



rameda

Quality For All

**Results
Presentation**

Q1 2022

Agenda

- Group Overview
- Q1 2022 In Review
- Stock Information
- Appendix
 - Our People
 - Revenue & Volume Analysis





Group Overview





Rameda at a Glance

Tenth of Ramadan for Pharmaceutical Industries and Diagnostic Reagents S.A.E. (“Rameda”) specializes in the manufacture and sale of a wide range of branded **generic pharmaceuticals, nutraceuticals, cosmeceuticals, food supplements, medical devices & veterinary products**

Through a **careful selection, acquisition and registration process**, Rameda’s growing portfolio of products is focused on Egypt’s **high growth therapeutic areas** associated with strong margins

The Group’s headquarters and state-of-the-art production facility, **consisting of 3 factories**, is located in 6th of October City in the Giza Governorate west of Cairo.

Rameda was ranked 3rd among its peers in terms its year-on-year top-line growth in 2021 by value according to IQVIA, with overall sales up by 35.5% compared to the average overall market growth of 7.3%⁽¹⁾



(1) Source: IQVIA



1Q22 Performance Highlights

Q1 2022 Financial Highlights

EGP **343.1** mn
Revenues
▲ 27% YoY

EGP **173.2** mn
Gross Profit
▲ 49% YoY
50% margin

EGP **95.4** mn
EBIT
▲ 96% YoY
28% margin

EGP **94.0** mn
Net Operating Cash
Flow
▲ 130% YoY

EGP **110.7** mn
EBITDA
▲ 74% YoY
32% margin

EGP **71.8** mn
Net Income⁽¹⁾
▲ 138% YoY
21% margin

EGP **0.0732**
EPS⁽¹⁾
▲ 138% YoY

EGP **298.3** mn
Net Debt
▼ 17% YoY

Q1 2022 Operational Highlights

18.3 mn
Units Sold (excluding toll)
▲ 23% YoY

2
Products
Launched

-
Molecules
Acquired

EGP **38.7**
Average Unit Price
(IQVIA)
▲ 4% YoY

181K
Total Sales
Visits
vs. 213K in 1Q21

463
Medical Reps &
Merchandisers
vs. 620 in 1Q21

(1) After minority interest



1Q22 Market Positioning

Q1 2022 Market Positioning

Evolution Index

115.0

Private Market
vs. in 1Q21

113.3

114.8

Defined Market
vs. In 1Q21

111.5

Market Share

1.6%

Private Market
vs.% in 1Q21

1.4%

3.9%

Defined Market
vs. in 1Q21

3.4%

Market Ranking

18

Private Market
vs. in 1Q21

21

6

Defined Private Market
vs. in 1Q21

7





Our Evolution

1986



Rameda was established

1994



Operations for Rameda Commenced

2011



Acquisition of 100% of Rameda by consortium led by Compass Capital

April 2011



Production facility redesigned to comply with latest GMP standards

23 molecules were purchased from peers as part of the new management's molecule acquisition strategy since 2012

June 2012



Acquisition of profix, x-tension and x-tension plus (13.4% of Rameda's 2018 gross revenue)

2013



Upgraded cephalosporin and penicillin factories and increased capacity

2014



Acquired Joypox (6.5% of Rameda's 2018 gross revenue) & passed first multinational CMO audit

2016



Rameda's products' average unit price exceeded those of the top 30 local players

The next stage of growth focused on facility upgrades to increase capacity in addition to the continuous acquisition of molecules

2016-19



Execution of EGP 250 mn CAPEX plan to de-risk existing production lines, add production capabilities & comply with the latest GMP requirements

Nov 2019



Completion of facility upgrade - delivered 60% overall increase in production capacity

Dec 2019



IPO – executed a successful listing on the Egyptian Stock Exchange (“EGX”)

2021+



Strategic growth through new launches & acquisitions, portfolio optimization and recently upgraded production facility with revenues crossing the EGP 1 bn mark



Our Business Model

Exports

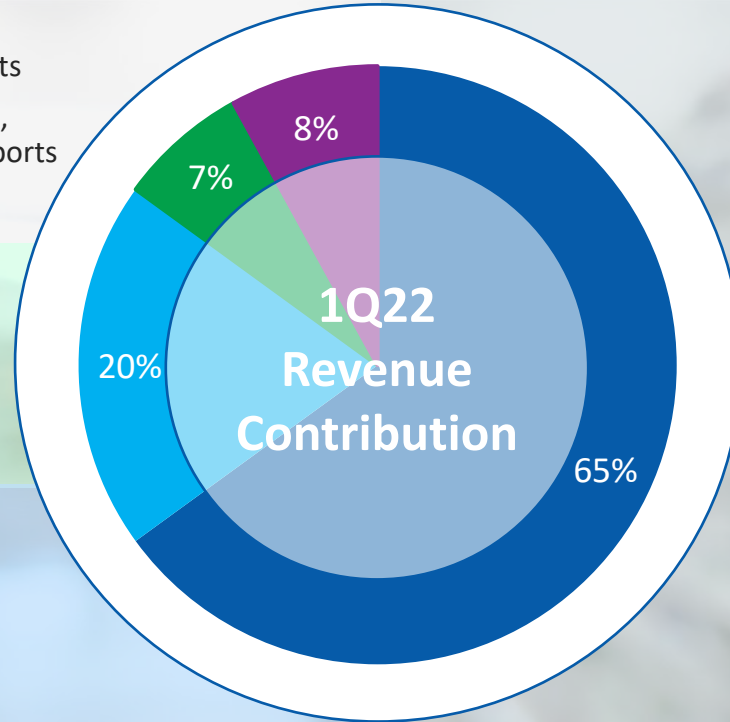
- Sale of products to export agents, responsible for distributing its products across different regional markets
- 56% of total export sales were sold in Iraq during 1Q22,, 39% in Yemen and 3% in Libya. The remaining 2% of exports during the quarter were sold in Saudi Arabia and South Sudan.

