

# EXECUTIVE REPORT 2020

GRIFOLS



# GRIFOLS

A CENTURY-OLD COMPANY RECOGNIZED AMONG THE WORLD'S MOST SUSTAINABLE COMPANIES THAT CONTINUES TO ADVANCE ITS MISSION OF HELPING PEOPLE LIVE LONGER AND BETTER LIVES, INCLUDING IN THE FIGHT AGAINST COVID-19



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 INDICES EUROPE 120  
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**FTSE4Good**



**Bloomberg**  
 Gender-Equality Index  
 2021



**CDP**  
 DRIVING SUSTAINABLE ECONOMIES

# COMMITMENT, INNOVATION AND A SPIRIT OF EXCELLENCE



SINCE 1909 GRIFOLS HAS DEMONSTRATED ITS PROVEN CAPACITY TO EMERGE STRONGER FROM CHALLENGING SITUATIONS, DRIVEN BY A SPIRIT OF EXCELLENCE AND INNOVATION THAT DEFINES US AS A COMPANY

Grifols' Board of Directors and workforce, led by its co-CEOs, successfully managed an exceptionally challenging year, while achieving notable corporate objectives. For this reason, I would first like to express my sincerest thanks, admiration and pride for each and every one of the nearly 24,000 people who form part of the Grifols team. Working together, from all of our countries of operation, you ensured that we were able to continue supplying life-saving medicines and products to patients and healthcare professionals. At the same time, my appreciation and thoughts also go to those who are no longer with us.

In the current climate of uncertainty, I would like to send a message of hope and optimism to everyone on the outstanding team that makes Grifols possible: a project launched in 1909 with the proven capacity to emerge stronger from challenging situations, driven by a spirit of excellence and innovation that defines us as a company. At Grifols, our capacity to progress and innovate grows in the face of difficulties. Over the last year, we mobilized significant human and economic resources to find solutions to this new challenge, in alignment with our mission to promote the health and wellbeing of patients and society as a whole.

Even before the pandemic was declared, we began collaborating with governments and healthcare authorities to put all of our expertise and experience at their disposal. As a pioneer in the development of plasma-derived therapies with a vocation and capacity to respond to health emergencies, as evidenced during the Ebola epidemic, we believe plasma from people

who have recovered from the disease can serve as an effective treatment in the fight against SARS-CoV-2.

Accordingly, we are focusing our efforts in several different ways: collaborating in campaigns and appeals to collect plasma; inactivating convalescent plasma for its use in direct transfusions; developing specialty plasma-derived medicines; and financing promising research projects and initiatives.

We have also made significant advancements in other high-impact research projects, most notably the AMBAR (Alzheimer Management by Albumin Replacement) study. We marked an amazing milestone in 2020, when the prestigious scientific journal *Alzheimer's & Dementia: The Journal of the Alzheimer's Association* published the results of this clinical trial. We continue to move forward with our plan to make this treatment a reality and are setting up centers of excellence in several countries.

Meanwhile, we continue to drive plasma science by fostering scientific knowledge on the proteome of human plasma and supporting research to explore its full potential through Alkahest, addition to other studies to combat age-related diseases and other pathologies.

In 2020, society as a whole became more aware of the word "plasma" and the critical importance of donations and donors in the production of life-saving plasma-based medicines.

We have also made progress at an institutional level, in the European Union and other regions, to ensure

a heightened awareness of the need to increase their self-sufficiency of plasma and plasma-derived medicines. We will continue to work in this direction, always acting in an ethical and responsible manner in accordance with our mission.

Guided by this sense of responsibility, Grifols continues to place sustainability as a core strategic pillar. In 2020, Grifols was distinguished as one of the world's most sustainable countries by the most important global indices. We also created a Sustainability Committee delegated by the Board of Directors to reinforce our actions as a responsible company, that is transparent in our interactions and committed to creating value for our diverse stakeholders.

Ethics, health and the environment are tightly interconnected, which is why we strive to ensure our operations are consistent with the needs of society and sustainable in their approach, even in such difficult times as the ones we are living in.

Thank you for your continued support.

**VÍCTOR GRÍFOLS ROURA**  
CHAIRMAN

# ETHICS, RESPONSIBILITY, RESILIENCE AND A LONG-TERM VISION



WE HAVE BOTH THE CAPACITY AND THE WILL TO MAKE A POSITIVE DIFFERENCE IN SOCIETY AND WE FIRMLY BELIEVE IN DEVELOPING OUR BUSINESS MODEL SUSTAINABLY

Ethics, responsibility, commitment, and resilience driven by a great team is what guided our leadership in 2020, and has allowed us to continue strengthening our growth as a company in a sustainable manner.

At Grifols, we continue to do our best to move forward in an environment of immense challenges and uncertainty imposed by COVID-19. Thanks to our exceptional workforce, we were able to overcome adversity, adapt to change, ensure a continuous supply of our essential medicines, products and services, and count on each and every one of our employees to promote our core mission of enhancing the health and well-being of people.

We are proud of our response as a company and pleased by the increased focus on plasma and plasma donors whose generosity is more relevant today than ever before. While their generosity has always been critical to saving lives, it now has even greater meaning.

For this reason, we also remain steadfast in our pursuit to expand our network of plasma donation centers, as well as forge strategic alliances to boost other countries' self-sufficiency in plasma-derived medicines. To reflect these aims, in 2020 we acquired centers in the U.S. and Europe and three production facilities in Canada.

Similarly, we also signed a strategic alliance with the Egyptian government, entailing the development of 20 plasma centers and the construction of new manufacturing facilities. Offering an extraordinary bridge for collaboration, this partnership will reinforce Egypt's healthcare system by promoting the country's self-sufficiency in plasma-based therapies, while widening Grifols' presence in the Middle East and Africa.

We also reinforced our operations in China by closing a strategic alliance with Shanghai RAAS. China holds tremendous growth potential for plasma products and transfusion diagnostic solutions. Working hand in hand with our strategic partner, we look forward to forging a solid presence in the Chinese market.

The pandemic has heightened the need for broadscale scientific collaboration to find a joint and global solution against COVID-19. At Grifols, we were able to rapidly deploy resources to develop a SARS-CoV-2 detection test in record time, as well as a range of potential treatments based on the therapeutic properties of hyperimmune plasma and specific antibodies concentrated in immunoglobulins, in addition to other plasma-based therapies. At present, we are leading and participating in more than 25 research initiatives and projects to address this urgent social need.

In 2020, we upheld our R+D+i investment levels by allocating close to EUR 300 million. We also enhanced our innovation ecosystem by integrating companies like Alkahest, with which we began collaborating in 2015.

Their research will lead to greater knowledge of the human plasma proteome and enable us to promote innovative therapies for age-related diseases, among others, while contributing to scientific plasma progress. In the coming years, the impact of a deeper understanding of the human proteome in the field of bioscience could be as great as the discovery of the human genome sequence.

As a result of our innovation strategy, in 2020 we had a significant contribution to revenue growth from new products. Of note are Xembify® in the U.S. market, our subcutaneous immunoglobulin to treat primary immunodeficiencies; Vistaseal™, a biological sealant developed in collaboration with Ethicon to control surgical bleeding; and Tavlesse® (fostamatinib), a therapeutic alternative for chronic immune thrombocytopenia (ITP) patients who are refractory to other treatments, following the agreement with Rigel Pharmaceutical.

Beyond plasma-derived products, Grifols is also fostering innovation to offer more treatment options for patients and healthcare professionals in specific therapeutic areas, such as hematology, immunology, pulmonology, autoimmune diseases and neurodegenerative disorders.

All of these accomplishments and more are highlighted throughout this report, which underscores our unwavering quest to drive sustainable and long-term growth. And, as mentioned earlier, this stems directly from a vision of responsible leadership and the dedicated efforts of Grifols' talent pool, made up of close to 24,000 employees from 88 nationalities. Without any doubt, our team is our greatest asset.

In this regard, our progress to promote greater diversity, equality and talent development is indeed a source of pride. We continue to make progress on gender pay equality, female leadership and anti-harassment policies and campaigns to support women, among others. The new Diversity and Inclusion Plan will help us to continue to make progress in this area.

In terms of economic results, we attained close to EUR 5,400 million in revenues. Our financial performance and business strategy provided the necessary strength to meet our planned capital investments, as well as expand and strengthen our cash position.

We also continued to support various programs to promote health and wellness, education, environment and local community development, both directly and through our foundations. In 2020, we allocated EUR 41 million towards these programs.

Grifols further contributes to the Sustainable Development Goals through an array of initiatives, combining economic gain with social and environmental value creation. We believe business investment can serve as a powerful driver for positive social change, since corporate investments and positive social impact are not a zero-sum game.

To this end, in 2020 we decided to quantify the total socioeconomic impact generated by our operations in the U.S., Spain, Germany and Ireland in terms of job creation and GDP contribution, which totaled EUR 7,500 million. We also measured the social value generated by our U.S. plasma donation centers for the first time: more than EUR 6,200 million of impact was generated for donors, patients and local communities where the centers are based.

In addition, we maintained our manufacturing operations while advancing on our 2030 environmental objectives, with the aim of minimizing our impact.

We have both the capacity and the calling to make a positive difference in the society and firmly believe in developing our business model in a sustainable manner.

Our new sustainability policy outlines the primary principles and commitments regarding our social and environmental responsibility and offers a framework to integrate them globally and unequivocally into our business model.

In 2020, Grifols was recognized as one of the world's most sustainable companies by highly prestigious indices including Dow Jones Sustainability Index, Euronext Vigeo, FTSE4Good and Bloomberg Gender-Equality Index, which assess corporate performances on the basis of environmental, social and corporate governance criteria. These awards undoubtedly encourage us to continue working in the same direction.

For yet another year, we remained true to our values, our principles and our long-term vision.

We truly appreciate your continued support.

**RAIMON GRÍFOLS**  
**ROURA**  
CO-CEO

**VÍCTOR GRÍFOLS**  
**DEU**  
CO-CEO

# OUR COMMITMENT DURING COVID-19

## ■ OUR RESPONSIBILITY TO OUR EMPLOYEES

Grifols has done everything possible to protect its employees and guarantee their health and safety.

The company was determined to retain its workforce and took no measures, temporary or permanent, reduce headcount.

Grifols' intense process of digital transformation in recent years was key to ensuring the continuity of its operations. Consequently, the company implemented a remote-work policy and reached flexibility agreements in order to sustain its manufacturing operations.

## ■ OUR COMMITMENT TO DONORS AND PATIENTS

Serving patients and society are core priorities for Grifols, whose life-enhancing products and services are essential for patients and healthcare professionals around the world. The company is doing everything within its reach to increase its plasma supply, plasma-derived therapies, SARS-CoV-2 tests and other products to make sure patients continue to receive the treatment and healthcare they require.

The company is also reinforcing its long-term commitment to donors, who play a fundamental role in the production of plasma-derived medicines.

## ■ COLLABORATION WITH HEALTHCARE AUTHORITIES

Since the outbreak of COVID-19, Grifols has been working closely with healthcare authorities in its main countries of operation, including the United States, Spain and China, among others.

Grifols has shared its broad knowledge and technology about plasma inactivation for transfusions and convalescent plasma (antibody-rich plasma from recovered COVID-19 patients) to develop and produce a potential immunoglobulin-based treatment.

## ■ INNOVATION IN RESPONSE TO COVID-19

Grifols is leading a number of projects to discover new treatments. It developed a TMA molecular test to detect the SARS-CoV-2 virus in plasma, blood and respiratory samples.

Among its current initiatives is the development of immunoglobulins with anti-SARS-CoV-2 antibodies produced from plasma recovered from COVID-19 patients. It also promotes and collaborates with clinical trials that allow the use of inactivated convalescent plasma, along with additional trials to assess the potential benefits of other plasma-derived products.

## ■ SOLID FINANCIAL MANAGEMENT

In 2020, Grifols took all necessary measures to further bolster its already-solid financial position. As of December 31, 2020, Grifols' treasury positions stood at EUR 580 million, which, when added to the EUR 1,000 million in undrawn lines of credit, brings its liquidity position to roughly EUR 1,500 million.

In November 2019, Grifols optimized its financial structure with the completion of its debt refinancing process, which extended average maturity to seven years and provided greater flexibility in cov-lite terms.

## COVID-19 CRISIS MANAGEMENT COMMITTEE

Even before the WHO declared a state of emergency, Grifols created a specific committee to monitor, evaluate and manage the scope and impact of the coronavirus crisis on its operations, keeping Grifols' Board of Directors informed at all times.

The COVID-19 Crisis Committee, comprised by members of the Executive Committee and driven by Grifols' CEOs, works to: guarantee the supply of essential products and medicines for patients who need them; promote agile measures to safeguard the health of Grifols' workforce; and strengthen relations with the main national and

international health and scientific institutions by contributing to the search for potential treatments and offering its vast know-how and experience on the therapeutic benefits of plasma.

During the most difficult weeks of the crisis and confinement, Grifols' efforts to maintain its activities and protect the group from operational risks tested its contingency plans and the continuity of its operations. This committee continues to work to bolster the resilience of the company and the group in the short, medium and long term.

# PLASMA: AN ESSENTIAL ASSET

During these unprecedented times, Grifols continues working hard to minimize supply chain delays in its products and services, which are critical for patients and healthcare professionals around the world.

In recent years, Grifols has forged a global network of 312 plasma centers in the U.S. and Europe, allowing it to expand and diversify its access to plasma. The company will continue its global efforts to raise awareness on the need for plasma.

Grifols has joined forces with diverse healthcare authorities and organizations to encourage people to donate plasma, including several outreach, educational and promotional campaigns on the importance of

plasma as a raw material in the manufacture of plasma-derived treatments; as well as hyperimmune or convalescent plasma from people who have recovered from COVID-19, which is rich in anti-SARS-CoV-2 antibodies.

Grifols continues to stress the strategic relevance of plasma-derived medicines to guarantee people's health and well-being worldwide as part of its efforts to raise awareness of plasma and its potential to treat COVID-19. In this regard, the company added its voice to the plea made by the Protein Therapeutics Association (PPTA) urging European healthcare authorities to take decisive action to encourage more plasma donations.

**GRIFOLS LEADS VARIOUS EFFORTS TO RAISE AWARENESS ON THE ESSENTIAL ROLE OF PLASMA TO PRODUCE LIFE-SAVING MEDICINES**

## AWARENESS AND PROMOTION CAMPAIGNS

### GIVE YOUR LIGHT

In July 2020, a multi-channel plasma-donor recruitment campaign was launched in the U.S. to raise awareness about the importance of plasma donation and recruit more plasma donors into Grifols' plasma centers network. The campaign was encompassed TV, radio, social media, digital and other platforms to reach potential donors. Patient organizations also participated actively through their social media platforms, websites and newsletters.

### THE FIGHT IS IN US

Grifols partnered with U.S. leading organizations including national blood collectors, research entities, non-profits and other plasma-derived therapy manufacturers on "The Fight is in Us" (TFIUS) campaign, aimed at educating and raising awareness on the importance of convalescent plasma donation.

# HIGHLIGHTS

## GROWTH



NET REVENUE

5,340  
M€

**+6.1% cc\***



NET INCOME

619  
M€



EBITDA

1,324  
M€

3,600  
**+7.1% cc**  
NORTH AMERICA

834  
**+4.5% cc**  
EU

906  
**+3.4% cc**  
ROW

## INVESTMENT AND INNOVATION



INVESTMENTS

CAPEX  
308  
M€

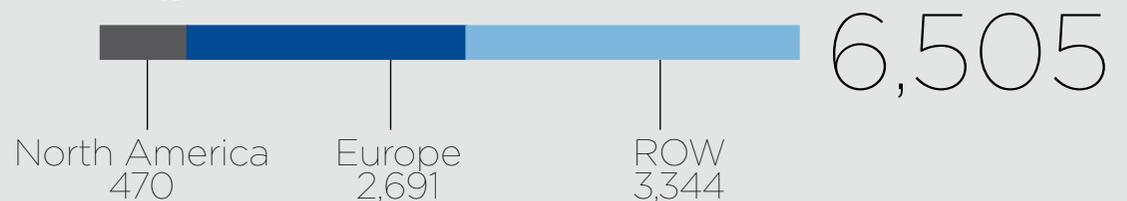
I+D NET INVESTMENT  
298  
M€  
**5.6% of net revenue**



PLASMA CENTERS



PATENTS & TRADE MARKS



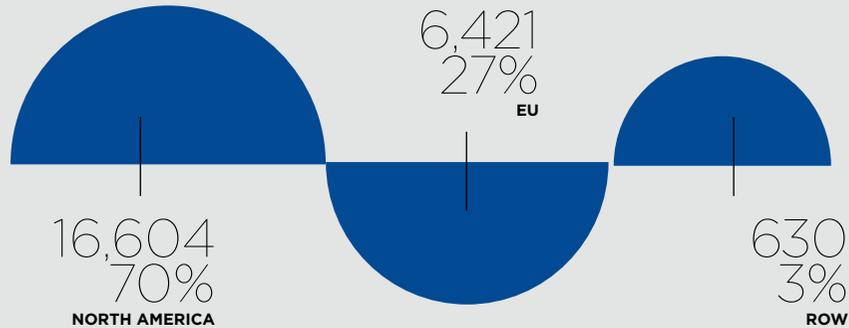
\* At constant currency.

**TALENT AND DIVERSITY**



**HUMAN CAPITAL**

23,655



**EQUAL OPPORTUNITY**

98%

PERMANENT CONTRACTS

88

NATIONALITIES



14,142  
60%  
WOMEN

9,513  
40%  
MEN

**RESPONSIBILITY**



**ENVIRONMENTAL COST & INVESTMENTS**

23 M€



**COMMUNITY INVESTMENTS**

41 M€



**ECONOMIC IMPACT**

7,500 M€



**JOBS CREATED**

140,000



**SOCIAL VALUE**

6,200 M€

# 2020 MILESTONES



## JANUARY

- The European Commission approves TAVLESSE® (fostamatinib) to treat immune thrombocytopenia (ITP) in adult patients who are refractory to other treatments
- The FDA authorizes the sale of a second QSmart hemostasis analyzer



## FEBRUARY

- The PharmacyKeeper application earns the top award for innovation from KLAS Research, an independent healthcare IT data and insights company
- “The Sustainability Yearbook 2020,” published by S&P Global, includes Grifols among the 10 most sustainable biotech companies



## MARCH

- Grifols and Shanghai RAAS close their strategic alliance to promote the growth of plasma-derived products and diagnostic solutions in China
- Multilateral agreement signed with diverse U.S. health authorities to develop the first treatment aimed specifically at combating COVID-19 with hyperimmune plasma
- Grifols R&D receives an “excellent” rating in the Profarma Program, spearheaded by the Spanish Ministry of Industry, Trade and Tourism



## APRIL

- Start of the hyperimmune plasma campaign in the U.S. to develop and produce an anti-SARS-CoV-2 immunoglobulin as a potential treatment
- Launch of a new format of HyperRAB®, a high-potency anti-rabies immunoglobulin for rabies postexposure prophylaxis



## MAY

- Completion of the development of a high-sensitivity molecular test to detect the SARS-CoV-2 virus in plasma, blood and respiratory samples
- Liquidity position strengthened by the expansion of multicurrency revolving credit line, from USD 500M to 1,000M
- The FDA approves Procleix® Panther® with Automation Ready Technology (ART) for blood screening



## JUNE

- Start of the production of a hyperimmune immunoglobulin as a potential passive immunotherapy against COVID-19
- Voluntary disclosure of transfers of value made in 2019 to European healthcare professionals and organizations



**JULY**

- Delivery of the first batch of anti-SARS-CoV-2 hyperimmune immunoglobulin for use in clinical trials
- Strategic agreement reached to acquire manufacturing facilities in Canada and 11 plasma centers in the U.S. from Green Cross (GC Pharma)
- Feature article on AMBAR findings in the scientific journal *Alzheimer's & Dementia: The Journal of the Alzheimer's Association*
- Expansion of product portfolio with the European market launch of TAVLESSE®



**AUGUST**

- The FDA grants emergency use authorization for convalescent plasma to treat patients with COVID-19
- Plasmavita opens its first center in the German state of Saarland



**SEPTEMBER**

- Agreement to acquire the remaining stake in Alkahest to boost Grifols' R&D efforts



**OCTOBER**

- Closing of acquisition of assets in the U.S. and Canada. Grifols becomes the only large-scale manufacturer of plasma-derived products in Canada
- Start of the clinical trial of anti-SARS-CoV-2 hyperimmune immunoglobulin in COVID-19 patients, with Grifols participation
- During its Annual Shareholders' Meeting, Grifols joins the PPTA's global appeal for the need to increase plasma donations



**NOVEMBER**

- Strategic alliance between Grifols and the Egyptian government to promote self-sufficiency of plasma-derived medicines in the Middle East and Africa
- The Dow Jones Sustainability Index recognizes Grifols as one of the world's most sustainable companies



**DECEMBER**

- Grifols creates a Sustainability Committee to strengthen its corporate governance structure and long-term sustainable growth model
- Grifols is included for the first time in the Euronext Vigeo Europe 120 and Euronext Vigeo Eurozone 120 indices

# OUR SUSTAINABLE BUSINESS MODEL



## GRIFOLS BUILDS ON SOLID VALUES

Grifols' corporate values underline the importance of teamwork, responsibility, innovation, sustainability, strategic vision and long-term value creation.

