

Madrid, 5 de mayo de 2023

En virtud de lo previsto en el artículo 227 de la Ley 6/2023, de 17 de marzo, de los Mercados de Valores y de los Servicios de Inversión, y disposiciones concordantes, así como en la Circular 3/2020 sobre información a suministrar por empresas incorporadas a negociación en el segmento BME Growth de BME MTF Equity (la “**Circular 3/2020 de BME Growth**”), LABIANA HEALTH, S.A. (“**LABIANA**” o la “**Sociedad**”) pone en su conocimiento la siguiente:

OTRA INFORMACIÓN RELEVANTE

A través de la presente, la Sociedad publica presentación empleada en el webinar sobre el Informe de Resultados publicado el 3 de mayo y que corresponde al ejercicio 2022 elaborado en base a las Cuentas Anuales no auditadas formuladas por el Consejo de Administración el 27 de abril de 2023 previo informe favorable de la Comisión de Auditoría, y siguiendo las recomendaciones de la Guía para la Elaboración del Informe de Gestión de las Entidades Cotizadas de la Comisión Nacional del Mercado de Valores (CNMV).

Todos los datos referidos en dicha presentación están vinculados al del citado Informe de Resultados.

De conformidad con lo dispuesto en la Circular 3/2020 de BME Growth, se señala que la información comunicada ha sido elaborada bajo la exclusiva responsabilidad de la Sociedad y sus administradores.

D. Manuel Ramos Ortega
Presidente y Consejero Delegado de
LABIANA HEALTH, S.A.



2022 Results Presentation

May, 2023

DISCLAIMER

The information contained in this 2022 Results Presentation has been prepared by Labiana Health S.A. ("Labiana") in accordance with Article 17 of EU Regulation 596/2014 on market abuse and Article 227 of Law 6/2023 of 17 March on Securities Markets and Investment Services and related provisions, as well as BME MTF Equity Circular 03/2020.

The information contained in this statement of financial performance has been prepared by Labiana and includes a review of the management of the company's activity and **unaudited** results for the 2022 financial year, as well as forward-looking statements.

The information and statements regarding future prospects for Labiana are not historical facts but rather are based on a range of assumptions, and are subject to risks and uncertainties, many of which are difficult to predict and generally beyond the control of Labiana. Accordingly, shareholders and investors should be aware that such risks could mean the actual results and developments differ materially from those set out, implied or projected in the forward-looking information and forecasts.

Save for the financial information referred to herein, neither the information nor the opinions and statements in this document have been verified by independent third parties, and therefore no warranty is expressed or implied as to the fairness, accuracy, completeness or correctness of the information or the opinions and statements expressed.

This document does not constitute an offer or an invitation to acquire or take up shares, in accordance with the provisions of Royal Legislative Decree 6/2023, of 17th March, which approves the revised text of the Securities Market and its implementing regulations. Furthermore, this document does not constitute an offer to buy, sell or exchange, or a request for an offer to buy, sell or exchange, any securities, or a request for any vote or approval in any other jurisdiction.

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2022 Financial Highlights

- Almost full achievement of turnover 2022 target with positive change in trend compared with 2021 track record.
- Adj. EBITDA achieves €7.0M (var. 9.2%) in a highly demanding environment for operating expenses management.
- Noticeable deleveraged with Net Financial Debt falling 14.7%, and debt coverage ratio near 2021 level.

Turnover

€57.8M

Var. 2021: 1.6%

Adj. EBITDA

€7.0M

Var. 2021: (9.2%)

Net Financial Debt

€35.9M

Var. 2021: (14.7%)

NFD/Adj. EBITDA

5.1X

Var. 2021: 0.4 b.p.

% Adj. EBITDA Margin

12.1%

Var. 2021: (1.4 b.p.)

NFD/ Shareh. Equity

2.6x

Var. 2021: (1.4 b.p.)



2022 Operating Highlights

- Positive performance in the Human Health business unit representing 47.1% (+3.3%) of Labiana total turnover, and with a growth in its turnover of 9.3% compared to 2021.
- Animal Health business unit represents 52.5% (-3.3%) of Labiana total turnover, and its turnover has decreased by 4.4% compared to 2021 as results of the lack of manufacturing factors in Own Vademecum division.xs
- In general, flat performance of joint CDMO activity representing 64% of Labiana total turnover.
- Positive expectations around future development of PETS division which achieved 11.7% growth in 2022 vs 2021.



