

Equity Story

October 2024

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An **integrated global company** in the **Animal and Human Health industry** with an **extensive portfolio of trusted long-term partnerships** with Tier-1 clients and a diversified portfolio of products and businesses, in both Animal and Human Health.



Growth opportunities

+



Unique strengths

+

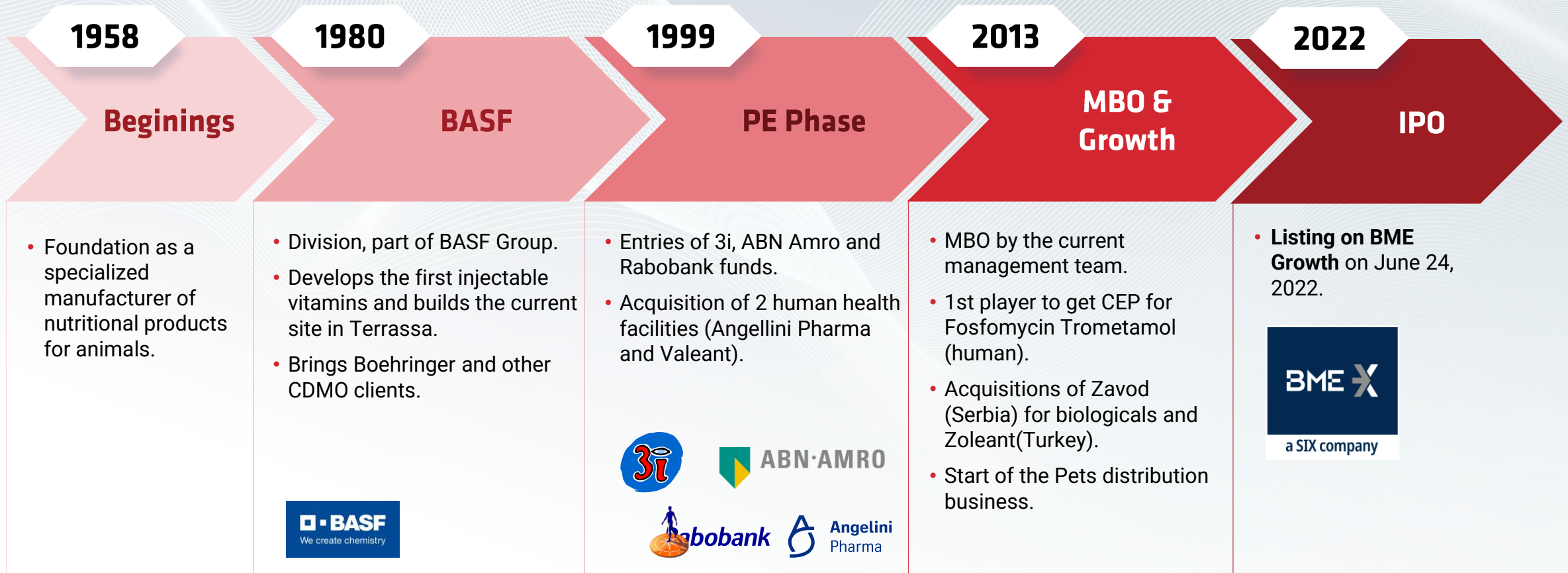


Favorable industry dynamics and prospects

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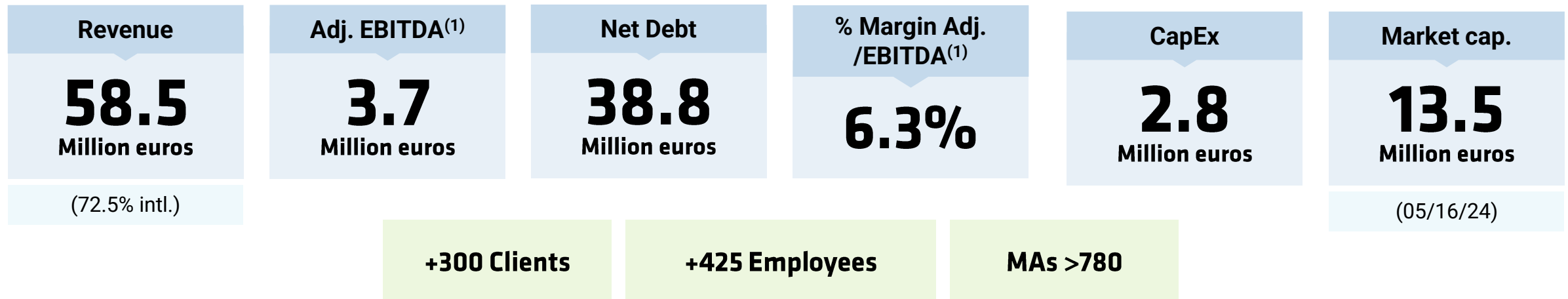
Labiana integrates the industrial heritage of different multinational companies (BASF, Angellini Pharma and Valeant) with the entrepreneurial spirit of its management team



BASF also started the **CDMO** business with first class industrial partners

Labiana at a glance

We have subsidiaries in Spain, Serbia, Turkey, Mexico and Ecuador with production facilities distributed between Spain and Serbia.