These core values form the basis of Grifols' sustainable growth model and overarching mission to improve the well-being of people worldwide. The company aspires to create value for its diverse stakeholders by generating stable employment, driving leading-edge research, promoting economic development, and building trust among its shareholders and investors.

Grifols' history reflects these values, the commitments they represent and a pioneering spirit to lead in scientific progress.

Our Sustainability Policy outlines the firm's fundamental principles and commitments regarding its social and environmental responsibility and offers a framework to solidly integrate them throughout the business model.

## GRIFOLS IS GUIDED BY THE PRINCIPLES OF BIOETHICS

In reflection of its ongoing quest to advancing scientific and social progress, Grifols believes science must be firmly committed to life, in all its facets, shapes and dimensions. By definition, scientific progress aims to improve the quality of life of human beings and humanity as a whole.

Part of Grifols' DNA since its origins has been the fundamental tenets of bioethics, which guide the development, production and marketing of all Grifols' products to ensure the safety and dignity of patients and donors, while serving as a beacon to effectively address the ethical issues raised by healthcare advancements.



Inspired by this philosophy, the Víctor Grifols i Lucas Foundation was created in 1998 to encourage cross-disciplinary debate and dialogue on bioethics among healthcare companies, organizations and professionals. The Foundation serves as a vibrant platform for new ideas, insights and perspectives on the ethics of life.

## RECOGNIZED AS ONE OF THE MOST SUSTAINABLE COMPANIES IN THE WORLD



In 2020, Grifols was included for the first time ever in the Dow Jones Sustainability Index (DJSI) and the DJSI Europe.



Grifols was listed on the Euronext Vigeo Europe 120 and Euronext Vigeo Eurozone 120 indices for the first time in 2020 following an assessment by Vigeo Eiris.



FTSE4Good

Grifols has been listed on FTSE4Good Global, FTSE4Good Europe and FTSE4Good Ibx since 2018.



For the first time, Grifols is included in the 2021 Bloomberg Gender-Equality Index (GEI), demonstrating Grifols' commitment to addressing gender inequality.

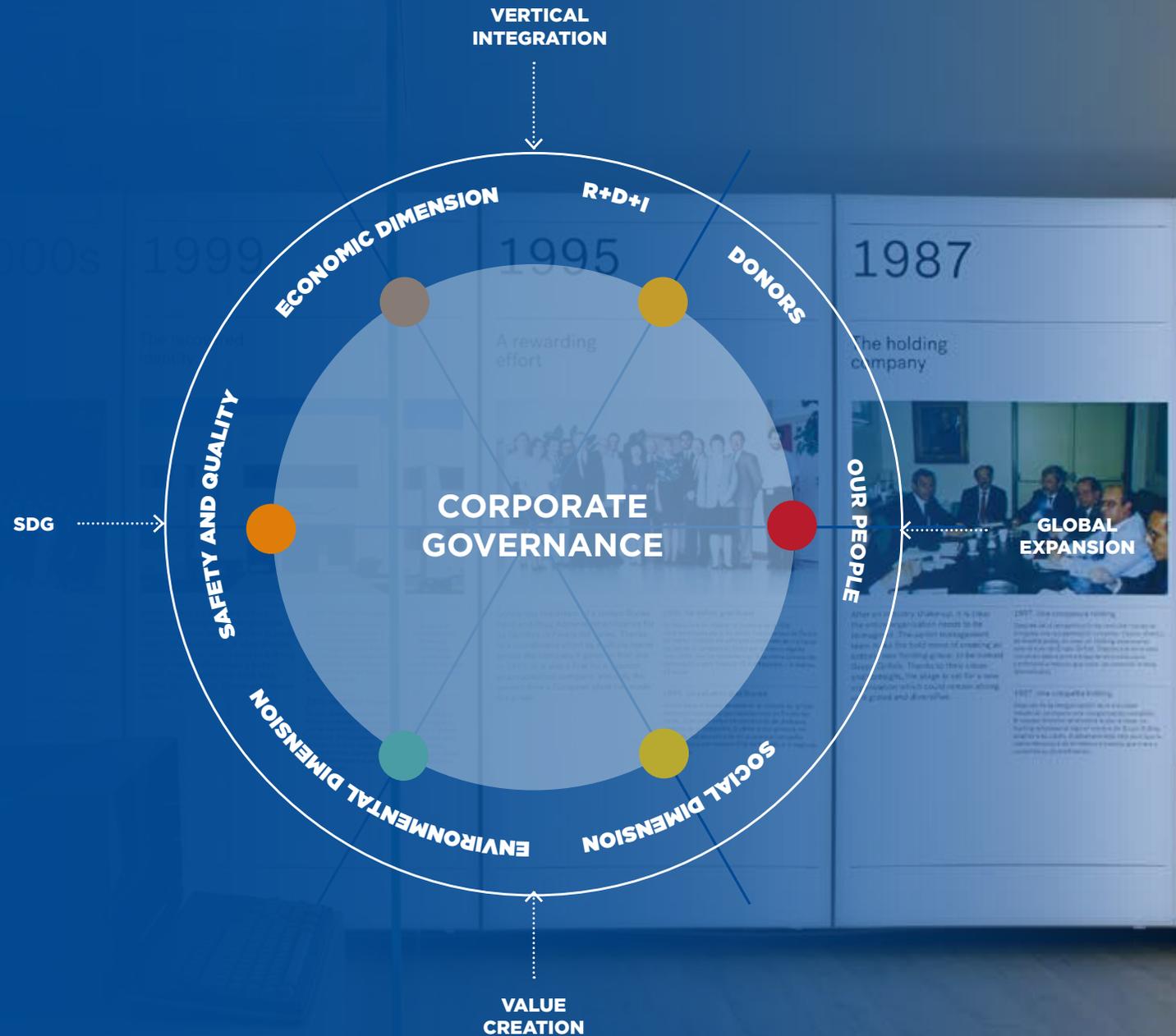


Grifols improved its score to "A-" on the Carbon Disclosure Project (CDP), in recognition of its leadership in reducing emissions and for its solid climate-change strategy.

GUIDED BY ITS CORE VALUES, GRIFOLS SERVES SOCIETY SUSTAINABLY AND ETHICALLY

A VERTICALLY INTEGRATED BUSINESS MODEL PROMOTES GLOBAL EXPANSION AND COMPLEMENTARY PRODUCTS AND SERVICES

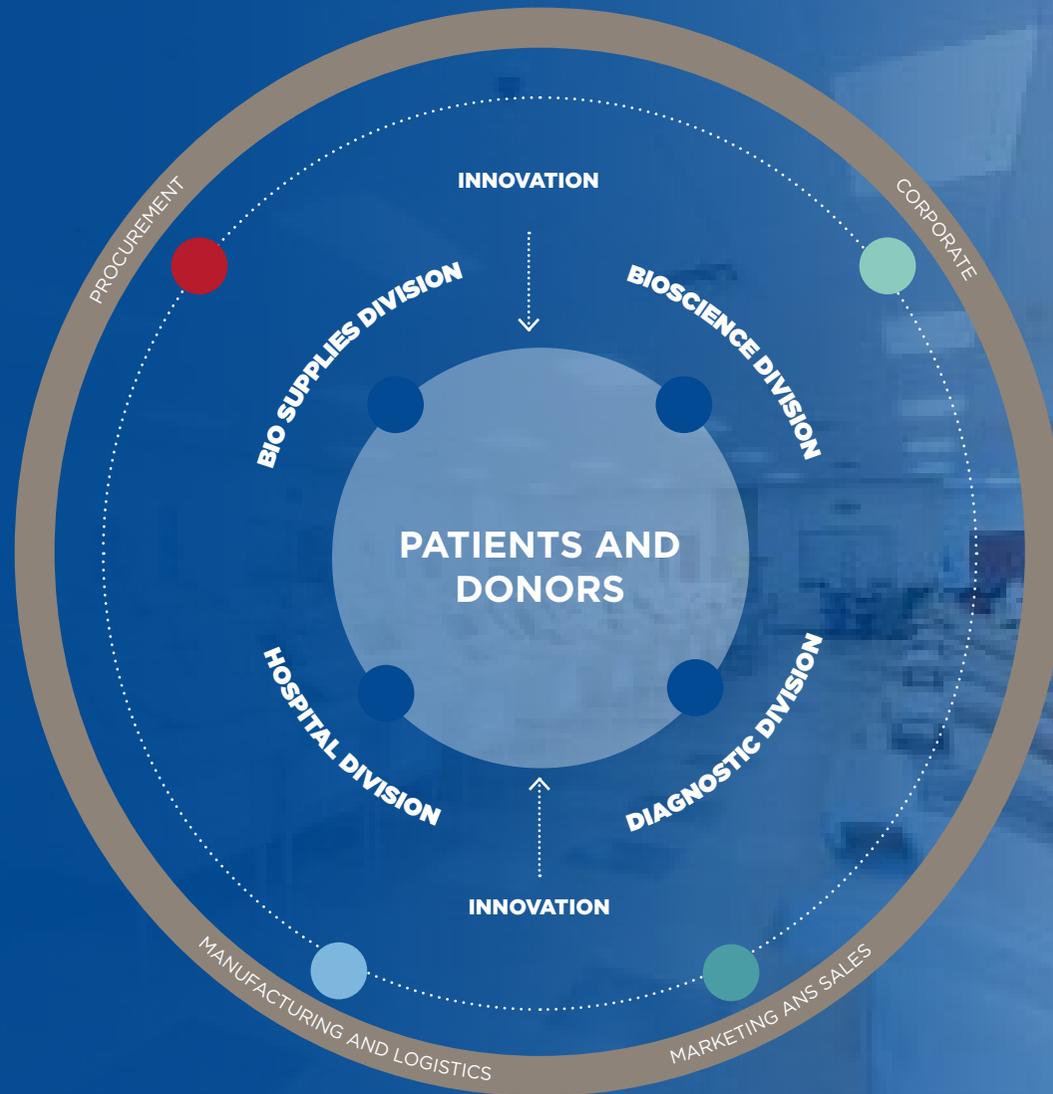
GRIFOLS' BUSINESS MODEL IS ALIGNED WITH THE UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS AND FOCUSED TOWARD VALUE CREATION



GRIFOLS' VERTICALLY INTEGRATED BUSINESS MODEL GUARANTEES MAXIMUM QUALITY AND CONTROL IN ALL OF ITS DIVISIONS

DONORS AND PATIENTS ARE AT THE CORE OF GRIFOLS' VALUE CHAIN

WE TRANSFORM DONORS' GENEROSITY INTO LIFE-SAVING TREATMENTS FOR PATIENTS AROUND THE WORLD



## GRIFOLS' BUSINESS MODEL SUPPORTS SUSTAINABLE DEVELOPMENT GOALS

### WE ACTIVELY PROMOTE EFFORTS TO ACHIEVE SDGs

Adopted by the United Nations in 2015, the 2030 Agenda for Sustainable Development offers a shared global vision to promote peace and prosperity for people and the planet. The Agenda advocates 17 Sustainable Development Goals, which together promote a holistic approach to address and manage critical global challenges, including the eradication of hunger and poverty, access to high-quality education, gender equality, decent work opportunities and the fight against climate change. The SDGs have been broken down into 169 concrete and measurable targets to enable their implementation.

Grifols recognizes the vital role companies play on the path toward sustainable development. For this reason, it partners with and supports the actions of numerous agents engaged in this global pursuit, reflecting its commitment to making a positive impact on society.

Grifols first identified and prioritized SDGs to evaluate its potential contributions, enabling it to pinpoint where it could create the most value and offer solutions based on its operations, industry and geographical scope.

Grifols carried out a materiality analysis to rank the objectives, identifying five SDGs where it could have the greatest impact, and four additional SDGs where it could make significant contributions. Grifols also supports SDG17 – Partnerships for the Goals – by collaborating with different interest groups (social and educational institutions, governments, organizations, entities and other companies) to jointly spearhead initiatives in the education, innovation and healthcare domains, among others.

The numerous actions by which Grifols supports these concrete SDGs are highlighted throughout this report.



## ■ A BUSINESS MODEL FOCUSED ON SUSTAINABLE VALUE CREATION

Grifols' value creation is driven by its four main divisions and ongoing pursuit to offer cross-cutting services that enhance organizational dynamics and generate new opportunities.



### BIOSCIENCE

Leaders in the production of plasma-derived medicines

79%  
OF REVENUES



### DIAGNOSTIC

Leaders in cutting-edge diagnostic solutions to analyze blood and plasma, including the development and production of reagents and medical devices

15%  
OF REVENUES



### HOSPITAL

Pharmaceutical specialty products for hospital use and innovative technology, software and service solutions to optimize hospital pharmacy operations.

2%  
OF REVENUES



### BIO SUPPLIES

Biological products for non-therapeutic use

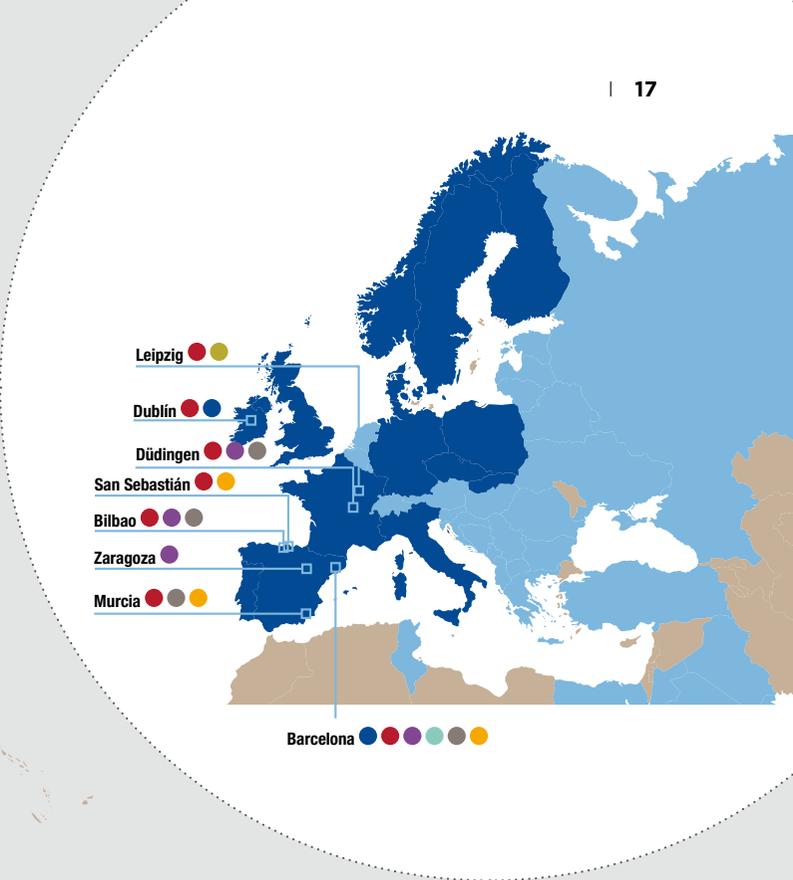
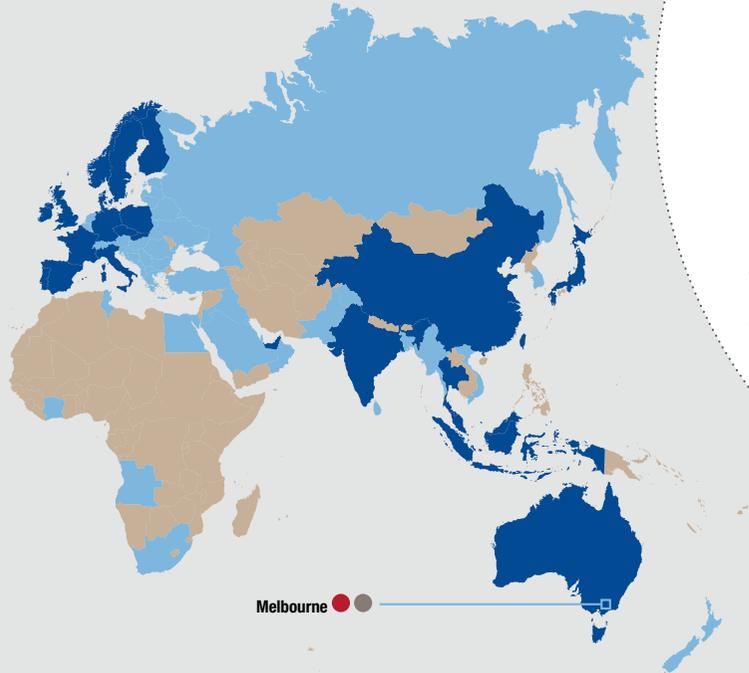
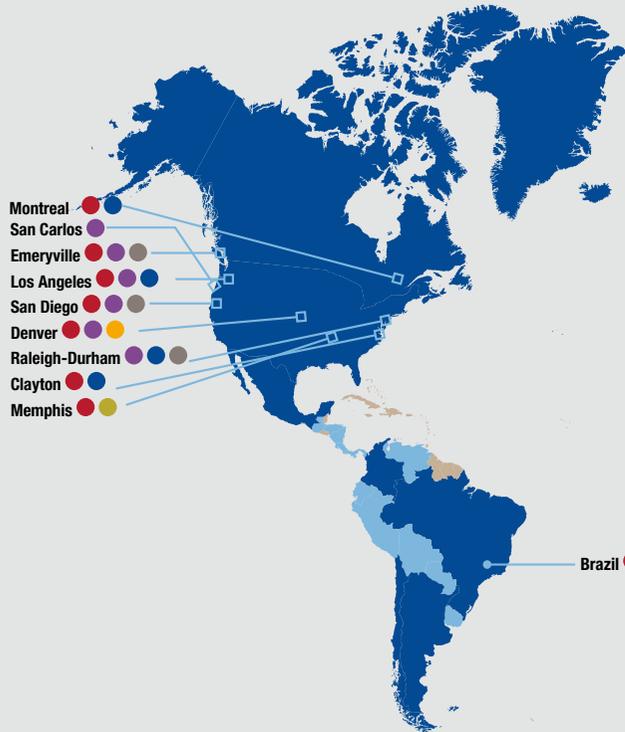
4%  
OF REVENUES

### GRIFOLS ENGINEERING

Since its origins, Grifols has focused its efforts on in-house engineering as a lever to innovate and continuously improve its industrial productivity. Grifols Engineering is dedicated to designing and constructing specialty machinery, as well as providing specialized engineering solutions to optimize biotech processes and manufacturing systems.

### GRIFOLS TRAVEL AGENCY

As an international company with a strong U.S. presence and subsidiaries in 30 countries, Grifols decided to establish its own travel agency – Grifols Viajes – in order to better manage the global mobility of its workforce. Grifols Viajes offers employees the flexibility they need to plan their trips and optimize work-life balance.



