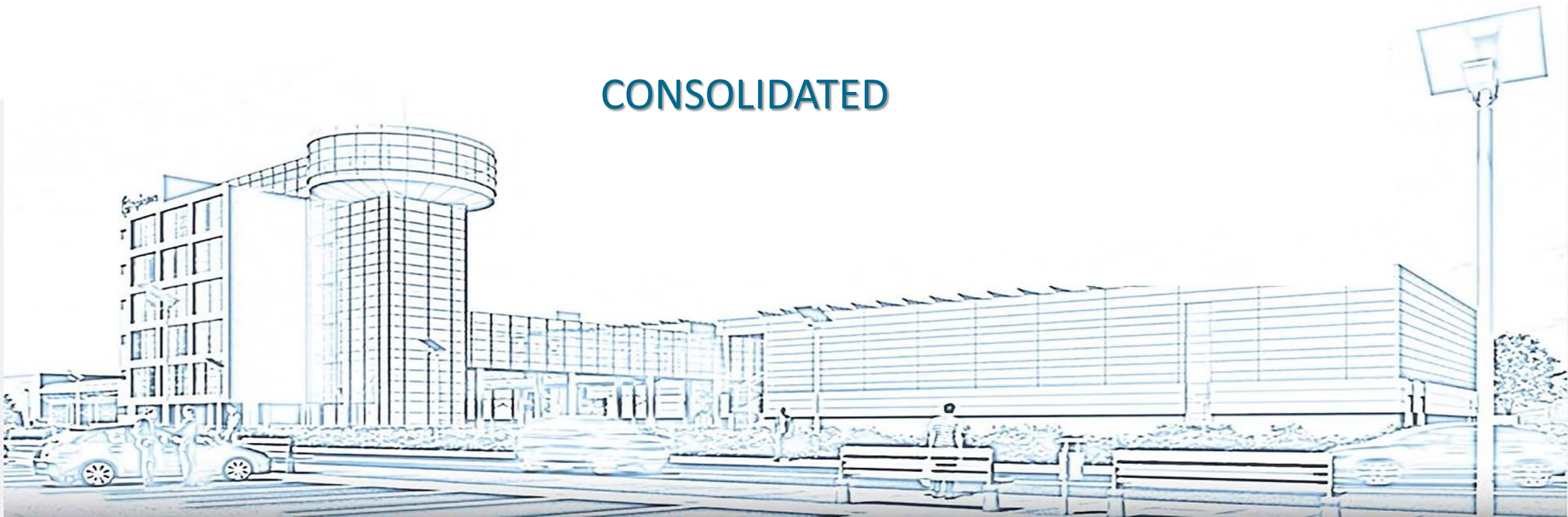


SOPHARMA AD

PRESENTATION FOR THE FIRST QUARTER OF
2019

CONSOLIDATED



Sopharma Group



- Sopharma Group (the Group) is a leading Bulgarian producer, exporter and local distributor of pharmaceutical products with a strong presence in Eastern and South-eastern Europe.
- Sopharma Group consists of Sopharma AD and 53 subsidiaries, directly or indirectly controlled by the Company. In addition, and 1 associated company.
- The Group operates in the following areas:
 - production of pharmaceutical products, which is primarily done by Sopharma AD;
 - production of medicinal products and medicinal cosmetics, focused on the production site in Sandanski city;
 - distribution of pharmaceuticals, medical supplies, sanitary materials, which is mainly performed by Sopharma Trading in Bulgaria;
 - production and distribution of non-pharmaceutical products, which is mainly performed by Momina Krepost AD.



