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# Agenda

- Value Creation Plan Update
- Business Review
- Financials
- Final Remarks
- Annex



# Q3'25 Results: Continued Progress on Value Creation Plan

Nacho Abia
Chief Executive Officer (CEO)

## Q3'25 Delivery Builds on YTD Performance

### YTD Q3'25

**€5,542m**Revenue

**€1,358m** EBITDA Adj.

€188m

Free Cash Flow (pre-M&A)3

**4.2**X Leverage ratio<sup>4</sup>

YTD Q3'25 vs PY

+7.7%cc<sup>1</sup> (+10.5%cc LFL<sup>2</sup>)

**+11.2%cc** (+17.3%cc LFL)

+€257m

-0.9x vs. PY

- Robust underlying demand, and relatively unchanged pricing dynamics, whilst managing FX and IRA headwinds
- ► EBITDA growing ahead of revenue aided by plasma operations and cost discipline
- Strengthening balance sheet through continued deleveraging and FCF generation
- Structurally well-positioned to navigate market uncertainties

<sup>&</sup>lt;sup>1</sup> Constant currency (cc), excluding exchange rate fluctuations over the period. See Annex for reconciliations; <sup>2</sup> Like For Like (LFL) excludes the impact of Inflation Reduction Act (IRA) and Fee-For-Service / GPO reclassification.; <sup>3</sup> FCF definition and reconciliation to the Cash Flow Statement in slides 26 and 27 in the Annex; <sup>4</sup> Leverage ratio defined as per the Credit Agreement in slide 31 in the Annex.



## **Delivering on Value Creation Plan**









- Strengthening key franchises (IG, Alpha-1)
- Evolving product offering
- Cutting-edge Diagnostic platforms progressing as planned



## Plasma supply & industrial footprint

- Global footprint. Fully vertical integrated and well-invested in the US
- Complemented by strategic partnerships ex-US providing flexibility in current market dynamics
- ► Focus on increasing **collections per center** and continued implementation of the **nomogram**

## **Innovation**

- Driving clinical trials traction across life cycle management (LCM) and new products
- Seeking new indications for core proteins





# **Delivering Continued Growth in Biopharma**

## **Roland Wandeler**

President of Biopharma

## **Delivering Continued Growth Driven by IG Franchise**



Note: All figures are presented on a consolidated basis, and at constant currency (cc), excluding exchange rate fluctuations over the period.

## **IG Performance Reflecting Focused Execution in a Growing Market**

# Growth ahead of market in last two years

## Saw opportunity to accelerate IG growth

 Use strong IG inventory position to build momentum and win back share, particularly in the US

### Since executed this Plan ...

- Strengthen US organization and capabilities to drive growth
- Increase SCIG penetration with Xembify
- Build on strong profile of Gamunex as leading IVIG and win back share in strategic accounts

## ... resulting in double-digit growth, ahead of market

# From here, expect to grow in-line with market, mid-to-high single-digit

### Strong market fundamentals for IG

- Continued growth in key indications, given high share of undiagnosed patients and increasing awareness
- IG as treatment of choice in immune deficiencies and CIDP indications

### **Continued IG market growth**

Estimates in the range 6-8% CAGR

## Grifols well positioned to drive profitable growth, in-line with market

- Drive continued IVIG growth with focus on high-value markets
- Close the share gap in SCIG

# Continuing to drive innovation to strengthen product profile & margin

## Strengthen offering

- Yimmugo launch in the US (Q4'25)
- Xembify pre-filled syringes<sup>1</sup>
- Gamunex-C in bags<sup>1</sup>

## **Expand indications**<sup>2</sup>

- Gamunex in SID
- Xembify in SID
- Xembify in CIDP

## Improve margin

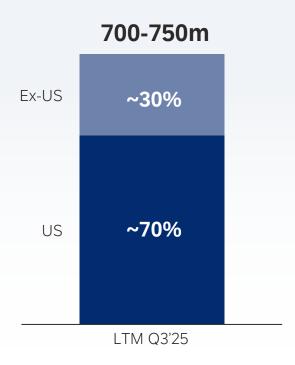
 Roadmap in place to continue to increase end-to-end IgG yield

<sup>1</sup> Xembify® prefilled syringes and Gamunex® in bags have not been approved by the U.S. Food and Drug Administration ("FDA");. <sup>2</sup> Expand indications are not yet approved by the FDA



# Established market leadership over the last >35 years

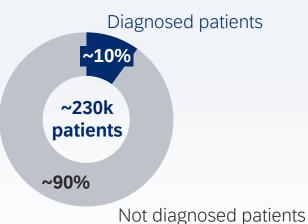
Alpha-1 revenue (m€)



~70% market share

# Significant potential to treat more patients and grow market

### Alpha-1 remains undertreated



Exacerbated by limited reimbursement in ex-US market

Opportunity to unlock growth with increasing awareness and outcomes data

## Plan in place to

### Strengthen market position in US

 Unique value proposition and best-in-class patient support (Prolastin-C DIRECT)

### **Demonstrate outcomes with SPARTA**

- Designed to demonstrate clinical efficacy in AATD:
   Placebo-controlled trial to test 60 & 120 mg/kg dose in
   emphysema progression reduction
- Strengthen payer proposition in the U.S.
- Secure broader reimbursement in EU
- Enable Prolastin®-C Liquid launch in key markets
- Expect phase III top-line results by H2'26

