

## **Legal Disclaimer**

#### **Important Information**

This presentation does not constitute an offer or invitation to purchase or subscribe shares, in accordance with the provisions of the Regulation (EU) 2017/1129 of the European Parliament and of the Council of 14 June 2017 on the prospectus to be published when securities are offered to the public or admitted to trading on a regulated market, and repealing Directive 2003/71/EC, the Spanish Securities Market and Investment Services Law (Law 6/2023, of 17 March, as amended and restated from time to time) and its implementing regulations. In addition, this document does not constitute an offer of purchase, sale or exchange, nor a request for any vote or approval in any other jurisdiction. This information has not been audited.

#### **Forward-Looking Statements**

This presentation contains forward-looking information and statements about Grifols based on current assumptions and forecast made by Grifols management, including pro forma figures, estimates and their underlying assumptions, statements regarding plans, objectives and expectations with respect to capital expenditures, synergies, products and services, and statements regarding future performance. Forward-looking statements are statements that are not historical facts and are generally identified by the words "expected", "potential", "estimates" and similar expressions.

Although Grifols believes that the expectations reflected in such forward-looking statements are reasonable, various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the Company and the estimates given here. These factors include those discussed in our public reports filed with the Comisión Nacional del Mercado de Valores and the Securities and Exchange Commission, which are accessible to the public. The Company assumes no liability whatsoever to update these forward-looking statements or conform them to future events or developments. Forward-looking statements are not guarantees of future performance. They have not been reviewed by the auditors of Grifols.

#### **Alternative Performance Measures (APMs)**

This document and any related conference call or webcast (including a Q&A session) contain, in addition to the financial information prepared in accordance with IFRS, alternative performance measures ('APMs') as defined in the guidelines issued by the European Securities and Markets Authority ('ESMA') on October 5, 2015. APMs are used by Grifols' management to evaluate the group's financial performance, cash flows or financial position in making operational and strategic decisions for the group and therefore are useful information for investors and other stakeholders. Certain key APMs form part of executive directors, management and employees' remuneration targets.

APMs are prepared on a consistent basis for the periods presented in this document. They should be considered in addition to IFRS measurements, may differ to definitions given by regulatory bodies relevant to the group and to similarly titled measures presented by other companies. They have not been audited, reviewed or verified by the external auditor of Grifols. For further details on the definition, explanation on the use, and reconciliation of APMs, please see the appendix as well as the "Alternative performance measures" document from our website <a href="https://www.grifols.com/en/investors">www.grifols.com/en/investors</a>.

# Agenda

**01** Business Performance

**02** Financials

**03** Final Remarks

**04** Annex







Rahul Srinivasan
Chief Financial Officer
(CFO)

# Q1'25: Ahead of Plan

- Continued Strong Momentum
- Well-Positioned to Navigate Highly Dynamic Markets

## **Nacho Abia**

Chief Executive Officer (CEO)

## **Continued Strong Momentum; Reaffirm FY25 Guidance**

	<b>Q1'25</b> (changes vs. Q1'24)
	€1,786 m
Revenue	$+7.4\% \text{ cc}^1$ $+10.0\% \text{ cc LFL}^2$
	€400 m
EBITDA Adj.	+14.2% cc +21.7% cc LFL
	22.4%
EBITDA Adj. Margin	+80bps +180bps LFL
	-€44 m
Free Cash Flow pre-M&A <sup>3</sup>	+€209 m
	4.5x
Leverage ratio <sup>4</sup>	(improved by 2.3x from Q1'24)

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



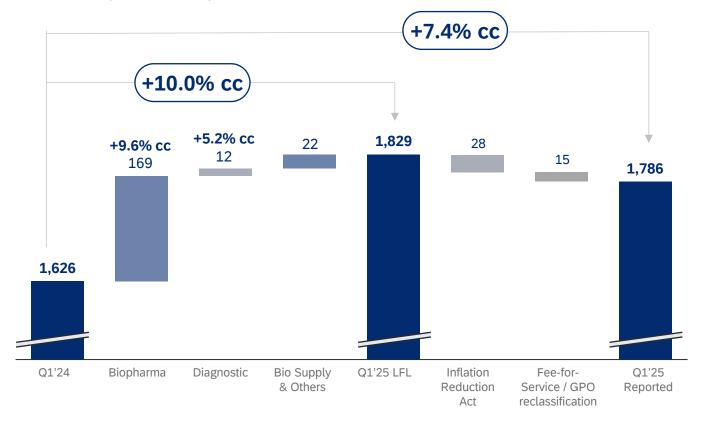
<sup>&</sup>lt;sup>1</sup> Constant currency (cc), excluding exchange rate fluctuations over the period. See Annex for reconciliations.
<sup>2</sup> Like For Like (LFL) excludes the impact of IRA (EUR 28 million) and Fee-For-Service / GPO reclassification (EUR 15 million). See Annex for reconciliations