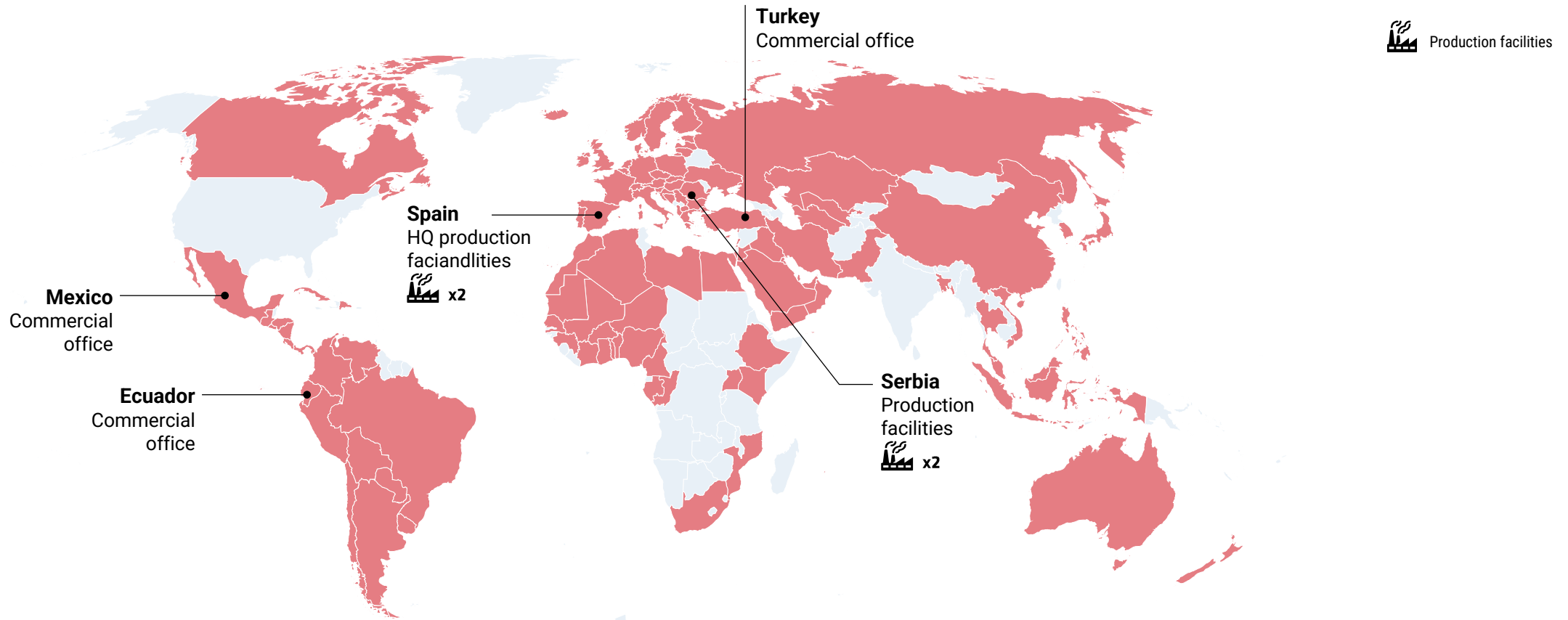


Data at year-end 2023.

Note: (1) Adjusted EBITDA as earnings before interest, taxes, depreciation and amortization deducting extraordinary expenses derived from the increase in material costs due to inflation caused by international conflicts and price increases in energy and raw materials; the IPO; the VTZ/LSEE merger; the non-acquisition process of Laboratorios Ovejero as well as the impact on the cost caused by the devaluation of the Turkish lira on the gross margin (sales and cost of sales) in our Turkish subsidiary in 2022. In the case of 2023 are those arising from the Miralta & Blantyre process and the search for advisors (advisors for the entire process).

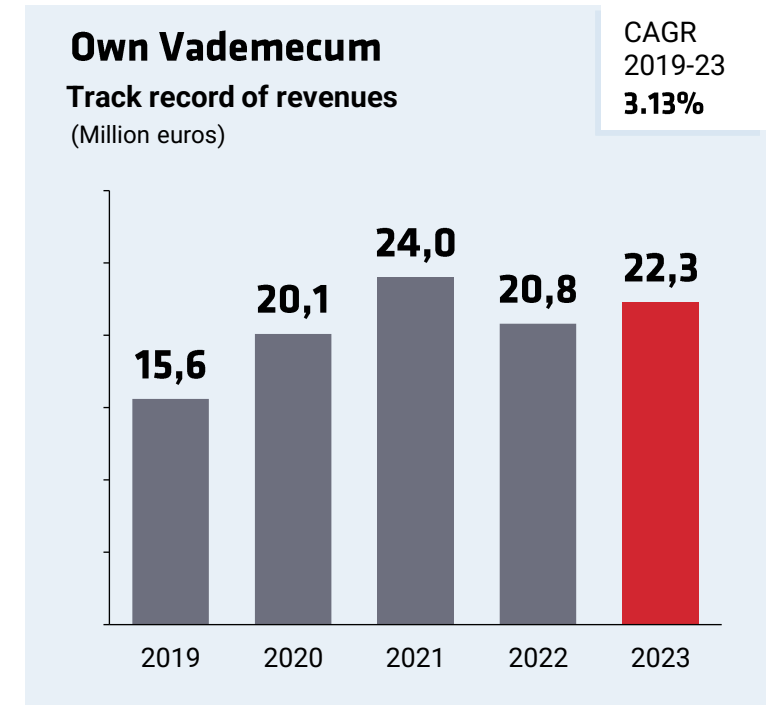
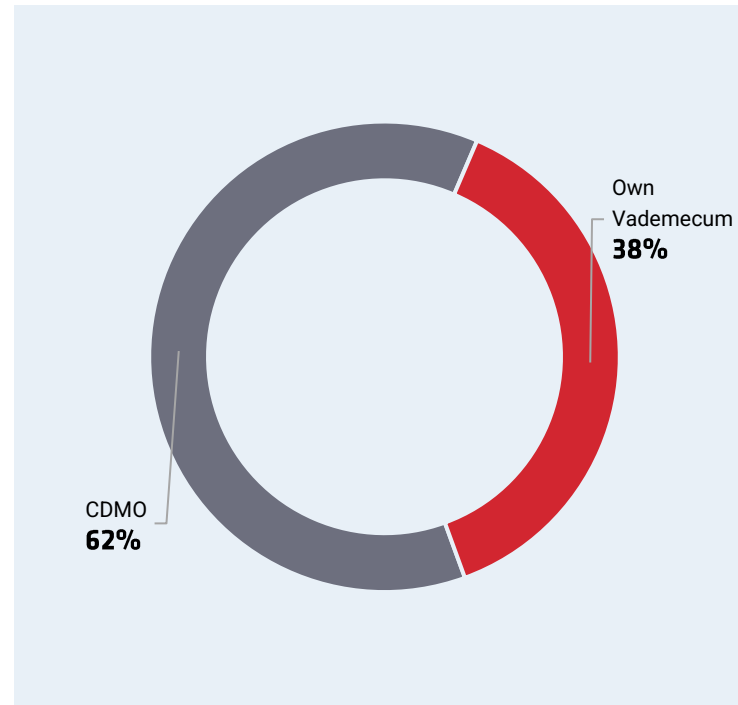
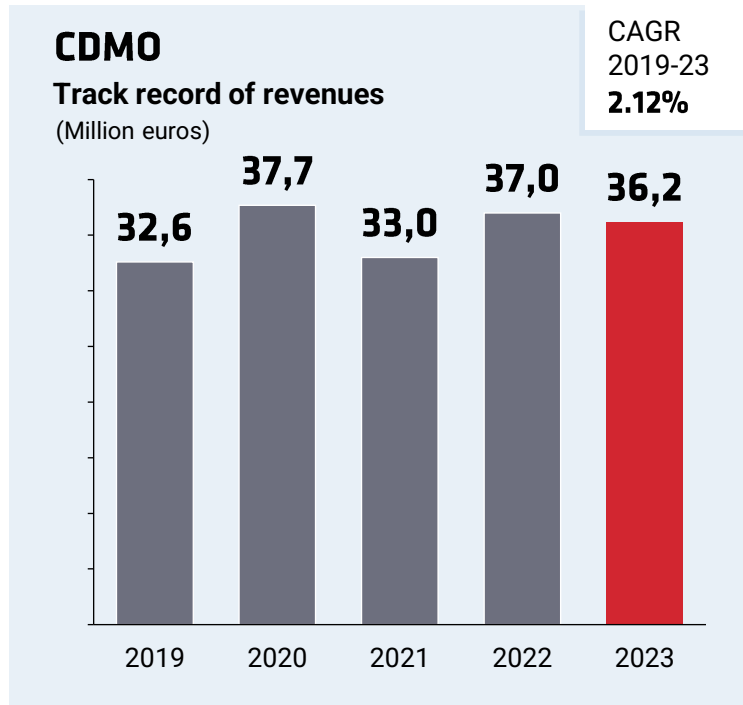
Well established international platform

Products manufactured by Labiana can be found in more than **110 markets**, with direct registrations owned by Labiana in more than **100 countries**.