U.S. PLASMA CENTERS

264



EUROPEAN PLASMA CENTERS

48



CHINA PLASMA CENTERS THROUGH SHANGHAI RAAS

41

Corporate Headquarters  
1

Industrial Facilities  
16

R&D Centers  
10

Bioscience Division Centers  
6

Diagnostic Division Centers  
9

Hospital Division Centers  
4

Bio Supplies Division Centers  
2

● GRIFOLS AFFILIATES  
● PRESENCE THROUGH DISTRIBUTORS

# GRIFOLS' SOCIOECONOMIC IMPACT IN 2020



## TOTAL ECONOMIC IMPACT

7,500 M€

U.S.

6,100 M\$

GERMANY

330 M€

SPAIN

1,500 M€

IRELAND

210 M€

GRIFOLS' DIRECT ECONOMIC IMPACT AMOUNTS TO 4,000 M€. ADDITIONALLY, GRIFOLS GENERATES AN INDIRECT AND INDUCED IMPACT OF 3,500 M€

40% OF GRIFOLS' IMPACT STEMS FROM ITS PLASMA CENTERS NETWORK



## TOTAL JOB CREATION

140,000

U.S.

120,000

GERMANY

3,500

SPAIN

16,000

IRELAND

930

GRIFOLS GENERATES 140,000 JOBS IN TOTAL, INCLUDING 115,000 INDIRECT AND INDUCED JOBS

GRIFOLS GENERATES 5.2 JOBS FOR EVERY 1 JOB IT CREATES 60% OF JOBS ARE LINKED TO GRIFOLS' PLASMA CENTERS NETWORK

# SOCIAL VALUE CREATED BY GRIFOLS



GRIFOLS HAS MEASURED THE SOCIAL VALUE CREATED BY ITS PLASMA CENTERS IN THE U.S. THROUGH THE IMPACT THEY HAVE ON DONORS, PATIENTS AND LOCAL COMMUNITIES USING THE SOCIAL RETURN ON INVESTMENT METHODOLOGY



TOTAL IMPACT

6.2 B€



TOTAL SROI

x2.1



DONORS

1,828 M€



LOCAL COMMUNITIES

722 M€



PATIENTS

3,636 M€

PHYSICAL AND PSYCHOLOGICAL WELLBEING

EDUCATIONAL EXPENSES

FINANCIAL STABILITY

HEALTHIER LIVES

HEALTHCARE AWARENESS

ECONOMIC IMPACT IN DONOR COMMUNITIES

IMPROVEMENT IN QUALITY OF LIFE

30% IMPROVEMENT IN QUALITY OF LIFE VS. COST OF TREATMENTS

\*Measured with Qualys

\*\*Total SROI is a term to reflect both the investment and the Social Value created

# COMMITMENT TO SUSTAINABLE GROWTH AND INNOVATION



Grifols' business strategy aims to achieve solid financial results around four main objectives: plasma supply, industrial excellence, global expansion and innovation.

In 2020, Grifols has continued to demonstrate its resilience and commitment to sustainable growth during 2020. The company closed the financial year with revenues of EUR 5,340 million, representing an increase of 4.7% (+6.1% cc<sup>1</sup>), driven by the Bioscience and Diagnostic Divisions. Excluding plasma sales to third parties, revenues increased by 6.5% (+7.9% cc). The contribution of new products accounted for more than 50% of the revenue growth.

The Bioscience Division marks a milestone, delivering 10 years of quarterly sales growth, and continues to be Grifols' main growth engine. Its revenues have increased by 6.2% (+7.6% cc) to EUR 4,243 million due to the dynamism of immunoglobulins in countries such as the United States and Canada; as well as the growth of albumin, particularly in the United States and China; and the strong contribution of new products such as Xembify®, VISTASEAL™ and TAVLESSE®.

In the second half of 2020, the Diagnostic Division significantly increased its revenues thanks to strong sales, especially in Spain, of its TMA (Transcription Mediated Amplification) test, used to detect the SARS CoV-2 virus. The division reported EUR 776 million in sales, a 5.8% (-7.3% cc) increase over the previous year.

Hospital Division revenues were impacted by COVID-19, which caused a slowdown in certain investments and treatments in hospitals. Revenues totaled EUR 119 million, representing a 11.7% decrease (-10.3% cc). The Bio Supplies Commercial Division, which includes sales of biological products for non-therapeutic use, grew by 65.6% cc during 2020, demonstrating Grifols' commitment to this niche market. The Bio Supplies Division achieved EUR 224 million in revenues, a 15.9% (-15.3%) decrease from 2019, primarily due to the roll-off of specific third-party plasma sales contracts.

As of December 31, 2020, the gross margin was 42.2% (45.9% in 2019). This figure includes the total estimated impact of EUR 205 million to adjust Grifols' inventory value (non-cash) mainly due to COVID-19 impacts. In addition, in line with its prudence and commitment to sustainable growth, Grifols has implemented an operating expense containment plan

with an estimated positive impact of EUR 112 million in the 2020 profit and loss account. The company is working to make a significant part of it permanent. The plan has no impact on the company's labor force or innovation investments.

With regards to COVID-19 impacts, Grifols estimates a net impact on EBITDA of EUR 155 million. This figure includes the negative impact on inventory value and the limited sales growth of the Bioscience Division, and the positive impact of the operating expense containment plan and the contribution of the molecular test for the detection of the SARS-CoV-2 virus. All in all, the reported EBITDA reached EUR 1,324 million, representing a margin of 24.8% on revenues (28.1% in 2019). Excluding the EUR 155 million COVID-19 net impact, EBITDA amounted to EUR 1,479 million, a 27.4% margin on revenues.

In 2020, Grifols continued to promote innovation and CAPEX investments as leverage for its sustainable and long-term growth. Net total investments in R+D+I amounted to EUR 298 million, including internal, external and investee projects. Grifols also advanced on its expected capital investments plan. A total of EUR 308 million was allocated to accelerate the expansion of the Bioscience Division's production capacity and to the growth of the other divisions.

Grifols continued with its expansion plans for its plasma donation centers. This included the acquisition of plasma centers in the United States and Europe and three production plants in Canada. The construction of 20 plasma centers and production facilities in Egypt is also underway following the alliance signed with the Egyptian government, which will contribute to strengthening the company's presence in the Middle East and Africa.

In 2020, the company was able to limit its net plasma supply decline by 15% despite COVID-19-related constraints, including social distancing, mobility restrictions and lockdowns. Plasma collections are expected to return to normal as long as transmissions ease and vaccination plans are deployed.

In parallel, Grifols' efforts to increase its plasma supply are reflected on its expansion program, which includes both organic and inorganic growth. As part of its organic efforts, the company plans to open between 15 and 20 new plasma centers in 2021.

Net profit amounted to EUR 619 million, in line with the previous year. Adjusted net profit<sup>2</sup> amounted to EUR 736 million, increasing a +6.6% compared to 2019.

(1) Operating and constant currency (cc) excludes exchange rate fluctuations over the period.

(2) Excludes non-recurring impacts, including the impacts of COVID-19; amortization of deferred financing costs related to refinancing, amortization of intangibles associated with acquisitions; and IFRS 16

In millions of euros except % and EPS	2020	2019	% Var
<b>NET REVENUES</b>	<b>5,340.0</b>	<b>5,098.7</b>	<b>4.7%</b>
<b>EBITDA REPORTED</b>	<b>1,324.0</b>	<b>1,433.8</b>	<b>-7.7%</b>
% Net revenues	24.8%	28.1%	
<b>GROUP PROFIT</b>	<b>618.5</b>	<b>625.1</b>	<b>-1.1%</b>
% Net revenues	11.6%	12.3%	
<b>ADJUSTED<sup>(1)</sup> GROUP PROFIT</b>	<b>736.4</b>	<b>690.9</b>	<b>6.6%</b>
% Net revenues	13.8%	13.6%	
<b>CAPEX</b>	<b>308.1</b>	<b>332.2</b>	<b>-7.3%</b>
<b>R&amp;D NET INVESTMENT</b>	<b>298.3</b>	<b>329.0</b>	<b>-9.3%</b>
<b>EARNINGS PER SHARE (EPS) REPORTED</b>	<b>0.90</b>	<b>0.91</b>	<b>-1.1%</b>
	<b>December 2020</b>	<b>December 2019</b>	<b>% Var</b>
<b>TOTAL ASSETS</b>	<b>15,274.8</b>	<b>15,542.6</b>	<b>-1.5%</b>
<b>TOTAL EQUITY</b>	<b>6,720.1</b>	<b>6,845.8</b>	<b>-1.8%</b>
<b>CASH &amp; CASH EQUIVALENTS</b>	<b>579.6</b>	<b>742.0</b>	<b>-21.9%</b>
<b>LEVERAGE RATIO</b>	<b>4.52 (4.63cc)<sup>(2)</sup></b>	<b>4.17/(4.14cc)<sup>(2)</sup></b>	

(1) Excludes non-recurring items, including COVID-19 impacts; amortization of deferred expenses associated to the refinancing, amortization of intangible assets related to acquisitions and IFRS 16.

(2) Constant currency (cc) excludes exchange rate fluctuations over the period.

### OPERATING SALES GROWTH IN ALL GEOGRAPHICAL AREAS

NORTH AMERICA	EU	ROW
+7.1%	4.5%	3.4%

### INVESTMENT EFFORTS PERSIST

MORE THAN  
**600** M€  
 FOR R+D+i AND CAPEX INVESTMENTS

### SOLID FINANCIAL RESULTS DESPITE COVID-19

#### TOTAL REVENUES

**5,340** M€  
 +4.7% / +6.1% cc

#### BIOSCIENCE DIVISION

**4,243** M€  
 +6.2% / +7.6% cc

#### DIAGNOSTIC DIVISION

**776** M€  
 +5.8% / +7.3% cc

# CAPEX AND INDUSTRIAL ACTIVITY



In 2020, Grifols intensified its capital expenditures and allocated EUR 308 million to expand and enhance its divisions' production facilities. This amount is included in the Capital Investment Plan for 2018-2022 and reaffirms Grifols' commitment to growth and its longterm vision.

In May, the Group announced an investment of EUR 130 million in the first phase of the expansion of its Barcelona industrial complex. Grifols acquired a 47,274 m<sup>2</sup> plot of land on which it plans to build, among others, a purification and fill-and-finish facility for a new Bioscience Division product, a new R+D+i center, as well as expanding the production and logistics capacity of the Diagnostic Division.

Expansion of the fibrinogen and topical thrombin sealant production plant is also underway at the Barcelona industrial complex. Upon completion of the new purification and dosing facilities, this extension will increase production capacity to 3.3 million equivalent liters of plasma.

An investment of more than USD 350 million is planned in the North Carolina (U.S.) complex for the construction of a new plasma fractionation plant, a plasma logistics warehouse and service infrastructures.

In this complex, the construction of a new plasma fractionation plant continues as planned. With a fractionation capacity of 6 million liters per year,

the construction of the fractionation plant has been completed, and it is expected to start production this year and to be fully operational by 2022.

Construction of the world's first purification, dosing and sterile filling plant of immunoglobulins in flexible bags also moves forward. The plant will have an annual production capacity of 6 million equivalent liters of plasma and is expected to be operational by 2023.

Also noteworthy is the swift construction and setup of a facility for the inactivation of pathogens in convalescent plasma using methylene blue, which has enabled Grifols to quickly respond to COVID-19, demonstrating its commitment to health emergencies. In this respect, the Group has rapidly adapted its Clayton emerging disease-specific facility to produce an anti-SARS-CoV-2 immunoglobulin.

The construction of a new albumin purification, dosing and sterile filling plant in Dublin (Ireland) continues according to plan. The plant will have an annual production capacity of 6 million equivalent liters of plasma and incorporate a state-of-the-art sterile bag filling technology, owned by Grifols. This will expand the bag production capacity that, as of the first quarter of 2021, has been initiated at the Los Angeles facility.

Investments to increase access to plasma have continued and the Group worked to add more centers to the network, as well as to increase the

plasma collection capacity of its existing centers by incorporating more donation equipment, where possible. As of December 31, 2020, Grifols operated the largest plasma center network in the world, with 312 centers.

At the same time, plans to expand the sample testing capacity of the Austin laboratory are being pursued. The company anticipates that the expansion of facilities in both the U.S. and Europe will enable the company to reach a testing capacity of 36 million samples by 2023. Plans to expand plasma storage and logistics capacity are also ongoing, expecting to reach 12 million liters by 2023.

Regarding the Diagnostic Division, in 2020, the efforts were on expanding the production capacity for immunohematology products. For the first time it will produce them in the U.S., using the company's existing facilities in San Francisco (U.S.) to manufacture DG-Gel cards, red blood cells and antisera.

# ACQUISITIONS AND CORPORATE TRANSACTIONS



## WITH SHANGHAI RAAS TO DRIVE GROWTH IN CHINA

In March 2020, Grifols and Shanghai RAAS closed their strategic alliance in China, a transaction that will increase the production, sales and development of plasma-derived products and the latest transfusion diagnostic solutions in China, in adherence with international quality and safety standards.

Following this transaction, Grifols is now the largest shareholder in Shanghai RAAS and controls over a 26.20% stake in Shanghai RAAS's capital (economic and voting rights) in exchange for Shanghai RAAS having a non-majority share in Grifols Diagnostics Solutions (45% economic and 40% voting rights).

## ACQUISITION OF PRODUCTION FACILITIES IN CANADA AND 11 PLASMA CENTERS IN THE U.S.

In October 2020, Grifols closed its transaction with the South Korean firm GC Pharma (Group) to acquire a plasma fractionation plant, an immunoglobulin plant and an albumin purification plant in Montreal (Canada) for USD 370 million, and, in a separate transaction, 11 plasma collection centers in the United States, property of Green Cross for USD 90 million.

This acquisition is aligned with Grifols' international sustainable growth strategy aimed at increasing the company's plasma collection and fractionation capacity. This strategic acquisition will also strengthen Grifols' presence in Canada, building on a legacy of partnership in Canada's blood system.

## STRATEGIC ALLIANCE BETWEEN GRIFOLS AND THE EGYPTIAN GOVERNMENT

In November 2020, Grifols and the Government of Egypt, through the National Service Projects Organization (NSPO), signed a strategic agreement (Master Joint Venture Agreement) to further develop the Egyptian plasma-derivatives market and promote its self-sufficiency.

Under this joint venture (NSPO 51% and Grifols 49%), the parties will join their industrial expertise and financial efforts to propel 20 plasma collection centers throughout Egypt (with an initial capacity to collect 600,000 liters of plasma per year); manufacturing facilities, including a fractionation plant (with a capacity to fractionate up to 1 million liters of plasma per year) and a purification and fill-and-finish plant; a warehouse and an analysis laboratory. The transaction will allow Grifols to bolster its presence in the Middle East and Africa.

## ACQUISITION OF ALKAHEST TO STRENGTHEN EFFORTS IN INNOVATION

In 2020, Grifols signed an agreement to acquire the remaining equity in Alkahest, which the company has been investing in since 2015, for USD 146 million, bringing its ownership to 100%. Alkahest has generated a unique proteomic platform of targets to: unlock new therapies and diagnostics; develop new plasma proteins and new indications for currently licensed plasma proteins; develop biomarkers for diagnostics, recombinant proteins and antibodies, and small-molecule drugs.

To date, more than 8,000 proteins have been identified by Alkahest and, using advanced molecular analysis techniques at the cellular level, are expected to enter Grifols' discovery and development pipeline and bring new therapeutic medicines to the market.

# OUR COMPETITIVE ADVANTAGES



## 1. SYNERGIES ACROSS DIVISIONS

### GRIFOLS' COMPETITIVE ADVANTAGES ENABLE IT TO RESPOND TO CURRENT CHALLENGES

#### A LEADER IN PROMOTING COMPLEMENTARY PRODUCTS AND SERVICES

Over the years, Grifols has been an industry reference for its capacity to successfully leverage synergies among its divisions' products and services. Keenly aware of the potential of its global workforce, the company has progressively promoted cross-functional work teams that collaborate to identify needs and promote new initiatives.



## 2. MANUFACTURING EFFICIENCY

#### PLASMA-DERIVED MEDICINES CAN BE PRODUCED INTERCHANGEABLY IN PLANTS IN SPAIN AND IN THE U.S.

Most Grifols' protein fractionation, purification and dosing plants are licensed by diverse regulators, including the FDA, offering the company the flexibility to perform these processes interchangeably in any one of them. The result is a leading-edge production system aimed at maximizing efficiency and optimizing profitability per liter of plasma, while guaranteeing the highest standards of quality and safety.



## 3. VERTICAL INTEGRATION

#### CONTROLLING THE VALUE CHAIN ENSURES QUALITY, SAFETY AND SUPPLY

Grifols' vertically integrated business model guarantees quality and control at every stage of its divisions' value chain. This model also adds value by ensuring continuity of supply and reducing transactional costs, among other benefits. Grifols is a leading global manufacturer of plasma-derived medicines, with a solid reputation built on its ability to compete in dynamic, fast-paced environments.



#### 4. IN-HOUSE ENGINEERING

### GRIFOLS ENGINEERING, ON THE CUTTING EDGE OF INNOVATION

The production process to obtain plasma products requires advanced technology and ongoing innovation. The company relies on Grifols Engineering to spearhead its diverse manufacturing projects and facilities. Specialized in engineering solutions for pharmaceutical and biotechnology processes, this company represents a differential value in terms of costs, project execution and the quality of integrated innovations, including trailblazing technologies to reduce environmental impact.



#### 5. EXPERIENCE IN INTEGRATING COMPANIES

### ADDING TALENT TO MULTIPLY RESULTS

Inorganic growth has been a cornerstone of Grifols' success. Since its origins, the company has successfully integrated acquisitions as drivers of its corporate growth, providing access to new markets, expanding production and supply capabilities, promoting innovation and offering new technologies. The company has also proven experience in integrating people. By promoting teamwork, Grifols has been able to instill a robust corporate team and capitalize on its global talent pool. The acquisitions of Talecris (2011), Novartis transfusion diagnostic divisions (2014), Hologic (2017), Haema and Biotest (2018), IBBI (2019) and the Shanghai RAAS strategic alliance (2020) are examples of this pioneering strategy.



#### 6. INNOVATION

### AN ESSENTIAL COMPONENT OF GRIFOLS' DNA SINCE 1909

Pioneers pave the way and actively create processes that drive change. This quest for ongoing innovation has formed part of Grifols' DNA since 1909. In alignment with its pioneering spirit, the company is committed to exploring the therapeutic properties of blood, plasma and proteins; serving as an industry leader; and supporting science, scientific projects and those who make them possible. For this reason, Grifols' R+D+i strategy is far-reaching, encompassing both internal and external resources to address innovation based on specific therapeutic areas such as hematology, immunology, pneumology, and autoimmune and neurodegenerative diseases



#### 7. SCALABILITY

### PREPARED FOR CONTINUED GROWTH

Grifols has the necessary infrastructure and experience in planning future needs to maintain a path of sustainable growth based on continuous improvement and the optimization of processes and costs. Its solid manufacturing presence in the United States, Spain, China and Germany has enabled a scaled global dimension with a distinctly global dimension. Today, the company markets its products in more than 100 countries, with plans to bolster its presence in China, Canada, the Middle East and Africa through its alliances and strategic partners.

# SOLID AND STRATEGIC CORPORATE GOVERNANCE



For global organizations, a robust corporate governance structure with a strategic vision is crucial to generating long-term value for stakeholders and society. At Grifols, integrity, honesty, transparency and compliance with the highest ethical standards form the cornerstones of its organizational culture and corporate governance framework.

The General Shareholders' Meeting serves as Grifols' governing body and is the final decision-making authority in all matters that correspond to it. Grifols encourages all shareholders to participate, requiring no minimum number of shares to attend the meeting.

In light of the COVID-19 pandemic and in accordance with the law, Grifols held its 2020 Ordinary General Shareholders' Meeting exclusively by telematic means on October 9, without the physical presence of shareholders or their representatives, through a remote connection and live broadcasting on the company's corporate website. The meeting's participants reflected 73.6% of stock capital with voting rights. The votes delegated to the Board represented 78.3% of the quorum and 57.6% of the share capital. Among the issues approved, the shareholders agreed to amend the company's articles of association to

specifically include the option of attending the General Shareholders' Meeting by telematic means to facilitate the participation of shareholders and their representatives in the future.