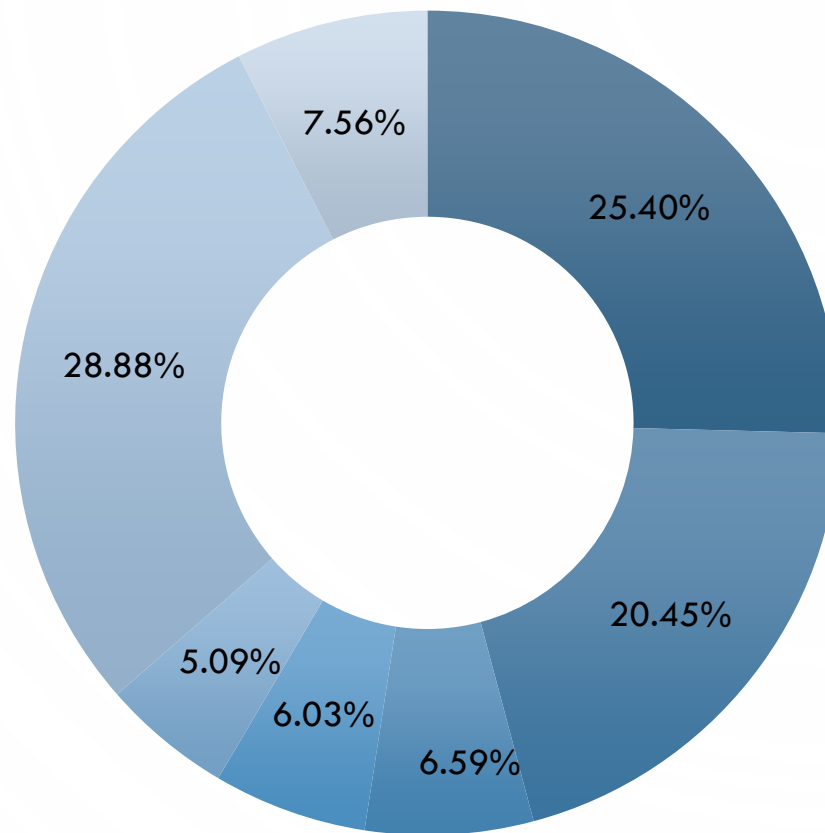
Sopharma AD



- Sopharma AD is a company registered in Bulgaria under the Provisions of the Commercial Act, with its registered office in Sofia, 16, Iliensko shose str.
- Sopharma AD was established in 1933. The court registration of the Company is from 15.11.1991, decision №1 / 1991 of Sofia City Court.
- Sopharma AD is a public company under the Public Offering of Securities Act.
- The Company conducts the production and marketing of medicinal substances and dosage forms; research, engineering and implementation activities in the field of photochemistry, chemistry and pharmacy, production of medical devices and cosmetics.



Shareholder structure as at 31 March 2019



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

Sopharma Board of Directors



**Ognian Donev,
PhD**

Chairman of the Board of Directors 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 Chairman and Managing director of Sopharma AD.



Vessela Stoeva

Deputy-chairman

Completes her high school degree in the French Language in Sofia. Afterwards she 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.



**Alexandar
Tchaouchev**

Independent Member

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



**Ognian
Palaveev**

Independent Member

Mr. Palaveev completed his economic education in Germany and has over 37 years of experience in the fields of economics and trade. In the last 15 years he has been an executive director of Unipharm AD and for more than 8 years he is member of the Board of Directors of Sopharma AD.



Ivan Badinski

Member of the Board of Directors

Mr. Badinski graduated with Master Degree in Pharmacy. He 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.

Personnel

- The average number of employees for 2019 – 5 308 workers and employees.
- The average number of employees of Sopharma AD as at 31.03.2019 is 2 273 and of Sopharma Trading AD is 839.
- The training programs offered to employees of the Company aim to develop employee competencies.
- The training policy is specifically aimed at providing professional competences and information concerning the requirements for health and safety at work.
- Employees are entitled to higher additional remuneration required by applicable law for overtime, night shifts and work on Saturdays, Sundays and holidays.



*Bulgarian based mother company,
pharmaceutical producer*

API production

**Pharmaplant AD,
Bulgaria**
*Pharming of medicinal
plants*

**Sopharma AD,
Kazanlak Bulgaria**
*Extraction of active
ingredians*

**Pharmaceuticals
production**

Sopharma AD, Bulgaria
*Self-developed products
from herbal origin,
Generic products*

**Bipharm engineering AD,
Bulgaria and Vitamini
Ukraine**
Generic products

**Wholesale and
distribution**

**Sopharma Trading AD,
Bulgaria and Serbia**
*Pre-wholesaling,
wholesaling, retail*

BRIZ Latvia and Sopharma
**100% owned subsidiaries in
Ukraine, Kazakhstan, Poland
and etc.**
Wholesaling, retail

Non-pharma activities

Biopharm Engineering
*Veterinary products,
sterile production*

Momina Krepost AD
*Plastic disposable
materials*

Production activity and major products – Sopharma AD



Product	Description
Carsil	Traditional product used for the treatment of gastrointestinal diseases (liver diseases).
Tempalgin	Traditional analgesic drug used as a painkiller
Tabex	Traditional product and is used for the treatment of nicotine dependence
Tribestan	Traditional plant-based product that stimulates the functions of the sexual system
Broncholitín	Traditional product used for treatment of diseases affecting respiratory system and causing coughing and catarrhal changes
Analgin	Generic painkiller
Nivalin	Traditional plant-based product used for 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
Valerian	Generic non-prescriptional herbal medicine used to reduce stress

- The company is **the largest** Bulgarian manufacturer of ampoules and suppositories.
- **10** manufacturing plants in line.
- More than **210** 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 **Templigne** make a major contribution to its export market income
- Domestic sales are of major importance to the company's generic products is **Analgin**.
- The **production activity** of the company:
 1. Phytochemical activity;
 2. Ready-to-use formulations;
 3. Medical devices and cosmetics, incl.:
 - Plasters;
 - Bandages;
 - Samitary-hygiene products;
 - Medicinal cosmetics;
 - Concentrates for hemodialysis.

