



FIRST HALF 2021 FINANCIAL RESULTS

JULY 2021



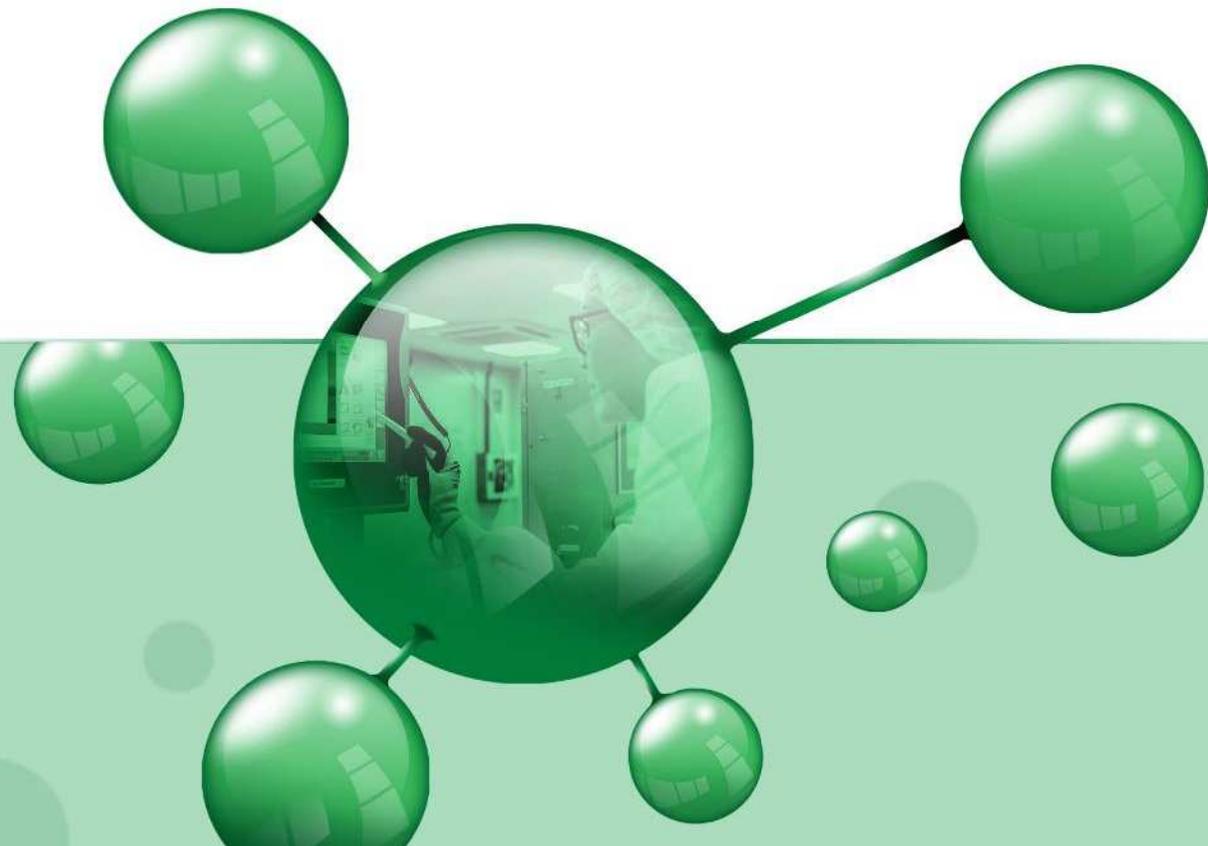
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Juan López-Belmonte
Chairman and Chief Executive Officer

Operating results



ROVI response to COVID-19 pandemic

ROVI priorities during COVID-19



Safeguard the health of our employees



Continue the supply of medicines to patients



Support society with resources and expertise

ROVI status across the value chain

Production & Commercial

- Fill-finish of the Covid-19 Moderna Vaccine
- LMWH essential medicines for COVID-19
- Recovery of hospital activity

R&D

- Continuation of Doria[®] approval process in Europe & USA

Resources

- €1Mn booked to protect our employees' health during H1 2021

H1 2021 financial results - Highlights



Operating revenue growth of 52% to €290.1Mn and EBITDA growth of 75% to €74.0Mn in H1 2021.



Sales of the heparin franchise increased by 26% to €131.4Mn in H1 2021.



Sales of Neparvis[®] increased by 30% to €17.9Mn in H1 2021.



Toll manufacturing sales increased by 172% to €94.5Mn in H1 2021.



ROVI is upgrading its operating revenue guidance for FY 2021 from the higher end of the 20% to 30% range to the range between 35% and 40%.

Milestone achieved – Moderna and ROVI strength collaboration for the manufacture of the COVID-19 Vaccine Moderna



ROVI strengthens its collaboration with Moderna:



in the fill-finish of the COVID-19 Vaccine Moderna by increasing its fill-finish capacity, and



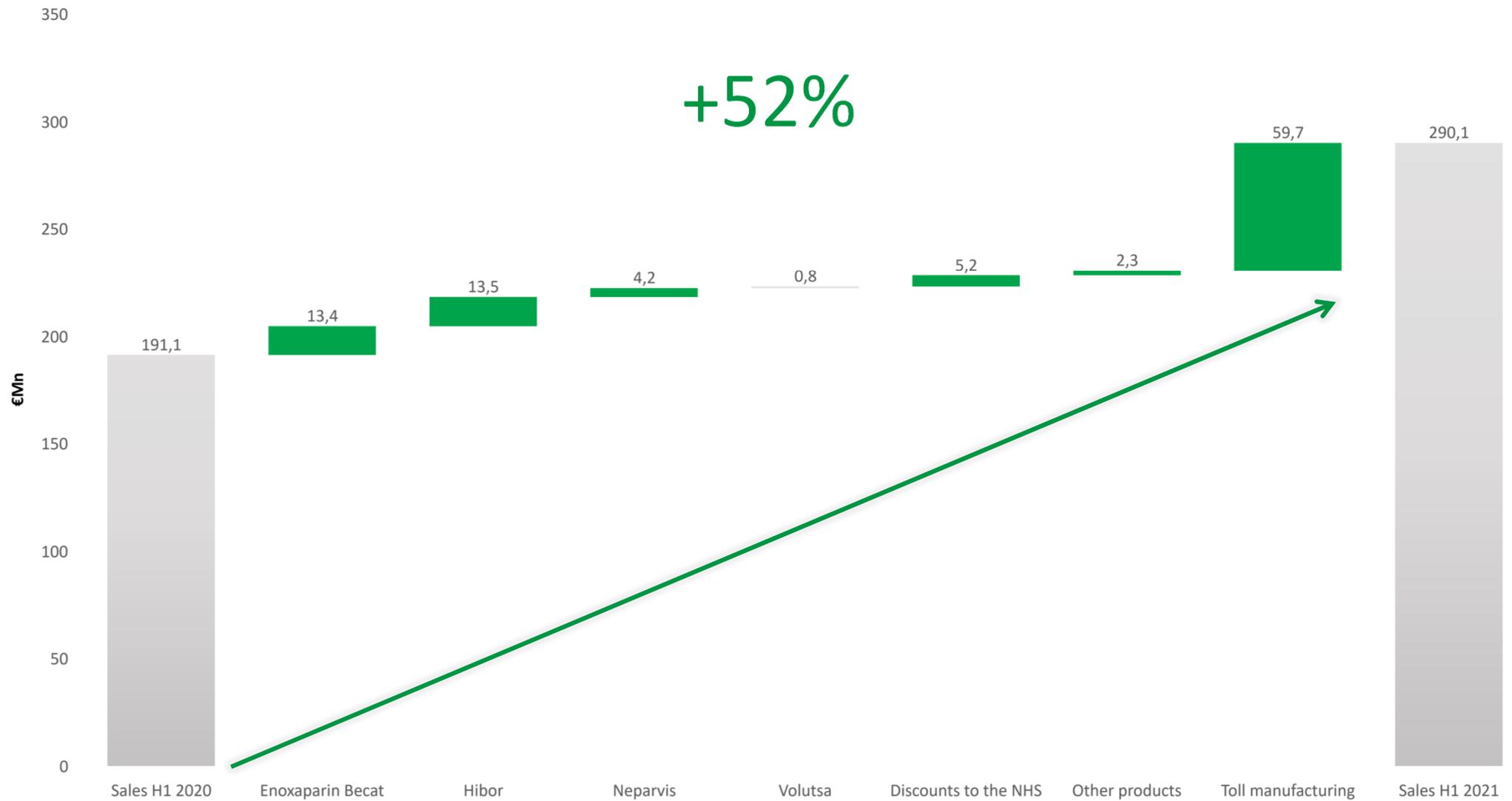
for the manufacture of the active substance of this vaccine.

