

Company Factsheet

February 2023

hikma.

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 2022)

Core revenue
2022: \$2,517m
2021: \$2,553m

Core operating profit
2022: \$596m
2021: \$632m

Core EBITDA
2022: \$694m
2021: \$727m

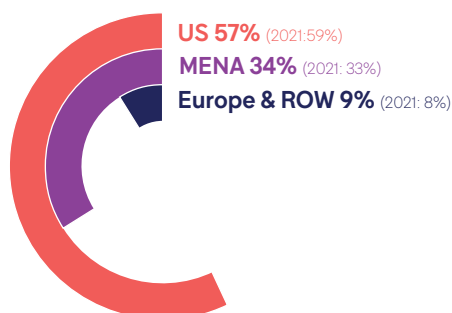
Core basic EPS
2022: 181.3c
2021: 194.8c

DPS
2022: 56c
2021: 54c

Net debt to EBITDA
2022: 1.5x
2021: 0.6x

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.



Branded

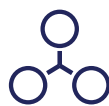
We supply branded generics and in-licensed patented products from our local manufacturing facilities to retail and hospital customers across the MENA region.



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.

Company strengths



Unique and diversified business model



Injectables 45%
Branded 27%
Generics 27%



Strong market position

#3 generic injectable manufacturer in the US¹
#3 pharmaceutical company in MENA²



Commitment to quality

13 US FDA inspected plants
12 EMA-inspected plants



Large and growing portfolio and pipeline

760+ Products
200+ Projects in our pipeline



14.9 %
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).

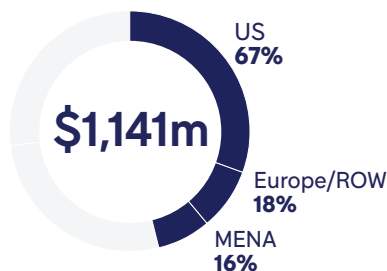
1. Source: IQVIA MAT through December 2022, generic injectable volumes by eache, excluding branded generics and Becton Dickinson

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
- Launch between 10 to 15 products in the US every year
- Strengthen MENA and expand EU

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

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 high value therapeutic areas
- 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

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

Company information

Executive Chairman &
Chief Executive Officer: **Said Darwazah**
Chief Financial Officer: **Khalid Nabils**

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Contacts

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