

Sopharma Group

Consolidated financial results for the first half of 2021





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Who are we?

Sopharma Group

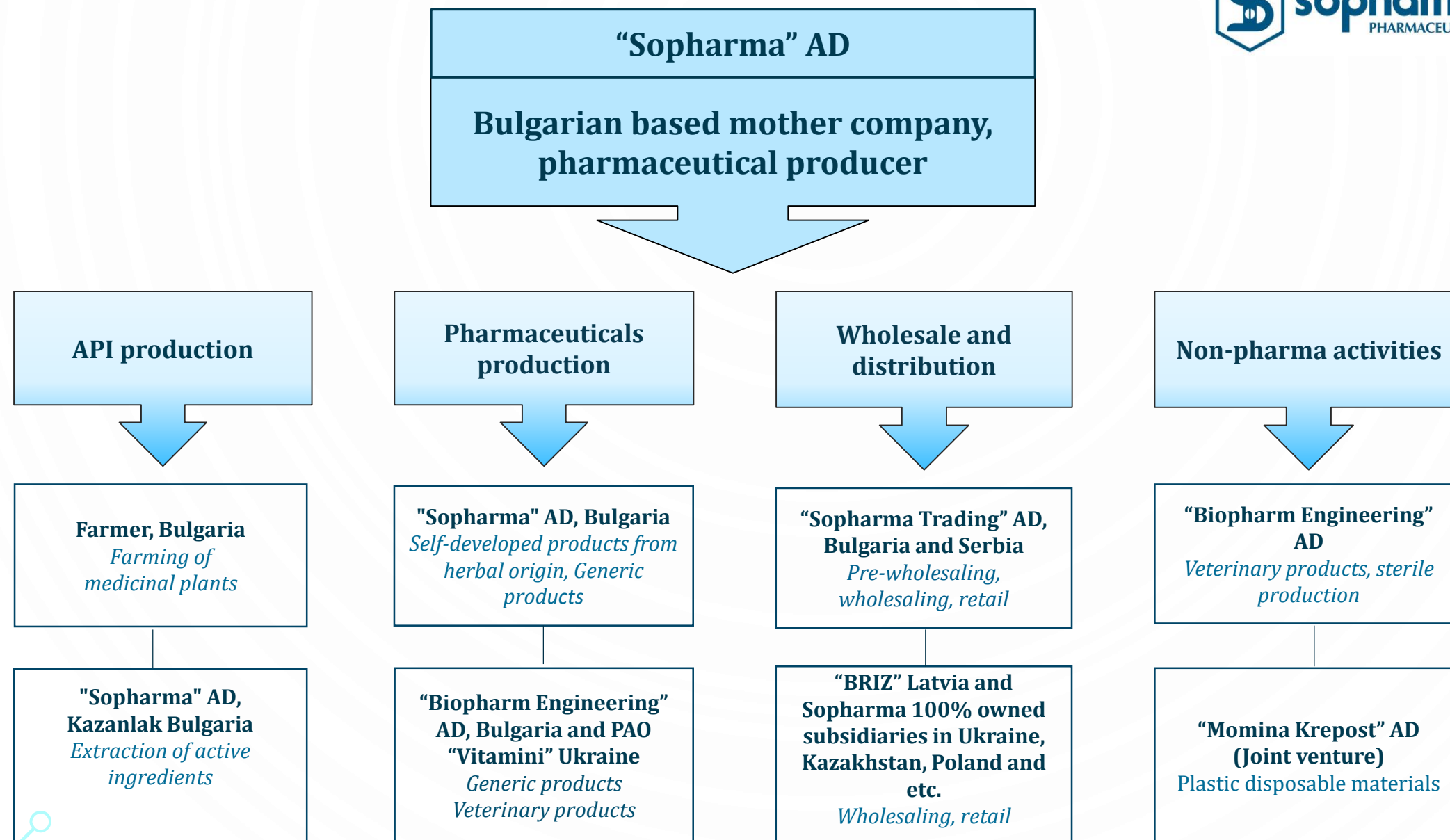


The Group is a leading, **vertically-integrated** Bulgarian **manufacturer**, exporter and **distributor** of pharmaceutical and other health related products with a strong presence in **Southern and Eastern Europe**, offering a wide range of prescription and OTC pharmaceutical products and other health related products and services.