<sup>&</sup>lt;sup>3</sup> FCF definition and reconciliation to the Cash Flow Statement in slide 30 in the Annex.

<sup>&</sup>lt;sup>4</sup> Leverage ratio defined as per the Credit Agreement. See reconciliations in slide 27 in the Annex.

# Q1'25 Revenue Delivers a 10.0% cc Growth LFL<sup>1</sup> Driven by All Business Units

#### Revenues (in million EUR)



### Biopharma I +9.6% cc LFL<sup>1</sup> I +6.6% cc

- Strong underlying demand driven by IG franchise
- As per the Plan, offset by lower albumin sales to China due to planned license renewal and phasing of Rabies

### Diagnostic I +5.2% cc

- MDS<sup>2</sup> segment grew 7% cc via new business ex-US
- BTS<sup>2</sup> grew a 4% cc, driven by expansion across core markets
- IDS<sup>2</sup> increased by 12% cc due to joint business volume growth

#### ▶ IRA and Fee-for-Service / GPO

- IRA impact inline with forecast and guidance
- Fee-for-service / GPO impact consistent with prior year incorporating this year's growth

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.

¹Like For Like (LFL) excludes the impact of IRA (EUR 28 million) and Fee-For-Service / GPO reclassification (EUR 15 million). See Annex for reconciliations.

**GRIFOLS** 

Q1 2025 Results

<sup>&</sup>lt;sup>2</sup> Medical Diagnostics Solutions (MDS). Immunoassay Diagnostic Solutions (IDS). Blood typing Solutions (BTS).

# Biopharma Delivers Strong Performance Led by IG Franchise 17.5% Growth LFL<sup>1</sup> in Q1'25



Note: All figures are presented on a consolidated basis (including Biotest), and at constant 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 (EUR 28 million) and Fee-For-Service / GPO reclassification (EUR 15 million). See Annex for reconciliations.



## IG Growing Ahead of Market, supported by differentiated portfolio

#### **IVIG and SCIG Performance**

#### **Market Growth Fundamentals**

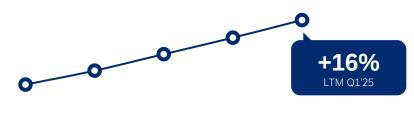
## **IG Uniquely Positioned**

#### IVIG Revenue Growth LFL<sup>1</sup>

SCIG Revenue Growth LFL

Base indexed to LTM Q1'24

Base indexed to LTM Q1'24



LTM Q2'24 LTM Q3'24 LTM Q1'24 LTM Q4'24 LTM Q1'25



Low diagnosis and treatment rate in approved indications (especially PID<sup>2</sup> and SID<sup>3</sup>)



Low IG use per capita in many Ex-US



regions<sup>4</sup>



LTM Q2'24 LTM Q3'24 LTM Q4'24 LTM Q1'25



IgG potential beyond approved indications

Source: Global Market Insights Immunoglobulin Market Size by Product. LTM: Last Twelve Months (LTM).



**Build on Grifols Leading Brands** 

Lead growth in immunodeficiencies

Maintain Leadership in CIDP

Continue to drive profitable Ex-US growth



<sup>&</sup>lt;sup>1</sup> Like For Like (LFL) excludes the impact of IRA (EUR 28 million) and Fee-For-Service / GPO reclassification (EUR 15 million). See Annex for reconciliations,

<sup>&</sup>lt;sup>2</sup> Only ~10-30% PID patients are diagnosed, prevalence of SID is 30x > PID. Source: Primary Immunodeficiencies (PID) – driving diagnosis for optimal care in Europe, European Reference Paper.

<sup>&</sup>lt;sup>3</sup> Not vet approved in the US.

