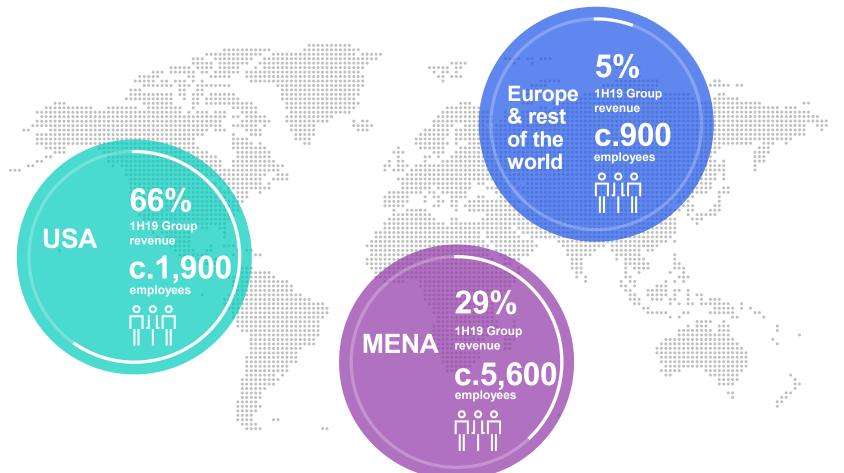


# A unique and well-diversified business model

#### **Our markets**



#### **Our operations**

#### Injectables

1H19 segmental revenue

\$428m



#### **Generics**

1H19 segmental revenue

\$368m



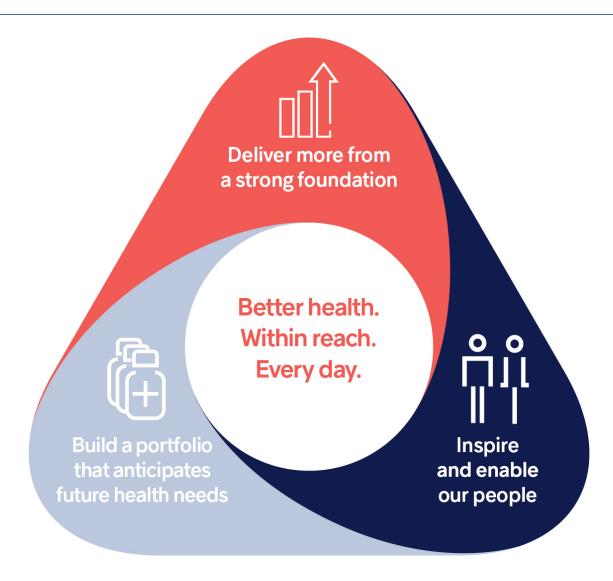
#### **Branded**

1H19 segmental revenue

\$242m



# **Delivering sustainable growth**



# Injectables

# Injectables overview

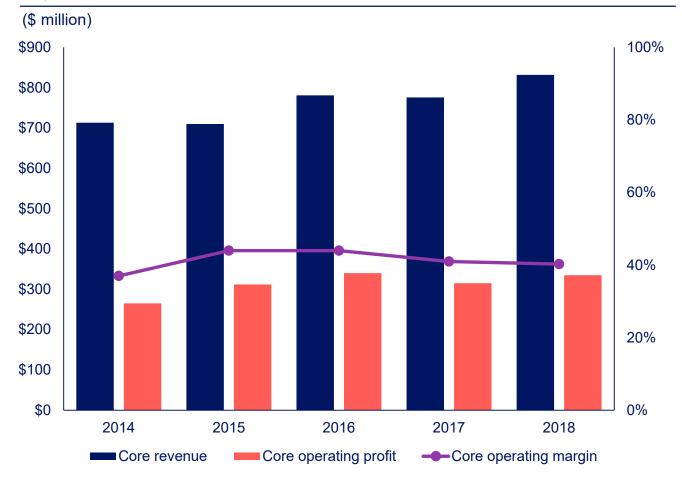


Top 3
generic injectables
manufacturer in
the US

3 core geographies

5 manufacturing sites around the world 1 billion units
of annual
injectables
manufacturing
capacity