A **worldwide network** to **leverage** on for **future growth**

Business lines of Labiana Heath: CDMO providing revenues stability and commercialization of the portfolio ensures growth.



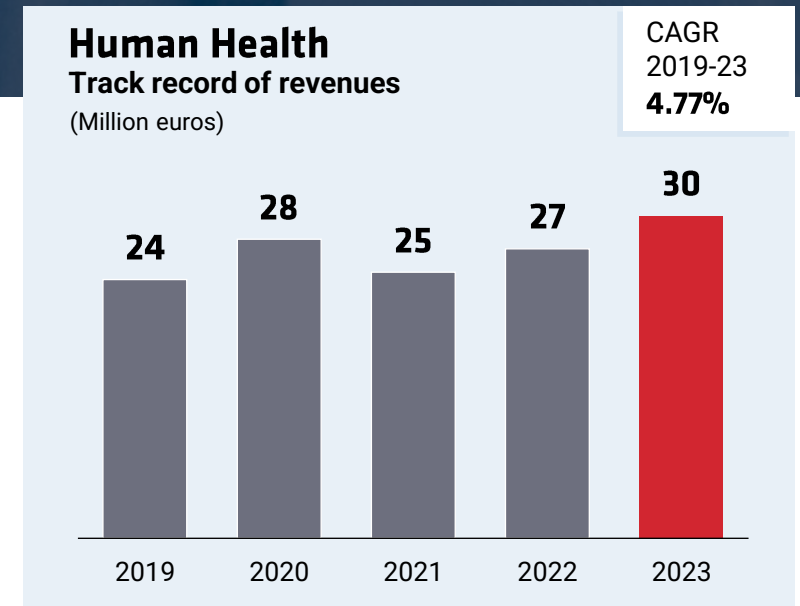
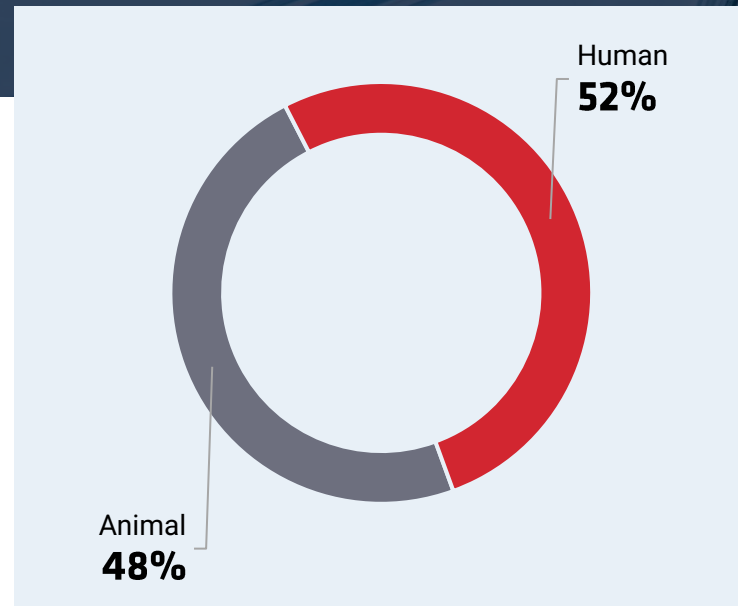
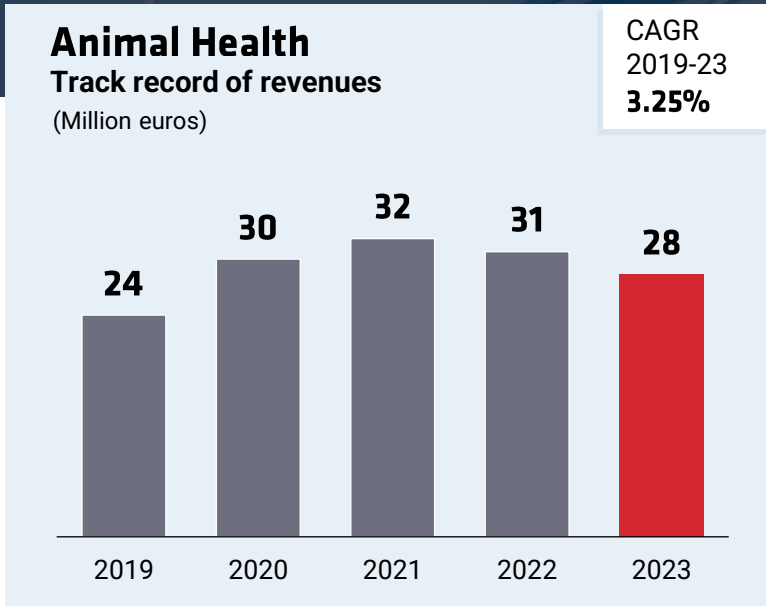
- Continuous transfer of new products.
- Development of new products.
- Specialized manufacturing in high demand technologies.

Product transfers and product development for CDMO's customers are accounted for as service revenue.

- Own product.
- Licensed-in products (livestock, pets, health products).
- Licensed-out products (licenses, profit sharing).

A growth story, both in the Animal and Human Health businesses

Human and Animal Health Businesses, a growth story



Prices **not regulated** by any authority.

Competitive strengths:

- Experience in product development.
- Experience in handling more than 200 active ingredients and more than 1,300 finished product SKUs.
- Know-how in the production of injectable and oral solutions and suspensions.
- Special authorizations for psychotropic, hormonal and high activity products.

Both businesses are **regulated** under the same **Agency** and **standards**.

Precios finales **regulados** por la Agencia del Medicamento en cada país (arbitraje Oporto).

Competitive strengths:

- A proprietary product (Fosfomicin trometamol, a specific antibiotic for urinary tract infections) in a niche market with worldwide reach.
- 22 therapeutic areas in CDMO's business.
- Know-how in the production of high-demand areas (liquid and lyophilized sterile, oral solids, etc.).
- Authorizations for psychotropic, narcotic and hormonal drugs.