To this end, further industrial investments will be made in the ROVI Group's facilities in Madrid and Granada.



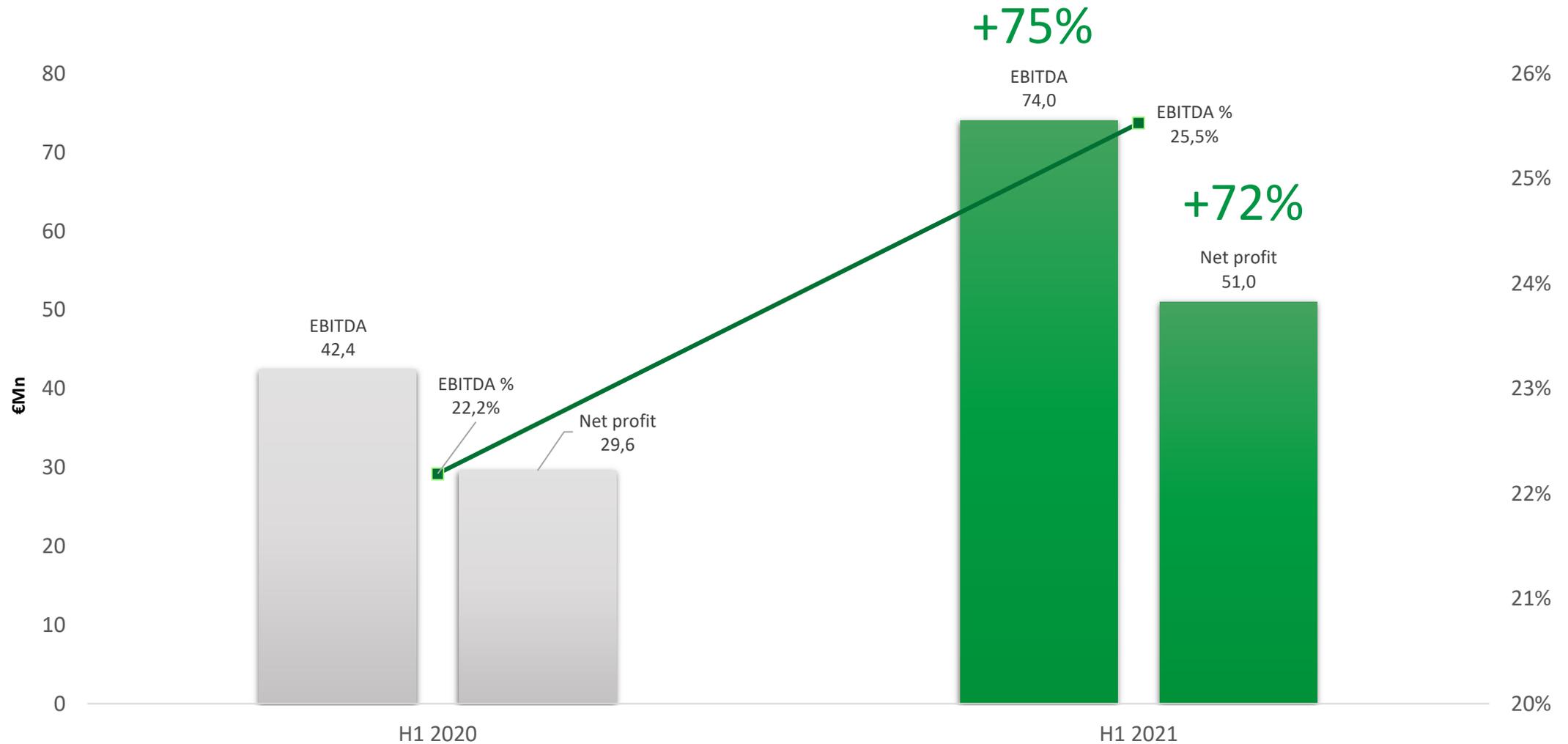
Growth driven by toll manufacturing and specialty pharma businesses ...

Sales variation H1 2021





...with high profitability



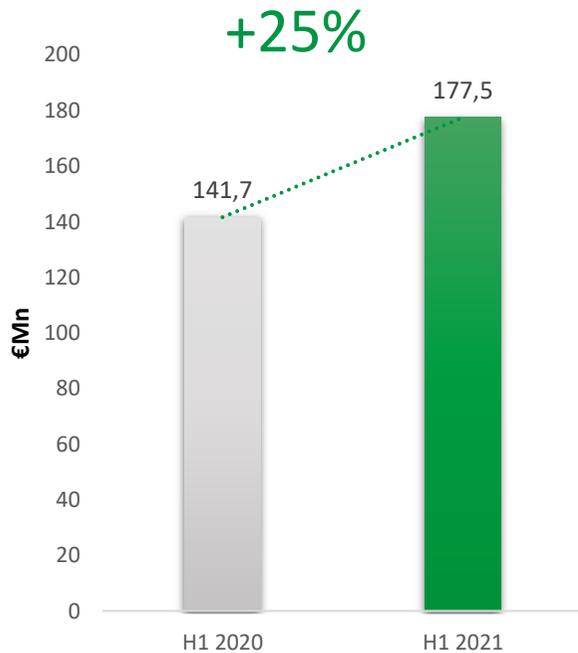
EBITDA increased to €74.0Mn in H1 2021, a rise of 75% compared to the same period of the last year.

Net profit increased by 72%, from €29.6Mn in H1 2020 to €51.0Mn in H1 2021.

