

Company Factsheet



February 2021

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 2020)

Core revenue
2020: \$2,341m
2019: \$2,203m

Core operating profit
2020: \$566m
2019: \$508m

Core EBITDA
2020: \$674m
2019: \$593m

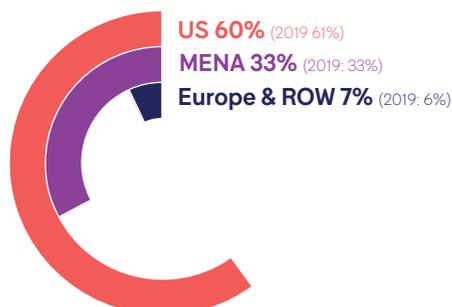
Core basic EPS
2020: 172.9c
2019: 150.4c

DPS
2020: 50c
2019: 44c

Net debt to EBITDA
2020: 0.9x
2019: 0.4x

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 across our markets and are primarily used in hospitals.



Generics

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



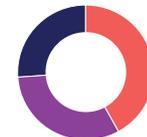
Branded

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 **42%**
Generics **32%**
Branded **26%**



#3

Strong market position

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



30+

Commitment to quality

US FDA inspections of Hikma facilities over the last five years



500+

Large and growing pipeline

Products in our pipeline



52%

Cash generation

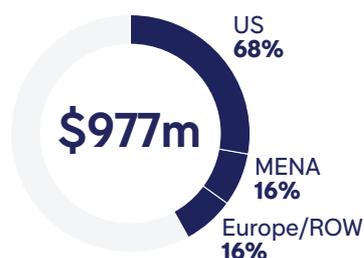
Free cash flow/core operating profit¹

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 since 2016 contributed 27% to 2020 US Injectables revenue
- Drive demand in MENA and Europe, including through biosimilars and use of new HCO facility in Portugal

Products: Includes anti-infectives, pain management, cardiovascular, oncology

Customers: Includes hospitals, Group Purchasing Organisations, Civica Rx

Capabilities: Includes 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. Our R&D team are focussed on adding new products and partnerships

Core Revenue



Core Op. Profit



Key focus areas

- Differentiation – offer broad portfolio of differentiated products, including nasal sprays and respiratory
- Quality and operational efficiencies – world-class FDA-inspected facilities
- Pipeline – focus on adding differentiated products through R&D and 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 18 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
London W1S 2HR

Contacts

Press: mediainquiries@hikma.com

Investor Relations: UK-Investors@Hikma.com