Extensive portfolio of trusted long-term partnerships with Tier-1 clients

>300 Clients
worldwide

3 to 5 years
average contract length

Oldest clients have been with Labiana for
25 years

15 years
Average client tenure (top 10 clients)

Animal

Human

Top clients in CDMO

Boehringer Ingelheim, LIVISTO, Virbac, Covagan, Bimeda, Zoonort, chanelle, PHARMACOSMOS, CALIER, RNSV, DRAG PHARMA

Top clients in veterinary products

Otros clientes relevantes

Elanco, Cevo, KRKA, Farmavet, fedravet, العيادة الطبية Al Enayah Medics

Top clients in CDMO

VIATRIS, ferrer, KERN PHARMA, JAMPPharma CORPORATION, VOCATE, STADA, GPI, MENARINI ASIA-PACIFIC, PHOENIX, Exeltis, Grupo Profármaco

Top clients in Fosfomycin

Otros clientes relevantes

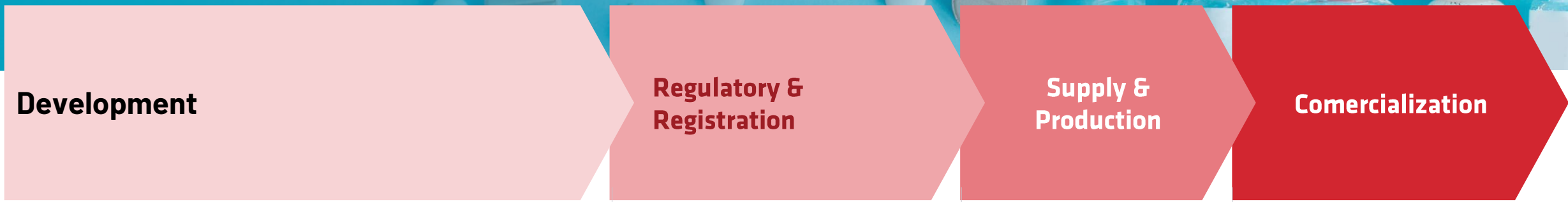
ZENTIVA A SANOFI COMPANY, Lagap, SANOFI, APOTEX, SUN PHARMA, RECORDATI

High replacement cost due to strong regulatory requirements that generate entry barriers to other players

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Labiana covers the **full spectrum of services across all stages** with **strong in-house capacity to develop, manufacture and commercialize** a wide product range



Development

- Pharmaceutical development.
- Analytical development.
- Analytical validations.
- Development batches.
- Pilot batches/industrial scale-up.
- ICH stability studies.
- Process validation.

- Other services:
 - ✓ Formulations designed and tested to ensure the best results.
 - ✓ Preliminary tests to improve formulations.

Regulatory & Registration

- Supply & Production, and Commercialization
- Distribution agreements (profit sharing/royalties).
- Licensing in/out.

Supply & Production

- Full supply chain service, from incoming materials to finished product release.

Comercialization

- Acuerdos de distribución (profit sharing/royalties).
- Licensing in/out.

CDMO: Growth Drivers

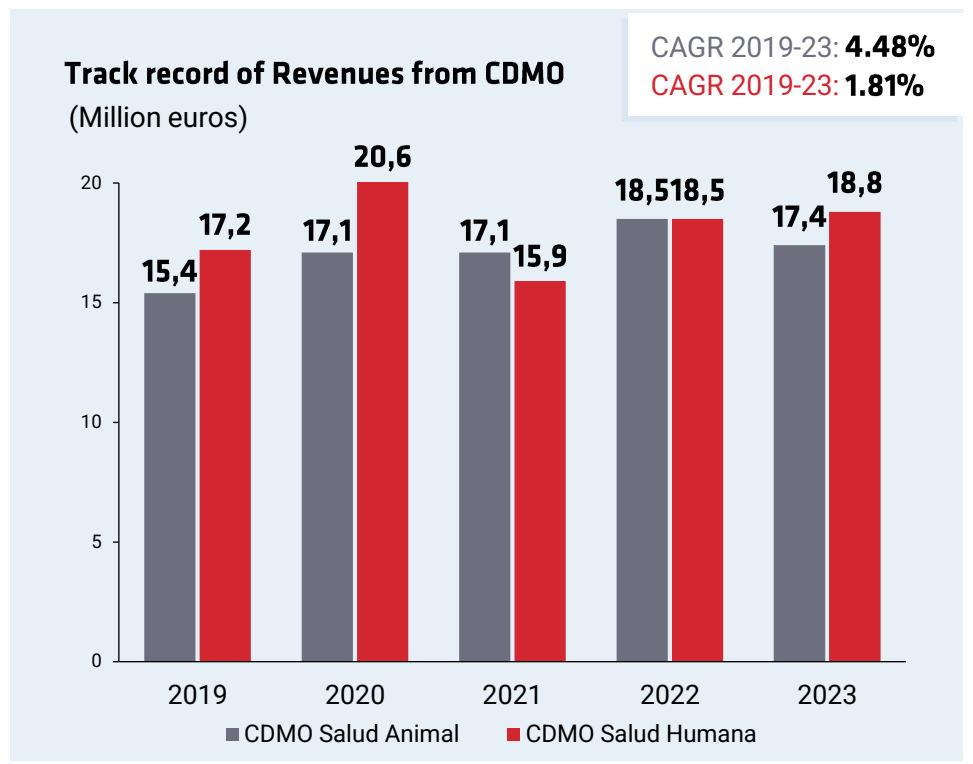
CDMO represents a service in **high demand both** for companies with insufficient in-house production and for those that only develop molecules.

Extensive know-how in galenic and production complexity

Flexibility and Versatility

High standards in customer service

Specialized technologies

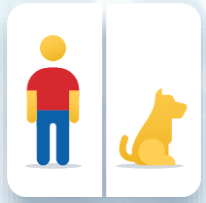


Broad portfolio of **top-tier clients** with long-term relationships

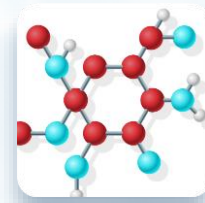
CDMO: Competitive Advantage



Turnkey projects



Expertise in a **wide variety of therapeutic areas**



Authorisations for **sterilised hormones, psychotropic and narcotic drugs**



Technological capability to produce wide **variety of formats**



High level of **versatility, flexibility, and service.**



Outstanding experience as manufacturer of pharmacological **injectables**



Expertise and capabilities in **generic branded products** and niche segments



High ratings in the **clients' audits**

OWN PRODUCTS: growth driven by development of value-added products for animal health and human medicines



✓ Innovation in formulation, posology and formats.

✓ High global presence of the portfolio.

✓ Development focused on target market categories.

✓ Business models (licensing in/out, profit sharing, royalties, etc.).

✓ Strategic partnership (co-development, co-marketing...).