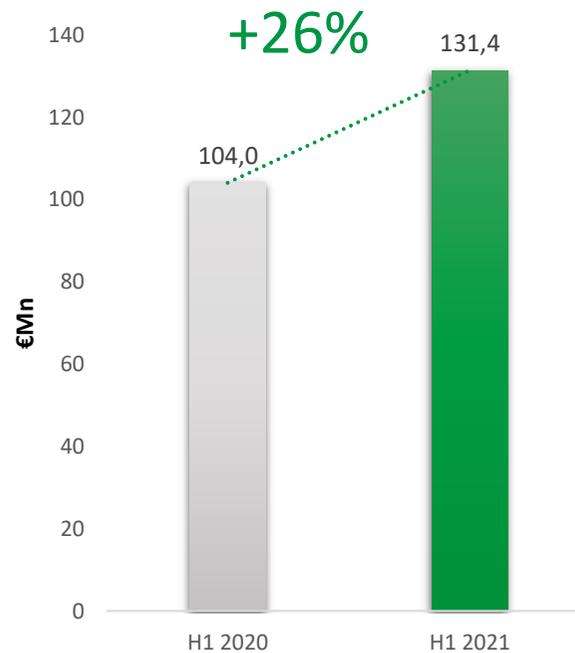


Heparins, leading the specialty pharmaceutical business

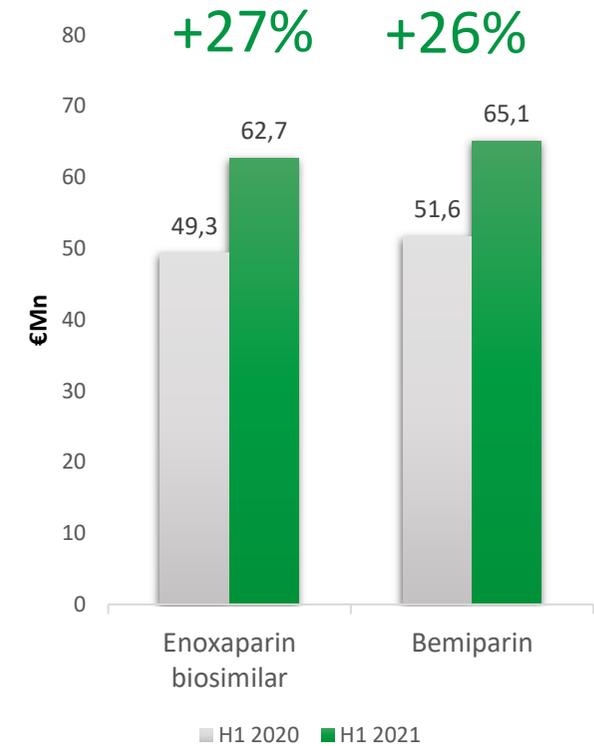
Prescription-based sales



Heparin franchise sales



Sales LMWH



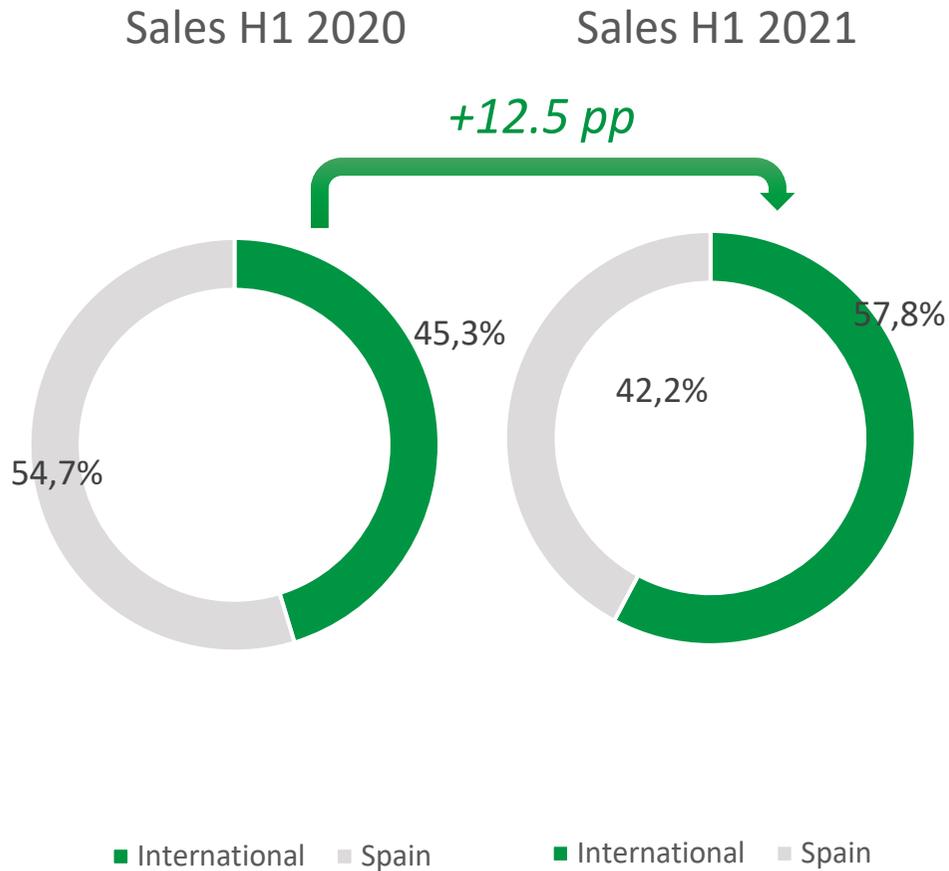
- Sales of **prescription-based pharmaceutical products increased by 25%** to €177.5Mn in H1 2021.
- Sales of **heparin franchise increased by 26%** to €131.4Mn in H1 2021.
- **Heparin sales represented 45% of operating revenue** in H1 2021 compared to 54% in H1 2020.

Well Positioned to Drive Long-Term Leadership in Low Molecular Weight Heparins (LMWH)

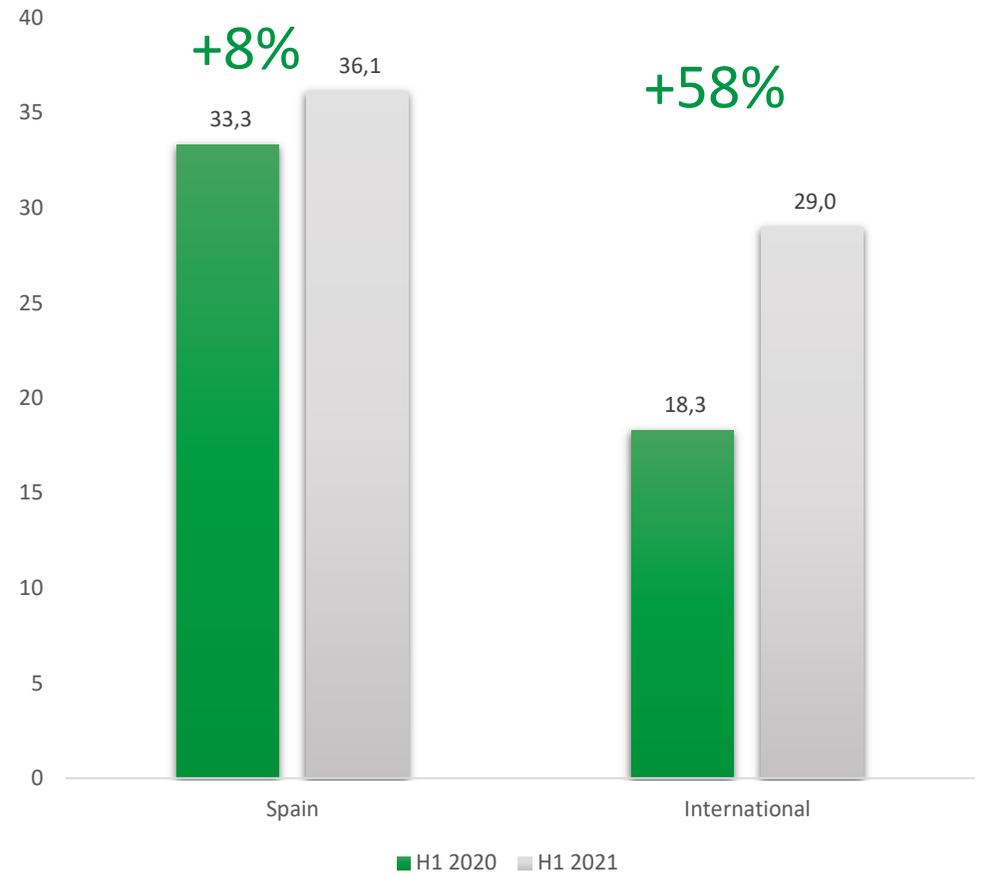


Sales of LMWH (Enoxaparin biosimilar and Bemiparin) increased by 27% to €127.8Mn in H1 2021.

Total group sales



Bemiparin sales





Strong growth potential of Enoxaparin Biosimilar Becat®

Strong Commercial Launch with a Clear Strategy

- ROVI launched enoxaparin biosimilar Becat® in **Germany** (first EU market) in September 2017; in **UK, Italy, Spain, France¹, Austria, Latvia and Estonia** in 2018; in **Portugal, Poland, Costa Rica, Finland and Sweden** in 2019; in **South Africa, Israel, Peru, Panama, the Dominican Republic and Holland, Panama and the Dominican Republic** in 2020; and in **Canada, Malasya, Albania and North Macedonia** in H1 2021.

Well-Established Network to Minimize Time-to-Market

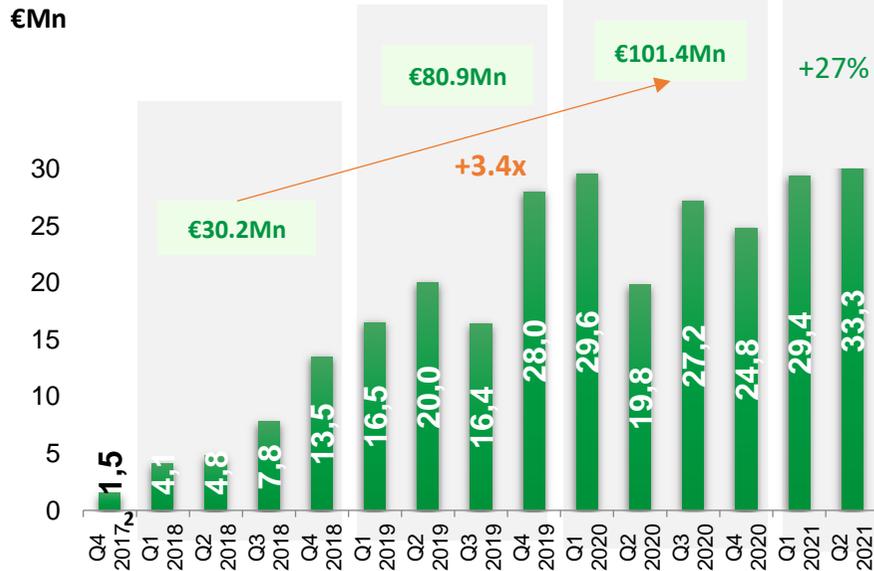
Direct Marketed in Germany, UK, Italy, Spain, Portugal and Poland

Approved in 26 countries in Europe and 27 in the Rest of the World

Launched in 23 countries

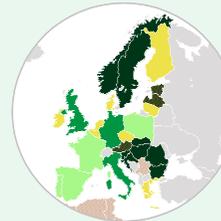
Enoxaparin Biosimilar Becat® Sales Ramp-up

VERY POSITIVE EVOLUTION OF ENOXAPARIN BIOSIMILAR BECAT® SALES SINCE LAUNCH IN 4Q17



Stage I of Commercial Strategy

Focus on Europe...