The Board of Directors is Grifols' highest decision-making body except for matters that are the exclusive competence of the General Shareholders' Meeting. The Board of Directors establishes general policies, corporate strategy and basic management guidelines, as well as supervises and monitors the actions of Grifols' management to ensure the company attains its objectives and meets stakeholder expectations.

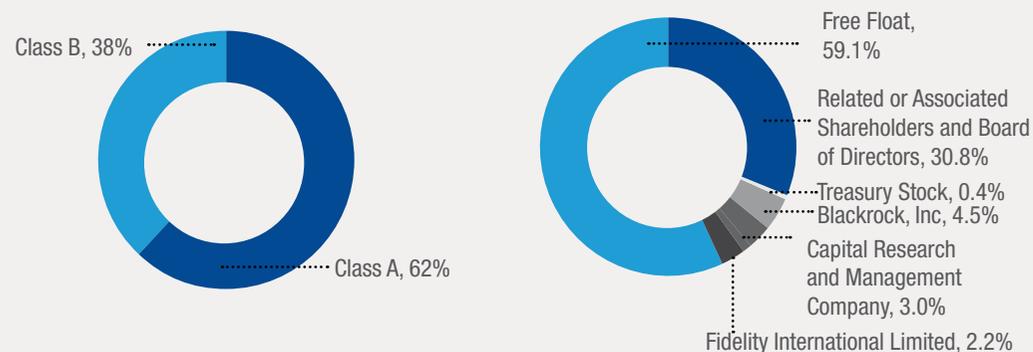
In 2020, Grifols continued to reinforce its corporate governance bodies with the creation of the Sustainability Committee, delegated by the Board of Directors. This newly formed committee will advance Grifols' efforts as a company renowned for its sense of responsibility, transparency and commitment to stakeholders.

The roles of the President and CEO are separated at Grifols. Victor Grifols Roura holds the role of non-executive chairman, offering his strategic vision and vast experience to ensure shareholders' long-term

interests. As of January 1, 2017, the group's top executive and management responsibilities are shared by co-CEOs Raimon Grifols Roura and Víctor Grifols Deu.

Every year, Grifols publishes its Corporate Governance Report, which is subject to approval by the Board of Directors. This report outlines Grifols' ownership structure, management framework, related parties transactions, risk control systems, General Shareholders' Meeting, internal control and risk management systems regarding the disclosure of financial information (SCIIF), degree of compliance with corporate governance recommendations and other relevant information.

## SHAREHOLDER STRUCTURE



Source: 2020 Annual Corporate Governance Report.

## LEGAL FRAMEWORK

As a listed company in Spain and the United States, Grifols complies with all applicable legislation in both countries. The company periodically reviews its regulations to incorporate new guidelines and best practices into its regulatory frameworks.

### External regulatory framework

- Companies Act (Ley de Sociedades de Capital), Securities Market Act (Ley del Mercado de Valores) and other applicable Spanish regulations
- Spain's National Securities Market Commission's (CNMV) Good Governance Code of Listed Companies
- CNMV's 3/2017 Technical Guide on Audit Committees at Public-Interest Entities
- CNMV's Technical Guide 1/2019 on Nomination and Remuneration Committees at Public-Interest Entities
- U.S. Securities and Exchange Commission (SEC) guidelines
- NASDAQ Guidelines on Corporate Governance
- U.S. 2002 Sarbanes-Oxley Act

### Internal regulatory framework

- Articles of association
- Regulations of the Board of Directors
- Internal codes and regulations (see section)
- Corporate policies (see section)

## A LISTED COMPANY, WITH NO EXTRA-STATUTORY OR CONCERTED ACTIONS

The share capital of Grifols S.A. currently stands at EUR 119,603,705, represented by:

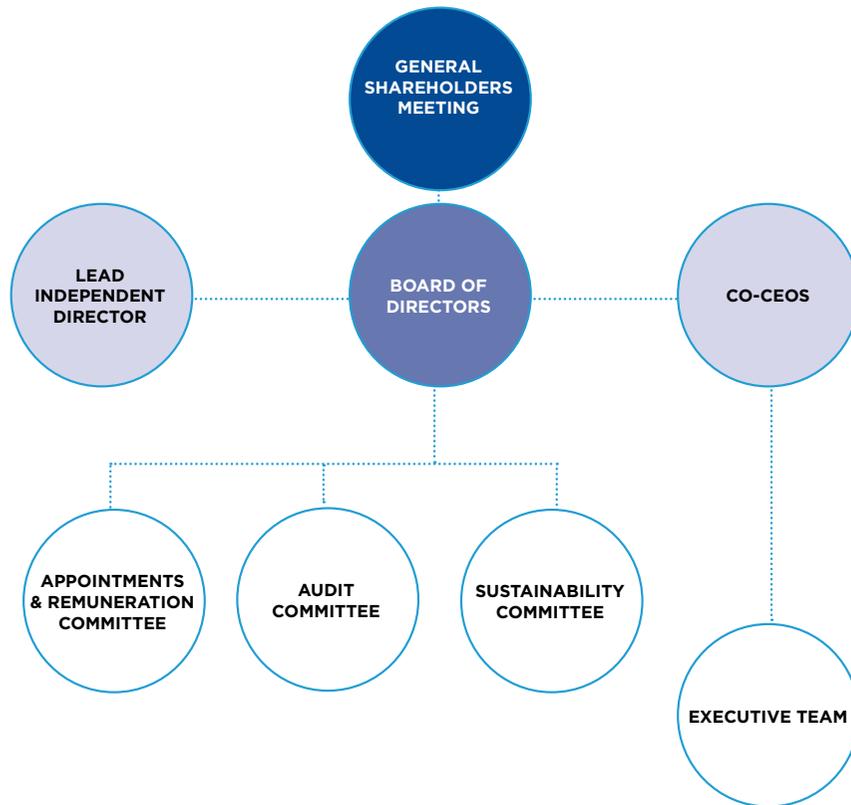
- Class A shares: 426,129,798 ordinary shares with voting rights and par value of EUR 0.25, listed on the Barcelona, Madrid, Valencia and Bilbao stock exchanges and Continuous Market (SIBE).
- Class B shares: 261,425,110 shares with non-voting rights with some economic preferential rights and par value of EUR 0.05, listed on the Barcelona, Madrid, Valencia and Bilbao stock exchanges and Continuous Market (SIBE). These shares have a preferred dividend of EUR 0.01 per share.

Grifols has two American Depositary Receipt (ADR) programs in the U.S: Level I ADR for its Class A Shares and Level III ADR for Class B Shares. Level I ADR trade in U.S. dollars on OTC markets and Level III ADRs are traded in U.S. dollars on the NASDAQ exchange.

In addition, Grifols' articles of association provide that, in order to protect the rights of the Class B shares, corporate resolutions on specific "Extraordinary Matters", such as any resolution or amendment to the company's bylaws that directly or indirectly undermine or adversely affect the rights, preferences or privileges of Class B shares, require, in addition to their approval in accordance with the bylaws' Article 17 provisions (adoption of resolutions by simple majority of the capital present and/or represented), the approval of the majority of currently outstanding Class B shares.

There are no extra-statutory agreements or concerted actions between shareholders. Furthermore, there are no restrictions (statutory, legislative or otherwise) on the transferability of securities and/or any restriction on voting rights.

## CORPORATE GOVERNANCE STRUCTURE



## SUSTAINABILITY AS A STRATEGY

### SUSTAINABILITY COMMITTEE

Firmly committed to creating value for its stakeholders and improving its economic, social, environmental and corporate governance performance, Grifols bolstered its corporate governance structure in 2020 with the creation of a Sustainability Committee to show Grifols' dedication in being a responsible and transparent company.

Delegated by Grifols' Board of Directors, the Sustainability Committee will outline the firm's core principles and commitments regarding its environmental and social responsibility, as well as the inclusion of financial and non-financial ESG (environmental, social and governance) criteria.

The establishment of this committee, integrated into the business model to amplify value-creation and the positive impact of its global operations, is a clear testament to Grifols' commitment to long-term sustainability and its staunch support of the United Nations Sustainable Development Goals (SDGs).

The Sustainability Committee includes three members: Thomas Glanzmann (Chairman), Íñigo Sánchez-Asiain Mardones and Enriqueta Felip Font. Núria Martín Barnés serves as the committee's non-member secretary.

### SUSTAINABILITY POLICY

Grifols' Board of Directors also approved a new Sustainability Policy to reinforce the firm's fundamental principles and commitments regarding its environmental and social responsibility and to provide a framework for their integration into Grifols' business model.

## ■ CORE PILLARS OF GRIFOLS' CORPORATE GOVERNANCE

Human rights, the promotion of ethics and integrity, and the fight against corruption and bribery are the core pillars of Grifols' corporate governance.

### **HUMAN RIGHTS**

The company aims to encourage and preserve the welfare of all communities in which it operates, promoting corporate responsibility and human rights in all of its activities, using international references as a starting point (United Nations Global Impact, OECD Guidelines for Multinational Enterprises, UN Human Rights, and ILO Tripartite Declaration of Principles Concerning Multinational Companies). Grifols refuses any child or form of forced labor in the entire value chain.

### **ETHICS AND INTEGRITY**

The Grifols Ethics Helpline allows employees and outside collaborators to confidentially raise their concerns of possible legal noncompliance or misconduct.

### **AGAINST CORRUPTION AND BRIBERY**

Through the Anti-Corruption Policy, the Crime Prevention Policy, a robust criminal risk management system and various mechanisms to prevent anti-competitive practices and money laundering.

## ■ TRANSPARENCY AS A VALUE, OBLIGATION AND COMMITMENT

Grifols promotes transparency in its relations with all stakeholders, including patients, patient associations and people involved in the management of public affairs.

### **INTERACTIONS WITH HEALTHCARE ORGANIZATIONS AND PROFESSIONALS**

The Grifols Global Compliance Program establishes internal processes and procedures regarding transfers of value to healthcare professionals and organizations, including their approval on behalf of the pertinent committees.

### **MANAGEMENT OF PUBLIC AFFAIRS**

Advocacy is a legitimate activity. For Grifols, this entails educating them about the unique nature of plasma medicines and the importance of unrestricted access for patients to all products in all appropriate sites of services. The Grifols Code of Conduct and Anti-Corruption Policy offer guidelines and standards of interaction between Grifols and public officials.

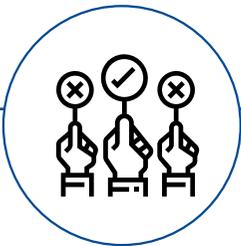
In the U.S., Grifols complies with all federal, state and local regulations. This includes submitting regular transparency filings to the U.S. Congress as required by the Lobbying Disclosure Act (LDA). Grifols is also a voluntary member of the European Union Lobbying Transparency Register.



# SAFETY AND QUALITY IN THE BIOSCIENCE DIVISION

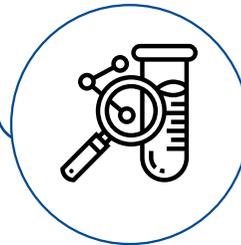


## DONATION



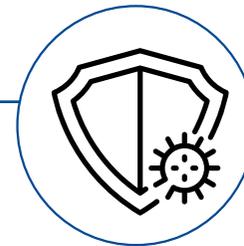
### DONOR SELECTION

Grifols only uses plasma from qualified donors collected in centers approved by competent health authorities. Donors are subject to annual medical exams and routine health screenings before every donation. The company does not discriminate against potential donors on the basis of ethnicity, gender or socioeconomic status. Only donors who are committed to the donation process, have a permanent local residence and meet rigorous health and safety criteria are accepted. Grifols plasma centers are subject to regular inspections.



### ANALYSIS OF DONATED PLASMA

All units of donated plasma are analyzed in laboratories licensed by the FDA, EMA and other healthcare authorities. More than 10 analyses are performed on each unit of plasma, including tests for hepatitis A, B and C, HIV and parvovirus B19, using highly sensitive techniques such as NAT (Nucleic Amplification Techniques) and ELISA (Enzyme-Linked Immunosorbent Assay) to detect viral antigens, antibodies or pathogens. Once the plasma units are in production, every batch is tested at various stages during the production process. In total, 18 different analyses are performed depending on the type of plasma.



### INVENTORY HOLD

All plasma units that pass the initial viral testing are subject to a 60-day inventory hold before being released into production. The results of the hold sample are verified against the new donation to reconfirm the absence of viruses and pathogens. During the pandemic, the FDA reduced the required inventory hold from 60 to 45 days to guarantee sufficient supply of plasma-derived medicines. Grifols has applied the new regulation, under exceptional circumstances, for a limited amount of plasma in order to help guarantee the supply of plasma medicines while maintaining the same levels of safety and quality.

- WHO: recommendations for the production, control and regulation of human plasma for fractionation (WHO Technical Report Series, No. 941)
- Directive 2002/98/CE that sets the standards for the quality and safety for the collection, testing, processing, storage and distribution of human blood and blood components
- EMA Guideline on Plasma-Derived Medicinal Products
- 21CFR Part 640: additional standards for human blood and blood components
- Local regulations in countries where hemoderivatives are distributed
- PPTA standards adhered to voluntarily by Grifols
- European Pharmacopoeia

## PRODUCTION

## POST-SALES

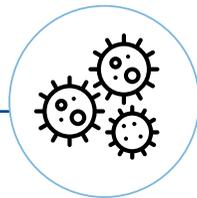


### QUALITY MANAGEMENT SYSTEMS IN ALL PRODUCTION FACILITIES

After plasma has been approved for production, the manufacturing process begins. This process primarily entails the fractionation or protein separation process; purification; specific viral-inactivation processes; sterile filling; and secondary packaging. All operations are carried out in accordance with Good Manufacturing Practices (GMP).

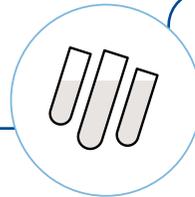
All of Grifols' manufacturing plants have a Pharmaceutical Quality System and a rigorous quality-control system. The production processes are also subject to a strict internal quality control program that ensures the quality, safety and efficacy of each manufactured batch. Additionally, the competent authorities carry out their own corresponding controls in accordance with the regulations in force in each country before any commercialization.

Grifols' production facilities have never been closed due to non-compliance with regulations.



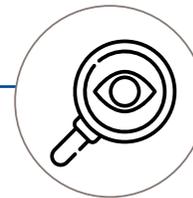
### ELIMINATION OF VIRUSES AND OTHER PATHOGENS

During the production phase, approved plasma undergoes rigorous testing and purification processes, including several pathogen-elimination steps, viral inactivation and virus-removal techniques to guarantee the highest possible levels of safety. Depending on the product, the manufacturing process may include heat, pasteurization, solvent/detergent and/or nanofiltration treatments.



### STERILE FILLING

After purification, the product is sterilized using a proprietary sterile-filling process developed in-house by Grifols Engineering. Grifols' sterilization process is used as a reference within the industry.



### PRODUCT TRACKING AND TRACEABILITY

Before releasing any plasma-derived medicine, Grifols labels product vials with a unique code, which includes a laser etching of the lot number to ensure traceability. Moreover, all products include a holographic seal to verify their inviolability and authenticity. A robust Pharmacovigilance System is just another reflection of the company's safety pledge.

Additionally, Grifols voluntarily rolled out the PEDIGRI® system, which provides healthcare professionals detailed information on the plasma used to manufacture a specific unit of product, as well as a certificate of the testing performed. For more than 20 years, Grifols has been the only company to offer information on the source and traceability of its plasma

- Good Pharmacovigilance Practices, EMA
- 21 CFR 50
- Local regulations in countries where hemoderivatives are distributed

- Good Pharmacovigilance Practices, EMA
- Code of Federal Regulations (CFR): 21 CFR 11, 21 CFR 210, 21 CFR 211, 21 CFR 600, 601, 610, 630 and 640
- Local regulations in countries where hemoderivatives are distributed
- Good Manufacturing Practices, Pharmaceutical Inspection Co-operation Scheme (PIC/S)
- European Pharmacopoeia
- American Pharmacopoeia
- Local regulations in countries where hemoderivatives are distributed

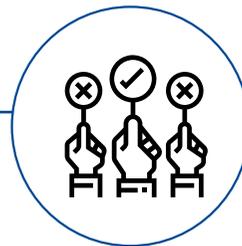


# SAFETY AND QUALITY IN THE DIAGNOSTIC DIVISION



## NEW DEVELOPMENTS

The Diagnostic Division has processes overseeing the development of new products and design changes based on three core elements: risk management; the integration of the diverse components used in each diagnostic system; and comprehensive traceability, from stipulations for deliverables used in the manufacturing process to customer support services. All products are subject to a numerous verifications and validations, including analytical and clinical performance studies; hardware and software verifications; and analyses to achieve interoperability of system elements, usability and reliability.

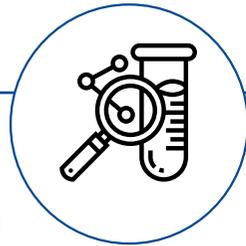


## SUPPLIER CONTROLS

The Diagnostic Division defines requirements to assess, approve and monitor suppliers, and classifies them according to their relevance in the production process, giving preference to local suppliers whenever possible. Results are documented in a supplier evaluation registry, with potential new suppliers accepted or rejected depending on the results of this analysis and a detailed homologation of the supplied materials.

Grifols reassesses its quality system and standards for key suppliers every three years - and every five years in the case of important suppliers - to guarantee quality compliance at all times. The division also regularly evaluates its quality markers.

- Code of Federal Regulations (CFR): 21CFR sec 820.50 "Purchasing controls"
- ISO 13485:2016 Sc. 7.4.1 "Purchasing process"

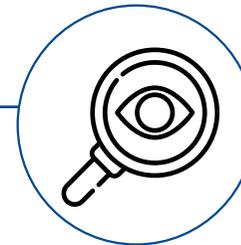


## SAFETY AND CONTROL STANDARDS IN PRODUCTION

The Diagnostic Division ensures the safety, efficacy and quality of its products through a range of production and quality management processes based on risk analysis, qualification and validation of processes, industrial equipment and analytical techniques. The division also implements lean manufacturing techniques, GMPs, automation, digitalization, continuous-improvement practices and ongoing training to assure the quality of its processes.

Grifols installations and industrial equipment are designed and developed to comply with the highest standards in the biotech sector.

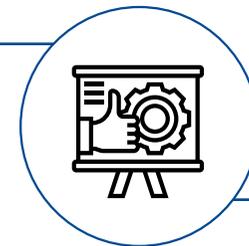
- ISO 14971:2019 “Medical devices – Application of risk management to medical devices”
- Code of Federal Regulations (CFR): 21CFR820 “Quality System Regulation”
- Code of Federal Regulations (CFR): 21CFR600 “Biological Products: General”
- ISO 13485:2016 “Medical devices – Quality management systems – Requirements for regulatory purposes”
- Regulations under the Medical Device Single Audit Program (MDSAP)
- ISO 14971 “Medical devices – Application of risk management to medical devices”
- IEC 62304:2006 “Medical devices software – Software life cycle processes”



## CONTROL AND SAFETY IN THE MARKET

The Diagnostic Division has a global system established to manage maintenance, claims and customer services. This system enables traceability of the device, reagent batch and healthcare provider associated with the surveillance system. All changes to products follow a strict protocol to ensure their proper functioning in client installations, including information updates. Grifols diagnostic products include a Unique Device Identifier (UDI), in accordance with the GS1 standard.

The Diagnostic Division also has procedures to safeguard cybersecurity and protect personal data collected in in-vitro diagnostic programs and devices, in accordance with applicable standards and regulations.



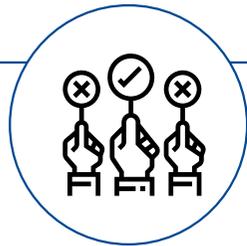
## PRODUCT LICENSES

The production, marketing and sale of products must obtain installation, manufacturing, import and distribution licenses, as well as product authorizations and registrations from the competent authorities in countries where they are sold.