### **Alpha-1 SubQ 15%** (ph.2)

- Improved patient convenience
- Readout expected by 2029-2030



## Disciplined and Focused Pipeline Across Therapeutic Areas

Value Creation Plan Update

## Selection of key projects

Selection of	key projects					
	Pre-clinical	Phase 1	Phase 2	Phase 3	Regulatory	Product Development
	Next Gen process for Gamunex-C IgG			Xembify SID in CLL, MM & NHL		Gamunex-C in bags
Immunology/ autoimmune	New recombinant treatments for autoimmune disease			Xembify in CIDP		Xembify Pre-filled syringes
				Gamunex in SID		
Infectious diseases	Recombinant IgG polyclonal antibodies for infectious diseases	Giga 2339 HBV	Trimodulin new indication	Trimodulin in sCAP		
Pulmonology	Next Gen Alpha-1		Alpha-1 SubQ 15%	Alpha-1 SPARTA (post-marketing commitment)		
Critical					Fibrinogen EU	
care					Fibrinogen U.S.	
Others	GigaGen 🛠 platform (Botulism Toxin & others)		IgG (Flebo) in ❖ Dry Eye Disease¹			
Officis	Chronos	Giga 564 Onco				

## Fibrinogen – On track for approval

### Largest near-term opportunity in EU

- Established market with high penetration, particularly in DE, AT
- On track for approval in Q4'25: Decentralized procedure completed, awaiting first national approval in Germany

### Longer-term potential in U.S.

- Small market today but with potential to reach >\$800M with evolution of standard of care over time
- On track with BLA for CFD with PDUFA date end of December
- Will further strengthen clinical program for AFD to enable evolution of standard of care and impact at launch

Note(s): 1. Start in 2025; 2. Based on RWE

In addition to plasma



Plasma

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# **Continued Resilience in Financial Performance**

Rahul Srinivasan
Chief Financial Officer (CFO)

**Business Review** 

# **Earnings and FCF Momentum Supported by a Robust and Improving Balance Sheet**

				Reporte	d		Like for Like <sup>1</sup>	YTD Q3 2024
(in million EUR excep	t %)	Q1'25	Q2'25	Q3'25	YTD Q3'25	Var vs. PY	Var vs. PY	Reported
NET REVENUE		1,786m	1,891m	1,865m	5,542m	7.7% cc	10.5% cc	5,237m
GROSS MARGIN		695m	744m	734m	2,172m	9.2% cc	16.4% cc	2,028m
▶ Margin		38.9%	39.3%	39.3%	39.2%	+50bps	+200bps	38.7%
EBITDA ADJ.		400m	475m	482m	1,358m	11.2% cc	17.3% cc	1,253m
▶ Margin		22.4%	25.1%	25.8%	24.5%	+60bps	+130bps	23.9%
PROFIT BEFORE TA	X	115m	191m	198m	504m	115.8%		233m
GROUP PROFIT		60m	117m	127m	304m	245.4%		88m
								(2.2)
FREE CASH FLOW p	re-M&A <sup>2</sup>	-44m	30m	203m	188m	+257m		(69)m
LEVERAGE RATIO <sup>3</sup>	Total net LR	4.5x	4.2x		4.2x	-0.9x		5.1x
LEVERAGE RATIO	Net secured LR	2.7x	2.7x		2.6x	-0.5x		3.1x
LIQUIDITY		1,675m	1,414m <sup>4</sup>		1,475m <sup>4</sup>	+771m		704m

Note: All figures are presented on a consolidated basis (including Biotest). When specified, figures presented at currency (cc), excluding exchange rate fluctuations over the period. See Annex for reconciliations.



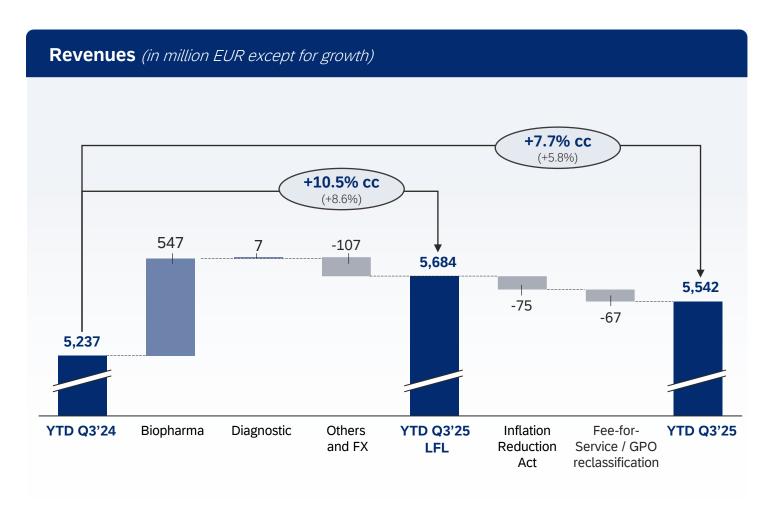
 $<sup>^{1}</sup>$  Like For Like (LFL) excludes the impact of IRA and Fee-For-Service / GPO reclassification.

<sup>&</sup>lt;sup>2</sup> FCF definition and reconciliation to the Cash Flow Statement in slides 26 and 27 in the Annex.

 $<sup>^{\</sup>rm 3}$  Leverage ratio defined as per the Credit Agreement in slide 31 in the Annex.

<sup>&</sup>lt;sup>4</sup> For YTD Q3'25, cash and cash equivalents of €621m + unused credit facilities €1,218m - unused RCF facilities maturing in Nov 2025 c€364m.