...the largest enoxaparin market with €1.3bn sales³

ROVI will directly market enoxaparin biosimilar Becat® in 7 European countries...



...which account for c.75% of the European market⁴

In the long-term, biosimilars tend to reach a...

50-70% Market Share⁵

...of the reference product market



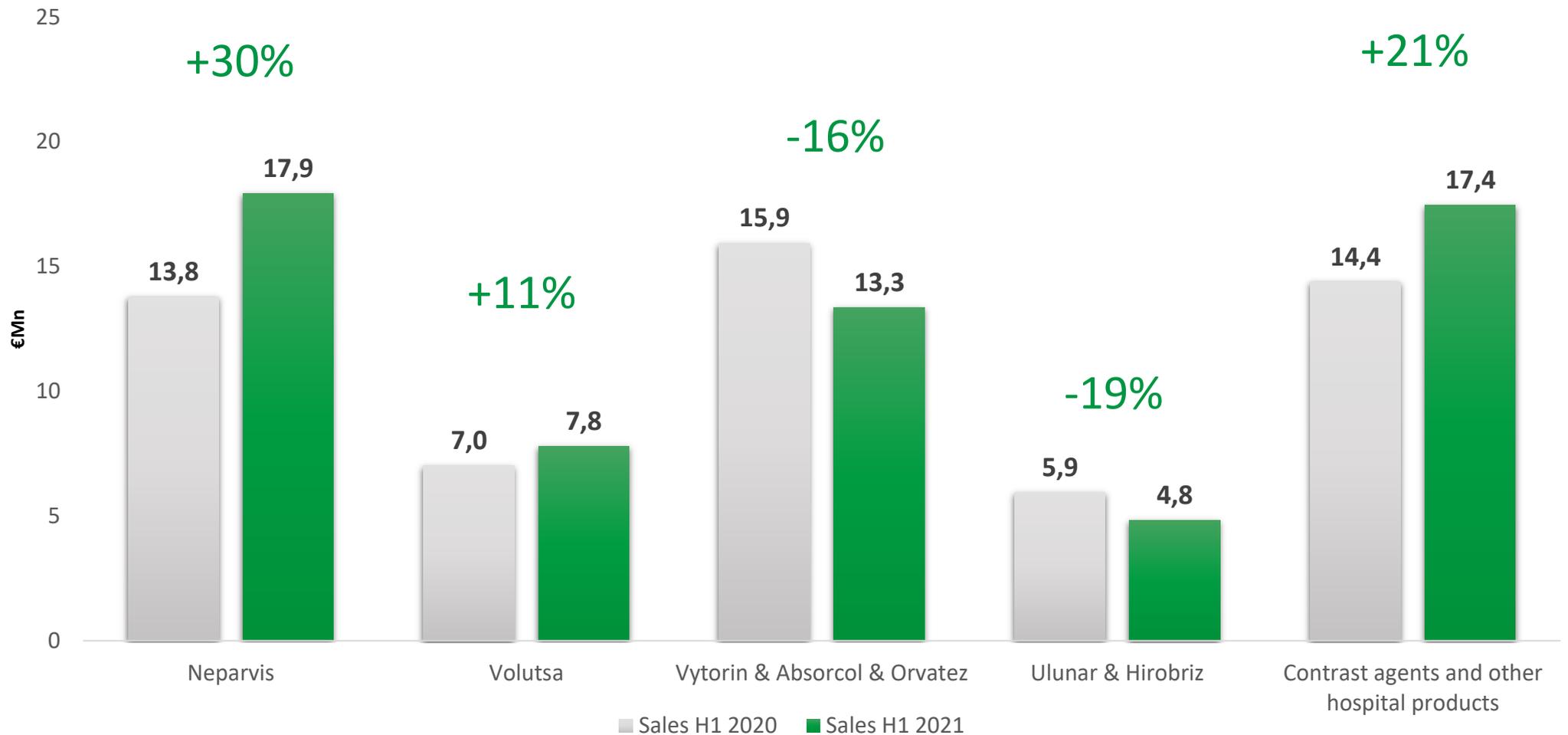
Countries launched in H1 2021

1. ROVI has started to sell Becat® in France though Biogaran
 2. Becat® 4Q 2017 sales include sales throughout September. As the product was launched that month, sales were negligible.
 3. IQVIA MIDAS Q1 2020

4. QuintilesIMS, 2015.
 5. Technavio 2016 biosimilars report.



Neparvis® and Volutsa® leading the growth of the specialty pharma business





Value added toll manufacturing services

Toll manufacturing strategy

ROVI and Moderna will strengthen their collaboration:

- for the manufacture of the active substance of the COVID-19 Vaccine Moderna; and
- in the fill-finish of the COVID-19 Vaccine Moderna by increasing its fill-finish capacity.

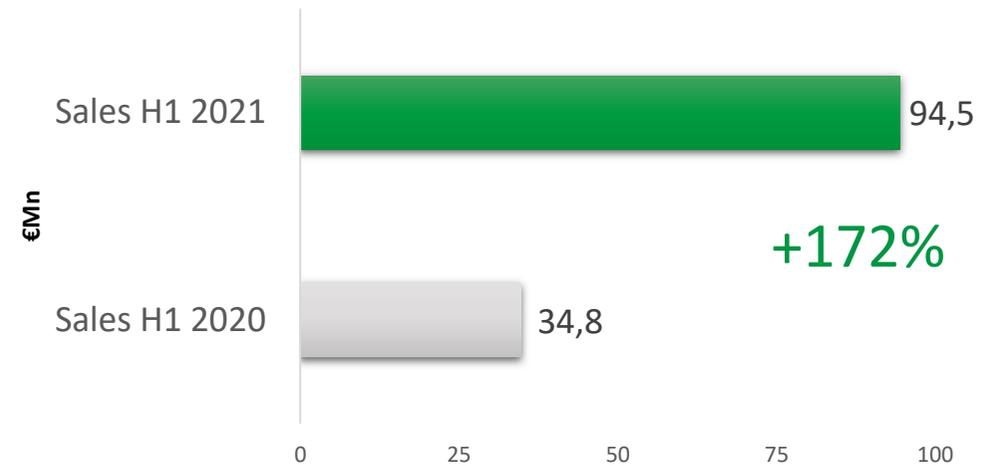
★ Packaging Excellence Centre in our Alcalá de Henares plant

State-of-the art installations	<ul style="list-style-type: none"> ■ 2 new blister high speed lines ■ 7 packaging lines fully dedicated to injectables ■ Total 14 packaging lines
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★ New capacities for our plants

Madrid	<ul style="list-style-type: none"> ■ 1 new state of the art syringe filling line. Total 4 filling lines ■ 1 new automatic syringe inspection machine. Total 3 lines.
San Sebastián de los Reyes	<ul style="list-style-type: none"> ■ 1 high speed syringe filling line. ■ 3 new state of the art vials filling lines. Total 4 lines. ■ 2 new automatic vials inspection machine. Total 4 lines. ■ 1 new automatic vials packaging machine
Granada	<ul style="list-style-type: none"> ■ 1 new line supporting production phases of the active substance of the MRNA vaccine

Toll manufacturing evolution



- **Toll manufacturing sales** increased by 172% to €94.5Mn in H1 2021 as a result of:
 - the booking of the income related to the production of the COVID-19 vaccine;
 - the booking of the income related to the activities to prepare the plant for the COVID-19 vaccine production under the agreement with Moderna; and
 - the redirection of our toll manufacturing activities strategy towards high-value-added products.
- Likewise, in the year 2021, ROVI expects the toll manufacturing business to increase by between 2 and 2.5 times, including production of the COVID-19 vaccine.