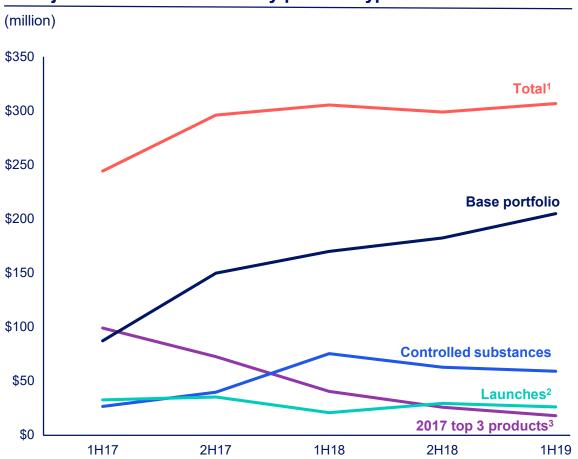
#### Injectables financial performance



# Resilient portfolio and new launches are offsetting headwinds to drive growth



#### **US** Injectables core revenue by product type



#### **Partnering with Civica Rx**



**5-year** agreement to manufacture and supply Civica's growing membership of US health systems (1,100+ hospitals)



**14 essential injectable medications**, often in short supply, including emergency care, surgery, pain management and hypertension. Started shipping in 4Q19



**Volume commitments** with fair and **sustainable** pricing provides stability for our business

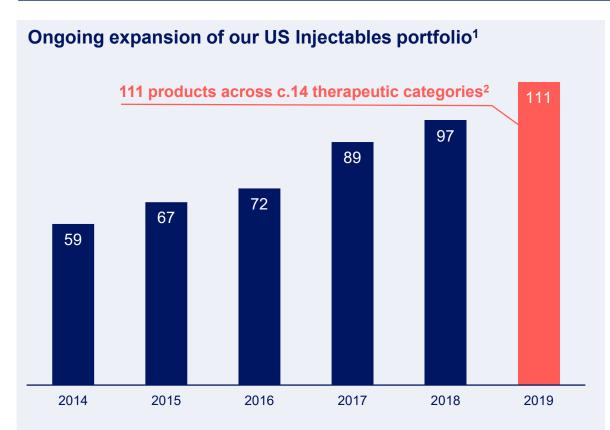
<sup>&</sup>lt;sup>1</sup> Does not include contract manufacturing

<sup>&</sup>lt;sup>2</sup> Launches in each period include products launched in the preceding 18 months

<sup>&</sup>lt;sup>3</sup> 2017 top 3 products comprise of glycopyrrolate, neostigmine and thiotepa

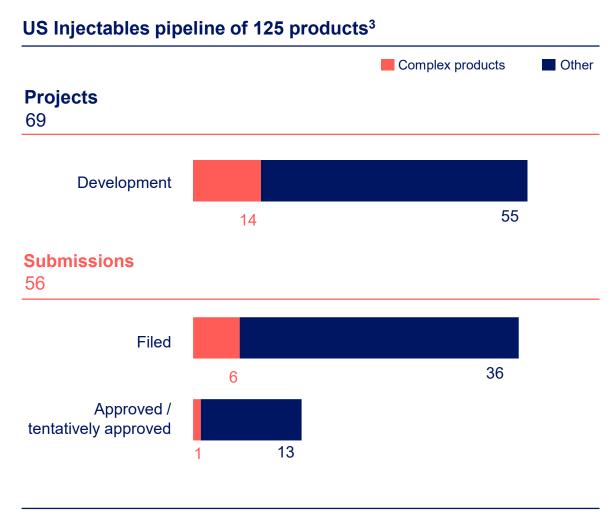
# Developing a pipeline of differentiated products to drive future growth







- Continue to invest in the growth of our portfolio
- Launched 14 products in 2019



