

Norgine B.V.

2020 Annual Report

Executive Summary

Norgine is a leading European specialist pharmaceutical company that has been **bringing transformative medicines to patients for over a century.**

Our commitment to transforming people's lives drives everything we do



Care

We constantly strive to understand how patients live and feel



Challenger mindset

We move rapidly and decisively to make things happen for them



Agile European infrastructure

Our European experience and exceptional partnership approach enable us to quickly deliver new, life-changing treatments



In 2020, we did more than ever to deliver on our commitment to patients



Helped
22 million
patients



Employed
1,500 people



Generated
€448m in net
product sales



Grew
by **7%** in total
net product
revenue

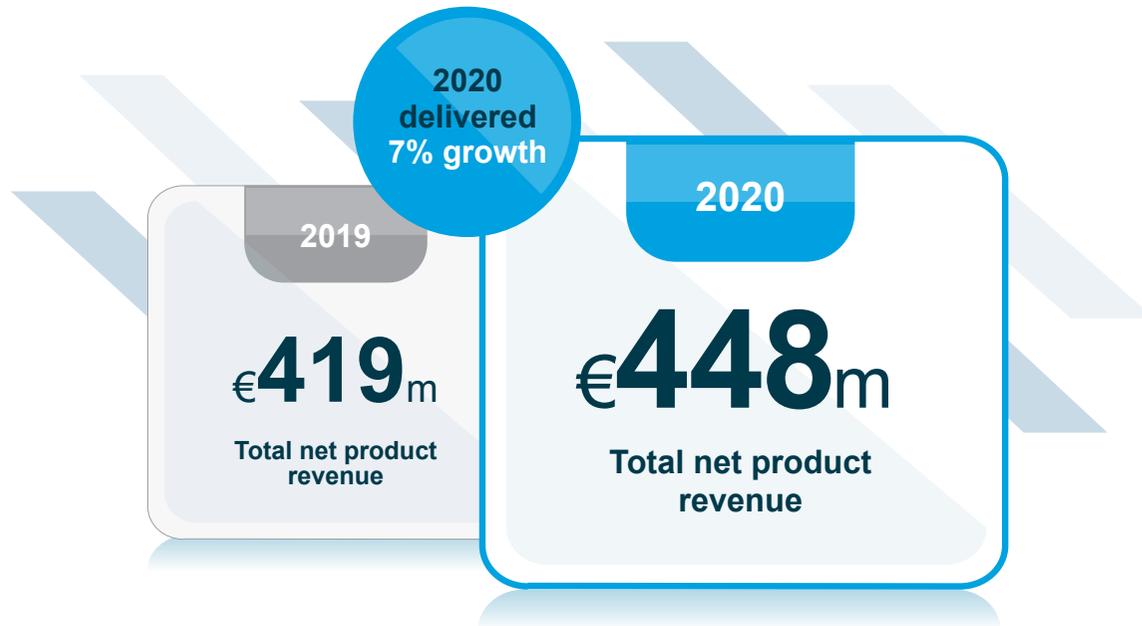
Our agile and well established European infrastructure means we deliver where others can't.

Norgine has a direct presence in 12 European countries, as well as Australia and New Zealand. We also have a strong global network of partnerships in non-Norgine markets.

We are a flexible and fully integrated pharmaceutical business, with manufacturing (Hengoed, Wales and Dreux, France), third party supply networks and significant product development capabilities, in addition to our sales and marketing infrastructure.

This enables us to acquire, develop and commercialise specialist and innovative products that make a real difference to the lives of patients around the world.

Because patients inspire us



This growth was achieved predominantly through organic growth of Norgine’s products, including:



MOVICOL® maintained its leading position in Europe, generating more than €189.4 million in sales (2019: €177.5 million). MOVICOL® continues to be the European market leader in its class.



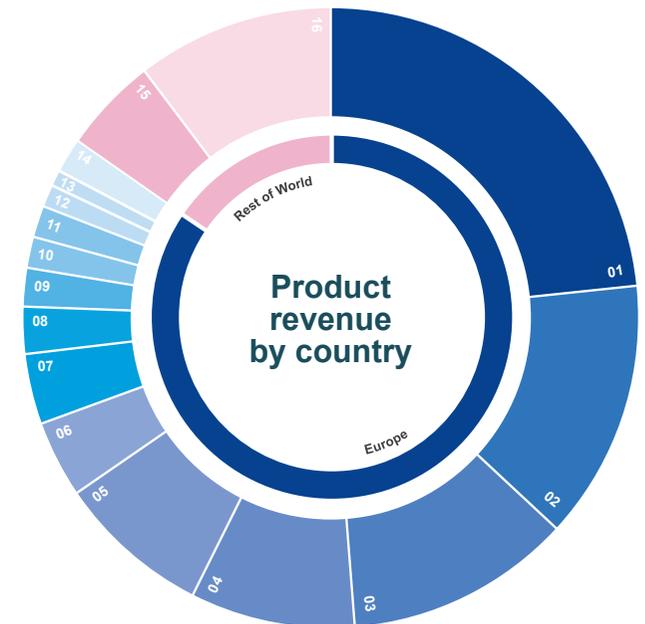
Two key products in Norgine’s bowel cleansing franchise, **MOVIPREP®** and **PLENVU®**, achieved €72.7 million in sales in 2020 (2019: €73.7 million). The decrease is due to the impact of COVID-19 resulting in reductions in elective procedures in most countries in Europe.



XIFAXAN® (rifaxamin for the treatment of hepatic encephalopathy) continued to be the key growth driver for the Group, with sales of €76.3 million in 2020, an increase of 11% over 2019.

Norgine is a leading European specialist pharmaceutical company

- 01 Germany 22.6%
- 02 United Kingdom 13.4%
- 03 France 10.3%
- 04 Spain 9.3%
- 05 Italy 8.7%
- 06 Scandinavia (Denmark, Norway, Sweden) 4.8%
- 07 Belgium 3.0%
- 08 The Netherlands 2.8%
- 09 Switzerland 1.9%
- 10 Portugal 1.4%
- 11 Ireland 1.7%
- 12 Austria 0.8%
- 13 Finland 0.5%
- 14 Others (Europe) 2.4%
- 15 Australia 4.4%
- 16 Others (Non -Europe) 12%



Because patients inspire us

“Our commitment to patients has inspired us to adapt and innovate ever since the founding of Norgine in 1906.

Our long-term sustainable growth enables us to transform ever more patients’ lives. We will build on this exceptional foundation as a leading European specialist pharmaceutical company and create new partnerships and alliances to bring further innovative healthcare products to the European market.”



Peter Stein

Peter Stein, CEO, Norgine



Vision

Inspired by patients, we provide innovative healthcare solutions that transform lives.



Mission

We provide access to transformative medicines, which may otherwise never reach the people who need them. We do this by partnering with healthcare product innovators, using our specialist expertise and pan-European infrastructure to commercialise at pace.

Looking forward



We will work as one team to build our future by staying true to our 110 year heritage of adapting, innovating and growing.



Our focus for the future is to transform more lives by:

- Achieving long-term sustainable growth through being a partner of choice
- Attracting the best new talent and enabling all of our people to fulfil their potential

This is underpinned by our core values



Positive Minded



Results Driven



One Norgine



Entrepreneurial



Partnership

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Because patients inspire us