

RESULTS NOTE: FOURTH QUARTER OF 2023

REIG JOFRE's revenues grow 17% and its EBITDA rises 15% at the close of 2023.

REIG JOFRE has signed an agreement with the EU for the reservation of **ever-warm production capacity**, that is, non-stop manufacturing of vaccines in the event of a health emergency.

REIG JOFRE reaches **316 million euros in sales**, 17% higher than the close of 2022. Outstanding year in the Speciality Pharmacare Division and the gradual utilisation of the capacity of the new Barcelona plant. Profitability was also improved, with EBITDA growing by 15% to 35 million euros, compared to 30.4 million euros at the close of the previous year.

The **Speciality Pharmacare** division, focused on prescription medical products, achieved the highest revenue growth of 31%. The division with the most sales, **Pharmaceutical Technologies**, focused on injectable products and antibiotics, achieved 11% growth, followed by the **Consumer Healthcare** division, the consumer products division with the FORTE PHARMA brand in the French, Belgian and Spanish markets, and Reig Jofre's OTC products, which contributed 10%.



Pharma Tech

44% sales | +11% in 2022

This division, focused on hospital-use products, generates 58% of its sales outside of Spain. In 2023, growth is particularly driven by Asian countries (+54%) and Spain (+23%).

It has also been positively impacted by the growth in global demand for antibiotics. These products, manufactured at the Reig Jofre plant in Toledo, grew by 10% and account for 43% of the division's sales.

The new injectable products plant in Barcelona is being used more both for our own molecules and for other products under contract manufacturing agreements, with sales of injectables growing by 5%.

Speciality Pharmacare

33% sales | +31% in 2022

The medical prescription product area achieved outstanding sales growth of 31%, with steady double-digit growth in all therapeutic areas.

Dermatology grew by 12% due to the launch of new products developed using the patented CicloTech technology.

The Osteoarticular division grew by 39%, with revenues exceeding €65 million mainly due to the growth of the Polish subsidiary, created in 2020.

The agreement to manufacture a drug for central nervous system diseases at the Swedish plant is also a key factor in the division's growth.

Consumer Healthcare

23% sales | +10% in 2022

The food supplements and OTC division posted double-digit growth in sales of 10% for the second year in a row.

The improvement came both in the FORTE PHARMA brand (+12%) in the energy and immune system strengthening lines and in the ear care lines (+7%).

In 2023, this division continued to grow in France and Belgium, but growth in Spain was particularly strong, where revenues increased by 13%.

Online sales also showed a notable increase and now account for more than 12% of this division's sales. Asian markets are the fastest growing online markets.



REIG JOFRE has earned **55% of revenues in international markets** in 2023. Approximately 60% of these sales outside Spain are from countries in which Reig Jofre has its own subsidiaries, while the remainder comes from distribution, licensing or CMO manufacturing agreements.

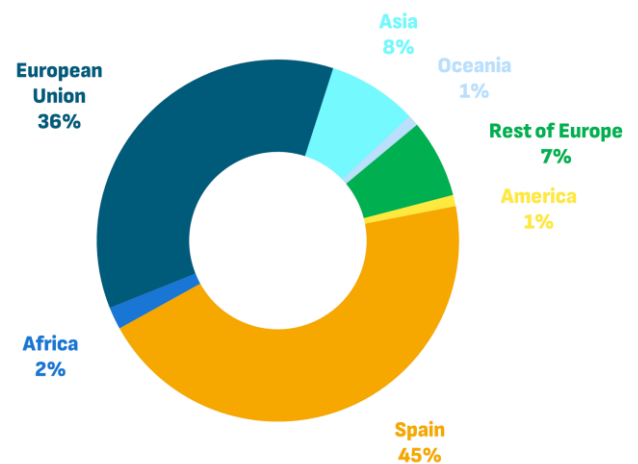
The divisions with the strongest presence abroad are Pharmaceutical Technologies (58% of international revenues) and Consumer Healthcare which, due to the FORTE PHARMA brand's strong presence in France and Benelux, accounts for 75% of sales outside Spain. The Speciality Pharmacare division, which has a smaller international presence, increased from 31% to 38% in fiscal year 2023.

