# Grifols 2021 Half Year Results

July 29, 2021

**GRIFOLS** 

## **Disclaimer**

#### IMPORTANT INFORMATION

This presentation does not constitute an offer or invitation to purchase or subscribe shares, in accordance with the provisions of the Spanish Securities Market Law (Royal Legislative Decree 4/2015, of 23 October, as amended and restated from time to time), Royal Decree 1310/2005, of November 4, and its implementing regulations. In addition, this document does not constitute an offer of purchase, sale or exchange, nor a request for any vote or approval in any other jurisdiction.

#### FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking information and statements about GRIFOLS based on current assumptions and forecast made by GRIFOLS management, including pro forma figures, estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to capital expenditures, synergies, products and services, and statements regarding future performance. Forward-looking statements are statements that are not historical facts and are generally identified by the words "expected", "potential", "estimates" and similar expressions.

Although GRIFOLS believes that the expectations reflected in such forward-looking statements are reasonable, various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the Company and the estimates given here. These factors include those discussed in our public reports filed with the Comisión Nacional del Mercado de Valores and the Securities and Exchange Commission, which are accessible to the public. The Company assumes no liability whatsoever to update these forward-looking statements or conform them to future events or developments. Forward-looking statements are not guarantees of future performance. They have not been reviewed by the auditors of GRIFOLS.

#### NON-GAAP FINANCIAL MEASURES

This presentation refers to certain non-GAAP financial measures. The presentation of these financial measures is not intended to be considered in isolation, or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP. Investors are cautioned that there are material limitations associated with the use of non-GAAP financial measures as an analytical tool. In addition, these measures may be different from non-GAAP financial measures used by other companies, limiting their usefulness for comparative purposes. We compensate for these limitations by providing specific information regarding GAAP amounts excluded from these non-GAAP financial measures.

A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in our Grifols Condensed Consolidated Interim Financial Statements.

## **OUR MISSION**

We are growing global healthcare company dedicated to improving people's health and well-being for more than 110 years

4 Divisions



#### **Bioscience**

Global pioneer in the production of essential plasma-derived therapies





## **Diagnostic**

A leader in transfusion medicine, from donation to transfusion





## Hospital

Advances in pharmacy specialty products for hospital use





## **Bio Supplies**

Provider of biological products for non-therapeutic use



## FOUR PILLARS DRIVE OUR OPERATIONS



#### **Innovation**

beyond plasma-derived products in diverse therapeutic areas

₩ Immunology

Hepatology

Pulmonology

Hematology

Ophthalmology & Others

Infectious Diseases

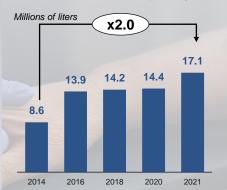
Neurology





### **Industrial Excellence**

**Fractionation capacity** 





## **Global Expansion**



Operations in 100+ countries Subsidiaries in 30+ countries

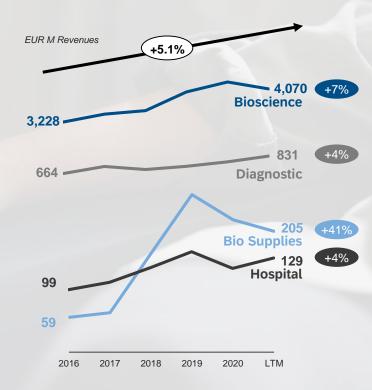




## **INVESTMENT STRATEGY**

- Global presence with a diversified revenue base
- Demonstrated ability to successfully grow businesses both organically and through acquisitions
- Vertically integrated business model
- Leading player in plasma-derivatives industry with strong fundamentals and a demonstrated resilience during unprecedented times
- Reinforced pipeline to deliver a risk-value balanced portfolio
- A focus on promoting countries' plasma self-sufficiency through new business models in countries including China, Egypt and Canada
- Commitment to increasing exposure of Bioscience and Diagnostic in China