## **Revenue Growth Led by Biopharma**



## Biopharma

+9.1% cc +12.4% cc

LFL1

- Robust underlying demand
- Continued IG momentum
- Alpha-1 and Specialty Proteins progress
- Phasing benefits

## Diagnostic

+1.4% cc

 Driven by BTS<sup>2</sup> in US and EU backed by MDS<sup>2</sup>

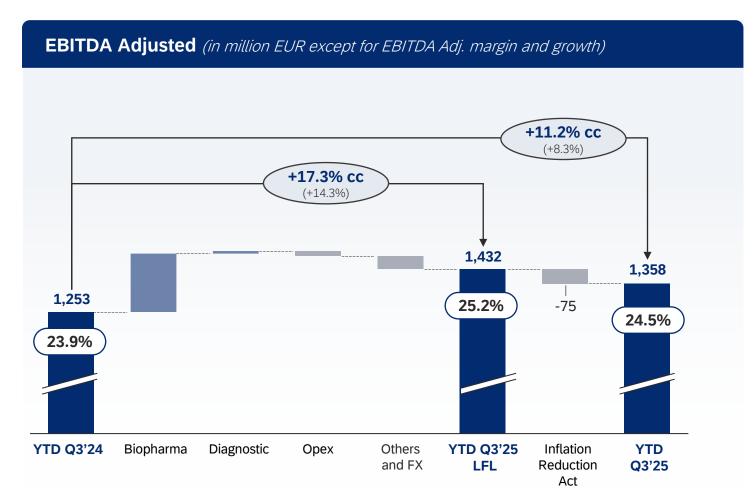
FX and IRA headwinds

Note: All figures are presented on a consolidated basis (including Biotest). Percentage rates are presented at constant currency (cc), excluding exchange rate fluctuations over the period. See Annex for reconciliations.

¹ Like For Like (LFL) excludes the impact of IRA (EUR 75 million) and Fee-For-Service / GPO reclassification (EUR 67 million). See Annex for reconciliations.

<sup>2</sup> Molecular Donor Screening (MDS); Blood Typing Solutions (BTS).

**Business Review** 



- **EBITDA** growth led by Biopharma:
  - Volume growth
  - Geographic mix
  - · Cost Per Liter improvement
  - Opex discipline
  - Operational leverage

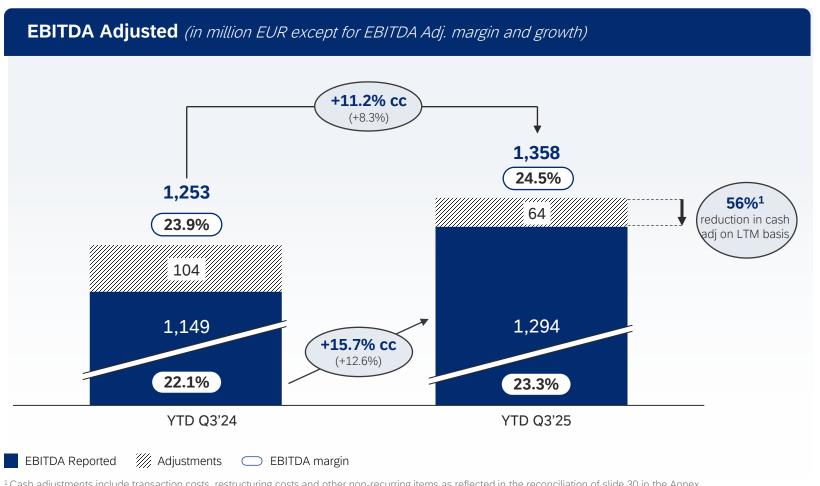
► IRA impact in line with guidance

Stiff FX headwinds

EBITDA Adj. margin

Note: All figures are presented on a consolidated basis (including Biotest).





- Clearly prioritizing a reduction in cash adjustments between EBITDA Adjusted and Reported
- **Drivers** of reduced cash adjustments:
  - Lower transaction costs
  - Lower restructuring costs
- Non-cash adjustments:

Assessing potential impact in Q4 of capital allocation discipline on carrying value of some R&D projects that do not affect the goforward EBITDA and FCF story

<sup>1</sup> Cash adjustments include transaction costs, restructuring costs and other non-recurring items as reflected in the reconciliation of slide 30 in the Annex Note: All figures are presented on a consolidated basis (including Biotest)

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## **EBITDA Adjusted to Free Cash Flow reconciliation** (in million EUR)

	Q1'25	Q2'25	Q3'25	YTD Q3'25	Var vs YTD Q3'24
EBITDA Adjusted	400	475	482	1,358	105
Inventories	(61)	(30)	(26)	(118)	(44)
Receivables	(93)	(25)	(13)	(131)	(22)
Payables	26	25	2	53	68
Net working capital	(128)	(30)	(38)	(196)	2
CAPEX	(128)	(83)	(70)	(282)	106
IT and R&D	(39)	(34)	(37)	(109)	(13)
Taxes	(3)	(45)	(52)	(99)	(4)
Interests	(55)	(235)	(55)	(345)	50
Others	(91)	(19)	(29)	(138)	12
Free Cash Flow pre-M&A <sup>1</sup>	(44)	30	203	188	+257

- Reduction in cash adjustments to EBITDA Adjusted
- Disciplined Capex and CapitalisedIT and R&D management
- Working capital management
- ► Lower cash interest costs aided by debt reduction in 2024 and significantly lower RCF utilisation

<sup>&</sup>lt;sup>1</sup> FCF definition and reconciliation to the Cash Flow Statement in slides 26 and 27 in the Annex

## **Capital Structure and FY'25 Outlook**



### Capital structure

- Tightening of secondary trading yields supports rerating progress
- Bank feedback supportive of targeting RCF upsize in conjunction with refinancing of 2027 maturities
- Targeting H1 2026 refinancing of 2027 maturities, ongoing preparations
- Harmonising 2030 bond documentation



### Strong YTD performance

- Geo-mix and phasing benefiting YTD performance
- Lapping Q4'24, Grifols best Adj EBITDA quarter ever



### Impact of a depreciating USD

- A headwind for Revenue and EBITDA
- Broadly neutral impact on Group Profit, Leverage and FCF



### Guidance

- Improved Revenue guidance at guidance FX rate and reaffirmed Adj EBITDA at guidance FX rate
- Assuming current FX rates for the rest of the year, estimated full year FX headwind on Adj EBITDA is c EUR70m
- Improved guidance for FCF pre-M&A pre-dividends