2021 operating revenue growth rate

Upgraded to +35%-40%, including the production of Moderna's COVID-19 vaccine

THE KEY GROWTH LEVERS IN 2021

Specialty Pharma Business

- ✓ Bemiparin
- ✓ Biosimilar of Enoxaparin
- ✓ Launches such as Neparvis® and Volutsa®
- ✓ Existing portfolio of specialty pharmaceuticals

Toll Manufacturing Services

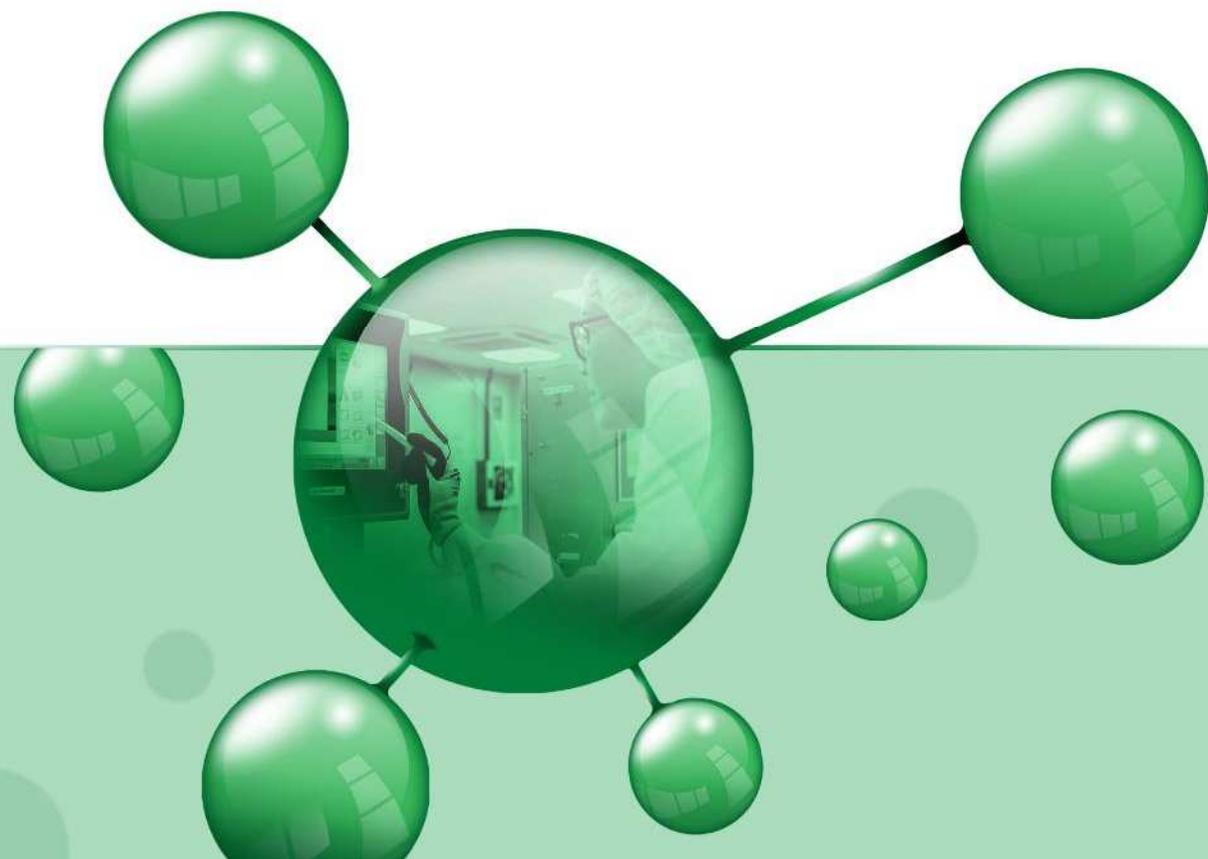
- ✓ Spare capacity in the manufacturing plants
- ✓ New customers to be acquired
- ✓ Agreement with Moderna

- Given the uncertainties associated to the development of the Covid-19 pandemic, it is not yet possible to make a precise assessment of the impact that the pandemic will have on 2021.



