

EİS ECZACIBAŞI PHARMACEUTICAL AND INDUSTRIAL INVESTMENT CO.

ORDINARY GENERAL ASSEMBLY MEETING

18 April 2022





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General Information

- General Information
 - Shareholding Structure
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Shareholding Structure – 31.12.2021

NAME OF THE SHAREHOLDER	SHARE AMOUNT (TL)	SHAREHOLDING RATIO (%)
ECZACIBAŞI HOLDİNG A.Ş.	346,845,460	50.62
ECZACIBAŞI YATIRIM HOLDİNG ORT. A.Ş.	207,915,406	30.34
OTHER (Out-of-Group Shares)	130,499,133	19.04
TOTAL	685,260,000	100.00



Affiliates and Partnerships

	31 DECEMBER 2021		
	SHAREHOLDING RATIO (%)	NOMINAL SHAREHOLDING AMOUNT (TL)	CAPITAL (TL)
SUBSIDIARIES			
EİP Eczacıbaşı İlaç Pazarlama A.Ş.	99.92	56,055,120	56,100,000
Eczacıbaşı Gayrimenkul Geliştirme ve Yatırım A.Ş.	99.49	2,487,353	2,500,000
Eczacıbaşı İlaç Ticaret A.Ş.	94.70	47.350	50.000
JOINT VENTURES and AFFILIATES			
Tasfiye Halinde Eczacıbaşı-Baxter Hastane Ürünleri San. ve Tic. A.Ş.	50.00	76,771,663	153,555,389
Eczacıbaşı-Monrol Nükleer Ürünler San. ve Tic. A.Ş.	78.00	52,650,000	67,500,000
Ekom Eczacıbaşı Dış Ticaret A.Ş.	26.36	917.666	3,481,000
Vitra Karo San. ve Tic. A.Ş.	25.00	250,000,000	1,000,000,000
FINANCIAL INVESTMENTS			
Eczacıbaşı Holding A.Ş.	37.28	317,634,452	852,000,000
Eczacıbaşı Bilişim San. ve Tic. A.Ş.	11.21	484.626	4,323,000



Consolidated Structure

ECILC

Health

- Ecz. İlaç Pazarlama %99,9
- Ecz. İlaç Ticaret %99,9
- Eczacıbaşı-Monrol %78,0
- Tasfiye Hal. Ecz. Baxter %50,0

Real Estate Development (Partnerships and Activities)

- Ecz. Gayrimenkul A.Ş. %99,5
- Kanyon Ofis %100
- Kanyon AVM %50,0
- Ormanada Project %50,0

Other

- Eczacıbaşı Holding %37,3
- Ekom Ecz. Dış Tic. %26,4
- VitrA Karo %25,0
- Ecz. Bilişim %13,4

Subsidiaries and Activities
Joint Ventures, Affiliates
Financial Investments



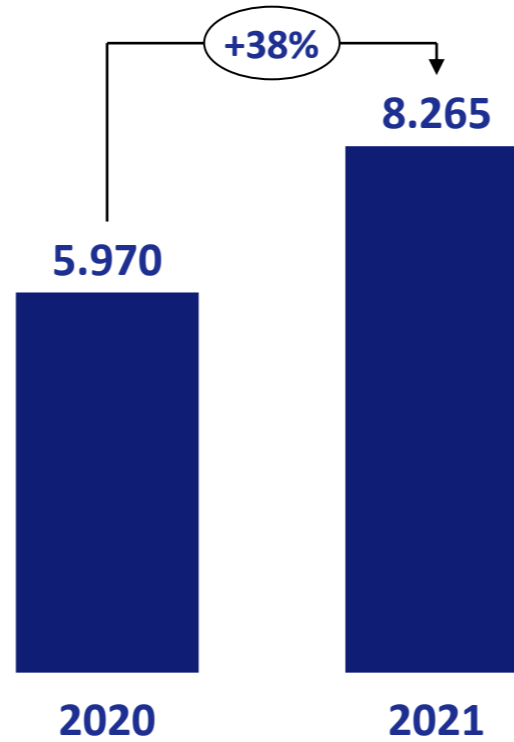
Activity Information

- Activity Information
 - Consolidated Indicators
 - Activities in the Health Sector
 - Activities in Real Estate Development