Guidance at CMD
@Guidance FX rate¹

REVENUE

7,550-7,600

ADJ EBITDA

1,875-1,925

FCF pre-M&A
pre-dividends

350-400

Updated Guidance @Guidance FX rate<sup>1</sup>

7,600+

1,875-1,925

400-425

<sup>&</sup>lt;sup>1</sup> Guidance FX rate refers to FX rates as at 27 Feb 2025, consistent with page 38 of the Capital Markets Day (CMD) presentation (EUR USD @ 1.04)



# **Final Remarks**

Nacho Abia Chief Executive Officer (CEO)

**GRIFOLS** 

## **Delivering on Our Value Creation Plan**

01

Focused execution of our Value
Creation Plan

04

Strengthened balance sheet on the back of continued focus on deleveraging, FCF generation, and capital allocation discipline

02

Solid business performance YTD driven by strong IG underlying demand and key proteins, aided by geo-mix and phasing

05

At Guidance FX rates, improved revenue and FCF pre-M&A pre-dividends guidance and maintained Adjusted EBITDA guidance 03

- Robust commercial execution in key markets.
- Plasma efficiency initiatives continue to roll-out

06

Business well-positioned to navigate market uncertainties







**Business Review** 

## Revenue | Q3 2025

	Q3 2025	Q3 2024	% vs F	PΥ
In thousands of euros			Reported	At cc*
Revenue by Business Unit	1,865,400	1,792,956	4.0%	9.1%
Biopharma	1,619,532	1,532,744	5.7%	10.9%
Diagnostic	147,411	156,292	(5.7%)	(1.3%)
Bio Supplies	38,876	49,415	(21.3%)	(16.2%)
Others	59,581	54,505	9.3%	12.1%

Revenue by Country	1,865,400	1,792,956	4.0%	9.1%
US + CANADA	1,068,874	1,044,035	2.4%	9.2%
EU	394,914	359,360	9.9%	10.2%
ROW	401,612	389,561	3.1%	7.8%

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



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**Business Review** 

## Revenue | 2025 YTD

	2025 YTD	2024 YTD	% vs F	ΡΥ
In thousands of euros			Reported	At cc*
Revenue by Business Unit	5,542,340	5,236,568	5.8%	7.7%
Biopharma	4,773,321	4,455,099	7.1%	9.1%
Diagnostic	479,043	478,835	0.0%	1.4%
Bio Supplies	107,834	150,147	(28.2%)	(26.7%)
Others	182,142	152,487	19.4%	20.4%

Revenue by Country	5,542,340	5,236,568	5.8%	7.7%
US + CANADA	3,161,790	3,007,232	5.1%	7.2%
EU	1,186,440	1,067,230	11.2%	11.2%
ROW	1,194,110	1,162,106	2.8%	5.9%

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



Q3 2025 Results

## P&L | Q3 2025

		Q3 2025			Q3 2024		% vs	s PY
In thousands of euros	Reported	One-offs	Reported excl. One-offs	Reported	One-offs	Reported excl. One-offs	Reported	Reported excl. One-offs
Net Revenue	1,865,400	-	1,865,400	1,792,956	-	1,792,956	4.0%	4.0%
Cost of Sales	(1,131,702)	17,819	(1,113,883)	(1,066,201)	9,750	(1,056,451)	(6.1%)	(5.4%)
Gross Margin	733,698	17,819	751,517	726,755	9,750	736,505	1.0%	2.0%
% Net revenue	39.3%	-	40.3%	40.5%	-	41.1%	-	-
R&D	(97,023)	11	(97,012)	(87,878)	941	(86,937)	(10.4%)	(11.6%)
SG&A	(284,991)	11,236	(273,755)	(319,425)	29,579	(289,846)	10.8%	5.6%
Operating Expenses	(382,014)	11,247	(370,767)	(407,303)	30,520	(376,783)	6.2%	1.6%
Other Income	430	-	430	-	-	-	-	-
Share of Results of Equity Accounted Investees - Core Activities	2,089	-	2,089	(2,420)	-	(2,420)	186.3%	186.3%
OPERATING RESULT (EBIT)	354,203	29,066	383,269	317,032	40,270	357,302	11.7%	7.3%
% Net revenue	19.0%	-	20.5%	17.7%	-	19.9%	-	-
Financial Result	(156,070)	-	(156,070)	(197,613)	39,336	(158,277)	21.0%	1.4%
Share of Results of Equity Accounted Investees	-	-	-	-	-	-  -	-	-
PROFIT BEFORE TAX	198,133	29,066	227,199	119,419	79,606	199,025	65.9%	14.2%
% Net revenue	10.6%	-	12.2%	6.7%	-	11.1%	-	-
Income Tax Expense	(54,706)	(7,601)	(62,307)	(37,441)	(17,760)	(55,201)	(46.1%)	(12.9%)
% of pre-tax income	27.6%	-	27.4%	31.4%	-	27.7%	-	-
CONSOLIDATED PROFIT	143,427	21,465	164,892	81,978	61,846	143,824	75.0%	14.6%
Results Attributable to Non-Controlling Interests	(16,462)	(2,289)	(18,751)	(30,287)	(1,903)	(32,190)	45.6%	41.7%
GROUP PROFIT	126,965	19,176	146,141	51,691	59,943	111,634	145.6%	30.9%
% Net revenue	6.8%	-	7.8%	2.9%	-	6.2%		