# More than 5.1% growth over the past 5 years



Note: Graph not to scale. CAGR's



# **Financial Results GRIFOLS**

## **Highlights**

# Revenue Grows by 5.3% in Q2 With Sequential Upturns in EBITDA and Net Profit

(EUR in millions)	Q2 2021	Q1 2021	H1 2021
Revenue	1,351.9	1,184.7	2,536.6
% Growth (cc*)	+5.3%	-0.9%	+2.3%
Gross Margin	580.8	533.3	1,114.1
% Margin	43.0%	45.0%	43.9%
EBITDA	337.7	296.8	634.5
% Margin	25.0%	25.1%	25.0%
% Growth			+9.4%
<b>Group Profit</b>	136.9	129.9	266.8
% Growth			+22.3%
Adj. Group Profit	161.6	117.5	279.1

- Performance in both H1 and Q2 demonstrates our ongoing efforts to confront COVID-19-related challenges
- Q2 strong 5.3% sales growth driven by Bioscience (5.1%), Diagnostic (18.0%) and Hospital (36.6%)
- Strong demand across key proteins backed by mid-singledigit price increases
- Contribution from new products represented c.5% of sales
- Gross margin declined in Q2 due to higher cost per liter, partially offset by positive product mix
- EBITDA margin remains at 25%
  - R&D increases to 6.4% over revenues from 6.1% in Q1 2021 as a result of innovation efforts
  - SG&A drops to 18.5% over revenues from 21.7% in Q1 2021 driven by savings plan

# **Revenues by Division**

	(EUR in millions)	Q2 2021	Q1 2021	H1 2021
Ē	Bioscience	1,084.7 +5.1%	901.3 -5.6%	1,986.0 -0.1%
	Diagnostic	192.2 +18.0%	203.3 +28.0%	395.5 +22.9%
	Hospital	36.5 +36.6%	31.2 +4.3%	67.7 +19.5%
9	Bio Supplies	24.5 -22.8%	27.0 +5.0%	<b>51.5</b> -10.3%
	Others & Intersegment	(12.5)	(7.4)	(19.9)
	Total excl. 3 <sup>rd</sup> parties	1,325.4 +5.4%	1,155.4 <i>-0.5%</i>	2,480.8 +2.5%
	Plasma sold to 3 <sup>rd</sup> p.	26.5	29.3	55.8
	Total incl. 3 <sup>rd</sup> parties	1,351.9 +5.3%	1,184.7 -0.9%	2,536.6 +2.3%



- IVIG sales performance impacted by lower volumes of plasma collections
- **SCIG** continued to gain traction
- Alpha-1 achieves low doubledigit growth in Q2
- Albumin has strong growth in China (positive temporary effect due to commercial integration with SRAAS) and the U.S.
- Specialty proteins attain doubledigit growth in Q2 led by Hypers

# Hospital

Driven by double-digit growth in • Pharmatech and IV Therapy



- COVID tests 66M in H1
- Underlying NAT midsingle digit growth in H1

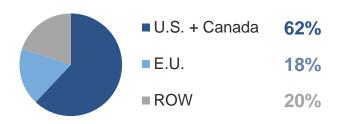


Impacted by lower whole blood collections and Bio Supplies Commercial sales **phasing** 



## **Revenues by Region**

(EUR in millions)	Q2 2021	Q1 2021	H1 2021
U.S. + Canada	833.6	743.3	1,576.9
	-1.9%	-10.4%	<i>-6.1%</i>
E.U.	220.6	231.9	452.5
	+2 <i>4.</i> 9%	+16.6%	+20.5%
ROW	297.7	209.5	507.2
	+17.1%	+27.6%	+21.3%
Total	1,351.9	1,184.7	2,536.6
	+5.3%	-0.9%	+2.3%