<sup>&</sup>lt;sup>4</sup> US IG consumption per capita is 3x than EU countries

## **Grifols's Global Network Mitigates Uncertainty From Potential Tariffs**

Currently, our expectation is of no meaningful impact



### **End-to-end and fully integrated** in the US

300+ donor centers, representing >70% of plasma collection capacity in the US

2 manufacturing plants, accounting for ~65% of global fractionation and purification capacity in our core products to serve US demand

### **Strong presence in Europe**

Almost 100 donor centers in Europe, being Europe's largest privately owned plasma center fleet

3 production facilities: Spain, Germany & Ireland

## **Local partnerships**

- China: strong ongoing alliance with SRAAS, a leading player in China
- **Egypt & Canada:** self-sufficiency models, with DCs and manufacturing plants built or in construction

03

Donor centers



Biopharma manufacturing



Strategic partnerships



# Invested in Vertically Integrated Value Chain in the U.S. and Europe, Complemented by Strategic Hubs and Partnerships ex-U.S.





- Started plasma center infrastructure in 2002, with additional acquisition & organic openings
- Acquisition of **manufacturing plants** in LA and Clayton
- US infrastructure has benefited from multi-billion investments and will remain very well invested going forward



- Increased manufacturing capacity in Parets' plant (Barcelona, Spain)
- **infrastructure** Set up **European plasma centers** through joint ventures and center acquisitions
  - Consolidation through manufacturing plant in Ireland and acquisition of majority of shares of Biotest



#### **Pioneer in local partnerships**



- Strategic alliance with SRAAS / Haier
- Joint Venture with Egyptian government
- Canada manufacturing plant & CBS partnership



Donor centers





Strategic partnerships



Q1 2025 Results - 10 - -

# **Clear Focus on Execution**

Rahul Srinivasan

Chief Financial Officer (CFO)

**GRIFOLS** 

## Q1'2025: Ahead of Plan

	Q1 202	Q1 2025 - Reported		Q1 2025 – Like for Like <sup>1</sup>		
	Q1'25		Q1'25		Q1'24	
(in million EUR except %)	Reported	Var vs. PY	LFL <sup>1</sup>	Var vs. PY	Reported	
NET REVENUE	1,786m	7.4% cc	1,829m	10.0% cc	1,626m	
GROSS MARGIN	695m	10.1%	738m	16.9%	631m	
Margin	38.9%	+10bps	40.3%	+150bps	38.8%	
EBITDA ADJ.	400m	14.2% cc	428m	21.7% cc	350m	
Margin	22.4%	+80bps	23.4%	+180bps	21.6%	
PROFIT BEFORE TAX	115m	145%			47m	
GROUP PROFIT	60m	179%			21m	

FREE CASH FLOW pre-M&A	$A^2$	-44m	209m	-253m
LEVEDACE DATIO3	Total net leverage ratio	4.5x	-2.3x	6.8x
LEVERAGE RATIO <sup>3</sup>	Net secured leverage ratio	2.7x	-1.2x	3.9x
LIQUIDITY <sup>4</sup>		1,675m	962m	713m

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.

¹ Like For Like (LFL) excludes the impact of IRA and Fee-For-Service / GPO reclassification.

**GRIFOLS** 

Q1 2025 Results

<sup>&</sup>lt;sup>2</sup>FCF definition and reconciliation to the Cash Flow Statement in slide 30 in the Annex.

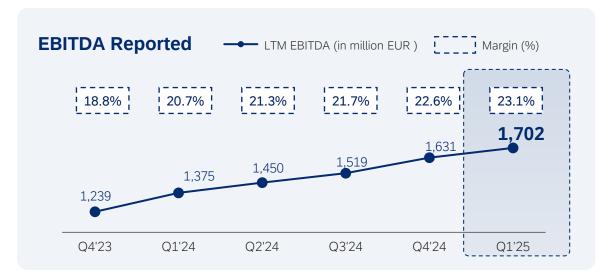
<sup>&</sup>lt;sup>3</sup> Leverage ratio defined as per the Credit Agreement in slide 27 in the Annex.

<sup>&</sup>lt;sup>4</sup> For Q1 2025, cash and cash equivalents of €753m + unused credit facilities €1,318m - unused RCF facilities maturing in Nov 2025 c€396m.