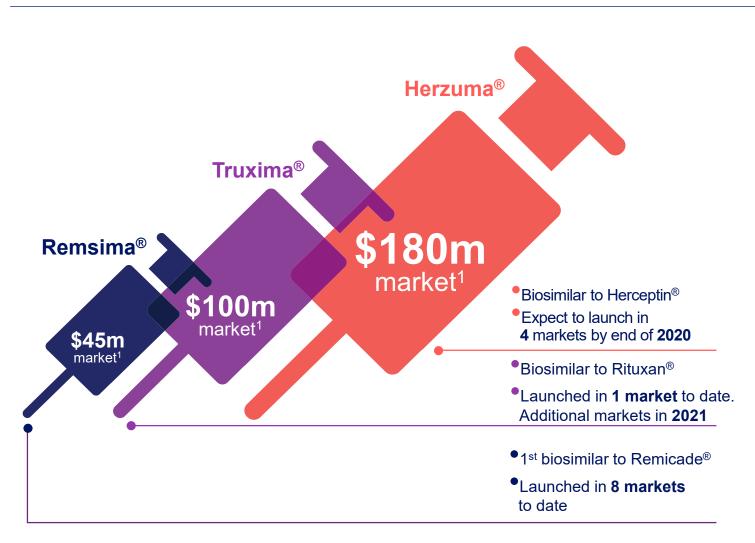
<sup>&</sup>lt;sup>1</sup> Portfolio at December 2019

<sup>&</sup>lt;sup>2</sup> United States Pharmacopeia (USP) therapeutic categories

<sup>&</sup>lt;sup>3</sup> Pipeline at July 2019. Complex products are counted according to FDA's definition

# Investing in our portfolio and manufacturing capabilities for MENA and Europe







Initiated production in our new high containment operation (HCO) facility in Portugal to supply **Europe** and **MENA** 

<sup>&</sup>lt;sup>1</sup> Market size based on local tender data, 2018



#### **Generics overview**



State of the art

manufacturing facility in Columbus, Ohio

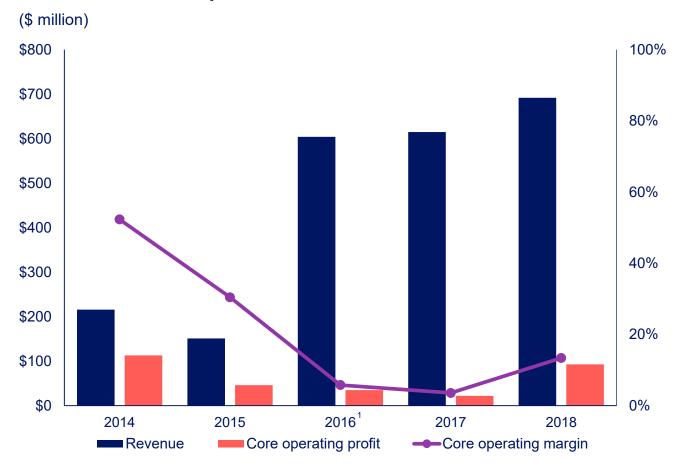
>80 products

# Capabilities

in orals, liquids, nasal sprays, respiratory, high-containment and controlled substances

Over 1,000 employees

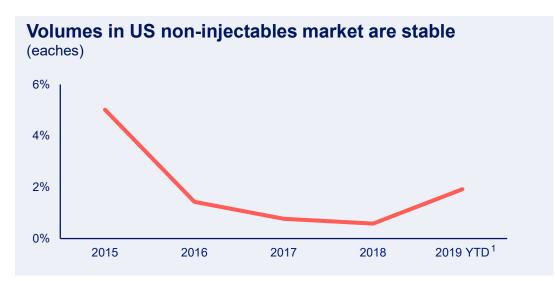
#### **Generics financial performance**

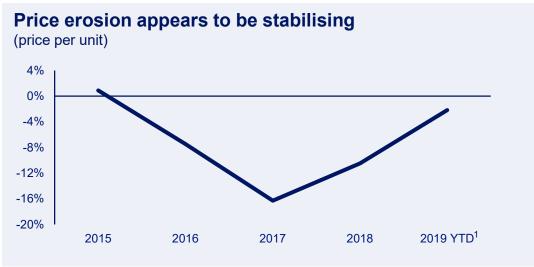


<sup>&</sup>lt;sup>1</sup> Roxane acquisition was completed in February 2016

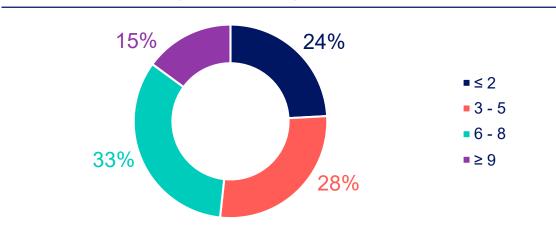
# Our differentiated product portfolio and enhanced commercial capabilities are delivering growth



