



# Lavipharm | Presentation

Hellenic Fund and Asset Management Association

May 16, 2023

## Lavipharm: 4<sup>th</sup> Generation led pharmaceutical

- A pharmaceutical group, founded in 1911, **with strong know-how in transdermal drug delivery**
- Engaged in the research, development, manufacturing, importation, marketing and sales, wholesaling and retailing of pharmaceutical and healthcare products in Greece and abroad
- Offers third-party logistics and wholesaling services (Lavipharm Active Services) as well as services to a network of 118 pharmacies (Pharma PLUS)
- **New management team** took over in 2019, under the leadership of **Telemaque Lavidas**, with company already outperforming

## Pillars of Growth

- **Catapresan TTS**  
A successful and already profitable product in the Italian market - expected to grow with promotion
- **Tikun Europe collaboration**  
A significant boost on therapeutic-related categories anticipated through the commercial distribution of Tikun's new medical cannabis and CBD products
- **Zentiva collaboration**  
Growth expected through the expanding capabilities offered by an exclusive, strategic, long-term collaboration with Zentiva, a leading global developer and manufacturer of generic pharmaceuticals
- **Internal R&D Pipeline**  
6 new lines of products are expected to be launched



**EUR 52.1mn**

FY-22 Sales (before rebate & clawback)



**>50**

Number of products



**290**

Number of employees, of which 44% are women



**8,000 m<sup>2</sup>**

Covering area of Manufacturing facilities

## Strategic Highlights

- Successfully **raised EUR 51.3mn** through a SCI
- Lavipharm share **re-entered Athex Main Market**
- Expertise in transdermal patches, a niche, yet valuable market
- Unique network/relationships in the industry around the globe
- Very strong presence in key therapeutic categories in Greece
- Advanced R&D pipeline with low development risk to fuel future growth
- Operating in a stable/defensive industry, resilient to macroeconomic disruptions
- International commercial activity for more than 30 years
- Partner of choice of major pharmaceutical companies around the world