Production activity – Biopharm Engineering AD

- Biopharm Engineering AD has modern production units and is continuously expanding and modernizing its production capacities.
- The strategy of Biopharm Engineering AD steps on the market and technological advantages of the company.
- The company has a Good Manufacturing Practice Certificate (GMP). It is successfully developing in the following areas:
 - Manufacture of infusion solutions;
 - Production of injection solutions;
 - Manufacture of veterinary medical preparations;
- Main Markets:
 - The manufactured infusion solutions are realized through Sopharma AD on both the Bulgarian and the international market.
 - Veterinary medical products are available in Bulgaria and other European countries.



Production activity – PAO Vitamini, Ukraine

- PAO Vitamini manufactures and sells medicines, tablets, powders, oil solutions, syrups and tinctures.
- Production of the medicines of PAO Vitamini is highly effective, of excellent quality, affordable prices and is sold successfully not only in Ukraine and the CIS.
- At present, the production takes place in the following production sites:
 - for liquid dosage forms;
 - two production sites for solid dosage forms;
 - production site for extraction;
 - tincture production;
 - tincture production;
 - production of powdered products.



Distribution – Sopharma Trading AD

- The company is a leading distributor of pharmaceutical products and cosmetics in Bulgaria with a market share of pharmaceutical products of 22% (according to IQVIA).
- Sopharma Trading is the only distributor on the Bulgarian market of particular pharmaceutical products.
- The Group offers more than 15 000 products, including the brands of Sopharma AD.
- Holds exclusive rights for Bulgaria over brands of strategic partners such as Aboca, Colief, Jamieson, Planter's, Premax, Skincodex, SVR Laboratories, US Pharmacia and Wyeth, specialized services (such as software solutions for pharmacies and advice and consulting services) and national logistics services.
- Sopharma Trading cooperates with more than 400 partners and over 3 000 clients.



Distribution – SIA Briz, Latvia

- Directions:
 - Distribution of medicines and food supplements;
 - Distribution of cosmetics and perfumery;
 - Registration of medicines in Latvia, Lithuania, Estonia, Belarus, Bulgaria;
 - Presentation of medicines manufactured in third countries in the European Union;
 - Marketing support for products on the mentioned markets;
- The company is developing, successfully and possesses the necessary certificates.
- The mission of the company is to meet the needs of customers in natural, effective and modern medicines and cosmetics, nutritional supplements that improve health and quality of life.
- The main objective of the company is to increase the sales of the portfolio of products of Sopharma AD in the markets of Latvia, Lithuania, Estonia and Belarus.



Key financial indicators

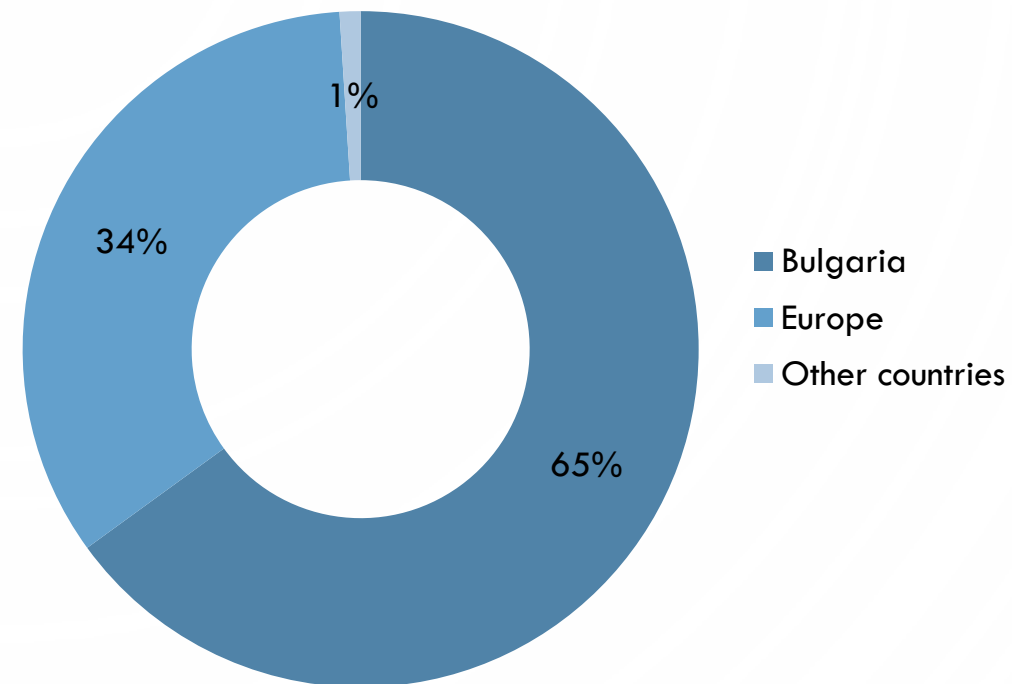
- Sales from revenues increase with 7%
- EBITDA decrease with 12.4%
- Operating profit decrease with 4.3%
- Net profit increase with 26.2%
- Capex increase with 37.3%



