



**EXECUTIVE  
REPORT  
2018**

**GRIFOLS**



A GLOBAL COMPANY ESTABLISHED IN 1940 IN BARCELONA  
DEDICATED TO ENHANCING THE HEALTH AND WELL-BEING OF  
PATIENTS AROUND THE WORLD.

THROUGH ITS FOUR DIVISIONS, GRIFOLS PROVIDES PLASMA-  
PROTEIN THERAPIES, DIAGNOSTIC AND HOSPITAL-PHARMACY  
SOLUTIONS, AND BIOLOGICAL PRODUCTS FOR NON-THERAPEUTIC  
USE.

THE “**ONE GRIFOLS**” PHILOSOPHY REFLECTS THE SOLID CORPORATE VALUES INSTILLED BY GRIFOLS’ FOUNDERS IN 1940

THESE VALUES ADVOCATE A WORK MODEL GROUNDED ON TEAMWORK, RESPONSIBILITY, SUSTAINABILITY, VISION AND LONG-TERM VALUE CREATION. GUIDED BY THESE VALUES, THE COMPANY ASPIRES TO CREATE WEALTH FOR ITS DIVERSE STAKEHOLDER GROUPS

PROUD OF ITS HISTORY, THE COMPANY PROJECTS ITS PAST INTO THE FUTURE THROUGH THE “ONE GRIFOLS” PRINCIPLES



*We contribute to social progress by leading research that brings us closer to discovering new treatments*

**Víctor Grífols Roura**  
Chairman



*This report reflects the efforts of everyone who forms part of the Grifols team, as well as our “One Grifols” model of responsible management*

**Víctor Grífols Deu**  
Co-CEO

**Raimon Grífols Roura**  
Co-CEO

# CORPORATE GOVERNANCE

- Grifols is among the 10 Ibex-35 companies with more than **80% of share capital represented** in its general shareholders' meetings
- **An independent, diverse and well-balanced Board of Directors** with regard to gender, age and experience
- **Segregation of duties** of CEO and non-executive chairman
- Independence on the Board of Directors is reinforced through a **coordinating director**
- **Solid climate of trust** in a dedicated and experienced executive team
- Grifols' **nine corporate policies and regulations** go beyond legal requirements