Toll

- Sale of goods to local and multinational pharma companies through **monetizing unused capacity** (e.g. lyophilized line, completed in November 2019).
- **Stamp of approval by leading blue-chip companies**, including Sanofi

Tenders

- Bulk-selling through the Egyptian Authority for Unified Medical Procurement (UMPA) to government-owned institutions such as the Ministry of Health and public hospitals
- Rameda focuses on participating in selective tender contracts that ensure certain profitability levels



Prescription-based

- **Marketing representatives engage directly with targeted physicians** to create demand for the Group's products through prescriptions
- Physicians are selected based on their respective reach of Rameda's target market across key therapeutic areas.

Over-the-counter (OTC)

- Rameda sells its products to domestic distributors who then distribute its products to pharmacies throughout Egypt. Demand here is dependent on brand recognition and visibility

Private Sales

Penetrate large and fast-growing therapeutic areas

Selectively identify and acquire molecules

Register new molecules and related products



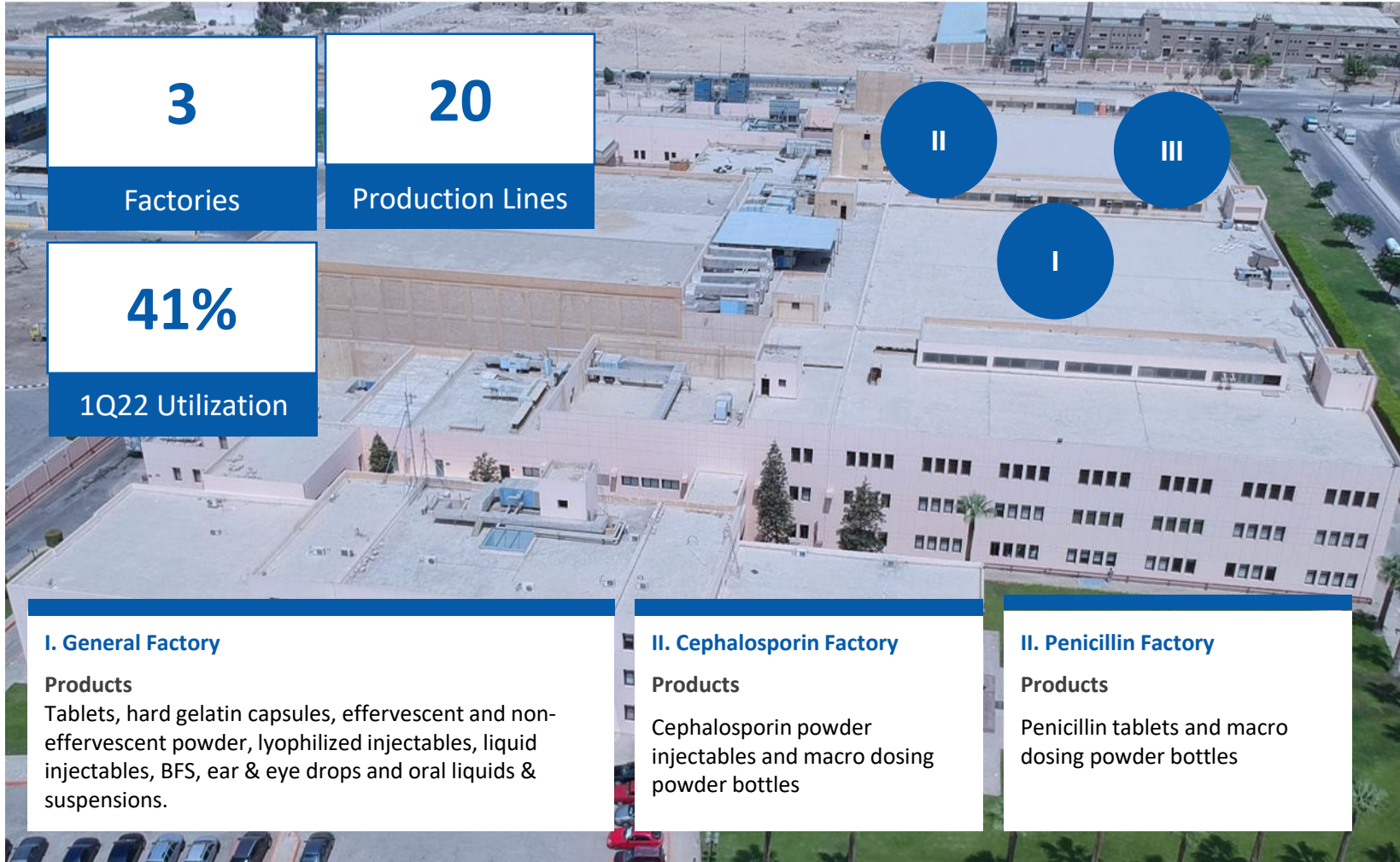
Well-Invested Manufacturing Facility

Well-invested infrastructure with c.EGP250m spent between 2016 – 18 to renovate and streamline production facility, and grow production capabilities and capacity

Diversified complex production capabilities allow Rameda to manufacture a wide range of products in a variety of dosage forms

Significant capacity to support growth, with overall utilization at just 41% in 1Q22, based on two long shifts and a multi-product production lines

Excess capacity used to toll manufacture for leading blue-chip companies, with our recently installed lyophilized production lines operating at north of c.80% utilization





Investment Case



Favorable environment underpinned by supporting demographic dynamics



Well-positioned to benefit from the growing generic pharmaceutical industry



Optimized portfolio of market-leading products in high growth underpenetrated therapeutic areas