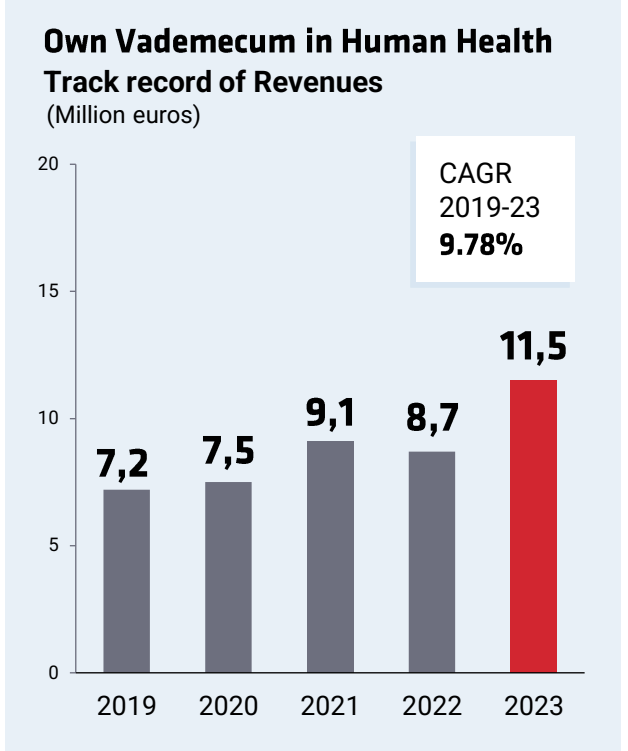
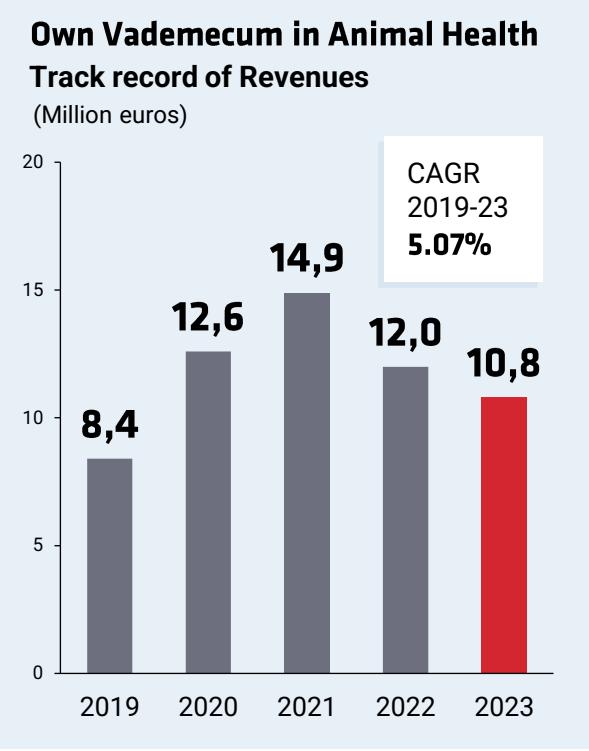


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Macroeconomic and industry tailwinds



Macro-global

- Population growth and development of countries (higher protein consumption).
- Increased health awareness.



Competitive environment

- Large multinationals focused on branded products.
- European niche players show limited capabilities.
- Need for more cost-efficient protein production process.



Regulation

- Strict regulation creating barriers to entry.
- Increased relevance of GMP certified production.



Livestock

- Individualized treatments in developed markets (injectables).
- Industry importance in emerging markets (c.70% of total income).
- Lower treatment penetration in emerging markets.



Pets

- Increasing spending rates.
- Higher levels of property ownership and life expectancy.



Human

- Prevalence of generics in human medicine.
- Antibiotics with low level of resistance (Fosfomycin).

Strategic Priorities



1

Continue **CDMO's** growth. Expand Labiana's **global business**.

2

Boosting **CDMO's** growth.

3

Continue to develop our **own products** and expand our **licensing product** portfolio.

4

Focus on the **Fosfomicin** business.

5

Increase **profitability**.

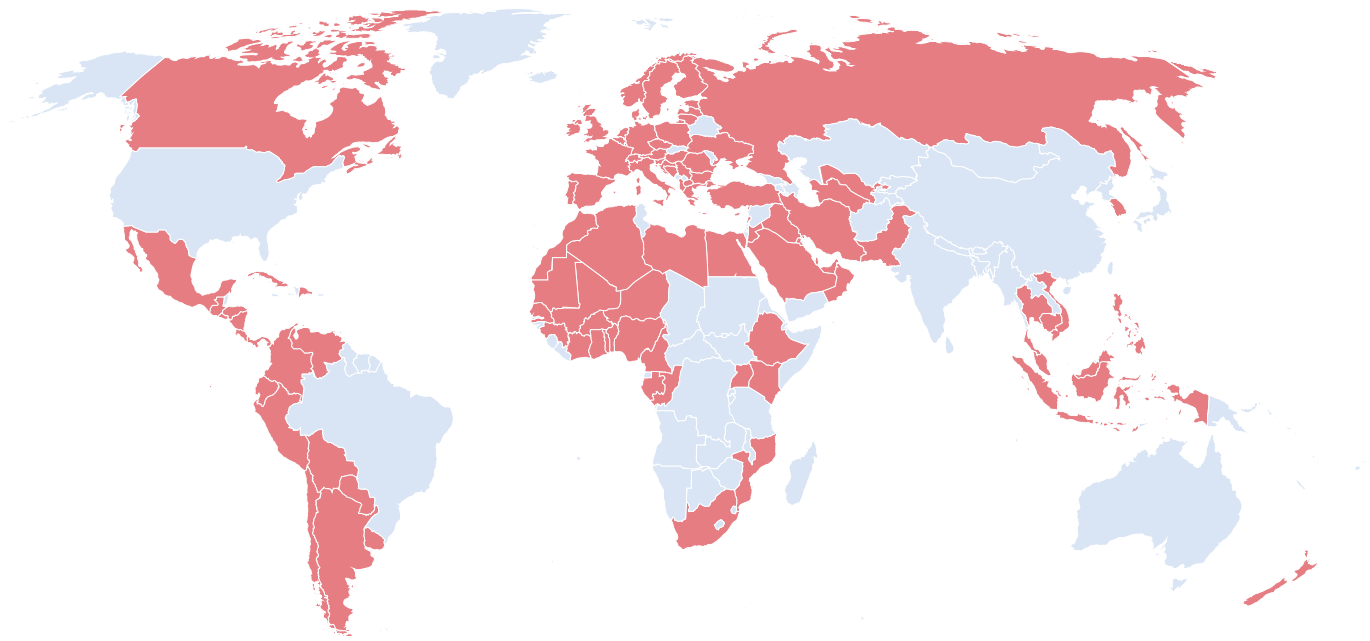
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Create **value through the synergies** of the different areas.