## BOARD OF DIRECTORS

**>50%**  
INDEPENDENT

## BOARD OF DIRECTORS

**>80%**  
NON-EXECUTIVE

## BOARD MEMBERS

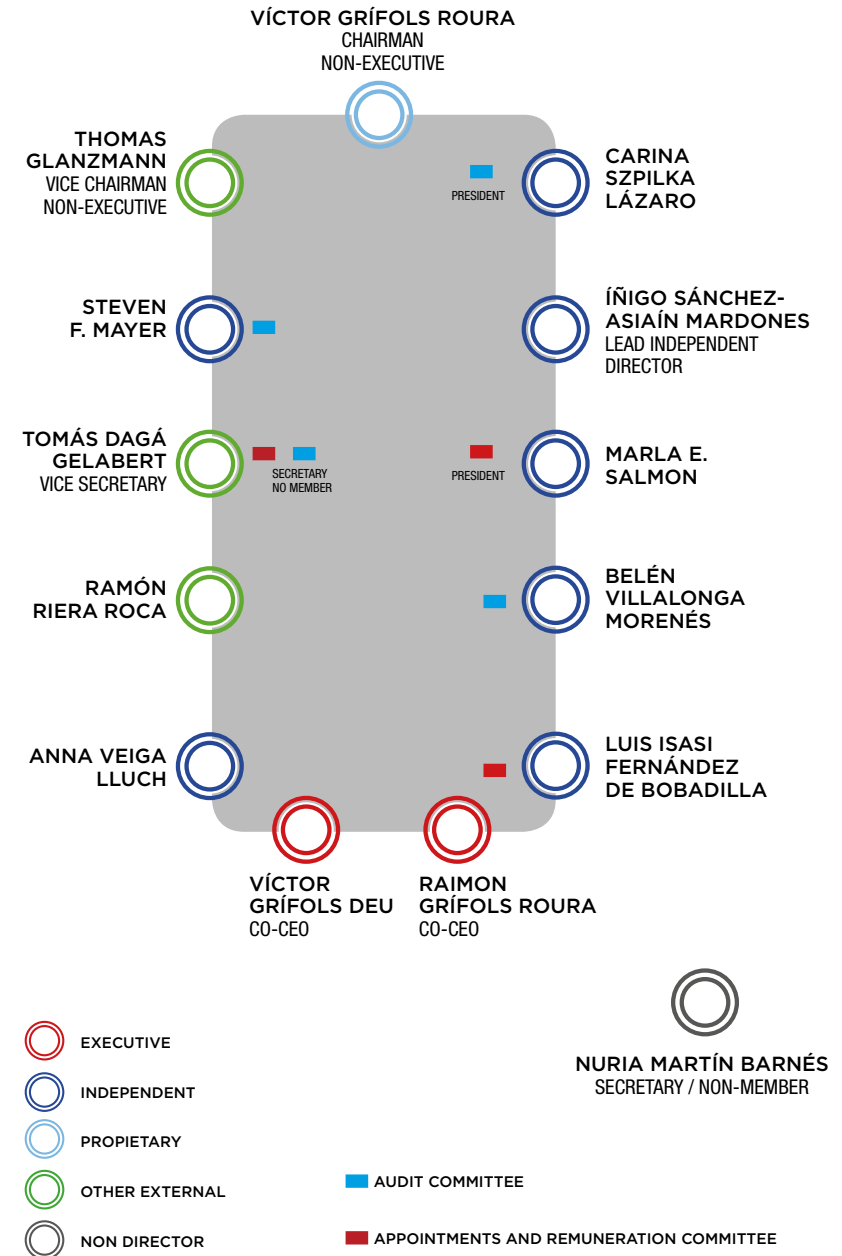
WOMEN  
**31%**

A ROBUST CORPORATE GOVERNANCE STRUCTURE IS VITAL TO ENSURING SUSTAINABILITY AND CREATING LONG-TERM VALUE

TRANSPARENCY, ETHICS AND SOLID BOARD LEADERSHIP FORM THE CORNERSTONES OF GRIFOLS' CORPORATE GOVERNANCE

FOR GRIFOLS, TRANSPARENCY IS A CORE VALUE, AS WELL AS AN OBLIGATION

## BOARD OF DIRECTORS



# 2018 MAIN INDICATORS

## OPERATING GROWTH\*



REVENUES (M€)

**4,487**  
+9.2%

NET PROFIT (M€)

**597**



NORTH AMERICA

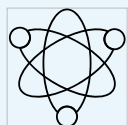


EUROPEAN UNION



ROW

## INVESTMENT AND INNOVATION



MANUFACTURING INSTALLATIONS (M€)

**252**

NET INVESTMENT R&D+i (M€)

**291**  
+9.4%

PLASMA CENTERS

**256**

PATENTS AND APPLICATIONS

**2,965**

## TALENT & DIVERSITY

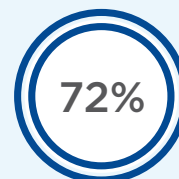


HUMAN RESOURCES

**21,230**

WORKFORCE GROWTH

**+16%**



U.S. WORKFORCE



EUROPE WORKFORCE



WORKFORCE IN ROW

\* Operating or constant currency (cc) excludes exchange rate variations of the year.

## EQUAL OPPORTUNITY



PERMANENT  
CONTRACTS  
**98%**

FULL-TIME  
CONTRACTS  
**94%**

TRAINING  
(MILLIONS OF HOURS)  
**2.5**

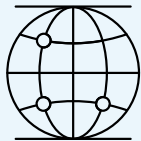


WOMEN



MEN

## SUSTAINABILITY



ENVIRONMENTAL  
COSTS (M€)  
**15.5**

ENVIRONMENTAL  
INVESTMENTS (M€)  
**2.7**

Resource allocation  
(expenses & investments)



WASTE MANAGEMENT

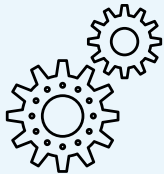


WATER CYCLE



ATMOSPHERIC, ENERGY  
EMISSIONS AND OTHERS

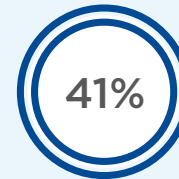
## RESPONSIBILITY



TOTAL TAX  
CONTRIBUTIONS  
(M€)  
**624**

COMMUNITY  
INVESTMENTS  
(M€)  
**33.3**

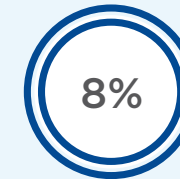
Destination of resources  
(investments and expenditures)



PATIENTS & LOCAL  
COMMUNITIES



FOUNDATIONS  
& NGOs



RESEARCH AWARDS &  
EDUCATION



SPECIAL PROJECTS  
AND OTHERS

# 2018 MILESTONES

 MedKeeper



- Acquisition of a 51% stake in MedKeeper to reinforce the Hospital Division.

 HyperRAB



- Raimon Grifols Roura and Víctor Grifols Deu recognized by *Forbes* among Spain's top 50 CEOs.
- FDA approval for a new, stronger formulation of anti-rabies immunoglobulin (HyperRAB®).



- Agreement with Henry Schein for the U.S. distribution of Grifols' physiological saline, manufactured in its Murcia plant.
- Industrial complex in Clayton (North Carolina, U.S.) recognized for its environmental commitment.
- Grifols agrees to acquire 35 plasma centers of Haema in Germany.

 IrsiCaixa



- Collaboration agreement with IrsiCaixa to support research for HIV and related diseases.
- Donation of +25 million international units of factor VIII to the World Federation of Hemophilia Humanitarian Aid Program over an 8-year timeframe.



- Shareholders Meeting approves a record-high dividend payout of EUR 265 million.
- The FDA approves new conventional antisera, allowing Grifols to expand its blood-typing product portfolio in the U.S.
- Clayton office building distinguished with the Leadership in Energy and Environmental Design (LEED) certification for its sustainable design.



- U.S. launch of the liquid alpha-1 antitrypsin formulation (Prolastin®-C Liquid).
- Public disclosure of value transfers made to European healthcare professionals and health organizations in 2017.
- FDA approves two new NAT-technology blood screening tests: one for HIV, hepatitis B and C, and another for the West Nile virus.
- Annual investor and analyst meeting.



FTSE4Good



JULY

- Grifols listed on the FTSE4Good stock exchange index of sustainability.
- Grifols' R&D rated "excellent" by the Profarma Plan, an initiative of the Spanish Ministry of Industry, Tourism and Commerce.



AUG

- Grifols acquires 24 plasma centers in the U.S. from Biotest.
- FDA approves new Emeryville (California, U.S.) installations to produce recombinant proteins.
- FDA approves NAT-technology blood screening tests for the Zika virus.



SEPT

- New EUR 85 million loan signed with the European Investment Bank (EIB) to support R&D+i projects.
- FDA approves a new immunoglobulin formulation (GamaSTAN®) to treat patients exposed to hepatitis A and measles.



OCT

- Presentation of preliminary results on the efficacy of AMBAR clinical trial to treat Alzheimer's.
- FDA approval for the molecular diagnostic test ID Core XT, used to genotype blood groups.