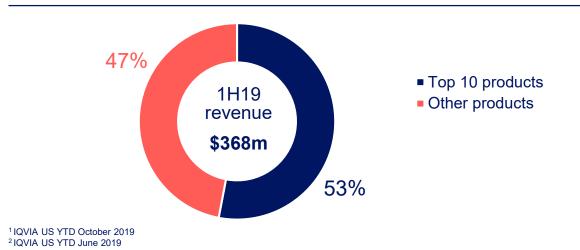




#### Generics portfolio by number of generic competitors<sup>1</sup>



#### **Generics revenue by product**

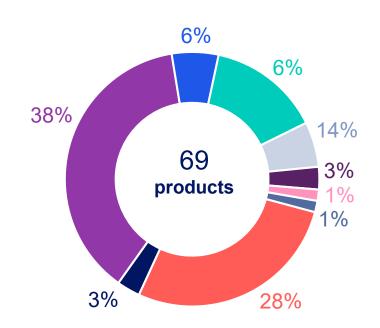


# Developing a pipeline of complex products to drive future growth



#### Pipeline by dosage form

(as at July 2019)



- Instant release capsules
- Instant release tablets
- Liquids
- Opthalmic/Otic
- Ointment

- Extended release (ER) capsules
- ER/Delayed release/Chew tablets
- Dry powder inhalers (DPI)
- Transdermal

#### **Our disclosed Generics Paragraph IV pipeline**

Product	PIV status	Current US market size (\$m)¹
Afinitor® Novartis	Settled	825
<b>Fetzima</b> ® Allergan	Active litigation	99
Tarceva® Genentech	Settled	113
<b>Vascepa</b> ® Amarin	Active litigation	752
<b>Xyrem</b> ® Jazz	Settled; launch by Jan 2023	1,405 <sup>2</sup>
<b>Banzel</b> ® Eisai	Settled	377
Noxafil <sup>®</sup> Merck	Settled	342
Thalomid® Celgene	Active litigation	75³
Xtandi® Astellas	Settled	1,127
Zortress® Novartis	Settled	162
1101//4 110 144 7 0 1 1 0		<u> </u>

<sup>&</sup>lt;sup>1</sup> IQVIA US MAT October 2019

<sup>&</sup>lt;sup>2</sup> IQVIA does not fully capture REMs products. Jazz's reported US sales of Xyrem were \$1,405 million in 2018

<sup>&</sup>lt;sup>3</sup> IQVIA does not fully capture REMs products. Hikma's estimate based on Celgene's reported Thalomid sales of \$114 million for all markets in 2018



#### **Branded overview**



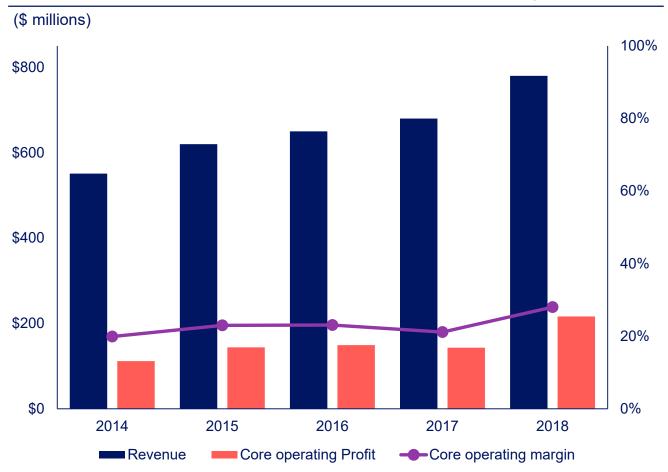
14

5<sup>th</sup> largest pharma company in MENA Manufacturing facilities in 7 countries

