

## Corporate Financial Press Release

### Annual Analyst Update Presentation to Institutional Investors

**Paiania, April 27, 2026** – Today, Lavipharm S.A. conducted its Annual Analyst Update in accordance with the Company's Financial Calendar for 2026. The presentation took place at the Athens Stock Exchange and was organized by the Hellenic Fund and Asset Management Association.

In his opening remarks, **Mr. Vassilis Baloumis, CFO of Lavipharm**, stated: "Lavipharm is experiencing a period of strong growth, marked by improvements across all key financial metrics. Our recent initiatives further enhance our international footprint and underscore the Company's ability to execute complex agreements and capitalize on emerging opportunities in global markets. With consistency and determination, we remain committed to advancing our strategy with the objective of creating long-term value."

**Mr. Baloumis** then presented the financial results for 2025, highlighting impressive growth:

- Consolidated Sales from continuing operations, before rebates and clawbacks, amounted to €70.03 million in 2025, compared to €61.01 million in 2024, representing an increase of 14.8%.
- Adjusted Consolidated Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) amounted to €15.47 million, compared to €10.39 million in 2024, marking a significant increase of 48.9%.
- Adjusted Consolidated EBITDA from continuing operations amounted to €14.52 million, compared to €9.96 million in 2024, recording a strong increase of 45.8%.
- Consolidated Earnings Before Interest and Taxes (EBIT) amounted to €9.35 million, compared to €5.54 million in 2024, representing a substantial increase of 68.8%.
- Consolidated Profit Before Tax amounted to €7.5 million, compared to €3.6 million in 2024, recording an increase of 108.2%.
- Net profit attributable to the Company's shareholders amounted to €5.99 million, compared to €8.98 million in 2024. This decrease is due to the recognition of deferred tax income of €6.3 million in 2024, arising from the liquidation of the subsidiary LAS S.A. Excluding this extraordinary tax income from 2024, net profit for that year would have amounted to €2.68 million, while the comparable rate of change would reflect an increase of 123.2%.

Referring to the 2025 results, **Mr. Giannouleas, Deputy CEO of Lavipharm**, described the year as exceptional for the Company, noting that operating profitability increased at a rate significantly higher than sales, driven by the strategic focus on more profitable business segments.

As he noted, Lavipharm's momentum in the Greek out-of-hospital market is evident in both the expansion of its market share to 1.16% and the improvement in its ranking, climbing five positions within a year (from 30th to 25th place). In 2025, the Company delivered growth of 28.2%-nearly five times the market rate of 5.7%, clearly demonstrating its outperformance.

**Mr. Giannouleas** also highlighted the contribution of pharmaceutical cannabis, with sales in the Greek market reaching €8.7 million in 2025, up from approximately €545 thousand in 2024. At the same time, Lavipharm recorded the second-highest growth among sector

peers in the out-of-hospital market, while exports now account for more than one-third of total turnover.

Immediately thereafter, **Mr. Baloumis** referred to the recent agreement for the acquisition of the rights to the prescription transdermal patch DUROGESIC® for the management of chronic pain, as well as the licensing of trademarks across 24 countries. In this context, he reiterated that *"Lavipharm will acquire the relevant Marketing Authorizations, trademarks, and the rights to commercialize and manufacture the product. Commercial distribution is expected to commence gradually in the coming months, following the transfer of the national Marketing Authorizations, while production at the Company's facilities will begin upon receipt of the necessary approvals."*

**Mr. Baloumis** further emphasized that the agreement is expected to have a positive impact on shareholder value, driving a 60% increase in annual revenues post-acquisition and targeting an EBITDA margin of over 37% across the Company's operation, levels comparable to those of multinational peers in the sector. At the same time, the agreement enhances the utilization of Lavipharm's manufacturing facilities and improves returns on existing infrastructure investments.

As he noted, the transaction significantly strengthens the Company's market position and expands its presence into new countries. In addition, **Mr. Baloumis** underlined that Lavipharm's growth trajectory is meaningfully accelerated without the need for additional capital expenditure on mechanical equipment. Finally, as he stated, Lavipharm is now better positioned for future partnerships and mergers and acquisitions (M&A), further demonstrating management's ability to execute value-accretive initiatives for shareholders.

Looking ahead, **Mr. Giannouleas** expressed optimism regarding the Company's performance in 2026 and outlined the year's key priorities, with strategy focused on further expanding export activity and leveraging the existing portfolio, as international markets offer higher profit margins. At the same time, he referred to the existing agreement with iNova, which is expected to enhance the Company's ability to expand into new geographic markets.

In the domestic market, as he noted, new product launches are planned in the cardiometabolic and osteoporosis segments, while the promotion of Betaoctine—the new antiseptic complementing the Betadine range—will be further strengthened. Finally, he also highlighted pharmaceutical cannabis, which is expected to continue its strong growth trajectory, with sales projected to more than double compared to the previous year."

Concluding the event, **Mr. Baloumis** stated: *"We are highly satisfied with the Company's current trajectory and performance, which confirm that Lavipharm has entered a new phase and is pursuing an increasingly dynamic growth path. We continue to invest in innovation and human capital, maintaining a steady commitment to sustainable growth and business excellence. At the same time, the Company remains actively focused on pursuing new agreements and selectively executing 'smart' acquisitions—initiatives you should expect going forward—leveraging the experience and international network it has developed."*

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