

Company Factsheet

November 2020

hikma.

Company description

Hikma is a multinational pharmaceutical company. Headquartered in the UK, we are a global company with a local presence across the US, MENA and Europe, providing our customers with a broad range of generic medicines.

LSE: HIK | NASDAQ Dubai: HIK

Purpose

At Hikma, our vision is of a healthier world that enriches all our communities.

Thanks to our relentless focus on producing only the highest-quality products, the respect and excellence in our customer service, our global reach and our founding family values, Hikma is the reliable and trusted healthcare partner of choice – able to bring better health within reach for everyone, every day.

Key group financials

(Year end December 2019)

Core revenue
2019: \$2,203m
2018: \$2,076m

Core operating profit
2019: \$508m
2018: \$460m

Core EBITDA
2019: \$593m
2018: \$549m

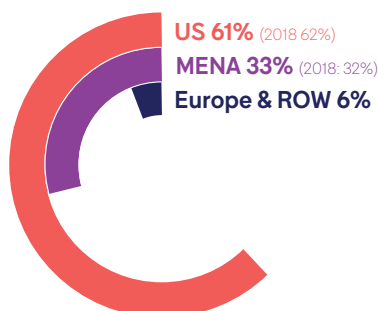
Core basic EPS
2019: 150.4c
2018: 137.8c

DPS
2019: 44c
2018: 38c

Net debt to EBITDA
2019: 0.4x
2018: 0.7x

Core results show the underlying performance of the Group, excluding exceptional items.

% Group core revenue



Strategy

Hikma's strategy is to deliver high quality, affordable medicines and make healthcare more accessible to patients by delivering more from its strong foundation, inspiring and enabling its people, and building a portfolio that anticipates future health needs across its three business segments.



Injectables

Our Injectables business develops and manufactures generic injectable products. Our products are sold globally and are primarily used in hospitals.



Generics

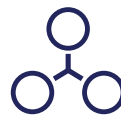
Our Generics business develops and manufactures oral and other non-injectable generic products. Our products are sold in the US retail market.



Branded

Our Branded business develops and manufactures branded generics and markets and sells in-licensed patented products in MENA. Our products are sold in the retail and hospital markets

Company strengths



Unique and diversified business model



Injectables **41%**
Generics **33%**
Branded **26%**



#3

Strong market position

Third largest generic injectable manufacturer in the US
Leading pharmaceutical company in MENA



5

Commitment to quality

FDA inspections in 2019, with no critical observations



500+

Large and growing pipeline

Products in our pipeline



69%

Cash generation

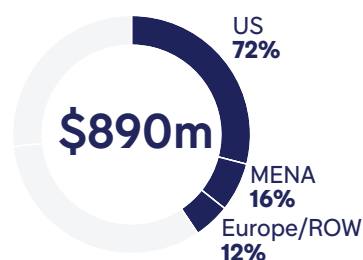
Free cash flow/core operating profit¹

1. Free cash flow is defined as net cash inflow from operating activities less purchases of property, plant and equipment.

Injectables

Hikma's Injectables business manufactures generic injectable medicines and primarily used in hospitals – we are the third largest manufacturer of injectable generics by volume in the US

Core Revenue



Core Op. Profit



Key focus areas

- Continue to grow our base business through our scale and strength of customer relationships
- New product launches – products launched in last 4 years contributed 23% to 2019 US Injectables revenue and reliance on top 10 products has declined from 59% in 2016 to 45% in 2019
- Drive demand in MENA and Europe, including through biosimilars and use of new HCO facility

Products: Anti-infectives, pain management, cardiovascular, oncology

Customers: Hospitals, Group Purchasing Organisations, Civica Rx

Capabilities: Sterile liquid, powder, lyophilised and cytotoxic products, in a broad range of forms, including vials, ampules, bags and prefilled syringes, manufactured in facilities in the US, Portugal, Germany, Italy and MENA

Generics

Hikma's Generics business develops and manufactures oral and other non-injectable generic medicines for the US market

Core Revenue



Core Op. Profit



Key focus areas

- Differentiation – focus on most valuable areas of the market, such as through our respiratory offering and our leading nasal spray offering (over 50% of our portfolio has 5 or fewer competitors)
- Quality – world-class FDA-inspected facilities
- Pipeline – new products are key to growth and we have 91 products in our pipeline for a total addressable market of \$29 billion as well as a focus on partnerships

Products: Broad product portfolio encompassing oral solids and liquids and leader in US prescription nasal sprays

Customers: 90% of retail generics bought by three customer consortia

Capabilities: State of the art facility in Columbus Ohio, as well as US FDA-inspected facilities in Saudi Arabia and Jordan

Branded

Hikma's Branded business develops, manufactures and markets branded generic and in-licensed patented products in MENA. Our products are sold in the retail and hospital market

Core Revenue



Core Op. Profit



Key focus areas

- We operate in all markets across the MENA region, with a tiered approach, focusing on the highest value markets (Tier 1: Saudi Arabia, Algeria, Egypt)
- R&D is focused on key markets and therapeutic areas where we see value
- Partnerships are a key contributor to this business and we work hard to maintain our partner of choice status with global innovative pharma companies

Products: Broad portfolio of branded generics and in-licensed products – we are the partner of choice in the region

Customers: Pharmacies and hospitals across the region

Capabilities: Manufacturing facilities in seven countries, many of which are both locally approved, and US FDA and EMA-approved. 2,000 sales representatives across our 18 markets

Company information

CEO: Siggı Olafsson
CFO: Khalid Nabılsı
Hikma Pharmaceuticals PLC
1 New Burlington Place
Mayfair
London W1S 2HR

Contacts

Susan Ringdal EVP Strategic Planning and Global Affairs | susan.ringdal@hikma.uk.com | 020 7399 2760
Brooke Clarke Global Head of Communications & Corporate Affairs | Brooke@Hikma.uk.com | +44 (0) 7970 338 250
Guy Featherstone Investor Relations Senior Manager | gfeatherstone@hikma.com | 020 3892 4389
Layan Kalisse Investor Relations Analyst | layan@hikma.com | 020 7399 2788