Value Creation Plan Update

**GRIFOLS** 

## P&L | 2025 YTD

		2025 YTD			2024 YTD		% vs	s PY
In thousands of euros	Reported	One-offs	Reported excl. One-offs	Reported	One-offs	Reported excl. One-offs	Reported	Reported excl. One-offs
Net Revenue	5,542,340	-	5,542,340	5,236,569	-	5,236,569	5.8%	5.8%
Cost of Sales	(3,370,181)	46,671	(3,323,510)	(3,208,525)	43,043	(3,165,482)	(5.0%)	(5.0%)
Gross Margin	2,172,159	46,671	2,218,830	2,028,044	43,043	2,071,086	7.1%	7.1%
% Net revenue	39.2%	-	40.0%	38.7%	-	39.6%		
R&D	(289,262)	11	(289,251)	(269,035)	2,542	(266,493)	(7.5%)	(8.5%)
SG&A	(907,704)	25,544	(882,160)	(985,812)	77,241	(908,571)	7.9%	2.9%
Operating Expenses	(1,196,966)	25,555	(1,171,411)	(1,254,847)	79,783	(1,175,064)	4.6%	0.3%
Other Income	430	-	430	-	-	-	-	-
Share of Results of Equity Accounted Investees - Core Activities	(3,708)	3,850	142	46,959	(5,618)	41,341	(107.9%)	(99.7%)
OPERATING RESULT (EBIT)	971,913	76,076	1,047,991	820,155	117,208	937,363	18.5%	11.8%
% Net revenue	17.5%	-	18.9%	15.7%	-	17.9%		
Financial Result	(468,009)	-	(468,009)	(586,702)	86,099	(500,603)	20.2%	6.5%
Share of Results of Equity Accounted Investees	-	-	-	-	-	-  -	-	-
PROFIT BEFORE TAX	503,904	76,076	579,982	233,453	203,307	436,761	115.8%	32.8%
% Net revenue	9.1%	-	10.5%	4.5%	-	8.3%		
Income Tax Expense	(129,676)	(29,650)	(159,326)	(104,434)	(18,662)	(123,096)	(24.2%)	(29.4%)
% of pre-tax income	25.7%	-	27.5%	44.7%	-	28.2%		
CONSOLIDATED PROFIT	374,228	46,426	420,656	129,019	184,645	313,665	190.1%	34.1%
Results Attributable to Non-Controlling Interests	(70,478)	(4,365)	(74,843)	(41,069)	(8,515)	(49,584)	(71.6%)	(50.9%)
GROUP PROFIT	303,750	42,061	345,813	87,950	176,130	264,081	245.4%	30.9%
% Net revenue	5.5%	-	6.2%	1.7%	-	5.0%		

Value Creation Plan Update



In thousands of euros (on a reported basis)	Q3 2025	Q3 2024	% vs PY
Reported Group Profit	126,964	51,691	146%
Depreciation and Amortization	102,848	108,364	(5%)
Net Provisions	(11,920)	4,453	(368%)
Other Adjustments and Other Changes in Working Capital	145,011	158,008	-8%
Change in Operating Working Capital	(37,502)	(22,906)	(64%)
Changes in Inventories	(26,257)	58,900	(145%)
Change in Trade Receivables	(13,335)	(19,466)	31%
Change in Trade Payables	2,091	(62,340)	103%
Net Cash Flow From Operating Activities	325,401	299,610	9%
Business Combinations and Investments in Group Companies	5	(114,352)	100%
CAPEX	(70,051)	(51,299)	(37%)
R&D/Other Intangible Assets	(36,526)	(32,949)	-11%
Other Cash Inflow / (Outflow)	(16,111)	2,199	-833%
Net Cash Flow From Investing Activities	(122,684)	(196,401)	38%
Free Cash Flow	202,718	103,209	96%
Issue / (Repayment) of Debt	(41,853)	(1,563,615)	97%
Capital Grants	(0)	5,817	(100%)
Dividends (Paid) / Received	(102,382)	-	-
Other Cash Flows From / (Used in) Financing Activities	5,470	1,350	305%
Net Cash Flow From Financing Activities	(138,764)	(1,556,448)	91%
Total Cash Flow	63,953	(1,453,239)	104%
Cash and Cash Equivalents at the Beginning of the Period	558,691	2,113,220	-74%
Effect of Exchange Rate Changes in Cash and Cash Equivalents	(1,684)	(15,039)	89%
Cash and Cash Equivalents at the End of the Period	620,960	644,942	(4%)

In million Euros	Q3'25	Q3'24
Net Cash Flow From Operating Activities <sup>1</sup>	325	300
Net Cash Flow From Investing Activities <sup>1</sup>	(123)	(196)
Free Cash Flow	203	103
SRAAS transaction <sup>2</sup>	-	(23)
Free Cash Flow pre-M&A	203	127

<sup>&</sup>lt;sup>1</sup> Statement of Cash Flow According IFRS-EU

<sup>&</sup>lt;sup>2</sup> As per Note (12) of the 2024 Consolidated Annual Accounts

In million Euros	Q3'25	Q3'24
EBITDA Adjusted	482	462
Changes in working capital	(38)	(23)
CAPEX	(70)	(166)
R&D and IT	(37)	(33)
Taxes	(52)	(32)
Interests	(55)	(55)
Others	(29)	(26)
Free Cash Flow pre-M&A	203	127

Note: CAPEX for includes the previously referred as "Extraordinary growth CAPEX" and Others include the previously referred as "Restructuring and transaction costs"

Free Cash Flow (FCF) = EBITDA Adjusted- Net Working Capital - CAPEX (including capitalized IT and R&D, and extraordinary growth CAPEX) - Others - Interest - Taxes. In the Consolidated Annual Accounts, this reconciles to Cash flow generation from operating and investing activities excluding impact from M&A and associated costs and expenses. Excludes lease payments, consistent with prior disclosed guidance.