## Continuing the Consistent and Strong Track Record of Growth







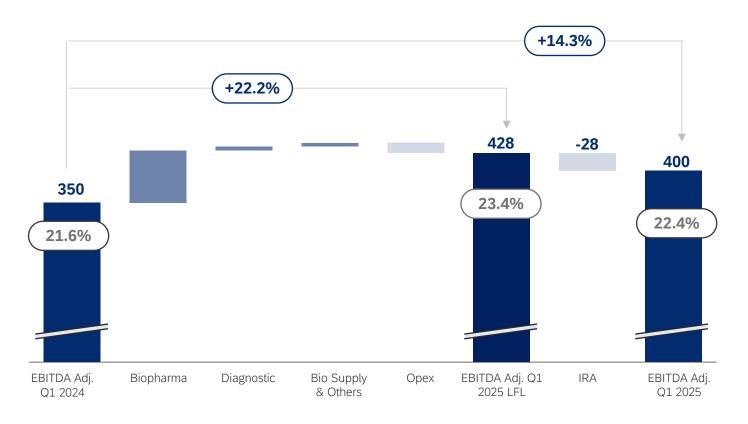




# Strong Momentum Helping to Significantly Outpace Anticipated IRA Impact

### **EBITDA Adjusted**

(in million EUR except for EBITDA Adj margin and growth)



- **Strong EBITDA momentum** across the board
- Led by Biopharma:
  - Volume growth
  - CPL reduction
  - Yield improvement
  - Operational leverage and cost discipline
- Anticipated IRA impact



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



## Significant Improvement in Free Cash Flow Generation

### **EBITDA Adjusted to Free Cash Flow reconciliation**

(in million EUR)

	Q1'24	Q1'25	Var vs PY
EBITDA Adjusted	350	400	50
Inventories	(130)	(61)	69
Receivables	(154)	(93)	61
Payables	(55)	26	81
Net working capital	(339)	(128)	211
CAPEX	(61)	(128)	(67)
IT and R&D	(22)	(39)	(17)
Taxes	(4)	(3)	1
Interests	(106)	(55)	51
Others	(71)	(86)	-15
Free Cash Flow pre-M&A <sup>1</sup>	(253)	(44)	209

### Normalizing of FCF generation profile:

- Working Capital Management
- Offsetting impact of Interest and Capex phasing
  - 。 Interest payment timing
  - Immunotek payment
- Reduction in cash adjustments to Adjusted EBITDA

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

Q1 2025 Results -15 -

<sup>&</sup>lt;sup>1</sup> FCF definition and reconciliation to the Cash Flow Statement in slide 30 in the Annex

# **Continued Focus on Deleveraging, Normalizing FCF Generation and Strong Liquidity**







Strong €1.7bn<sup>2</sup> liquidity



No meaningful maturities till Q4'27



Significant secured capacity



Focused on continued credit rerating progress

Note: All figures are presented on a consolidated basis (including Biotest). <sup>2</sup> LTM: Last Twelve Months (LTM).

GRIFOLS —

<sup>&</sup>lt;sup>1</sup> FCF definition and reconciliation to the Cash Flow Statement in slide 30 in the Annex.

<sup>&</sup>lt;sup>2</sup> For Q1 2025, cash and cash equivalents of €753m + unused credit facilities €1,318m - unused RCF facilities maturing in Nov 2025 c€396m.

## **Grifols is Well Equipped to Navigate Dynamic Markets**



Highly strategic portfolio with unique optionality and flexibility



#### Impact of a depreciating USD:

- Broadly Neutral to Positive: Group Profit, Leverage, FCF, Margins
- Headwind: Revenue, EBITDA



Biotest progressing as planned



Reaffirmed 2025 Guidance<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Please refer to 2025 Guidance (including the impact of IRA) on page 38 of the Capital Markets Day Presentation (27 Feb 2025)



# **Final Remarks**

Nacho Abia

Chief Executive Officer (CEO)

**GRIFOLS** 

# **Grifols Continues to Deliver Strong Results Driven by Strategic Plan Execution**

01

Grifols remains focused on the execution of the strategic plan

02

Q1'25: Ahead of Plan

FY'25 Guidance<sup>1</sup>: Well on-track

03

Committed to improving FCF generation and continued deleveraging

04

Operational excellence and R&D pipeline execution to deliver further margin expansion