- U.S. and Canada revenues driven by:
  - High single-digit growth of Albumin and double-digit growth of Hypers
  - Alpha-1 quarter-on-quarter sales growth due to higher patient enrollment in programs
  - Strong growth in Q2 of SCIG by leveraging an accelerated patient and prescriber base
  - Double-digit growth in **Donor Screening** and **Pharmatech**
  - IVIG lower volume partially offset by price increases
- **E.U.** continues to grow supported by:
  - Double-digit growth of IVIG (Flebogamma®) and Alpha-1
  - COVID testing
  - Double-digit growth of Pharmatech
- ROW benefits from double-digit growth of Albumin, especially in China and Latam

# Performance by Division: **Bioscience Quarter-on-Quarter Uptick From 5.6% Drop in Q1 to Q2 5.1% Growth**



- Demand remains strong across key proteins
- Plasma-driven supply constraints for IVIG, partially offset by mid-single-digit price increases
- Alpha-1, SCIG, albumin and hyperimmunes showing strong growth
- New products contribution (Xembify®, Vistaseal™ and Tavlesse®)
- Gross margin still impacted by high cost per liter as a result of higher donor commitment and under-absorption
  of fixed costs
- Plasma collection in Europe currently exceeds 2020 levels and pre-pandemic levels. In the U.S., donations continue to rise
- Launch in July 2021 of Plasbumin® albumin in China, our third brand launch in the country









- COVID-19 tests continue to contribute to revenues (66M EUR in 1H) driving NAT to double-digit growth in 1H
- Underlying NAT sales grow by mid-single digit in H1 2021
- Blood-typing solutions achieve steady growth
- Margins impacted by product mix





# Performance by Division: **Hospital Positive Impact of Normalization of Hospital Investments**

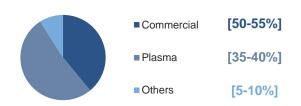


- Positive growth thanks to the gradual normalization of hospital investments
- Pharmatech and IV therapy are again main drivers of H1 growth, expanding by double digits
- Positive EBITDA in Q1 and Q2 with sequential improvement thanks to operational leverage



# Performance by Division: **Bio Supplies Decrease of Third-party Plasma Sales**

- Bio Supplies commercial grew by double digits in Q1 but fell in Q2 due to lower blood collections
- Third-party plasma sales decline due to phasing







# Balance Sheet, Cash Flow and Liquidity Deleveraging Remains a Key Priority

Cash & Cash **Equivalents** 398 **Operating Cash Flow** 339

Liquidity 813 Acquisitions 492 **CAPEX 117** 

Leverage Ratio

-16%

5.1

4.9

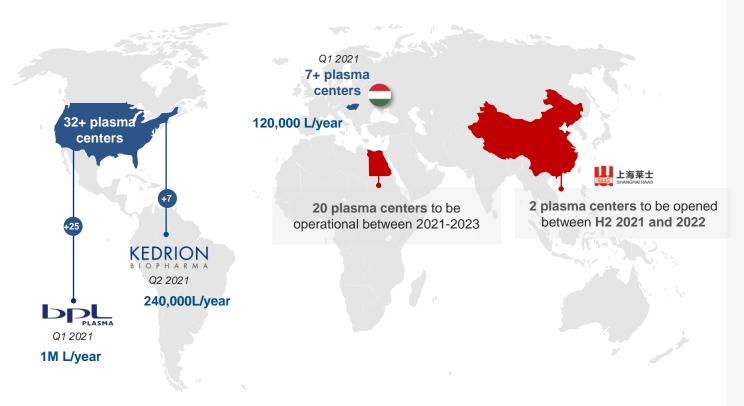


Note: All figures in million EUR

## Perspectives for 2H 2021 and 2022

- Underlying IG and key proteins demand to remain strong
- Plasma collections to continue positive evolution by leveraging on recent acquisitions and other initiatives.
   Monitoring potential impacts of developments at the southern U.S. border
- Donor commitment compensation remained high. Cost per liter to decline as volumes increase and donor commitment compensation to descend in the second half of 2021
- Diagnostic growth will see impact of COVID (as per the license agreement) and Zika test sales project ramp down. Underlying NAT technology to continue to grow as plasma and whole blood donations and medical procedures increase
- Hospital to benefit from normalization of hospital investments
- Bio Supplies Division expected to rebound in 2H 2021 following phasing
- Maintaining financial discipline backed by EUR 100m cost savings plan
- Non-strategic assets divestiture
- Continued efforts to prioritization of projects and spearhead innovation and R&D to exploit future growth opportunities
- Deleveraging and securing liquidity remain key priorities. GIC strategic investment to close in 2H 2021, subject to regulatory approvals (CFIUS)