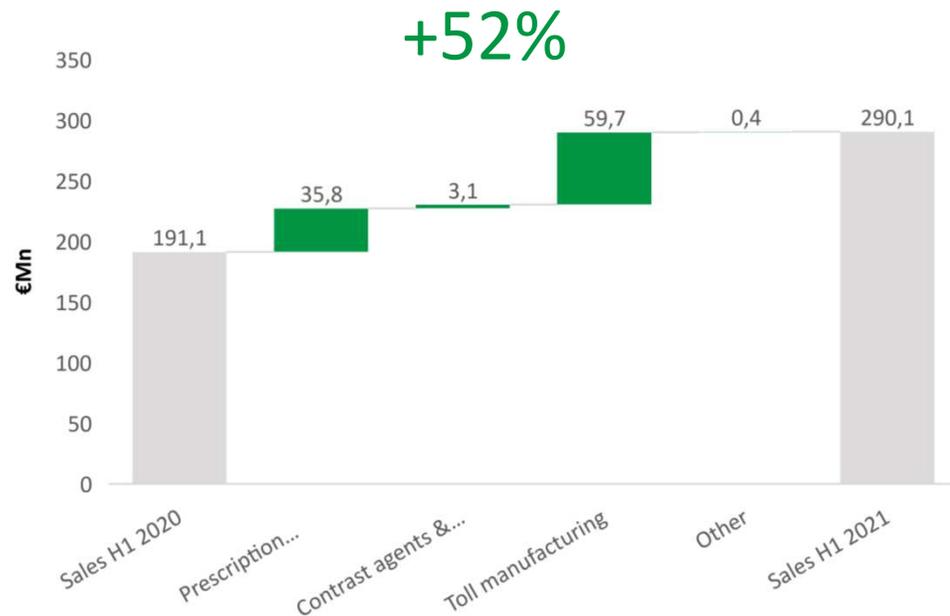
Financial results

Javier López-Belmonte
First Vice-President and Chief Financial Officer

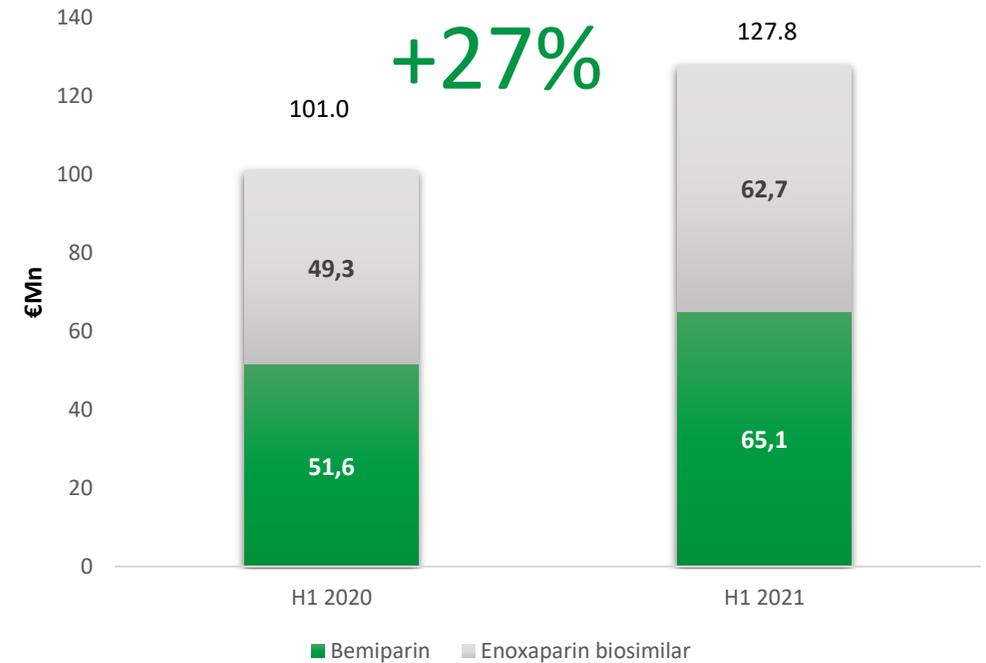


Good revenue level with resilient sales growth

Total operating revenue



LMWH sales

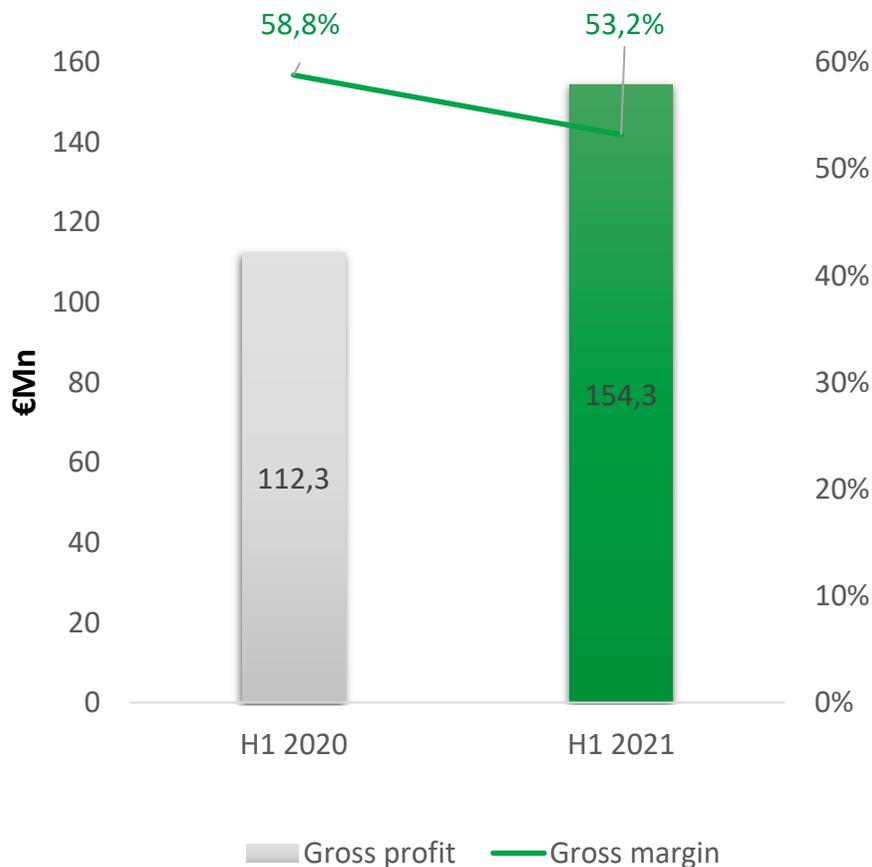


- **Operating revenue** increased by 52% to €290.1Mn, achieved on:
 - 25% growth in prescription-based products; and
 - 172% increase in toll manufacturing.
 - Contrast agents and other hospital products increased by 21%.
- Sales of **LMWH** increased by 27% to €127.8Mn in H1 2021.
 - **Enoxaparin biosimilar sales increased by 27%** to €62.7Mn and **Bemiparin sales increased by 26%** to €65.1Mn.

Gross margin mainly impacted by the increase in the LMWH raw material cost of goods sold



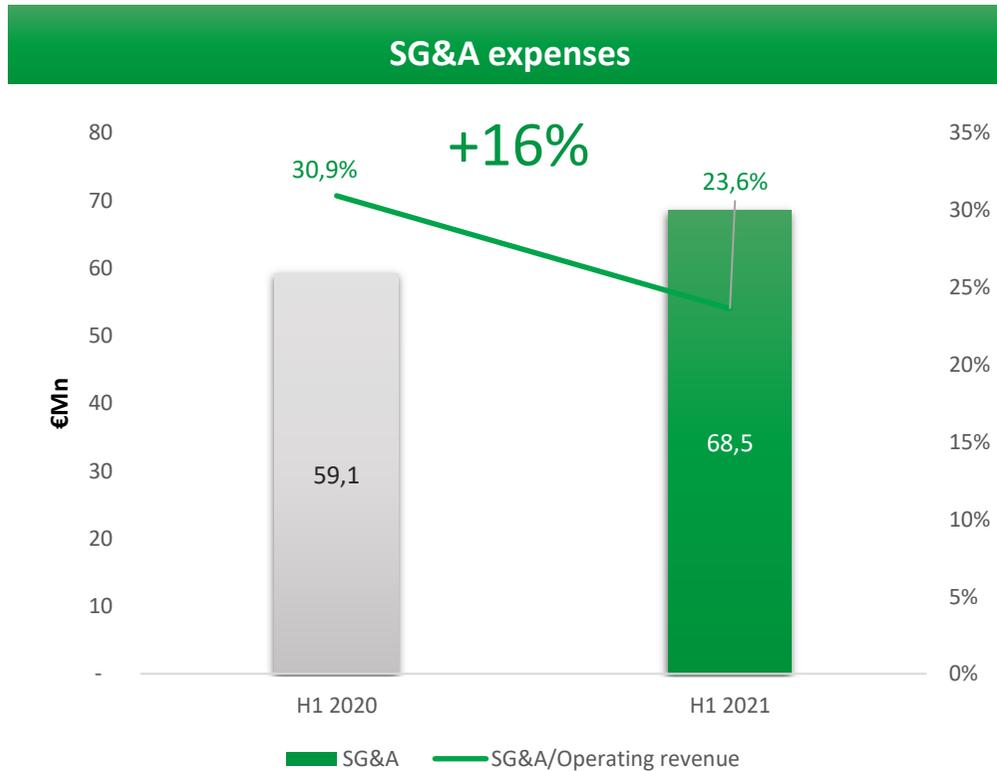
Gross profit and Gross margin



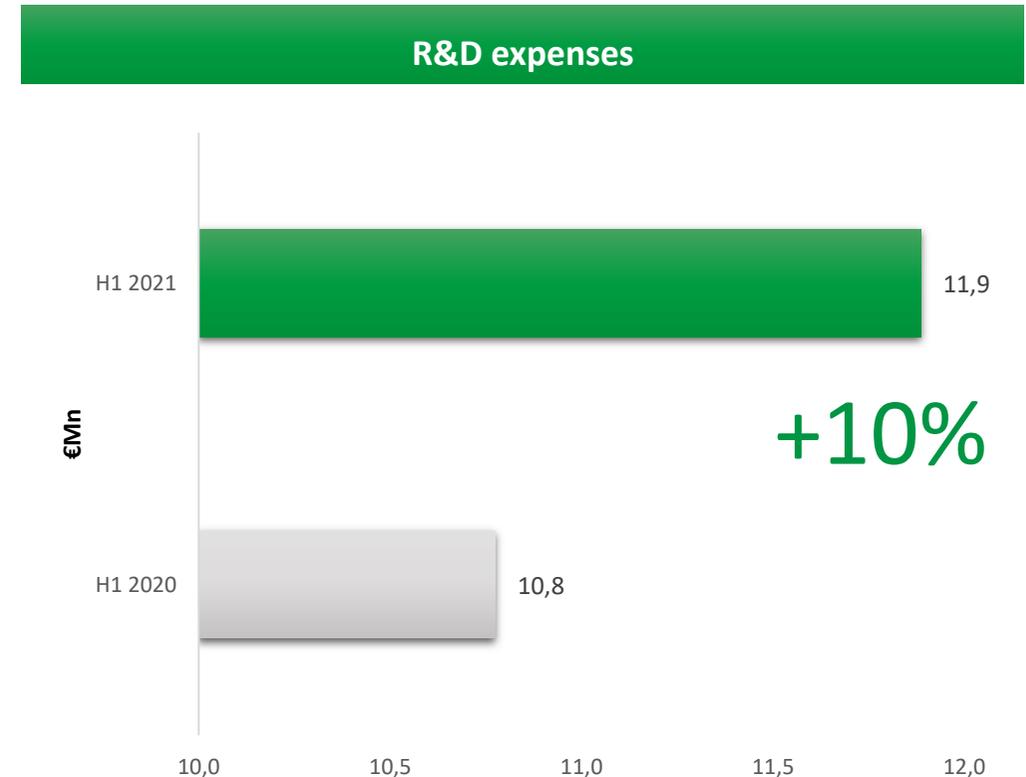
Gross margin impacts for the period

- **Gross profit** increased by 37% to €154.3Mn in H1 2021, the **gross margin** showing a decrease of 5.6 percentage points from 58.8% in H1 2020 to 53.2% in H1 2021, mainly due to the 55% increase in the LMWH raw material cost of goods sold in H1 2021 compared to the same period last year.
- ROVI expects LMWH raw material prices to continue to decline in 2021.
- Nevertheless, despite the potential decrease in LMWH raw material prices, the impact on the gross margin will continue to be negative because of the long LMWH manufacturing process, in which the raw material currently being used, stocked for several months, was purchased at higher prices.

Cost control along with commitment to R&D



- SG&A increased 16% to €68.5Mn in H1 2021 mainly as a result of:
 - an increase in expenses related to the manufacture of the Moderna vaccine; and
 - an increase in expenses due to the preparation of the Doria® launch in Europe.
- Excluding expenses related to COVID-19, SG&A would have increased by 19% to €67.5Mn in H1 2021 compared to €56.6Mn in H1 2020.