Human Health

47,1%

Var. 2021: 3.3 b.p.

CDMO

32.0%

3 b.p.

Own Vademecum

15.1%

0.4 b.p.



Animal Health

52.9%

Var. 2021: (3.3 b.p.)

CDMO

32.0%

0.9 b.p.

Own Vademecum

20.9%

(4.3 b.p.)

Strategic update



Strengthen the first level positioning in Fosfomycin Trometamol, being one of the pioneers in this product.



Expand our product portfolio both by developing and registering our own products for human and animal health, and by identifying products from other laboratories.



Continue to grow CDMO both in number of clients and in volume and number of referrals per clients.



Expanding the international business by growing both in markets and referrals per market.

Business segments evolution

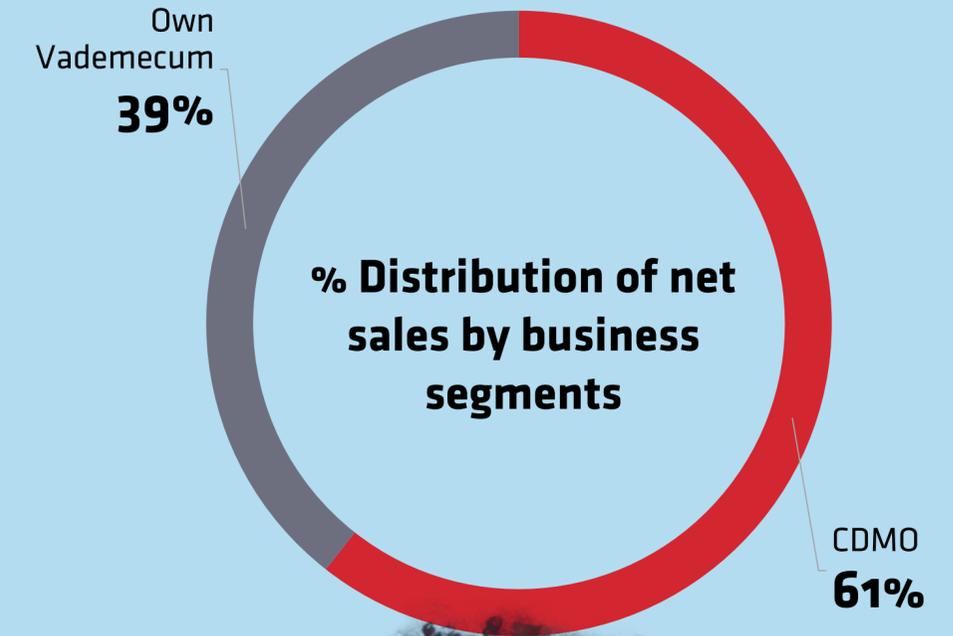
- Animal Health achieved €30.6M in sales (52.9% of Labiana total turnover supported by CDMO performance, and Own Vademecum negatively affected by lack of production factors).
- Intense activity of new product registration during second half of 2022 , and relevant product launching in injectables.
- CDMO still growing in proportion to Own Vademecum representing 61% of Animal Health sales at the end of 2022.

Turnover

€30.6M

Var. 2021: (4.4%)

