

# Company Factsheet

# hikma.

## March 2022

Revised, 11 December 2022

### Company description

Hikma is a multinational pharmaceutical company. Listed on the London Stock Exchange, we are a global company with a local presence across North America, MENA and Europe, providing our customers with a broad range of generic, specialty and branded pharmaceutical products.

### Acting responsibly

At Hikma, we strive to put better health, within reach, every day and make a difference to people's lives.

We have a duty to act responsibly: for our people, patients, communities and the planet. We have identified four focus areas where we can drive positive impact.



### Key group financials

(Year end December 2021)

**Core revenue**  
2021: \$2,553m  
2020: \$2,341m

**Core operating profit**  
2021: \$632m  
2020: \$566m

**Core EBITDA**  
2021: \$727m  
2020: \$674m

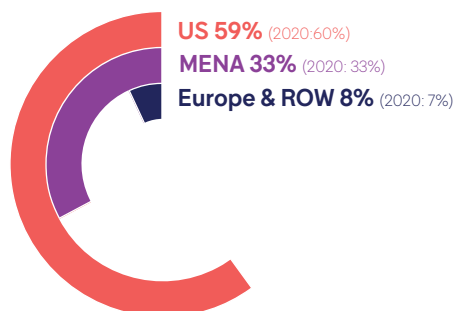
**Core basic EPS**  
2021: 194.8c  
2020: 172.9c

**DPS**  
2021: 54c  
2020: 50c

**Net debt to EBITDA**  
2021: 0.6x  
2020: 0.9x

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

We supply hospitals across our markets with generic injectables, supported by our manufacturing facilities in the US, Europe and MENA. In the US, we have broadened our product offering to include compounded sterile injectables.



#### Generics

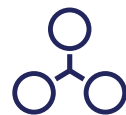
We supply oral and other non-injectable generic and specialty branded products in the US retail market, leveraging our state-of-art manufacturing facility in Columbus, Ohio.



#### Branded

We supply branded generics and in-licensed patented products from our local manufacturing facilities to retail and hospital customers across the MENA region.

### Company strengths



**Unique and diversified business model**



Injectables **41%**  
Generics **32%**  
Branded **26%**



**Strong market position**

**#3** generic injectable manufacturer in the US<sup>1</sup>  
**#3** pharmaceutical company in MENA<sup>2</sup>



**Commitment to quality**

**13** US FDA inspected plants  
**12** EMA-inspected plants



**Large and growing pipeline**

**280+** Products in our pipeline



**17.1%** ROIC

**Return on invested capital**  
Return on invested capital is calculated as core operating profit after interest and tax divided by invested capital (calculated as total equity plus net debt).

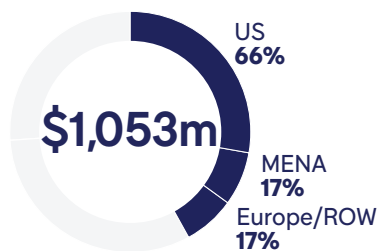
1. Source: IQVIA MAT through July 2022, generic injectable volumes by eache, excluding branded generics and Becton Dickinson

2. Source: IQVIA MIDAS\* World Review Pack Premium Monthly based on Values (USD MNF) for the period MAT September 2022 reflecting estimates of real-world activity in the following countries: ALGERIA, EGYPT, JORDAN, KUWAIT, LEBANON, MOROCCO, SAUDI ARABIA, TUNISIA, UAE

## Injectables



### 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 – launched 15 products in the US in 2021
- Drive demand in MENA and Europe, including through biosimilars and use of HCO facility in Portugal

**Products:** Includes anti-infectives, pain management, cardiovascular, oncology, compounded sterile injectables

**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



### 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 complex and specialty 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

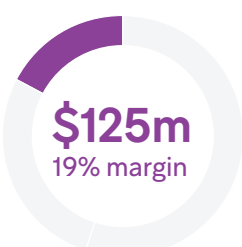
## Branded



### 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 and support staff across our 18 markets

### Company information

Executive Chairman  
& CEO:  
CFO:

Said Darwazah  
Khalid Nablisi

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