~2,000 sales representatives

Presence in over 30 markets

#### Branded financial performance in constant currency<sup>1</sup>

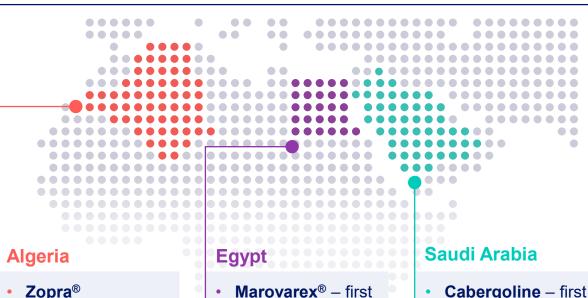


<sup>&</sup>lt;sup>1</sup> Constant currency numbers represent 2015-2018 numbers re-stated using average exchange rates in 2014, excluding price increases in the business which resulted from the devaluation of currencies

# Launching differentiated products and adding new partnerships



#### 1H19 key launches in core markets



inhibitor
Relaunched
cephalosporins
from new plant
acquired in 2018

(lansoprazole) - a

proton pump

Marovarex® – first
 Dimethyl Fumarate
 product in Egypt

- Cabergoline first generic to Pfizer's Dostinex<sup>®</sup>
- Unisia® an in-licensed product from Takeda

#### 2019 partnerships



Exclusive license agreement to commercialise cariprazine, a novel antipsychotic, in certain MENA markets



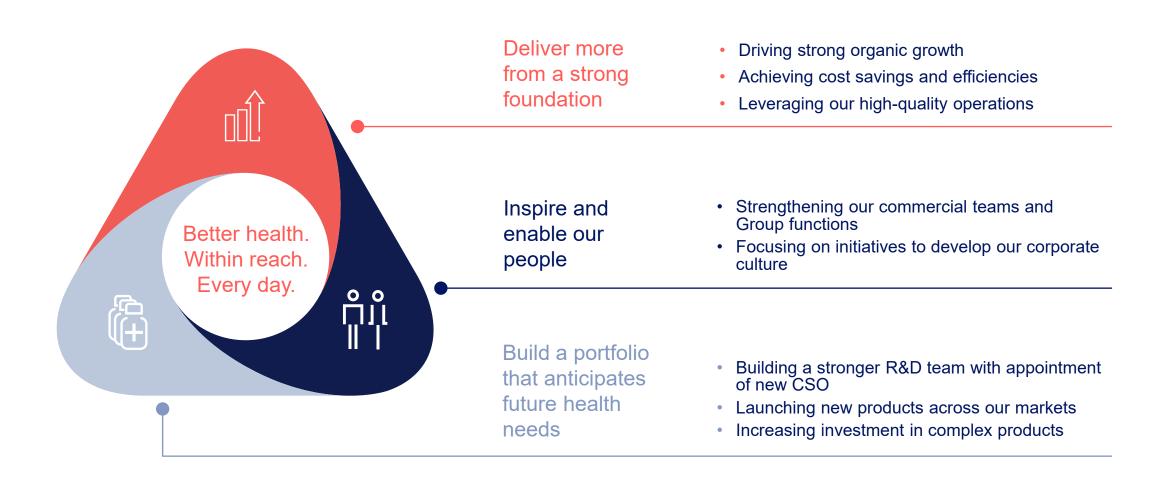
License agreement for Bilastine orally disintegrating tablet and syrup



Exclusive license agreement to commercialise 11 of Chiesi's products in Egypt, primarily in respiratory and neonatal



# **Delivering sustainable growth**





# 2019 guidance

# Injectables

#### Generics



#### Branded



- Revenue:\$870 million to \$900 million
- Core operating margin:36% to 38%

- Revenue: \$690 million to \$720 million
- Core operating margin:16% to 18%

Revenue growth in constant currency:mid-single digits

# Net finance expense



Net finance expense:c.\$50 million





Capital expenditure:c.\$120 million





Core effective tax rate:c.21%

# hikma.

Better health. Within Reach. Everyday.