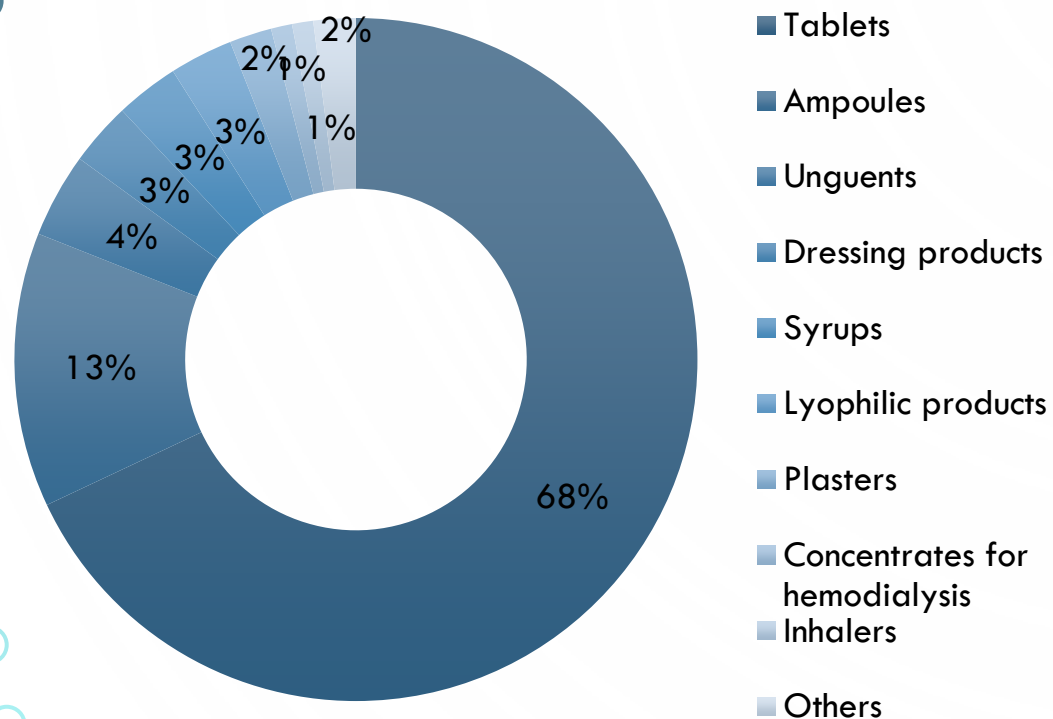
Indicators	1-3/2019 <i>BGN '000</i>	1-3/2018 <i>BGN '000</i>
Sales revenues	313 376	292 863
EBITDA	28 114	25 012
Operating profit	17 519	16 793
Net profit	17 226	13 654
CAPEX**	7 353	5 357
	31.03.2019 <i>BGN '000</i>	31.12.2018 <i>BGN '000</i>
Non-current assets	582 286	480 688
Current assets	517 872	529 915
Owners' equity	519 153	508 529
Non-current liabilities	94 433	69 175
Current liabilities	486 572	432 899
	1-3/2019	1-3/2018
EBITDA / Sales revenues	9,0%	8,5%
Operating profit/ Sales revenues	5,6%	5,7%
Net profit/ Sales revenues	5,5%	4,7%
	31.03.2019	31.12.2018
Attracted capital / Equity	1,12	0,99
Net debt/EBITDA on annual basis	5,04x*	4,15x
Net bank debt/ EBITDA on annual basis	4,51x**	4,15x

Sales revenues from products

- **Sales revenues from products** – in Q1 2019 increase by BGN 20,5 million or 7%, to BGN 313,4 million.
- **Europe** - in Q1 2019 increased by 7%.
- **Bulgaria** - the sales on the domestic market increase with 7%.
- **Sopharma AD** has a 3% share of the total Bulgarian pharmaceutical market in value and 10% of sales in volume.