# Acquisitions in 2021: Increase in Plasma Supply Capacity by 1.4 M Liters per Year



As part of our organic efforts, we plan to open

15-20 new plasma centers in H2 2021

# **Acquisition of GigaGen's Remaining Stake Enhancing Our Innovation Strategy**

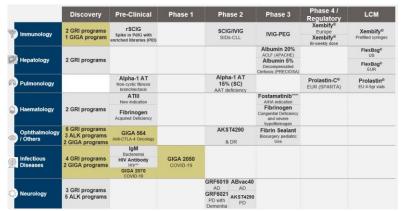
# Transaction Overview

- Grifols pays **USD 90.5 million** to acquire the remaining **56% share capital** of GigaGen, a U.S. biopharmaceutical company dedicated to the discovery and development of **recombinant biotherapeutic products**
- The first 44% stake was acquired in July 2017 for USD 35 million through Grifols Innovation and New Technology (GIANT), which channels the group's investments in R+D+i companies and other related projects

#### Rationale

The agreement aligns with Grifols' R+D+i strategy, grounded on an integrated approach encompassing both in-house projects and investee-led initiatives and advances its efforts to build a reinforced pipeline and risk-value balanced portfolio

# **Contribution to Grifols Pipeline**



#### Gigagen:

- 5 programs in discovery phase in immunology and infectious diseases, among others
- GIGA 564 in oncology: anti-CTLA-4 drug candidate
- GIGA 2050 and 2070 for the treatment of COVID-19. 2050 phase I trial to be the first-inhuman study evaluating recombinant hyperimmune immunoglobins