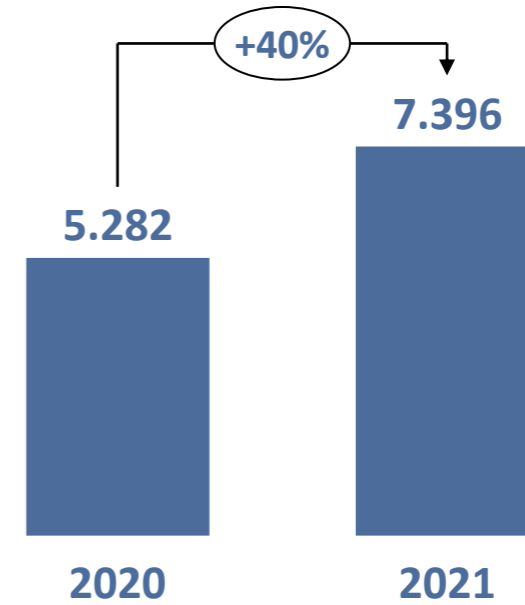
Consolidated Indicators



Total Assets
(TL Million)



Total Equity
(TL Million)

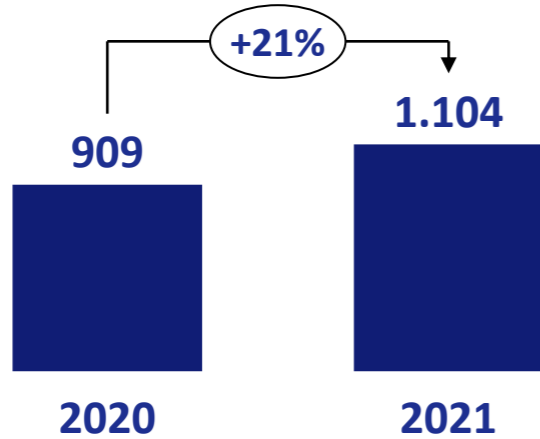


Consolidated Indicators

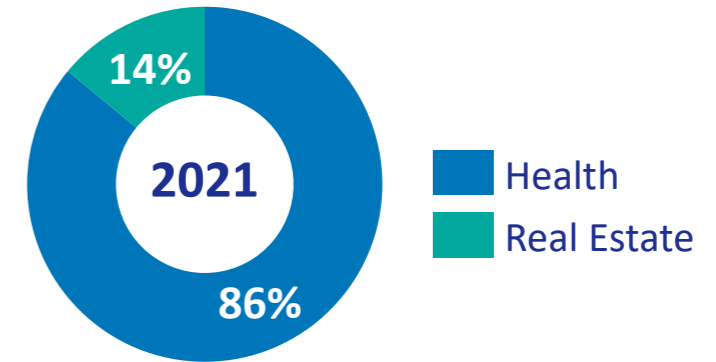


(TL Million)

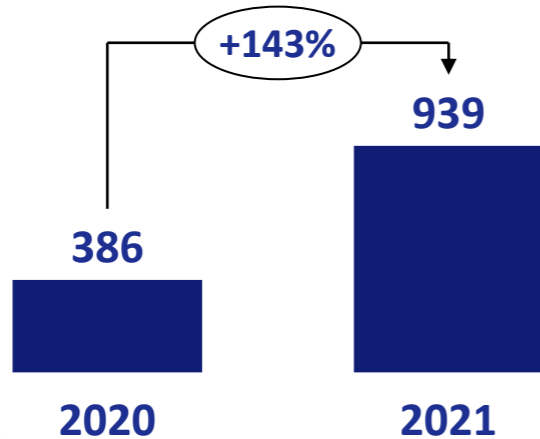
Revenue



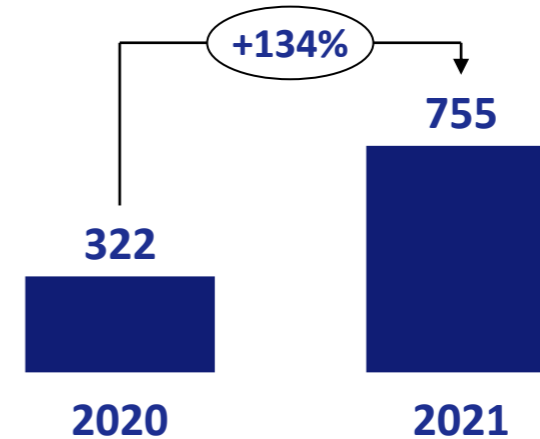
Revenue Distribution



Profit Before Tax



Profit for the Period





Activities in the Health Sector

MATERIAL DEVELOPMENTS IN THE SECTOR

- According to the IMS data, the Turkish Pharmaceutical Market grew by 30.8% on TL basis and reached TL 61.6 billion in 2021.
- Due to the effect of Covid-19 pandemic, the number of people presenting to outpatient clinics decreased significantly in 2020. The data for 2021 is about 22% lower than the data of 2019 and there has been an increase of 21% compared to the 2020 data with the effect of post-vaccination improvements.
- Pursuant to ‘Decree on Pricing of Medical Products for Human Use ’’, for the year 2021, the value of 1 Euro was established as TL 4.5786 by an increase of 20,0%. This value has been updated as TL 6.2925 in February 2022 with an increase of 37.4%



