

Lavipharm: 9-month 2024 Key Financial Figures
21.2% increase in adjusted EBITDA
from continuing operations

Paiania, 14 November 2024 - Lavipharm S.A. reports key consolidated financial figures of the first nine months of 2024.

An increase of 21.2% was posted on the Group's adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) from continuing operations for the first nine months of 2024, which reached EUR 9.08 million, up from EUR 7.55 million during the corresponding period of the previous year. Accordingly, adjusted earnings before interest, taxes, depreciation and amortization (EBITDA) totaled EUR 9.42 million, up from EUR 7.47 million, growing by 26.1%. It should be noted that expenses were burdened by a non-cash (accounting) entry of EUR 1.02 million for the valuation of personnel stock award and stock option programs for the period.

Consolidated Sales before clawback and rebate deductions amounted to EUR 47.38 million, up from EUR 40.85 million in the corresponding period last year, representing a double-digit growth of 16%.

Gross profit of the first nine months of 2024 amounted to EUR 19.89 million compared to EUR 16.35 million in the same period of the previous year, up by 21.63%.

Consolidated Earnings before Taxes from continuing operations amounted to EUR 4.28 million compared to EUR 2.83 million during the Nine Months 2023, representing a significant increase of 51.3%

Total profit after taxes reached EUR 9.22 million compared to EUR 2.10 million during the first nine months of 2023, showing an explosive increase of 338.6% due to the recognition of a deferred tax asset arising from the Group's decision to liquidate subsidiaries with accumulated losses from the past.

Net borrowing of the Lavipharm Group as of 30/09/2024 amounted to EUR 26.04 million.

In terms of sales, export activity showed an increase of 11.4%. In the domestic market, sales of prescription drugs increased by 28.0%, while over-the-counter (OTC) sales rose by 13.8%. Other Sales of the Group, which represent 4.8% of total turnover and are related to ancillary operations, declined by 18.5%.

KEY CONSOLIDATED FINANCIAL FIGURES

(amounts in € million)	9M 2024	9M 2023
Sales before Clawback-Rebates	47.38	40.85
Clawback-Rebates	6.09	4.76
Net Sales	41.29	36.09
Gross profit	19.89	16.35
Adjusted Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) from continuing operations	9.08	7.55
Adjusted Earnings before Taxes from continuing operations	4.28	2.83
Earnings before Taxes from continuing operations	8.89	2.21
Earnings after Taxes	9.22	2.10

(amounts in € million)	9M 2024	9M 2023	Movement %
International Sales of pharmaceutical products	18.83	16.90	11.4%
Domestic Sales of Rx pharmaceutical products	19.75	15.42	28.0%
Domestic Sales of non-prescription pharmaceutical (OTC) products	6.54	5.74	13.8%
Other Sales	2.27	2.79	-18.5%
Total Sales	47.38	40.85	16.0%

For more information:

Investor Relations

Tel. +30 210 6691 121

Email: ir@lavipharm.com

Corporate Communications

Tel. +30 210 6691 106

Email: communications@lavipharm.com