# Product & Services Revenue Breakdown

## Revenue Breakdown per Category (FY 2022)

**Pharmaceuticals Rx\*\*:** EUR 33.6mn

**Cardiovascular** EUR 12.6mn

**Pain** EUR 11.2mn

**Urology** EUR 4.1mn

**Central Nervous System** EUR 4.0mn

**Other** EUR 1.7mn

**Consumer Healthcare (CHC):** EUR 7.0mn

**Antiseptics** EUR 5.8mn

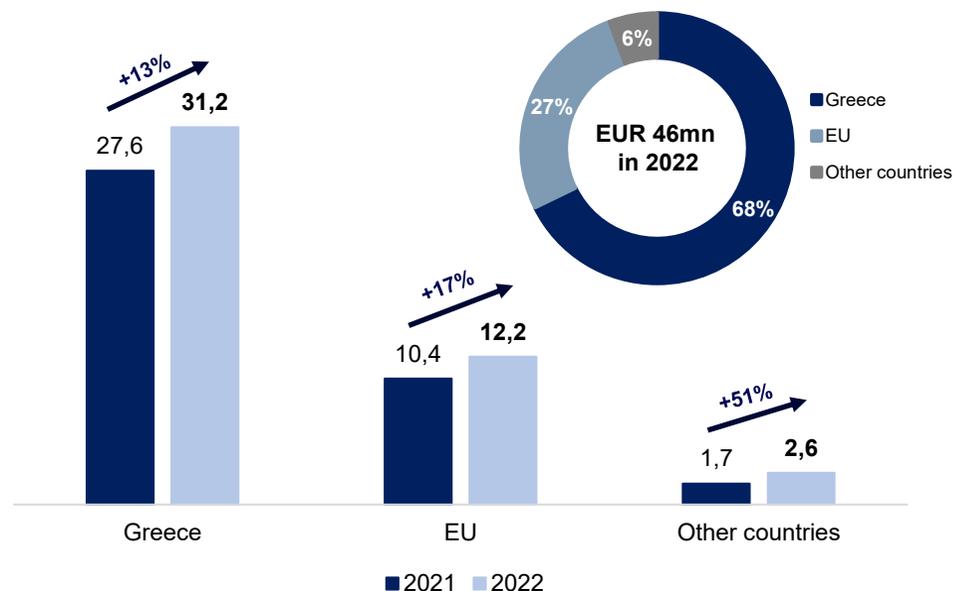
**Wholesale activity:** EUR 7.0mn

**Pharmacy Network:** EUR 4.0mn

**Other :** EUR 0.4mn

**Total Revenues\* :** EUR 52.1mn

## Product Revenue by Geography (EUR mn)



Lavipharm's own brands

**63.7%** of

product portfolio

\* Before rebate & clawback

\*\* RX: Pharmacy Medical Prescription

Source: Company Data

# Key Brands/Segments in Product Portfolio

About Lavipharm

Pharma Market Dynamics

Financial Highlights

Pillars of Growth

Corporate Governance

Shareholding & Group Structure

## Cardiovascular



## Pain



## Urology



## Central Nervous System



## Hypertension



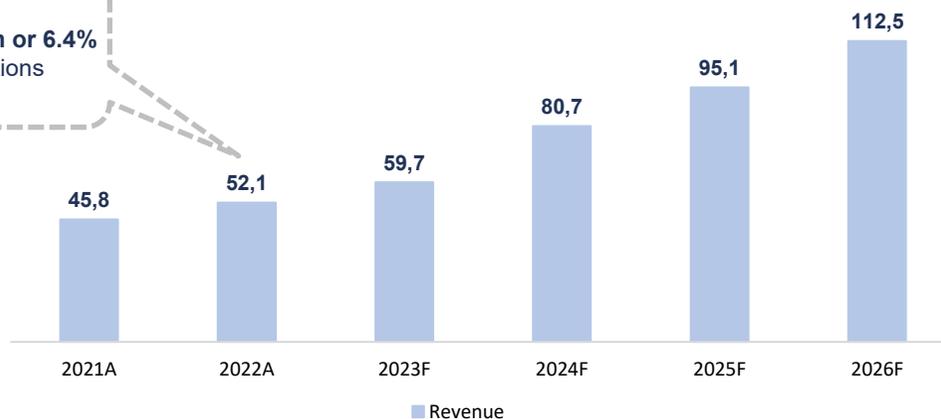
## Consumer Healthcare



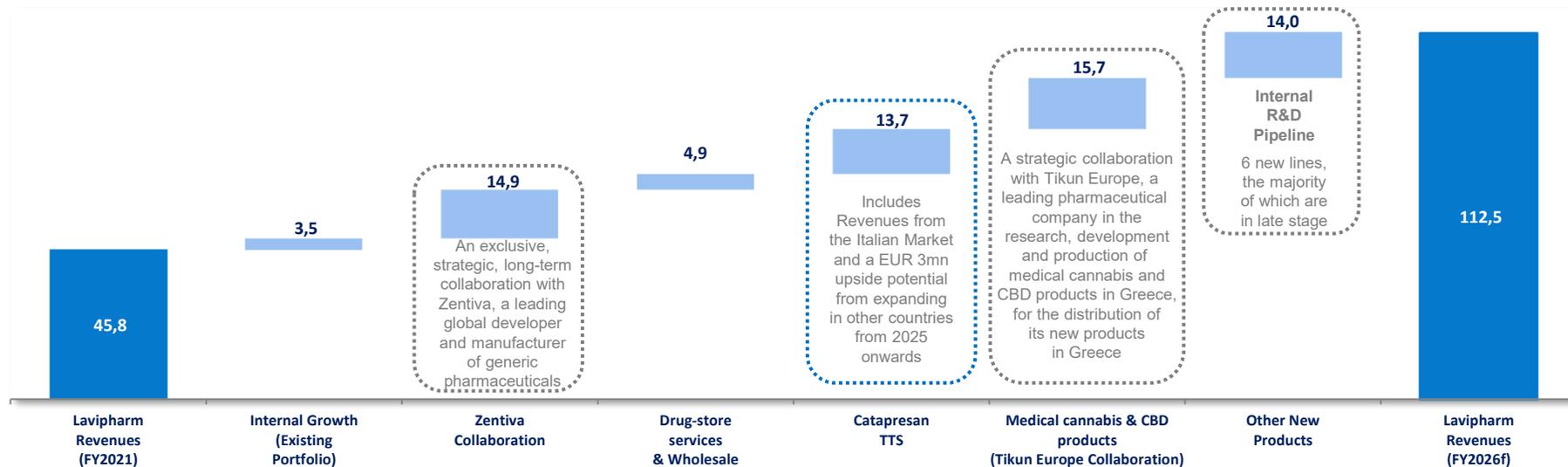
# Company Outlook

## 4-year Revenue Projection\* (EUR mn)

FY-22 sales surpassed by EUR 3.2mn or 6.4% management's projections of EUR 48.9mn



## Expected Revenue Growth (2021 – 2026F, EUR mn)

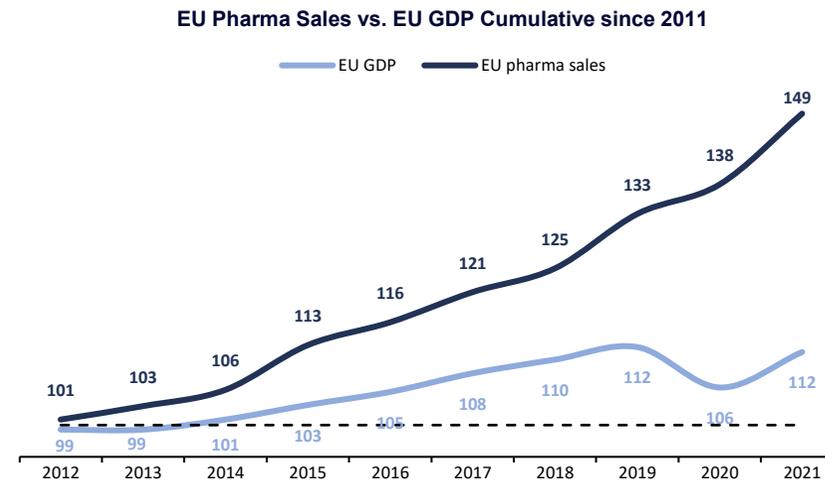
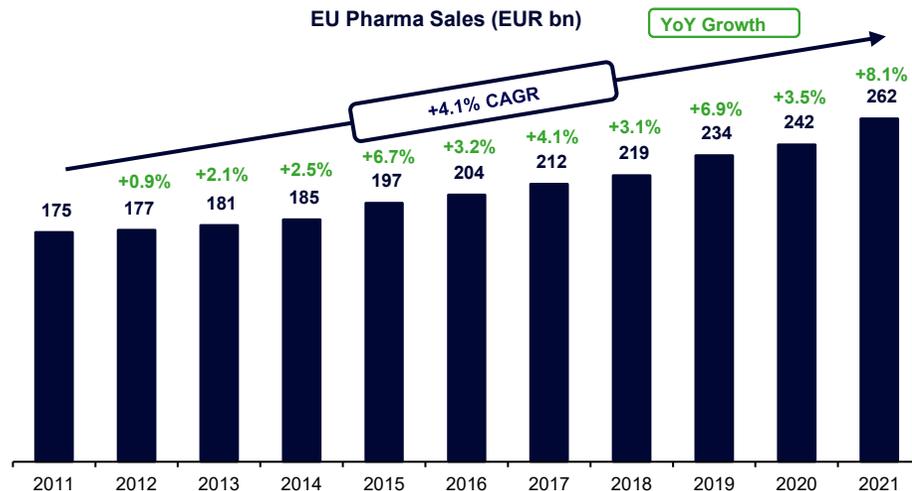


\* Before rebate & clawback

Source: Company Data and Projections

# EU Pharma Market – Resilient & Outperformer

EU retail pharma market growing steadily in the last 10 years, at a CAGR of 4.1%



Pharma market has been proven a very resilient / defensive sector versus economic cycles

## Strong Performance by Lavipharm, outperforming market in 2016 – 2022 period

Pharma sales* (EUR mn)	2016	2017	2018	2019	2020	2021	2022	CAGR (2016-2022)
Greece	2,767	2,737	2,814	2,945	3,056	3,140	3,320	+3.1%

+0.8% CAGR

+4.1% CAGR

Lavipharm Sales in Greece	12.7	13.3	14.3	15.0	17.9	22.0	24.5	+11.6%
---------------------------	------	------	------	------	------	------	------	--------

+6.1% CAGR

**+17.8% CAGR**  
since the new management took over

Highest growth rate among top 29 Pharma companies accounting for 73% of the total market