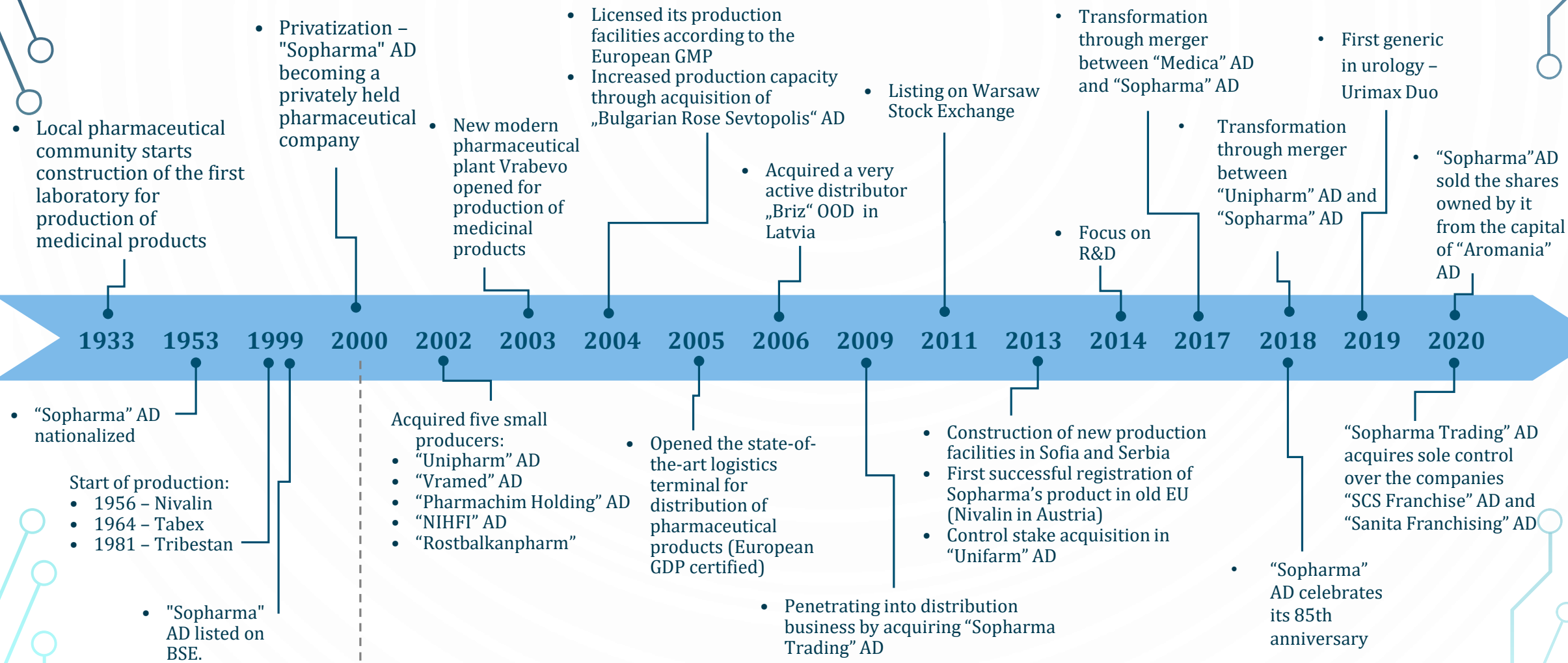
The Group works in the following areas:

- Production of active pharmaceutical ingredients;
- Pharmaceutical production;
- Wholesale and distribution;
- Non-pharmaceutical activities.





Brief history and key milestones:



Modern history – period of constant modernization and development



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Our business

Sopharma Group



**№1 manufacturer of
ampules and suppositories**



**Revenues
BGN 759 044
thousand**



**More than 200
products**



**Company with established
traditions and experience**



**EBITDA
BGN 60 826
thousand**



**10
manufacturing plants**



**134 797 899
shares**

Key financial indicators



Sales revenues increase with 11.8%



EBITDA increases with 25.4%



Operating profit increases with 26.7%



Net profit increases with 80.9%



Capex decreases with 0.1%

Indicators	1-6/2021	1-6/2020
	<i>BGN '000</i>	<i>BGN '000</i>
Sales revenues	759 044	678 997
EBITDA	60 826	48 511
Operating profit	33 897	26 746
Net profit	33 856	18 711
CAPEX**	21 836	21 860
	30.6.2021	31.12.2020
	<i>BGN '000</i>	<i>BGN '000</i>
Non-current assets	618 967	629 935
Current assets	605 827	612 177
Owners' equity	597 170	566 595
Non-current liabilities	139 651	131 066
Current liabilities	487 973	544 451

“Sopharma” AD as a partner:



Team work



Experience



Partner in success

Our company offers a large variety of CM services:

- EU-GMP compliant pharmaceutical contract manufacturing;
- EU primary and secondary packaging services for international markets;
- Development of various dosage forms;
- Technological transfer of customer-developed products;
- Cleaning validation, Process validation;
- EU batch release and batch control.

Sopharma offers manufacturing of different dosage forms:

- Solid dosage forms (both sugar and film-coating tablets, hard gelatin capsules);
- Semi-solid dosage forms (creams, gels, ointments, suppositories);
- Sterile dosage forms (terminal sterilization and aseptic preparation, BFS technology);
- Non-sterile solutions (syrups, oral suspensions, ear drops, liquids for external use).



Consolidated financial results for the first half of 2021

Management, shares and dividends

Board of Directors



Ognian Donev, PhD
Chairman of the BoD
and Executive Director

He studied in Hamburg, Vienna, and graduated in "International Economic Relations" in Sofia University of Economics. Mr. Donev obtained a Doctor's degree in Economics in 1986 in Berlin. Ognian Donev is a Executive director of "Sopharma" AD since 2000.



Vessela Stoeva
Deputy-chairman of the BoD

Completes her higher education in the Economic University in Sofia with "Finance and credit". She is at "Sopharma" AD since 2000 as an economic advisor to the CEO and Deputy-chairman of the Board of directors. Mrs. Stoeva is also Deputy-chairman of the Board of Directors of Elpharma AD.



Ivan Badinski
Member of the BoD

Mr. Badinski owns an "Organization and Economics of Distribution and Pharmacy Practice" and professional qualification as a "Health manager". In 2000 Mr. Badinski worked in the company as a director of co-operation and licenses. From September 2015, he is a procurator of "Sopharma" AD.



Bissera Lazarova
Independent Member of the BoD

Mrs. Lazarova has completed her higher economic education, specialty "International Economic Relations" at HIE "Karl Marx" Sofia. Mrs. Lazarova's professional experience includes a number of leadership positions in the field of international trade, accounting and control, organization. From 2002 to 2021 Mrs. Lazarova worked as an assistant to the CEO of "Sopharma" AD.