Proven ability to identify, acquire and register new molecules & successful track record in launching new products



Newly renovated production facility resulting in increased capacity and growth potential



Experienced management team with a strong track record



Q1 2022 In Review



Q1 2022 | Performance Overview

Financial Highlights

Maintained solid growth trajectory at significantly enhanced margins

- Total revenue growth of 27% YoY to EGP 343.1 million in 1Q22 was driven by strong sales of Rameda's antibiotics, Rametax and Ramceftrax, in addition to Colona and its recent acquisition, Vaxato (not present in Q1 21). It is important to note that products launched since 2020 generated 25% of total revenues in 1Q22.
- Decreasing raw materials as a percentage of revenues as a result of the optimization of the Group's portfolio and its costs, which saw the GPM within private sales, tenders and exports grow significantly between 1Q20 and 1Q21. As a result, the Group's GPM increased by 7.6 pts YoY to 50.5% in 1Q22.
- At 8.7 pts YoY, margin growth was further enhanced on the EBITDA level as a result of operational leverage.
- As a result, net profit more than doubled in size between 1Q21 and 1Q22 to record EGP 71.8 million, yielding an NPM expansion of 9.8 pts YoY to 20.9% during the same period, driven by increasing operational profitability, coupled with decreasing interest expenses.
- A significantly improved cash conversion cycle saw the Group's net operating cashflow grow by 130% YoY to EGP 94.0 million.

Business Vertical Updates

Double-digit revenue growth once again recorded across all verticals

- Private sales grew by 29% YoY to EGP 221.3 mn in 1Q22, driven by an overall recovery in the pharmaceutical market post-pandemic, in addition to strong sales generated by recently launched and acquired products.
- Toll manufacturing revenues recorded the strongest growth among the Group's verticals in 1Q22 at 35% YoY to record EGP 25.2 mn, with growth driven by the securing of accretive contracts and saw increased utilization across a variety of production lines, with the number of active clients up to 30 in 1Q22 from 25 in 1Q21.
- Revenues from tenders increased by 21% YoY to record EGP 70.2 mn in 1Q22, despite a 1.2% YoY decline in volumes during the same period, with the Group selectively participating in contracts that generate strong margins.
- Export revenue growth of 16% YoY to EGP 26.4 mn in 1Q22 was driven by a 153% YoY increase in volumes sold during the period, primarily attributed to EGP 14.7 mn in sales to Iraq, with no sales from Rameda's largest export market seen during the comparable period in 2021 due to an imposed COVID-19 associated lockdown.

Key Developments

Expanded portfolio of products across fast-growing therapeutic areas

- 2 new products during the first quarter of the year, including:
 - **Molnupiravir Rameda.** Antiviral sold at a retail price of EGP 625 per box and expected to generate a GPM of 70%+, in line with our previously communicated strategy to bring up the average pricing and profitability of our offerings.
 - **Selestoc.** Nutraceutical and immunity booster.
- Generating revenues of EGP 19.2 mn in 1Q22, representing 5.6% of Group revenues during the period, Rameda's latest acquisition, Vaxato, became the Group's 7th top-selling product across its portfolio.
- The Group is on track to launch a total of 8-10 products by 2022 year-end.
- In light of the recent currency depreciation, Rameda is currently in talks with the Ministry of Health & Population to reprice 13 key products from its portfolio.
- Rameda purchased 20 million ordinary shares for EGP 39.7 in 1Q22, translating into EGP 1.99 per share

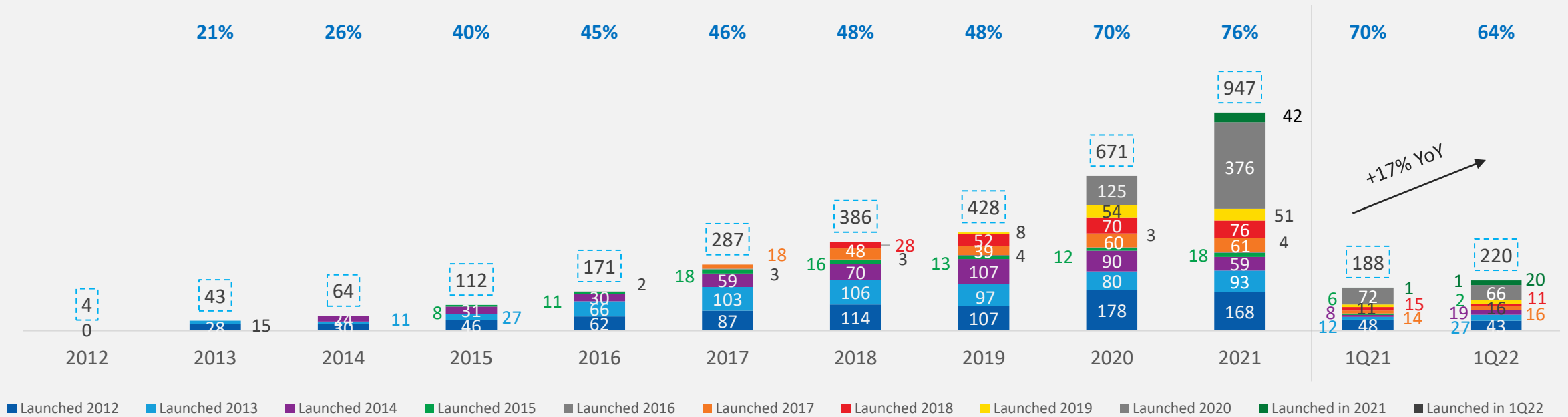


New Launches & Acquisitions | Rameda's Cornerstone for Growth

New launches & Acquisitions have become the cornerstone of growth for Rameda

Revenue generated by molecules by launch year | EGP mn

% - Percentage of Total Revenues



First to market opportunities

Initial entrant benefits from significantly higher market share and strong patient retention