05

Corporate simplification and portfolio optimization continues as planned

06

Well positioned to navigate highly dynamic markets







## **Revenue | Q1 2025**

	Q1 2025	Q1 2024	% vs I	PΥ
In thousands of euros	Grifols	Grifols	Reported	At cc*
Revenue by Business Unit	1,785,809	1,625,705	9.8%	7.4%
Biopharma	1,521,160	1,394,703	9.1%	6.6%
Diagnostic	170,043	158,283	7.4%	5.2%
Bio Supplies	32,557	27,013	20.5%	15.9%
Others & intersegments	62,050	45,707	35.8%	34.0%
Revenue by Country	1,785,809	1,625,705	9.8%	7.4%
US + CANADA	1,025,190	925,326	10.8%	6.4%
EU	390,275	331,427	17.8%	17.6%
ROW	370,344	368,952	0.4%	0.8%

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



Q1 2025 Results - 21 -

## P&L | Q1 2025

		Q1 2025			Q1 2024		% vs	s PY
		Grifols			Grifols		Grif	
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	1,785,809	-	1,785,809	1,625,705	-	1,625,705	9.8%	9.8%
Cost of Sales	(1,091,142)	9,969	(1,081,173)	(994,860)	17,562	(977,298)	(9.7%)	(10.6%)
Gross Margin	694,667	9,969	704,636	630,845	17,562	648,407	10.1%	8.7%
% Net revenue	38.9%	-	39.5%	38.8%	-	39.9%	-	-
R&D	(96,046)	-	(96,046)	(90,462)	109	(90,353)	(6.2%)	(6.3%)
SG&A	(324,652)	9,283	(315,369)	(339,051)	22,911	(316,140)	4.2%	0.2%
Operating Expenses	(420,698)	9,283	(411,415)	(429,513)	23,020	(406,493)	2.1%	(1.2%)
Other Income	-	-	-	-	-	-	-	-
Share of Results of Equity Accounted Investees - Core Activities	(5,111)	3,850	(1,261)	2,470	-	2,470	(306.9%)	(151.1%)
OPERATING RESULT (EBIT)	268,858	23,102	291,960	203,802	40,582	244,384	31.9%	19.5%
% Net revenue	15.1%	-	16.3%	12.5%	-	15.0%	-	-
Financial Result	(153,593)	-	(153,593)	(156,600)	-	(156,600)	1.9%	1.9%
Share of Results of Equity Accounted Investees	-	-	-	(145)	-	(145)	100.0%	100.0%
PROFIT BEFORE TAX	115,265	23,102	138,367	47,057	40,582	87,640	144.9%	57.9%
% Net revenue	6.5%	-	7.7%	2.9%	-	5.4%	-	-
Income Tax Expense	(22,842)	(15,583)	(38,425)	(24,779)	(10,817)	(35,596)	7.8%	(7.9%)
% of pre-tax income	19.8%	-	27.8%	52.7% -		40.6%	-	-
CONSOLIDATED PROFIT	92,423	7,519	99,942	22,278	29,765	52,043	314.9%	92.0%
Results Attributable to Non-Controlling Interests	(32,698)	(246)	(32,944)	(859)	(3,556)	(4,415)	(3706.5%)	(646.2%)
GROUP PROFIT	59,725	7,273	66,998	21,419	26,209	47,628	178.8%	40.7%
% Net revenue	3.3%	-	3.8%	1.3%	-	2.9%		



Q1 2025 Results - 22

## Cash Flow | Q1 2025

	Q1 2025	Q1 2024	% vs PY
	Grifols	Grifols	Grifols
In thousands of euros	Reported	Reported	Reported
Reported Group Profit	59,725	21,418	179%
Depreciation and Amortization	111,750	105,616	6%
Net Provisions	10,541	14,666	-28%
Other Adjustments and Other Changes in Working Capital	81,534	32,634	150%
Change in Operating Working Capital	(128,082)	(339,256)	62%
Changes in Inventories	(60,826)	(130,110)	53%
Change in Trade Receivables	(93,345)	(153,680)	39%
Change in Trade Payables	26,089	(55,466)	147%
Net Cash Flow From Operating Activities	135,468	(164,922)	182%
Business Combinations and Investments in Group Companies	(96,998)	(20,220)	-380%
CAPEX	(49,146)	(38,050)	-29%
R&D/Other Intangible Assets	(38,505)	(22,004)	-75%
Other Cash Inflow / (Outflow)	(12,696)	(7,678)	-65%
Net Cash Flow From Investing Activities	(197,345)	(87,952)	-124%
Free Cash Flow	(61,877)	(252,874)	76%
Issue / (Repayment) of Debt	(153,674)	153,725	-200%
Capital Grants	6,265	3,695	70%
Other Cash Flows From / (Used in) Financing Activities	13,755	8,036	71%
Net Cash Flow From Financing Activities	(133,654)	165,456	-181%
Total Cash Flow	(195,531)	(87,418)	-124%
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	(31,433)	6,386	-592%
Cash and Cash Equivalents at the End of the Period	752,816	448,545	68%