Alexandar Tchaoushev
Independent Member of the BoD

He graduated from the English Language School in Sofia and later completed his higher education at the Moscow State Institute of International Relations. Mr. Chaushiev is a member of the Board of Directors of "Sopharma" AD since 2011.

Shareholder structure at 30 June 2021

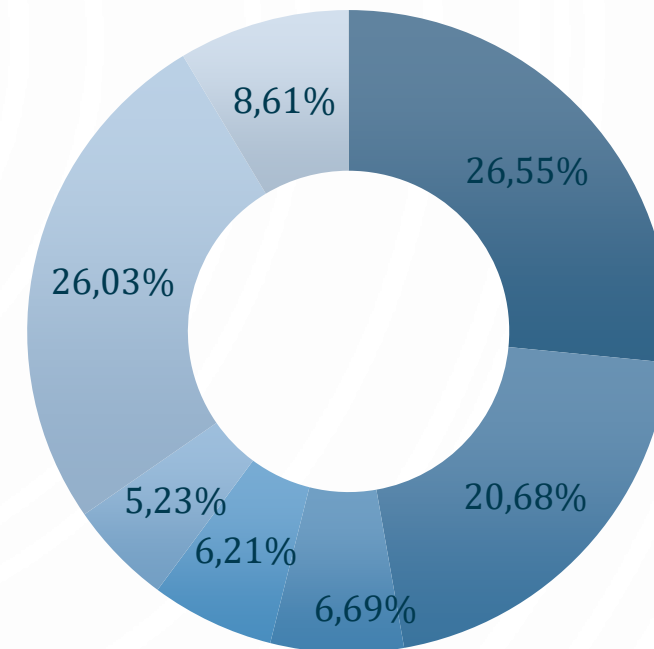


134 797 899 shares with nominal value BGN 1 per share.



Shareholder participation of the members of the Board of Directors:

- Ognian Donev – directly **3 617 900** shares, **2.68%** of capital and indirectly **35 788 216** shares, **26.55%** through “Donev Investments Holding” AD;
- Alexander Tchaoushev – **111 142** shares, **0.08%** of capital;
- Vessela Stoeva – **150** shares;
- Ivan Badinski – **350** shares;
- Bissera Lazarova – **0** shares.



- "Donev Investments Holding" AD
- "Telecomplex invest" AD
- "Sopharma" AD (treasury shares)
- "Rompharm company" OOD
- CUPF "Alianz Bulgaria"
- Other companies
- Physical persons

Information about the shares



134 797 899 shares with nominal value BGN 1 per share.



The shares of the Company are traded on the “Bulgarian Stock Exchange – Sofia” AD, the Main Market (BSE), the PREMIUM segment and on the official market of the Warsaw Stock Exchange.



Dividend policy



- “Sopharma” AD is a pioneer in the payment of a 6-month dividend and after the introduction of this legislative opportunity in 2018 the Company has been taking advantage of it for the third year.
- “Sopharma Trading” AD has a solid dividend policy, the payment is still over 50% from the achieved positive financial result.

Dividend per share in BGN

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
"Sopharma" AD	0.085	0.07	0.07	0.07	none	0.07	0.10	0.11	0.05	0.05 0.07	0.04
"Sopharma Trading" AD	0.15	0.17	0.20	0.23	0.27	0.30	0.30	0.30	0.30	0.30	none

Dividend payout ratio

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
"Sopharma" AD	28%	23%	23%	27%	none	37%	36%	30%	28%	16%
"Sopharma Trading" AD	75%	85%	91%	91%	82%	82%	74%	70%	55%	51%

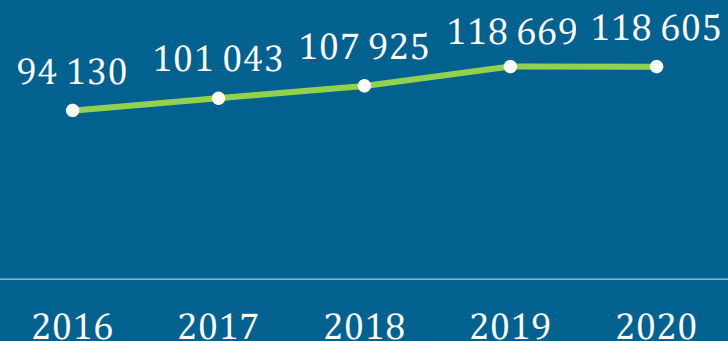


Consolidated financial results for the first half of 2021

Key markets

Republic of Bulgaria: Demography and key economic indicators

GDP (BGN million)



The data show a decrease of GDP for 2020 in real terms by 4.2% compared to 2019.

GDP per capita

BGN 17 109 (€ 8 748)

Currency

BGN fixed to the euro from 1998
(€ 1 = BGN 1.96)

Health budget 2021

BGN 6,5 billion

Pharmaceutical industry

99% private



Area

111.000 km²

Population

6.951 million

Member of EU

since 2007

Source: NSI 2020



Consolidated financial results for the first half of 2021

Key financial indicators of Sopharma Group

Operating revenues

- **Sales revenues of the Group**

Sales revenues of the Group increased with BGN 80 million or 11.8%, reaching BGN 759 million in the first half of 2021 compared to BGN 679 million in the first half of 2020.

