



Corporate presentation

December 2023

Who we are - our mission



We are an independent, family-owned French pharma company with a team of 2,200 passionate experts committed to health and well-being daily.

Our mission is to bring tangible benefits to patients and consumers, by offering health and well-being solutions that are effective, reliable and accessible to as many people as possible.

This has been our commitment for over 100 years.

Our French industrial roots, our presence in over 100 countries, our international brands recognized by healthcare professionals, patients and consumers, and our solid performances are the backbone of our company and our springboard for a sustainable future.

Building on these foundations, our ambition is to become a global reference in consumer healthcare, and to be one of the top 20 consumer healthcare companies in our markets within 10 years.

At the heart of everyday health, we take care of everyone.

Nicolas Giraud, CEO

From a French industrial company to an international player in health and well-being

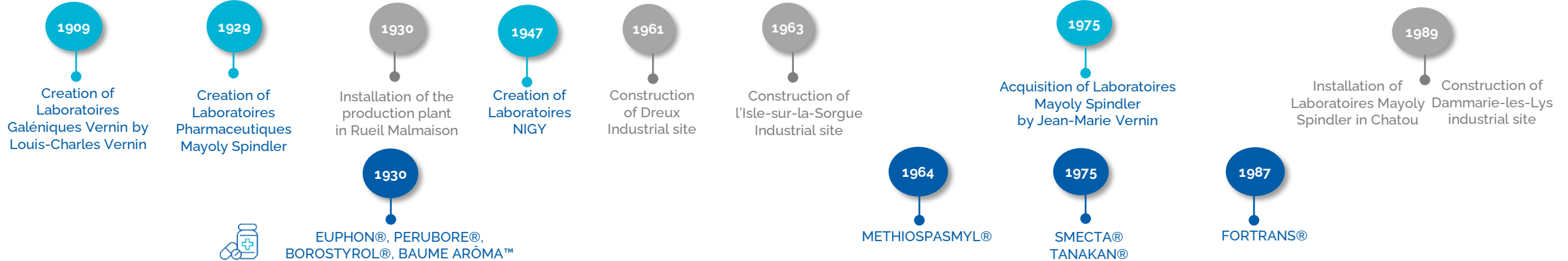


1900 - 1990

From French industrial foundations.... To the birth of international brands in Pharma and Gastroenterology

