



August 21, 2023

Q2-2023 Results

Novolog Group



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Delivering Health

Novolog operates to improve the field of healthcare in Israel and adapt it to the challenges of the future through three key segments: Healthcare logistics, Homecare and personalized healthcare and Medical information technological tools



Founded in 1966



Listed on the Tel-Aviv Stock Exchange in 2017 (TA125)



Major stakeholders:
Udi Puzis, Mori Arkin and institutional investors



Approximately 1,000 employees



Strong, stable, debt-free financial balance

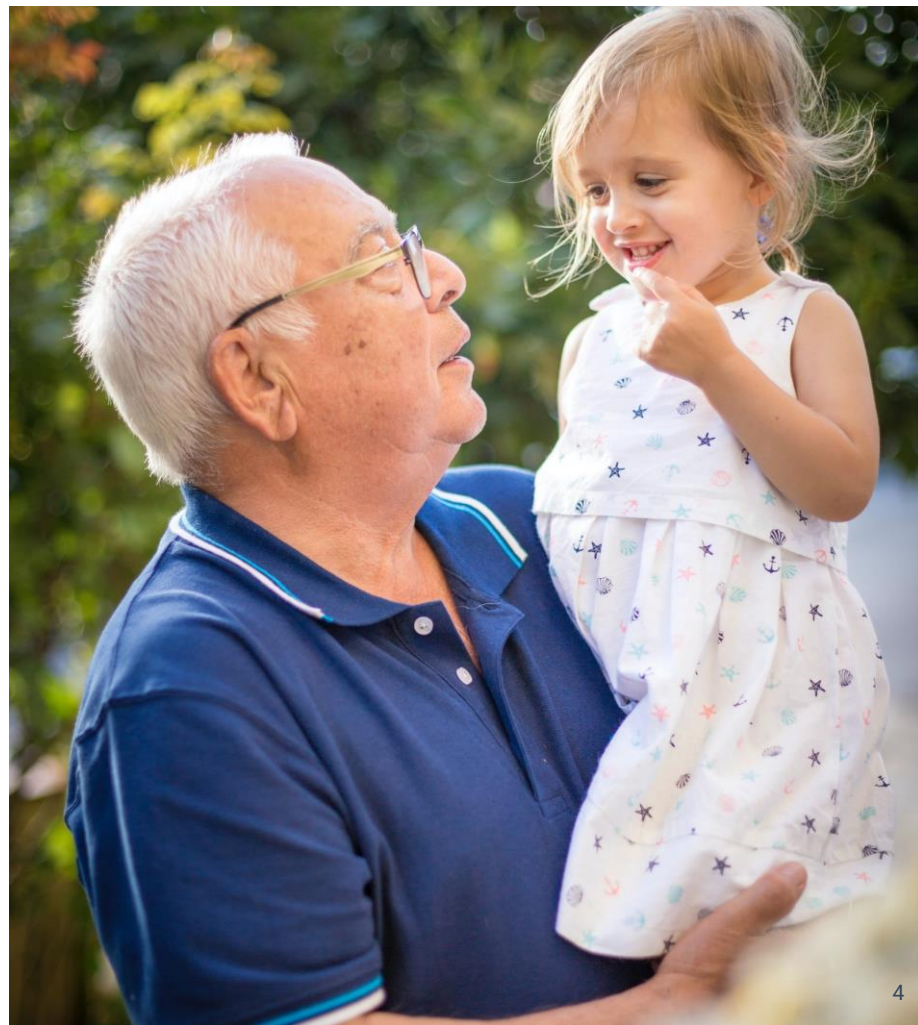


Dividend distribution policy on 70% of net profit

Our Vision is Based on Our Values

Creating the future of healthcare

The Novolog Group is committed to be a leading healthcare services group in Israel and to support patients, physicians and healthcare organizations in Israel and internationally through our innovative, advanced, technology-based basket of products and services that are adaptable to trends and anticipated changes in the healthcare services sector