Early registering

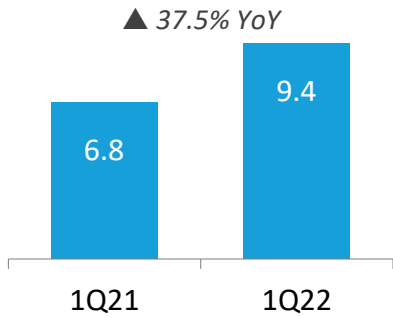
Lower discount from the innovator price for the first five registrants

Optimization towards higher-priced molecules

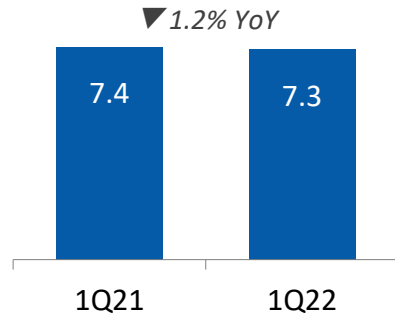
In order to maximize Rameda's revenue and operating margins



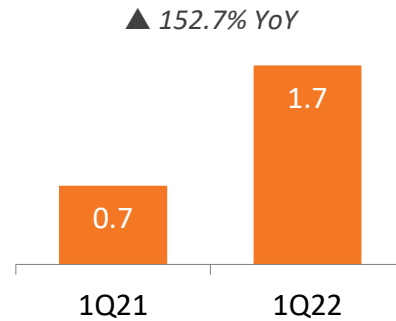
1Q22 Volume Breakdown & Analysis



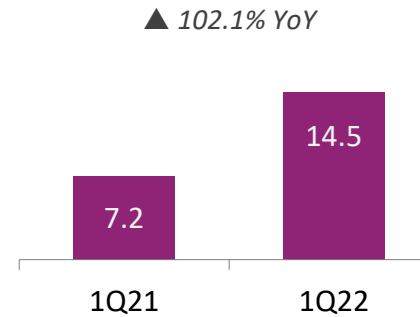
Volumes from **private sales** grew by 38% YoY to 9.4 million units in 1Q22, driven by strong sales from the Group’s antibiotics portfolio, in addition to the recovery in Egypt’s overall pharmaceutical retail segment post-pandemic.



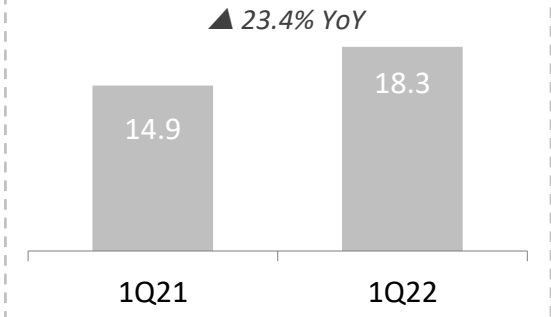
Volumes sold from **tenders** saw a slight decrease of 1% YoY to 7.3 million units in 1Q22, in line with management’s strategy to reduce the contribution of tenders to its top line due to its lower relative profitability, driven by strong price competition within the sales channel, and ultimately enhance profitability on the gross level.



Volumes from **exports** grew by 153% YoY between 1Q21 and 1Q22 to come in at 1.7 million units on the back of strong sales to Rameda’s largest export market, Iraq, during the quarter after a full COVID-19 associated lockdown in 1Q21. Growth came despite the absence of antiviral sales to Levant during the quarter.



Toll manufacturing volumes grew by more than 2-fold YoY to 14.5 million units in 1Q22, driven by the securing of accretive contracts which saw increased utilization of the Group’s liquid and penicillin lines in addition to its lyophilized production capabilities.



Total volumes sold (Excluding toll manufacturing sales) grew by 23% YoY to 18.3 million units in 1Q22. Decreasing tender volume contribution by 10 pts YoY to 40%, was countered by increasing contribution of private sales and exports, both of which grew by 5% each. As a result, private sales surpassed tenders to become the highest contributing sales channel by volume, at 51% in 1Q22, while the contribution of exports grew from 4% in 1Q21 to 9% in 1Q22.

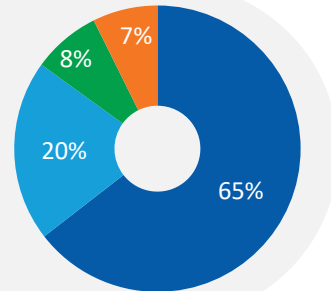
Note: Please refer to the appendix for a detailed revenue and volume table by market route



1Q22 Sales Breakdown & Analysis

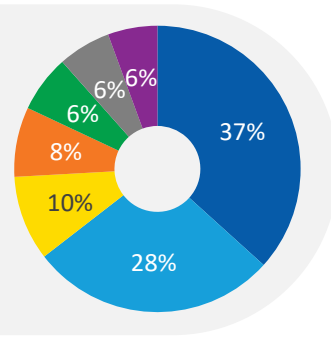
1Q22 Revenue by market route

Private Sales	65%
Tenders	20%
Export Sales	8%
Toll Manufacturing	7%



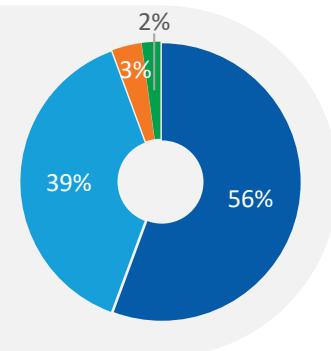
1Q22 Revenue by therapeutic area (1)