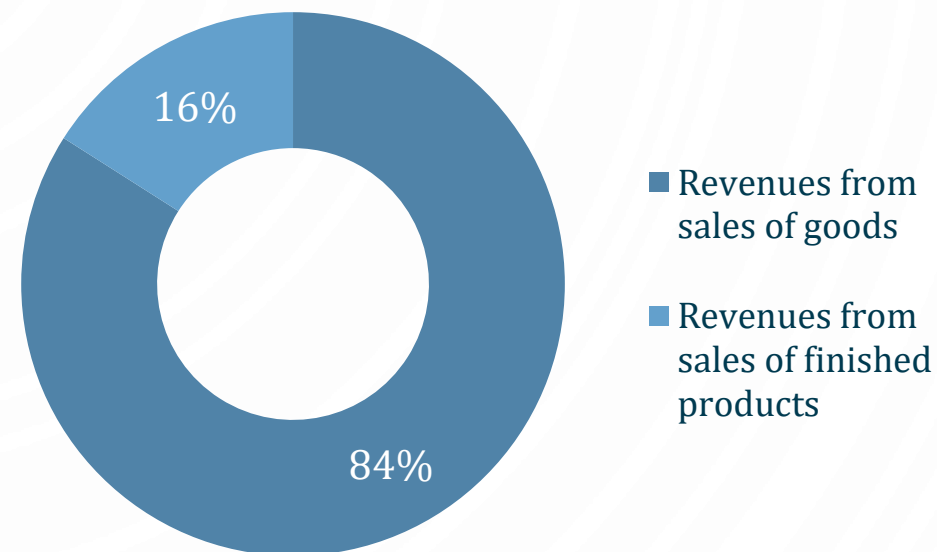
- **Bulgaria**

Sopharma has a 3% share on the Bulgarian pharmaceutical market in terms of value and a 11.5% share in terms of solid quantity -units.

- **Europe**

On a consolidated basis in the Ukraine, there was an increase in sales revenues in value by BGN 0,6 million or 2.1%.

In Russia, sales of finished products decreased by BGN 13 million or 37% compared to the previous period. A decrease was also registered in sales in Kazakhstan by BGN 1,1 million and Poland by BGN 0,1 million.



Other operating revenues

- **Other operating revenues** increased by BGN 1,4 million to BGN 6,6 million in the first half of 2021, compared to BGN 5,2 million in the first half of 2020, on the one hand as a result of increased revenues from services provided by BGN 1 million, and on the other hand as a result of registered increase in foreign exchange gains on trade receivables and payables and current accounts in the amount of BGN 0,5 million.



Other operating revenues	1-6/2021	1-6/2020	Change	rel. share
	BGN '000	BGN '000	%	2021
Services rendered	3 591	2 638	27%	54%
Government grants	442	477	-8%	7%
Rentals	441	500	-13%	7%
(Loss)/gains on exchange differences under trade receivables and payables and current accounts	357	-118	133%	5%
Gain on sale of fixed assets	133	546	-311%	2%
Interest on current accounts	108	93	14%	2%
Social services and events	92	134	-46%	1%
Revenues from fines and penalties	90	-	100%	1%
Liabilities written off and provisions for liabilities released	50	55	-10%	1%
Gain on sale of inventories	44	86	-95%	1%
Other	1267	826	35%	19%
Total operating revenues	6 615	5 237		100%

Operating expenses

- For the current period more significant changes are reported in personnel expenses, which increased by BGN 8,4 million and depreciation and amortization expenses, which increased by BGN 5,2 million. The main reason is the acquisition of new pharmacy companies at the end of the last year. The most significant change in external service expenses is in advertising and marketing services, which decreased by BGN 3,1 million.

Operating expenses	1-6/2021	1-6/2020	Change	rel. share of expenses in 2021
	BGN '000	BGN '000	%	%
Materials	39 093	48 348	-24%	5%
Hired services	33 378	37 798	-13%	5%
Personnel	74 341	65 979	11%	10%
Depreciation and amortization	26 929	21 765	19%	4%
Book value of goods sold	557 930	486 250	13%	76%
Other operating expenses	3 234	3 156	2%	0%
Total operating expenses	734 905	663 296		100%

Financial income



Financial income and expenses in the first half of 2021 net registered a loss of BGN 2,5 million, which is a decrease of the loss by BGN 4,5 million compared to the same period of the last year.

This change is a result of the net foreign exchange loss registered last year on foreign currency loans and lease agreements of BGN 2,6 million, which is mainly due to the depreciation of the Belarusian ruble and its effect on debt exposure in euros and dollars of the Group companies in Belarus.

In the current period, the net profit from exchange rate differences on foreign currency loans and lease agreements amounts to BGN 1,4 million.

Financial income	1-6/2021	1-6/2020	Change	relative share of income of 2021
	BGN '000	BGN '000	%	%
Interest income on loans granted	2 322	1 494	36%	54%
Net gains from exchange differences from loans denominated in foreign currencies and leases	1 357	0	100%	32%
Income from share participation (dividends)	235	27	89%	5%
Net gain on transactions with investments in securities	139	92	34%	3%
Interest on receivables under special contracts	106	17	84%	2%
Net profit from exchange rate differences on receivables from securities transactions	104	0	100%	2%
Interest income on bank deposits	16	16	0%	0%
Income from provided guarantees and guarantees	4	0	100%	0%
Interest income on overdue trade receivables	0	804	-	0%
Net change in the impairment adjustment for credit losses on trade receivables	0	9	-	0%
Total	4 283	2 459		100%