# **Key Financial Figures**

			2Q 2021	2Q 2020	% Var	1Q 2021	1Q 2020	% Var
2,536.6	2,677.3	(5.3%)	1,351.9	1,384.0	(2.3%)	1,184.7	1,293.3	(8.4%)
43.9%	38.8%		43.0%	32.3%		45.0%	45.7%	
634.5	579.9	9.4%	337.7	228.8	47.6%	296.8	351.1	(15.5%)
25.0%	21.7%		25.0%	16.5%		25.1%	27.2%	
266.8	218.2	22.3%	136.9	31.9	329.2%	129.9	186.4	(30.3%)
10.5%	8.2%		10.1%	2.3%		11.0%	14.4%	
279.1	350.1	(20.3%)	161.6	197.0	(18.0%)	117.5	153.1	(23.3%)
11.0%	13.1%		12.0%	14.2%		9.9%	11.8%	
117.3	145.6	(19.4%)	65.7	85.4	(23.0%)	51.6	60.2	(14.4%)
155.3	166.8	(6.9%)	84.6	83.5	1.3%	70.7	83.3	(15.1%)
0.39	0.32	22.3%	0.20	0.05	22.3%	0.19	0.27	(30.3%)
	43.9% 634.5 25.0% 266.8 10.5% 279.1 11.0%	43.9%       38.8%         634.5       579.9         25.0%       21.7%         266.8       218.2         10.5%       8.2%         279.1       350.1         11.0%       13.1%         117.3       145.6         155.3       166.8	43.9%       38.8%         634.5       579.9       9.4%         25.0%       21.7%         266.8       218.2       22.3%         10.5%       8.2%         279.1       350.1       (20.3%)         11.0%       13.1%         117.3       145.6       (19.4%)         155.3       166.8       (6.9%)	43.9%       38.8%       43.0%         634.5       579.9       9.4%       337.7         25.0%       21.7%       25.0%         266.8       218.2       22.3%       136.9         10.5%       8.2%       10.1%         279.1       350.1       (20.3%)       161.6         11.0%       13.1%       12.0%         117.3       145.6       (19.4%)       65.7         155.3       166.8       (6.9%)       84.6	43.9%       38.8%       43.0%       32.3%         634.5       579.9       9.4%       337.7       228.8         25.0%       21.7%       25.0%       16.5%         266.8       218.2       22.3%       136.9       31.9         10.5%       8.2%       10.1%       2.3%         279.1       350.1       (20.3%)       161.6       197.0         11.0%       13.1%       12.0%       14.2%         117.3       145.6       (19.4%)       65.7       85.4         155.3       166.8       (6.9%)       84.6       83.5	43.9%       38.8%       43.0%       32.3%         634.5       579.9       9.4%       337.7       228.8       47.6%         25.0%       21.7%       25.0%       16.5%         266.8       218.2       22.3%       136.9       31.9       329.2%         10.5%       8.2%       10.1%       2.3%         279.1       350.1       (20.3%)       161.6       197.0       (18.0%)         11.0%       13.1%       12.0%       14.2%         117.3       145.6       (19.4%)       65.7       85.4       (23.0%)         155.3       166.8       (6.9%)       84.6       83.5       1.3%	43.9%       38.8%       43.0%       32.3%       45.0%         634.5       579.9       9.4%       337.7       228.8       47.6%       296.8         25.0%       21.7%       25.0%       16.5%       25.1%         266.8       218.2       22.3%       136.9       31.9       329.2%       129.9         10.5%       8.2%       10.1%       2.3%       11.0%         279.1       350.1       (20.3%)       161.6       197.0       (18.0%)       117.5         11.0%       13.1%       12.0%       14.2%       9.9%         117.3       145.6       (19.4%)       65.7       85.4       (23.0%)       51.6         155.3       166.8       (6.9%)       84.6       83.5       1.3%       70.7	43.9%       38.8%       43.0%       32.3%       45.0%       45.7%         634.5       579.9       9.4%       337.7       228.8       47.6%       296.8       351.1         25.0%       21.7%       25.0%       16.5%       25.1%       27.2%         266.8       218.2       22.3%       136.9       31.9       329.2%       129.9       186.4         10.5%       8.2%       10.1%       2.3%       11.0%       14.4%         279.1       350.1       (20.3%)       161.6       197.0       (18.0%)       117.5       153.1         11.0%       13.1%       12.0%       14.2%       9.9%       11.8%         117.3       145.6       (19.4%)       65.7       85.4       (23.0%)       51.6       60.2         155.3       166.8       (6.9%)       84.6       83.5       1.3%       70.7       83.3

<sup>(1)</sup> Excludes non-recurring items, including COVID-19; amortization of deferred expenses associated to the refinancing, amortization of intangible assets related to acquisitions and IFRS 16.

# **Net Revenue by Division**

In thousands of euros	1H 2021	1H 2020	% Var	% Var cc*	2Q 2021	2Q 2020	% Var	% Var cc*	1Q 2021	1Q 2020	% Var	% Var cc*
BIOSCIENCE	1,986,024	2,158,852	(8.0%)	(0.1%)	1,084,747	1,118,910	(3.1%)	5.1%	901,277	1,039,942	(13.3%)	(5.6%)
DIAGNOSTIC	395,483	340,012	16.3%	22.9%	192,214	172,136	11.7%	18.0%	203,269	167,876	21.1%	28.0%
HOSPITAL	67,750	57,863	17.1%	19.5%	36,543	27,188	34.4%	36.6%	31,207	30,675	1.7%	4.3%
BIO SUPPLIES	107,260	126,718	(15.4%)	(8.5%)	50,960	62,579	(18.6%)	(12.2%)	56,300	64,139	(12.2%)	(4.9%)
OTHERS	15,488	18,657	(17.0%)	(11.5%)	8,314	13,513	(38.5%)	(34.5%)	7,174	5,144	39.5%	49.0%
INTERSEGMENTS	(35,373)	(24,761)	42.9%	51.7%	(20,880)	(10,304)	102.6%	116.5%	(14,493)	(14,457)	0.2%	5.6%
TOTAL	2,536,632	2,677,341	(5.3%)	2.3%	1,351,898	1,384,022	(2.3%)	5.3%	1,184,734	1,293,319	(8.4%)	(0.9%)