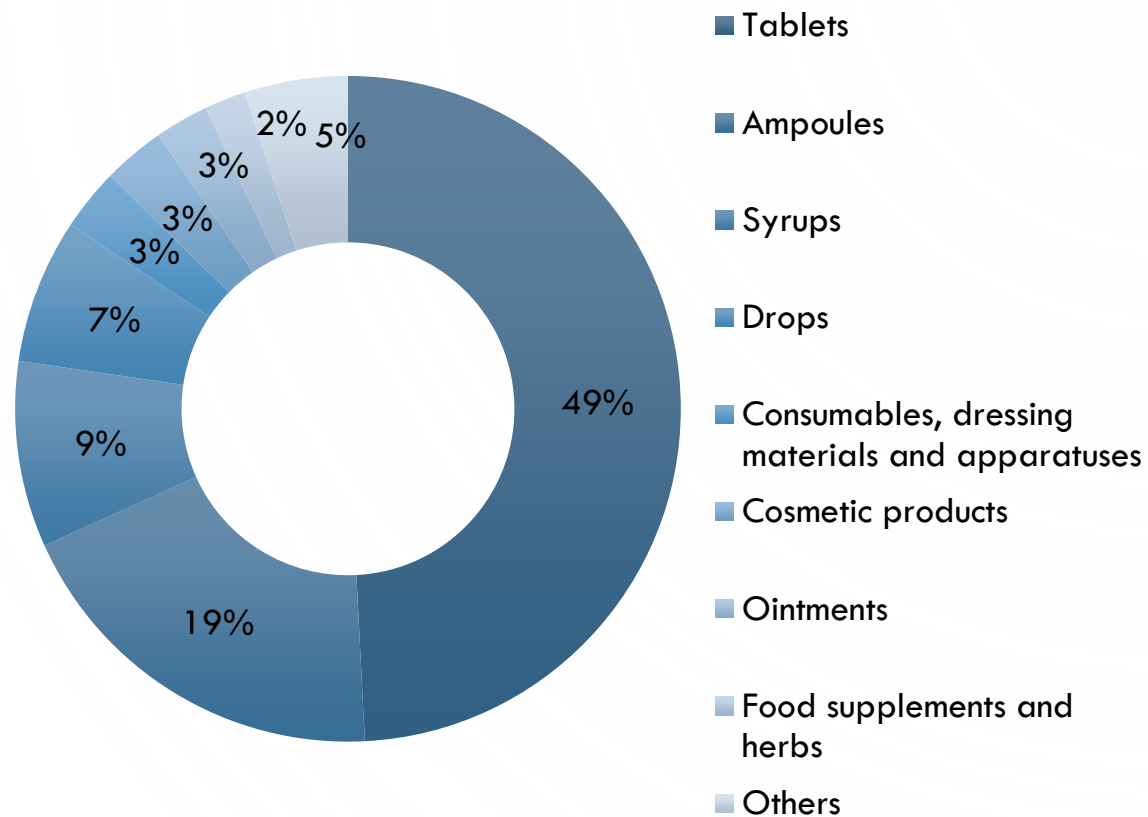
Sales by type of formulation



- Income from the sale of finished goods includes revenues from the sale of products produced by the Company and the companies of the Group.

Revenues by type of formulation	1-3/2019 BGN '000	1-3/2018 BGN '000	Change %
Tablets	43 950	35 288	25%
Ampoules	8 450	8 608	-2%
Consumables, dressing materials and apparatuses	2 755	2 423	14%
Syrups	2 670	1 708	56%
Ointments	2 187	1 731	26%
Lyophilic products	1 490	1 507	-1%
Inhaler products	619	346	79%
Concentrates for hemodialysis	443	462	-4%
Other	2 378	2 634	-10%
Total	64 942	54 707	19%

Sales by therapeutic group



Revenue earned from sale of goods	1-3/2019 BGN '000	1-3/2018 BGN '000	Change %
Tablets	121 686	120 253	1%
Ampoules	47 581	46 583	2%
Syrups	23 319	12 194	91%
Drops	16 622	10 836	53%
Consumables, dressing materials and apparatuses	7 949	9 096	-13%
Cosmetic products	7 493	8 386	-11%
Ointments	6 473	5 997	8%
Food supplements and herbs	5 436	5 819	-7%
Others	11 875	18 992	-37%
Total	248 434	238 156	4%

Other operating revenues



- Other operating income increased by BGN 0,8 million to BGN 2,9 million in Q1 2019, compared to Q1 2018 mainly in the part of advertising and marketing revenues.