Well-defined Strategy to Drive Growth



Operate complex and supplementary logistics services for medicines, medical devices, and clinical trials



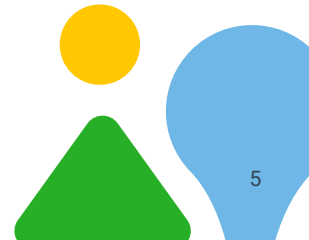
Reduce public healthcare organizations' costs, thereby helping them improve the quality of the services that they provide



Improve the public's access to high-quality, innovative, and personalized healthcare services



Provide physicians and patients with the advanced technological resources they need for high-quality, personalized healthcare





Logistics

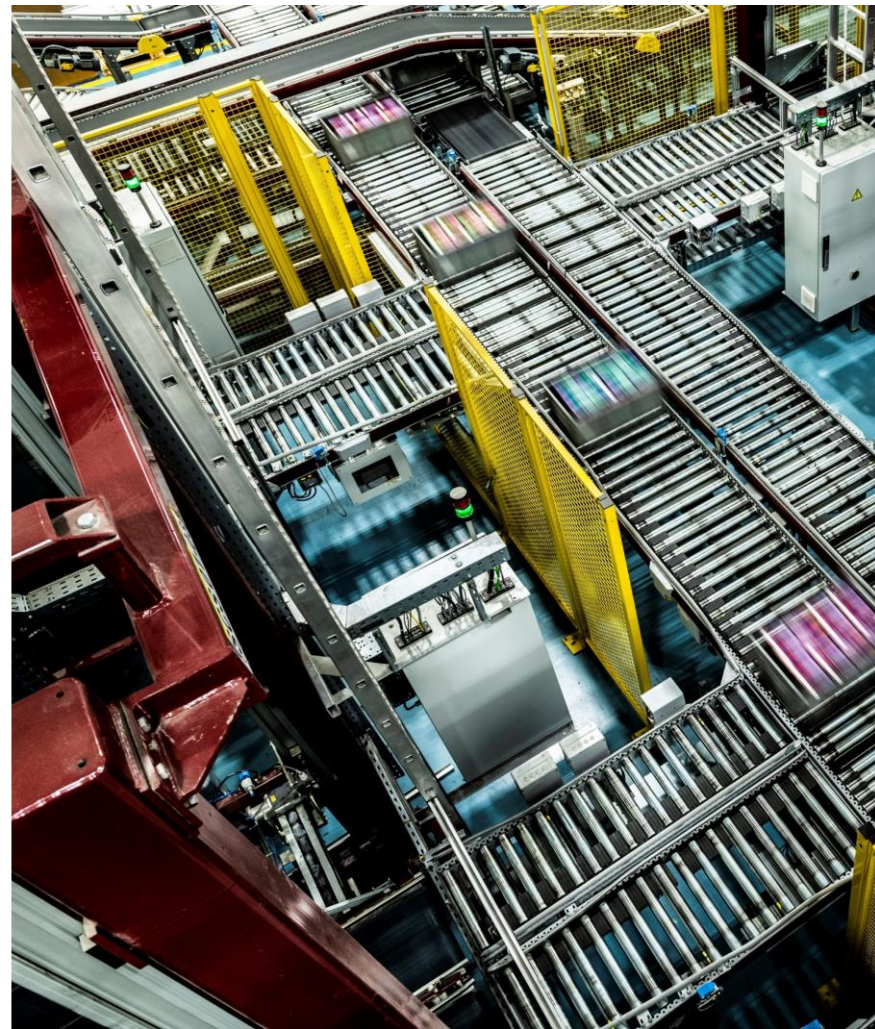
Complex logistics services including import and distribution of pharmaceuticals and medical devices, as well as clinical trial logistics management

Healthcare

High quality medical care based on innovation, compassion, and personalized care

DigitalHealth

Medical information technological tools, and digital services to patients, physicians, and medical institutions