Q1 2025 Results - 23 -

## **Balance Sheet | 2025**

In thousands of euros

#### Assets

	Mar-25	Dec-24
Non-Current Assets	15,338,549	15,677,699
Goodwill and Other Intangible Assets	11,225,180	11,297,492
Property Plant & Equipment	3,241,111	3,341,846
Investments in Equity Accounted Investees	62,052	68,996
Non-Current Financial Assets	453,138	490,492
Other Non-Current Assets	357,068	478,873
Current Assets	5,640,007	5,727,543
Non-Current Contract Assets Held for Sale	-	-
Inventories	3,524,770	3,560,098
Current Contract Assets	39,849	35,978
Trade and Other Receivables	999,427	836,015
Other Current Financial Assets	253,032	243,156
Other Current Assets	70,112	72,515
Cash and Cash Equivalents	752,817	979,780
Total Assets	20,978,556	21,405,241

In thousands of euros

#### Liabilities

Mar-25	Dec-24
8,293,892	8,607,025
119,604	119,604
910,728	910,728
4,207,962	4,054,505
(132,168)	(134,448)
59,724	156,920
473,606	776,418
2,654,436	2,723,298
10,514,445	10,642,070
9,389,874	9,490,644
1,124,572	1,151,426
2,170,219	2,156,146
657,299	676,087
1,512,920	1,480,059
20,978,557	21,405,241
	8,293,892  119,604  910,728  4,207,962  (132,168)  59,724  473,606  2,654,436  10,514,445  9,389,874  1,124,572  2,170,219  657,299  1,512,920



## Like-for-Like (LFL) Reconciliation

In millions of euros	Q1'25	Q1'25 LTM
Revenue Reported	1,786	7,373
Fee-for-Service / GPO Reclassification	15	69
Inflation Reduction Act (IRA)	28	28
Revenue Like-for-Like	1,829	7,469
In millions of euros	Q1'25	Q1'25 LTM
Operating Results (EBIT)	269	1,257
Depreciation & Amortization	112	445
Reported EBITDA	381	1,702
Total adjustments	<b>381</b> 20	<b>1,702</b> 128
•		·
Total adjustments	20	128
Total adjustments  EBITDA Adjusted	20 <b>400</b>	128 <b>1,829</b>



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

In thousand of euros	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2025 LTM	Q1 2024
OPERATING RESULT (EBIT)	268,857	371,859	317,034	299,321	1,257,072	203,802
Depreciation & Amortization	(111,750)	(110,130)	(108,364)	(114,310)	(444,555)	(106,139)
Reported EBITDA	380,607	481,990	425,398	413,631	1,701,627	309,941
% Net revenue	21.3%	24.4%	23.7%	22.8%	23.1%	19.1%
Restructuring costs	-	1,889	21,673	10,095	33,656	2,326
Transaction costs	7,466	9,306	7,882	16,145	40,798	15,318
Impairments	3,850	24,265	787	-	28,902	-
Biotest Next Level Project	6,738	7,340	5,113	4,922	24,114	16,798
SRAAS One-off	-	-	-	(5,618)	(5,618)	-
Other non-recurring items	1,817	1,155	1,245	1,613	5,830	6,020
Total adjustments	19,872	43,954	36,700	27,157	127,682	40,461
Adjusted EBITDA	400,479	525,944	462,098	440,788	1,829,308	350,402
% Net revenue	22.4%	26.6%	25.8%	24.2%	24.8%	21.6%