Other operating revenues	1-3/2019 BGN '000	1-3/2018 BGN '000	Change %	Rel. share
Services rendered	2 184	1 277	71%	74%
Rents	209	212	-1%	7%
Government grants	198	234	-15%	7%
Services related to social activities and events	150	151	-1%	5%
Profit from sale of long-term assets	73	37	97%	2%
Profit / (loss) from sale of materials	15	15	0%	1%
Written-off liabilities		9	-100%	0%
Net exchange losses on trade receivables and payables and current accounts	(38)	73	-152%	-1%
Other (see Notes to the financial statements)	164	94	74%	6%
Total other operating income	2 955	2 102	41%	100%

Expenses for:

- **operating** increase by BGN 20,6 million to BGN 298 million in Q1 2019;
- **materials** decrease by BGN 1,1 million or 4% to BGN 22,9 million in Q1 2019;
- **services expenses account** increase by BGN 0,9 million or 5% to BGN 17,8 million in Q1 2019;
- **personnel** increase by BGN 3,4 million or by 12% to BGN 30,7 million in Q1 2019;
- **other operating expenses** increase by BGN 0,2 million in Q1 2019 compared in Q1 2018 mainly in the part for scrap and missing finished production;
- **amortization** increase of BGN 2,4 million or by 29% to BGN 10,6 million in Q1 2019;

Operating expenses	1-3/2019 BGN '000	1-3/2018 BGN '000	Change %	Rel. share
Changes in inventories of finished goods and work in progress	(3 605)	(10 228)	-65%	-1%
Materials	22 951	24 033	-5%	8%
Hired services	17 782	16 870	5%	6%
Personnel	30 738	27 373	12%	10%
Depreciation and amortization	10 595	8 219	29%	4%
Carrying amount of goods sold	218 400	210 149	4%	73%
Other operating expenses	1 951	1 756	11%	1%
Total	298 812	278 172	7%	100%

Financial income and expenses

Finance income	1-3/2019 BGN '000	1-3/2018 BGN'000	Change %	Rel. share
Interest income on past due trade receivables	1029	534	93%	50%
Interest income on loans granted	415	273	52%	20%
Net change in impairment allowance for credit losses on receivables from commercial loans granted	243	-	-	12%
Net gains from exchange differences from loans in foreign currency	160	-221	-172%	8%
Net gain on transactions with investments in securities	119	-	-	6%
Net gains from exchange differences from receivables on subsidiary sale	65	-	-	3%
Interest income on bank deposits	19	2	850%	1%
Interest on receivables under special contracts	9	-	-	0%
Total	2 059	9 603	250%	102%

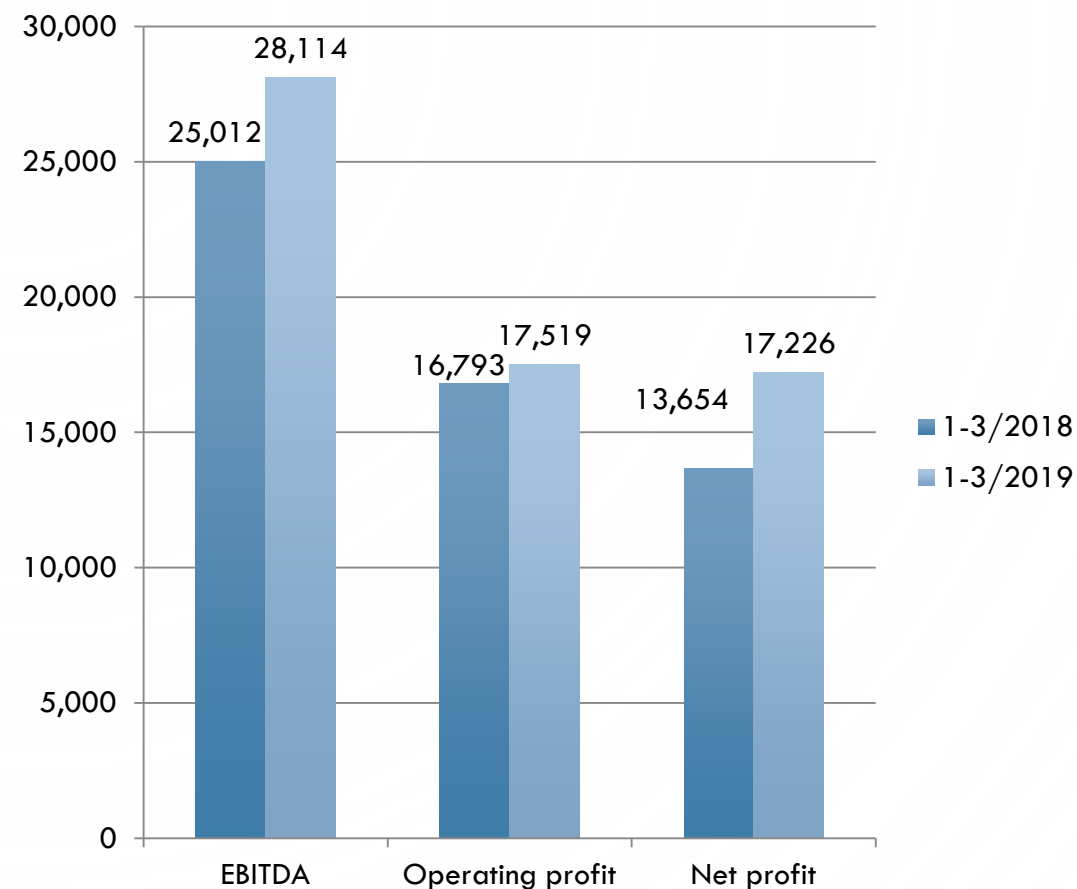
Financial expenses	1-3/2019 BGN '000	1-3/2018 BGN'000	Change %	Rel. share
Interest expense on loans received	2127	1535	39%	74%
Interest expense on finance and operating lease	434	24	1708%	5%
Bank fees and charges on loans and guarantees	217	171	27%	8%
Interest expense under factoring agreement	107	74	45%	4%
Net loss on exchange differences from receivables on subsidiary sale	-	87	-100%	0%
Effects from derivatives	-	2	-100%	0%
Net loss from transactions with investments in securities	-	6	-100%	0%
Total	2 885	1 899	52%	100%