Activities in the Health Sector

MATERIAL DEVELOPMENTS IN THE SECTOR

With the changes made in the Communiqué on Health Practices;

- Local orally used anti-inflammatory spray drugs previously paid included in the Reimbursement List were excluded from the payment list (There is no product belonging to EIP in the list)
- Therapeutic equivalence practice was started in some topical analgesic and anti-inflammatory product groups in the Reimbursement List, and products with different active ingredients were included in the same group in the price comparison at SSI, and there has been an increase in the price differences that the patient has to pay for many products within this group.
- The Equivalent Group Tape rate used in the pricing of equivalent drugs has been reduced from 10% to 5%. (Prices have not been reduced in any one of EIP products)
- Transition to domestic production, which was suspended in 2019, was revived by Ministry of Health (EIP considers 4 of its product within the scope of transition from import to domestic)



Activities in the Health Sector

DEVELOPMENTS IN ACTIVITIES

Eczacıbaşı İlaç Pazarlama

- In the field of vitamin, mineral and supplements sector, which flourished as a result of an increased awareness about 'Healthy Lifestyle', we continued to diversify the product portfolio of Dynavit brand, which is manufactured in Turkey using our own formulas and the net sales of the Dynavit brand reached TL 21 million by the end of 2021.
- Dynavit brand has been the brand sponsor of the Eczacıbaşı Women's Volleyball team since the 2021-2022 season and the team has started to take part in the fields under the name Eczacıbaşı Dynavit.
- Online sale of our Selfit branded products, a healthy lifestyle brand specific to e-commerce, continued.



Activities in the Health Sector

DEVELOPMENTS IN ACTIVITIES

Eczacıbaşı İlaç Pazarlama

- Within the framework of cooperation studies carried out for unmet patient needs in the field of oncology, a license and distribution agreement was executed with Pharma Mar S.A., based in Spain (December 2021) for the marketing and sales rights of the Lurbinectedin (Zepzelca®) branded medication in Turkey, which is conditionally approved by the FDA and placed on the market in the USA and has a license approval in Canada, Australia, United Arab Emirates and Singapore. The first product was offered to patients in need in February 2022 through the Turkish Pharmacists Association (TEB).



Activities in the Health Sector

DEVELOPMENTS IN ACTIVITIES

Eczacıbaşı İlaç Pazarlama

- In the field of hospital products, the distribution business line of hospital products related to the Baxter license was transferred to Baxter Turkey Renal Hizmetleri A.Ş (Baxter Turkey) on May 1, 2021. Within the scope of this transfer, a total of 6.5 million USD + VAT was collected from Baxter Turkey. In line with the net turnover generated by the business line in 2021, 550 thousand USD + VAT performance payment was earned and this amount was collected in January 2022.



Activities in the Health Sector

DEVELOPMENTS IN ACTIVITIES

Eczacıbaşı - Monrol

- Consolidated sales grew by 69% in 2021.
- The company focused to improve its exports, and revenues from abroad exceeded domestic revenues by 59%.
- The MonLutec-177 product, which was commercialized and offered to the domestic market as a result of the R&D studies carried out in the field of treatment, reached a sales figure of TL 31 million with a growth rate of 63%.
- With the registration of the Drug Master File of Lutetium-177 (NCA), which is in compliance with the European Pharmacopoeia, by the FDA, it is now possible to apply to use the product in clinical trials conducted in the USA.



Activities in the Health Sector

DEVELOPMENTS IN ACTIVITIES

Eczacıbaşı - Monrol

- In 2021, licensing studies were accelerated all around the world and European countries, in particular, and 13 new licenses in total were acquired. New licenses are pending for the year 2022.
- A new product called ANKÜKOLİN fluoromethylcholine (^{18}F -choline) has been added to the portfolio in cooperation with Ankara University by signing a University-Industry cooperation in Turkey.
- Eczacıbaşı-Monrol, which is one of the few NCA Lutetium-177 producers and exported to more than 50 countries across the world, has become one of the important global players in this field with its international cooperation and supply agreements from America to Australia.