NOV

- Spanish launch of AlfaCare, the first support program for patients suffering from alpha-1 antitrypsin deficiency.
- Grifols is recognized in PwC's "2018 Global Innovation 1000" ranking among the top 1,000 global companies that invest the most in R&D.
- Announcement of initiation of talks with Shanghai RAAS Blood Products to explore a possible strategic collaboration in China.



DEC

- Processing started on the first batch of plasma from Liberian Ebola survivors as part of the Ebola Project.



# GRIFOLS AROUND THE WORLD



GLOBAL HEADQUARTERS



BIOSCIENCE DIVISION CENTERS



MANUFACTURING PLANTS



DIAGNOSTIC DIVISION CENTERS



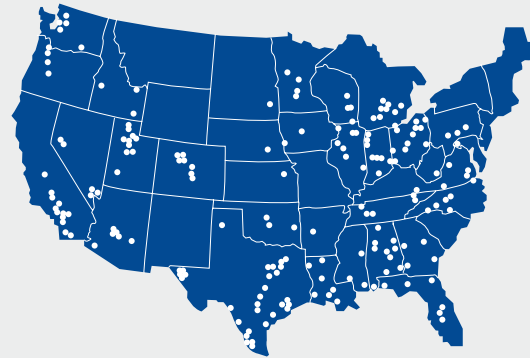
R&D+i CENTERS



HOSPITAL DIVISION CENTERS

● GRIFOLS SUBSIDIARIES  
● DISTRIBUTORS

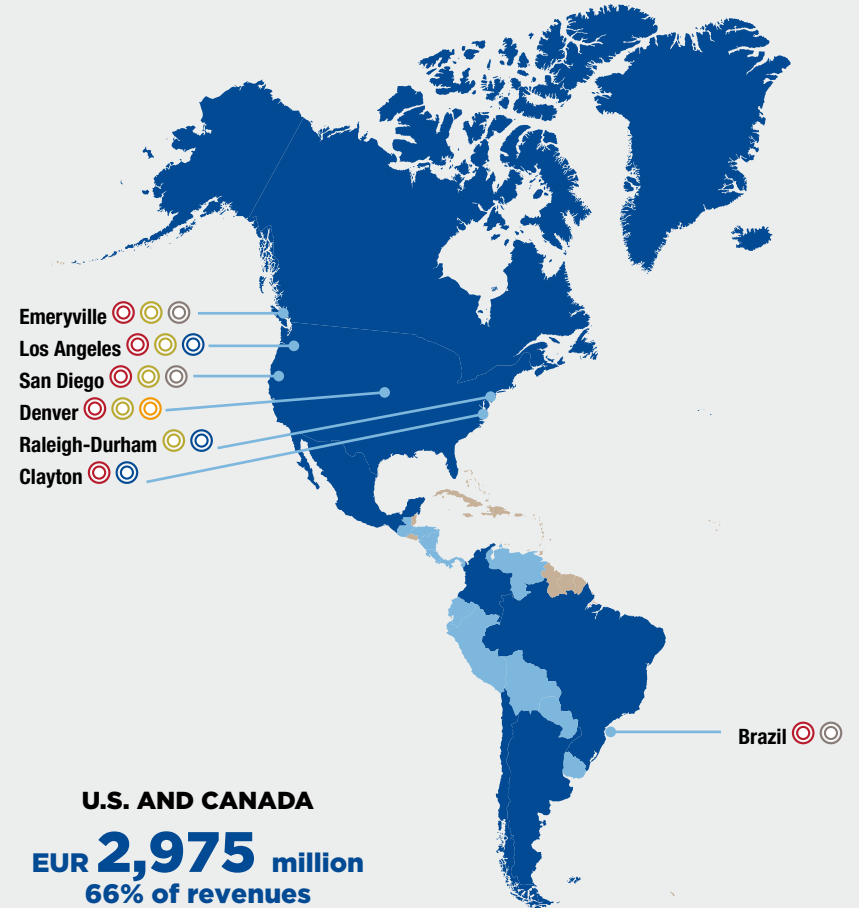
**A BROAD NETWORK THAT INCLUDES 220 PLASMA CENTERS IN THE U.S.**



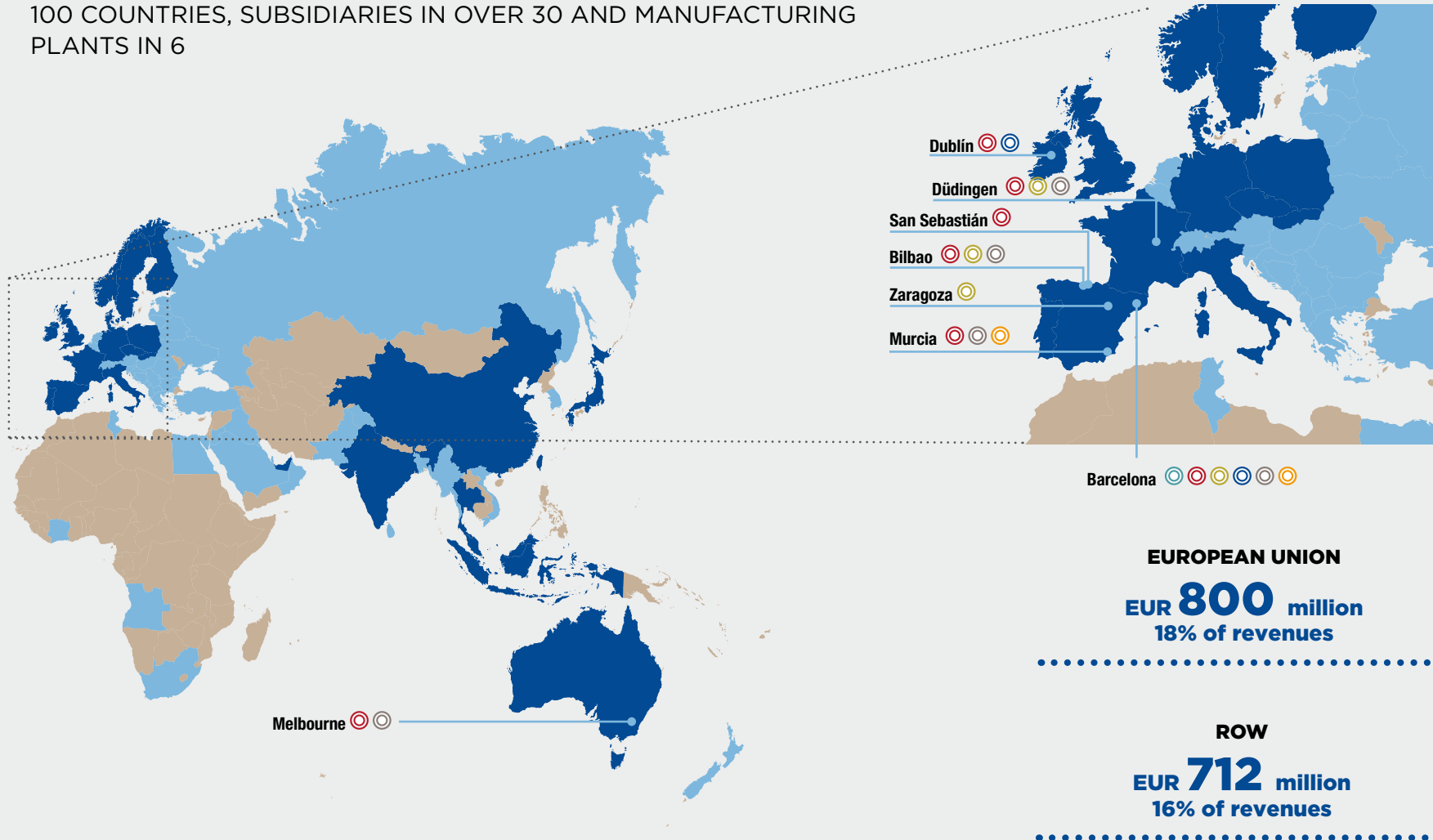
**36 CENTERS IN EUROPE (GERMANY) DIVERSIFY GRIFOLS' PLASMA SUPPLY**



GRIFOLS OPERATES THE LARGEST NETWORK OF PLASMA DONATION CENTERS IN THE WORLD, WITH 256 CENTERS IN THE U.S. AND EUROPE



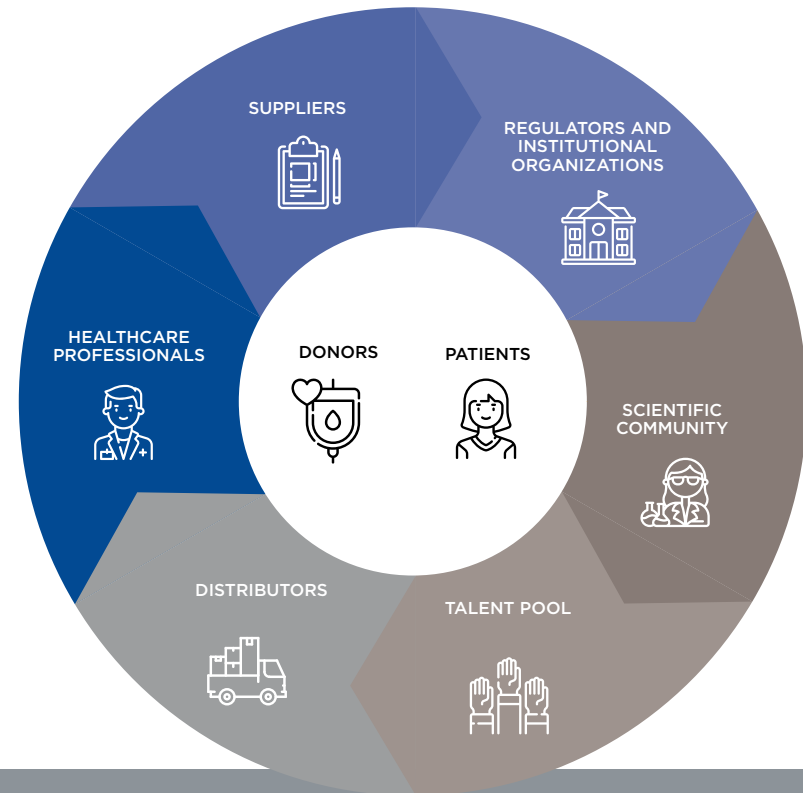
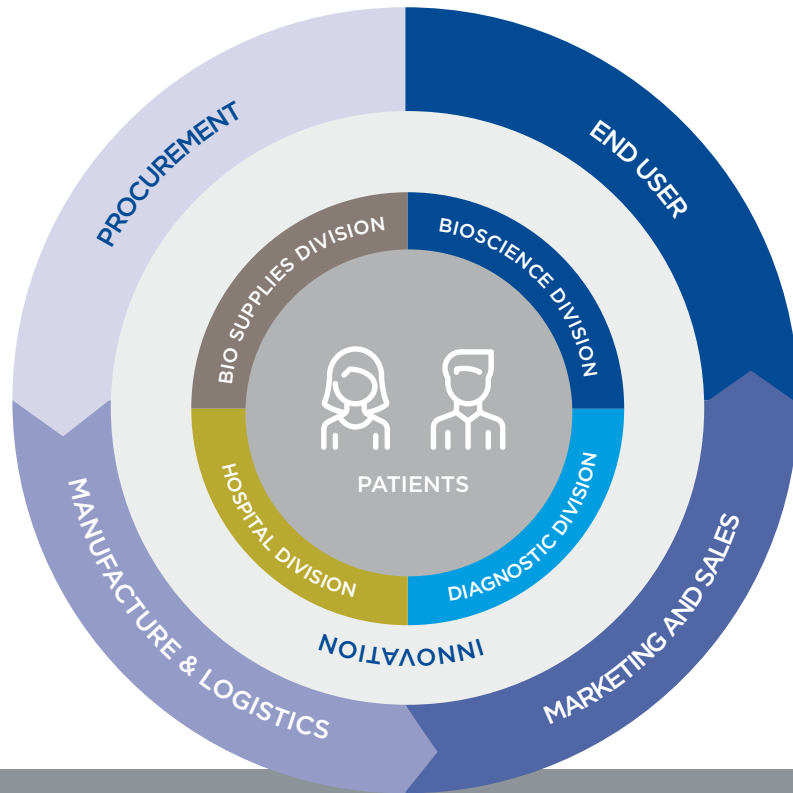
GRIFOLS' GLOBAL SCOPE INCLUDES OPERATIONS IN MORE THAN 100 COUNTRIES, SUBSIDIARIES IN OVER 30 AND MANUFACTURING PLANTS IN 6