- **Financial revenues** increase by BGN 1,5 million to BGN 2,1 million in Q1 2019.
- **Financial expenses** increase by BGN 1 million or by 52% to BGN 2,9 million in Q1 2019.

Financial result of the activity



- Profit before interest, taxes and depreciation (**EBITDA**) increase in Q1 2019 by BGN 3,1 million or by 12% to BGN 28,1 million compared to BGN 25 million in Q1 2018.
- **Operating profit** increase by BGN 0,7 million or 4% to BGN 17,5 million in Q1 2019 compared to BGN 16,8 million in Q1 2018.
- **Net profit** increase by BGN 3,6 million or by 26%, to BGN 17,2 million in Q1 2019 compared to BGN 13,7 million in Q1 2018.



Assets

- **Total assets** increase to BGN 1 100,2 million.
- **Non-current assets** increase by 21% to BGN 101,6 million.
- **Property, plant and equipment** increase with BGN 36,7 million.
- **Current assets** decrease by BGN 12 million or by 2% to BGN 517,9 million.
- **Receivables from related parties** decrease with BGN 5,1 million in the part of **commercial loans granted** with BGN 4.6 million.
- **Other receivables and prepaid expenses** decrease with BGN 3.8 million.
- **Cash and cash equivalents** decrease by BGN 5,3 million.

Non-current assets	31.03.2019	31.12.2018	Change	Rel. share
	BGN '000	BGN '000	%	2019
				%
Non-current assets				
Property, plant and equipment	361 241	324 525	11%	62%
Intangible assets	62 129	62 195	0%	11%
Goodwill	19 989	23 516	-15%	3%
Investment property	10 427	10 427	0%	2%
Investments in associated companies and joint ventures	22 785	20 383	12%	4%
Other long - term equity investments	10 034	8 598	17%	2%
Long-term receivables from related parties	86 186	23 055	274%	15%
Other long-term receivables	7 609	6 399	19%	1%
Deferred taxes	1 886	1 590	19%	0%
	582 286	480 688	21.1%	53%
Current assets				
Inventories	234 387	235 763	-1%	45%
Trade receivables	239 483	235 911	2%	46%
Receivables from related parties	4 883	9 942	-51%	1%
Other short-term receivables and assets	18 863	22 717	-17%	4%
Cash and cash equivalents	20 256	25 582	-21%	4%
	517 872	529 915	-2.3%	47%
TOTAL ASSETS	1 100 158	1 010 603	8.9%	100%

Owner`s equity and liabilities - non-current liabilities

- **The equity** of Sopharma Group increases by BGN 10,6 million mainly due to an increase in retained earnings and reserves.
- The equity related to the equity holders of the Company is 45% of the total equity and liabilities, and there is improvement in the financial autonomy of the Group.
- **Non-current liabilities** increase by 36% to BGN 94,4 million mainly due to:
 - increase of financial leasing liabilities by BGN 26,8 million, which is a consequence of the effects of the introduction of IFRS 16 Leasing, effective as of 01.01.2019;

EQUITY	31.03.2019	31.12.2018	Change %	From owners' %
	BGN '000	BGN '000		
Equity attributable to owners of the parent				
Share capital	134 798	134 798	0%	26%
Reserves	56 168	55 661	1%	11%
Retained earnings	303 017	285 101	6%	58%
	493 983	475 560	4%	95%
NON-CONTROLLING INTEREST	25 170	32 969	-24%	5%
TOTAL EQUITY	519 153	508 529	2%	100%
Non-current liabilities				
Long-term bank loans	39 817	41 124	-3%	7%
Deferred tax liabilities	11 672	11 781	-1%	2%
Long-term liabilities to personnel	6 084	6 015	1%	1%
Finance lease liabilities	29 248	2 486	1077%	5%
Government grants	7 307	7 470	-2%	1%
Other non-current liabilities	305	299	2%	0%
	94 433	69 175	37%	16%

Current liabilities

- **Increase:**
 - short-term bank loans increased by BGN 40,3 million;
 - liabilities to related parties by BGN 7 million;
 - liabilities to contract for factoring by BGN 1.4 million;
 - liabilities to personnel and for social security by BGN 1,3 million;
- Decrease of trade liabilities by BGN 8.2 million.
- Total bank loans exposure of the Group at 31 March 2019 increases with BGN 71,3 million.