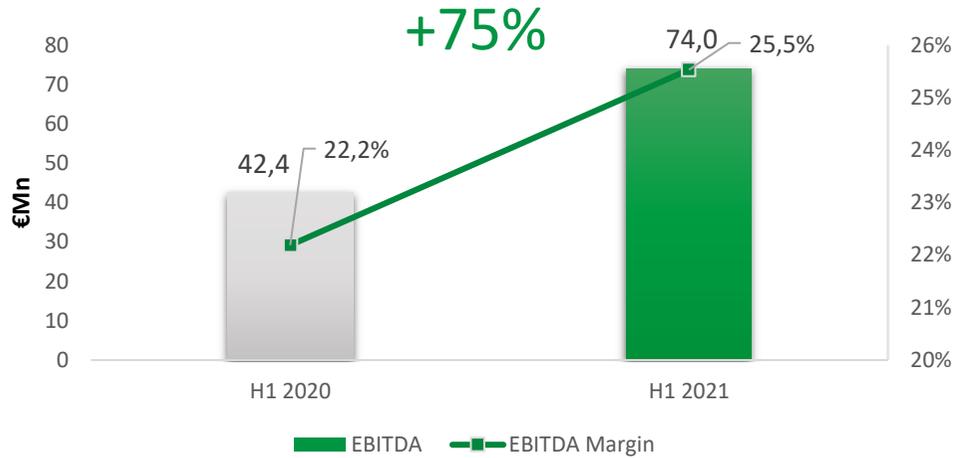


- **R&D expenses** increased 10% to €11.9Mn in H1 2021. These expenses are related to:
 - The preparation to repeat the bioavailability study comparing multiple doses of Risperidone ISM® with oral risperidone, in response to the major observation of the Committee for Medicinal Products for Human Use (CHMP);
 - Letrozole-ISM® Phase I trial; and
 - Development of a new formulation of Risperidone-ISM® for a 3-monthly injection.

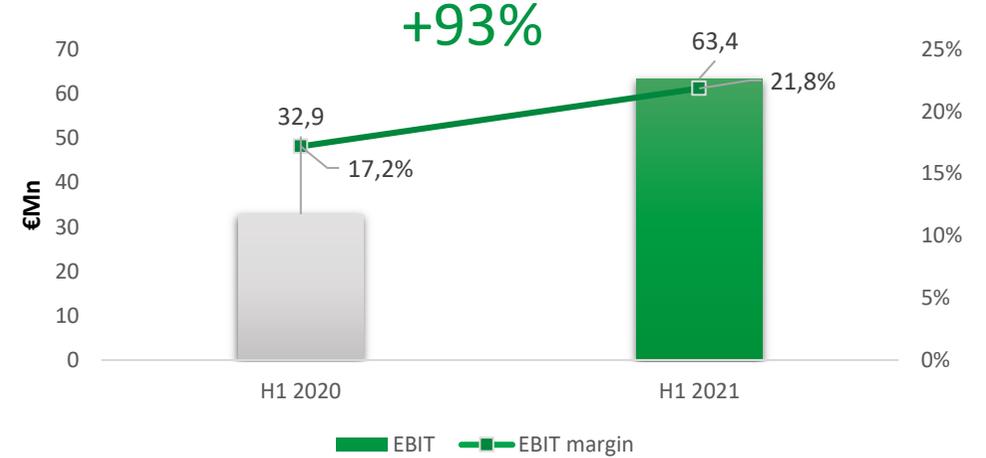


EBITDA, EBIT & net profit analysis

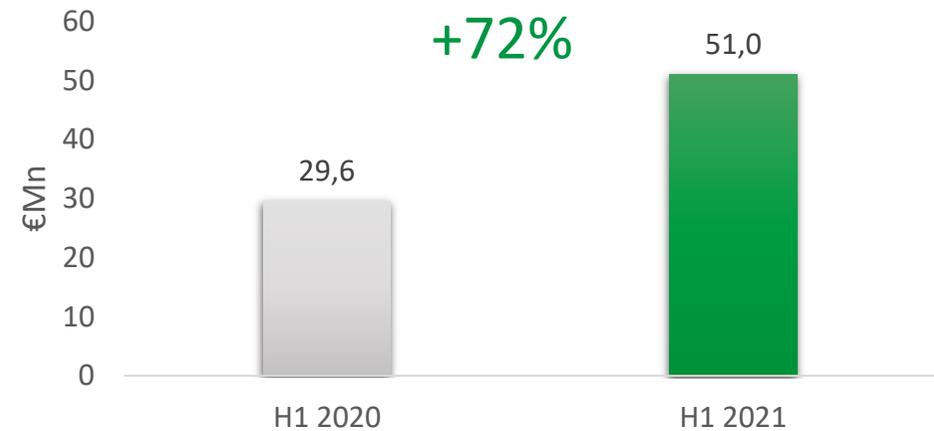
EBITDA



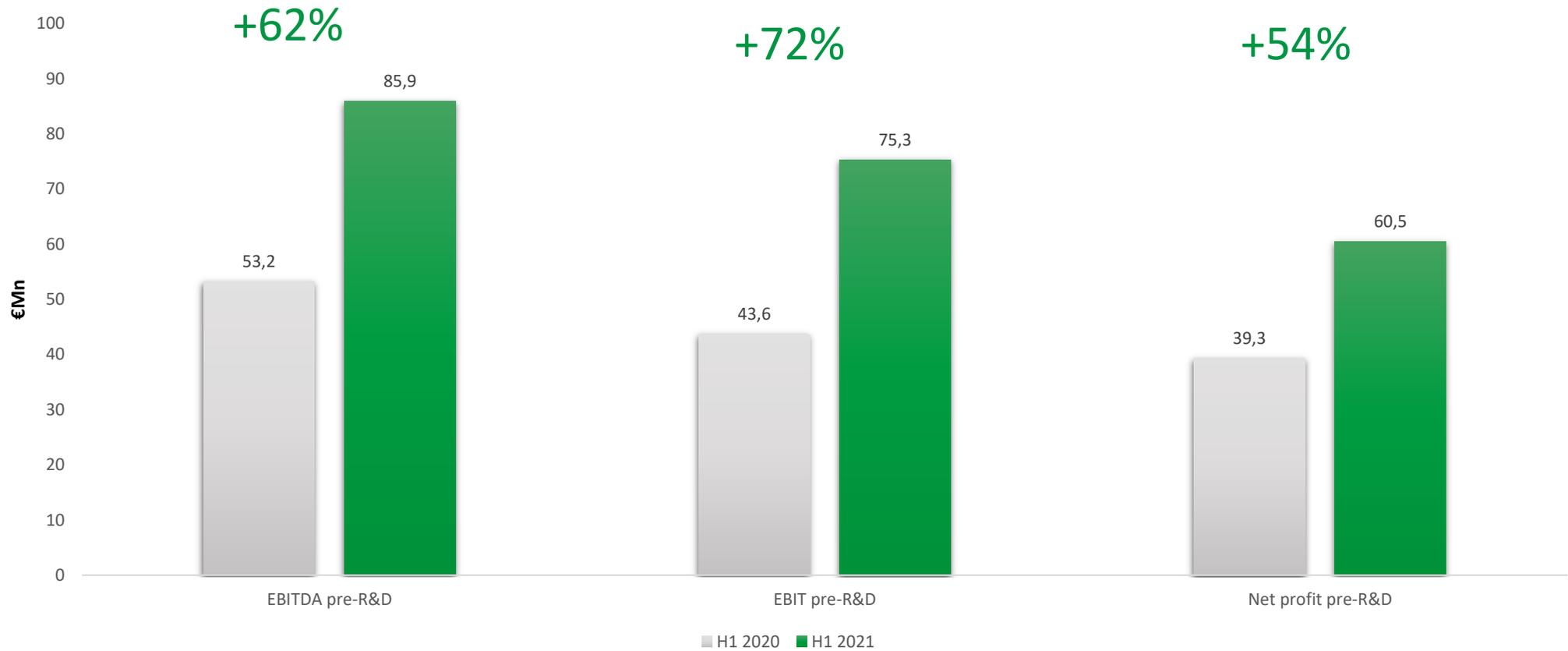
EBIT



Net profit



PRE-R&D analysis

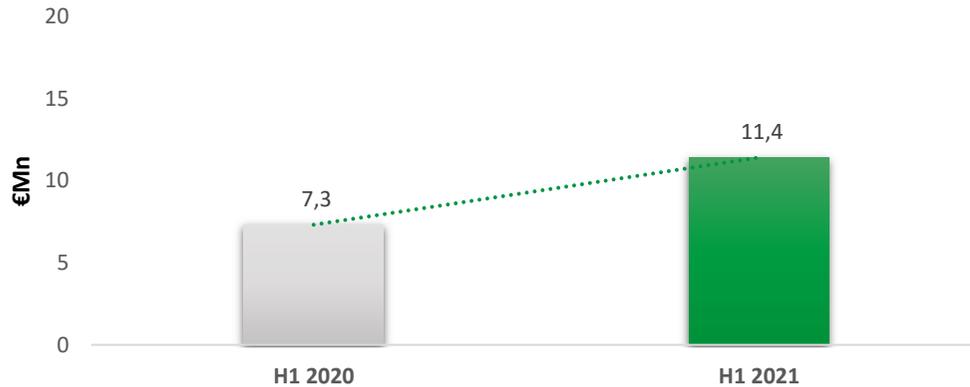


- **EBITDA “pre-R&D”** increased by 62%, from €53.2Mn in H1 2020 to €85.9Mn in H1 2021.
- **EBIT “pre-R&D”** increased by 72%, from €43.6Mn in H1 2020 to €75.3Mn in H1 2021.
- **Net profit “pre R&D”** increased by 54%, from €39.3Mn in H1 2020 to €60.5Mn in H1 2021.