Senior Strategic Logistics Partner of Global Pharma and Medical Device companies

Novolog group is a senior strategic logistics partner of global pharma companies operating in Israel. Novolog uses state-of-the-art technologies to operate a variety of services for these companies, while complying with the most stringent quality assurance procedures



The logistics division allows healthcare professionals to do their best work by providing a comprehensive set of customized advanced supply chain, management services and solutions

Pharma logistic services

Specializes in storage, distribution and logistic services for the pharmaceutical, Medical Device and narcotics industries and operates a state-of-the-art logistics center

Clinical trial logistical services

While adhering to the strictest quality control procedures, Novolog delivers the medication and medical devices for hundreds of clinical trials each year, including comprehensive logistical support

Supplementary pharma and biotech services

Providing comprehensive quality control and validation services, regulation and clinical trial services and supplementary services to biomed companies and to the pharma, medical device and life sciences industries throughout the life cycle of medical products

EO sterilization

Novolog has sterilization chambers in a range of volumes, all using advanced EO sterilization technologies, specially designed for the medical device industry



Improving Quality of Care

Novolog's Healthcare Division works with hospitals, leading insurance providers, pharmaceutical companies, and all of the Israeli national HMOs to provide technology-based healthcare services to patients in their homes and in the community



Improving Healthcare Access and Convenience



Home Care Services

At-home hospitalization, ambulatory homecare, providing respiratory care, sleep medicine services.



Healthcare Management

Building and operating customized management systems for the insurance sector and manage patient support programs



National Healthcare Projects

Partnerships with national organizations

Making Healthcare Personal



Personalized Concierge Medicine

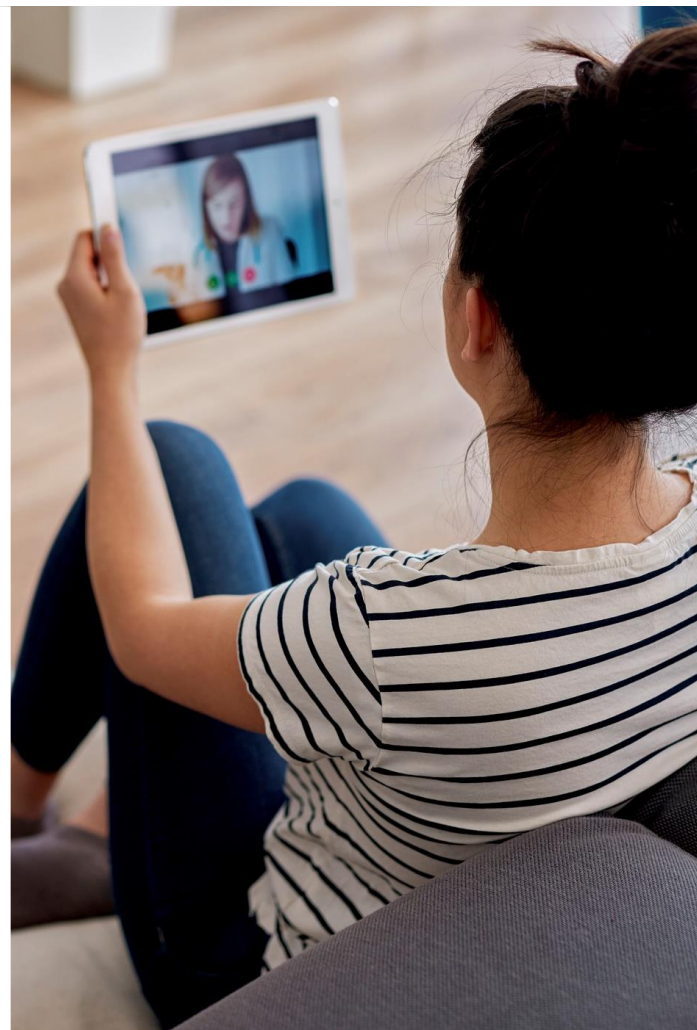
Established Israel's first personalized healthcare management center, providing comprehensive testing and expert treatment services in clinics and in patients' homes., as well as operating Israel's largest private gastroenterology, hepatology, and nutrition clinic