Sales by Geographic Region

Spain accounts for 45% of the group's sales, with revenue growth of 19%. There was good progress in all three business units, but the +31% increase in Speciality Pharmacare was especially noteworthy.

The other European markets (43% of sales) grew by 8%. Growth was driven by Pharmaceutical Technologies' hospital products division and the growth contributed by Reig Jofre's new subsidiary in Poland. The FORTE PHARMA brand is also growing significantly in France and Belgium.

The remaining countries, which together account for 12% of sales, increased 47% thanks to the momentum in the Asian markets, which account for 8% of the group's revenues.



Highlights 2023

REIG JOFRE SUMMARISES THE IMPACTS DERIVED FROM THE EU FAB PROGRAM OF THE EUROPEAN COMMISSION TO RESERVE MANUFACTURING CAPACITY IN CASE OF A HEALTH EMERGENCY

REIG JOFRE is committed to dedicating up to 30% of the maximum capacity of the new Injectables plant to full utilisation in the event of an emergency situation. Revenue from capacity reservations covers the costs of preparation, as well as the opportunity cost of dedicating this capacity to manufacturing its own or third-party products.

The objective of the European Health and Digital Executive Agency (HaDEA) is to ensure rapid vaccine manufacturing and supply capacity in Europe in the event of a health emergency.



*The agreement was reached in consortium with the Zandal group, which would manufacture the active ingredient. **REIG JOFRE** would be responsible for the formulation and manufacture of the vaccine doses required in case of activation.*

Evolution of Results

Sales increased 17% compared to the previous year.

The upswing in demand for antibiotics, the use of the manufacturing capacity of the new Barcelona plant, the expansion of the subsidiaries in Poland and Sweden, and the sound progress of the osteoarticular business and the growth of the Forté Pharma brand have led to double-digit sales growth in all the company's business areas.

Reig Jofre's gross margin at the end of 2023 was 182.4 million euros, a 15% increase over the previous year. This is slightly lower than the growth in sales due to the increase in the cost of materials and raw materials, especially antibiotic products.

Together, personnel expenses and other operating expenses have risen 14% in 2023 compared to the previous year due to the increase in business activity.

Investments and Financing

Industrial investment in 2023 totalled €10.6 million, mainly from the installation of a new freeze dryer at the Barcelona plant and the start of construction of a new line at the Toledo plant. These improvements aim to increase productivity and capacity, mitigating the risk of antibiotic shortages in the European market and complying with the latest regulatory requirements in terms of quality.

Net financial debt decreased from 62.4 million euros to 55.8 million euros at the end of the previous year.

EBITDA reached 35.1 million euros in 2023, 15% growth compared to 2022, accounting for 11% of sales.

Depreciation of fixed assets totalled €23.1 million in 2023, a 10% increase over 2022.

The financial result in 2023 was lower than in the previous year, with a 27% decrease in this magnitude, mainly due to an improvement in the results from hedging the exchange rate risk.

The income statement also includes 1 million euros in income from the integration of 50% of the profit obtained by Syna Therapeutics, a company in which Reig Jofre has a stake, from the co-development and licensing agreement reached for a biosimilar product under development.

Pre-tax income totalled 9.4 million euros, 16% higher than the previous year.

The Debt/EBITDA ratio dropped significantly to 1.6 compared to 2.0 at the end of 2022, as planned after the completion of the heavy investment phase and the beginning of the payback the associated debt.

Since most of the bank debt has a fixed interest rate, the income statement is not very sensitive to interest rate increases.

