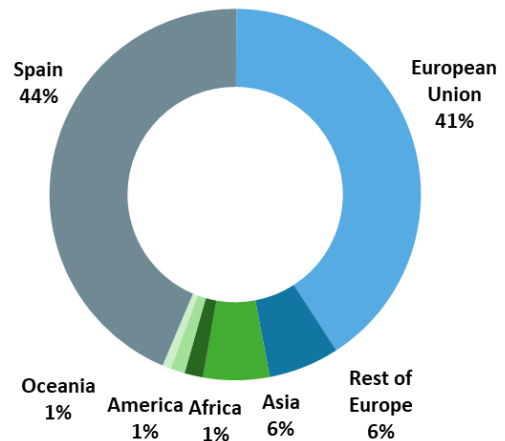
The most international units are Pharmaceutical Technologies (62% of international revenues) and Consumer Healthcare which, because of the Forté brand's strong presence in France and Benelux, consolidated 75% of its sales outside of Spain.

### Sales by Geographical Area.

Spain consolidated 44% of the group's sales, growing by 12% in revenues, highlighting the progression in Consumer Healthcare, which grew at rates exceeding 20%.

The rest of the European markets (47% of sales) have grown by an outstanding 25%. The main driver for this growth is the hospital products area of Pharmaceutical Technologies and the growth contributed by the new subsidiary of Reig Jofre in Poland. The FORTE PHARMA brand is also growing significantly in France and Belgium.

The rest of the countries, which together account for 9% of sales, fell by 13% over the year, after the peak demand represented by essential medicines linked to the pandemic during the previous years.



### Key Achievements 2022

#### NEW PLANT OF INJECTABLE PRODUCTS IN BARCELONA

€40 M investment, product manufacturing begins in the first half of 2022



REGE  
NAIL



DexULac®

Bienestar unguinal con nueva tecnología CicloTech

#### LAUNCH OF NEW RANGE OF DERMATOLOGY PRODUCTS

Ciclotech technology.

Nail health and care

#### NEW LINE AT THE SWEDEN PLANT FOR THE MANUFACTURE OF A PRODUCT AGAINST PARKINSON'S

Agreement with the multinational STADA to manufacture a pharmaceutical gel in a pre-loaded cartridge for continuous infusion



## P&L

The sales figure is 15% higher than the previous year, thanks to the recovery of antibiotics sales, new manufacturing capacity available in the new plant and growth in Consumer Healthcare products and higher revenue from the new company in Poland in Specialty Pharmacare.

The gross margin stands at 58% in 2022 (61% in 2021), due to the greater weight of sales of products with lower profitability (antibiotics), the costs of materials in the ramp-up phase of the new plant, and to the pressure on the costs of raw materials and other manufacturing components.

Cost of Personnel raised by 10%, due to the strengthening of commercial networks, especially internationally, and the increased level of industrial activity.

Other operating expenses increased by 6%, mainly due to costs associated with the new plant and a greater volume of manufacturing. Marketing and commercial expenses also increased due to the increase in sales in the Specialty Pharmacare and Consumer Healthcare units.

## Investment and Funding

Cumulative investment in 2022 is €13.4 million. The main project this year is the construction and commissioning of a new production line at the Swedish plant, an investment that will exceed €4 million.

Net Financial Debt has dropped from €69 million at 2021 year-end to €62.3 million.

EBITDA reached €30.4 million, growing by 11% compared to 2021, represented a ratio of 11.2% over sales.

Depreciation of fixed assets amounts to €21.1 million, which represents a 17% increase compared to 2021. The main reason is the start of depreciation of the facilities at the new plant in Barcelona, which has had a total investment of over €40 million.

In 2022, financial expenditure is at €1.4 million, 57% below the previous year. This is due to the exceptional expense of the previous year for the review of the purchase price of the osteoarticular business acquired in 2019.

The income statement also includes a revenue of €1.5 million due to the integration of 50% of the profit obtained by Syna Therapeutics, company owned by Reig Jofre, due to the co-development and license agreement reached for a biosimilar product under development.

Profit before taxes stands at 8.8 million euros, 51% above the previous year.

The Debt/EBITDA ratio drops significantly and stands at 2.0 compared to 2.5 at 2021 year-end, as expected after completing the strong investment phase undertaken and beginning the return of the debt associated with it.

As bank debt is mostly contracted at fixed rates, the income statement is not very sensitive to interest rate hikes.



## 2023 OUTLOOK

2022 year-end closing confirmed the trend observed in previous quarters, with relevant sales growth (+15%) and EBITDA (+11%). It has been a year of consolidation of industrial projects and international expansion, and based on this, expectations for 2023 are configured.

Although we must face increases in materials and energy costs, the progressive use of the new manufacturing capacity, the international development strategies, the consolidation of new launches and the potential inorganic growth will be the axes of our growth in 2023.