- ISO 13485, MDSAP, IVDD, IVDR, 21CFR 600, 21CFR820 and country-specific regulations



# SAFETY AND QUALITY IN THE HOSPITAL DIVISION



## SUPPLIER CONTROLS

Grifols has implemented a quality system to approve, track and evaluate service providers and manufacturers of materials used during the production process. The Hospital Division's quality system includes two core components:

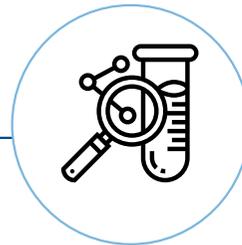
### Quality Assurance (QA)

This department registers relevant quality documentation for internal information systems, including GMP and ISO certifications, among others, which are continuously updated.

### Supplier Quality Committee

The committee holds at least one meeting every six months to verify the quality of suppliers and manufacturers. The committee includes QA leaders, technical directors from the Barcelona and Murcia plants and senior managers from R+D+i, purchasing, production and quality assurance.

- Applicable GMP-related regulations and 13485 certification for medical devices.

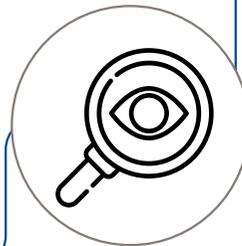


## SAFETY AND MANUFACTURING CONTROLS

Grifols adheres to the highest standards of quality and safety in its manufacturing facilities to make sure its products and services comply with all applicable guidelines. This commitment to safety allows Grifols to continuously improve the quality and efficiency of its processes to benefit patients and healthcare professionals. Several committees – quality standards, suppliers, production quality, change control and R+D+i – oversee the evaluation system, placing particular emphasis on quality, KPIs and quality objectives planning.

Grifols also uses a change management system to ensure the traceability and safety of any modifications in the product, process or facilities. The impact of every change is analyzed and assessed from regulatory, quality, validations, documentary, normative, occupational health and safety perspectives. A risk assessment is carried out to evaluate the impact of this change on these areas and finally, the Change Control Committee analyzes and assesses the information and, when appropriate, authorizes the change and its implementation.

- Quality Management System Control: GMP, ISO Certifications 1348, MDSAP, FDA 21CFR820 and CFR 210, ANVISA, SOR 98-282, among others.



## PRODUCT LICENSES

The production, marketing and sale of products are subject to registration with the competent authorities in the countries where they are sold.

- Applicable regulations in compliance with local jurisprudence for obtaining product licenses.

# SAFETY AND QUALITY INDICATORS



As a result of the COVID-19 global healthcare crisis, in-person inspections, audits and controls can pose a health risk. At the same time, both inspectors and those being inspected are subject to mobility restrictions and limited access to facilities. In 2020, to minimize risks and maintain normal supervisory procedures, most supplier audits were carried out remotely. Grifols installed leading-edge video-communication and document-exchange platforms, with access to both in-house and third-party systems, to facilitate this process.



## BIOSCIENCE DIVISION

**INTERNAL AUDITS**

314

**INSPECTION DAYS IN PLASMA CENTERS**

308

**INSPECTIONS BY HEALTH AUTHORITIES AND ACCREDITED INSPECTION AGENCIES**

269

**SUPPLIER QUALITY AUDITS**

336  
100% favorable  
87% remotely



## DIAGNOSTIC DIVISION

**INTERNAL AUDITS**

45

**ROUTINE INSPECTIONS BY OFFICIAL INSTITUTIONS**

9

**SUPPLIER QUALITY AUDITS**

23  
100% favorable  
83% remotely



## HOSPITAL DIVISION

**INTERNAL AUDITS**

32

**ROUTINE INSPECTIONS BY OFFICIAL INSTITUTIONS**

6

**SUPPLIER QUALITY AUDITS**

11  
100% favorable  
64% remotely

# DONATING PLASMA IS SAFE



## REGULATIONS FOR PLASMA DONATIONS

WITH A NORMAL DAILY DIET AND ADEQUATE INTAKE OF WATER, THE BODY CAN RECOVER THE PLASMA PROTEINS AND LIQUID EXTRACTED DURING DONATION WITHIN A DAY

There are two ways to obtain plasma: recovered plasma, derived from whole blood, and source plasma, obtained through plasmapheresis.

The collection of source plasma exclusively for fractionation purposes is regulated by the U.S. Food and Drug Administration (FDA) and other global health authorities. In addition to universal good manufacturing norms and procedures by health agencies, the Plasma Protein Therapeutics Association (PPTA) also defines and monitors additional voluntary standards as part of the voluntary IQPP (International Quality Plasma Program) certification. In Europe, it is regulated by the European Medicines Agency (EMA).

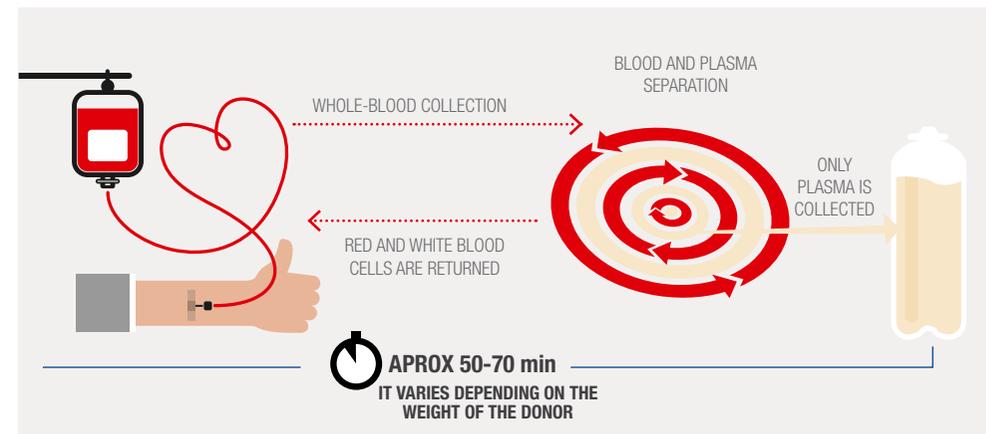
Plasmapheresis is a technique by which plasma is separated and removed and blood cells, platelets and other components are returned to the donor. The body is able to regenerate the volume of collected proteins in less than 24 hours following a plasma donation, a shorter recovery compared to that whole-blood donations.

The requirements for donating convalescent plasma are regulated by healthcare authorities, including the FDA and EMA.

## PLASMAPHERESIS: A SAFE WAY OF DONATING ONLY PLASMA

Plasmapheresis is an automatic plasma-extraction process used in all of Grifols' donation centers. A safe and sterile medical procedure, it involves separating plasma from the blood and returning the remaining components (including red and white blood cells) to

the donor. Plasmapheresis is the most effective way to remove plasma from the blood, shortening the recovery process and in turn, facilitating a higher frequency of plasma donations without impacting the donor's health.



More information visit  
<https://www.fda.gov/about-fda/fda-en-espanol/done-plasma-del-covid-19>  
[https://ec.europa.eu/health/blood\\_tissues\\_organ/covid-19\\_en](https://ec.europa.eu/health/blood_tissues_organ/covid-19_en)

## REASONS TO DONATE



### PLASMA DONATIONS SAVE LIVES

Plasma-derived medicines are used to treat or prevent severe conditions and diseases in various medical fields including pneumology, hematology, immunology, neurology, infectious diseases and traumatology. Plasma donors help save lives and improve the quality of life of thousands of patients worldwide.



### PLASMA CANNOT BE ARTIFICIALLY MANUFACTURED

Plasma cannot be created in a lab or produced synthetically. These life-saving medicines are possible thanks to the generosity of volunteer plasma donors.



### CONVALESCENT PLASMA CAN HELP IN THE FIGHT AGAINST COVID-19

Plasma from recovered COVID-19 patients – also known as convalescent or convalescent plasma – is a therapeutic option to combat the disease since it contains specific antibodies against SARS-CoV-2, the virus responsible for COVID-19. It can be used for both direct transfusions and to produce hyperimmune immunoglobulin.

## ONLY TRULY COMMITTED PEOPLE ARE QUALIFIED DONORS

Grifols only collects plasma from qualified and regular donors, who must undergo a physical exam and thorough medical evaluation to be classified as qualified donors and begin the donation process. In addition, they must also carry out two separate donations over a six-month period. Collected plasma is subject to rigorous analyses to screen for possible communicable diseases.

Collecting plasma from two different donations makes it easier to determine if the donor is healthy and suitable to donate plasma. Without a second donation, the first donation cannot be used and must be discarded. Grifols never uses plasma from occasional or sporadic donors. Plasma donors commit themselves to undertake regular donations, and once they become qualified donors, they are subject to annual medical exams and routine health screenings before every donation.

THE COVID-19 PANDEMIC HIGHLIGHTED THE IMPORTANCE OF PEOPLE WHO HAVE RECOVERED FROM THE DISEASE IN DONATING PLASMA TO HELP OTHERS

# REQUIREMENTS FOR PLASMA DONORS

## WHO ARE QUALIFIED DONORS?

- A qualified donor must donate at least twice over a six-month period
- A qualified donor can donate as often as twice in a seven-day period, with a full rest day in between in the U.S. and two days in Europe

## DOCUMENTATION

- Valid photo ID: Driver's license, state-issued ID, passport, military identification or student ID card
- Proof of Social Security Number
- Proof of residence

## VERIFICATION OF WEIGHT, BLOOD PRESSURE, PULSE AND TEMPERATURE, AND ANEMIA AND PROTEIN LEVELS CONTROL

NOT EVERYONE CAN DONATE PLASMA

18-68 YEARS (EUROPE)

18-69 YEARS (U.S.)

+50 KG

MEDICAL EXAM

## DONORS UNDERGO BLOOD TESTS FOR EVERY DONATION

- Screening for HAV, HBV, HCV, HIV and B19 virus using genomic amplification tests (Nucleic Amplified Testing; NAT)
- Serologic tests for HBsAg (Hepatitis B surface antigen), Hepatitis C antibodies (anti-HCV) and HIV antibodies
- Other periodic tests

PLASMA FROM FIRST-TIME DONORS WHO DO NOT RETURN FOR A SECOND DONATION IS NEVER USED TO MANUFACTURE PLASMA-DERIVED MEDICINES. THESE UNITS ARE DESTROYED OR USED FOR DIAGNOSTIC PURPOSES AS A REAGENT

# GRIFOLS' COMMITMENT TO DONORS



## BASED ON THE DECLARATION OF HUMAN RIGHTS

- Respect for human dignity and human rights are embedded in all Grifols operations, which support the fundamental pillars of the Universal Declaration of Human Rights (1948), the Helsinki Declaration (1964) and UNESCO's Universal Declaration on Bioethics and Human Rights (2005).
- Grifols does not discriminate donors based on their gender, race, ethnicity or socioeconomic status, although it only uses plasma from qualified donors to produce its plasma-derived medicines in accordance with the regulation of the countries where it operates.
- Ensuring the health, safety, well-being and dignity of plasma donors is Grifols' top priority.



## EQUAL TREATMENT

- Grifols adheres to the same quality and safety criteria in all of its plasma centers and for all of its donors.
- Donors throughout Grifols' network of plasma centers benefit from the same strict criteria of quality and safety, regardless of where they come from. There are no exceptions.



## RECOGNITION FOR DONORS' TIME AND COMMITMENT

- Grifols recognizes the time and effort that it takes donors to donate plasma on a regular basis and compensates them for it. Grifols compensates donors for their commitment, which includes undergoing thorough health screenings, and for being regular plasma donor.
- The compensation serves as an incentive and fosters altruism. Thanks to its donor compensation policy, Grifols is able to collect plasma to provide patients worldwide with essential life-saving plasma-derived medicines.
- Grifols' compensation policy applies equally to all donors. No distinction is made in terms of the volume of plasma collected or donors' weight, although they must weigh at least 50 kg. to donate plasma.
- The compensation that Grifols' regular donors receive for their time supplements their monthly income and positively impacts the communities where donation centers are located. More information on the company's social impact on donors and local communities, please see the "Grifols' Social Impact" section.
- Plasma donors also have the option of waiving part or all of their compensation to support one of the non-profit organizations under the umbrella of Grifols' non-profit Plasma Possibilities program. Since the program was launched in 2017, Plasma Possibilities offers the chance to help twice: by donating plasma and by helping NGOs. It has helped raise more than USD 80,000 (USD 35,000 in 2020) for more than 40 U.S. non-profit charity organizations (19 in 2020).

# ENSURING THE HEALTH OF OUR DONORS IS OUR HIGHEST PRIORITY



## PLASMA SURVEILLANCE DATA SUPPORTS THE SAFETY OF DONATIONS

In line with data from previous years, Grifols' plasma surveillance information from 2019 indicates that side effects in donors, or Donor Adverse Effects (DAEs), were very low.

Considering the 9 categories established by the Plasma Protein Therapeutics Association (PPTA) and as a percentage per 10,000 donations, only 0.2% of all donations in 2020 caused any side effects. With regard to serious adverse effects, including embolisms, anaphylaxis, severe reactions to immunization or cardiovascular events, none has been registered.

The predominant, but minimal, side effects are local injuries related to phlebotomy events, mainly hematomas, and hypotensive events, accounting for about 0.1% of total Grifols' donations each.



## STUDIES THAT CONFIRM DONOR SAFETY

As part of its commitment to the health and safety of plasma donors, Grifols spearheads a range of initiatives, both directly and through collaborations with scientific organizations, to support research on the potential residual effects of plasmapheresis on donors:

### STUDY ON BLOOD PRESSURE

Donating plasma through plasmapheresis involves the removal of a weight-adjusted volume of plasma and the return of cellular components to the donor. Although plasma volumes generally return to normal, a study was carried out to determine the possible residual effects of plasmapheresis on blood pressure.

The findings indicate that systolic and diastolic blood pressure may decrease following plasmapheresis used for plasma donations at less-than-14-day intervals in donors with high baseline blood pressure levels.

For donors with normal blood pressure, no reduction in blood pressure levels was observed.

**0** Research reference: The Effect of Plasmapheresis on Blood Pressure in Voluntary Plasma Donors - PubMed (nih.gov)

### STUDY ON CHOLESTEROL LEVELS

LDL apheresis is used to treat patients with familial hypercholesterolemia, and low-volume plasmapheresis for plasma donation may similarly lower cholesterol levels in some donors. This study was designed to assess the effect of plasmapheresis on total LDL and HDL cholesterol levels in a plasma donor population.

Based on the study's findings, total and LDL cholesterol levels in donors with elevated baseline cholesterol levels may decrease during routine voluntary plasmapheresis.

For donors with normal cholesterol levels, no reduction in those levels was observed.

**0** Reference: Prospective Multicentre Study of the Effect of Voluntary Plasmapheresis on Plasma Cholesterol Levels in Donors - PubMed (nih.gov)

### STUDY TO EVALUATE IRON LEVELS

Whole blood and red blood cell (RBC) donors are at risk of iron deficiency. In plasma donations using the plasmapheresis technique, only plasma is removed and red blood cells are returned to the donor, so the risk of iron depletion appears low. The study concludes that few source plasma donors have iron depletion and it is not higher in frequent donors. Frequent source plasma donation does not adversely impact iron stores, making it unnecessary to monitor donor iron status or iron supplementation.

**0** Reference: Frequent Source Plasma Donors Are Not at Risk of Iron Depletion: The Ferritin Levels in Plasma Donor (FLIPD) Study - PubMed (nih.gov)



# INNOVATION IN GRIFOLS



Grifols' R+D+i strategy is based on a comprehensive approach that encompasses both in-house and investee-led initiatives that are complementary to the company's core operations, with third-party investments and collaborations serving as an extension of its R+D+i efforts. This holistic research approach, combined with its sustainable growth strategy, further reinforces Grifols commitment to patients as a fundamental pillar, and has led the company to continue to focus, even more, on disease management, promoting innovation beyond plasma-derived therapies.

Grifols' integrated research strategy, which includes both in-house and external projects, is centered on these major therapeutic areas: immunology,

hematology, pneumology, neurodegeneration, hepatology, autoimmunity and neuroimmunology.

Grifols Scientific Innovation Office spearheads the company's global R+D+i strategy. As part of its functions, the Scientific Innovation Office evaluates and expedites research projects; oversees the development of innovative treatments, products and services; and promotes continuous improvement of existing products and operations. It also nurtures ties with key agents in the innovation ecosystem, including academic and research institutions.

The scope of Grifols Scientific Innovation Office spans across different corporate areas: the Bioscience Division's R+D+i department; Grifols Innovation

and New Technology (GIANT), responsible for channeling the group's investments in R+D+i firms and research-related initiatives; plasma-science projects led by Alkahest; the Scientific Innovation Operations department; the Medical Affairs area; and the Intellectual Property Office, which manages issues related to patents and trademarks.

Grifols Scientific Innovation Office is led by the Chief Scientific Innovation Officer, who reports directly to the CEOs and liaises with various functional areas to submit projects for review before interdisciplinary committees. Defined by therapeutic areas, these in-house committees convene regularly to assess projects and identify, evaluate and prioritize new opportunities.

The company also has a Scientific Review Board, which monitors and reviews the progress of in-house research initiatives from a technical standpoint and assesses the potential value of research opportunities in Grifols' investees. This cross-functional committee includes executives from Grifols Scientific Innovation Office and from the R+D+i areas of the Bioscience and Diagnostic Divisions.