2023 RESULTS PRESENTATION WEBCAST

REIG JOFRE will make a detailed presentation of its 2023 results on Wednesday **13 March** at 9:30 am in the auditorium of the Madrid Stock Exchange. Plaza de la Lealtad, 1, Madrid. Please confirm attendance at: investors@reigjofre.com

The event will be webcast live in English and Spanish and can be accessed from the corporate website's homepage: www.reigjofre.com

Get the latest news from the listed company REIG JOFRE by registering in its **subscription centre**:
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About REIG JOFRE

Founded in 1929 in Barcelona, REIG JOFRE is a family-controlled pharmaceutical company listed on the Spanish Stock Exchange which researches, develops, manufactures and markets pharmaceutical products and food supplements at its four plants in Toledo (2), Barcelona and Malmö (Sweden). REIG JOFRE organises its product development in three business areas: (1) *Pharmaceutical Technologies*, specialising in sterile and lyophilised injectables and penicillin-derived antibiotics; (2) *Speciality Pharmacare*, primarily in Dermatology and Osteoarticular; and (3) *Consumer Healthcare*, with consumer products under the Forté Pharma brand, mainly in France, Belgium, Spain and Portugal, and other OTC products. REIG JOFRE has 1,200 employees, direct sales in 8 countries (Spain, France, Portugal, Belgium, Sweden, United Kingdom, Poland and Singapore) and an extensive network of commercial partners in more than 70 countries. The company closed 2022 with revenues of 271 million euros. REIG JOFRE is listed under the ticker RJF. Capital stock: 79,635,945 shares.

For more information

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CONSOLIDATED INCOME STATEMENT

thousand euros	31/12/2023	31/12/2022	V%
Turnover	316.088	271.150	17%
Procurements	-140.454	-114.138	
Changes in inventories	6.734	1.043	
Gross margin	182.368	158.055	15%
Work carried out for fixed assets	1.862	3.063	
Other operating income	547	480	
Personnel expenses	-75.911	-70.472	
Other operating expenses	-73.730	-60.690	
EBITDA	35.136	30.436	15%
Depreciation and amortization	-23.145	-21.063	
Govern. grants for non-financial assets and others	235	132	
Impairment and results on disposals	-1.716	-973	
Operating income	10.510	8.532	23%
Financial result	-998	-1.361	
Results from entities accounted by the equity method	984	1.593	
Profit before taxes	10.496	8.764	20%
Income tax	-1.099	-658	
NET RESULT	9.397	8.106	16%

CONSOLIDATED BALANCE SHEET

thousand euros	31/12/2023	31/12/2022
ASSETS		
Goodwill	27.985	28.972
Other intangible assets	63.070	70.893
Property, plant and equipment	91.625	93.192
Investments in equity-accounted investees	4.600	3.541
Non-current financial assets measured at fair value	1.380	1.202
Other non-current financial assets	410	410
Deferred tax assets	8.926	10.680
TOTAL NON-CURRENT ASSETS	197.996	208.890
Inventories	61.858	48.190
Trade and other receivables	55.894	49.811
Current tax assets	5.972	5.106
Other current financial assets	964	444
Other current assets	2.338	2.296
Cash and cash equivalents	5.526	6.454
TOTAL CURRENT ASSETS	132.552	112.301
TOTAL ASSETS	330.548	321.191
EQUITY AND LIABILITIES		
Share capital	39.818	39.211
Share Premium	19.000	19.000
Treasury shares	-2.832	-2.815
Reserves	140.907	133.445
Own equity instruments	136	177
Profit attributable to the parent company	9.407	8.107
Exchange differences	-1.980	-2.364
Other comprehensive income	-105	-127
Equity attributable to parent company	204.351	194.634
Non-controlling interests	-97	-81
TOTAL EQUITY	204.254	194.553
Capital grants	3.571	3.695
Provisions	199	183
Financial liabilities with credit institutions	13.531	25.438
Lease liabilities	9.868	11.971
Other financial liabilities	6.306	6.952
Deferred tax liabilities	2.633	2.799
TOTAL NON-CURRENT LIABILITIES	36.108	51.038
Provisions	0	45
Financial liabilities with credit institutions	25.211	18.516
Lease liabilities	4.879	5.315
Other financial liabilities	1.483	613
Liabilities from contracts with customers	4.896	3.549
Trade and other payables	49.716	43.965
Current tax liabilities	3.611	3.070
Other current liabilities	390	527
TOTAL CURRENT LIABILITIES	90.186	75.600
TOTAL EQUITY AND LIABILITIES	330.548	321.191