Animal Health



Business segments evolution

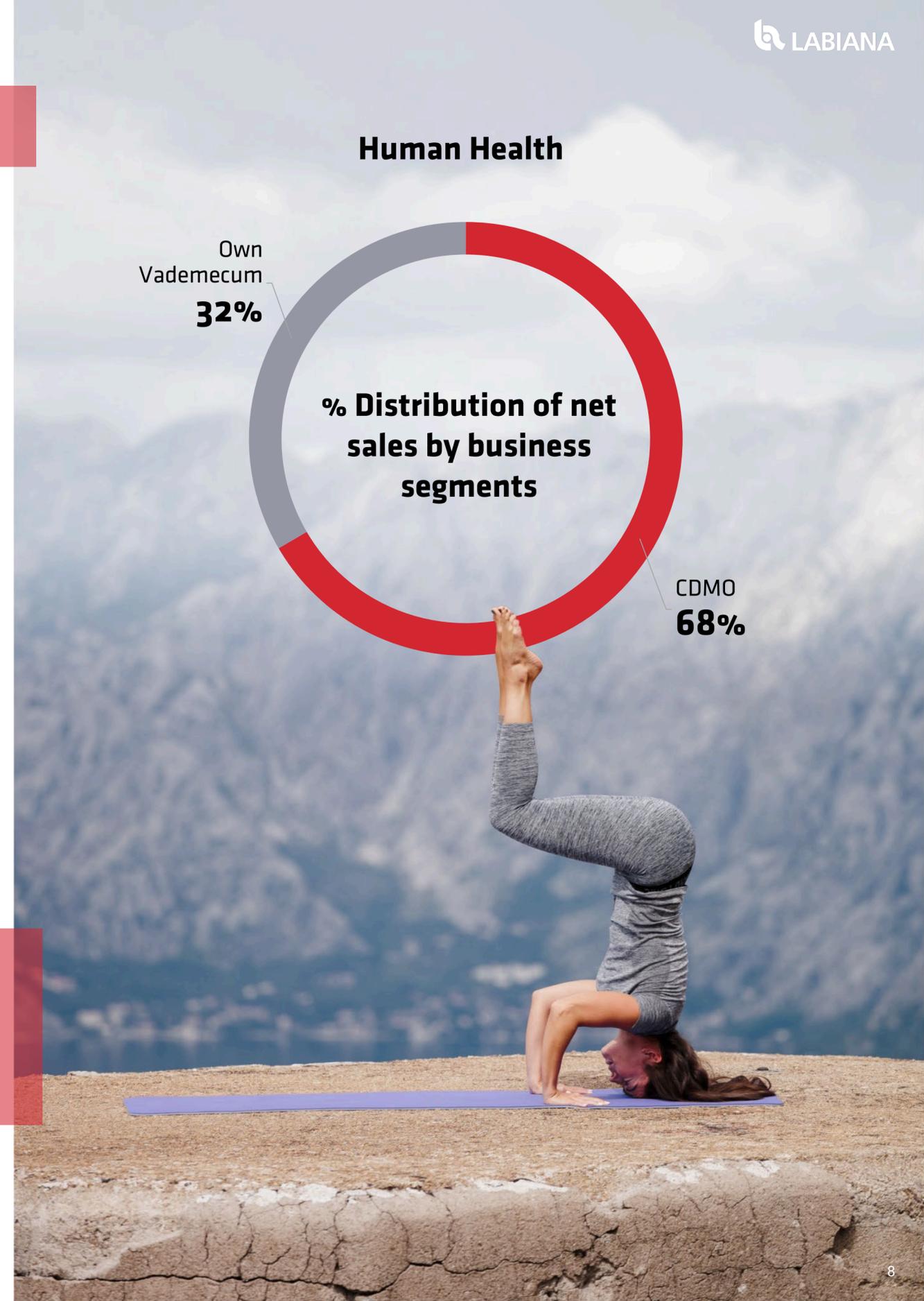
- Positive performance of Human Health business unit achieving 9.3% sustainable growth in turnover push by both divisions, CDMO and Own Vademecum.
- Significant recovery of order levels previous to 2020 Covid-19 impact.
- CDMO achieved €18.5M sales with a significant 11.9% growth with high achievements in terms of new registered products.
- The definitive approval of cannabis regulation for medical treatment in 2022 opens an interesting opportunity to Labiana thanks its investment in Trichome Pharma.