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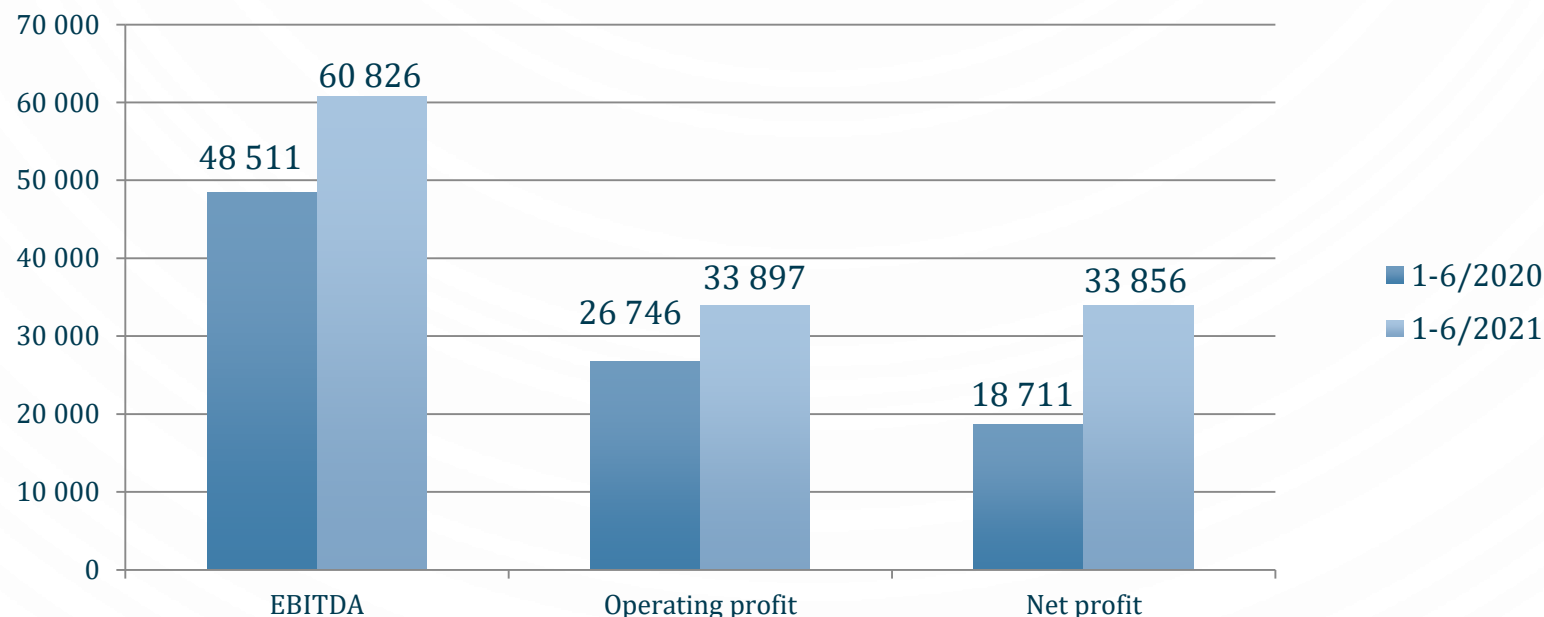
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Financial expenses	1-6/2021	1-6/2020	Change	relative share of income of 2021
	BGN '000	BGN '000	%	%
Interest expense on loans received	4 600	5 504	-20%	68%
Interest expense on leases	963	751	22%	14%
Bank fees and charges on loans and guarantees	602	348	42%	9%
Interest expense under factoring agreement	370	228	38%	5%
Other interest expenses	215	0	100%	3%
Net change in the impairment adjustment for credit losses on trade receivables	3	0	100%	0%
Net loss from exchange differences from loans denominated in foreign currencies and leases	0	2607	-	0%
Net loss foreign exchange on receivables from securities transactions	0	9	-	0%
Total	6 753	9 447		100%

Financial result



- **EBITDA** increased by BGN 12,3 million or by 25%, while in the first half of 2021 it amounted to BGN 60,8 million compared to BGN 48,5 million in the first half of 2020. The increased profit margin of the sold goods by 2.8% to 14.3% compared to the first half of 2020 has a positive impact, largely due to the acquired new pharmacies in the Group at the end of last year.
- **Profit from operating activities** increased by BGN 7,2 million or by 27%, to BGN 33,9 million in the first half of 2021 compared to BGN 26,7 million in the first half of 2020.
- **Net profit** increased by BGN 15,1 million or 81% to BGN 33,9 million in Q2 2021 compared to BGN 18,7 million in the first half of 2020. The reduced financial expenses as a result of losses from exchange rate differences have a positive impact, as well as the profit from associates in amount of BGN 4,6 million recorded in the current period and profit from the acquisition and disposal of shares in subsidiaries of BGN 1,2 million.



Assets

- **Non-current assets** decreased by BGN 11 million, mainly due to the written-off book value of assets on disposal of investment in subsidiaries.
- The acquired tangible and intangible fixed assets for the period amounted to BGN 21,8 million.
- Investments in associates and joint ventures increased by BGN 5,7 million as a result of the reclassification of “Momina krepost” AD as a joint venture on the one hand, as well as from the reported share in the current profit of the associated company “Doverie obedinen holding” AD in the amount of BGN 4,4 million.
- **Current assets** decreased by BGN 6,4 million, mainly due to the decrease of inventories by BGN 2,5 million, trade receivables with BGN 4,1 million and cash by BGN 4,6 million. Receivables from related companies increase by BGN 2 million.

