

JADRAN – GALENSKI LABORATORIJ d.d.
Svilno 20
51000 Rijeka

Security: HRJDGLO24XA2
LEI: 529900NRAH6YWL3TLD24
Home member state: Croatia
Regulated market segment: Official Market of Zagreb stock exchange

Rijeka, 8.3.2022.

- **Regulated information**

JGL achieved HRK 1,1 billion in revenue last year

JGL's business during 2021 showed remarkable resilience and stability, which is confirmed by their best performance to date. According to the final, consolidated, unaudited financial reports for last year, the JGL Group achieved almost HRK 1,1 billion in total revenue, helping it retain its position as the leading domestic pharmaceutical company. The pharmaceuticals business achieved HRK 892 million in total revenue, which represents a growth of 8.7%.

“We are very proud of the continued stable trend of business, considering that it was a difficult year primarily influenced by the circumstances caused by the pandemic, the most significant of which were a fall in demand and purchasing power, disruptions in the procurement of raw materials and packaging, difficult access to medical care... This growth is the result of an above-average growth rate of key brands in all our markets and an increased market share despite fierce competition, especially in the first half of the year, which went without the usual flu and cold season. We continue to expand our portfolio in global markets, with further investments into our own intellectual property through the ecosystem of science and innovation, while listening to the needs of patients and consumers”, remarked Mislav Vučić, JGL's CEO, adding that the company, in accordance with its long-term strategy, will continue to bolster investments and competencies of employees in the field of research and development of innovative products in three key therapeutic areas – flu and colds, ophthalmology and dermatology. He also pointed out that JGL's Science Council was founded last year with an

JADRAN-GALENSKI LABORATORIJ d.d. (JGL d.d.), Svilno 20, 51000 Rijeka, Croatia / Commercial court in Rijeka reg. no. Tt-95/807-2 / Company ID no.: 040004561

OTP BANKA d.d., Domovinskog rata 61, 21000 Split, Croatia / IBAN: HR8424070001100616219, SWIFT: OTPVHR2X
ERSTE&STEIERMÄRKISCHE BANK d.d., Jadranski trg 3a, 51000 Rijeka, Croatia / IBAN: HR3424020061100028110, SWIFT: ESBCHR22
PRIVREDNA BANKA ZAGREB d.d., Radnička cesta 50, 10000 Zagreb, Croatia / IBAN: HR2623400091110157389, SWIFT: PBZGHR2X
ZAGREBAČKA BANKA d.d., Trg bana Josipa Jelačića 10, 10000 Zagreb, Croatia / IBAN: HR5823600001101812723, SWIFT: ZABAHR2X

Founding capital: HRK 122.042.500,00 (paid in full) / Issued shares no.: 1.220.425 / Share nominal value: HRK 100,00

President of the Management Board: Ivo Usmiani / Executive Director: Mislav Vučić

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independent, international team of experts who further reinforce the scientific rationale of JGL projects and new ideas.

“During 2021, as a part of the Integra 2020 investment projects, we significantly increased our sterile product production capacity and finalised the construction of a new logistics and distribution centre, whose official opening will be commemorated soon. The third part of the investment, the research and development centre, is coming along according to plan. Through investments, we will significantly increase our ability to develop and produce complex and innovative products. I want to offer my sincere congratulations to all employees who have shown exemplary engagement and professionalism in the difficult conditions of the pandemic coupled with political and economic tensions. Furthermore, I thank our customers and partners who made our growth and progress possible”, commented Ivo Usmiani, JGL’s President of the Board of Directors, on the company’s business results, adding that the company, in yet another year of fighting the coronavirus, set the health and safety of its employees as a priority, while at the same time not ignoring its involvement in the wider community, which brought the company the first “Golden Kuna” award in the category of the best socially responsible and sustainable company.

It is also the first time that the JGL Group made a profit before taxes greater than HRK 100 million, or HRK 105,7 million, to be more precise. The structure of net sales by brand did not see significant changes. Aqua Maris is still overwhelmingly in the lead with a 34% share. The second brand by size is Aknekutan, whose share increased from 7% to 10% in 2021. The third spot still belongs to the brand Meralys with an 8% share, followed by Vizol S, Dramina, Aknet, Prolife and Reflustrat.