Advanced Ophthalmology Centers

Operates Israel's largest network of clinics dedicated exclusively to eye care and surgery, with over 50 leading ophthalmologists performing more than 10,000 surgeries per year

Full Private Laboratory Services

Manages private medical laboratory, providing full laboratory services to medical and veterinary centers, private patients, research institutions, and the Israeli and international medical and biotech industries



Enabling Patient Access

Novolog's digital health division is providing patients with unprecedented access to treatment information, scheduling, and communication with care providers, giving them newfound control over their therapeutic process and their interactions with the medical system

The result: a high-quality, accessible treatment experience that goes beyond public medical care



Millions

of content views per month

Thousands

of telemedicine video appointments

Millions

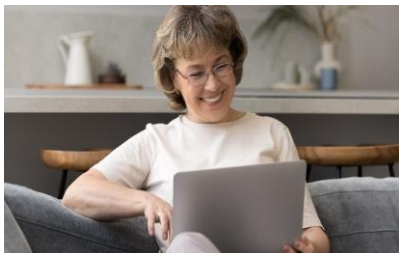
of visits scheduled through smart scheduling

Technological Tools Suitable for the New Era of Healthcare Services



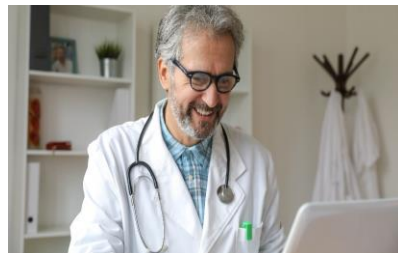
Smart Scheduling platform

- Enables patient
- self-scheduling
- Customizable
- Minimizes no-shows



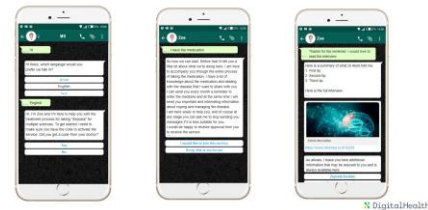
Telemedicine platform

- Video consultations
- Digital prescriptions
- Real-time file sharing



Medical content platforms

- Healthcare provider reviews
- Expert information for patients
- Forums and search features



Enhance chronic disease treatment

- Support patients in continuing treatment with advanced
- accessible programs (e.g. WhatsApp)

Financial Overview

Q2-2023



Significant business developments

- From July 1, 2023, appointment of Mr. Aviad Bussi as CEO of the company
- From August 10, 2023, appointment of Mr. Ehud Puzis, the controlling shareholder of the company, to serve as chairman of the company's board of directors
- On August 10, 2023, a collective labor agreement was signed between the company and the New Israeli General Workers' Federation (Histadrut)

H1-2023

Results Including IFRS16

	(NIS millions)		
	H1-2023	H1-2022	% Change
Revenues	826.3	736.8	12.1%
Gross Profit	93.7	84.5	10.8%
Operating Profit	38.6	38.7	(0.4%)
Profit after taxes (*)	29.9	27.2	10.2%
Net Profit	3.7	25.3	(85.3%)
Adjusted EBITDA (**)	65.7	67.4	(2.5%)

GROSS PROFIT

+11%

OPERATING PROFIT

0%

ADJUSTED EBITDA

-2%

(*) Profit after taxes is before equity loss from unconsolidated affiliated companies

(**) Adjusted EBITDA is EBITDA after neutralizing expenses unrelated to the routine operation of the Company's businesses

Q2-2023

Results Including IFRS16

(NIS millions)

	Q2-2023	Q2-2022	% Change
Revenues	413.1	361.4	14.3%
Gross Profit	46.2	41.3	11.8%
Operating Profit	17.0	18.3	(7.0%)
Profit after taxes (*)	14.1	13.3	5.8%
Net Profit	12.5	12.3	1.1%
Adjusted EBITDA (**)	31.6	33.3	(5.3%)