Assets	30.06.2021	31.12.2020	Change %	rel. share
	BGN '000	BGN '000		2021
Non-current assets				
Property, plant and equipment	381 490	395 872	-4%	31%
Intangible assets	55 940	58 272	-4%	5%
Goodwill	13 360	13 269	1%	1%
Investment properties	10 437	11 691	-12%	1%
Investments in associated and joint ventures	68 475	62 811	8%	6%
Other long - term equity investments	16 424	14 294	13%	1%
Long-term receivables from related parties	60 604	59 726	1%	5%
Other long-term receivables	12 068	11 951	1%	1%
Deferred tax assets	169	2 049	-1112%	0%
Total	618 967	629 935		51%
Current assets				
Inventories	285 025	287 569	-1%	23%
Commercial receivables	246 627	250 707	-2%	20%
Receivables from related parties	8 692	6 682	23%	1%
Assets held for sale	80	-	100%	0%
Other short-term receivables and assets	44 735	41 926	6%	4%
Cash and cash equivalents	20 668	25 293	-22%	2%
Total	605 827	612 177		49%
TOTAL ASSETS	1 224 794	1 242 112	-1%	100%

Owner`s equity and liabilities



- **The equity** increased by BGN 30,6 million compared to 31.12.2020 as a result of the reported net current profit.
- **The liabilities** decreased by BGN 47,9 million compared to the end of 2020.
- **Total liabilities on bank loans, leasing and factoring** of the Group decreased by BGN 52,8 million, as the net debt after deduction of cash and cash equivalents decrease with BGN 48,1 million to BGN 352,1 million. The trade liabilities increased by BGN 8 million compared to the end of the last year.

OWNER`S EQUITY	30.06.2021	31.12.2020	Change	rel. share compared to OE 2021
	BGN '000	BGN '000	%	%
Equity attributable to equity holders of the parent				
Share capital	134 798	134 798	0%	23%
Reserves	58 993	57 701	2%	10%
Retained earnings	390 594	360 770	8%	65%
	584 385	553 269	5%	98%
Non-controlling interests	127 85	13 326	-4%	2%
TOTAL EQUITY	597 170	566 595	5%	100%
LIABILITIES				rel. share compared to total liabilities 2021
Non-current liabilities				
Long-term bank loans	50 414	34 567	31%	8%
Deferred tax liabilities	6 478	7 937	-23%	1%
Long-term liabilities to related parties	8 849	8 783	1%	1%
Long-term payables to personnel	7 405	7 339	1%	1%
Lease liabilities	46 132	49 593	-8%	7%
Government grants	7 875	10 422	-32%	1%
Other non-current liabilities	12 498	12 425	1%	2%
	139 651	131 066	6%	22%

Owner`s equity and liabilities

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Current liabilities	30.06.2021	31.12.2020	Change	rel. share compared to total liabilities 2021
	BGN`000	BGN`000	%	%
Short-term bank loans	215 820	255 281	-18%	34%
Short-term part of long-term bank loans	12 484	31 172	-150%	2%
Trade payables	172 919	164 919	5%	28%
Payables to related parties	2 183	2 367	-8%	0%
Factoring agreement liabilities	30 924	36 591	-18%	5%
Short-term part of leasing liabilities	16 635	17 951	-8%	3%
Payables to personnel and social security	18 429	17 996	2%	3%
Tax payables	6 956	6 590	5%	1%
Other current liabilities	11 623	11 584	0%	2%
	487 973	544 451	-12%	78%
TOTAL LIABILITIES	627 624	675 517	-8%	100%
TOTAL OWNERS' EQUITY AND LIABILITIES	1 224 794	1 373 178	-12%	

Cash flows



- The free cash flow (normalized with the revenues from factoring and payments under leasing contracts), generated for the first half of 2021, amounts to BGN 38,7 million inflow compared to BGN 27,7 million outflow in the first half of 2020.

	30.06.2021	30.06.2020
	BGN '000	BGN '000
Net cash flows from operating activities	(47 161)	(110 005)
Proceeds of amounts by factoring	109 479	102 822
Purchases of property, plant and equipment, intangible assets, net	(13 028)	(13 080)
Payments under lease agreements	(10 608)	(7 419)
Free cash flow (normalized)	38 682	(27 682)



Consolidated financial results for the first half of 2021

Production activity:
"Sopharma" AD

Production activity and major products – "Sopharma" AD



9 manufacturing facilities.



More than **200** products: incl. nearly **190** medicinal products and **11** groups of medical devices.
15 traditional products, **12** of the products are plant-based.



Tabex, **Carsil** and **Tempalgin** make a major contribution to the company's export revenues.



The generic product **Analgin** is of major importance to the company's domestic sales.

Product	Description
Carsil	Traditional phyto-product used for the treatment of gastrointestinal diseases (liver diseases).
Tempalgin	Traditional drug used as a painkiller.
Tabex	Traditional phyto-product used for the treatment of nicotine dependence.
Tribestan	Traditional phyto-product that stimulates the sexual functions.
Broncholitin	Traditional product used for treatment of diseases affecting the respiratory system and causing coughing and catarrhal changes.
Analgin	Generic painkiller.
Nivalin	Traditional phyto-based product used for the treatment of diseases of the peripheral nervous system.
Methyl-prednisolon	Generic lyophilized sterile hospital product used for handling cases of severe allergies and certain life threatening conditions.
Vitamin C	Widely used nutritional supplement .
Valeriana	Generic non-prescription herbal medicine used to reduce stress.