1. Expand Labiana's global business by leveraging growth in target markets.



Map of Labiana's own product presence

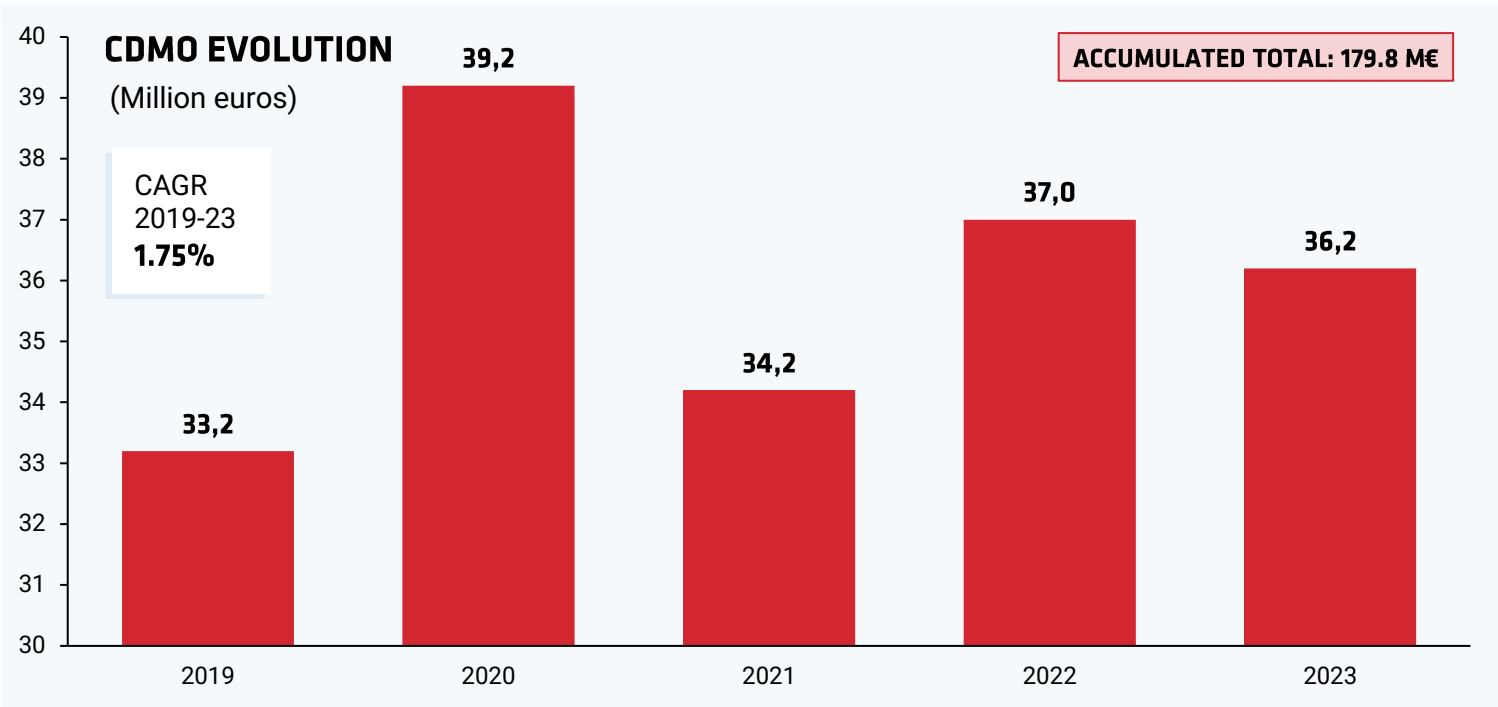


Lines of action

- Establishment of a solid network of strategic allies in target markets.
- Expansion into new international markets where we are not yet present.
- Accelerate the registration of new products.
- Consolidation of Labiana's pipeline based on feedback from partners in strategic



2. Continue to develop the proprietary commercial platform to drive CDMO's growth



- Continue CDMO's growth..
- Promote development and innovation in the field of contract manufacturing to increase revenues.
- Provide all the added value of our knowledge and experience to increase CDMO's customer base and continue to build customer loyalty.

Vectores de crecimiento	Produce more products for existing customers.	Increase volumes to gain efficiency.	Promote synergies between animal and human health divisions.	Leverage the CDMO-Customer relationship to develop new products, businesses and licensing-in agreements.	Penetrate new customers.
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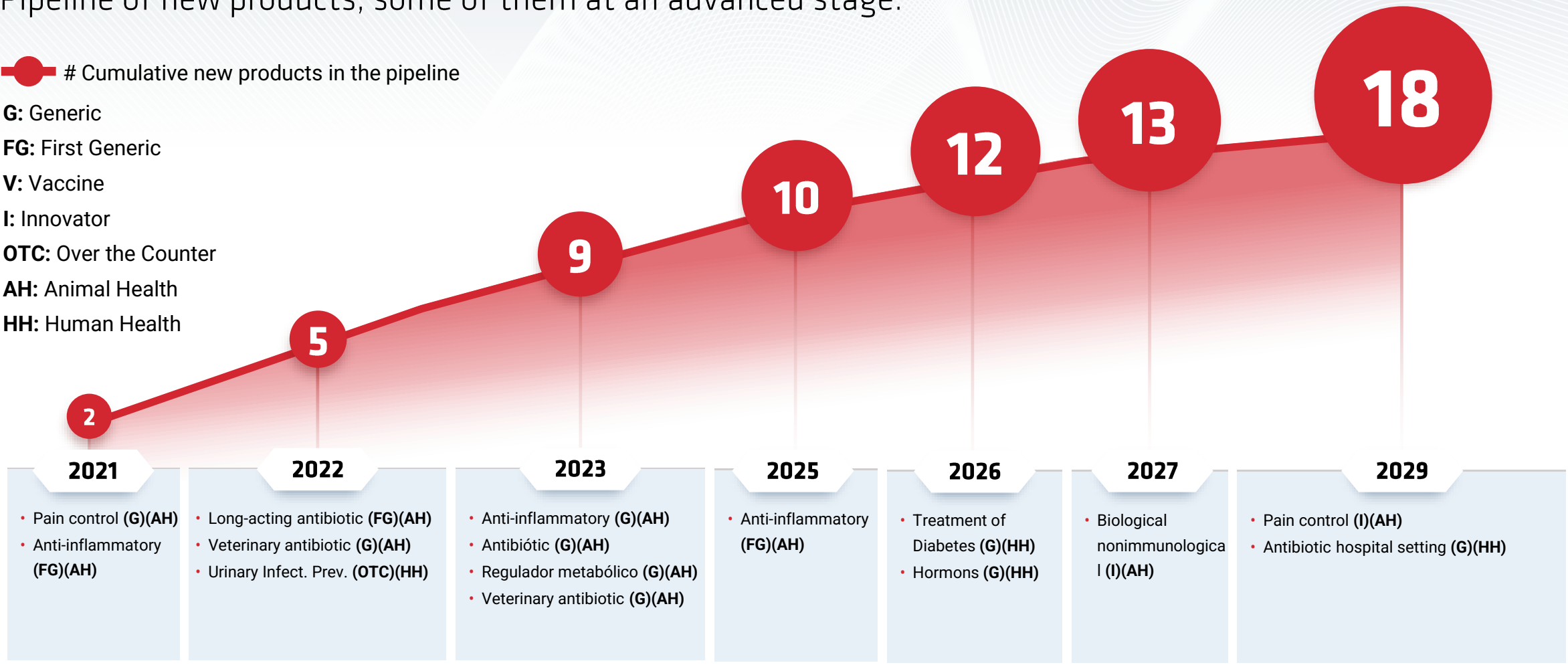
Growth will come from **fostering relationships** with existing customers and attracting **new ones**.