Systemic anti-infectives	37%
Alimentary tract & metabolism	28%
Musculoskeletal system	10%
Antiviral therapy	8%
Blood & blood forming organs	6%
Gen. system & sex hormones	6%
Others	6%



1Q22 Export Sales by Market

Iraq	56%
Yemen	39%
Libya	3%
Other ⁽²⁾	2%



Private Sales contributed the majority of revenue and revenue growth in 1Q22, at 65% and 69% respectively. Tenders came in next, contributing 20% to revenues and 17% to growth. Exports followed, contributing 8% of total revenues and 5% of revenue growth, followed by toll sales, which contributed the remaining 7% and 9% to total revenues and its growth respectively. Systemic anti-infectives continued to generate the lion's share of revenues in 1Q22, at 37%, followed by alimentary tract & metabolism, which contributed 28%. The musculoskeletal system came in next, contributing 10%, followed by antiviral therapy, at 8%, while blood & blood forming organs and genitourinary system & sex hormones each contributed 6% to total 1Q21 revenues, Iraq contributed highest to export revenues at 56%, followed by Yemen at 39% and Libya at 3% in 1Q22.

Top 10 Products Sold⁽³⁾ | Q1 2022

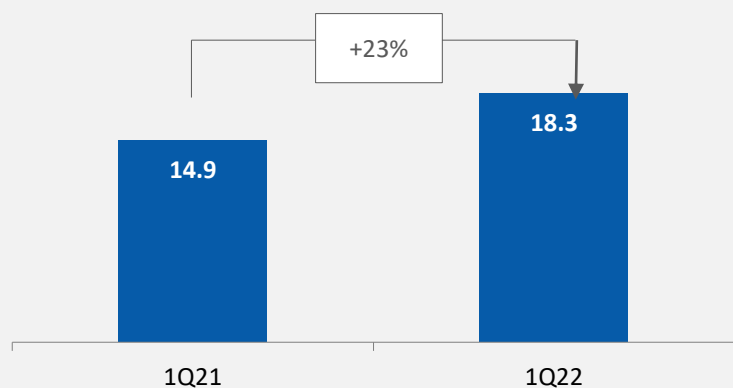
	EGP mn		YoY Growth	% of 1Q22 revenues
	1Q21 Sales	1Q22 Sales		
COLONA	23	47	101.5%	13.6%
RAMETAX	19	37	91.9%	10.8%
PROTOFIX	31	29	-6.6%	8.5%
RECOXIBRIGHT	29	28	-3.5%	8.1%
RAMECEFTRAX	9	21	129.3%	6.0%
REMDESIVIR	23	20	-12.0%	5.8%
VAXATO	0	19	2021 Launch	5.6%
JOYPOX	7	18	180.6%	5.4%
AUGRAM	10	17	65.1%	4.9%
AMOFLUXIN	10	14	37.4%	4.1%

(1) Contribution by TA is calculated on revenues before toll revenue, discounts & incentives and sales returns (2) Refers to Saudi Arabia and South Sudan (3) Source: IQVIA



1Q22 Key Performance Indicators (1 of 2)

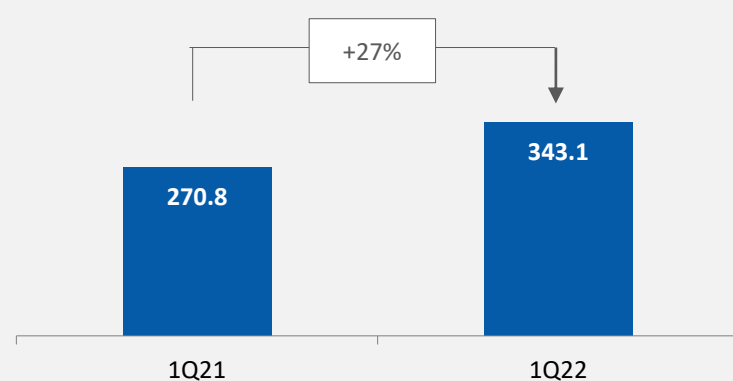
Volume Sold (excludes toll manufacturing) (mn units / % change)



Volumes increased by 23% YoY

to come in at 18.3 million units (excluding toll manufacturing) in 1Q22, driven by growing volumes across the Group's private sales and export verticals by 38% and 153% respectively, and offset the 1% YoY decline in tenders during the period, as part of the Group's strategy to participate in tenders with minimum profitability levels. Toll manufacturing volumes also saw significant growth in 1Q22, up by 102% YoY on the back of an expanding third-party client base.

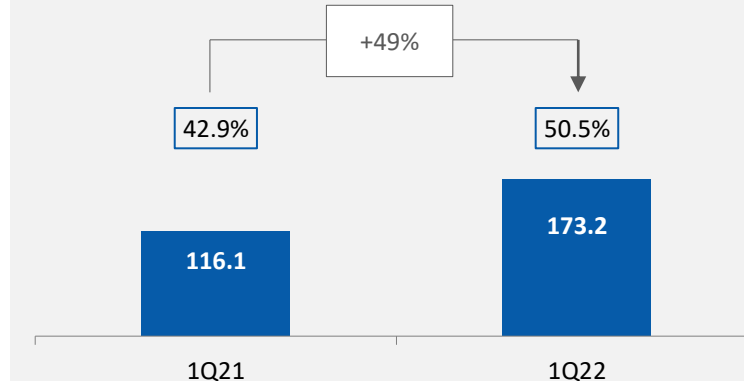
Revenues (EGP mn / % change)



Revenues grew by 27% YoY

to record EGP 343.1 million in 1Q22, driven by strong sales of the Group's expanded portfolio, with products added since 2020 contributing 25% to total revenues, and further helped by the optimization of the Group's portfolio towards higher-priced products. Growth was driven by the Group's growing portfolio of antibiotics, particularly Rametax and Ramceftrax, followed by strong sales of Colona, which became the top-selling product for the Group during the quarter, in addition to high sales generated by recent acquisition, Vaxato.