\*Outpatient Market

# FY-22 / Q1-23 Results Highlights

Key financial figures – well positioned to achieve business plan targets

About Lavipharm

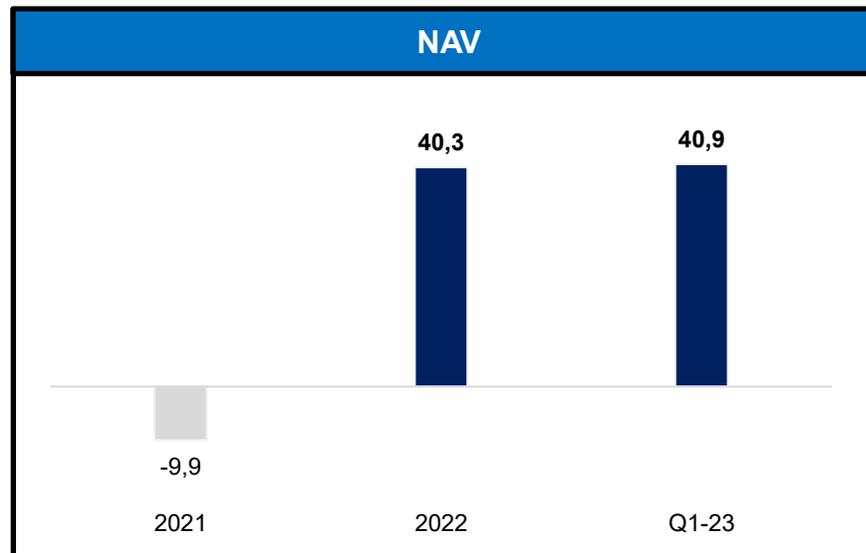
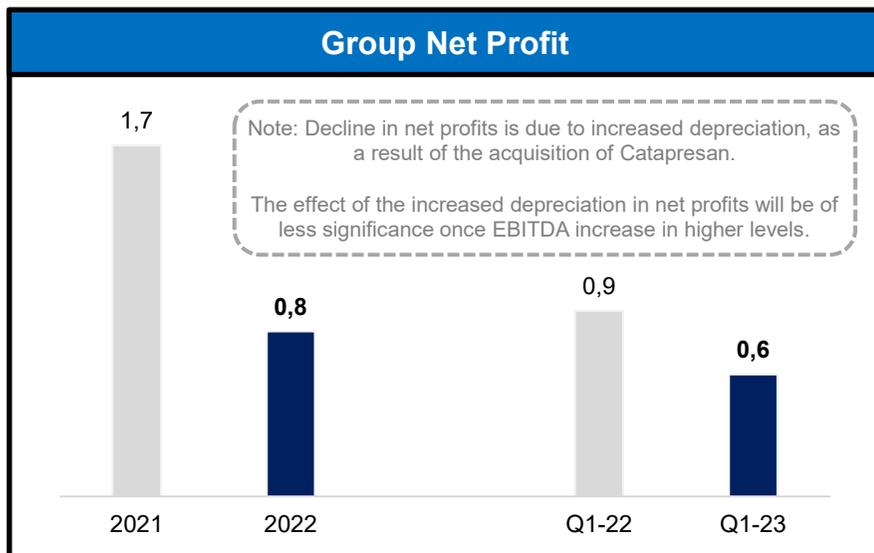
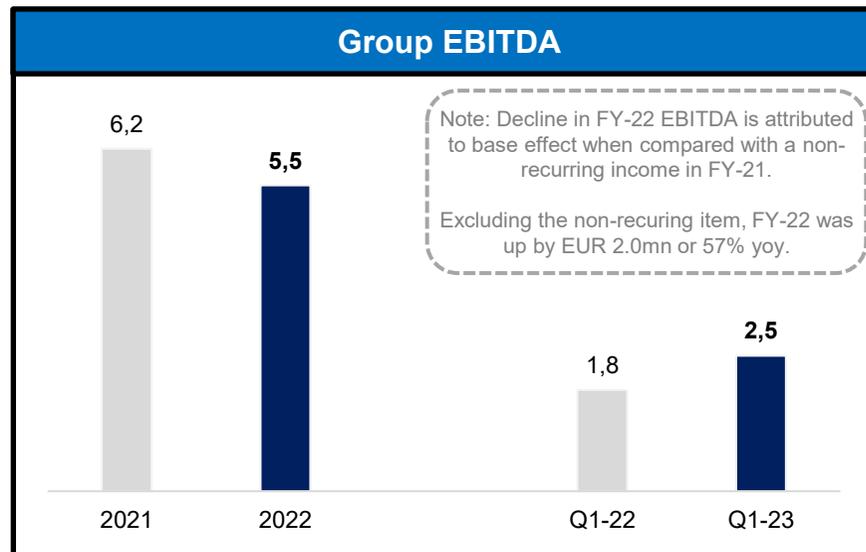
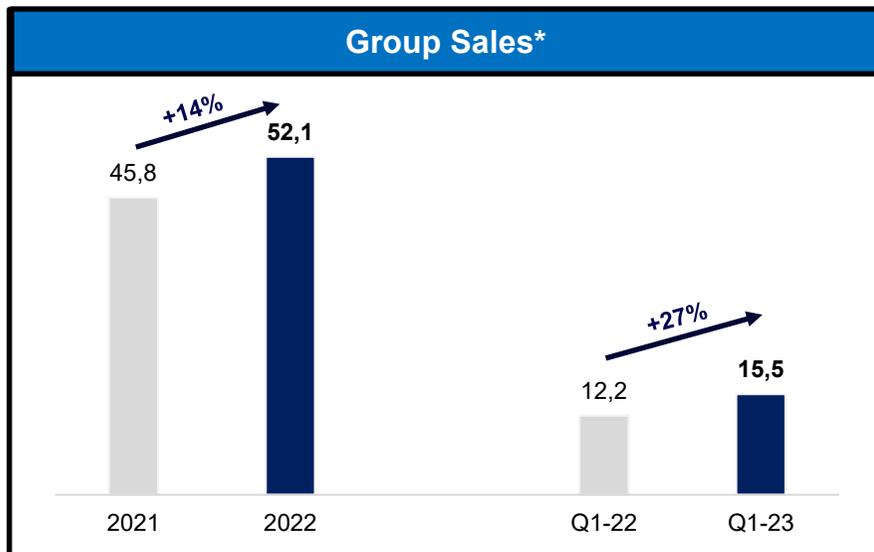
Pharma Market Dynamics