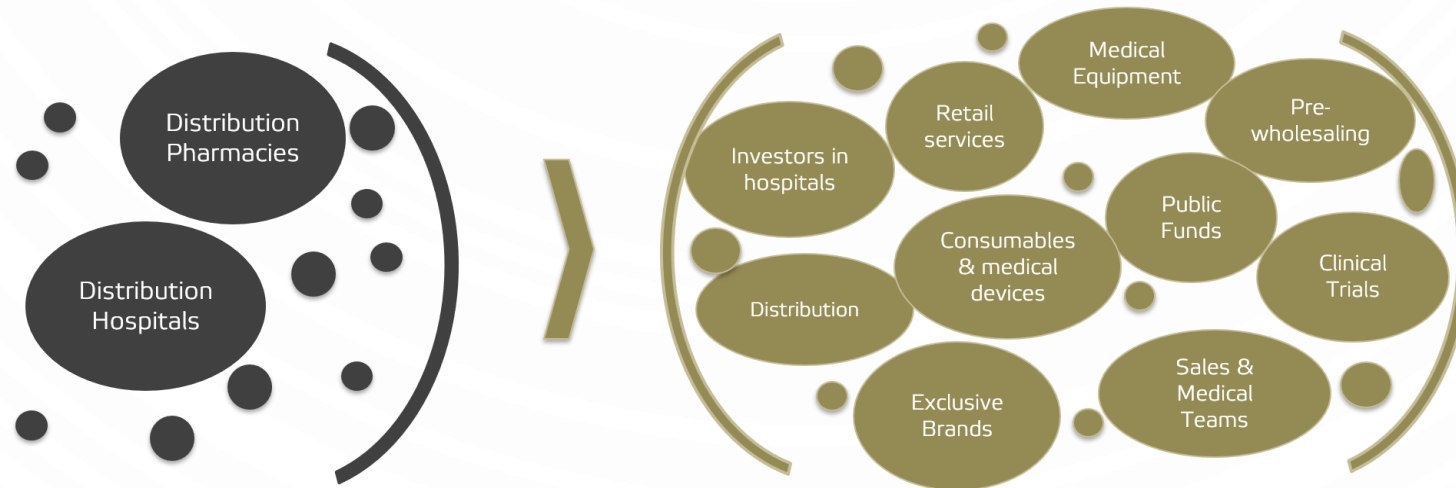


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Major subsidiaries

Distribution – „Sopharma Trading“ AD

- The company was established and registered in 1993 as "Sanita Trading" Ltd.
- In 1998 it was transformed into a joint-stock company.
- In 2005 the name of the company became “Sopharma Trading” AD.
- The subject of activity is wholesale and retail trade of medicines and sanitary materials; transport and forwarding activities; purchase, construction and furnishing of real estate for sale; all other commercial transactions not prohibited by law.
- The company strives to diversify its operations so that from a purely distribution company to become a fully integrated provider of comprehensive, innovative and quality healthcare services on the market.



“Sopharma Trading” AD offers:



15 000 pharmaceuticals products.



Turnkey solutions for hospitals.



100% coverage on the territory of Bulgaria and access to any point of the country within 4 hours.

Distribution service through our own fleet of **more than 150 vehicles**.

Complete logistics solutions for import, storage and distribution of goods to end customers.



More than **3000 clients**.

Key highlights



- **100%** national distribution coverage in Bulgaria and Serbia with four regional distribution centers.
- Daily deliveries to **3,500 pharmacies and 350 medical establishments**.
- The company also offers a **pre-distribution service** - warehousing and logistics services for pharmaceutical products.
- The national logistics coverage in Bulgaria is implemented through **three** bases in Sofia, Varna and Veliko Tarnovo.
- The warehouse of “Sopharma Trading” AD in Sofia is the **most modern** pharmaceutical logistics terminal in Bulgaria.

Indicators	01-06/2021	01-06/2020
Revenues from sales (<i>BGN '000</i>)	641 917	529 387
Net profit (<i>BGN '000</i>)	6 189	5 345
Net profit per share	0.18	0.16
	30.06.2021	31.12.2020
Assets (<i>BGN '000</i>)	601 240	616 529
Owners' equity (<i>BGN '000</i>)	83 059	76 938
Shares (<i>BGN '000</i>)	34 276	34 276

Management and shares



BGN **34 276 050** share capital



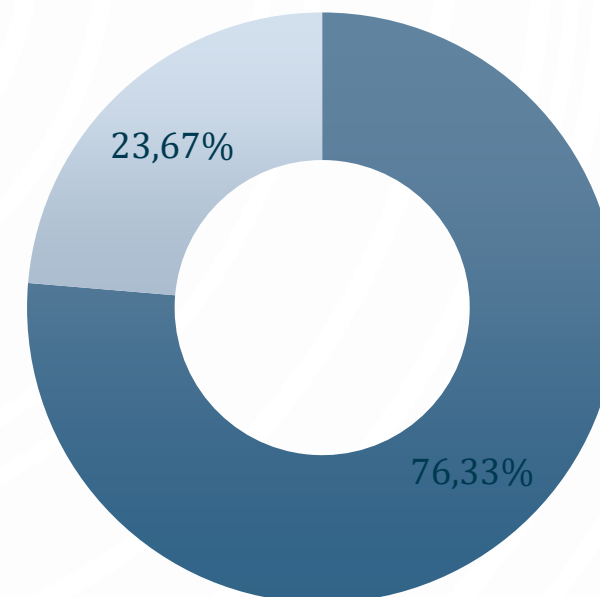
Ordinary registered shares with value of BGN 1 per share.



Shareholder participation of the members of the Board of Directors:

- Ognian Donev – Chairman – **735 550** shares, **2.15%** of capital.
- Dimitar Dimitrov – member and Executive Director – **142 137** shares, **0.41%** of capital.

