



**EVALUATION OF THE 3RD
QUARTER of 2023 FINANCIAL &
OPERATIONAL PERFORMANCE**

RISING SALES MOMENTUM IN THE THIRD QUARTER OF 2023

GEN İlaç ve Sağlık Ürünleri A.Ş. has been announced Financial and Operational results for the first 9 months of 2023. Our Financial Reports and Interim Period Activity Report are accessible on the Public Disclosure Platform. (<https://www.kap.org.tr/en/Bildirim/1215448>, <https://www.kap.org.tr/en/Bildirim/1215449>)

Our consolidated revenue is over 2.3 Billion TL achieved in the third quarter of 2023 and the total revenue of our company over TL 4.4 Billion. Our Company get more revenue in the 3rd quarter of 2023 than in the first half of the 2023. It is seen that the revenue fluctuation experienced in the first half of the year due to the extraordinary situations experienced in our country has normalized in this quarter and we are progressing towards our goal in line with the projections we made for the end of the 2023.

GEN Chairman of the Board Abidin GÜLMÜŞ: The extraordinary situations experienced in our country in the first half of the year caused fluctuations also in our company's activities. In the next period, we will continue our work in line with the projections we make on an annual basis and will work to realize the projections we forecasted for 2023. On the other hand, although there are economic fluctuations in the world and in our country, we continue our investments without slowing down and we will continue. While we continue our research and development activities and investments in our production facilities that will carry our company into the future, we also continue to increase our clean energy investments for sustainable growth. We strive to protect and develop the added value created by GEN in the long term. We continue to fulfill our promises and commitments to maintain the trust of our investors to us.

FINANCIAL DEVELOPMENTS REGARDING 3th QUARTER OF 2023

- Our Company's fixed assets reached over TL 7.8 billion from TL 1.7 billion with approximately TL 6.1 billion increase. Determination of fair values of drug licenses which are owned by Our Company and reflection to the financial statements became effective on this increase.
- Net Profit for the first 9 months of the 2023 realized over TL 589 million and only for third quarter net profit realized over TL 316 million.
- Our Company's EBITDA realized over TL 665 million and EBITDA margin became 15,04% with 1,35 point increase compare to the previous year's same period.
- Gross Profit of the company realized over TL 1.1 billion. Gross profit margin became 25,04% with a 6,07 point increase compare to the previous year's same period.

OPERATIONAL DEVELOPMENTS REGARDING 3th QUARTER OF 2023

- Solar Power Plant projects which will be built in the Yozgat city of Türkiye in line with the Our Company's Sustainable growth target by achieving Green Energy transition Call Letter for Connection Agreement and Environmental Impact Assessment has been completed.

- Normalization process NPP drug sales has started and in this quarter over 1.1 billion TL sales with 50.326 boxes has achieved.
- Alternative refund agreement signed between Gen İlaç ve Sağlık Ürünleri Sanayi ve Ticaret A.Ş. (GEN) and Social Security Institution of Türkiye regarding SMA drug named as “SPINRAZA” on 10.08.2023.
- Drug registration works for our company’s products on several countries continued and in addition to the registered drugs many application for several drugs was made.

Legal Notice

This Document has been prepared in order to inform the shareholders about the company's activities for the period January 01, 2023 and September 30, 2023 It is not intended to be the basis for any investment decision.

Forward-looking views and estimated numbers reflect company management’s views about future situation, realization of these forecasts can vary depending on assumptions and variables which constitutes forward looking numbers. In accordance with this, GEN or its Board of Director Members, advisors or employees are not responsible for any information or communications made in this Report or direct or indirect losses of anybody based on information given in this report or not.

As of the time of preparation of this Activity Report, it is believed that all information in the report is accurate and GEN is not responsible for any inaccuracies that may occur during the spelling and printing stages.

This report has been translated into English for informational purposes. In case of a discrepancy between the Turkish and the English versions of this report, the Turkish version shall prevail.