

G8 UK

UNITED KINGDOM 2013

Deauville Partnership Investment Conference with Arab Countries in Transition

Investment Climate, Innovation, Competitiveness and Growth

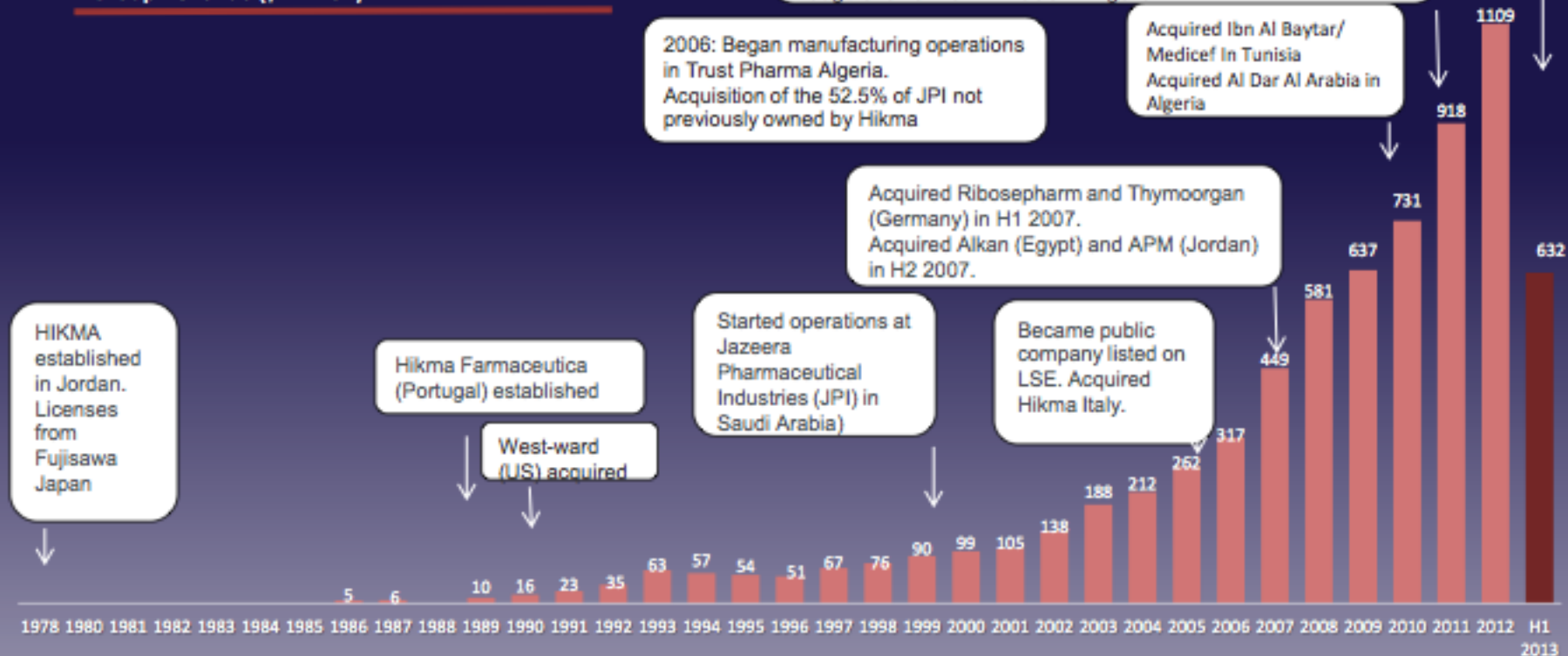
Mazen Darwazeh

CEO, Middle East and North Africa

Hikma Pharmaceuticals

Strong track record of growth

Group Revenue (\$ million)



Group at a glance



GENERICS

Selling oral generic products across the US

Thirteenth largest generics company in the US market

Focus on quality manufacturing and high service levels

Strong emphasis on niche products, including controlled substances

Leverages our efficient and lower cost manufacturing facilities in MENA

50 products in 122 dosage forms and strengths

GEOGRAPHICAL AREA:
US

TOP PRODUCTS:

Ampicillin	Doxycycline
GenEbrin®	Val-Mona
Prednisone	



20.7%
of Group sales*

* H1 2012 Group sales

20 MANUFACTURING PLANTS
5 R&D CENTRES

INJECTABLES

Selling specialised generic and branded injectable products globally

Leading global manufacturer of quality sterile injectables

US FDA approved manufacturing facilities in the US, Portugal and Germany

Manufacturing capabilities include sterile liquid, powder, lyophilised and ophthalmic products

Broad portfolio including CNS, anti-infective, cardio-vascular and oncology products