In thousands of euros	1H 2021	1H 2020	% Var	% Var cc*	2Q 2021	2Q 2020	% Var	% Var cc*	1Q 2021	1Q 2020	% Var	% Var cc*
BIOSCIENCE	1,986,024	2,158,852	(8.0%)	(0.1%)	1,084,747	1,118,910	(3.1%)	5.1%	901,277	1,039,942	(13.3%)	(5.6%)
DIAGNOSTIC	395,483	340,012	16.3%	22.9%	192,214	172,136	11.7%	18.0%	203,269	167,876	21.1%	28.0%
HOSPITAL	67,750	57,863	17.1%	19.5%	36,543	27,188	34.4%	36.6%	31,207	30,675	1.7%	4.3%
BIO SUPPLIES	51,462	61,041	(15.7%)	(10.3%)	24,432	33,630	(27.4%)	(22.8%)	27,030	27,412	(1.4%)	5.0%
OTHERS	15,488	18,657	(17.0%)	(11.5%)	8,314	13,513	(38.5%)	(34.5%)	7,174	5,144	39.5%	49.0%
INTERSEGMENTS	(35,373)	(24,761)	42.9%	51.7%	(20,880)	(10,304)	102.6%	116.5%	(14,493)	(14,457)	0.2%	5.6%
TOTAL (Excl. Plasma sales 3rd party)	2,480,834	2,611,664	(5.0%)	2.5%	1,325,370	1,355,073	(2.2%)	5.4%	1,155,464	1,256,592	(8.0%)	(0.5%)
Plasma sales 3rd party	55,798	65,677	(15.0%)		26,528	28,949	(8.4%)		29,270	36,727	(20.3%)	)
TOTAL	2,536,632	2,677,341	(5.3%)	2.3%	1,351,898	1,384,022	(2.3%)	5.3%	1,184,734	1,293,319	(8.4%)	(0.9%)

<sup>\*</sup> Constant currency (cc) excludes exchange rate fluctuations period over period

# **Net Revenue by Region**

In thousands of euros	1H 2021	1H 2020	% Var	% Var cc*	2Q 2021	2Q 2020	% Var	% Var cc*	1Q 2021	1Q 2020	% Var	% Var cc*
US + CANADA	1,576,893	1,844,576	(14.5%)	(6.1%)	833,601	932,425	(10.6%)	(1.9%)	743,292	912,151	(18.5%)	(10.4%)
EU	452,536	376,442	20.2%	20.5%	220,598	176,843	24.7%	24.9%	231,938	199,599	16.2%	16.6%
ROW	507,203	456,323	11.1%	21.3%	297,699	274,754	8.4%	17.1%	209,504	181,569	15.4%	27.6%
TOTAL	2,536,632	2,677,341	(5.3%)	2.3%	1,351,898	1,384,022	(2.3%)	5.3%	1,184,734	1,293,319	(8.4%)	(0.9%)

<sup>\*</sup> Constant currency (cc) excludes exchange rate fluctuations period over period

