



Quality For All

## Tenth of Ramadan for Pharmaceutical Industries and Diagnostic Reagents (Rameda) S.A.E

EARNINGS PRESS RELEASE 9M21

### Tenth of Ramadan for Pharmaceutical Industries and Diagnostic Reagents (Rameda) S.A.E. reports stellar FY21 results, with top-and-bottom-line growth of 30% y-o-y and 61% respectively.

February 24<sup>th</sup>, 2022 | Cairo, Egypt

Tenth of Ramadan for Pharmaceutical Industries and Diagnostic Reagents (Rameda) S.A.E. (the “Company”, and, together with its consolidated subsidiaries, “Rameda” or the “Group”), RMDA.CA on the EGX, a leading Egyptian pharmaceutical company, announces today its consolidated results for the twelve-month period ending 31 December 2021.

Total volumes (excluding toll manufacturing) sold grew by 0.3% y-o-y to 61.0 million units, with increasing volumes from private sales by 16.6% y-o-y offset by decreasing volumes at the Group’s tenders and export segments by 12.1% and 18.5% respectively. Toll manufacturing volumes grew by a significant 32.8% y-o-y to 34.5 million units during the same period.

Meanwhile, consolidated revenues came in at EGP 1.3 billion in FY21, up by 29.8% y-o-y, with double-digit growth across all of Rameda’s verticals. Growth was driven by the ramp-up in sales of the Group’s recent launches, with products launched since the beginning of FY20 representing 33% of total FY21 revenues. Higher revenue growth relative to volume growth across all of Rameda’s segments underscores the success of the Group’s continuous portfolio optimization strategy geared towards higher priced products associated with strong margins.

Gross profit increased by 29.3% y-o-y to record EGP 577.4 million in FY21, representing a GPM decline of 0.2 percentage points during the same period to 46.3%, with decreasing API costs in 4Q21 culminating into GPM growth 4.8 percentage points between 1Q21 and 4Q21 to come in at 47.7% by the last quarter of the year, up by 2.7 percentage points y-o-y and demonstrating improvements to GPM on a quarterly basis.

The Group’s adjusted EBITDA<sup>1</sup> came in at EGP 338.7 million in FY21, up by 28.4% y-o-y and yielding an EBITDA margin of 27.2%, down by 0.3 percentage points y-o-y, despite a 2.6 pts decrease in SG&A expenses as a percentage of revenues during the period, primarily driven by the decrease in the Group’s GPM.

Net Income after minority interest climbed 61.5% y-o-y to book EGP 181.2 million in FY21, representing a 2.9 percentage point hike in the Group’s corresponding NPM to 14.5%, with bottom line growth driven by enhanced operating leverage.

### Summary Income Statement

EGP mn	4Q20	4Q21	YoY Change	FY20	FY21	YoY Change
Revenues	287.3	393.9	37.1%	960.2	1,246.4	29.8%
Gross Profit	129.4	188.0	45.2%	446.6	577.4	29.3%
GP Margin	45.1%	47.7	+2.7 pp	46.5%	46.3%	-0.2 pp
Adjusted EBITDA <sup>1</sup>	78.5	122.5	56.1%	263.8	338.7	28.4%
Adj. EBITDA Margin	27.3%	31.1%	+3.8 pp	27.5%	27.2%	-0.3 pp
EBIT	63.5	110.7	74.2%	207.6	292.5	40.9%
EBIT Margin	22.1%	28.1%	+6 pp	21.6%	23.5%	+1.8 pp
Net Profit after Minority Interest	43.5	74.1	70.2%	112.2	181.2	61.5%
NP Margin	15.1%	18.8%	+3.7 pp	11.7%	14.5%	+2.9 pp
EPS	0.0435	0.0741	70.2%	0.1122	0.1812	61.5%

<sup>1</sup> Adjusted for impairments, provisions, and universal healthcare tax

Revenues generated from private sales increased by 25.7% y-o-y to come in at EGP 829.1 million in FY21, contributing 67% and 59% of its top line and absolute growth respectively as a result of increasing volumes sold, driven by strong demand for the Group's antibiotic and antiviral medication brought about by COVID-19 and the ramp-up in sales of the Group's recent launches, coupled with higher average pricing of products sold,

Revenues from tenders came in at EGP 252.0 million in FY21, up by 26.2% y-o-y and ranking second in terms of its contribution to the Group's total revenues and absolute revenue growth, at 20% and 18% respectively during the period. This came despite a 12.1% y-o-y decline in volumes in line with management's strategy to reduce the segment's contribution to Ramedata's top line in order to enhance the Group's operating profitability

Revenues from exports grew by 76.0% y-o-y to record EGP 87.9 million, despite a decrease in volumes by 18.5% y-o-y during the same period, with the majority of exports accounting for sales of Ramedata's antivirals, typically associated with lower volumes and higher pricing.

Toll manufacturing volumes grew by 32.8% year-on-year to 34.5 million units in FY21, driven by increasing utilization of the Group's unique lyophilized production capabilities through an expanding client base that came in at 41 companies during the year. This translated into revenues of EGP 77.5 mn recorded from the segment in FY21, up by 52.4% y-o-y.