Gross Profit (EGP mn / % change / % margin)

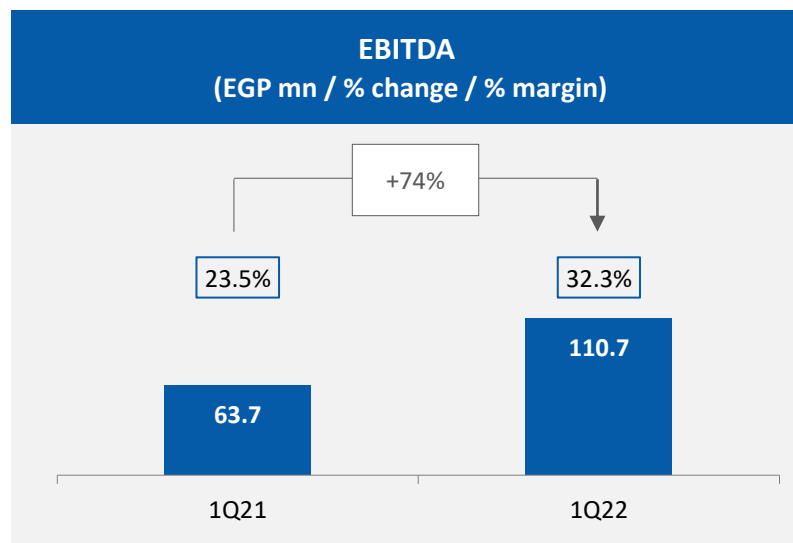


Gross profit increased by 49% YoY

to EGP 173.2 million in 1Q22, yielding a GPM of 50.5%, up by a significant 7.6 pts YoY. GPM growth was primarily driven by a 6.1 pts YoY decline in raw material costs as a percentage of revenues as a result of the Group's ongoing portfolio and cost optimization strategy, which saw the GPM across its channels grow significantly between 1Q20 and 1Q21.

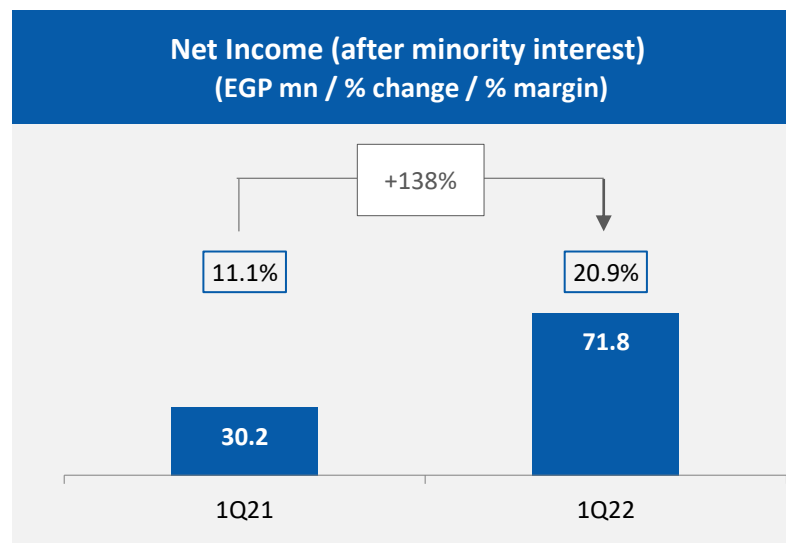


1Q22 Key Performance Indicators (2 of 2)



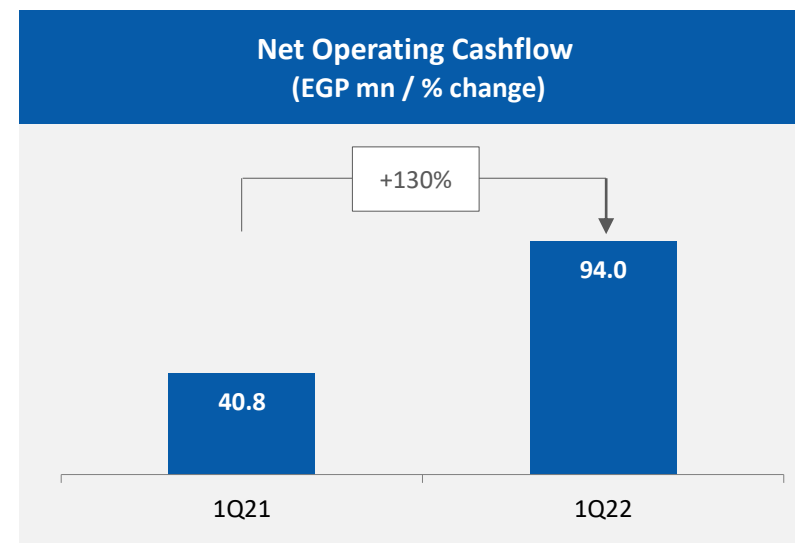
EBITDA grew by 74% YoY

to record EGP 110.7 million in 1Q22, yielding an EBITDA margin of 32.3%, up by 8.7 pts YoY, with an even more pronounced margin growth on the EBITDA level as a result of a 2.2 pts YoY decline in SG&A expenses as percentage of revenues to record 22.7% in 1Q22, driven by economies of scale.



Net Income climbed 138% YoY

to come in at EGP 71.8 million in 1Q22, representing an NPM of 20.9% for the period, up by 9.8 pts YoY on the back of increased operating profitability, in addition to decreasing interest expenses during the same period.



