

## Flash Note Q1 2025 Financial Figures

### ***Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA) Increased by 32.4%***

**Paiania, 15 May 2025** – Lavipharm Group's total earnings before interest, taxes, depreciation, and amortization (EBITDA) for the First Quarter of 2025 increased by 32.4%, amounting to EUR 3.77 million compared to EUR 2.85 million during the corresponding period of the previous year. EBITDA from continuing operations amounted to EUR 2.82 million compared to EUR 2.65 million in the same period last year. The Group's EBITDA from discontinued operations for 2025 includes profits from the sale of the company Pharma Plus, while the corresponding period of 2024 included profits related to the transfer of assets of the discontinued pharmaceutical wholesale operation in January 2024. It is noted that both Q1 2025 and Q1 2024 were burdened with a non-cash (accounting) recognition of the valuation of stock award and stock option programs attributable to the respective period, amounting to EUR 0.24 million, as employee benefits for the current period.

Consolidated Sales from continuing operations before Rebate & Clawback amounted to EUR 14.71 million in Q1 2025, compared to EUR 14.33 million in the corresponding period last year, reflecting an increase of 2.7%.

Gross profit in Q1 2025 amounted to EUR 6.03 million, up from EUR 5.95 million in the corresponding period of 2024, posting an increase of 1.3%.

Total net profits after taxes rose to EUR 1.63 million, from EUR 1.11 million in the same period last year, a major increase of 46.8%.

Net borrowing of the Lavipharm Group on 31/03/2025 amounted to EUR 30.04 million.

In relation to sales, domestic prescription drug sales posted a 40% increase. Over the counter (OTC) product sales were also up by 3.5%. The Group's exports, which amounted to EUR 4.72 million, compared to EUR 6.53 million in the corresponding period last year, showed a decrease of 27.8%, a fact characterized as temporary due to a delay in order execution, which is expected to be gradually restored during the year.

### **KEY CONSOLIDATED FINANCIAL FIGURES**

(values in million Euro)	Q1 2025	Q1 2024	Movement %
Total Sales before Clawback-Rebates	14,71	14,33	2,7%
Rebate & Clawback	2,00	1,85	8,2%

Net Sales	<b>12,70</b>	<b>12,47</b>	<b>1,8%</b>
Gross Profit	<b>6,03</b>	<b>5,95</b>	<b>1,3%</b>
Adjusted Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) from continuing operations *	<b>2,82</b>	<b>2,65</b>	<b>6,6%</b>
Adjusted Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) from continuing & discontinued operations	<b>3,77</b>	<b>2,85</b>	<b>32,4%</b>
Earnings Before Interest and Taxes (EBIT) from continuing operations	<b>1,56</b>	<b>1,60</b>	<b>-2,5%</b>
Earnings before Tax from continuing operations	<b>1,10</b>	<b>1,12</b>	<b>-2,1%</b>
Earnings after Tax from continuing operations	<b>0,69</b>	<b>0,95</b>	<b>-27,5%</b>
Gain/ (Loss) from discontinued operations	<b>0,94</b>	<b>0,16</b>	<b>493,5%</b>
Earnings after Tax	<b>1,63</b>	<b>1,11</b>	<b>46,8%</b>

* Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) from continuing operations	<b>2,82</b>	<b>2,65</b>
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***Adjustments for:***

Bonds' valuation	<b>-</b>	<b>(0,01)</b>
Adjusted Earnings before Interest, Tax, Depreciation and Amortization (Adjusted EBITDA) from continuing operations	<b>2,82</b>	<b>2,65</b>

Earnings before Interest, Tax, Depreciation and Amortization (EBITDA) from discontinued operations	<b>0,95</b>	<b>0,20</b>
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**GROUP SALES ANALYSIS BY CATEGORY**

<b>(values in million Euro)</b>	<b>Q1 2025</b>	<b>Q1 2024</b>	<b>Movement %</b>
Prescription pharmaceuticals domestic sales	7,91	5,65	40,0%
OTC sales	2,06	1,99	3,5%
Pharmaceuticals exports	4,72	6,53	-27,8%
Other sales	0,02	0,16	-85,8%
<b>Total sales</b>	<b>14,71</b>	<b>14,33</b>	<b>2,6%</b>

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**For more information:**

**Investor Relations**

Vassilis Baloumis

Tel.: +30 210 6691 121

[ir@lavipharma.com](mailto:ir@lavipharma.com)

**Corporate  
Communications**

Vivienne Thomas

Tel.: +30 210 6691 404

[vthomas@lavipharma.com](mailto:vthomas@lavipharma.com)