**EUROPEAN UNION**  
EUR **800** million  
18% of revenues

**ROW**  
EUR **712** million  
16% of revenues

# AN INTEGRATED BUSINESS MODEL



GRIFOLS PROMOTES AN INTEGRATED BUSINESS MODEL TO ENSURE THE QUALITY AND CONTROL OF ITS VALUE CHAIN

THE SUCCESS OF ITS BUSINESS MODEL RESIDES ON THE IMPORTANCE THEY PLACE ON THEIR COMMITMENTS TO ALL STAKEHOLDERS

GRIFOLS PUTS DONORS AND PATIENTS AT THE HEART OF ITS VALUE CHAIN

THEIR OPERATIONS TRANSFORM THE GENEROSITY OF DONORS INTO LIFE-SAVING MEDICINES FOR PATIENTS WORLDWIDE

# FOUR DIVISIONS



## BIOSCIENCE DIVISION

ONE OF THE TOP  
THREE GLOBAL  
LEADERS IN  
THE PRODUCTION  
OF PLASMA-  
DERIVED  
MEDICINES

RESEARCH  
PIONEERS IN THE  
SEARCH FOR  
NEW THERAPIES

- Solid demand for main plasma proteins.
- Increased demand for immunoglobulin in the U.S. and main EU markets, led by Spain, Germany and the United Kingdom. Turkey, Brazil and Australia also reported strong demand.
- Global leader in plasma centers with 256 sites.
- Innovation: launch of a liquid formulation of alpha-1 antitrypsin; new anti-rabies immunoglobulin; and new intramuscular immunoglobulin to treat patients exposed to hepatitis A and measles.
- Presentation of topline results on the efficacy of the AMBAR clinical trial to slow down the progression of Alzheimer's.

REVENUE (M€)

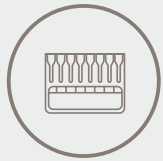
**3,517**

OPERATING GROWTH

**+8.0%**

INNOVATION

**3** PRODUCT  
LAUNCHES



LEADERS IN  
BLOOD AND  
PLASMA  
ANALYSIS  
TECHNOLOGY

## DIAGNOSTIC DIVISION

- Upward trend in NAT technology (Procleix® NAT Solutions) donor-screening lines and blood-typing solutions.
- Continued business consolidation of recombinant proteins used to produce immunoassays.
- Expansion of specialty diagnostics portfolio through own products and third-party agreements.
- Ongoing development of new diagnostic tests for personalized medicine.
- Innovation: new FDA-approved reagents to detect HIV and hepatitis B and C (Procleix® Ultrio Elite) and West Nile virus (Procleix® WNV), among others.
- Growing internationalization and expansion in strategic regions: key markets include U.S. and the Middle East, as a main markets.

REVENUE (M€)

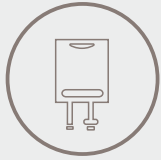
**702**

OPERATING GROWTH

**+0.7%**

INNOVATION

**6** FDA APPROVALS



COMPREHENSIVE SOLUTIONS THAT OPTIMIZE THE EFFICIENCY OF HOSPITAL PHARMACIES

LEADERS IN INTRAVENOUS SOLUTIONS

## HOSPITAL DIVISION

- Higher sales in all of the division's business lines.
- Notable growth in Pharmatech and intravenous solutions manufactured in the Murcia plant thanks to distribution agreement with Henry Schein.
- Increasing internationalization, with significant growth in the U.S. market.
- The Spanish market remains critical and market penetration increases in Latin America.
- Pharmatech is a main engine for growth: the business line offers integrated solutions for hospital pharmacies, including MedKeeper and Kiro Oncology products and services.
- Greater capital investments to expand production capacity.

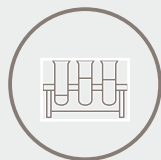
REVENUE (M€)

**120**

OPERATING GROWTH

**+16.0%**

INNOVATION  
**MEDKEEPER AND  
KIRO ONCOLOGY**



BIOLOGICAL PRODUCTS FOR NON-THERAPEUTIC USES

## BIO SUPPLIES DIVISION

This division oversees three main areas:

- Sales of biological products for non-therapeutic uses.
- Kedrion production agreements.
- Third-party plasma sales channeled through Haema and Biotest.