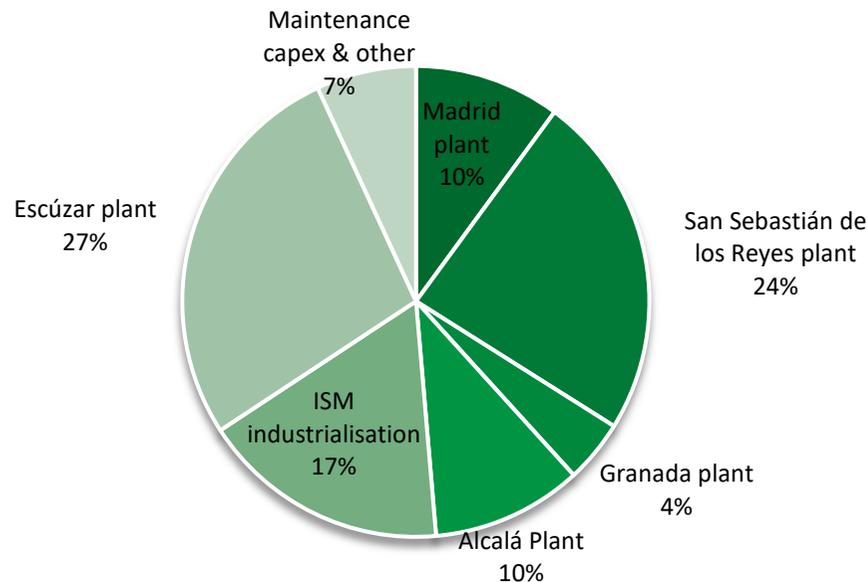
Note: EBITDA, EBIT and Net profit “pre-R&D” calculated excluding R&D expenses in H1 2021 and H1 2020

Capital expenditure and Free Cash Flow

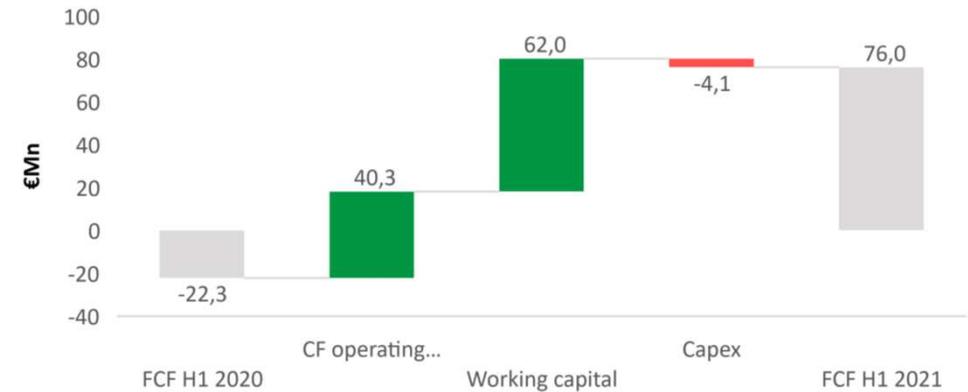
Capex evolution



CAPEX distribution H1 2021



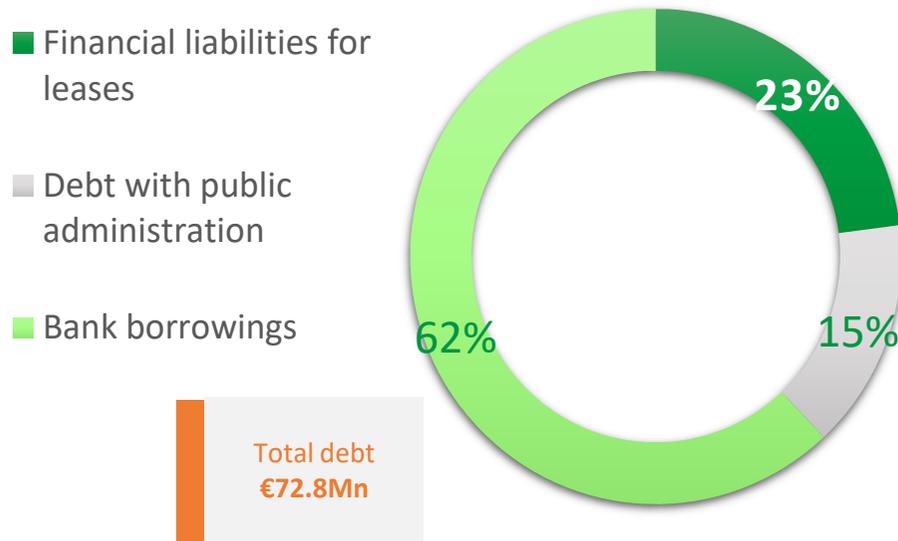
FCF evolution



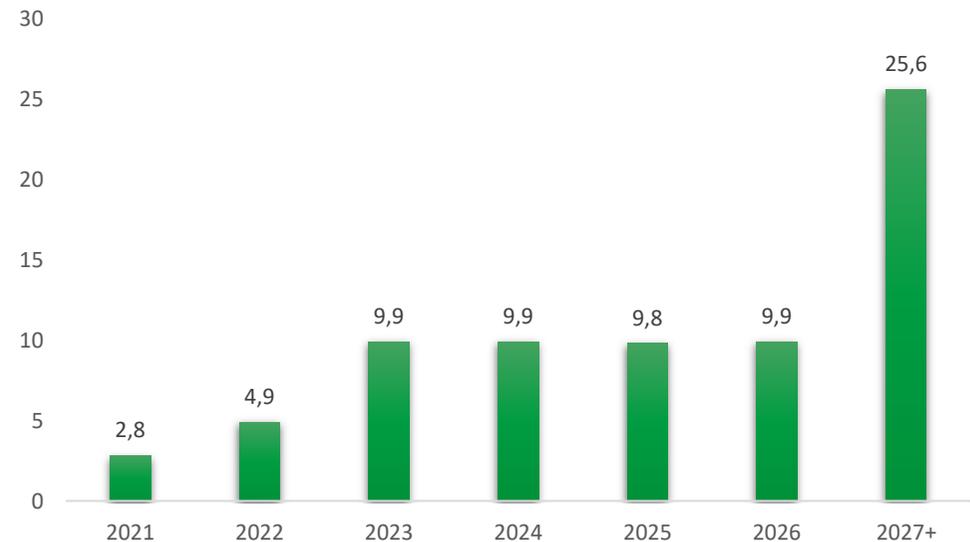
- ROVI invested €11.4Mn in H1 2021 and the main investment projects are:
 - ISM® Industrialisation
 - Escúzar plant
 - New Moderna vaccine lines
- **FCF** increased to €76.0Mn in H1 2021 mainly due to:
 - Increase of €31.1Mn in profit before income tax;
 - Increase of €24.4Mn in the “inventories” line in H1 2021 (mainly as a result of lower heparin stock levels) compared to a decrease of €77.3Mn in H1 2020; and
 - Booking of €12.4Mn in “proceeds from toll manufacturing services” line mainly due to the payments received that are pending to be allocated to the income statement.

Debt analysis

Debt breakdown by source (%)



Debt maturities



- **Debt with public administration** represented **15% of total debt, with 0% interest rate.**
- **Net cash of €56.1Mn** as of 30 June 2021 vs €19.8Mn net debt as of 31 December 2020.
- ROVI General Shareholders Meeting, on 17 June 2021, approved the payment of a gross **dividend** of 0.3812 euros per share on 2020 earnings; it means an increase of 118% compared to the dividend on 2019 earnings (€0.1751/share) and represents a 35% pay out (vs 25% pay out last year). This dividend was paid on 7 July 2021.

News-flow 2021



Specialty Pharma	Sales of biosimilar of Enoxaparin
	Additional new products to be launched in 2021
	Granting by the competent local authorities of the marketing authorisation of an Enoxaparin biosimilar outside Europe
Toll manufacturing	New contracts to be announced Evolution of Moderna's vaccine manufacturing
ISM[®] technology platform	Marketing authorization for Doria [®] in Europe and USA
	Next steps of Letrozole ISM [®] to be discussed with regulatory authorities in H2 2021

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