Q1 2025 Results - 26 -

## Leverage Ratio as per Credit Agreement

In millions of euros except ratio.	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
Non-Current Financial Liabilities	9,390	9,491	8,836	8,752	9,650
Non-recurrent Lease Liabilities (IFRS16)	(1,026)	(1,025)	(969)	(1,025)	(1,026)
Current Financial Liabilities	657	676	1,017	2,757	1,745
Recurrent Lease Liabilities (IFRS16)	(119)	(117)	(111)	(109)	(111)
Cash and Cash Equivalents	(753)	(980)	(645)	(2,113)	(449)
Net Financial Debt as per Credit Agreement	8,149	8,046	8,128	8,262	9,811

In millions of euros except ratio.	LTM Q1'25	LTM Q4'24	LTM Q3'24	LTM Q2'24	LTM Q1'24
OPERATING RESULT (EBIT)	1,257	1,192	1,075	1,005	934
Depreciation & Amortization	(445)	(439)	(443)	(444)	(441)
Reported EBITDA	1,702	1,631	1,518	1,450	1,375
IFRS 16	(117)	(113)	(113)	(110)	(104)
Restructuring costs	63	55	57	34	24
Transaction costs	41	49	59	65	59
Cost savings, operating improvements and synergies on a "run rate"	165	159	146	136	131
Other one-offs	(34)	(28)	(62)	(75)	(43)
Total adjustments	119	122	87	50	66
Adjusted EBITDA LTM as per Credit Agreement	1,819	1,753	1,605	1,500	1,442
Leverage Ratio as per Credit Agreeement	4.5x	4.6x	5.1x	5.5x	6.8x

**GRIFOLS** 

Q1 2025 Results - 27 -

# Leverage Ratio as per Consolidated EBITDA and Net Debt as per Balance Sheet

In millions of euros except ratio.	Q1'25	Q4'24	Q3'24	Q2'24	Q1'24
Non-Current Financial Liabilities	9,390	9,491	8,836	8,752	9,650
Current Financial Liabilities	657	676	1,017	2,757	1,745
Cash and Cash Equivalents	(753)	(980)	(645)	(2,113)	(449)
Net Financial Debt	9,294	9,187	9,208	9,396	10,947

In millions of euros except ratio.	LTM Q1'25	LTM Q4'24	LTM Q3'24	LTM Q2'24	LTM Q1'24
OPERATING RESULT (EBIT)	1,257	1,192	1,075	1,005	934
Depreciation & Amortization	(445)	(439)	(443)	(444)	(441)
Reported EBITDA	1,702	1,631	1,518	1,450	1,375

Leverage Ratio Reported	5.5x	5.6x	6.1x	6.5x	8.0x



## **NCI Contributions**

#### LTM Q1 2025

In thousand of euros	GDS	Biotest	BPC	Haema
Profit after tax from continuing operations	135,902	(81,250)	42,044	7,877
Income tax expense	(43,595)	12,772	(11,630)	(14,477)
Financial result	75,601	(30,249)	(1,367)	7,407
Amortisation and depreciation	(47,490)	(54,788)	(7,976)	(8,696)
Consolidated EBITDA	151,386	(8,984)	63,017	23,643
Impact IFRS16- Finance Leases (leases of plasma donation centre properties)	(2,452)	(8,224)	(5,689)	(4,695)
Restructuring costs	3,036	1,050	-	230
Share of profits assoc core activit 2024	-	(4,388)	-	-
Impairment	-	19,154	-	-
Consolidated EBITDA under Credit Agreement	151,970	(1,392)	57,328	19,178
% of non-controlling interest	45%	29%	100%	100%
Consolidated EBITDA according to Credit Agreement non-controlling interest	68,387	(403)	57,328	19,178
Cash and cash equivalents	(1,981)	(41,776)	(2,233)	(17,219)
Financial assets/liabilities with Grifols	(1,093,321)	543,038	-	-
Leasing liabilities (leases of real estate of plasma donation centres)	12,532	59,406	56,606	20,954
Loans and other financial liabilities	4,419	66,347	64	-
Total Balance Sheet Net Debt	(1,078,351)	627,015	54,437	3,734
Impact IFRS16- Finance Leases (leases of plasma donation centre properties)	(12,532)	(59,406)	(56,606)	(20,954)
Total Net Financial Debt according to Credit Agreement	(1,090,883)	567,609	(2,169)	(17,219)
	( , , , , , , , , , , , , , , , , , , ,	• • • • • • • • • • • • • • • • • • • •	( ,)	( ,,
Total Net Financial Debt according to Credit Agreement non-controlling interest	(490,897)	164,442	(2,169)	(17,219)

Note: Last Twelve Months figures (LTM).