Shareholder structure as at 30 June 2021



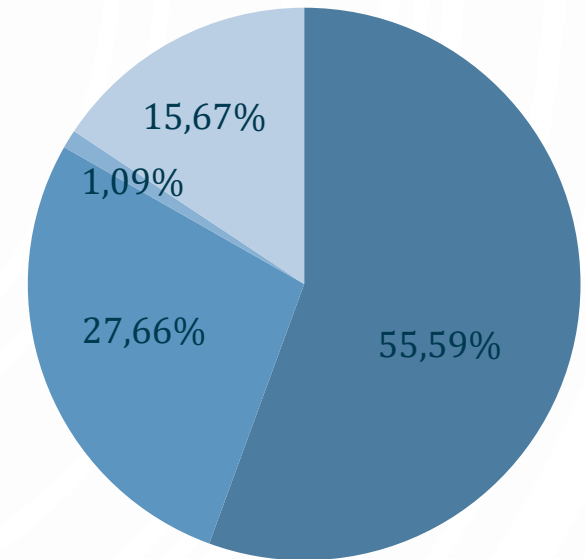
- "Sopharma" AD
- Physical persons, under 5%

Development

- “Sopharma Trading” AD is actively working to expand its market positions in the various segments in which it operates - hospital and pharmacy.
- In 2015, the Company started the development of its retail chain of pharmacies under the SOpharmacy brand.
- The annual average market growth rate in Europe will be 2-5%.
- The market for medicinal products in developed countries in the EU will grow at a very slow pace (an average of 0.8% annually).
- Major trends in the „wholesale drug industry“:
 1. Consolidation of participants in this market;
 2. Expanding our own portfolio of products focused on cosmetics and OTC;
 3. Cost minimization in supply chain management;
 4. Digitalization the sector and analyzing Big Data based processes.



Sales by clients group



- Pharmacy market
- Hospital market
- Apparatus
- Wholesaler

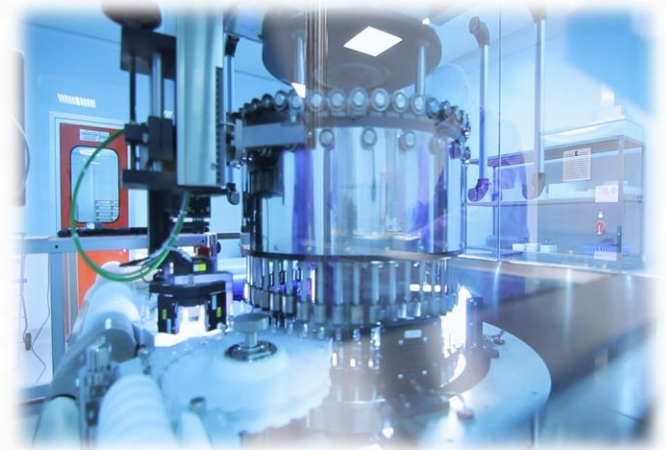


Consolidated financial results for the first half of 2021

New products, significant events and risks

New developments and products

- Marketing Authorization for one new medicinal products was obtained Carsil 22,5 mg coated tablets (Belarus).
- Received **12** Authorizations for the use of medicinal products for new destinations.
- During the reporting period **two** nutritional supplement for Bulgaria.
- Renewed Marketing Authorizations for **21** medicinal products.
- Submission of documentation for the renewal of the Marketing Authorizations for **44** medicinal products.
- **297** changes for medicinal products approved by agencies.
- **227** changes for medicinal products submitted to agencies.
- There is a pharmaceutical development of **4** new medicinal products.



Significant events during the reported period

- On 10 March 2021 the Company sold 396,600 of its shares in the capital of “Momina Krepost” AD, as a result of which the share of ownership of “Sopharma” AD became 37.46%. On 15 March 2021 an agreement was concluded between “Sopharma” AD and “Medical Consumables” OOD for a common policy in the management of Momina Krepost” AD through joint exercise of voting rights.
- At the Extraordinary General Meeting of Shareholders of “Sopharma” AD, held on 2 April 2021, the amendments to the Articles of Association of the Company proposed by the Board of Directors were adopted by a majority of 85.93% of the presented capital.
- At its meeting the Board of Directors adopted a decision for issuance, under the conditions of initial public offering, of warrants as follows:
 - Exercise value: BGN 4.13
 - Issuance price of one warrant: BGN 0.28
 - Number of warrants: 44,932,633
 - Minimum success threshold of the issue: 22,466,317
 - Term in which the right can be exercised: 3 years
- At the Regular General Meeting of Shareholders of “Sopharma” AD, held on 4 June 2021, the decisions proposed by the Board of Directors on the relevant items of the agenda were adopted.



Review the main risks



1. The COVID19 pandemic.
2. Significant competition.
3. The Company is dependent on regulatory approvals.
4. The Company's ability to pay dividends depends on a number of factors and there can be no guarantee that the Company will be able to pay dividends in accordance with its dividend policy or at all in any given year.
5. Operational risk, which is inherent to its business activities.
6. The macroeconomic environment has a significant effect on the Company's operations and position.
7. Currency risk - Through the companies in Belarus and Ukraine, the group carries out business operations in these countries and, accordingly, has substantial exposures in Belarusian rubles and Ukrainian hryvnia. The currency risk is related to the negative movement of the exchange rates of these currencies against the Bulgarian lev in the future business operations, the recognized assets and liabilities in foreign currency and the net investments in foreign companies. The rest of the companies abroad sell mainly on local markets, leading to currency risk and against their currencies - the Serbian dinar and the Polish zloty.



Thank you for your time and attention!

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