Financial Highlights

Pillars of Growth

Corporate Governance

Shareholding & Group Structure

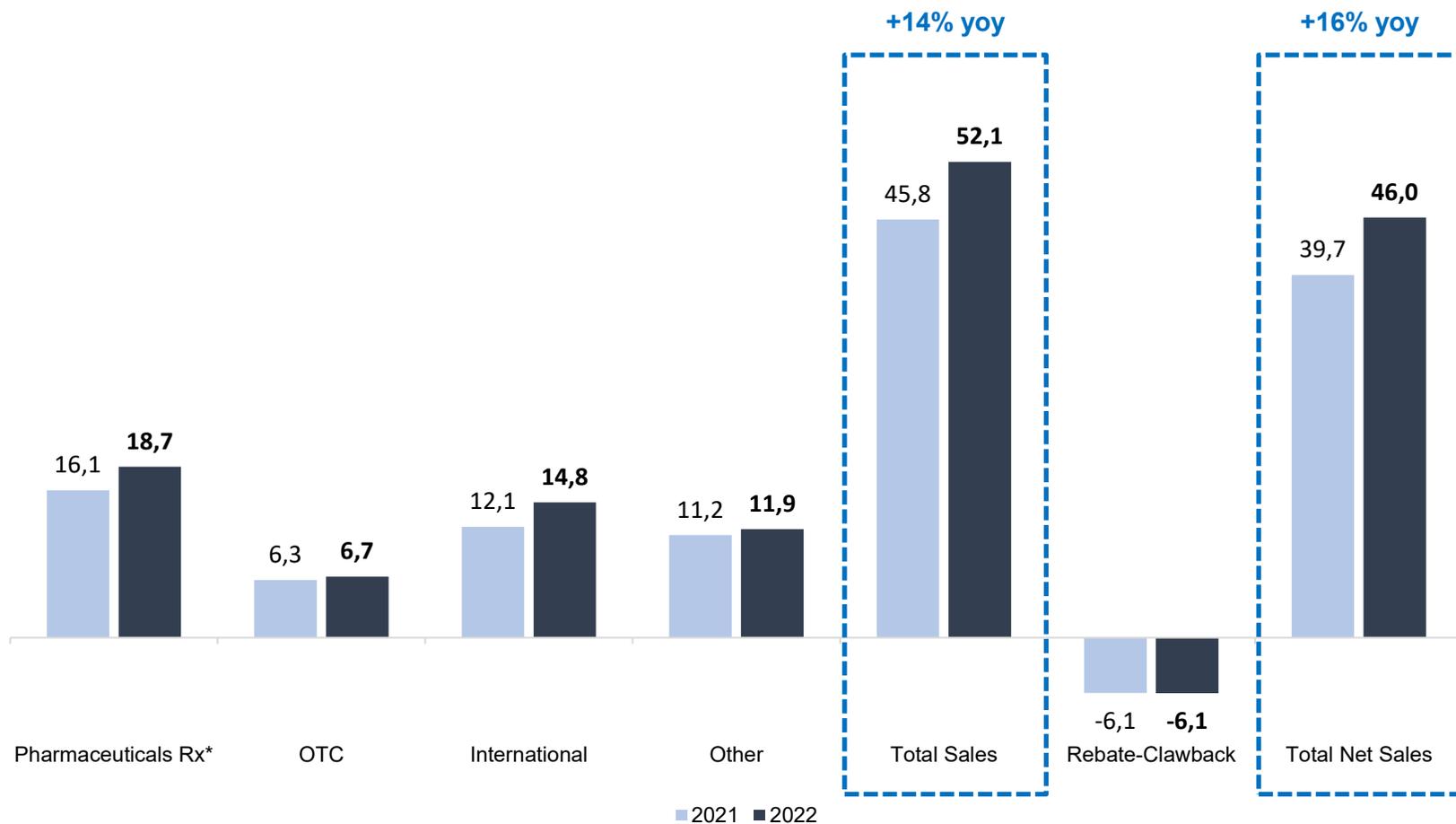


\* Before rebate & clawback

Source: Company Data; All figures in EUR million, unless stated otherwise

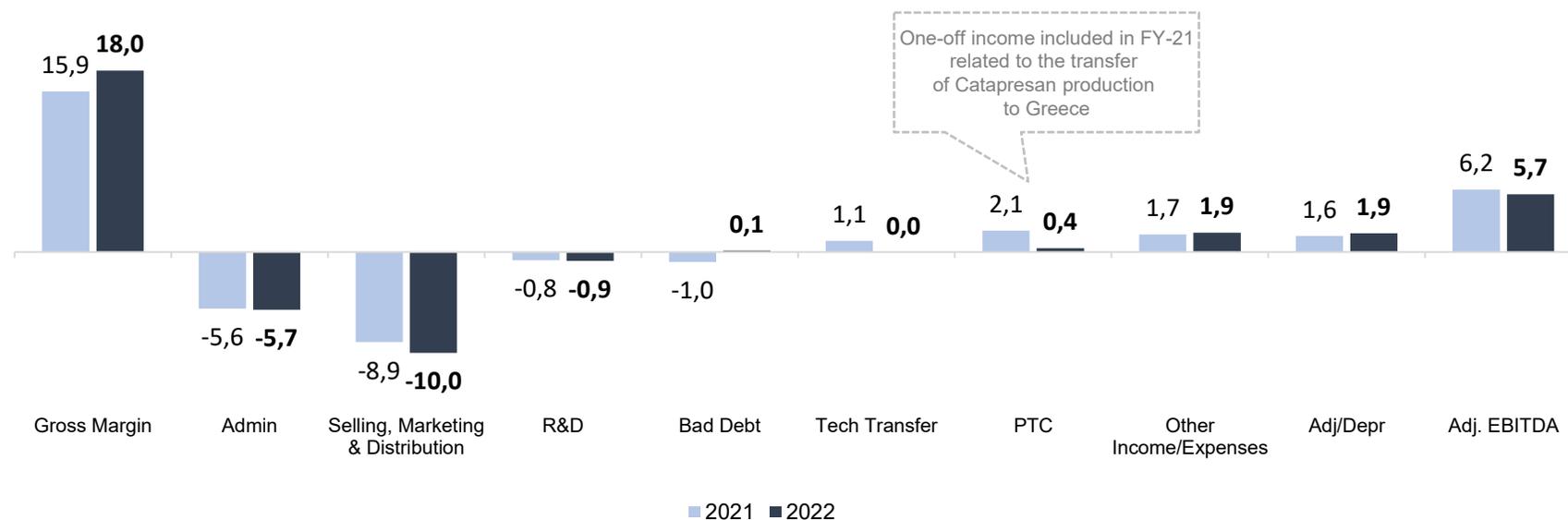
# Turnover

Total Net Sales of Group increased by 16% in 2022 vs. prior year

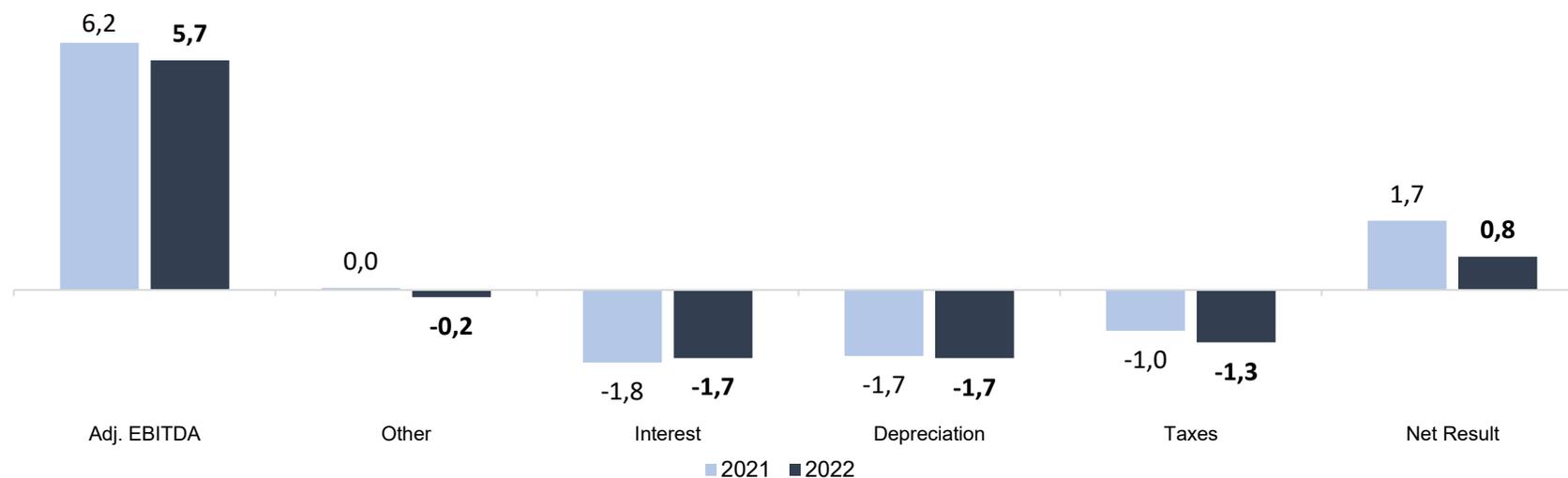


\* Pharmacy Medical Prescription  
 Source: Company Data; All figures in EUR million, unless stated otherwise

# Adjusted EBITDA



# Profitability Drivers



# Financials - Summary

Income Statement (EUR mn)	FY-21	FY-22	yoy (%)	Q1-22	Q1-23	yoy (%)
Total Sales	45.8	52.1	13.8%	12.2	15.5	26.8%
Clawback & Rebate	6.1	6.1	0.4%	1.3	1.7	28.8%
<b>Net Sales</b>	<b>39.7</b>	<b>46.0</b>	<b>15.8%</b>	<b>10.9</b>	<b>13.8</b>	<b>26.6%</b>
Gross Profit	15.9	18.0	13.1%	4.4	5.9	34.1%
<b>EBITDA</b>	<b>6.2</b>	<b>5.5</b>	<b>-10.6%</b>	<b>1.8</b>	<b>2.5</b>	<b>33.7%</b>
D&A	1.7	1.7	3.3%	0.4	1.1	168.3%
EBIT	4.6	3.8	-15.7%	1.4	1.4	-4.9%
EBT	2.7	2.1	-22.1%	1.0	0.9	-17.5%
<b>Net Profit</b>	<b>1.7</b>	<b>0.8</b>	<b>-52.0%</b>	<b>0.9</b>	<b>0.6</b>	<b>-34.4%</b>