Activities in the Health Sector

DEVELOPMENTS IN ACTIVITIES

Eczacıbaşı - Monrol

- In Gebze, a new production area complying with FDA's 21 CFR Part 211 quality standards began to be built and is expected to be completed by the end of 2023. With this investment, it's planned that the capacity of the products manufactured for treatment in Gebze facility increases to 60,000 treatment doses.
- Within the scope of the "commitment" specified in the Amendment Protocol dated October 31, 2017, a share transfer agreement was signed by and between EİS and Bozlu Group on November 2, 2021, and 2,025,000 shares, corresponding to 3% of Eczacıbaşı-Monrol's capital, were sold to Bozlu Group for a total sales price of 907,113.29 Euros.



Activities in Real Estate Development

KANYON (EIS owns the entire office block and 50% of the shopping mall)

- Even though Kanyon's daily guest numbers remained low in the first half of 2020 and 2021 as a result of the mixed operation of the offices due to COVID-19 pandemic, a significant improvement was experienced in the last half of 2021.
- In 2022, strategies that will carry Kanyon to the future according to the changing consumer habits and associated projects such as events and digital projects that emphasize safe shopping outdoors have been started to be produced.

ORMANADA

- All 273 residences in the project, 50% of which belong to EIS, have been sold and delivered as of 31 December 2021. One immovable property that was rented out as a commercial area remained from the project.



Future Strategies



Future Strategies

EIS

- **HEALTH:** Prioritizing this field and putting into effect investment strategies / actions focusing on market and treatment areas where growth is expected in the future
- **REAL ESTATE:** Developing the building plots in our portfolio to create value by completing the zoning processes by following the changes in the sector and market trends
- **INVESTMENT:** Using opportunities in prioritized field in line with our strategies



Future Strategies

Health – Medicine

- Establishing an Eczacıbaşı licensed portfolio in fields promising future growth
- Creating new collaborations and maintaining a sustainable relationship in prioritized treatment areas
- Activating the 'Multi-Channel' interaction while moving to the new customer/competence oriented organizational structure
- To establish leading, innovative and reliable brands in the field of Vitamin-Mineral and Supplementary Foods in the pharmacy field with the Dynavit brand and in the field of e-commerce with Selfit and ensure growth thereof



Future Strategies

Health – Nuclear Medicine

Keeping pace with developments emerging in this field; and focusing on two main fields

- Geographical Expansion
 - Increasing exports by focusing on the European Union in 2022
 - Establishing and operating new production facilities abroad with international collaborations, and offering service projects at home and abroad
 - Entering into supply agreements with companies around the world as a global player in the field of Nuclear Medicine, for the non carrier added Lutetium-177 product.
- Product Development
 - Becoming one of the few companies in the world in the field of oncology by establishing a brand in the theranostic field with its product portfolio developed as an innovation and R&D focused company



2021 Financial Data of Subsidiaries, Joint Ventures and Affiliates

As of 31 December 2021 (*)	Assets (TL Thousand)	Equity (TL Thousand)	Revenue (TL Thousand)	Operating Profit / Loss (TL Thousand)	Net Profit / Loss for the Period (TL Thousand)
SUBSIDIARIES					
EİP Eczacıbaşı İlaç Pazarlama A.Ş.	478,397	72,428	946,304	(17,630)	21,112
Eczacıbaşı Gayrimenkul Geliştirme ve Yatırım A.Ş.	7,545	2,591	6,655	(748)	(696)
Eczacıbaşı İlaç Ticaret A.Ş.	2,614	2,503	-	116	86
JOINT VENTURES					
Eczacıbaşı Monrol Nükleer Ürünler San. ve Tic. A.Ş.	530,207	109,399	396,775	76,389	93,012
Tasfiye Hal. Eczacıbaşı-Baxter Hastane Ürünleri San. ve Tic. A.Ş.	115,291	106,167	-	(563)	25,390
AFFILIATES					
Ekom Eczacıbaşı Dış Ticaret A.Ş.	6,191,080	219,951	42,035	36,657	36,268
Vitra Karo San. ve Tic. A.Ş.	3,765,258	(968,877)	2,845,624	166,047	241,633

(*) The financial data on the table refers to the amounts on the consolidated financial statements of our Company.



Thank You