Acquisitions & Manufacturing

Products

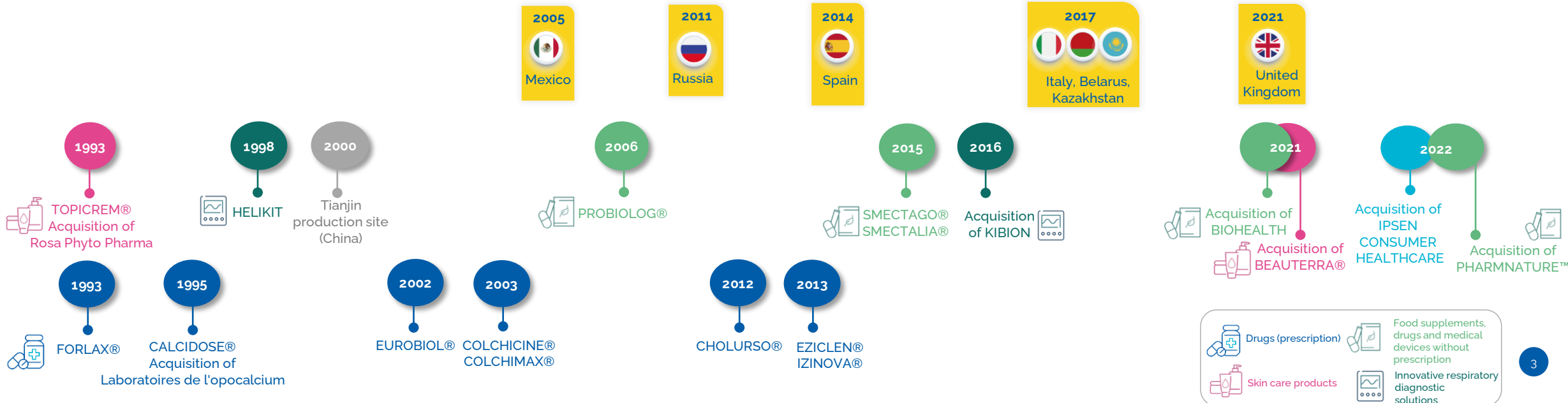


1990 - TODAY

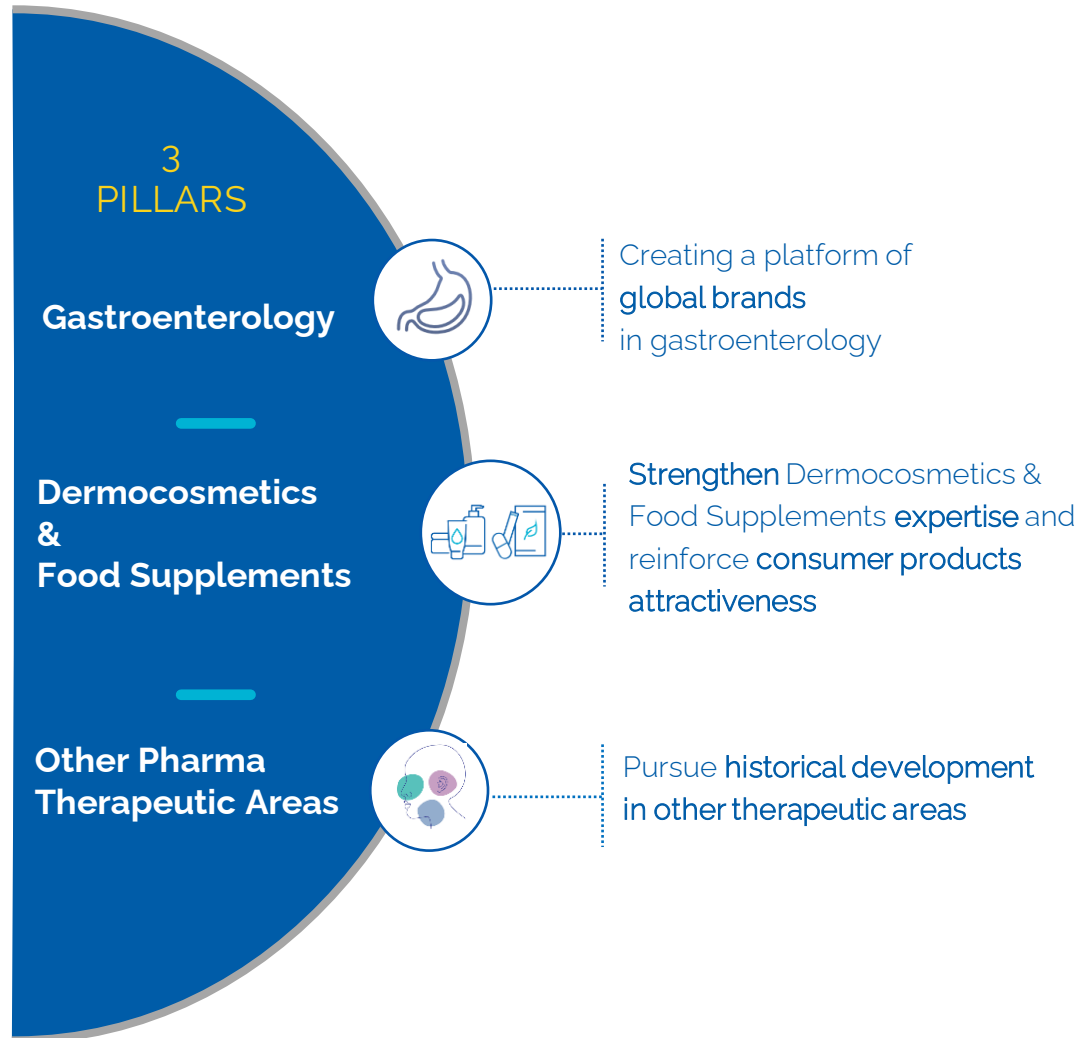
Portfolio diversification towards Dermo-cosmetics & OTC, international expansion and external growth

International development

Products & acquisitions



A strategic roadmap based on solid expertise



ONE MAYOLY

An entrepreneurial culture, where the values of responsibility, pragmatism and respect are shared by all employees



Mayoly Company at a glance



An independent French company whose expertise and excellence have been recognized for over 100 years

Laboratory specializing in gastroenterology and dermocosmetics, with a portfolio of strong brands covering a wide range of indications

A global company with French industrial roots

An entrepreneurial culture, based on empowerment, agility and pragmatism, to meet our stakeholders' expectations