In thousands of euros (on a reported basis)	2025 YTD	2024 YTD	% vs PY
Reported Group Profit	303,750	87,951	245%
Depreciation and Amortization	321,633	327,766	-2%
Net Provisions	15,941	59,339	(73%)
Other Adjustments and Other Changes in Working Capital	170,566	110,352	55%
Change in Operating Working Capital	(195,754)	(197,858)	1%
Changes in Inventories	(117,685)	(73,982)	-59%
Change in Trade Receivables	(131,490)	(109,135)	(20%)
Change in Trade Payables	53,421	(14,741)	462%
Net Cash Flow From Operating Activities	616,136	387,550	59%
Business Combinations and Investments in Group Companies	(102,167)	1,310,779	(108%)
CAPEX	(179,446)	(132,415)	(36%)
R&D/Other Intangible Assets	(109,405)	(96,200)	(14%)
Other Cash Inflow / (Outflow)	(36,661)	(17,188)	(113%)
Net Cash Flow From Investing Activities	(427,679)	1,064,976	(140%)
Free Cash Flow	188,457	1,452,526	(87%)
Issue / (Repayment) of Debt	(265,597)	(1,360,029)	80%
Capital Grants	3,463	11,516	(70%)
Dividends (Paid) / Received	(102,382)	-	-
Other Cash Flows From / (Used in) Financing Activities	(89,308)	16,960	(627%)
Net Cash Flow From Financing Activities	(453,824)	(1,331,553)	66%
Total Cash Flow	(265,367)	120,973	(319%)
Cash and Cash Equivalents at the Beginning of the Period	979,780	529,577	85%
Effect of Exchange Rate Changes in Cash and Cash Equivalents	(93,453)	(5,608)	(1566%)
Cash and Cash Equivalents at the End of the Period	620,960	644,942	(4%)

In million Euros	2025 YTD	2024 YTD
Net Cash Flow From Operating Activities <sup>1</sup>	616	388
Net Cash Flow From Investing Activities <sup>1</sup>	(428)	1,065
Free Cash Flow	188	1,453
SRAAS transaction <sup>2</sup>	-	1,523
Free Cash Flow pre-M&A	188	(69)

<sup>&</sup>lt;sup>1</sup> Statement of Cash Flow According IFRS-EU

<sup>&</sup>lt;sup>2</sup> As per Note (12) of the 2024 Consolidated Annual Accounts

In million Euros	2025 YTD	2024 YTD
EBITDA Adjusted	1,358	1,253
Changes in working capital	(196)	(198)
CAPEX	(282)	(388)
R&D and IT	(109)	(96)
Taxes	(99)	(95)
Interests	(345)	(395)
Others	(138)	(150)
Free Cash Flow pre-M&A	188	(69)

Note: CAPEX for includes the previously referred as "Extraordinary growth CAPEX" and Others include the previously referred as "Restructuring and transaction costs"

Free Cash Flow (FCF) = EBITDA Adjusted- Net Working Capital - CAPEX (including capitalized IT and R&D, and extraordinary growth CAPEX) - Others - Interest - Taxes. In the Consolidated Annual Accounts, this reconciles to Cash flow generation from operating and investing activities excluding impact from M&A and associated costs and expenses. Excludes lease payments, consistent with prior disclosed guidance.



## **Balance Sheet | 2025**

### Assets

	Sep-25	Dec-24
Non-Current Assets	14,504,993	15,677,699
Goodwill and Other Intangible Assets	10,513,476	11,297,492
Property Plant & Equipment	3,109,466	3,341,846
Investments in Equity Accounted Investees	82,239	68,996
Non-Current Financial Assets	414,460	490,492
Other Non-Current Assets	385,352	478,873
Current Assets	5,348,774	5,727,543
Non-Current Contract Assets Held for Sale	-	-
Inventories	3,348,375	3,560,098
Current Contract Assets	95,743	35,978
Trade and Other Receivables	1,000,782	836,015
Other Current Financial Assets	204,522	243,156
Other Current Assets	78,392	72,515
Cash and Cash Equivalents	620,960	979,780
Total Assets	19,853,767	21,405,241

### Liabilities

Value Creation Plan Update

	sep-25	dic-24
Equity	7,547,961	8,607,025
Capital	119,604	119,604
Share Premium	910,728	910,728
Reserves	4,185,691	4,054,505
Treasury Stock	(130,674)	(134,448)
Current Year Earnings	303,750	156,920
Interim dividend	(102,076)	-
Other Comprehensive Income	(108,077)	776,418
Non-Controllling Interests	2,369,015	2,723,298
No-Current Liabilities	10,150,956	10,642,070
Non-Current Financial Liabilities	9,092,808	9,490,644
Other Non-Current Liabilities	1,058,148	1,151,426
Current Liabilities	2,154,850	2,156,146
Current Financial Liabilities	595,115	676,087
Other Current Liabilities	1,559,735	1,480,059
Total Equity and Liabilities	19,853,767	21,405,241



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## Like-for-Like (LFL) Reconciliation

In millions of euros	Q3'25	Q2'25	Q1'25	YTD 25
Revenue Reported	1,865	1,891	1,786	5,542
	10	00	4.5	07
Fee-for-Service / GPO Reclassification	19	33	15	67
Inflation Reduction Act (IRA)	16	30	28	75
Revenue Like-for-Like	1,901	1,954	1,829	5,685
Trevenue Line for Line	1,001	2,001	2,020	0,000
In millions of euros	Q3'25	Q2'25	Q1'25	YTD 25
Operating Results (EBIT)	354	349	269	972
Depreciation & Amortization	103	107	112	322
Reported EBITDA	457	456	381	1,294
Total adjustments	25	19	20	64
EBITDA Adjusted	482	475	400	1,358
Inflation Reduction Act (IRA)	16	30	28	75
EBITDA Adjusted Like-for-Like	498	505	428	1,432