189 products in 308 dosage forms and strengths



42.3%
of Group sales*

GEOGRAPHICAL AREA:
US, Europe, MENA

TOP PRODUCTS:

Carfax	Cefazolin
Ciprofloxacin	Tentative citrate
Ondansetron	

BRANDED

Selling branded generics and in-licensed products across the MENA region

Fifth largest pharmaceutical company in the MENA region

42% of Branded sales from in-licensed products

1,648 non-target physicians and pharmacists across the region

Strong anti-infective franchise and increasing focus on cardiovascular, diabetes and CNS products

Leading markets are Algeria, Egypt, Jordan and Saudi Arabia



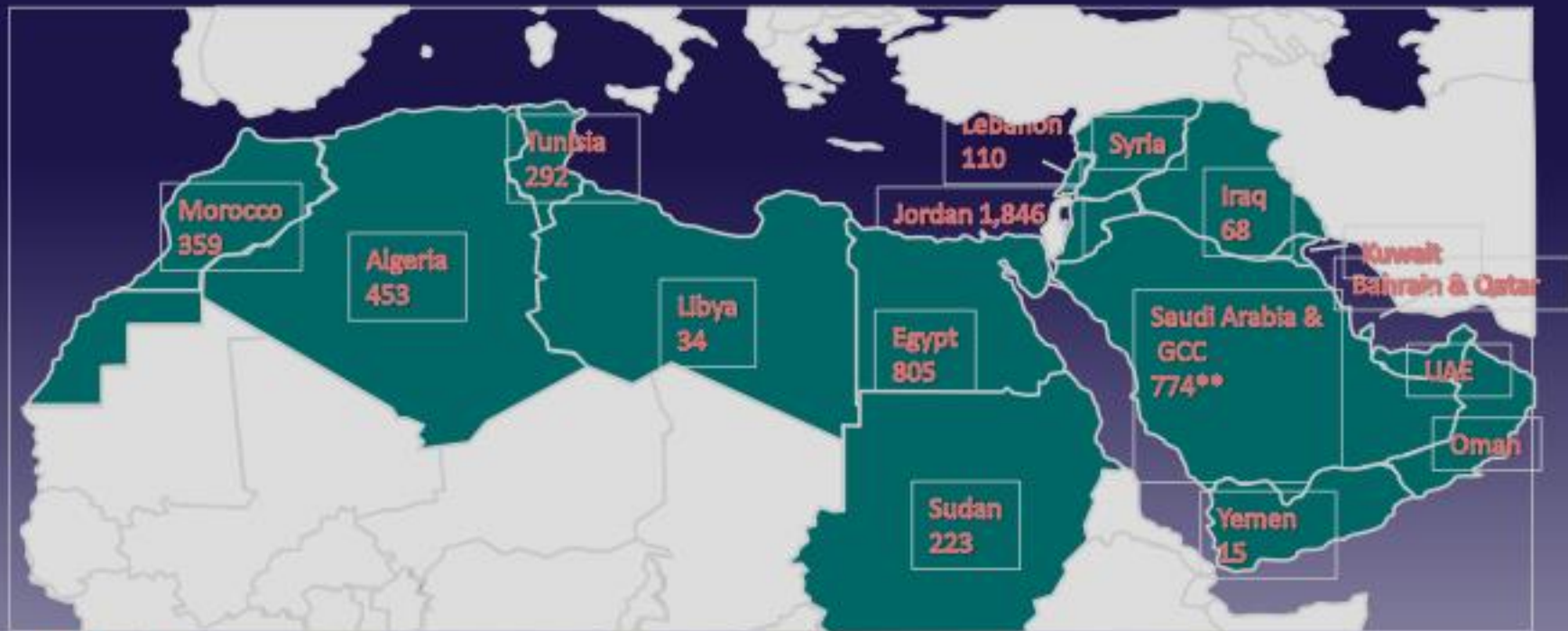
38.6%
of Group sales*

GEOGRAPHICAL AREA:
MENA

TOP PRODUCTS:

Acton™	Asiacan
Wegress™/Supra™	Progra™

The MENA region comprises 17 countries with an estimated pharmaceutical market size over \$12 billion*



11% Amalio

89% male

(Source: Arab Health World

1st Edition (2010/2011))

The Arab Spring: Positive outlook and potential long-term opportunities

Economic reforms

-Investing in healthcare, education and infrastructure

Increased focus on
job creation

-Promoting entrepreneurship
-Attracting foreign direct investments

Equitable
distribution of
wealth

-Middle class emergence and increase in employment opportunities
-Greater access to education and higher salaries

Growth in per capita
healthcare spend

-Providing healthcare insurance and solid welfare systems
-Emphasis on accessibility and affordability of healthcare