+2.200
Employees
+1.100 in France



~600
Number of
products



~ 65%
International
sales



519 M€
Net Sales
in 2022⁽¹⁾



6
Production
sites, of which
5 in France



23
Subsidiaries



+7%
Growth ⁽²⁾



>85%
Products sold worldwide
are made in France



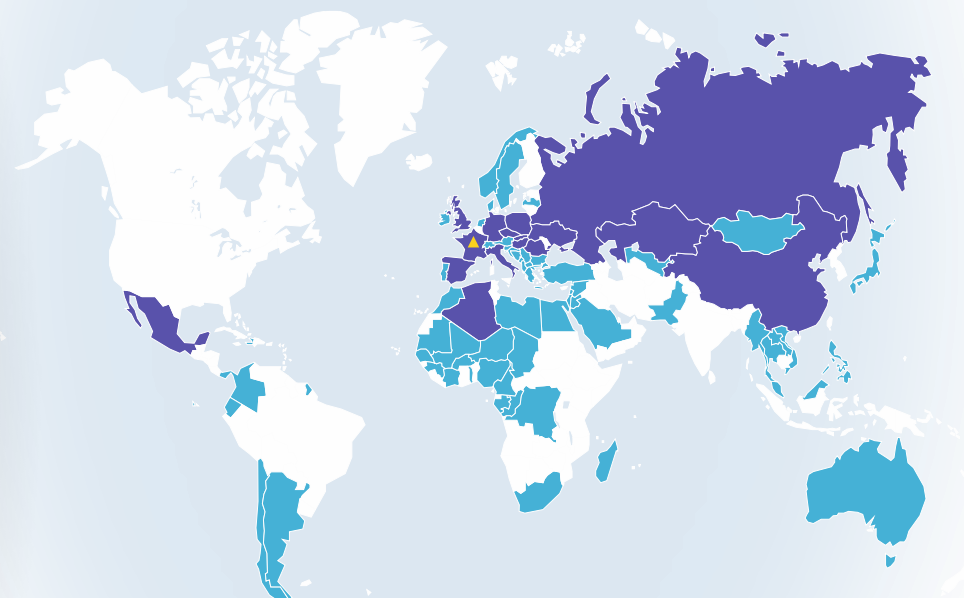
~ 100
Countries where our
products are marketed

International organization with affiliates and an extensive distribution network of trusted partners



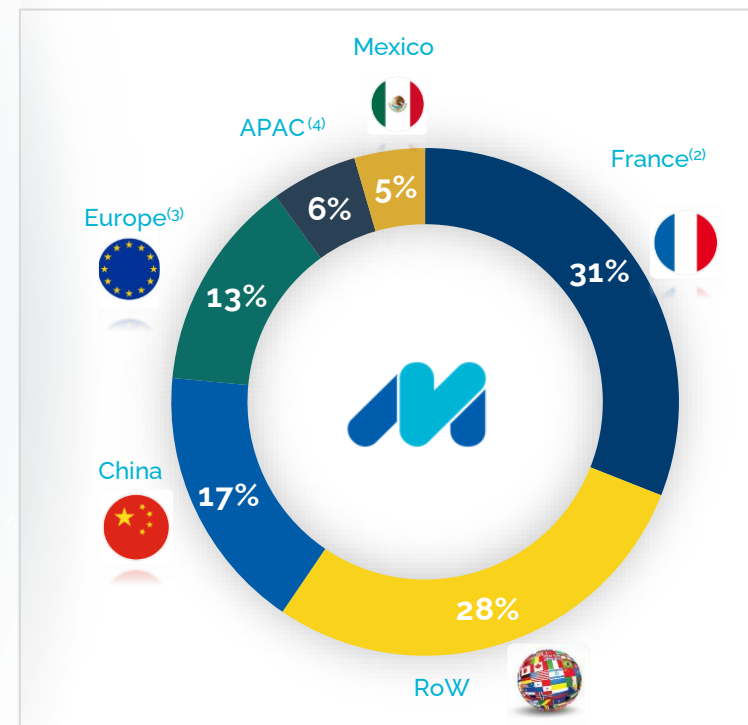
23 main subsidiaries in 21 countries

	Algeria		Mexico
	Belarus		Poland
	Belgium (Benelux)		Romania
	China		Russia
	Czech Republic		Singapore
	France		Slovakia
	Germany		Spain
	Italy		Tunisia
	Kazakhstan		Ukraine
	Lithuania (Baltics)		United Kingdom
			Vietnam



▲ Headquarter
■ Subsidiaries
■ +100 distributors

Sales breakdown⁽¹⁾



- (1) 2022 Proforma 12-month net sales, including the full-year effect of the PHARMNATURE™ and IPSEN CHC acquisitions
(2) Including partnerships and CMOs
(3) Excluding France
(4) Excluding China

RoW : Rest of the world
APAC: Asia-Pacific

5 areas of expertise, including consumer healthcare/OTC, which accounts for nearly half of Mayoly's business



~ 50%
net sales⁽¹⁾

Consumer Healthcare/OTC

A broad range of healthcare and wellbeing self-care solutions for everyday life.