## CORE OBJECTIVES OF GRIFOLS SCIENTIFIC INNOVATION OFFICE



**RESPOND**

Meet market needs and promote competitiveness



**ADVANCE**

Deliver new therapies, products or services and improve existing ones



**IMPROVE**

Enhance production processes



**GROW**

Drive long-term growth & profitability while expanding the product portfolio

# R+D+i RESOURCE ALLOCATIONS



## INVESTMENT IN R+D+i

+16.8M€  
to COVID-19



### RESOURCES ALLOCATED TO COVID-19

- More than 30 people dedicated to researching and advancing treatments and detection tests
- Coordinated efforts between U.S. and Spanish research centers
- Collaborations with research and healthcare authorities around the world
- More than 25 projects underway

298  
M€



### HUMAN RESOURCES

1,107  
Employees dedicated to R+D+i

+100  
External researchers

+5.6%  
over revenues

INNOVATION INTENSITY  
+4 x the European average



### RESEARCH CENTERS

#### United States

- Emeryville, Los Angeles and San Diego: Bioscience and Diagnostic
- Research Triange Park and San Carlos: Bioscience
- Denver: Hospital

#### Spain

- Barcelona: Bioscience and Diagnostic Divisions
- Bilbao and Zaragoza: Bioscience and Diagnostic Divisions

#### Switzerland

- Dündingen: Diagnostic Division

# A ROBUST INNOVATION ECOSYSTEM



## GRIFOLS' INNOVATION ECOSYSTEM INCLUDES BOTH IN-HOUSE AND EXTERNAL INITIATIVES

### INVESTEES

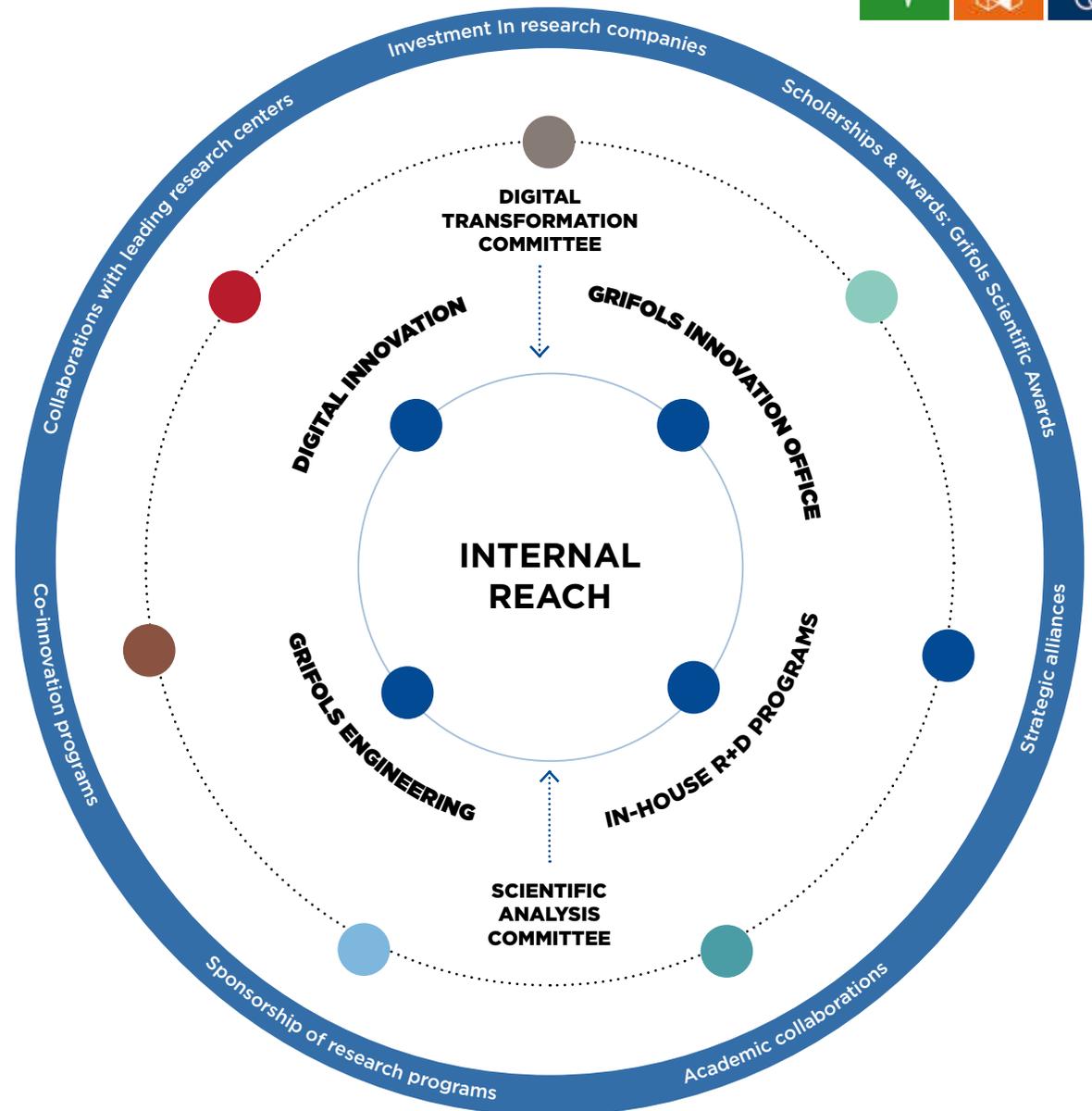
AlbaJuna Therapeutics · Spain: Development of a new antibody-based treatment with high potential to neutralize HIV and viral reservoirs at the cellular level

Araclon · Spain: Specialized in the research and development of new treatments and diagnostic tests for Alzheimer's disease

GigaGen · USA: Research and development of new recombinant immunoglobulins using immune-system cells from donors

VCN Biosciences · Spain: Research and development of oncolytic viruses to treat solid tumors

### EXTERNAL SCOPE



## GRIFOLS' INNOVATION BEYOND PLASMA-DERIVED PRODUCTS IN DIVERSE THERAPEUTIC AREAS

Therapeutic Area	Disorders/Illnesses				
HEMATOLOGY	Coagulation Disorders	Stroke	Wound healing		
HEPATOLOGY	Cirrhosis	Acute liver failure and chronic liver failure			
IMMUNOLOGY	Primary Immunodeficiencies (PIDs) Secondary Immunodeficiencies (SIDs)	Infectious Diseases	Emerging pathogens– COVID-19 Disease (SARS-CoV-2 coronavirus)	Oncology	
AUTOIMMUNE	Immune thrombocytopenia (ITP)	Kawasaki Disease	Other autoimmune diseases		
NEUROIMMUNOLOGY	Myasthenia gravis (MG)	Chronic Inflammatory Demyelinating Polineuropathy (CIDP)	Guillain-Barré Syndrome	Multifocal Motor Neuropathy (MMN)	Post-Polio Syndrome
PNEUMOLOGY	Alpha 1-antitrypsin deficiency (AATD)	Inflammatory response	Non-Cystic Fibrosis Bronchiectasis	Chronic Obstructive Pulmonary Disease (COPD)	
NEURODEGENERATION	Alzheimer's Disease (AD)	Parkinson's Disease	Mild cognitive impairment Parkinson's Disease and associated dementia	Dementia	Other Cognitive Disorders
OTHERS	Bullous Pemphigoid	Oncology	Wet or neovascular AMD (age-related macular degeneration)	Diabetic Retinopathy	

# CORE RESEARCH PROJECTS



## FIGHTING ALZHEIMER'S DISEASE: THE AMBAR PROJECT

alzheimer  
management  
by albumin  
replacement



### AMBAR IS A NEW APPROACH TO TREAT ALZHEIMER BASED ON PLASMA EXCHANGE

AMBAR is an international, multicenter, randomized, double-blind, placebo-controlled with parallel-group assignment clinical trial that enrolled patients with mild and moderate Alzheimer's from 41 treatment centers in Spain and the United States. The study was designed to evaluate the efficacy and safety of short-term plasma exchange followed by long-term plasmapheresis with infusion of albumin combined with intravenous immunoglobulin in patients with mild and moderate Alzheimer's disease (AD).

AMBAR targets a multimodal approach to managing AD based on the hypothesis that most of the amyloid-beta protein – one of the proteins accumulated in the brains of Alzheimer's patients – is bound to albumin and circulates in plasma. Extracting this plasma may flush amyloid-beta peptide from the brain into the plasma, thus limiting the disease's impact on the patient's cognitive functions. Additionally, albumin has binding capacity and antioxidant properties, and both albumin and

immunoglobulin display immunomodulatory and anti-inflammatory properties.

The AMBAR study included 496 mild and moderate Alzheimer's patients between 55 and 85 years old, who were randomized into three treatment groups and one control (placebo) group.

The company began its research on Alzheimer's disease in 2004 with several preclinical trials,

two pilot studies and a Phase II clinical trial before launching the AMBAR trial. The result of 15 years of rigorous research, these findings strengthen Grifols' investigative approach using Plasma Protein Replacement Therapies.

### AMBAR'S FINDINGS PUBLISHED IN *ALZHEIMER'S & DEMENTIA: THE JOURNAL OF THE ALZHEIMER'S ASSOCIATION*

The results of Grifols' AMBAR study were featured in the prestigious peer-reviewed publication *Alzheimer's & Dementia: The Journal of the Alzheimer's Association*. These promising findings reveal a positive impact in reducing the progression of Alzheimer's symptoms in patients treated over a 14-month period compared to untreated patients. Specifically, the results of the clinical trial's primary endpoints were supported by those obtained in the most relevant secondary endpoints, in which similar effects were observed, demonstrating both the effectiveness and safety of the treatment.

The results of the AMBAR clinical trial were previously presented at several international medical congresses.

### GRIFOLS MOVES FORWARD WITH ITS PLANS TO MAKE AMBAR A VIABLE TREATMENT OPTION FOR ALZHEIMER'S PATIENTS

The company is working on opening AMBAR Reference Centers as pilot facilities in collaboration with medical institutions, following the same standard clinical practices established in the AMBAR study. In addition to benefiting AD patients, this initiative would also offer a channel to collect more data and real-world evidence, reinforcing the clinical trial findings.

Initially, Grifols will collaborate with several AMBAR centers worldwide. Among these are the Fundació ACE in Barcelona, a key player in the study's design and development and a Grifols collaborator since 2004, when the company launched its integral Alzheimer's research strategy.

## DRIVING PLASMA SCIENCE THROUGH ALKAHEST

Grifols researches the therapeutic use of plasma proteins for age-related diseases through Alkahest, which currently has four candidates covering therapeutic products for neurodegenerative diseases, cognitive decline, neuromuscular disorders and ophthalmic indications. Grifols acquired 100% of the company in 2020.

In addition to the clinical development of specific plasma fractions and protein inhibitors, Alkahest's research is centered on better understanding the human plasma proteome. As a result, the company has developed a map of the human plasma proteome to facilitate the identification of plasma proteins and their recombinant analogues as potential therapeutic medicines. This unique proteomic platform of targets will help unlock new therapeutics and diagnostics, as well as develop new plasma proteins, new indications for currently licensed plasma proteins, biomarkers for diagnostics, recombinant proteins and antibodies, as well as small-molecule drugs.

Alkahest focuses on proteins with biological impact that change with age and has identified more than 8,000 separate proteins to date. Through the use of advanced techniques of molecular analysis at the cellular level, an array of new products are expected to enter in Grifols' discovery and development pipeline and bring new therapeutic medicines to the market.

Product	Disease
GRF6019 & 6021 Plasma proteins	Alzheimer's Disease: Mild and moderate patients ✓
	Alzheimer's Disease: Severe ✓
	Parkinson's Disease with Mild Cognitive Impairment or Dementia ✓
	Post-Operative Recovery
AKST4290 Small Molecule Inhibitor of CCR3	Neovascular Age-Related Macular Denegeation ✓
	Parkinson's Disease
	Bullous Pemphigoid
AKST1210	End-Stage Renal Disease (ESRD) Cognitive Impairment

- Jointly developed with Grifols
- Previously developed only by Alkahest - New in our pipeline
- ✓ Phase 2a Data Available



ALKAHEST HAS ALREADY IDENTIFIED MORE THAN 8,000 SEPARATE PROTEINS, SOME OF WHICH COULD RESULT IN NEW TREATMENTS FOR ALZHEIMER OR PARKINSON'S DISEASE

# PEOPLE MANAGEMENT

Grifols' employees drive the company's innovation and growth. While the COVID-19 pandemic has been challenging on many levels, it has brought out the best in the entire team, especially employees in Grifols plasma centers and production facilities. Thanks to their dedication, the company has been able to guarantee that its life-enhancing therapies, products and services reach the patients who need them.

Grifols works to ensure equal opportunities in all areas, while actively promoting diversity, inclusion and employee development. The company's commitment to its team is applied organization-wide and articulated through diverse policies, guidelines and management initiatives.



## POLICIES, GUIDELINES AND MANAGEMENT TOOLS

- Selection processes follow Grifols Recruiting Policy to ensure systematic hiring procedures that comply with current legal frameworks and support corporate values.
- Grifols makes no distinction based on race, ethnicity, gender identity, sexual orientation, age, religion or between men and women in its hiring practices, compensation or benefits packages. In accordance with the Equal Opportunities Principle, salaries for new hires are the same regardless of gender, race, religion, age, sexual identity or orientation.
- The Grifols Performance System (GPS) is used to evaluate the professional performance of the team on an individual basis each year.
- Grifols' Occupational Health and Safety Policy sets out a rigorous system for occupational health, safety and risk-prevention in the workplace.

## GRIFOLS' COMMITMENTS TO ITS TEAM



Serve as a **responsible and sustainable company** that contributes to generating economic, social and environmental value by fostering team engagement and a values-driven corporate culture.



Reflect a **diverse and inclusive company** that guarantees equal opportunity for all of its employees.



Maintain an **open dialogue** based on trust and respect with employee representatives.



**Encourage teamwork** to drive innovation by sharing insights and experiences.



Ensure the ongoing **improvement of the occupational health, well-being and safety of all employees.**



Foster **the acquisition of new knowledge and continuous training** adapted to the needs of each employee by combining specialized and transversal competencies.



**Offer a professional development model** based on a systematic approach to assess attitudes, performance and behavior, and identify strengths and areas for growth.



**Offer competitive pay packages** and properly compensate employees who contribute to the company's continued development and demonstrate significant individual and professional performance.

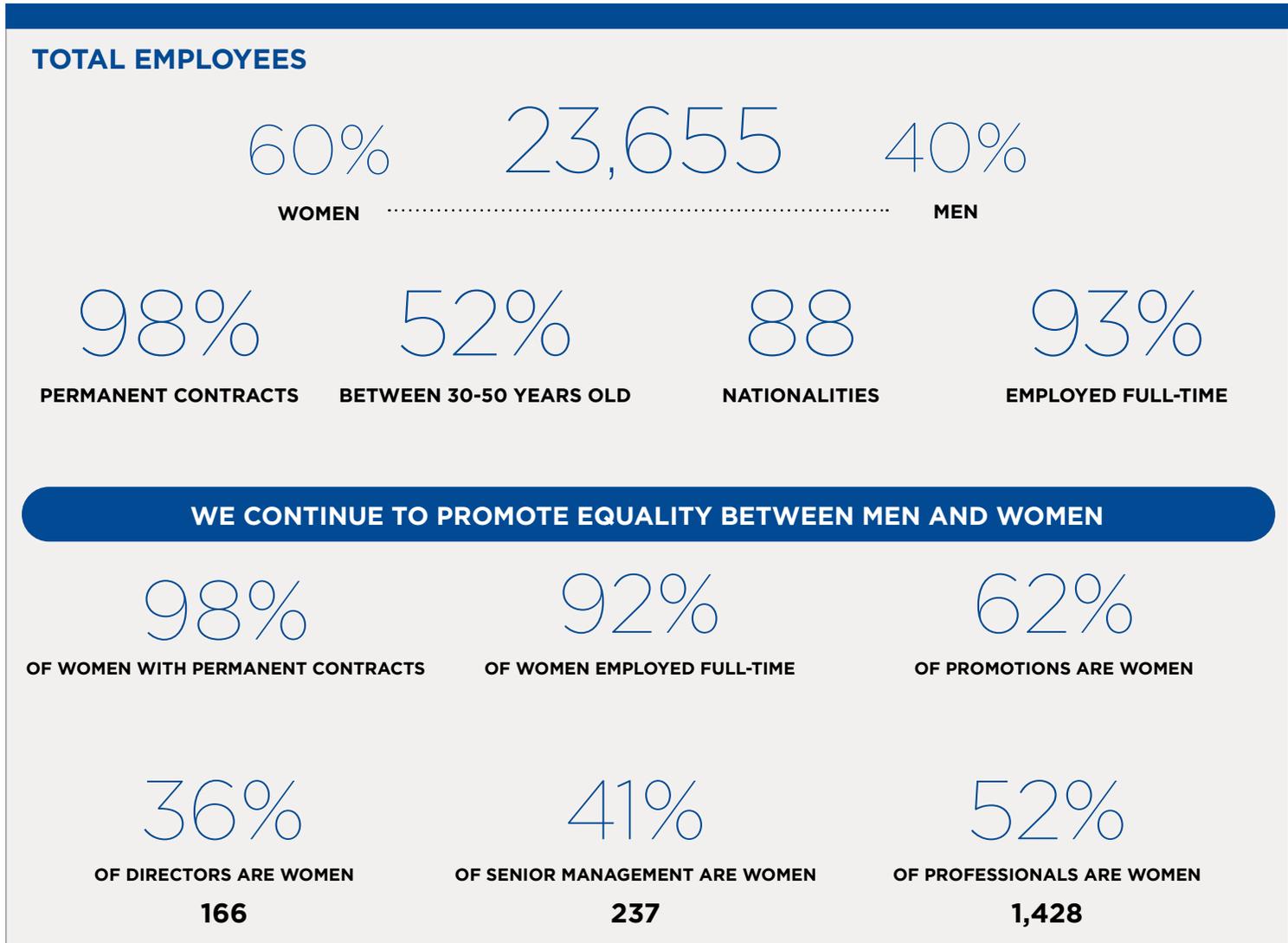
# TEAM DEVELOPMENT



At the end of 2020, Grifols' workforce was made up of 23,655 employees. The number of women in the category of executives increased to 37 (+15.6%); directors to 166 (+3.1%), senior management to 237 (+5.5%); and management to 602 (+5.0%).

The workforce grew across all geographic areas where the company operates, except for the U.S. This lack of growth mainly stems from the elevated levels of employee turnover, which are generally high in the industry. As a result, Grifols was able to adjust the size of its workforce in response to COVID-19-related fluctuations in its activities. In 2020, 5,351 people were hired (6,276 in 2019) and no layoffs or other social measures were implemented.

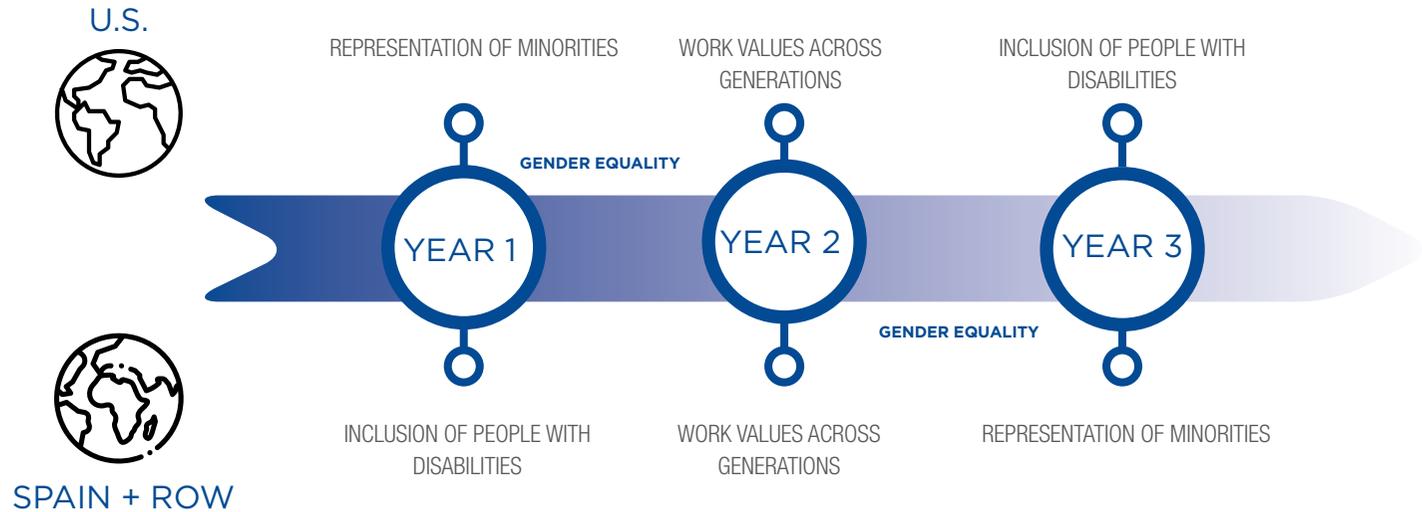
Employees have always been a priority for the company, and in 2020, Grifols once again confirmed its commitment to job creation and employment. Additionally, no Temporary Redundancy Program was presented in any of the countries where the company operates.



# DIVERSITY AT GRIFOLS



To Grifols, diversity of thought, cultures, opinion and personalities is fundamental to building high-performance teams. In 2020, the CEOs signed a statement on diversity and inclusion, which was shared throughout the organization to underscore the company's firm commitment to this area.



## RACE DIVERSITY IN THE U.S.

43%  
CAUCASIAN

22%  
HISPANIC

22%  
AFRO-AMERICAN

6%  
ASIAN

1%  
NATIVE AMERICAN

6%  
MIXED RACE AND OTHERS

## AGE DIVERSITY

29%  
UNDER 30 YEARS

52%  
BETWEEN 30-50 YEARS

19%  
OVER 50 YEARS

# TALENT MANAGEMENT AND TRAINING



Attracting, incorporating and retaining the best talent are keys to Grifols' success. In 2020, the company hired 6,762 new employees. The management and promotion of talent involves promoting training to effectively compete in today's complex and globalized business landscape. To this end, Grifols offers continuous development opportunities for its workforce, and most training initiatives focused on helping them to better manage new challenges generated by COVID-19.

The company also created an in-house online portal with a broad catalogue of resources for all Grifols employees. In addition, the company maintained its continuous development initiatives.

## GRIFOLS ACADEMY

Grifols established The Grifols Academy in 2009 as part of its staunch dedication to employees and other stakeholders. It encompasses the Professional Development Academy, the Academy of Plasmapheresis and the Academy of Transfusion Medicine. Through the Academy, Grifols offers its employees a platform for educational and professional development; cultivates its corporate philosophy and values; and provides resources and services to medical professionals dedicated to improving client care.