## **Profit and Loss**

In thousands of euros	1H 2021	1H 2020	% Var	2Q 2021	2Q 2020	% Var	1Q 2021	1Q 2020	% Var
NET REVENUES	2,536,632	2,677,341	(5.3%)	1,351,898	1,384,022	(2.3%)	1,184,734	1,293,319	(8.4%)
COST OF SALES	(1,422,509)	(1,638,723)	(13.2%)	(771,102)	(936,638)	(17.7%)	(651,407)	(702,085)	(7.2%)
GROSS MARGIN	1,114,123	1,038,618	7.3%	580,796	447,384	29.8%	533,327	591,234	(9.8%)
% Net revenues	43.9%	38.8%		43.0%	32.3%		45.0%	45.7%	
R&D	(158,542)	(142,113)	11.6%	(86,732)	(74,248)	16.8%	(71,810)	(67,865)	5.8%
SG&A	(507,002)	(484,367)	4.7%	(249,861)	(233,781)	6.9%	(257,141)	(250,586)	2.6%
OPERATING EXPENSES	(665,544)	(626,480)	6.2%	(336,593)	(308,029)	9.3%	(328,951)	(318,451)	3.3%
SHARE OF RESULTS OF EQUITY ACCOUNTED INVESTEES - CORE ACTIVITIES	14,971	9,558	56.6%	6,394	8,769	(27.1%)	8,577	789	987.1%
OPERATING RESULT (EBIT)	463,550	421,696	9.9%	250,597	148,124	69.2%	212,953	273,572	(22.2%)
% Net revenues	18.3%	15.8%		18.5%	10.7%		18.0%	21.2%	
FINANCIAL RESULT	(119,437)	(75,929)	57.3%	(60,737)	(59,083)	2.8%	(58,700)	(16,846)	248.5%
SHARE OF RESULTS OF EQUITY ACCOUNTED INVESTEES	34,122	(18,622)	(283.2%)	(359)	(13,172)	(97.3%)	34,481	(5,450)	(732.7%)
PROFIT BEFORE TAX	378,235	327,145	15.6%	189,501	75,869	149.8%	188,734	251,276	(24.9%)
% Net revenues	14.9%	12.2%		14.0%	5.5%		15.9%	19.4%	
INCOME TAX EXPENSE	(75,647)	(65,469)	15.5%	(37,900)	(17,733)	113.7%	(37,747)	(47,736)	(20.9%)
% of pre-tax income	20.0%	20.0%		20.0%	23.4%		20.0%	19.0%	
CONSOLIDATED PROFIT	302,588	261,676	15.6%	151,601	58,136	160.8%	150,987	203,540	(25.8%)
RESULT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS	35,773	43,429	(17.6%)	14,721	26,269	(44.0%)	21,052	17,160	22.7%
GROUP PROFIT	266,815	218,247	22.3%	136,880	31,867	329.5%	129,935	186,380	(30.3%)
% Net revenues	10.5%	8.2%		10.1%	2.3%		11.0%	14.4%	



# **Group Profit Reconciliation**

In millions of euros	1H 2021	1H 2020	% Var	2Q 2021	2Q 2020	% Var	1Q 2021	1Q 2020	% Var
GROUP PROFIT	266.8	218.2	22.3%	136.9	31.8	329.2%	129.9	186.4	(30.3%)
% Net revenues	10.5%	8.2%		10.1%	8.2%		11.0%	14.4%	
Amortization of deferred financial expenses	25.6	23.0	11.3%	13.0	12.3	5.7%	12.6	10.7	17.8%
Amortization of intangible assets acquired in business combinations	23.4	24.2	(3.3%)	11.8	12.9	(8.5%)	11.6	11.3	2.7%
Non-recurring items	(34.5)	(74.9)	(53.9%)	1.0	(18.4)	(105.4%)	(35.5)	(56.5)	(37.2%)
IFRS 16	11.1	11.8	(5.9%)	5.7	5.7	0.0%	5.4	6.1	(11.5%)
Tax impacts	(13.3)	(7.0)	90.0%	(6.8)	(2.1)	223.8%	(6.5)	(4.9)	32.7%
COVID-19 impact	-	185.3		-	185.3		_	-	
Tax impacts COVID-19 impacts	-	(30.5)		-	(30.5)		_	-	
ADJUSTED GROUP NET PROFIT	279.1	350.1	(20.3%)	161.6	197.0	(18.0%)	117.5	153.1	(23.3%)
% Net revenues	11.0%	13.1%		12.0%	13.1%		9.9%	11.8%	