OTC medications (without prescription), food supplements and probiotics

A portfolio of recognized and reliable brands.



~32%
net sales⁽¹⁾

Pharma/Rx

Initial DNA of Mayoly

Recognized expertise in Hepato-Gastroenterology both for life-long chronic diseases, colonoscopy, and day-to-day treatments

Well-established brands in ENT⁽²⁾ and in Rheumatology



~ 8%
net sales⁽¹⁾

Dermocosmetics

Dermocosmetics for face, body and hair, mostly marketed under the Topicrem® brand

A portfolio completed in 2021 with Beauterra®, a leading French brand of cleansing products from natural origin sold in pharmacy



~ 3%
net sales⁽¹⁾

Diagnostic

Created in 2019, following the acquisition of Kibion (ISO 13485:2016 certified)

Trusted solutions for the diagnosis and the eradication control of *Helicobacter pylori* infections

In vitro diagnostic (IVD) instruments and their associated substrates (13C and 14C)



~ 7%
net sales⁽¹⁾

Production

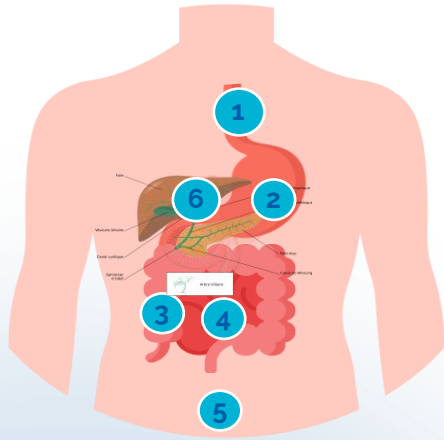
TPM

Third-Party Manufacturing of Pharmaceutical, Nutraceutical and Dermocosmetics products

In-house capabilities and Partnerships for products Industrial developments (food supplements, galenics for drugs, high pressure dermocosmetics)

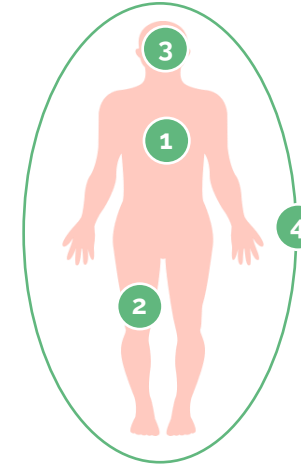
⁽¹⁾Proforma 12-month net sales, including the full-year effect of the PHARMNATURE™ and IPSEN CHC acquisitions ⁽²⁾ Ear Nose and Throats

A diversified portfolio of health and well-being solutions covering a wide range of therapeutic indications...



DIGESTIVE FIELD BRANDS

1 2	REFLUX	Pepsane® Gelox®	4	BLOATING	MeteoGaz® SmenoGas®	4	CONSTIPATION	TransiSoft® Forlax®
2	GASTRIC INFECTIONS	Helikit® HeliCap® Diabact®	4	ANTISPASMODIC / INTESTINAL PROTECTION	MeteoSpasmyl® SimAlvia® Buscopan® Bedelix®	6	INSUFFICIENCY HEPATIC & PANCREATIC	Dozurso® Cholurso® Chophytol® Eurobiol®
3	COLONIC PREPARATION	Fortrans® Eziclen®	4	DIARRHOEA	Smecta®	4	PROBIOTICS	Probiolog® Morelac® Smebiocta®



WELL-ESTABLISHED BRANDS IN OTHER FIELDS

1	RESPIRATORY: COUGH (DRY & GREASY)	Euphon® Perubore® Paxeladine®	3	PAINKILLER	Prontalgine® Prontadol®	3	COGNITIVE IMPAIRMENT	Tanakan®
2	RHEUMATOLOGY	Calcidose® Colchicine®	4	FATIGUE	Megamag®	4	DERMOCOSMETICS & HYGIENE	Topicrem® BeauTerra®

... with emblematic brands recognized by patients, consumers and healthcare professionals



A strong French industrial footprint: our 5 plants produce over 85% of Mayoly products sold worldwide.