D&A increased by EUR 0.7mn in Q1-23 due to the acquisition of Catapresan

Balance Sheet (EUR mn)	FY-21	FY-22	Q1-23
Non-current Assets	26.8	68.6	67.8
Current Assets	26.0	45.6	45.6
<b>Total Assets</b>	<b>52.7</b>	<b>114.2</b>	<b>113.4</b>
<b>Total Equity</b>	<b>-9.9</b>	<b>40.3</b>	<b>40.9</b>
Long-term liabilities	21.6	28.1	27.7
Short-term liabilities	41.1	45.7	44.8
<b>Total liabilities</b>	<b>62.7</b>	<b>73.9</b>	<b>72.5</b>
<b>Total Equity &amp; Liabilities</b>	<b>52.7</b>	<b>114.2</b>	<b>113.4</b>

Cash Balance (EUR mn)	
<b>Cash balance at YE-21</b>	<b>1.6</b>
EBITDA	5.7
Working Capital	-1.3
<b>Cash flow from operating activities</b>	<b>4.4</b>
Share Capital Increase (net)	49.8
Capex	-35.9
Net interest	-1.7
<b>Change in cash</b>	<b>16.6</b>
<b>Closing balance at YE-22</b>	<b>18.2</b>

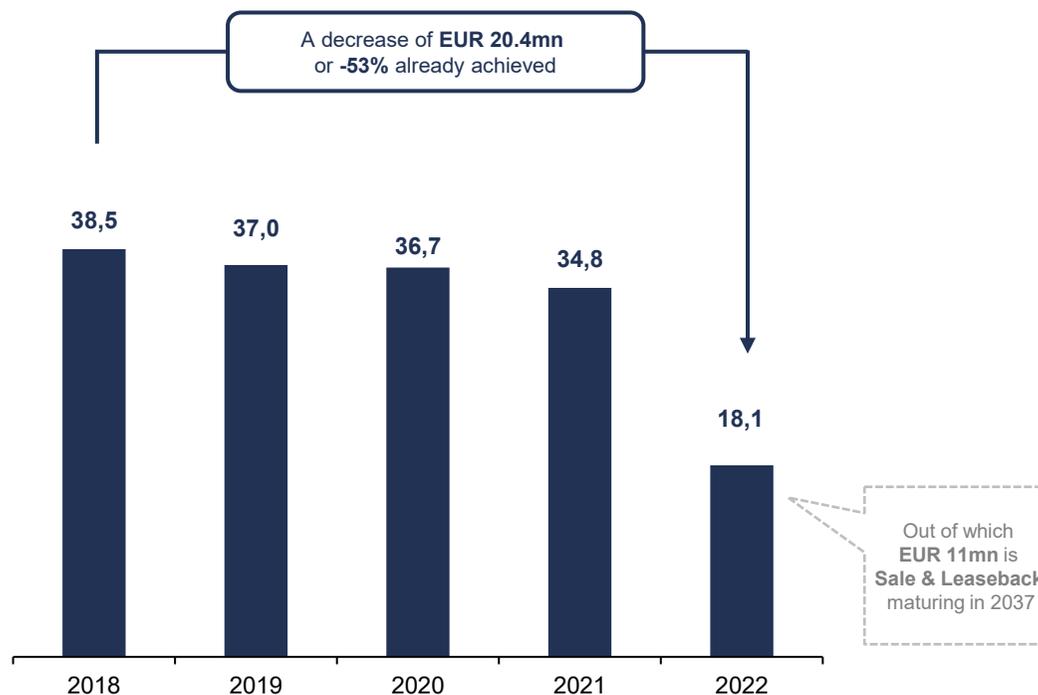
Out of which EUR 34mn refer to the acquisition of Catapresan (non-recurring)

# Net Debt Evolution (EUR mn)

## Already on a positive trajectory

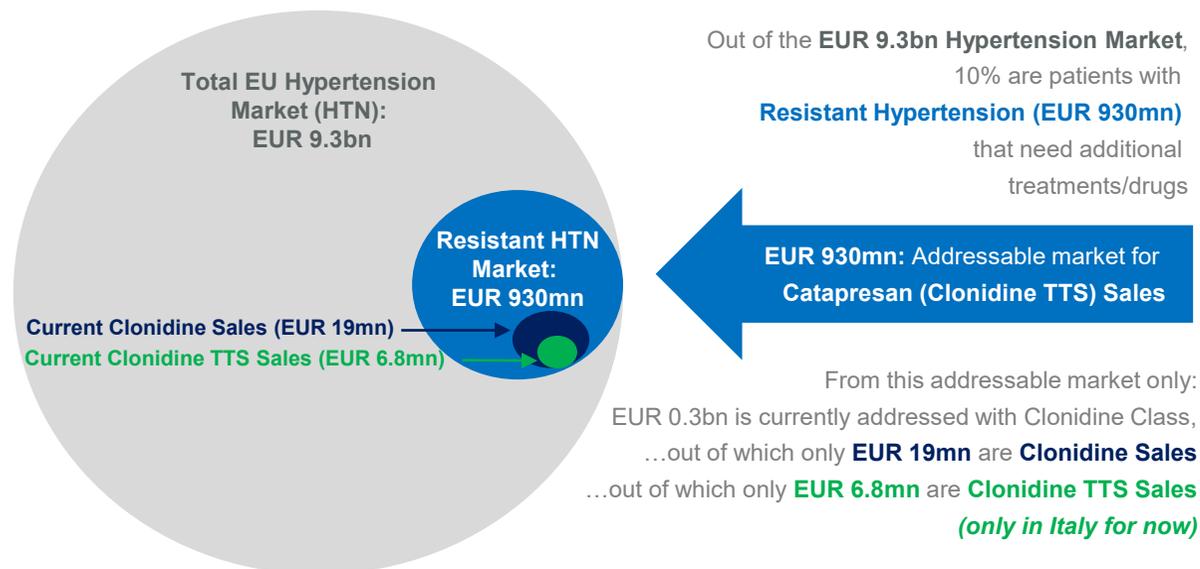
Lavipharm is already on a steady course to further reduce its net debt and improve its equity position as it has started generating positive cash flow

Net debt was reduced to EUR 18.1mn at the end of December 2022 from EUR 38.5mn in 2018



# Catapresan TTS

## An addressable EU market of c. EUR 930mn (Resistant Hypertension market)

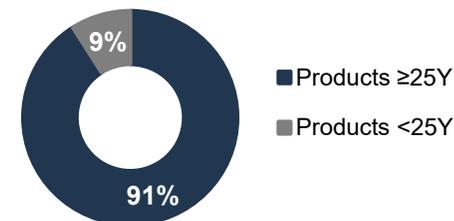


## Market Opportunity

**A dormant environment, leaving room for Clonidine-TTS to thrive**

- Clonidine's** therapeutic class (C2A) is characterized by:
- a) Lack of new entries
  - b) Lack of promotional effort by any competitor, which give high potentiality to **Clonidine TTS** launch

In Greece products launched 25 years ago or more accumulate **91%** of total C2A Class values



## Product Opportunity – Unique Selling Points

**What could make Clonidine-TTS a potential winner in the Resistant Hypertension market?**

- The only once-weekly therapy for Resistant Hypertension (**unique advantage in dosage scheme offering high compliance**)
- Proven efficacy and safety
- Possible to combine with other antihypertensive agents
- A clear EU registration strategy

