



T H I R D   Q U A R T E R   R E P O R T   2 0 0 7

GRIFOLS

## Accumulated results for the first nine months of 2007

### Business turnover rises by 8.7% to 524.5 million euros despite depreciation of the dollar against the euro during the period

During the first nine months of the year, Grifols business turnover was 524.5 million euros, growth of 8.7% in comparison with the same period of 2006. Excluding the exchange effects as a result of the depreciation of the dollar against the euro, the increase in sales would have been 11.8%. This percentage rises to 14.9% if the effect of PlasmaCare sales during the comparison periods are excluded.

Grifols sustained the improvement in the gross margin recorded during the first half of the year (44.6% of sales), as a result of the good behaviour of prices for the main plasma products sold by the group through the Bioscience Division, and falling manufacturing costs.

While the depreciation of the dollar has had a negative impact on the total sales figure, it will also lead to a reduction in the cost of raw materials (denominated in dollars) within 6 to 8 months.

## SUMMARY OF SALES. ACCUMULATED SEPTEMBER 30 2007

### BY REGION

In thousands of Euros	Accum. 2007	% on sales	Accum. 2006	% var.
Europe	280,641	53.6	251,155	11.7
US (*)	177,945	33.9	177,186	0.4
ROW	65,459	12.5	53,899	21.4
<b>TOTAL</b>	<b>524,045</b>	<b>100.0</b>	<b>482,240</b>	<b>8.7</b>

### BY DIVISION

In thousands of Euros	Accum. 2007	Accum. 2006	% var.
BIOSCIENCE Division	366,312	329,309	11.2
HOSPITAL Division	55,850	46,211	20.9
DIAGNOSTIC Division	59,119	55,894	5.8
RAW MATERIALS Division + Others (*)	42,764	50,826	-15.9
<b>TOTAL</b>	<b>524,045</b>	<b>482,240</b>	<b>8.7</b>

(\*) PlasmaCare Sales at the same period 2007: 8,099  
(In thousands of Euros) 2006: 19,732

## EBITDA has risen by 32.1% to over 131.8 million euros

During the first three quarters, the company's EBITDA was 131.8 million euros, a figure which represents 25.1% of sales and is an increase of 32.1% over the same period of 2006.

## Net profit reached 64.9 million euros, an increase of 41.3% on a like-for-like basis

At the same time, the accumulated net profit to September 2007 was 64.9 million euros, an increase of 128.5% compared to the previous financial year. This increase does not include the non-recurring costs corresponding to the payment of dividends on non-voting shares, included as financial costs, which had a net effect of 17.6 million euros on the profit for the first nine months of 2006. On a like-for-like basis, the 2006 profit would have been 46.0 million euros.

## NET PROFIT

In thousands of Euros	2007	2006	% var.
Third quarter	19,478	12,387	57.2
Accumulated Jan-Sep	64,924	28,418 (*)	128.5

(\*) Net effect of amortization of non-voting shares 17.6 million

Grifols net financial debt / EBITDA ratio stood at 2.3 in September 2007, a similar figure to that recorded in December 2006. This level of leverage means that Grifols enjoys a wide margin with which to implement its investment plan through the use of external resources.

## Sales trends by division

Bioscience maintained its growth, with turnover of 366.3 million euros up to September 2007, an increase of 11.2% over the same period of 2006. Excluding the impact of variations in the exchange rate, which have led to a reduction in total sales volume by 11.5 million euros (3.5%), this division's sales increased by 14.7%.

This period also saw a continuation of the upward trend in both volume and prices of the main plasma products sold by Grifols, such as Albumin, Intravenous Immunoglobulin (IVIG) and Factor VIII.

In the case of IVIG, growth was driven by price variations in the different markets. At the same time, there were significant increases both in unit sales worldwide and in prices of Albumin in the United States.

The turnover of Diagnostic rose to 59.1 million euros, growth of 5.7% over the same period of the preceding year. Particularly significant increases were recorded in hemostasis and immunohematology, with the latter being driven by sales of DG Gel® cards and other reagents.

Hospital continued to be the fastest growing division up to September 2007, with sales growing by 20.9% over the same period of 2006. Income amounted to 55.9 thanks to the contribution of Hospital Logistics (12 million euros), an area in which Grifols is now the leading provider of logistical systems in Spain and where it also continues to advance in Portugal and in America.

The Raw Materials & Others division brings together sales of intermediate products and raw material (plasma) to third parties. Sales turnover of 42.8 million euros up to September represents a fall of 15.9% in comparison to the same period of 2006, in line with the group's forecasts. This is because, once the agreements signed by PlasmaCare before being acquired by Grifols in 2006 have been honoured, all plasma will be allocated to internal consumption.

## Performance by geographical region

Growth by geographical region is more balanced between Europe and the United States, a reflection both of price behaviour in these regions and the impact of exchange rate variations between the euro and the dollar. The exchange value in euros of US sales fell by 6.7% as a result of the declining value of the dollar.

Moreover, income generated in the United States during 2006 (second and third quarter) included sales of plasma to third parties. During 2007 these operations only occurred during the first quarter, after which PlasmaCare's sales contracts expired. Once this effect has been removed from the picture, the increase in sales was 7.9%.

Since March 2007 all the plasma obtained by PlasmaCare has been allocated to internal manufacturing. However, the increases as a result of this rise in supplies will not be reflected in sales volumes until 2008.

## Performance of results during the third quarter of 2007

For the third quarter on its own, income was 3.5% higher than for the same period of 2006, and totalled 166.4 million euros. In comparable terms, not taking into account the sales of PlasmaCare during the third quarter of 2006, growth was 10.9%.

Sales of the Bioscience division amounted to 121 million euros, a real increase of 11.7% after excluding the effect of euro-dollar exchange rate variations.

Net profit for the quarter, which amounted to 19.5 million euros, represented 11.7% of sales and was 57.2% higher than the figure for the same period of 2006.

### SUMMARY OF SALES. THIRD QUARTER 2007.

#### BY REGION

In thousands of Euros	3rd. Q. 2007	% on sales	3rd. Q. 2006	% var.
Europe	89,565	53.8	83,344	7.5
US (*)	55,840	33.6	60,364	-7.5
ROW	20,891	12.6	17,125	22.0
<b>TOTAL</b>	<b>166,296</b>	<b>100.0</b>	<b>160,833</b>	<b>3.4</b>

#### BY DIVISION

In thousands of Euros	3rd. Q. 2007	3rd. Q. 2006	% var.
BIOSCIENCE Division	121,081	110,270	9.8
HOSPITAL Division	17,455	14,489	20.5
DIAGNOSTIC Division	17,524	16,900	3.7
RAW MATERIALS Division + Others (*)	10,236	19,174	-46.6
<b>TOTAL</b>	<b>166,296</b>	<b>160,833</b>	<b>3.4</b>

(\*) PlasmaCare Sales 3Q 2007: 0  
(In thousands of Euros) 2006: 8,409

## Main developments during the third quarter of 2007

Grifols obtains EMEA authorization for sale of its new generation IVIG in Europe. In August, the European Medicines Agency (EMA) approved the licence for sale of the company's new generation of Intravenous Immunoglobulin (IVIG) in all the member countries of the European Union, under the name Flebogammadif®. Gradual distribution of Flebogammadif® in European Union countries will begin in 2008, and will then be rolled out to other markets.

During 2007, Grifols began distributing its new generation IVIG in the North American market and expects to complete the changeover from traditional Flebogamma® in the United States by the end of the year.

## Grifols' daily share price vs IBEX 35 & IBEX Medium (Base 100, from May 17, 2006 to September 30, 2007)





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