Turnover

€27.2M

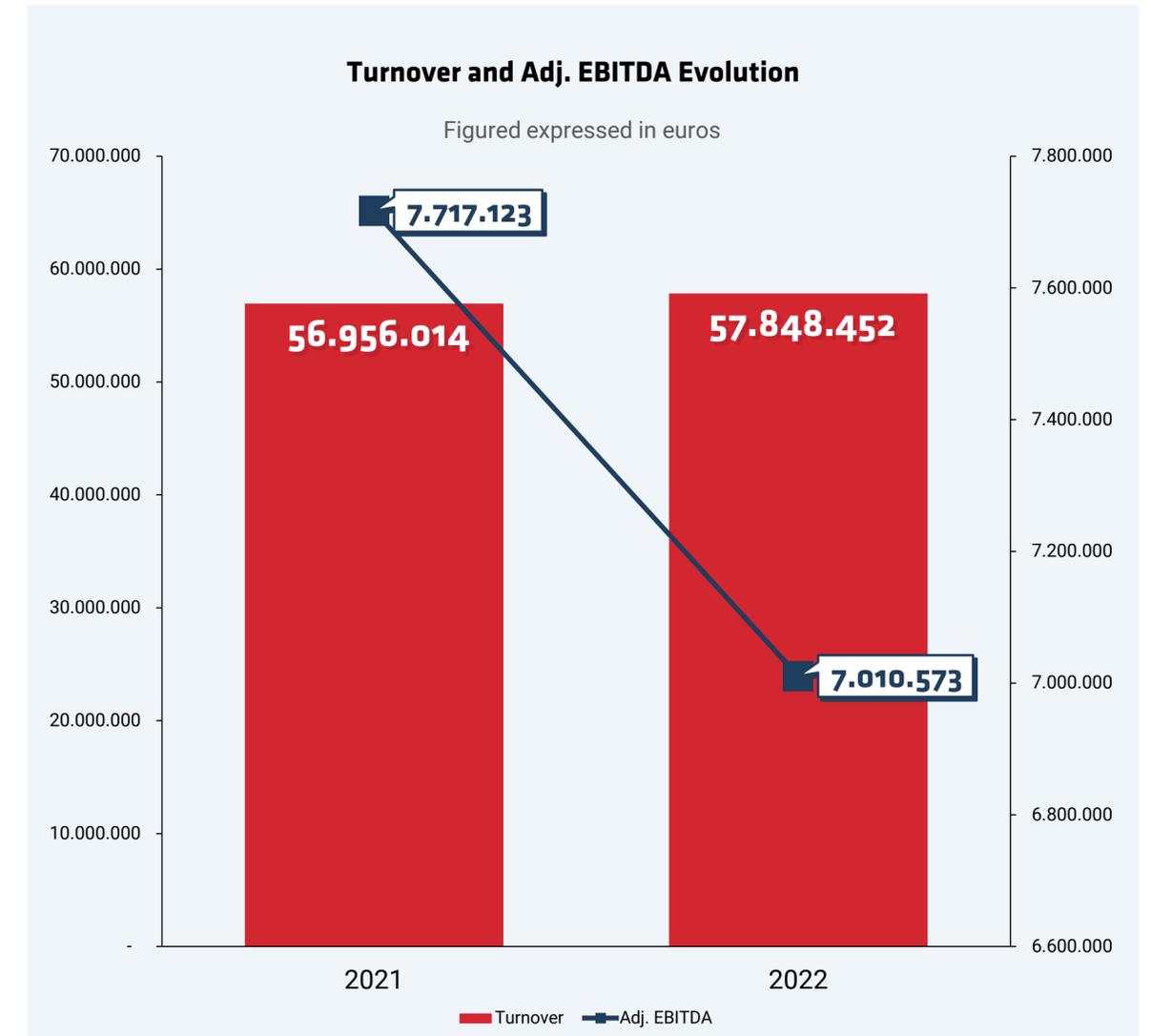
Var. 2021: 9.3%

Human Health