THE GRIFOLS ACADEMY  
PROFESSIONAL DEVELOPMENT



THE GRIFOLS ACADEMY  
PLASMAPHERESIS



THE GRIFOLS ACADEMY  
IMMUNOHEMATOLOGY

## OVERVIEW OF TRAINING



2,015,062  
TOTAL TRAINING HOURS IN 2020  
70%  
ONLINE TRAINING HOURS



99  
AVERAGE NUMBER OF  
TRAINING HOURS PER  
PERSON



64%  
TRAINING  
HOURS  
RECEIVED BY  
WOMEN



36%  
TRAINING  
HOURS  
RECEIVED BY  
MEN



+116,000  
TRAINING HOURS IN  
OCCUPATIONAL SAFETY,  
HEALTH AND ENVIRONMENT

# QUALITY EMPLOYMENT



## GRIFOLS GENDER PAY GAP: A COMMITMENT TO IMPROVEMENT

Grifols reaffirms its commitment to effective equality, which regardless of gender provides the same opportunities and the same pay for work of equal value. As part of Grifols' continued efforts to promote equal pay, the company, advised by EY as an external consultant for the year, carried out an adjusted and unadjusted gender wage gap calculation project in 2020.

The unadjusted gender pay gap is calculated as the percentage difference between the gross salary received for each hour worked by men and women. On the other hand, the adjusted gender pay gaps are calculated using econometric models which allow for the isolation of the effect on wages of the differences between men and women, both in their socio-economic characteristics (age, seniority, educational

level or geographical area), and in their job post (type of working hours, type of activity or professional category).

Grifols, as part of its commitment to equal opportunities and conditions for men and women, includes in this report for the first time an analysis of the pay gap in Ireland and Germany, as well as in the United States and Spain. This new analysis covers more than 90% of the group's workforce and will serve as a reference for establishing action plans to help advance pay policies, among other aspects. The results for each country are shown separately to avoid distortions when applying a currency exchange rate.

The 2020 analysis, much like the one for 2019, concludes that Grifols remains committed to the principle of equality between men and women, including remuneration, as shown by the data relating to the gap percentages that need to be closed.

In all countries, Grifols' unadjusted pay gap is below the national average pay gap to be closed according to the World Economic Forum's Global Gender Gap Report 2020.

Although in general terms the differences found for the adjusted gap in Spain, the United States and Ireland are decreasing compared to the previous year, they still highlight the need to continue working in this area. In order to make further progress in Grifols' commitment to effective equality, and taking into account the

analysis carried out, the company has designed an action plan which will be included in the Global Diversity Plan 2021-2023. This plan will establish measures aimed at increasing the representation of women in positions of responsibility, ensuring bias-free selection processes, as well as measures for work-life balance and flexibility, among other actions.

In addition, work is underway to adapt existing measures to the new requirements of Royal Decree 902/2020 of October 13, 2019, which defines new transparency obligations in terms of compensation audits and job evaluation.

	Spain*	Grifols in Spain	U.S.*	Grifols in U.S.	Ireland*	Grifols in Ireland	Germany*	Grifols in Germany
Pay equality for similar jobs / % closing gap	44.2%	3.1% (adjusted)	30.1%	2.2% (adjusted)	31.40%	n.a.	32.90%	1.3% (adjusted)
		14.3% (unadjusted)**		29.2% (unadjusted)**		21.9% (unadjusted)**		19.0% (unadjusted)**
Workforce - % women	43%	45.2%	47%	63.4%	43%	42.3%	33%	74.1%
% of women on the Board of Directors in listed companies	22%	31%						

\*Source: Global Gender Gap Report 2020 - [http://www3.weforum.org/docs/WEF\\_GGGR\\_2020.pdf](http://www3.weforum.org/docs/WEF_GGGR_2020.pdf)

\*\* Difference between men's and women's salaries, calculated as the percentage differential between the average gross salary per hour worked by men and women ((men average salary - women average salary) / men average salary)

## GRIFOLS' PROGRESS TOWARDS GENDER EQUALITY

According to the latest report published by the World Economic Forum, the gender equality wage gap improved globally last year, although on average (population-weighted) an estimated 31.4% gap remains. Grifols' commitment to diversity and equal opportunities encompasses various initiatives aimed at improving equality, including efforts to promote women and address the wage gap. Additionally, the company takes other measures to prevent discrimination based on race, religion, sexual orientation, disabilities and other personal characteristics.

### GRIFOLS IN SPAIN: EQUALITY AND WAGE GAP

Grifols' adjusted pay gap in Spain in 2020 stands at 3.1% (14.3% unadjusted), a decrease compared to 2019, when the adjusted gap stood at 5.1% (17.5% unadjusted).

Compared to the country's wage gap, which stands at 44.2% unadjusted, the gap reported by Grifols in 2020 highlights the work the company is doing to ensure that pay policies ensure that men and women have the same conditions when performing the same role.

With regard to the representation of women in senior positions in the organization, Grifols has 31% of women on its Board of Directors, compared to the Spanish average of 22%.

### GRIFOLS IN THE U.S.: EQUALITY AND WAGE GAP

Grifols' adjusted pay gap in the U.S. stands at 2.2% (29.2% unadjusted) which, compared to the U.S. pay gap (30.1% unadjusted), highlights the progress towards wage parity driven by Grifols' remuneration policy.

In the case of plasma centers, the gender pay gap reflects the organizational structure, with proportionally more women than men in plasma collection centers and more men in senior leadership teams.

According to the World Economic Forum, progress toward gender parity has plateaued in the U.S., maintaining a 27.6% gap to close. Progress toward pay equality has not progressed and has only closed 69.9% of its pay gap. Although economic disparities are the main source of gender inequality in the workplace, labor force participation has improved to 47%, even though there is still a need to further promote women's participation in senior management positions.

### GRIFOLS IN IRELAND: EQUALITY AND WAGE GAP

The unadjusted pay gap for Grifols in Ireland is 21.9%, although the average unadjusted pay gap for the country is 31.4%. In the case of Ireland, the adjusted pay gap data is not shown as it is still too small a group to obtain data with sufficient statistical significance using the econometric model.

Ireland, according to the World Economic Forum, is making efforts to increase the representation of women in senior management positions and currently has an average of 36% of women in these positions. At Grifols, 25% of women hold senior management positions, and the company has set itself the objective of improving the presence of women in these positions.

### GRIFOLS IN GERMANY: EQUALITY AND WAGE GAP

Grifols' adjusted pay gap in Germany stands at 1.3% (19% unadjusted), significantly below the German average of 32.9% unadjusted. In this respect, the company is close to achieving equal pay for similar jobs.

The company has 74.1 % of women in its workforce, compared to the German average of 47 %. In line with the U.S., this high representation is explained by the greater presence of women in plasma centers.

Germany, according to the World Economic Forum, continues to have a limited presence of women in positions of responsibility, with an average of 29.3% in these positions. At Grifols, 31% of senior positions are occupied by women. This representation increases to 56% if we include the professional categories of manager and senior manager, a figure which demonstrates the company's efforts to develop internal female talent so that more women can access positions of greater responsibility in the future.

# COMMITTED TO SOCIETY



Grifols has been dedicated to enhancing the health and well-being of people around the world since its establishment.

The company's new Sustainability Policy outlines the core principles and commitments of Grifols' social and environmental responsibility, while serving as a framework to clearly and systematically integrate them into the business model. This policy not only sets the company's commitment to its social environment as an objective but also ensures that Grifols' business activities have a positive impact on its core stakeholders – employees, patients, donors, customers, suppliers and society as a whole.

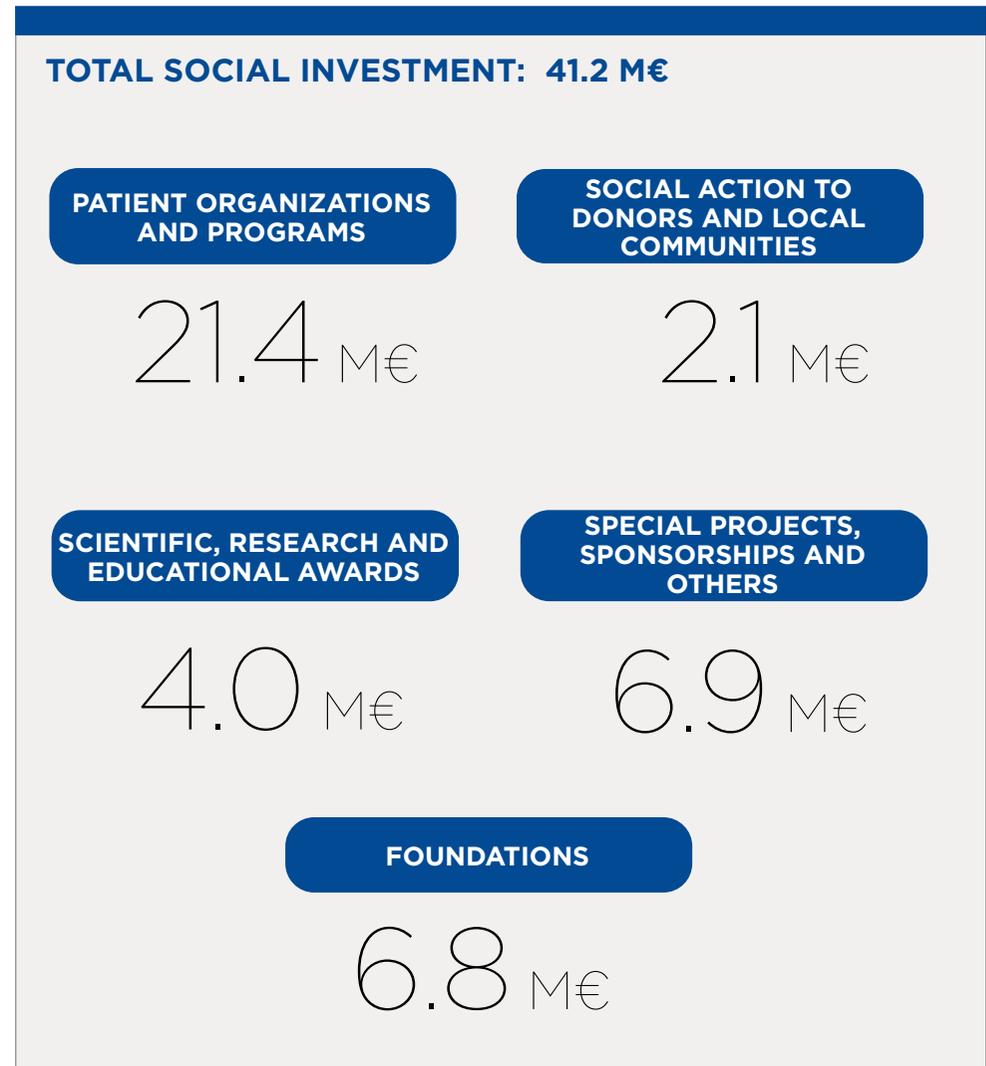
In this regard, Grifols contributes to the development of society by promoting and participating in an array of social outreach initiatives that align with its business objectives and trigger a positive ripple effect beyond financial performance.

Grifols' social commitment is grounded in four core principles designed to benefit a diverse group of stakeholders while promoting the United Nation's Sustainable Development Goals (SDGs). Specifically, these include SDG 3, regarding health and well-being; SDG 10, aimed at reducing inequality; and SDG 17, on the need to forge partnerships to collectively attain these objectives, among others.

In accordance with the principles and guidelines outlined in its Sustainability Policy, Grifols has started working on a new global Social Action Policy that supports its corporate strategy and is aligned with the Sustainable Development Goals.

## GRIFOLS ALLOCATED OVER EUR 41 MILLION TO SOCIAL OUTREACH INITIATIVES IN 2020

 More information on Grifols' contribution to SDGs is included at the full report which is available on Grifols' website in the Corporate Stewardship Reports section.



# SUPPORTING PATIENTS AND PATIENT ORGANIZATIONS



Grifols' commitment to patients is manifest in its research, development and manufacture of life-saving plasma-derived medicines, hospital pharmacy solutions and diagnostic systems.

Grifols partners with patient organizations to help further their missions through a range of initiatives aimed at engagement, education, access to treatment and support. Grifols demonstrates a commitment to patient organization partners by working together strategically to prioritize activities and maximize its impact to patient communities. These collaborations always respect applicable transparency principles and country-specific regulations, including stipulations on public disclosures of information. Grifols follows standard operating procedures (SOPs) to serve as a framework for the eligibility, compliance, ethics and transparency of diverse collaboration agreements, contributions and donations to patient organizations.

As an especially difficult year on many fronts, 2020 highlighted the importance of better understanding the patient experience. In alignment with its Strategic plan, Grifols places patients at the heart of its decision-making to ensure an in-depth understanding of their evolving needs and challenges. Since the start of the pandemic, it has collaborated closely with numerous patient organizations to closely follow the impact of COVID-19 and offer needed support to these communities.

In 2020, Grifols allocated over EUR 21.4 million – 6.5% more than in 2019 – to support product donations and patient-centered programs, among other initiatives.



## COMMITMENTS

- Serve as a source of reliable information for patients
- Promote and facilitate access to Grifols treatments
- Preserve and foster Grifols' emblematic history, passion and pioneering spirit
- Support and participate in patient-centric educational initiatives

## ACCESS TO TREATMENTS

### VALUE FOR PATIENTS

In 2020, Grifols finalized its first study to measure the value created by its plasma-derived medicines. Initiated in 2019, the project follows the Social Return on Investment (SROI) methodology to measure the social value generated for patients and estimates the global cost-benefit of its treatments in 2019.

Based on these findings, the quality-of-life improvement (measured in QALYs) of patients treated with Grifols' plasma-based medicines (for the main diseases for which they are indicated) totals EUR 3,636 million. This estimate is calculated by assessing the impact of the main plasma proteins (immunoglobulin, alpha-1 antitrypsin and factor VIII) on patients, compared to alternative treatments or the absence of treatment, based on available scientific sources. The improvement in patients' quality of life compared to the cost of treatment is estimated at 30% globally.

### PRICE-SETTING POLICY

The production of plasma-derived medicines is a complex and highly regulated process that takes seven to twelve months to complete. As such, increasing product availability is a gradual process that involves expanding the supply of plasma, laboratory facilities and productive capacities.

Grifols is an industry leader in these types of investments in reflection of its longstanding commitment to patients, medical professionals and hospitals.

The company's price-setting policy is grounded in two core principles: first, cost should never be an obstacle to receiving optimal patient care and treatment, as highlighted in the SROI analysis; and second, pricing should guarantee the firm's long-term sustainability and reinforce its commitment to researching and developing new therapies.

Today, Grifols' pricing of plasma-derived therapies enables it to meet supply security, equity and the economic sustainability criteria. It also further ensures that price is not a barrier to treatment for patients.

### PROGRAMS TO PROMOTE ACCESS TO TREATMENT

The company has been actively working to increase access to treatment. Since 2006, Grifols has supported the PatientCare program to facilitate treatment for hemophilia and primary immunodeficiency patients in the United States. The program has three main projects to address specific needs:

- Grifols Assurance for Patients (GAP), which covers the cost of Grifols products during lapses in medical insurance coverage.
- Grifols Patient Assistance (GPA), which offers treatment to patients who need help temporarily.
- Emergency Supply System, which provides immunoglobulin to physicians to treat patients in emergency situations.

Globally, 75% of hemophilia patients do not have access to adequate treatment. Grifols considers it a moral obligation to provide medicines to patients who require them. In reflection of its commitment to serve patient communities around the world, Grifols has collaborated with the World Federation of Hemophilia (WFH) Humanitarian Aid Program since 2014.

From 2014-2021, the company has pledged to donate 200 million international units (IU) of clotting factor medicines to ensure patients in developing countries receive adequate treatment. Based on WFH estimates, these donations will provide around 10,300 doses per year to treat severe bleeding episodes in 6,000 patients during this eight-year timeframe.

As part of its pledge, Grifols has donated more than 170 million IU of product to date, including 43 million IU in 2020.

Grifols has been a proud supporter of the WFH's efforts to improve access to hemophilia treatments for over a decade. In 2020, the WFH agreement extended to include products manufactured outside the U.S., significantly expanding its capacity to benefit more patients worldwide.

**0** More information on SROI indicators are available at the beginning of this document and the full report is available on Grifols' website in the Corporate Stewardship Reports section.

**MORE THAN 43 MILLION  
INTERNATIONAL UNITS  
OF CLOTTING FACTOR  
MEDICINES DONATED IN  
2020**

# SUPPORTING PUBLIC HEALTHCARE SYSTEMS



## COMMITMENT AND CONTRIBUTION TO HELPING COUNTRIES ATTAIN SELF-SUFFICIENCY IN PLASMA-DERIVED MEDICINES

The World Health Organization (WHO), the Council of Europe and other institutions have urged all countries to strengthen their self-sufficiency in plasma-based medicines for the sake of patients. Grifols advances this commitment by supporting and collaborating with countries to help them reach higher levels of self-sufficiency and improve their healthcare systems by lessening their dependency on third parties.

Grifols' leadership in the manufacture of plasma-derived products, technical expertise and solid reputation in the construction and management of plasma donation centers and production facilities are differential factors that enable it to forge strategic partnerships with global healthcare authorities.

In 2020, Grifols' commitment achieved three important milestones:

- Acquisition of production facilities in Canada to help the country increase its supply of plasma-derived medicines, working in close collaboration with national health authorities.
- A strategic alliance with Egypt's National Service Projects Organization (NSPO) to develop the country's hemoderivatives market through the opening of 20 plasma centers and the construction of production facilities, including plasma-fractionation and protein-purification plants, a logistics warehouse and a quality-control laboratory.
- Agreement with Italy's Emilia-Romagna region in collaboration with the Italian company Kedrion to process plasma through its industrial plasma-fractionation service.

## CONTRIBUTING TO REDUCING HEALTHCARE COSTS

Complementary to its usual activity, Grifols offers its facilities, technology, know-how and technical expertise to public donation centers and public health organizations to process their surplus plasma, purify the proteins and return them as plasma-derived medicines. Regulated by fractionation service agreements, these collaborations generate significant cost savings for public healthcare systems. For example, in Spain, the public healthcare system saved an estimated EUR 67 million in 2020 thanks to this collaboration. The company offers this service in Spain, the Slovak Republic, Italy and Canada.

**SPAIN'S PUBLIC HEALTHCARE SYSTEM SAVED EUR 67 MILLION**

# SOCIAL INITIATIVES AND COMMUNITY SUPPORT



In alignment with the principles and guidelines in Grifols' Sustainability Policy and the newly created Sustainability Committee, the company has started working on a new Global Social Action Policy integrated into its corporate strategy. Grifols' plan for social action offers the opportunity to contribute to the United Nations 2030 Agenda for Sustainable Development by using corporate resources, such as monetary support, in-kind services and time dedicated by its global employees.

**GRIFOLS' SOCIAL INITIATIVES CONTRIBUTE TO THE SDGs THROUGH MONETARY SUPPORT, IN-KIND SERVICES AND TIME DEDICATED BY ITS EMPLOYEES**

## GRIFOLS' SOCIAL ACTION PLAN



### EDUCATION

Contribute to guarantee access to education and equality of opportunities in the communities where Grifols operates  
 Contribute to drive positive change: gender equality, ethics and values



### LOCAL DEVELOPMENT

Maximize positive impacts and opportunities to generate shared value in the communities where Grifols operates  
 Get closer to donor communities and engage with communities where production facilities are located  
 Community programs in other countries and humanitarian aid



### HEALTH AND WELL-BEING

Promote and improve access to healthcare  
 Direct and foundation-led initiatives  
 Promote science as a driver of positive change



### ENVIRONMENT

Contribute to recover and enhance natural and environmental patrimony  
 Create transversal hub uniting education, health and well-being to local development  
 Direct initiatives and joint projects in collaboration with nature conservation associations

# INITIATIVES THROUGH ASSOCIATIONS AND NGOS



## FUNDACIÓN PROBITAS

The Probitas Foundation was created in 2008 to improve healthcare in areas with limited resources by leveraging Grifols' expertise in global healthcare and clinical diagnostic solutions. The company's shareholders approved an annual allocation of 0.7% of corporate profits before taxes to support this private foundation.