GROSS PROFIT

+12%

OPERATING PROFIT

-7%

ADJUSTED EBITDA

-5%

(*) Profit after taxes is before equity loss from unconsolidated affiliated companies

(**) Adjusted EBITDA is EBITDA after neutralizing expenses unrelated to the routine operation of the Company's businesses

H1-2023

Results Excluding IFRS16

(NIS millions)

	H1-2023	H1-2022	% Change
Revenues	826.3	736.8	12.1%
Gross Profit	92.5	84.3	9.7%
Operating Profit	35.9	37.3	(3.6%)
Profit after taxes (*)	31.5	29.1	8.3%
Net Profit	5.2	27.2	(80.7%)
Adjusted EBITDA (**)	52.3	56.3	(7.1%)

GROSS PROFIT

+10%

OPERATING PROFIT

-4%

ADJUSTED EBITDA

-7%

(*) Profit after taxes is before equity loss from unconsolidated affiliated companies

(**) Adjusted EBITDA is EBITDA after neutralizing expenses unrelated to the routine operation of the Company's businesses

Q2-2023

Results Excluding IFRS16

(NIS millions)

	Q2-2023	Q2-2022	% Change
Revenues	413.1	361.4	14.3%
Gross Profit	45.5	41.3	10.2%
Operating Profit	15.3	17.6	(13.2%)
Profit after taxes (*)	14.7	14.4	2.3%
Net Profit	13.1	13.4	(2.3%)
Adjusted EBITDA (**)	24.4	27.5	(11.3%)

GROSS PROFIT

+10%

OPERATING PROFIT

-13%

ADJUSTED EBITDA

-11%

(*) Profit after taxes is before equity loss from unconsolidated affiliated companies

(**) Adjusted EBITDA is EBITDA after neutralizing expenses unrelated to the routine operation of the Company's businesses

Results By Segment Excluding IFRS16

(NIS millions)

	Revenues			Adjusted EBITDA		
	H1-2023	H1-2022	%	H1-2023	H1-2022	%
Logistics (*)	707.4	616.8	14.7%	37.0	35.5	4.1%
Health Care (**) (***)	107.7	107.8	(0.1%)	10.7	16.2	(33.7%)
Digital Health	13.2	13.1	1.2%	4.6	4.6	0.3%
Intercompany Transactions	(2.0)	(0.9)		-	-	
Total	826.3	736.8	12.1%	52.3	56.3	(7.1%)

(*) Gsap is consolidated as of September 2022

(**) Pronto is consolidated as of the first quarter of 2023

(***) During the reporting period, the healthcare division experienced a decrease in profits due to changes in the competitive environment of the respirator market, non-recurring expenses and a decrease in revenues related to the corona virus

Results By Segment Excluding IFRS16

(NIS millions)

	Revenues			Adjusted EBITDA		
	Q2-2023	Q2-2022	%	Q2-2023	Q2-2022	%
Logistics (*)	355	308.7	15%	18.4	17.9	3.2%
Health Care (**) (***)	52.4	47.0	11.6%	3.7	7.2	(48.7%)
Digital Health	6.6	6.2	6.7%	2.3	2.4	(6.1%)
Intercompany Transactions	(0.9)	(0.5)		-	-	
Total	413.1	361.4	14.3%	24.4	27.5	(11.3%)

(*) Gsap is consolidated as of September 2022

(**) Pronto is consolidated as of the first quarter of 2023

(***) During the reporting period, the healthcare division experienced a decrease in profits due to changes in the competitive environment of the respirator market, non-recurring expenses and a decrease in revenues related to the corona virus

Balance Sheet Including IFRS16

(NIS millions)