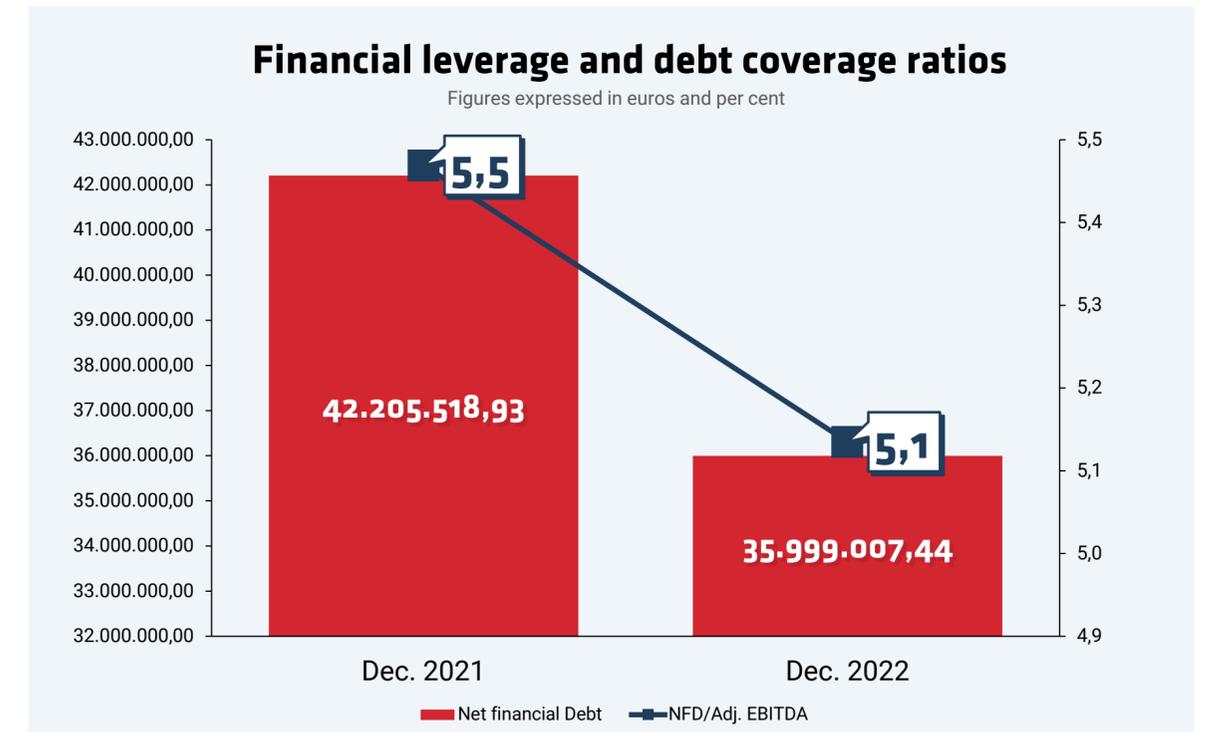
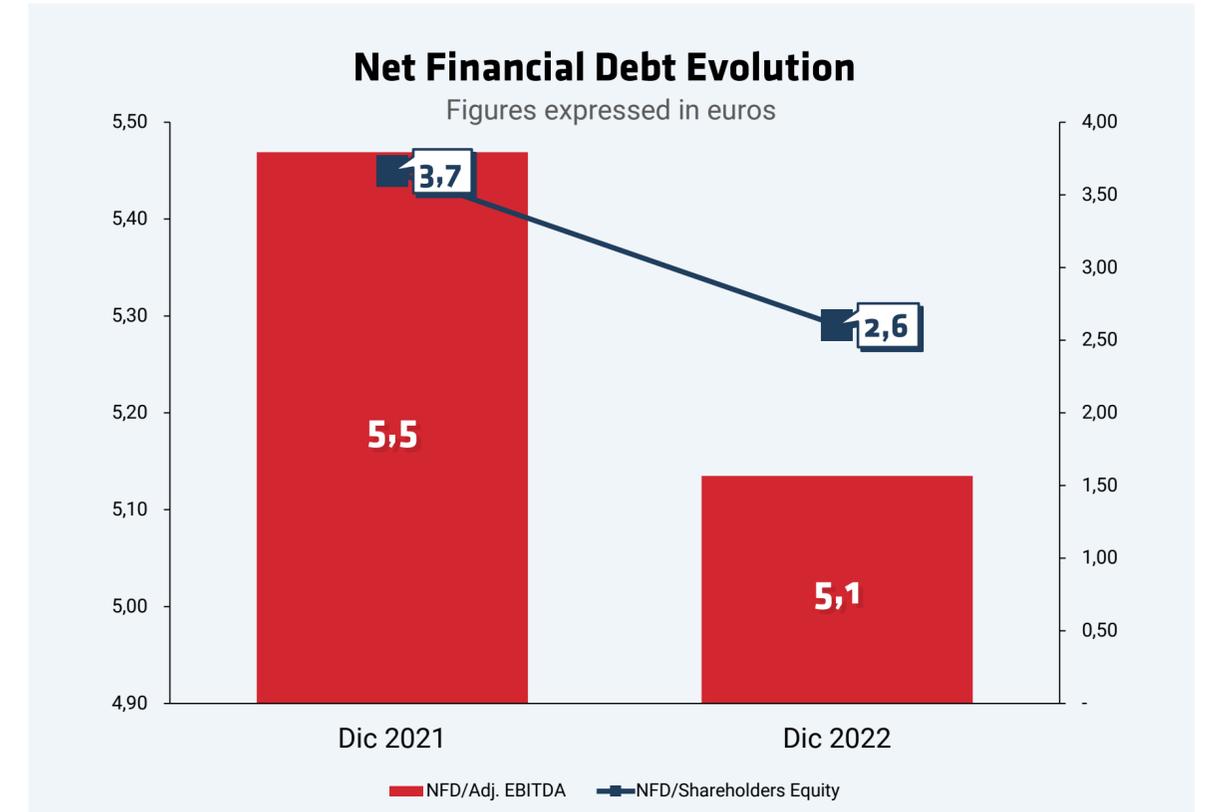
FY 2022 Results: Income statement