## Comments from our Management Team

"We are pleased to report another year of solid growth, which saw Ramedata's top line significantly outpace that of the overall pharmaceutical market in 2021, at 35.5% year-on-year compared to overall market growth of 7.3% year-on-year, according to IQVIA's latest estimates, making the Group the 3rd fastest growing pharmaceutical player among its local and international peers. Ramedata's private market sales growth also exceeded that of the overall private market during the same period, by 28.2 percentage points, at 35.5% year-on-year resulting in a private market evolution index of 126.2 during the period," **commented Dr. Amr Morsy, CEO of Ramedata**. "Our success lies in our unwavering focus on bringing new products to market, all while expanding our offering into new therapeutic areas and geographies beyond our home borders, and stands testament to the Group's ability to deliver on its growth and operational strategies in the face of uncertainty and continuous headwinds.

"Ramedata was able to continue to deliver on its portfolio growth strategy in 2021, with a total of 7 new products added during the year, in line with our previously communicated target launches. With these new launches, we successfully saw our overall retail pricing, according to IQVIA, increase by 8% year-on-year to EGP 36.3 during the same period. The last quarter saw us launch 3 products, with the planned launch of 3 nutraceuticals during the quarter shifting to Q1 2022. With molecule acquisitions and product launches playing a central role in Ramedata's growth, we will continue to deliver on the expansion of our portfolio with the planned launch of 8-10 new products at relatively higher price points relative to its existing portfolio in the coming year, covering key high-growth therapeutic areas, in addition to nutraceuticals and existing line extensions. We look forward to these key new launches, as well as the ramp-up in sales of recently launched products, to drive growth for Ramedata in both the short-and-medium-term. It is in this light that I am pleased to report that our recent acquisitions made after the IPO have contributed c. 175 mn in FY21, representing 14% of our top line, with corresponding high margins. Vaxato, generated EGP 32.4 mn in its first 5 months under Ramedata's portfolio, representing 2.6% of our overall top line. The product also ranked 4th in its corresponding TA within the Egyptian market in terms of FY21 sales by value



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“The exceptional performance of our portfolio of COVID-19-related antivirals, Anviziram and Remdesivir, underlines the integral role Rameda has played in the frontlines of the fight against the pandemic since we received our final commercial manufacturing licenses to produce both medicines in 3Q20. With a strong understanding of the critical role of the pharmaceutical industry in a health crisis like this, I am pleased to report that Rameda has supplied the market with a combined 378,856 units locally and 120,650 units internationally of potential life-saving antivirals to date. With the upcoming launch of our latest antiviral, Molnupiravir, we remain steadfast in our commitment to devote Rameda’s capabilities and resources towards the well-being and lives of communities locally and in the markets we export to.

“As we recap our performance for the year, I could not be more proud of the resilience and agility our employees have demonstrated. In light of ever-changing circumstances, they maintained the supply of our products to the patients who needed them, while advancing our pipeline and engaging with new customers, both locally and abroad. None of this would have been possible without their sheer commitment and determination. As we step into the new year, we aspire to continually improve at all fronts to ensure that we continue to serve our ultimate goal, helping people around the world live better and live longer with medicine that is both safe and accessible,” **concluded Dr. Morsy.**

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### About Rameda

Established in 1986, Rameda (RMDA.CA on EGX) is a leading Egyptian pharmaceutical company led by a team of professionals with extensive multinational experience. The company develops and produces a wide range of branded generic pharmaceuticals, nutraceuticals, food supplements and veterinary products. Rameda combines global standards with local insights and a customer-centric approach. It has developed a broad portfolio of products across multiple therapeutic areas, by successfully leveraging its strong product portfolio with its accretive product acquisitions to become one of the fastest-growing pharmaceutical players in Egypt. The company produces its wide range of dosage forms at its three manufacturing facilities located at the industrial complex in Cairo’s Sixth of October Industrial Zone.

### Forward-Looking Statements

This communication contains certain forward-looking statements. A forward-looking statement is any statement that does not relate to historical facts and events, and can be identified by the use of such words and phrases as “according to estimates”, “anticipates”, “assumes”, “believes”, “could”, “estimates”, “expects”, “intends”, “is of the opinion”, “may”, “plans”, “potential”, “predicts”, “projects”, “should”, “to the knowledge of”, “will”, “would”, or, in each case, their negatives, or other similar expressions that are intended to identify a statement as forward-looking. This applies, in particular, to statements containing information on future financial results, plans, or expectations regarding our business and management, our future growth or profitability and general economic and regulatory conditions and other matters affecting us.

Forward-looking statements reflect our management’s (“Management”) current views of future events, are based on Management’s assumptions, and involve known and unknown risks, uncertainties, and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by these forward-looking statements.



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The occurrence or non-occurrence of an assumption could cause our actual financial condition and results of operations to differ materially from, or fail to meet expectations expressed or implied by, such forward-looking statements. Our business is subject to a number of risks and uncertainties that could also cause a forward-looking statement, estimate, or prediction to become inaccurate. These risks include fluctuations in the prices of raw materials or employee costs required by our operations, its ability to retain the services of certain key employees, its ability to compete successfully, changes in political, social, legal, or economic conditions in Egypt, worldwide economic trends, the impact of war and terrorist activity, inflation, interest rate and exchange rate fluctuations, and Management's ability to timely and accurately identify future risks to our business and manage the risks mentioned above.

Certain figures contained in this document, including financial information, have been subject to rounding adjustments. Accordingly, in certain instances, the sum or percentage change of the numbers contained in this document may not conform exactly to the total figure given.