## FCF pre-M&A Reconciliation to Cash Flow Statement

**Free Cash Flow pre-M&A** = Adjusted EBITDA - 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 million Euros	Q1'25	Q1'24
EBITDA Adjusted	400	350
Changes in working capital	(128)	(339)
CAPEX	(49)	(38)
R&D and IT	(39)	(22)
Taxes	(3)	(4)
Interests	(55)	(106)
Others	(86)	-66
FCF Before Extraordinary Items	41	(225)
Extraordinary Growth CAPEX	(79)	(23)
Restructuring and transaction costs	(6)	(5)
Free Cash Flow	(44)	(253)

In million Euros	Q1'25	Q1'24
Net Cash Flow From Operating Activities <sup>1</sup>	135	(165)
Net Cash Flow From Investing Activities <sup>1</sup>	(197)	(88)
Free Cash Flow	(62)	(253)
Biotest Shares Acquisition	(18)	-
Free Cash Flow pre-M&A	(44)	(253)

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



Q1 2025 Results - 30 -

## **Net Revenue Reconciliation at cc | Q1 2025**

In thousands of euros	Q1 2025	Q1 2024	% Var
Reported Net Revenues	1,785,809	1,625,705	9.8%
Variation due to Exchange Rate Effects	(39,437)		
Net Revenues at Constant Currency	1,746,372	1,625,705	7.4%
In thousands of euros	Q1 2025	Q1 2024	% Var
Reported Biopharma Net Revenues	1,521,160	1,394,703	9.1%
Variation due to Exchange Rate Effects	(33,923)		
Reported Biopharma Net Revenues at Constant Currency	1,487,237	1,394,703	6.6%
In thousands of euros	Q1 2025	Q1 2024	% Var
Reported Diagnostic Net Revenues	170,043	158,283	7.4%
Variation due to Exchange Rate Effects	(3,451)		
Reported Diagnostic Net Revenues at Constant Currency	166,592	158,283	5.2%
to the country of a few country	04 0005	04 0004	04.14
In thousands of euros	Q1 2025	Q1 2024	% Var
Reported Bio Supplies Net Revenues	32,557	27,013	20.5%
Variation due to Exchange Rate Effects	(1,243)		
Reported Bio Supplies Net Revenues at Constant Currency	31,314	27,013	15.9%
In thousands of euros	Q1 2025	Q1 2024	% Var
Reported Others & Intersegments Net Revenues	62,050	45,707	35.8%
Variation due to Exchange Rate Effects	(820)		
Reported Other & Intersegments Net Revenues at Constant Currency	61,230	45,707	34.0%

In thousands of euros	Q1 2025	Q1 2024	% Var
Reported U.S. + Canada Net Revenues	1,025,190	925,326	10.8%
Variation due to Exchange Rate Effects	(40,316)		
Reported U.S. + Canada Net Revenues at Constant Currency	984,874	925,326	6.4%
In thousands of euros	Q1 2025	Q1 2024	% Var
Reported EU Net Revenues	390,275	331,427	17.8%
Variation due to Exchange Rate Effects	(676)		
Reported EU Net Revenues at Constant Currency	389,599	331,427	17.6%
In thousands of euros	Q1 2025	Q1 2024	% Var
Reported ROW Net Revenues	370,344	368,952	0.4%
Variation due to Exchange Rate Effects	1,555		
Reported ROW Net Revenues at Constant Currency	371,899	368,952	0.8%



## EBITDA Adjusted Reconciliation at cc | Q1 2025

### EBITDA Adjusted Q1'25:

In thousands of euros	Q1 2025	Q1 2024	% Var
Reported EBITDA Adjusted	400	350	14.3%
Variation due to Exchange Rate Effects	(0)		
EBITDA Adjusted at Constant Currency	400	350	14.2%

## EBITDA Adjusted Like-for-Like Q1'25:

In thousands of euros	Q1 2025	Q1 2024	% Var
Reported EBITDA Adjusted Like for Like	428	350	22.2%
Variation due to Exchange Rate Effects	2		
EBITDA Adjusted Like for Like at Constant Currency	426	350	21.7%



Q1 2025 Results

## **GRIFOLS**

# **Investor Relations** & Sustainability

+34 93 571 02 21

investors@grifols.comsustainability@grifols.com

inversores@grifols.com