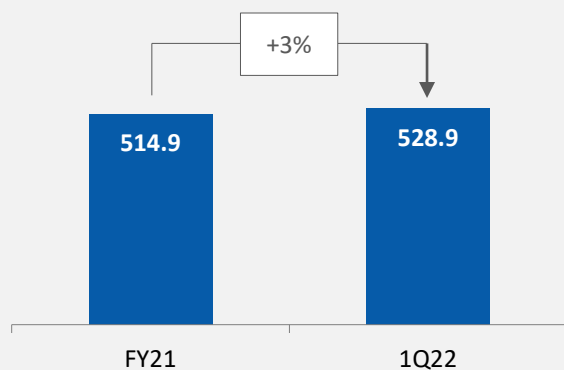
Strong improvement in operating cashflows

Rameda recorded net operating cashflows of EGP 94.0 million in 1Q22, up 130% YoY on the back of a significant improvement in the Group's cash conversion cycle by 92 days YoY, with a marked decrease in days outstanding for receivables and inventories, and further improved by increasing payables DSO.

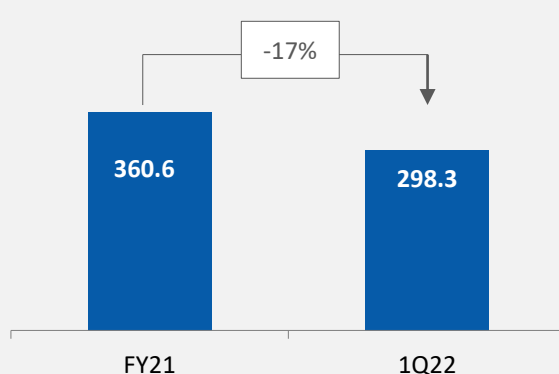


1Q22 Balance Sheet Highlights

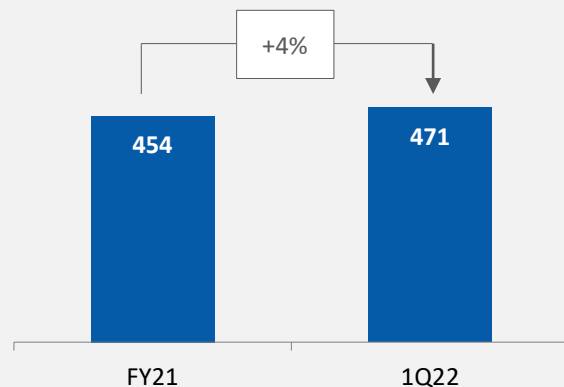
Net Fixed Assets (EGP mn / % change)



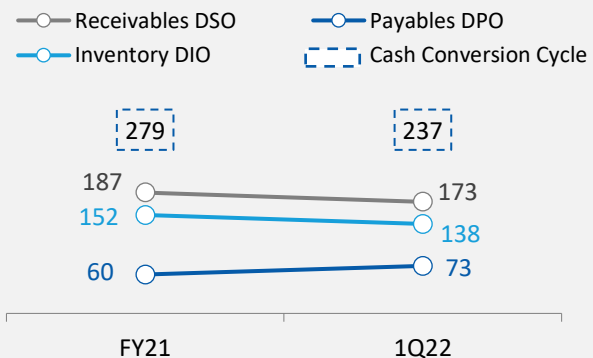
Net Debt (EGP mn / % change)



Net Working Capital (EGP mn / % change)



Working Capital Analysis (DSO/Cash conversion cycle)



	31 Dec 21	31 Mar 22
Non-current assets	945	941
Current assets	1,476	1,474
Total assets	2,420	2,416
Non-current liabilities	53	57
Current liabilities	1,022	1,003
Total Liabilities	1,075	1,060
Shareholder's Equity	1,348	1,358
Minority Interest	(3)	(3)
Liabilities & Shareholders' Equity	2,420	2,416

Net fixed assets

came in at EGP 528.9 million as of 31 March 2022, up by 3% Ytd, with CAPEX during the quarter accounting primarily for maintenance.

Net debt

stood at EGP 298.3 million as of 31 March 2022, representing a decline of 17% Ytd, driven by a 7% Ytd decrease in total debt, coupled with a 1% ytd increase in cash and bank balances during the same period.

Cash Conversion Cycle

decreased by 41 days Ytd to 237 days in 1Q22, driven by a 14-day decrease in each of receivables DSO and inventories DIO, combined with a 13-day increase in payables DPO during the same period.



Stock Information

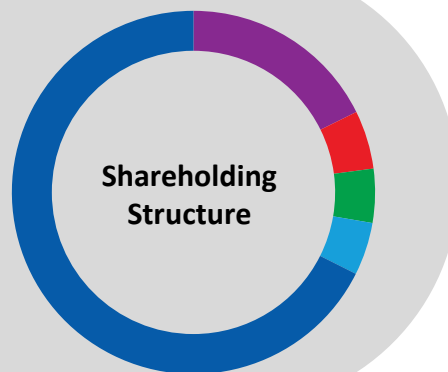
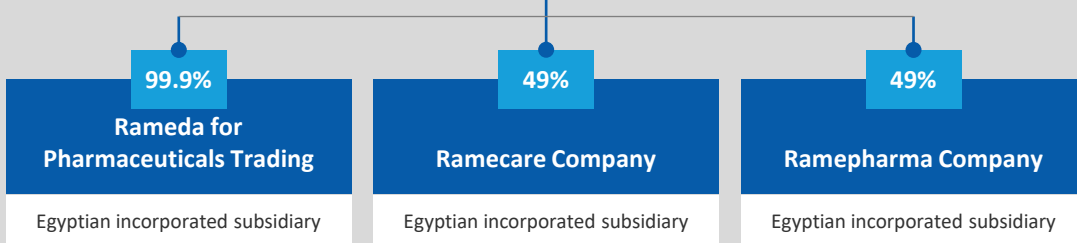