# Catapresan TTS (cont.)

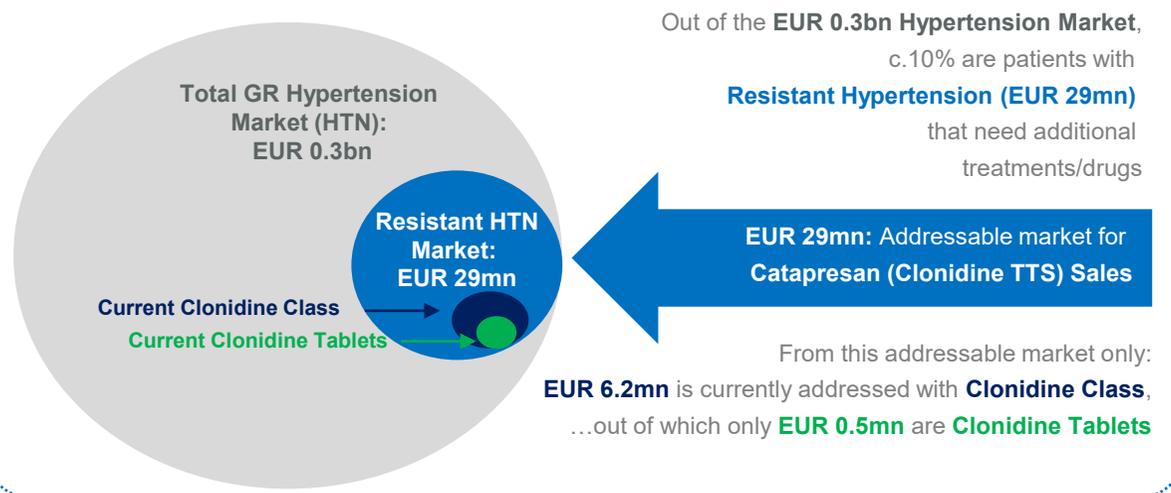
Significant upside is expected from commercialising Catapresan TTS in countries other than Italy:

- Lavipharm's **business plan** doesn't include any Catapresan TTS related income potentials outside Italy



## The Case / Opportunity of Greece

**An addressable Greek market of c. EUR 29mn**  
(Resistant Hypertension market)



Greece (not included in business plan numbers for Catapresan TTS):

Patients receiving any treatment for Hypertension are estimated at 1.4mn

Resistant Hypertension Market in Greece is estimated at **142k patients**



The clonidine transdermal system is already contributing **EUR 1.7mn** during Q1-23

# Tikun Europe Collaboration

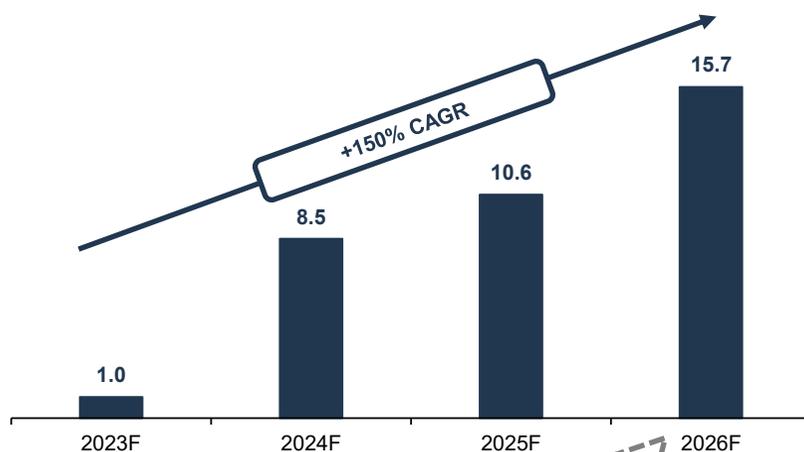
## Enhancing Treatment-related Product Portfolio

In November 2022, Lavipharm entered into a strategic partnership with Tikun Europe, the leading pharmaceutical company in the research, development and production of medical cannabis products in Greece

Through this collaboration, Lavipharm will undertake the commercial distribution of Tikun's new products, which are expected to be available in the Greek market in 2023, for a period of five years with the option of renewal

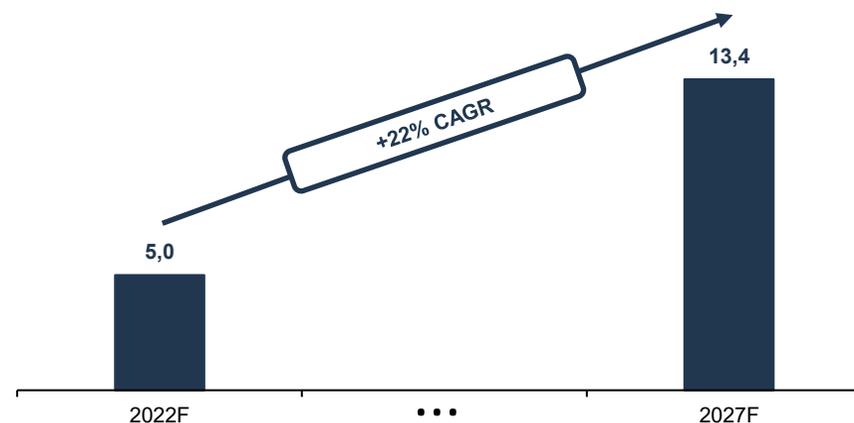
Tikun's new products concern finished medical cannabis products that will be produced exclusively in its factory in Greece, and the new, specialised cannabidiol/CBD dietary supplement products that will be produced in a certified factory in France.

Medical Cannabis and CBD Products Sales (EUR mn)



Revenues from medical cannabis and CBD products are projected to account for **14% of Lavipharm's total revenues in 2026F** from just 1.7% in 2023F

Size of Medical Cannabis Market in Europe (USD bn)



### European Medical Cannabis Market

A growing market which is valued at **USD 4.96bn** and estimated to reach **USD 13.37bn by 2027**, implying an increase of **21.96% CAGR** during the forecast period 2022 to 2027.

# Zentiva Collaboration

## Expanding Capabilities & Product Portfolio

In 2020, Lavipharm signed a strategic, exclusive, long-term collaboration with Zentiva, a leading global developer and manufacturer of generic pharmaceuticals

Through this collaboration, Lavipharm has access to high quality, low-cost formulations supported by one of the industry's most robust future product pipelines

Lavipharm portfolio expansion & match after partnership with Zentiva:



### Lavipharm in collaboration with Zentiva will:

- **Optimise resource allocation** and **maximise ROI** in the four areas of focus
- Provide potential access to any new acquired portfolio by Zentiva

## Worth highlighting

The Zentiva collaboration reinforces Lavipharm's position as partner of choice for major pharmaceutical companies in the Greek market