The company expects that the positive evolution of the business both in sales and in results will continue this year 2023.

## RESULTS PRESENTATION WEBCAST

REIG JOFRE will present 2022 detailed results at **Madrid MEETING PLACE**, Paseo de la Castellana 81, on Tuesday, March 7 at 10.00 hours CET. RSVP is appreciated at: [investors@reigjofre.com](mailto:investors@reigjofre.com)

The event will be broadcasted live in Spanish and English via webcast, which can be accessed through the home page of REIG JOFRE's web site: [www.reigjofre.com](http://www.reigjofre.com)

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### About REIG JOFRE

Founded in 1929 in Barcelona, REIG JOFRE is a family-run pharmaceutical company, listed on the Spanish stock exchange's continuous market, dedicated to the research, development, manufacture and marketing of pharmaceutical products and food supplements at its four plants in Toledo (2), Barcelona and Malmö (Sweden). REIG JOFRE organises its product development activities into three business units: (1) *Pharmaceutical Technologies* specialising in sterile and lyophilised injectables and penicillin-derived antibiotics; (2) *Speciality Pharmacare* mainly specialising in dermatology and osteoarticular disorders and (3) *Consumer Healthcare* with consumer products under the Forté Pharma brand mostly in France, Belgium, Spain and Portugal and other OTC areas. REIG JOFRE has 1,200 employees, direct sales in 8 countries (Spain, France, Portugal, Belgium, Sweden, UK, Poland and Singapore), and an extensive network of business partners in over 70 countries. The company closed 2021 with turnover of €236.2 million. REIG JOFRE is listed under the code RJF. Share capital: 77,432,084 shares.

### Further information

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**INCOME STATEMENT**

thousand euros	31/12/2022	31/12/2021
<b>Turnover</b>	<b>271.150</b>	<b>236.231</b>
Procurements	-114.138	-86.659
Changes in inventories	1.043	-4.827
Gross margin	158.055	144.744
Work carried out for fixed assets	3.063	3.640
Other operating income	480	528
Personnel expenses	-70.472	-64.185
Other operating expenses	-60.690	-57.405
<b>EBITDA</b>	<b>30.436</b>	<b>27.322</b>
Depreciation and amortization	-21.063	-18.047
Govern. grants for non-financial assets and others	132	23
Impairment and results on disposals	-973	-436
Operating income	8.532	8.863
Financial result	-1.361	-3.160
Results from entities accounted by the equity method	1.593	90
Profit before taxes	8.764	5.793
Income tax	-658	-713
<b>NET RESULT</b>	<b>8.106</b>	<b>5.080</b>

## BALANCE

thousand euros	31/12/2022	31/12/2021
<b>ASSETS</b>		
Goodwill	28.972	29.843
Other intangible assets	70.893	77.727
Property, plant and equipment	93.192	92.387
Investments in equity-accounted investees	3.541	1.948
Non-current financial assets measured at fair value	1.202	1.179
Other non-current financial assets	410	414
Deferred tax assets	10.680	12.642
<b>TOTAL NON-CURRENT ASSETS</b>	<b>208.890</b>	<b>216.140</b>
Inventories	48.190	47.682
Trade and other receivables	49.811	44.419
Current tax assets	5.106	6.016
Other current financial assets	444	973
Other current assets	2.296	4.681
Cash and cash equivalents	6.454	5.065
<b>TOTAL CURRENT ASSETS</b>	<b>112.301</b>	<b>108.836</b>
<b>TOTAL ASSETS</b>	<b>321.191</b>	<b>324.976</b>
<b>EQUITY AND LIABILITIES</b>		
Share capital	39.211	38.716
Share Premium	19.000	19.000
Treasury shares	-2.815	-2.404
Reserves	133.445	128.819
Own equity instruments	177	295
Profit attributable to the parent company	8.107	5.092
Exchange differences	-2.364	-770
Other comprehensive income	-127	-154
<b>Equity attributable to parent company</b>	<b>194.634</b>	<b>188.594</b>
Non-controlling interests	-81	-80
<b>TOTAL EQUITY</b>	<b>194.553</b>	<b>188.514</b>
Capital grants	3.695	3.065
Provisions	183	201
Financial liabilities with credit institutions	25.438	34.670
Lease liabilities	11.971	14.386
Other financial liabilities	6.952	6.173
Deferred tax liabilities	2.799	3.053
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>51.038</b>	<b>61.548</b>
Provisions	45	15
Financial liabilities with credit institutions	18.516	12.727
Lease liabilities	5.315	5.600
Other financial liabilities	613	539
Liabilities from contracts with customers	3.549	8.031
Trade and other payables	43.965	41.897
Current tax liabilities	3.070	3.955
Other current liabilities	527	2.150
<b>TOTAL CURRENT LIABILITIES</b>	<b>75.600</b>	<b>74.914</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>321.191</b>	<b>324.976</b>