3. Develop new products and expand the licensing product portfolio.

Pipeline of new products, some of them at an advanced stage.

Cumulative new products in the pipeline

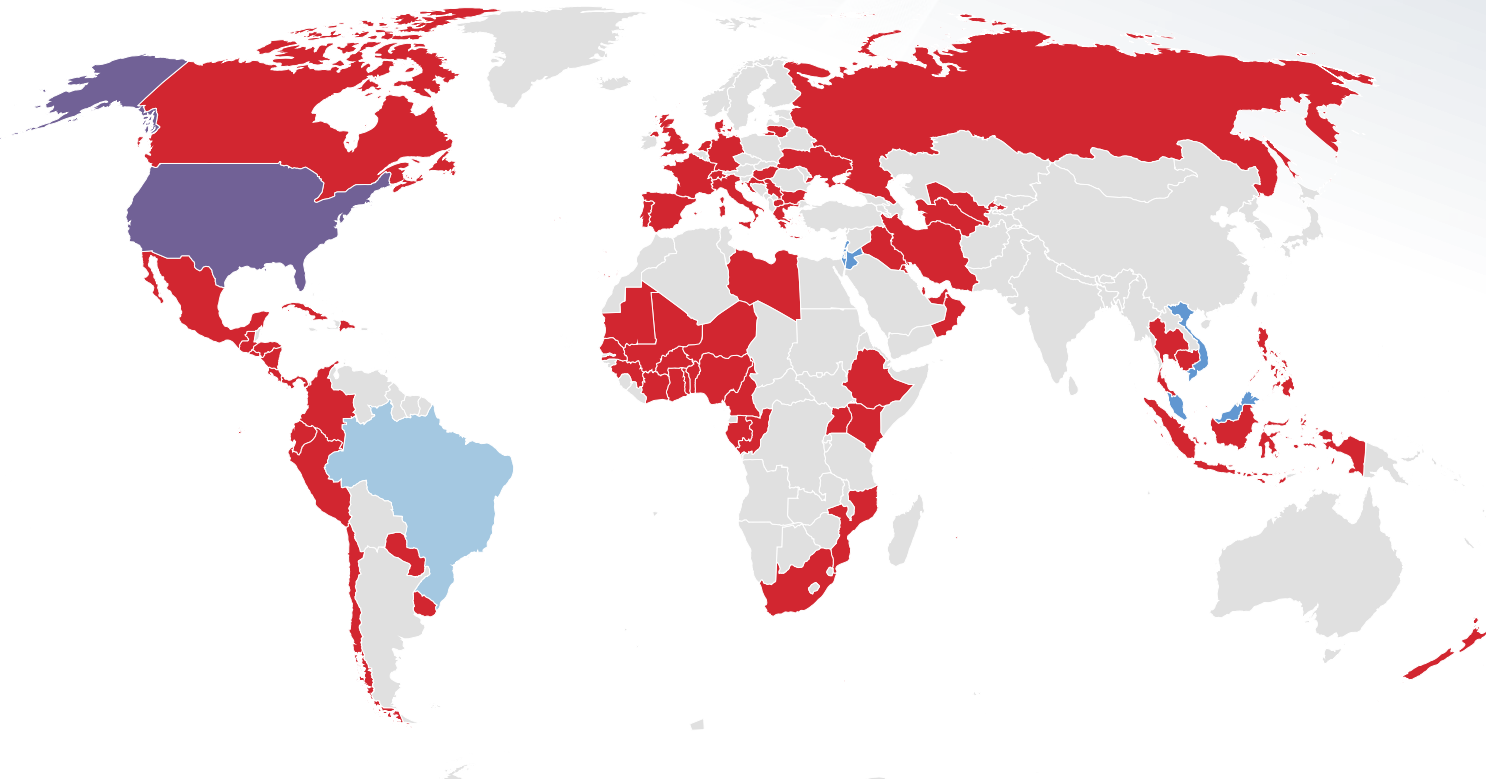
- G:** Generic
- FG:** First Generic
- V:** Vaccine
- I:** Innovator
- OTC:** Over the Counter
- AH:** Animal Health
- HH:** Human Health



4. Fosfomicin business consolidation

Gradual introduction of the profit sharing model to reach more markets and take advantage of the markets and take advantage of the different price levels in each of them

■ Registrations and sales of Fosfomicin ■ Fosfomicin on going registrations ■ Technological transfer ■ On going Technological transfer



Lines of action

- First-choice drug indicated for the treatment of uncomplicated acute cystitis uncomplicated acute cystitis in adult women and adolescents. A single-dose treatment with rapid absorption.
- In Spain B2B through the market leader under its own brand name.
- The licensing-out agreements provide for production at Labiana and sales under the customer's brand, particularly under the customer's brand name, especially for export.
- Given the different price levels in each and every one of the markets in which its customers markets where its customers operate, Labiana modified its business model to profit sharing for high business model to profit sharing for highly profitable markets.
- Labiana currently has 102 authorized MAs and 20 new ones in the pipeline. new ones in the pipeline.

5. Increase profitability by increasing margins

I

Maximizing revenues

1. New product development (increase profit margin).
2. Diversification (PETS area).
3. Leverage and strengthen synergies between different divisions.
4. Expand and diversify contract manufacturing services for current CDMO customers.
5. New geographic markets.

II

Increased operational efficiency

1. Production Optimization (automation, monitoring and predictive analytics).
2. Supply Chain Management and inventory optimization.
3. Optimization of quality management systems (minimize rejects and returns)
4. Focus investments on regulatory compliance, productivity and growth.
5. Production sustainability (energy efficiency and waste and waste management).

6. Creating value through the synergies of the different areas



Livestock



Human



Pets

Areas of Synergies

Organization commercial.

High competitiveness in production services.

Specialized and synergistic R&D teams and synergic teams in human and veterinary and veterinary health.