# Internal R&D Pipeline / Pockets of Growth

About Lavipharm

Pharma Market Dynamics

Financial Highlights

Pillars of Growth

Corporate Governance

Shareholding & Group Structure

Product Name	Description - Opportunity
<b>Fentanyl Transdermal</b>	<p>Indication: Management of strong and chronic pain</p> <p><b>Global Fentanyl patches market = EUR 942mn</b></p> <p>Lavipharm has proven expertise, production capabilities and licenses to produce, handle, store and trade:</p> <ul style="list-style-type: none"> <li>• transdermal systems</li> <li>• opioid narcotic products</li> </ul> <p><b>Lavipharm's objective is to become the #1 supplier of fentanyl patches, worldwide</b></p>
<b>Extended Release (ER) Tablets</b>	<p>A profitable, niche opportunity</p>
<b>Antiseptic OTC</b>	<p>Skin antiseptic</p>
<b>Acne treatment</b>	<p>Indication: Prevention and Treatment of the symptoms of mild and moderate acne</p> <p>Pillar of therapy: a topical antibacterial medical agent</p> <p>Leveraging on its expertise in skin science and topical antiseptics, Lavipharm has initiated the development of a new line of acne products:</p> <ul style="list-style-type: none"> <li>• Fast-acting, targeted patch</li> <li>• Cleanser</li> <li>• Treatment lotion</li> </ul>
<b>Sore Throat – OTC</b>	<p>Indication: treatment of oral infections</p> <p>Lavipharm has initiated the development of a new product focusing on sore throat market</p>

# Outstanding Corporate Governance – BoD

**Telemaque Jean Lavidas**  
Executive Board Member



Born in NY and raised in Athens. Holds a BA economics degree from Columbia University, NY. In 2003, he joined as assistant project manager. In 2006, he assumed the position of business development director and between 2009-2013 managed all commercial operations (CCO). In 2013, he founded Mediterra, a fast-growing health food company based in NY. He is fluent in Greek, English, French. Telemaque Lavidas represents the 4th generation of Lavidas family, while he continues to perpetuate the pharmaceuticals business know-how successfully

**Minas Tanes**  
Chairman of the Board  
Non-Executive Member



Born in Athens, he studied in the Economic University. He holds a master in Management Science and Operational Research and a diploma for the Program of Executive Development from IMEDE in Switzerland. He started his career in 1966 at the British Iron and Steel Research Association. From 1970 to 1973 he worked in Esso Pappas as an executive member in Program and Research Financing. He joined Athenian Brewery as a Finance Director in 1973 and between 1976 and 2009 he held the position of CEO

**James Christopoulos**  
Independent  
Non-Executive Board Member



Senior Managing Director at CVC Capital Partners, which he joined in 2014. Prior to joining CVC, Mr. Christopoulos worked for ten years at Investcorp International, Inc., where he led investments in services companies. Previously, he was in the leveraged finance team at UBS. Mr. Christopoulos Holds a bachelor's degree in Economics from Columbia University, NY and is fluent in Greek, English, French and German

**Vana Lavidas**  
Vice Chairman  
Executive Board Member



Born in Athens. Holds a B.A. in Economics from Deree College in Athens and an MBA from La Verne University. Fluent in English and French. After a long experience in charity foundations and especially after serving for 7 years as Secretary General of ELPIDA (Friend's Association of Children with Cancer), in 2000 Mrs. Lavidas co-founded the Muscular Dystrophy Association (MDA Hellas). Since its establishment she serves as President of the Board. Also a Trustee member of the American College (ACG) and board member of the Friends of National Art Gallery in Athens

**Christos Diamantopoulos**  
Non-Executive Board Member



Dr Diamantopoulos studied Administrative Science at the Kapodistriako University of Athens. He obtained his Master's degree in France from the Universite de Paris, and his Ph.D. from the University of Pennsylvania, USA. In Greece, he served as special advisor on administrative affairs to the Prime Minister of the Hellenic Republic. He has lectured for many years in the National School of Public Administration (Organisation of State and Project Management), of which he has also been one of the founders in 1985. He has also lectured at the Democritus, University of Thrace (Human Resources Administration, Organisation models and Political Economy), at the Kapodistriako University of Athens (Decision Making Systems and Human Resources Administration), and at the University of Peloponese (Strategic Planning and Economics in Master's degree level). He speaks fluently English, French and German

**Sophia Kounenaki-Efracimoglou**  
Independent  
Non-Executive Board Member



Mrs. Kounenaki – Efracimoglou holds undergraduate and postgraduate Degrees in Philosophy, Psychology, Business Administration, Finance and speaks English, French and Italian. She is Vice President of the BoD of the Foundation of the Hellenic World, Chairman & Managing Director of Ardittos Holdings SA, Member of the BoD of Athens Exchange Group. She is Elected President of the National Chamber Network of Greek Women Entrepreneurs, as well as Elected Member of the BoD of the Athens Chamber of Commerce and Industry and Member of the General Council of SEV. In 2008, as a member of the BoD of SEV, she initiated and led the developing of the Hellenic Corporate Governance Code, as well as the subsequent establishment of the Greek Corporate Governance Council in 2012. In September 2022, Mrs. Kounenaki – Efracimoglou was appointed as President of Athens Chamber of Commerce and Industry

## Exceptional Management team (I)

**Panagiotis Giannoulas, Chief Operating Officer & Country Manager**



Born in Piraeus, he holds a B.Sc. in Computer Science & Engineering from La Verne University, California, U.S.A.. He started his career in 1996 at Boehringer Ingelheim Hellas as a Medical Representative, he then became Head of the CRM & Business Planning Department, and at a young age he was promoted to Sales Manager. In 2008, he moved to Faran as Marketing and Sales Manager, and from 2012 until joining Lavipharm he was the General Manager of Angelini Pharma Hellas

**Vassilis Baloumis, Group Chief Financial Officer**



Born in Athens, he is a graduate in Business Administration of the Athens University of Economics and also holds an Executive MBA from the same University. He started his professional career in 1992 as a Financial Controller at Papastratos SA where he was promoted to Accounting Director. In 2004, he continued his career at LAMDA Development as a Financial Controller and two years later, was promoted to Chief Financial Officer, a position he held until 2021

# Exceptional Management team (II)

About Lavipharm

Pharma Market Dynamics

Financial Highlights

Pillars of Growth

Corporate Governance

Shareholding & Group Structure

**Mariza Antonaki**  
HR Director



**Theodora Chavela**  
Regulatory Affairs Director & Head of Market Access



**Thanassis Christodoulou**  
Head of LAS



**Aggelos Doumouras**  
Head of Pharma PLUS



**Xenofon Economou**  
Internal Auditor



**Vassilis Tsonis**  
Quality Director & Qualified Person (QP)



**Katerina Fragioudakis**  
Corporate Communications Director



**Panagiotis Kousoulis**  
Operations Director



**13 out of 18**  
Management Executives  
joined after **2018**

**Ligia Panaitescu**  
R&D Director



**Ruud Van Anraat**  
Head of BU International



**Manos Petrou**  
Medical Affairs Director



**Aristeidis Polyvos**  
Head of Marketing Rx & Oncology



**Ilias Konstantonopoulos**  
Head of Marketing & Sales CHC



**Eleana Nikolopoulou**  
Head of Legal & Compliance



**Katerina Tsardaka**  
New Ventures & Corporate Business Development Director



**Thomas Tseronis**  
Head of Sales Rx



# ESG Commitments



## Sustainability policy:

Not just a “nice to have”, but a **strategic priority** for Lavipharm

**Lavipharm is committed to sustainable growth**

Even though ESG reporting is not a legal prerequisite for its size, management decided to **monitor and report all ESG factors according to the GRI standards**

### Lavipharm’s ESG initiatives

#### Athex ESG Index

LAVIPHARM is in process to be included in the Athex ESG Index in 2023

#### ESG/ Sustainability Report

Completed (published in Oct 2022)

#### Materiality analysis

Completed demonstrating that sustainability priorities are embedded in business priorities