Q3 2025 Results

## **EBIT to EBITDA and EBITDA Adjusted**

In thousand of euros	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024	Q3 2025 LTM	Q3 2024 LTM
OPERATING RESULT (EBIT)	354,202	348,854	268,857	371,859	317,034		
Depreciation & Amortization	(102,848)	(107,035)	(111,750)	(110,130)	(108,364)		
D	457.050	455.000	202 627	404.000	405.000		
Reported EBITDA	457,050	455,889	380,607	481,990	425,398		
% Net revenue	24.5%	24.1%	21.3%	24.4%	23.7%		
Cash							
Restructuring costs and Others	8,056	9,873	1,817	3,044	22,918	22,789	57,268
Transaction costs	6,888	3,842	7,466	9,306	7,882	27,502	58,934
Biotest Next Level Project	10,051	5,481	6,738	7,340	5,113	29,610	59,934
Total Cash Adjustments	24,995	19,195	16,021	19,689	35,913	79,901	176,136
Non-cash							
Impairments	-	-	3,850	24,265	787	28,115	2,581
Total Non-Cash Adjustments	-	-	3,850	24,265	787	28,115	2,581
Total adjustments	24,995	19,195	<i>19,872</i>	43,954	36,700		
Adjusted EBITDA	482,045	475,084	400,479	525,944	462,098		
% Net revenue	25.8%	25.1%	22.4%	26.6%	25.8%		

Value Creation Plan Update



## **Leverage Ratio as per Credit Agreement**

In millions of euros except ratio.	Q3'25	Q2'25	Q1'25	Q4'24	Q3'24
Non-Current Financial Liabilities	9,093	9,118	9,390	9,491	8,836
Non-recurrent Lease Liabilities (IFRS16)	(966)	(978)	(1,026)	(1,025)	(969)
Current Financial Liabilities	595	522	657	676	1,017
Recurrent Lease Liabilities (IFRS16)	(111)	(112)	(119)	(117)	(111)
Cash and Cash Equivalents	(621)	(559)	(753)	(980)	(645)
Net Financial Debt as per Credit Agreement	7,990	7,992	8,149	8,046	8,128

Value Creation Plan Update

In millions of euros except ratio.	LTM Q3'25	LTM Q2'25	LTM Q1'25	LTM Q4'24	LTM Q3'24
OPERATING RESULT (EBIT)	1,344	1,307	1,257	1,192	1,075
Depreciation & Amortization	(432)	(437)	(445)	(439)	(443)
Reported EBITDA	1,776	1,744	1,702	1,631	1,518
IFRS 16	(117)	(118)	(117)	(113)	(113)
Restructuring costs, impairments and others	51	67	68	65	76
Transaction costs	28	28	41	49	59
Cost savings, operating improvements and synergies on a "run rate"	174	173	165	159	146
Share of profits assoc core activit 2024	4	9	(39)	(38)	(81)
Total adjustments	139	159	119	122	87
Adjusted EBITDA LTM as per Credit Agreement	1,915	1,903	1,820	1,753	1,605
Leverage Ratio as per Credit Agreeement	4.2x	4.2x	4.5x	4.6x	5.1x



In millions of euros except ratio.	Q3'25	Q2'25	Q1'25	Q4'24	Q3'24
Non-Current Financial Liabilities	9,093	9,118	9,390	9,491	8,836
Current Financial Liabilities	595	522	657	676	1,017
Cash and Cash Equivalents	(621)	(559)	(753)	(980)	(645)
Net Financial Debt	9,067	9,081	9,294	9,187	9,208

In millions of euros except ratio.	LTM Q3'25	LTM Q2'25	LTM Q1'25	LTM Q4'24	LTM Q3'24
OPERATING RESULT (EBIT)	1,344	1,307	1,257	1,192	1,075
Depreciation & Amortization	(432)	(437)	(445)	(439)	(443)
Reported EBITDA	1,776	1,744	1,702	1,631	1,518
Leverage Ratio Reported	5.1x	5.2x	5.5x	5.6x	6.1x

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## **NCI Contributions**

### LTM Q3 2025

In thousand of euros	GDS	Biotest	BPC	Haema
Profit after tax from continuing operations	130,929	(116,831)	44,895	6,332
Income tax expense	(34,544)	28,844	(12,598)	(9,033)
Financial result	78,728	(34,433)	(2,242)	6,919
Amortisation and depreciation	(45,761)	(50,871)	(7,433)	(8,556)
Consolidated EBITDA	132,507	(60,370)	67,168	17,003
Impact IFRS16- Finance Leases (leases of plasma donation centre properties)	(2,503)	(8,395)	(5,759)	(4,762)
Restructuring costs	629	2,650	148	230
Impairments	-	19,154	-	-
Share of profits assoc core activit	-	4,388	-	-
Consolidated EBITDA under Credit Agreement	130,633	(42,574)	61,557	12,471
% of non-controlling interest	45%	20%	100%	100%
Consolidated EBITDA according to Credit Agreement non-controlling interest	58,785	(8,344)	61,557	12,471
Cash and cash equivalents	(1,818)	(65,748)	(6,974)	(30,474)
Financial assets/liabilities with Grifols	(1,083,916)	664,291	-	-
Leasing liabilities (leases of real estate of plasma donation centres)	11,031	57,874	50,962	20,829
Loans and other financial liabilities	1,597	72,624	-	-
Total Balance Sheet Net Debt	(1,073,107)	729,040	43,988	(9,644)
Impact IFRS16- Finance Leases (leases of plasma donation centre properties)	(11,031)	(57,874)	(50,962)	(20,829)
	( , = = )	(- ,- ,	(,)	( 1,1 = 0)
Total Net Financial Debt according to Credit Agreement	(1,084,137)	671,166	(6,974)	(30,474)
Total Net Financial Debt according to Credit Agreement non-controlling interest	(487,862)	131,546	(6,974)	(30,474)

Value Creation Plan Update

Note: Last Twelve Months figures (LTM).