REVENUE (M€)

**167**

OPERATING GROWTH

**+154.9%**

# ECONOMIC PERFORMANCE

THE COMPANY INTENSIFIED ITS EFFORTS IN 2018 TO REINFORCE ITS LEADERSHIP IN ITS AREAS OF OPERATION AND CREATE GREATER VALUE FOR ITS MAIN STAKEHOLDERS



## MAIN AREAS

### FINANCIAL STRENGTH

- High sustainable levels of operating cash flow to effectively assume its planned investments
- Effective debt management is a key priority
- Capital investments: 2016-2020 Plan endowed with EUR 1,200 million

### OPERATING GROWTH

- Upward sales trend in all divisions and regions
- Greater access to plasma and expansion of manufacturing facilities: 256 centers and a 30% increase in plasma collected
- Geographic expansion drives organic growth

### CONTINUOUS INNOVATION

- R&D+i investments increased by 9.4% to EUR 291 million
- Enhanced product portfolio thanks to new FDA approvals, including a new liquid formulation of alpha-1 and two new immunoglobulins
- Development of clinical trials aimed at finding new therapeutic indications: AMBAR (Alzheimer Management by Albumin Replacement)

### CORPORATE TRANSACTIONS

- Acquisition of a 51% stake in MedKeeper
- Acquisition of 6 plasma centers from Kedrion
- Operating control of Haema and Biotest
- Strategic alliance in China with Shanghai RAAS

# TEAMWORK

THROUGHOUT ITS HISTORY, GRIFOLS HAS BEEN ABLE TO SUCCESSFULLY BALANCE GROWTH AND INTERNATIONALIZATION WHILE STAYING TRUE TO ITS FUNDAMENTAL VALUES. THE COMPANY'S RECOGNITION OF ITS WORKFORCE AS A PRIMARY DRIVER OF CORPORATE SUCCESS ILLUSTRATES THIS CORE TENET



## JOB CREATION

TALENT POOL  
**21,230**  
+16%

PERMANENT CONTRACTS  
**98%**

FULL-TIME CONTRACTS  
**94%**

## DIVERSITY AND INCLUSION

WORKFORCE WOMEN  
**59%**

SENIOR MANAGEMENT WOMEN  
**32%**

BOARD OF DIRECTORS' WOMEN  
**31%**

## TALENT AND PROFESSIONAL DEVELOPMENT

MILLION TRAINING HOURS  
**2.5**

THE GRIFOLS ACADEMY WAS CREATED IN  
**2009**

**3 CORE ELEMENTS:**  
LEADERSHIP DEVELOPMENT, PROFESSIONAL DEVELOPMENT AND ON-BOARDING INITIATIVES

GENDER PAY GAP IS GRADUALLY DECREASING AND CURRENTLY BELOW INTERNATIONAL BENCHMARKS IN EVERY PROFESSIONAL CATEGORY



# ENVIRONMENTAL MANAGEMENT

## IN 2018, GRIFOLS FULFILLED THE MAIN OBJECTIVES OUTLINED IN ITS ENVIRONMENTAL PROGRAM

Efficiency and minimization of risks are the cornerstones of Grifols' environmental management. To this end, the company concentrates its efforts on eco-efficiency, environment and risk prevention, legislative compliance, on-going development of self-protection plans, and a robust communication strategy to divulge environmental initiatives.

Corporate investment toward environmental activities totaled EUR 2.7 million in 2018. These investments focused primarily on reducing water consumption and emissions from refrigerant gases. Costs rose to EUR 15.5 million.



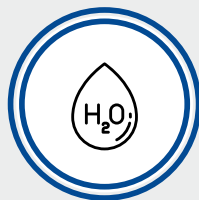
### BREAKDOWN OF ENVIRONMENTAL COSTS AND INVESTMENTS\*

EUR **18** MILLION



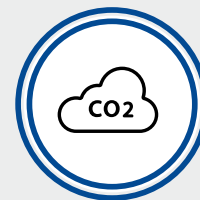
RELATED TO WASTE

**63%**



RELATED TO WATER CYCLE

**32%**



RELATED TO ATMOSPHERIC EMISSIONS, ENERGY AND OTHERS

**5%**

\* % of total resources allocated to environmental actions

THE COMPANY WITH ITS 2017-2019 ENVIRONMENTAL PROGRAM HAS REINFORCED ITS COMMITMENT TO MAXIMIZE WASTE MANAGEMENT TREATMENT BY LEADING INITIATIVES

GRIFOLS' EFFORTS OVER THE LAST YEARS HAVE LED TO A 26% REDUCTION IN REFRIGERANT GAS LEAK

# GRIFOLS' SOCIAL COMMITMENT

GRIFOLS HAS BEEN FIRMLY COMMITTED TO ENHANCING THE HEALTH AND WELL-BEING OF PEOPLE AROUND THE WORLD SINCE ITS ORIGINS. THIS COMMITMENT IS GROUNDED ON FOUR MAIN PILLARS THAT EXTEND TO ITS VARIOUS STAKEHOLDERS

## BREAKDOWN OF CONTRIBUTIONS

EUR **33.3** MILLION



M€ TO PATIENT ORGANIZATIONS AND LOCAL COMMUNITIES



M€ TO FOUNDATIONS AND NGOs



M€ TO RESEARCH AWARDS AND EDUCATION



M€ SPECIAL PROJECTS AND OTHERS

**25** MILLION INTERNATIONAL UNITS OF CLOTTING FACTORS DONATED TO THE WORLD FEDERATION OF HEMOPHILIA (WFH) HUMANITARIAN AID PROGRAM