#### Governance Pillar

Establishing a strong and effective internal control system (Audit Committee, Remuneration and Nomination Committee, Internal Audit Unit, Risk Management Unit etc)

# Shareholding Composition & Group Structure

About Lavipharm

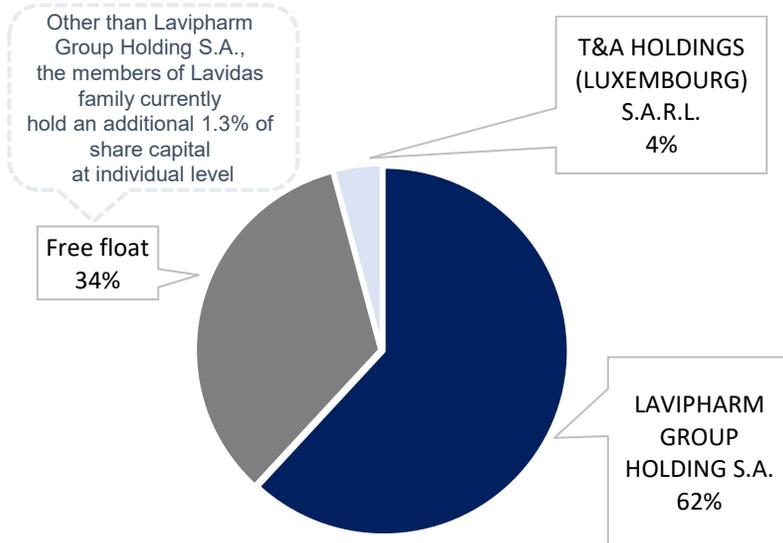
Pharma Market Dynamics

Financial Highlights

Pillars of Growth

Corporate Governance

Shareholding & Group Structure



**EUR 73.86mn**

Market Cap (as of 11/05/2023)



**EUR 0.44**

Share Price (as of 11/05/2023)



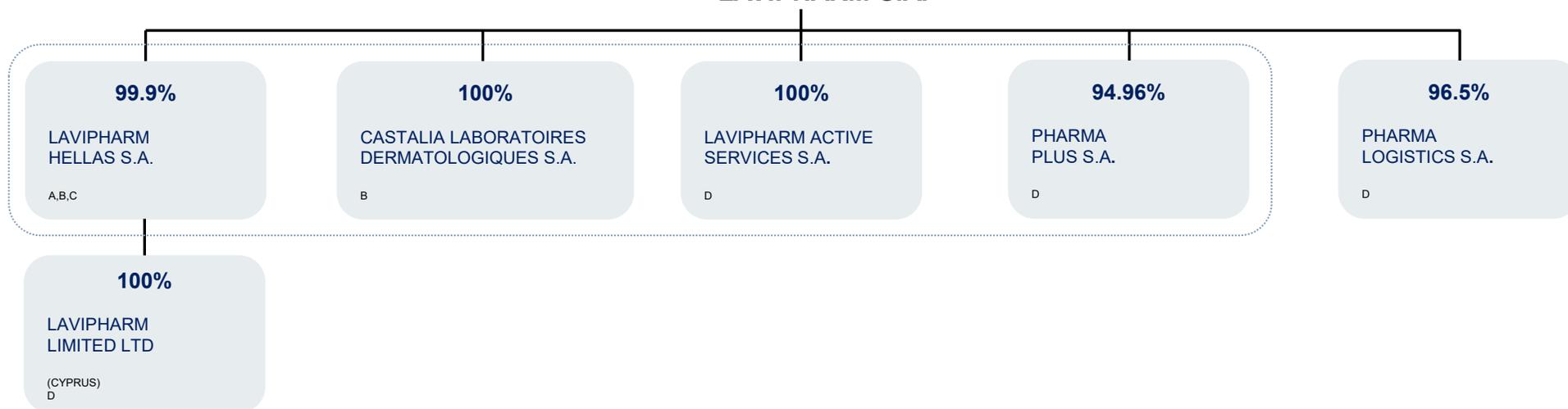
**167.87mn**

Number of Outstanding Shares

### Share info:

Listing in ATHEX	Nov 8, 1995
Sector / Subsector	Health Care / Pharmaceuticals
Market	MAIN MARKET
Reference symbols	LAVI, LAVI GA, LPHr.AT

## LAVIPHARM S.A.



### Notes:

Business Plan and analysis presented includes the companies in the frame  
 Lavipharm Limited Ltd and Pharma Logistics SA have no operating activity  
 A: Medicines, B: Cosmetics, C: Non Pharmacy Medical Prescription, D: Services

## Disclaimer

- This presentation has been prepared and issued by Lavipharm solely for informational purposes. For the purposes of this disclaimer, this presentation shall mean and include materials, including and together with any oral commentary or presentation and any question-and-answer session. By attending a meeting at which the presentation is made, or otherwise viewing or accessing the presentation, whether live or recorded, you will be deemed to have agreed to the following restrictions and acknowledged that you understand the legal and regulatory sanctions attached to the misuse, disclosure or improper circulation of the presentation or any information contained herein. By reading this presentation, you agree to be bound by the following limitations:
- No representation or warranty, express or implied, is or will be made in relation to, and no responsibility is or will be accepted by Lavipharm (or any member of Lavipharm's Group) as to the accuracy, fairness, completeness, reliability or sufficiency of the information contained in this presentation and nothing in this presentation shall be deemed to constitute such a representation or warranty. The information contained in this presentation may contain and/or be based on information that has been derived from publicly available sources that have not been independently verified. Lavipharm is not under any obligation to update, revise or supplement this presentation or any additional information or to remedy any inaccuracies in or omissions from this presentation.
- This presentation does not constitute an offer, invitation or recommendation to subscribe for or otherwise acquire securities. Also, it is not intended to be relied upon as advice to investors or potential investors and does not take into account the objectives, financial situation or needs of any particular investor. You are solely responsible for forming own opinion and conclusion..
- Certain statements in this presentation may be deemed to be "forward-looking". You should not place undue reliance on such forward-looking statements. By their nature, forward-looking statements involve risk and uncertainty because they reflect current expectations and assumptions as to future events and circumstances that may not prove accurate. Forward-looking statements are not guarantees of future performance, and the actual results, performance, achievements or industry results of the Company's operations, results of operations, financial position and the development of the markets and the industry in which it operates or is likely to operate may differ materially from those described in, or suggested by, the forward-looking statements contained in this presentation. In addition, even if the operations, results of operations, financial position and the development of the markets and the industry in which Lavipharm operates is consistent with the forward-looking statements contained in this document, those results or developments may not be indicative of results or developments in subsequent periods. A number of factors could cause results and developments to differ materially from those expressed or implied by the forward-looking statements including, without limitation, general economic and business conditions, competition, changes in regulations and currency fluctuations.
- Forward-looking statements may, and often do, differ materially from actual results. Any forward-looking statements in this document reflect Lavipharm's current view with respect to future events and are subject to risks relating to future events and other risks, uncertainties and assumptions relating to the Company's financial position, operations, results of operations, growth, strategy and expectations. Any forward-looking statement speaks only as of the date on which it is made. New factors will emerge in the future, and it is not possible for Lavipharm to predict which factors they will be. In addition, Lavipharm cannot assess the impact of each factor on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those described in any forward-looking statements. Lavipharm disclaims any obligation to update any forward-looking statements contained herein, except as required pursuant to applicable law.