Probitas combines in-house programs – among them, the Global Laboratory Initiative (GLI) and the Child Nutrition Support Program – with external collaborations, including Spain's Child Nutrition Reinforcement Program (Refuerzo de la Alimentación Infantil). These initiatives are channeled through local social and healthcare-focused entities, international NGOs (Red Cross, Save the Children, etc.) and United Nations agencies such as WHO, UNICEF and ACNUR, among others.



To learn more about Probitas and its core programs, please visit <http://www.fundacionprobitas.org>

## JOSÉ ANTONIO GRÍFOLS LUCAS FOUNDATION

The José Antonio Grifols Lucas Foundation was created in 2008 in honor of Dr. Josep Antoni Grifols i Lucas, a global forerunner in the plasmapheresis technique. The Foundation supports a range of activities, including educational and health programs to improve the welfare of the communities and social environments where Grifols U.S. plasma centers are based. In addition, it also promotes research related to donor health and well-being.

In 2020, Grifols revamped the Foundation by broadening its mission and positive impact on the lives of donors and their communities. The Foundation established a new board. The Board of Directors includes five members: three who represent plasma-donor interests and local communities, and two Grifols representatives, all of them serving on a voluntary basis.

As part its re-launch, the Board of Directors approved 11 community enhancement grants in 2020 totaling USD 300,000 to support civic, social and educational programs in areas where Grifols donation centers are located. Grants were made with the goal of strengthening community bonds and supporting the needs of the community.

## VÍCTOR GRÍFOLS LUCAS FOUNDATION

Grifols founded the Victor Grifols i Lucas Foundation in 1988 to spark cross-disciplinary debate and dialogue on the subject of bioethics. The Foundation aims to foster ethical attitudes among healthcare organizations, companies and professionals and serve as the catalyst for new ideas, insights and perspectives on the ethics of life.



More information on the Grifols Foundation: [www.fundaciogrifols.org](http://www.fundaciogrifols.org)

# GRIFOLS' ENVIRONMENTAL MANAGEMENT



Grifols makes concerted efforts to minimize any potential environmental impact that could result from its operations. The company has a range of policies and guidelines to ensure efficient use of all resources and advance its commitment to sustainable development. Grifols' environmental management, approved by senior management and shared organization-wide, are defined by:



**SUSTAINABILITY POLICY**

The new Sustainability Policy establishes the organization's core principles and commitments regarding its environmental and social responsibility and offers a framework to ensure their integration into the business model



**ENVIRONMENTAL POLICY**

Defines company-wide principles and commitments aimed at monitoring and improving Grifols' environmental impact



**ENERGY POLICY**

Defines company-wide principles and commitments to optimize energy resources and promote the use of renewable resources



**CORPORATE ENVIRONMENT MANUAL**

Reference manual on Grifols' environmental performance applicable to most manufacturing facilities and other ISO-14001-certified centers or in the process of obtaining certification. It is the framework for the environmental performance of the entire organization



**ENVIRONMENTAL COMMITTEE**

- Involvement of senior management from each ISO-14001-certified company or companies in the process of obtaining certification
- Control and follow-up of all of the group's environmental system
- Proposals, follow-up and supervision of environmental goals
- Review of follow-up indicators, application of corrective measures and compliance with current legislation
- Identification of opportunities for improvement

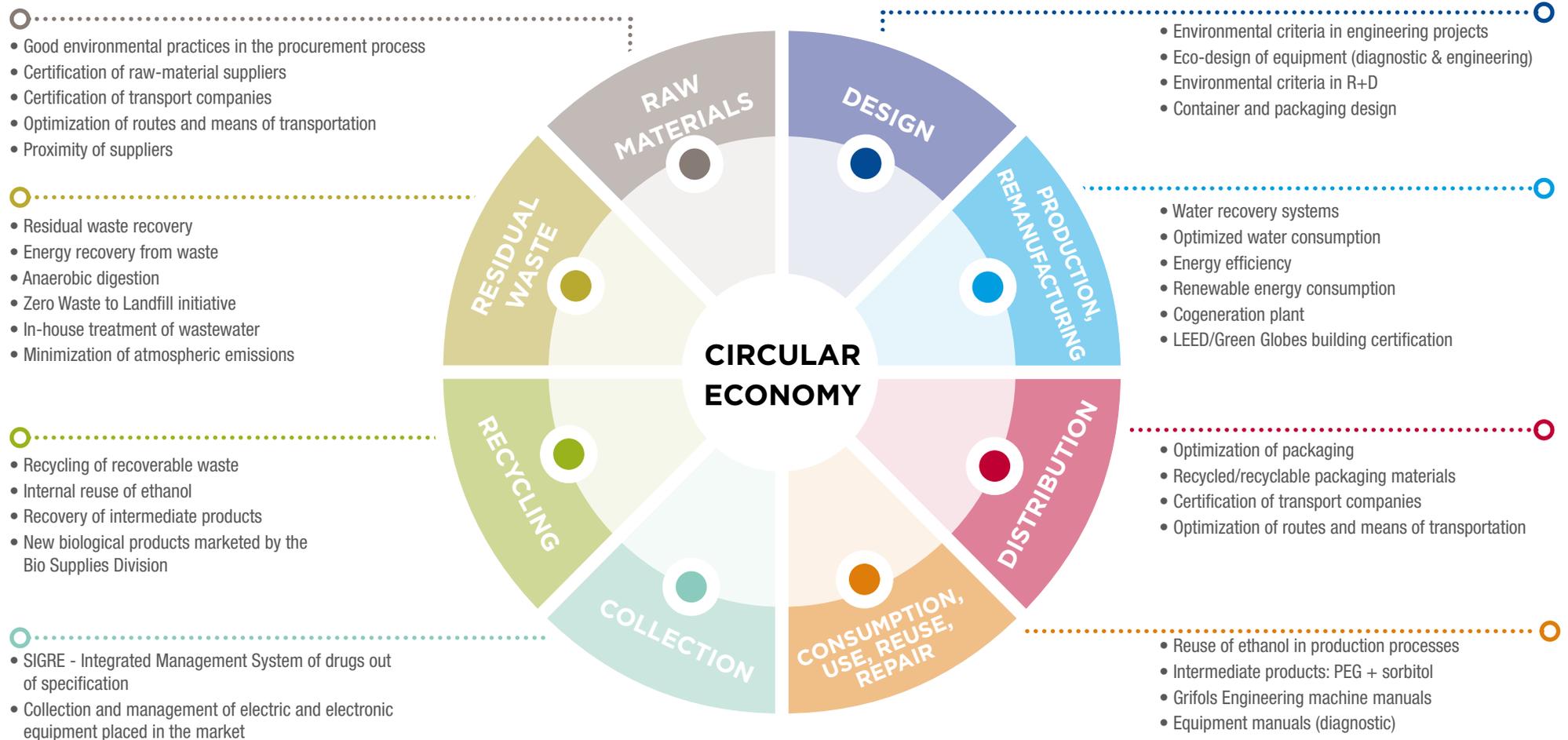
## GRIFOLS' ENVIRONMENTAL POLICY

It contains the following commitments:

- Raise awareness among employees and increase training opportunities to accelerate the adoption of good environmental practices
- Minimize the environmental impact of new products and processes at different stages of their life cycle
- Identify and comply with applicable regulatory requirements
- Establish environmental objectives and targets to promote continual improvement
- Implement pollution-prevention techniques to mitigate the environmental risks of its operations, including the effects of climate change
- Organize a system to communicate and engage with stakeholders interested in the company's environmental management
- Set up environmental protection and conservation programs for natural spaces on Grifols' properties and areas of influence

## CIRCULAR ECONOMY

Grifols' environmental management is based on the concept of a circular economy. Consequently, it prioritizes the efficient use of material resources, water and energy, and aims to reduce waste, while taking into account the life cycles of its products and services. This strategy incorporates the transition towards a low-carbon economy aimed at minimizing the impact of climate change.



# SIX COMMITMENTS FOR 2030



## REDUCING EMISSIONS

### GOAL

Reduce greenhouse gas emissions per unit of product by 40%

### PROGRESS IN 2020

In 2020, CO<sub>2</sub>e emissions per unit of sales fell by 8.1% in relation to 2018, taking into account Scope 1 and Scope 2 emissions. Higher consumption of renewable electricity sources favored the decrease in emissions.



## ENERGY EFFICIENCY

Increase energy efficiency per unit of product by 15% by systematically integrating eco-efficiency measures in new projects and existing facilities

### PROGRESS IN 2020

Grifols' total energy consumption in 2020 declined by 9.4% compared to unit sales. Sales increased by 19% compared to 2018 and energy consumption only increased by 7.8% in absolute terms. In the Bioscience Division, which generated 79% of Grifols' total sales in 2020, energy consumption per unit of production was 2.1% higher than in 2018. In some facilities, production levels were lower than expected due to COVID-19 restrictions and constraints in the supply of some raw materials. Nevertheless, Grifols' facilities continue to maintain their baseline energy consumption. Some of the new facilities made further inroads in their validation processes, including facilities in the United States and Ireland, which increased energy consumption without increasing production. Consumption in plasma centers remained stable.



## RENEWABLE ENERGIES

Consume 70% of electricity using renewable energies

### PROGRESS IN 2020

In 2020, renewable energy accounted for 5.4% of Grifols' renewable electricity consumption. At the end of 2020, one of the two photovoltaic plants planned for the Hospital Division's Murcia facilities launched operations. Grifols purchased 16 million kWh of renewable electricity for its plants in Spain and 7 million kWh for the Bioscience Division's plant in Ireland. These actions, initiated in 2020, along with others defined in the Corporate Environmental Program, will enable the company to reach its 2030 target.



## DECARBONIZATION

Facilitate the decarbonization of transport in business trips and employee commutes by reducing air travel, carbon offsetting and promoting work from home, among other measures.

### PROGRESS IN 2020

The pandemic significantly catalyzed this process, accelerating practices originally planned for 2020 but were not yet fully implemented. This year, 20,000 fewer business airline trips were made compared to 2018, reducing air-travel-related CO<sub>2</sub>e emissions by 75%. In total, the decline in business travel led to a 8,631 tCO<sub>2</sub>e decrease in emissions, 68% less than in 2018. The average number of employees working remotely increased by 505% compared to 2018. CO<sub>2</sub>e emissions from employee commutes fell by 11,869 tCO<sub>2</sub>e, 30% of 2018 levels.



## CIRCULAR ECONOMY

Continue to implement circular economy measures in every stage of the operational life cycle to encourage waste reduction and recovery, as well as optimize the consumption of water, raw materials and intermediate products.

### PROGRESS IN 2020

The Bio Supplies Division continued to market Bioscience Division materials not used in any of Grifols' plasma-derived products. Obtained from Grifols' facilities in Spain, the United States and Germany, these materials were previously considered waste and managed by authorized waste managers. Today, they are marketed and sold as diagnostic products to companies that produce reagents. In 2020, the Bioscience Division's U.S. reverse osmosis systems were fully operational, further boosting water savings from what was already achieved in 2019.



## PROTECTING BIODIVERSITY

Protect biodiversity on Grifols properties through the Grifols Wildlife Program, promoting CO<sub>2</sub> capture

### PROGRESS IN 2020

Promotion of Grifols Wildlife program, which includes several projects in the conservation area surrounding the company's Clayton, North Carolina (U.S.) plants  
Collaboration agreement to promote initiatives in Barcelona's Besòs River basin (Spain).

## GRIFOLS LAUNCHED A NUMBER OF INITIATIVES TO REDUCE ITS GREENHOUSE GAS EMISSIONS AND IMPROVE ITS ENERGY PERFORMANCE, AS OUTLINED IN ITS 2020-2022 ENVIRONMENTAL PROGRAM

- In 2020, generation began in one of the two planned photovoltaic plants in the Hospital Division's Murcia facilities. The plant has a capacity of 100 kW and is installed on the roof of the silo, located on the compound. The annual 150,000 kWh generated will partially cover the demand from the facilities.
- Purchase of 16 million kWh of renewable electricity for Spanish plants and 7 million kWh for the Bioscience Division's plant in Ireland.
- Realization of a viability study to purchase 25 million kWh per year of green energy in Spain through a PPA, expected to launch in the coming months.
- Increase in the generation of electrical energy and useful heat produced by the cogeneration plant in the Bioscience Division's Barcelona facility, boosting operating hours by 20% compared to 2018.
- Various energy audits carried out in headquarters, donation centers and analytical labs in the manufacturing facilities of the Bioscience and Bio Supplies Divisions in Germany.
- Completion of a study to replace refrigerant gases in the cooling systems of the Bioscience Division facilities in Spain with others that have a lower Global Warming Potential.

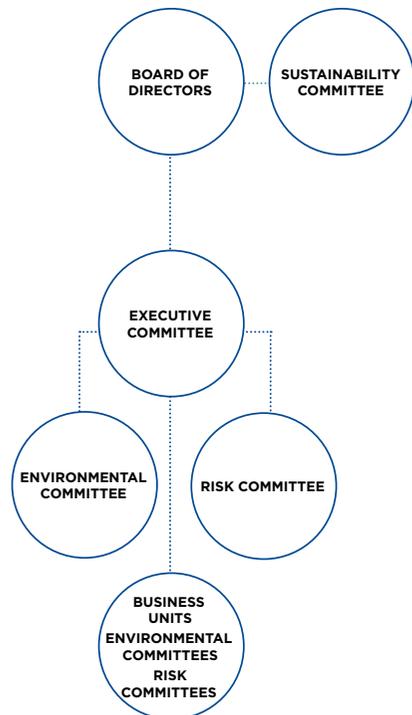
# CLIMATE CHANGE: MITIGATION AND ADAPTION



## MANAGING CLIMATE RISKS AND OPPORTUNITIES

In 2020, Grifols confirmed its management of climate-related risks and opportunities, identified in 2019 following the Task Force on Climate-Related Financial Disclosures (TCFD) guidelines, with a focus on four main areas: governance, risk management, strategy and establishment of objectives and metrics.

### GOVERNANCE



### RISK MANAGEMENT

Based on its internal risk management procedure and Task Force recommendations, Grifols adapted and prioritized its climate risks and opportunities identification to TCFD rating, taking into account their probability of occurrence and financial impact on previously defined timeframes.

None of the risks were determined to have a high or medium-high impact. Using the same aforementioned method, no high or medium-high impact opportunities were identified.

The detail of the physical risks and their corresponding financial impacts, all with a medium impact (between EUR 10 million and 20 million), and the detail of the opportunities deemed as relevant and their associated financial impacts (between EUR 10 million and 20 million) are public.

### STRATEGY

Climate risks and opportunities affect Grifols' business, financial strategy and planning, particularly in the areas of operations, products and services. For this reason, climate change is used as an input in operational cost planning and capital allocations, especially when implementing eco-efficiency measures and strategies to reduce atmospheric emissions. Grifols also takes into account existing and future regulatory requirements, implementing procedures to ensure compliance (EV-SOP-000004 Compliance Obligations).

Since the risks determined as relevant are physical, Grifols' climate strategy also includes the qualitative analysis of future physical scenarios, the most relevant being those related to water stress, both for Spain as well as for the United States. Grifols is currently managing these risks.

### METRICS AND OBJECTIVES

Grifols continuously measures and monitors its achievements of the objectives included in its environmental programs, allowing it to mitigate its relevant physical risks and leverage transitional opportunities. These programs include both qualitative and quantitative objectives aimed at reducing atmospheric emissions (currently measured in reduction of tons of CO2e) and decreasing water consumption to manage risks associated with water shortages. Within the framework of the European Union objectives, Grifols also commits to using 70% of renewable electric energy by 2030.

Every year, Grifols participates in the Carbon Disclosure Project (CDP), which assesses the firm's corporate strategy and performance related to climate change.

## EMISSIONS

Grifols calculates its carbon footprint to identify greenhouse gas emissions generated by its operations and their impact on climate change. These calculations are based on the Greenhouse Gas Protocol (GHG), the international standard used to measure and report GHG emissions.

Globally, Grifols' efforts have led to an 8.1% reduction in its Scope 1 and 2 CO<sub>2</sub>e emissions compared to 2018. The company aspires to reduce its CO<sub>2</sub>e emissions by 32,360 metric tons by 2022 in accordance with the 2020-2022 Environmental Program.

In 2020, total emissions amounted to 287,992 tonnes of CO<sub>2</sub>e, a 12.9% decrease over the previous year, stemming primarily from an increase in teleworking and greater use of videoconferencing, and a consequent decline in employee commuting and fewer business trips. At the same time, changes in other emission factors like electricity and discharges from waste generation also impacted this value. The reduction of the emission factors associated with the generation of electricity in the different geographical areas has resulted in a containment of carbon dioxide emissions.

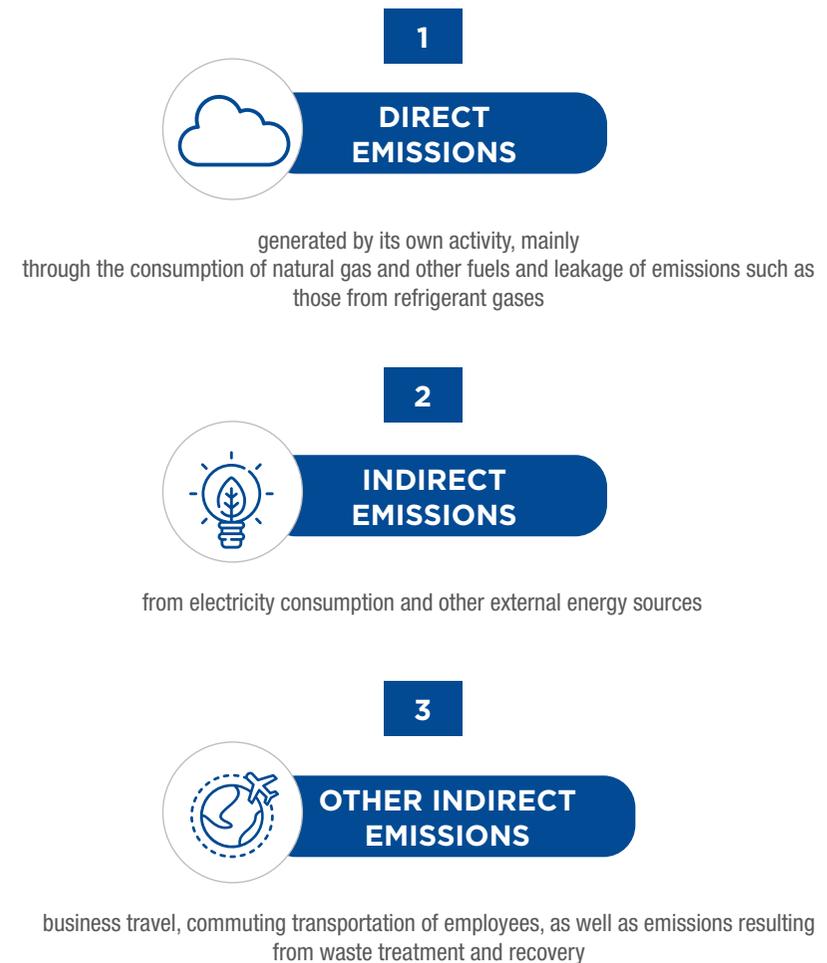
Refrigerant gas leaks increased by 5.4% compared to the previous year as a result of an increase in manufacturing operations in the Bioscience Division's U.S. facilities. For this reason, the 2020-2022 Environmental Plan includes specific objectives to replace some of the Bioscience Division's current refrigerant installations with systems whose refrigerant gas has a lower Global Warming Potential (GWP).

Furthermore, atmospheric emissions of other pollutants such as NO<sub>x</sub>, CO and SO<sub>2</sub> are generated by the combustion of natural gas in Grifols' production facilities, as well as by the fuel used in the generators. However, the emissions of these compounds in Grifols production plants are below the limits established by the corresponding environmental authorities.

Among the initiatives developed in 2020 to reduce atmospheric emissions, the following stand out:

- Limiting air travel
- Increase in working from home
- Efforts to mitigate transport-related environmental impacts
- Driving biodiversity through Grifols Wildlife
- Offsetting carbon emissions from business travel with reforestation projects

### EMISSIONS ARE CLASSIFIED INTO THREE SCOPES







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