	30/06/2023	31/12/2022
Cash	321	173
Current assets	2,157	1,719
Non-current assets	711	716
Current liabilities	2,216	1,757
Non-current liabilities	201	216
Equity	451	462
Total Balance	2,868	2,435

CASH

NIS **321M**

EQUITY

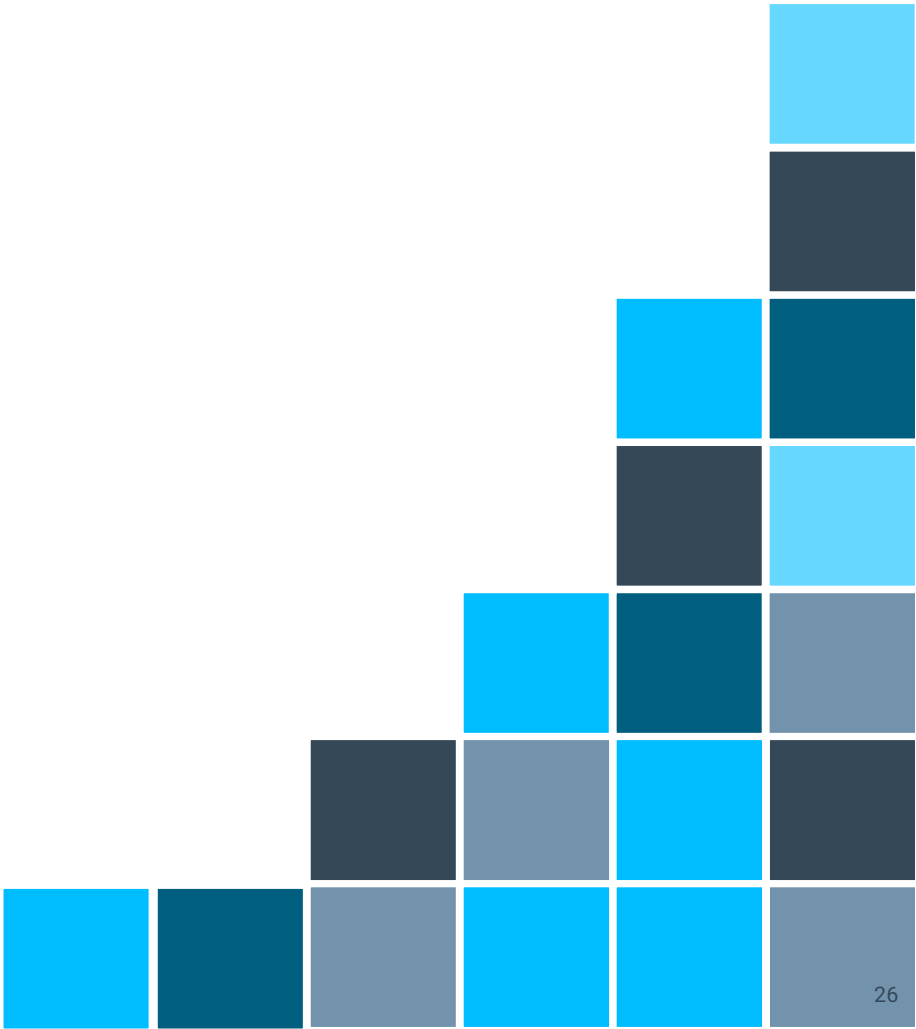
NIS **451M**

DEBT

NIS **1.6M**

Long Term growth strategy

In 2024, the company will review and update its long-term business strategy





Strong financial performance

Novolog has a consistent track record of delivering strong and stable financial performance



Diversification of businesses and services

Future growth will be fueled by all three divisions



Responsible approach

The Company is not leveraged and invests responsibly. The Group strengthened its capital structure last year



Capital allocation priorities

Investing for continued growth and maximizing value to our shareholders



Reinvest for growth

Investing in processes and ventures that lead to organic growth and generate higher profits



Acquisitions

Acquisitions that support our strategies



Returns to our shareholders

Dividend policy –
70% of the net profit



Thank you!

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