Corporate Structure and Share Performance

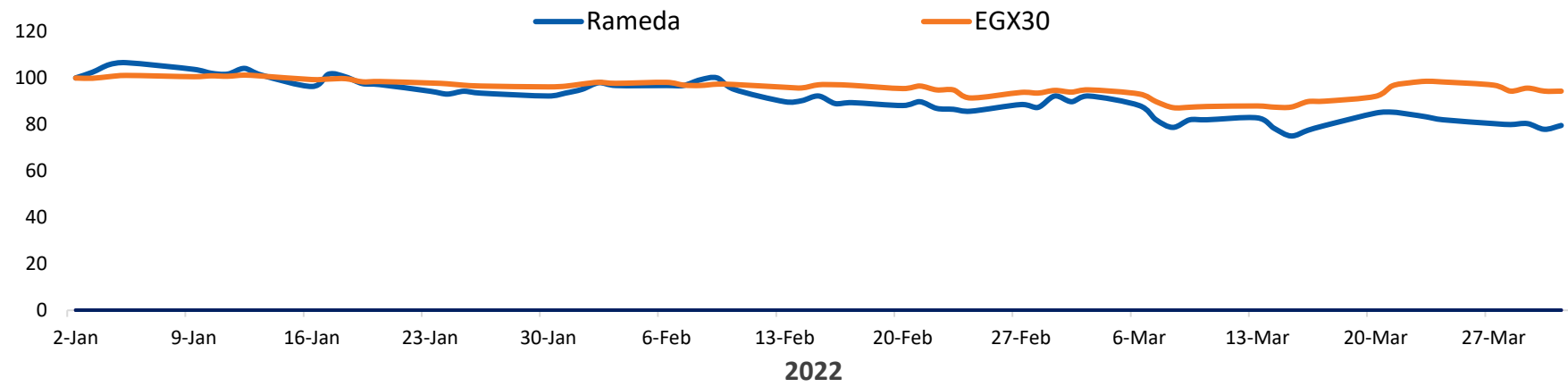
Corporate structure overview

Tenth of Ramadan for Pharmaceutical Industries and Diagnostic Reagents (Rameda)



Equinox Pharma Holding	17.7%
Atlantica Holdings Inc.	5.2%
Swedbank	4.8%
Infinity Capital Investment	4.7%
Others	67.6%

Share Information & Performance in 1Q22 | Rebased to 100




Market	EGX
Stock Ticker	RMDA.CA
Date of Listing	11-Dec-19
Total Issued Shares	1,000,000,000
Authorized Capital	EGP 1.00 BN
Issued Capital	EGP 250.0 MN
Paid-up Capital	EGP 250.0 MN
Par Value/Share	EGP 0.25/Share



Appendix





Our People

We embrace a diverse workforce and inclusive culture, with the health, safety, professional development, work-life balance and equitable, respectful treatment of our employees among our highest priorities.

<h3>Investment In Growth</h3>	<p>In 2018, we launched the Rameda Learning and Development Academy (RLDA), an in-house teaching institution licensed by the Canadian Corporate Training Organization. Through the RLDA, we provide comprehensive professional learning and development programs in both classroom and lab settings</p>	<table border="1"> <tr> <td>Introductory Programs</td> <td>Sales Management</td> </tr> <tr> <td>Business & Marketing</td> <td>Medical Management</td> </tr> <tr> <td>Plant Management</td> <td>Regulatory Affairs</td> </tr> <tr> <td>Medical Sales Rep</td> <td>Executive Programs</td> </tr> </table>	Introductory Programs	Sales Management	Business & Marketing	Medical Management	Plant Management	Regulatory Affairs	Medical Sales Rep	Executive Programs	 <p>328 1Q22 Training Hours ▲2% YoY</p>
Introductory Programs	Sales Management										
Business & Marketing	Medical Management										
Plant Management	Regulatory Affairs										
Medical Sales Rep	Executive Programs										
<h3>Workplace Diversity</h3>	<p>Flexible work schedules and part-time opportunities based on family needs</p> <p>Maternal leave policy as per the Egyptian law</p>	<p>On-site nursery (daycare) to support return to work from maternity leave</p> <p>Effective career mapping for women to management and executive positions</p>	 <p>32% Female Workforce as of 31 Dec 2021 and 27% of 1Q22 hires</p>								
<h3>Putting Safety First</h3>	<p>Rameda's proactive Health and Safety Management system meets the highest standards in occupational safety and health by outlining clear requirements for the policies, specifications and programs to guide its operations.</p>	<p>New procedures and sanitization practices have been implemented in light of COVID-19 to ensure the safety of our employees</p>	  <p>0 hrs Lost-time Injury Frequency Rate in 1Q22</p>								



Revenue & Volume Sold

Revenue Analysis	1Q21	1Q22	% YoY
Private Sales			
Volumes Sold ('000)	27,110	31,608	16.6%
Sales (EGP mn)	660	829	25.7%
Tenders			
Volumes Sold ('000)	30,224	26,566	-12.1%
Sales (EGP mn)	200	252	26.2%
Exports			
Volumes Sold ('000)	3,429	2,796	-18.5%
Sales (EGP mn)	50	88	76.0%
Total Volume Excluding toll manufacturing ('000 units)	60,763	60,969	0.3%
Toll Manufacturing			
Volumes Sold ('000 sheets)	25,963	34,478	32.8%
Sales (EGP mn)	51	77	52.4%
Total Revenue (EGP mn)	960	1,246	29.8%