Corporate customers for both business units.

Synergy of know-how in molecules for human use for the development of new veterinary portfolio.

Transfer of know-how between the different divisions and areas.

Business Plan Guidelines

Strengthen all divisions

- **Steady growth in the CDMO division:**
 - › Diversification of services to existing customers.
 - › Expansion of the portfolio of new clients.
- **Commitment to the development of its own vademecum:**
 - › The veterinary division will be the fastest growing business:
 1. Launch of new products.
 2. Exploitation of the existing commercial network (synergies between different areas).
 3. New markets through new distribution agreements and MAs.
 - › The human division will benefit from:
 1. Growth in Fosfomicin revenues.
 2. Launch of new products currently in development.

Increasing profitability

- **Operational improvements:**
 - › Margin optimization mix: higher volumes, Group-wide purchasing management, inventory optimization, etc.
 - › Operational improvements based on technology, indicators, analysis and forecasting systems, etc.
- **Revenue maximization:**
 - › Diversification of products and services (innovation, PETS areas, expanding vademecum, expanding CDMO services, etc.)
 - › Leverage and enhance synergies between different divisions.
 - › Cost monitoring and price review and adjustment.
 - › New geographic markets.

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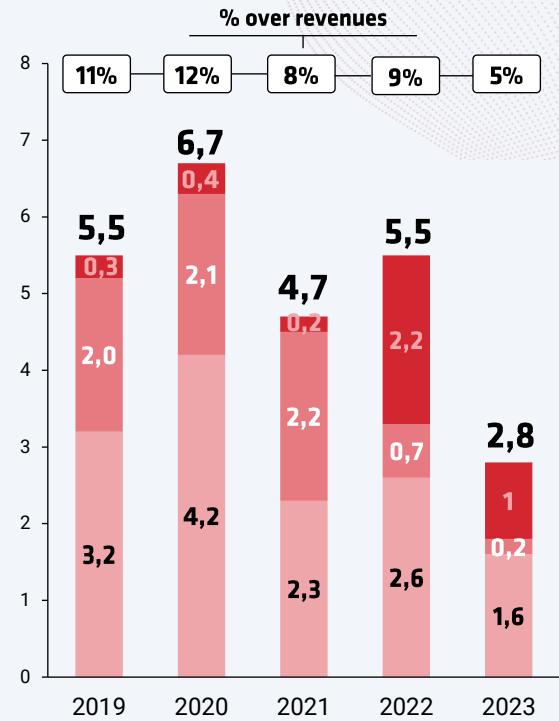
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CapEx and Financing

Total CapEx evolution

(Million euros)

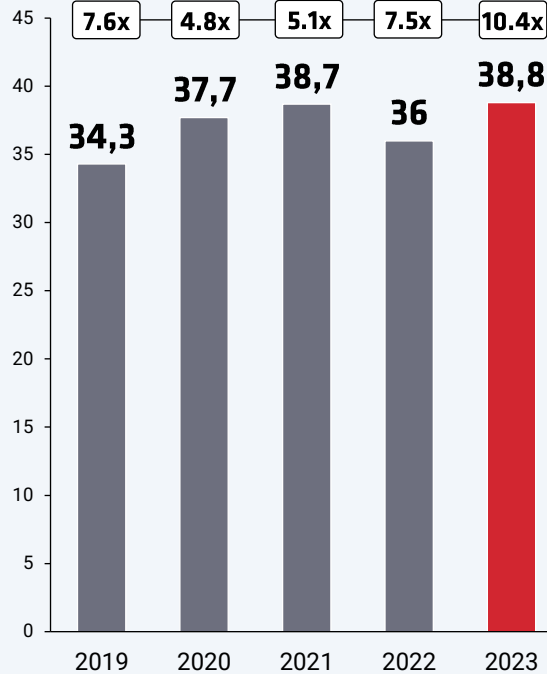
- Other intangibles
- Investment in R&D
- Tangible assets



Net Debt⁽¹⁾ Evolution

(Million euros)

Net debt/adj. EBITDA⁽²⁾



Targets 2029E

Annual CapEx 2024E-2029E

c. €5M

NFD/EBITDA

<3.0x

Working Cap.

Stable

1

Strengthen the balance sheet (new equity) about **€5mn to €10mn**

2

Reorganize the debt through:

- Refinancing plan to lengthen maturities and improve cost of liabilities
- Optimization of the assets base

3

Purely informative effect. Adjusted EBITDA last period 2023: **1,8M€ (figures not audited)**

Source: Annual accounts, company information.

Note (1): Net debt calculated as the sum of long-term and short-term debt (gross debt) minus cash for the year. Note (2): Adjusted EBITDA as earnings before interest, taxes, depreciation and amortization deducting extraordinary expenses derived from the increase in material costs due to inflation caused by international conflicts and price increases in energy and raw materials; the IPO; the VTZ/LSEE merger; the non-acquisition process of Laboratorios Ovejero as well as the impact on the cost caused by the devaluation of the Turkish lira on the gross margin (sales and cost of sales) in our Turkish subsidiary in 2022. In the case of 2023 are those arising from the Miralta & Blantyre process and the search for advisors (advisors for the entire process).

Disinvestment in Serbia, deleveraging and value creation

Dilution by capital increase of **€3M** to **10%** stake in Serbian subsidiary.

Reduction of proforma consolidated debt at year-end 2023 by **€8.5M**.

Release of **€0.9M** of Labiana Life guarantees (area that manages animal health business).

Strengthening capital structure and maintaining biologics development and manufacturing capacity.

Accounting impact of non-consolidation of subsidiary Zavod (Serbia)

	2023 audited	Proforma 2023
	(with Zavod)	(without Zavod)
Net Financial Debt	€38.9M	€32.1M
Adjusted EBITDA	€3.7M	€4.5M
NFD/Adjusted EBITDA	10.5x	7.1x

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Why invest in Labiana?



A growth **story**

- **Growth opportunities** through **geographic diversification** and **expansion**.
- Expand the **Fosfomycin** profit sharing model.
- **New value-added products** development and launch.
- **Leverage** the production and distribution **synergies** of the group.



Unique **strengths**

- **Labiana is recognized for its injectables platform as a benchmark in both divisions.**
- Broad portfolio of **first-tier customers with long-term relationships.**
- **Extensive internal capacity** to develop, manufacture and commercialize products.
- **Strong capacity** to develop products of **high galenic complexity.**



Favorable Industry **dynamics** and **prospects**

- **Increasing population and income**, prospects for high growth in protein consumption.
- **Livestock:** regulatory trends towards restriction of mass treatments.
- **Pets:** increase in pet ownership and life expectancy.
- **Human:** aging population with prevalence of generics in human medicine.
- **Defensive** and **countercyclical** sector with **highly positive projections.**



Gracias.

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