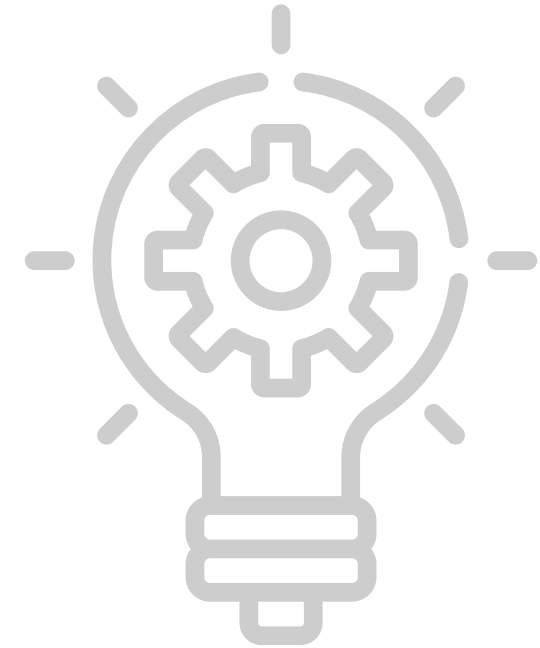
## AIGÜES DE VILAJUÏGA, GRIFOLS' COMMITMENT TO PRESERVE THE LEGACY OF MEDICINAL WATER

Aigües de Vilajuïga is a century-old firm with one of Spain's two natural water springs. Grifols' share in Aigües de Vilajuïga allowed the business to move forward and avoid its imminent closure, as well as contributing to the social fabric of the Vilajuïga community.



# INNOVATION & IMPROVEMENT

GRIFOLS' COMMITMENT TO R&D+i IS SUSTAINABLE, LONG-TERM AND INTRINSIC IN ITS PIONEERING SPIRIT. THE COMPANY'S R&D+i STRATEGY COMBINES IN-HOUSE PROJECTS WITH EXTERNAL INVESTMENTS AND COLLABORATIONS



The company continues to bolster its innovation strategy through the Grifols Innovation Office, while expanding the scope of its research initiatives through strategic acquisitions.

In reflection of its comprehensive R+D+i strategy, Grifols was distinguished as one of the top 1,000 global firms that most invests in research and innovation in the "2018 Global Innovation 1000" ranking. The report is published annually by Strategy&, a global consulting subsidiary of PwC.

Among the year's most significant research milestones was the October 2018 presentation of topline results of the AMBAR (Alzheimer Management by Albumin Replacement) clinical trial.

## GRIFOLS' R&D+i AT A GLANCE

TOTAL INVESTMENT (M€)

**291**  
+9.4%

% OF REVENUES

**6.5%**

TOTAL NUMBER OF  
PATENTS AND APPLICATIONS

**2,965**

TALENT POOL

**1,000**  
employees dedicated  
to R&D+i

EXTERNAL  
RESEARCHERS

**100+**  
people complement  
Grifols' R&D+i efforts

RESEARCH CENTERS

**5** U.S., **4** Spain  
**1** Switzerland

# THE AMBAR STUDY

AMBAR'S RESULTS ARE VERY ENCOURAGING AND INSPIRE GRIFOLS TO PURSUE THIS LINE OF RESEARCH

AMBAR is an international and multicenter clinical trial designed by Grifols in collaboration with the Fundació ACE in Barcelona and Alzheimer's Disease Research Center at the University of Pittsburgh (United States). After a successful pre-clinical trial and completion of phases I and II, the research team commenced the phase II/IIIb phase to determine whether plasma exchange could slow down the progression of the disease.

The clinical trial lasted 14 months and had two different phases: an initial phase for all patients and an another phase in which patients received differing levels of albumin. In some cases, patients received albumin modified with IGIV to compensate for a possible decrease in endogenous immunoglobulins. The placebo arm received a simulation of plasma exchange in both phases.

The analysis of the results obtained in the clinical trial was performed on the total study population and included the assessment of the differences to placebo in the primary outcomes of the following study arms: a) three combinations of plasma exchange with albumin and IGIV replacement that shared the same volume of plasma removed (plasmapheresis) regardless of the arm, b) an arm with all patients treated with plasma exchange, and c) an arm that included all patients treated with plasma.

Grifols plans to offer updates for the remainder of 2019, specifically at the AAIC (Alzheimer's Association International Conference) in Los Angeles (USA) in July and at the CTAD (Clinical Trials on Alzheimer's Disease) in San Diego (USA). In December, all the analyses mentioned in the study will be available.

## GRIFOLS: AT THE CUTTING EDGE OF ALZHEIMER'S RESEARCH SINCE 2004



Grifols starts its first lines of research in Alzheimer's in collaboration with the Fundació ACE in Barcelona (Spain) and Alzheimer Disease Research Center of the University of Pittsburgh (U.S.)

AMBAR clinical trial begins based on the combination of plasma exchange with blood products (albumin and IVIG) as a possible treatment for Alzheimer's

The intermediate results showed the tolerability and safety of the treatment, consequently the necessary conditions are met for the AMBAR clinical trial to continue

The experimental phase of the AMBAR clinical trial ends

AMBAR clinical trial results (phase IIb/III) demonstrated a significant reduction in the progression of the disease in the patients with moderate AD

The analysis of new AMBAR variables continues and new results confirm its efficiency in patients with mild to moderate AD. Grifols also continues to support AD research through Araclon and Progenika

alzheimer management by albumin replacement



## CLINICAL TRIAL DESIGN

International,  
multicenter and  
double-blind

41 hospitals  
19 in Spain,  
22 in the U.S.