Every day, over **600 employees** at our plants produce almost **330,000 units** for patients and consumers around the world.

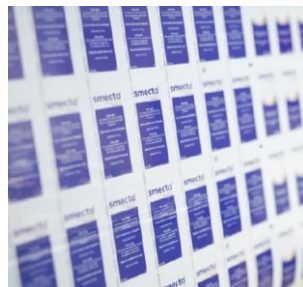


CHATOU | FRANCE (92)

Production of liquids and pastes, and blister packaging of softgels.

EXPERTISE: syrups, capsules and solutions

60 employees



DREUX | FRANCE (28)

Production and development of pharmaceutical products. Worldwide conditioning of Smecta® (excluding China).

EXPERTISE: sachets, liquid sticks, tablets, hard capsules and bottles

290 employees



DAMMARIE-LES-LYS | FRANCE (77)

Pharmaceutical and nutraceutical production

EXPERTISE: softgels, coated tablets, suppositories, powder sticks

130 employees



ISLE-SUR-LA-SORGUE | FRANCE (84)

Production of clay-based active pharmaceutical ingredients for Smecta®, Bédélix® and Gelox®.

50 employees



DAMMARIE-LES-LYS | FRANCE (77)

Production of dermocosmetic products

EXPERTISE: emulsion, shampoo, balm, shower gel, body lotion

40 employees



TIANJIN | CHINA

Formulation and primary and secondary packaging of smecta® powder sachets for the local market

51 employees



5 sites in France



1 site in China



High-tech production facilities that comply with best manufacturing practices and are responsive to customer needs



A focused expertise on specific, complex & innovative galenic forms requiring a particular technicality (softgel capsules, sticks, high-end cosmetics)

A light and reactive structure that adapts to the requirements of our customers in development & manufacturing with a vision for the future (vegetation of components)

Numerous galenic forms: softgel capsules, liquid & powders sticks, hard capsules, tablets, suppositories, emulsions, gels, micellar solutions...

A fully integrated value chain controlled by Mayoly, from product development to distribution



⁽¹⁾ DTC: Direct to consumer

An organization at patients' and consumers' service



Healthcare Professionals

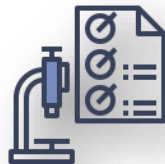
Hospitals



Doctors



Laboratories



Bringing tangible benefits to patients and consumers, by offering effective, reliable health & wellness solutions that are accessible to the greatest number.



Distribution Networks

Pharmacies, parapharmacies and pharmacy chains



Wholesalers & distributors



E-commerce



A company with a long-term commitment to CSR



Our CSR vision

**HEALTH IS OUR MOST PRECIOUS ASSET,
IT'S OUR PRIORITY**

At the heart of everyday health, we work daily to take care of the environment, just as we take care of patients, consumers, our partners, customers, suppliers and our teams around the world.

Giving meaning to our performance involves continually adapting our ways of doing things to help reduce our impact and improve the lives of the people and society around us.



Our CSR Commitments

1

Prevent climate change and help preserve our environment



Join the SBTi initiative
*(develop a 24-month
reduction strategy with
science-based targets),*



**Respect the Paris Agreements
and reduce our carbon footprint
by 35% by 2030**
*(calculated in tons of CO₂
per m€ of sales)*



BIODIVERSITY / WASTE
**Reduce by at least 3% / year the
quantity of waste destroyed**
(expressed in grams per unit produced)

2

Make our employees the main players and beneficiaries of the ecological and social transition



ENGAGEMENT of employees
Bi-annual measure





- A CENTURY-OLD COMPANY
- FRENCH MANUFACTURER
- INDEPENDENT
- INTERNATIONAL

- 2 STRATEGIC PILLARS:
GASTROENTEROLOGY AND
DERMOCOSMETICS
- 5 AREAS OF EXPERTISE
- STRONG BRANDS
- SUSTAINABLE GROWTH

- INTEGRATED VALUE CHAIN
- EXTENSIVE NETWORK OF
HEALTHCARE PROFESSIONALS
AND DISTRIBUTORS
- A RESPONSIBLE AND
COMMITTED COMPANY

Thank you for your attention

Contact

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