## **Net Revenue Reconciliation at cc | Q3 2025**

In thousands of euros	Q3 2025	Q3 2024	% Var
Reported Net Revenues	1,865,400	1,792,956	4.0%
Variation due to Exchange Rate Effects	90,735		
Net Revenues at Constant Currency	1,956,135	1,792,956	9.1%
to the support of support	03 2025	02.2024	04.34==
In thousands of euros	Q3 2025	Q3 2024	% Var
Reported Biopharma Net Revenues	1,619,532	1,532,744	5.7%
Variation due to Exchange Rate Effects	79,903		
Reported Biopharma Net Revenues at Constant Currency	1,699,435	1,532,744	10.9%
In thousands of euros	Q3 2025	Q3 2024	% Var
	147.411	·	
Reported Diagnostic Net Revenues	,	156,292	(5.7%)
Variation due to Exchange Rate Effects	6,779		
Reported Diagnostic Net Revenues at Constant Currency	154,190	156,292	(1.3%)
In thousands of euros	Q3 2025	Q3 2024	% Var
Reported Bio Supplies Net Revenues	38,876	49,415	(21.3%)
Variation due to Exchange Rate Effects	2,538		
Reported Bio Supplies Net Revenues at Constant Currency	41,414	49,415	(16.2%)
In thousands of euros	Q3 2025	Q3 2024	% Var
Reported Others & Intersegments Net Revenues	59,581	54,505	9.3%
Variation due to Exchange Rate Effects	1,516		
Reported Other & Intersegments Net Revenues at Constant Currency	61,097	54,505	12.1%

In thousands of euros	Q3 2025	Q3 2024	% Var
Reported U.S. + Canada Net Revenues	1,068,874	1,044,035	2.4%
Variation due to Exchange Rate Effects	71,519		
Reported U.S. + Canada Net Revenues at Constant Currency	1,140,393	1,044,035	9.2%
In thousands of euros	Q3 2025	Q3 2024	% Var
Reported EU Net Revenues	394,914	359,360	9.9%
Variation due to Exchange Rate Effects	982		
Reported EU Net Revenues at Constant Currency	395,896	359,360	10.2%
In thousands of euros	Q3 2025	Q3 2024	% Var
Reported ROW Net Revenues	401,612	389,561	3.1%
Variation due to Exchange Rate Effects	18,234		
Reported ROW Net Revenues at Constant Currency	419,846	389,561	7.8%



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## **Net Revenue Reconciliation at cc | 2025 YTD**

In thousands of euros	2025 YTD	2024 YTD	% Var
Reported Net Revenues	5,542,340	5,236,568	5.8%
Variation due to Exchange Rate Effects	97,299		
Net Revenues at Constant Currency	5,639,639	5,236,568	7.7%
In thousands of euros	2025 YTD	2024 YTD	% Var
Reported Biopharma Net Revenues	4,773,321	4,455,099	7.1%
Variation due to Exchange Rate Effects	86,912		
Reported Biopharma Net Revenues at Constant Currency	4,860,233	4,455,099	9.1%
In thousands of euros	2025 YTD	2024 YTD	% Var
Reported Diagnostic Net Revenues	479,043	478,835	0.0%
Variation due to Exchange Rate Effects	6,726		
Reported Diagnostic Net Revenues at Constant Currency	485,769	478,835	1.4%
In thousands of euros	2025 YTD	2024 YTD	% Var
Reported Bio Supplies Net Revenues	107,834	150,147	(28.2%)
Variation due to Exchange Rate Effects	2.231	100,117	(20.270)
Reported Bio Supplies Net Revenues at Constant Currency	110,065	150,147	(26.7%)
,			(=::::,
In thousands of euros	2025 YTD	2024 YTD	% Var
Reported Others & Intersegments Net Revenues	182,142	152,487	19.4%
Variation due to Exchange Rate Effects	1,430		
Reported Other & Intersegments Net Revenues at Constant Currency	183,572	152,487	20.4%

In thousands of euros	2025 YTD	2024 YTD	% Var
Reported U.S. + Canada Net Revenues	3,161,790	3,007,232	5.1%
Variation due to Exchange Rate Effects	60,741		
Reported U.S. + Canada Net Revenues at Constant Currency	3,222,531	3,007,232	7.2%
In thousands of euros	2025 YTD	2024 YTD	% Var
III IIIOUSAIIUS OI EUIOS	2025 110	2024 110	70 Vai
Reported EU Net Revenues	1,186,440	1,067,230	11.2%
Variation due to Exchange Rate Effects	435		
Reported EU Net Revenues at Constant Currency	1,186,875	1,067,230	11.2%
In thousands of euros	2025 YTD	2024 YTD	% Var
Reported ROW Net Revenues	1,194,110	1,162,106	2.8%
Variation due to Exchange Rate Effects	36,123		
Reported ROW Net Revenues at Constant Currency	1,230,233	1,162,106	5.9%



## EBITDA Adjusted Reconciliation at cc | YTD and Q3 2025

Value Creation Plan Update

### EBITDA Adjusted YTD 25:

In thousands of euros	YTD 2025	YTD 2024	% Var
EBITDA Adjusted	1,357,610	1,253,287	8.3%
Variation due to Exchange Rate Effects	36,604		
EBITDA Adjusted at Constant Currency	1,394,214	1,253,287	11.2%

#### EBITDA Adjusted Q3'25:

In thousands of euros	Q3 2025	Q3 2024	% Var
EBITDA Adjusted	482,045	462,097	4.3%
Variation due to Exchange Rate Effects	20,652		
EBITDA Adjusted at Constant Currency	502,697	462,097	8.8%

### EBITDA Adjusted Like-for-Like YTD 25:

In thousands of euros	YTD 2025	YTD 2024	% Var
EBITDA Adjusted Like for Like	1,432,356	1,253,287	14.3%
Variation due to Exchange Rate Effects	37,734		
EBITDA Adjusted Like for Like at Constant Currency	1,470,090	1,253,287	17.3%

#### EBITDA Adjusted Like-for-Like Q3'25:

In thousands of euros	Q3 2025	Q3 2024	% Var
EBITDA Adjusted Like for Like	498,316	462,097	7.8%
Variation due to Exchange Rate Effects	21,902		
EBITDA Adjusted Like for Like at Constant Currency	520,218	462,097	12.6%



## **GRIFOLS**

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