496 patients  
55-85 years,  
with mild to  
moderate  
Alzheimer's

Assessment of  
**plasma exchange**  
with different  
volumes and  
concentrations of  
**albumin**

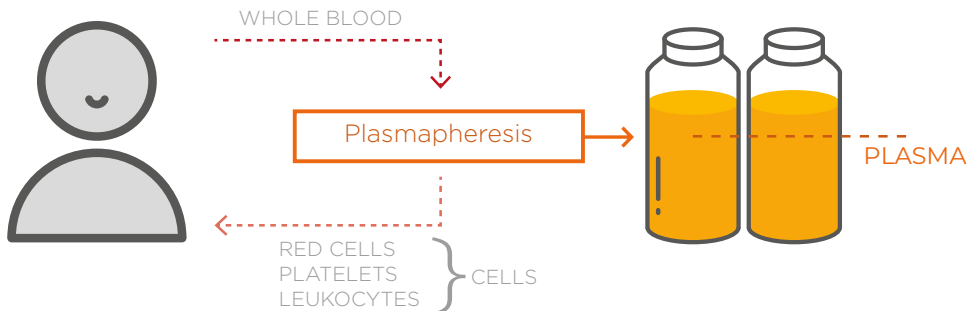
Patients  
randomized in  
**three treatment  
groups** and **one  
control** group

## PLASMA EXCHANGE WITH ALBUMIN AS A THERAPY

The AD patients who took part in the AMBAR clinical trial were treated with regular plasma exchanges, a safe and proven therapy based on the plasmapheresis technique.

Plasma exchange consists of extracting blood from the patient and fractionating the cellular components of plasma in a plasmapheresis machine. Following fractionation, the plasma is replaced by albumin (in most cases) and reintroduced into the patient along with the other cellular components.

Requiring no anesthesia, the treatment is generally administered in hospitals or outpatient centers to treat a variety of blood, neurological and autoimmune diseases.



# FUTURE STRATEGY

IN ALIGNMENT WITH ITS STRATEGIC ROADMAP, GRIFOLS CONTINUES TO EXPLORE AND LEVERAGE ITS VAST BODY OF COLLECTIVE KNOWLEDGE AND POTENTIAL FOR INNOVATION TO ENHANCE THE QUALITY OF PATIENT CARE AND FURTHER SUPPORT HEALTHCARE PROFESSIONALS

## HIGHLIGHTS OF GRIFOLS' 2018-2022 STRATEGIC PLAN

### ONE GRIFOLS

#### **CUSTOMER CENTRICITY**

Enhance organization-wide focus on meeting and exceeding customer needs to build sustainable, competitive advantage

#### **BUSINESS OPTIMIZATION**

Identify opportunities to improve productivity and optimize value

#### **INNOVATION PERFORMANCE**

Leverage technological advancements to deliver innovative solutions and transformational breakthroughs

#### **EXPANSION**

Expand globally with the U.S. as the anchor market

#### **DIGITAL STRATEGY**

Build digital capabilities to deliver better outcomes

#### **TALENT PROMOTION**

Firm and robust human resources policy focused on employee recruitment and continuous professional development for Grifols' workforce

# PROFIT AND LOSS ACCOUNT

In thousands of euros	2018	2017	% Var
<b>NET REVENUE (NR)</b>	<b>4,486,724</b>	<b>4,318,073</b>	<b>3.9%</b>
<b>COST OF SALES</b>	<b>-2,437,164</b>	<b>-2,164,762</b>	<b>12.6%</b>
<b>GROSS MARGIN</b>	<b>2,049,560</b>	<b>2,153,311</b>	<b>-4.8%</b>
% NR	45.7%	49.9%	
R&D	-240,661	-223,742	7.6%
SG&A	-814,775	-839,480	-2.9%
OPERATING EXPENSES	-1,055,436	-1,063,222	-0.7%
<b>OPERATING RESULT (EBIT)</b>	<b>994,124</b>	<b>1,090,089</b>	<b>-8.8%</b>
% NR	22.2%	25.2%	
FINANCIAL RESULT	-257,244	-269,251	
SHARE OF RESULTS OF EQUITY ACCOUNTED INVESTEES	-11,038	-14,051	-21.4%
<b>PROFIT BEFORE TAX</b>	<b>725,842</b>	<b>806,787</b>	<b>-10.0%</b>
% NR	16.2%	18.7%	
INCOME TAX EXPENSE	-131,436	-220,236	-40.3%
% OF PRE-TAX INCOME	-18.1%	-27.3%	
<b>CONSOLIDATED PROFIT FOR THE YEAR</b>	<b>594,406</b>	<b>586,551</b>	<b>1.3%</b>
RESULT ATTRIBUTABLE TO NON-CONTROLLING INTERESTS	-2,236	-1,386	61.3%
<b>GROUP PROFIT FOR THE PERIOD</b>	<b>596,642</b>	<b>587,937</b>	<b>1.5%</b>
% NR	13.3%	13.6%	
<i>NON-RECURRING ITEMS</i>			
<i>Non-recurring items related to the Hologic acquisition</i>	-	-22,168	
<i>Non-recurring items related to the Aradigm assets reassessment</i>	-	-88,897	
<i>Non-recurring items related to the U.S. tax reform and tax related to other non-recurring items</i>	-	185,828	
<b>REPORTED GROUP PROFIT</b>	<b>596,642</b>	<b>662,700</b>	<b>-10.0%</b>
% NR	13.3%	15.3%	

Grifols' financial statements for 2018 and its corporate responsibility report are available online on [www.grifols.com](http://www.grifols.com). Additional information on the activities of the Grifols' foundations and academies is also available through the Grifols corporate website.

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