# **Cash Flow**

In thousands of euros	1H 2021	1H 2020
REPORTED GROUP PROFIT	266,815	218,247
DEPRECIATION AND AMORTIZATION	166,754	158,216
NET PROVISIONS	562	(16,947)
OTHER ADJUSTMENTS AND OTHER CHANGES IN WORKING CAPITAL	143,088	50,242
CHANGES IN INVENTORIES	(65,878)	250,879
CHANGES IN TRADE RECEIVABLES	(142,672)	(80,811)
CHANGES IN TRADE PAYABLES	(29,367)	(39,116)
CHANGE IN OPERATING WORKING CAPITAL	(237,917)	130,952
NET CASH FLOW FROM OPERATING ACTIVITIES	339,302	540,710
BUSINESS COMBINATIONS AND INVESTMENTS IN GROUP COMPANIES	(492,249)	(21,802)
CAPEX	(117,298)	(145,572)
R&D/OTHER INTANGIBLE ASSETS	(15,323)	(37,466)
OTHER CASH INFLOW / (OUTFLOW)	1,508	(18,223)
NET CASH FLOW FROM INVESTING ACTIVITIES	(623,362)	(223,063)
FREE CASH FLOW	(284,060)	317,647
PROCEEDS FROM / (PAYMENTS) FOR EQUITY INSTRUMENTS	(125,703)	-
ISSUE / (REPAYMENT) OF DEBT	467,002	(171,791)
DIVIDENDS (PAID) / RECEIVED	(256,539)	1,790
OTHER CASH FLOWS FROM/(USED IN) FINANCING ACTIVITIES	350	(8,416)
NET CASH FLOW FROM FINANCING ACTIVITIES	85,110	(178,417)
TOTAL CASH FLOW	(198,950)	139,230
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	579,647	741,982
EFFECT OF EXCHANGE RATE CHANGES IN CASH AND CASH EQUIVALENTS	17,167	(2,806)
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	397,864	878,406



## **Balance Sheet**

#### **ASSETS**

In thousands of euros	June 2021	
NON-CURRENT ASSETS	12,973,549	12,109,822
GOODWILL AND OTHER INTANGIBLE ASSETS	8,278,506	7,568,617
PROPERTY PLANT & EQUIPMENT	2,415,934	2,324,107
INVESTMENTS IN EQUITY ACCOUNTED INVESTEES	1,904,321	1,869,020
NON-CURRENT FINANCIAL ASSETS	232,643	198,157
OTHER NON-CURRENT ASSETS	142,145	149,921
CURRENT ASSETS	3,239,500	3,164,954
INVENTORIES	2,124,393	2,002,281
TRADE AND OTHER RECEIVABLES	644,698	520,158
OTHER CURRENT FINANCIAL ASSETS	9,681	11,118
OTHER CURRENT ASSETS	62,864	51,750
CASH AND CASH EQUIVALENTS	397,864	579,647
TOTAL ASSETS	16,213,049	15,274,776

#### **EQUITY AND LIABILITIES**

In thousands of euros	June 2021	December 2020
EQUITY	6,937,091	6,720,055
CAPITAL	119,604	119,604
SHARE PREMIUM	910,728	910,728
RESERVES	4,138,199	3,776,932
TREASURY STOCK	(164,189)	(43,734)
CURRENT YEAR EARNINGS	266,815	618,546
OTHER COMPREHENSIVE INCOME	(102,991)	(273,684)
NON-CONTROLLING INTERESTS	1,768,925	1,611,663
NON-CURRENT LIABILITIES	7,354,480	7,219,583
NON-CURRENT FINANCIAL LIABILITIES	6,715,482	6,602,100
OTHER NON-CURRENT LIABILITIES	638,998	617,483
CURRENT LIABILITIES	1,921,478	1,335,138
CURRENT FINANCIAL LIABILITIES	940,906	424,612
OTHER CURRENT LIABILITIES	980,572	910,526
TOTAL EQUITY AND LIABILITIES	16,213,049	15,274,776



## **Investor Relations & Sustainability**

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