- Positive performance of turnover, normalizing 2021 impact of extraordinary product collection made by customers in 2020 because Covid-19.
- Energy crisis, lack of some raw materials and increase in inflation affect Adj. EBITDA performance in 2022, falling 9.2% ending above €7M.
- Adj. EBITDA Margin keeps low two digits level (12.1%) as a mix combination of positive performance of revenues and external factors impact in operating expenses management.
- A €600 Thousand asset write off related with R&D projects explains the negative EBIT registered of €701 Thousand.



FY 2022 Results: Net Financial Debt

- Capital increase through listing process helped to deleverage but below preliminary targets. Improved ratio of NFD/Shareholder Equity.
- Company continue focused in reducing and restructuring debt levels. Recent announcement of intent agreement with Miralta Bank.
- NFD/Adj. EBITDA still high in 5.1x although lower than 2021 level.
- Company generates €4.8M of funds from operations (+23.9%) supported by an efficient working capital management.



Relevant facts after 2022 year end



Authorisation of Ataxxa for the reduction of the risk of Leishmania infection

ATAXXA is a veterinary medicinal product that is administrated in pipette form, prevents mite and insect infestations and reduces the risk of infection with *Leishmania infantum* via phlebotomine sandflies (*Phlebotomus perniciosus*). In the second half of 2022, it has received approval for the reduction of the risk of *Leishmania* infection.



Signing of the Agreement on Transparency in Animal Experimentation

Labiana has signed the Agreement on Transparency in Animal Experimentation promoted by the Confederation of Spanish Scientific Societies (COSCE), with the collaboration of the European Association for Animal Research (EARA) and launched on 20 September 2016.

It is a document promoted by COSCE with the aim of establishing channels of communication between the scientific community and society on when, how and why animals are used in research and the benefits derived from this practice.



Signing of the agreement of intent with Miralta Finance Bank, S.A. and Blantyre Capital Limited

As communicated to the Market on 24 March 2022, on 21/03/2023 Labiana has signed an agreement of intent with Miralta Finance Bank, S.A. and Blantyre Capital Limited to grant financing to the Company for a total amount of EUR 20 million. The 75% of the loan, which is intended for debt refinancing, is expected to be disbursed upon closing of the transaction and the remaining 25% will be committed on the basis of future investment and R&D needs. In addition, an additional Capex growth facility of up to EUR 5 million is included. Through this agreement, Labiana reinforces the financing plan that guarantees its growth targets set out in the IPO prospectus.

Closing remarks

1

Strengthen our growth and business plan

2

Continue with the debt reduction plan by improving the DFN/EBIDTA Adj. ratio.

3

Improve EBIDTA margins through our expansion plan and growth in sales, cost reduction and production efficiency.

4

Continue to fulfill the pipeline of new products

5

Continuing to strengthen the PET division

6

Review the current Strategic Plan for the next five years in line with the current socio-economic situation.

Time to ask