Current liabilities	31.03.2019 BGN '000	31.12.2018 BGN '000	Change %	Rel. share
Short-term bank loans	283 137	242 859	17%	49%
Current portion of long-term bank loans	13 710	14 874	-8%	2%
Trade payables	116 262	124 476	-7%	20%
Payables to related parties	7 494	467	1505%	1%
Payables on contract for factoring	23 221	21 791	7%	4%
Payables to the personnel and for social security	15 444	14 176	9%	3%
Tax payables	7 996	6 675	20%	1%
Other current liabilities	19 308	7 581	155%	3%
	486 572	432 899	12%	84%
TOTAL LIABILITIES	581 005	502 074	16%	100%
TOTAL EQUITY AND LIABILITIES	1 100 158	1 010 603	8.9%	

Cash flow and ratios

- Net cash flows for the first quarter of 2019 generated:
 - by operating activities amounted to BGN 38,8 million outflow;
 - from investment activity amounted to BGN 65,9 million outflow;
 - from financial activity were to the amount BGN 100,5 million inflow.
- As a result of these activities, cash and cash equivalents decreased net by BGN 4,3 million and by 31 March 2019 amounted to BGN 19,9 million compared to BGN 24,1 million as at 1 January 2019.

	31.03.2018	31.12.2018
ROE ¹	6,6%	6,0%
ROA ²	3,1%	2,9%
Asset turnover ³	1,18	1,19
Current liquidity ⁴	1,06	1,22
Quick ratio ⁵	0,58	0,68
Cash/current liabilities ⁶	0,04	0,06
Owners' equity/liabilities ⁷	0,89	1,01
	31.03.2019	31.12.2018
	BGN '000	BGN '000
Net cash flow from/ (used in) operations	(38 844)	(25 761)
Net cash flow used in investment activities	(65 909)	(5 962)
Net cash flow (used in)/from financial operations	100 476	34 158
Net increase/(decrease) of cash and cash equivalents	(4 277)	2 435
Cash and cash equivalents on 1 January	24 129	22 614
Cash and cash equivalents on 30 March	19 852	25 049

1 Net profit per annum / average equity for the last five quarters

2 Net profit on an annual basis / average value of total assets for the last five quarters

3 Revenues from sales on an annual basis / arithmetic mean of total assets for the last five quarters

4 Current assets / current liabilities

5 Receivables + Cash / Current liabilities

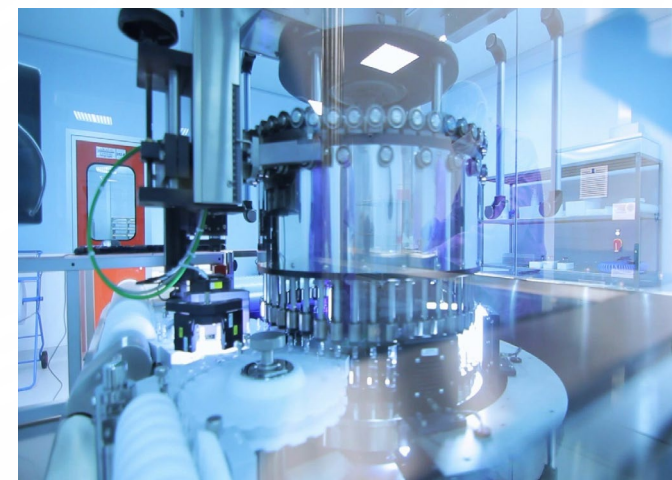
6 Cash / Current liabilities

7 Equity / Liabilities

New developments and products



- Authorization to use the medicinal product Norepinephrine 1 mg/ml concentrate for solution/infusion (Bulgaria, Latvia, Lithuania and Estonia);
- Implemented new products in the production cycle;
- Received **8** Authorizations for the use of medicinal products for new destinations;
- **6** cosmetic products were notified in Georgia (two), Moldova (two), Poland (two);
- **14** medical devices are registered in Bulgaria;
- Agency submissions for re-registrations/changes to **16** medicinal products;
- Agreements approved by the agencies **387** for medicinal products;
- Submissions to agencies **383** changes for medicinal products;
- There is a pharmaceutical development of **20** new medicinal products;
- Translated and validated / optimized are **14** production processes and technologies.



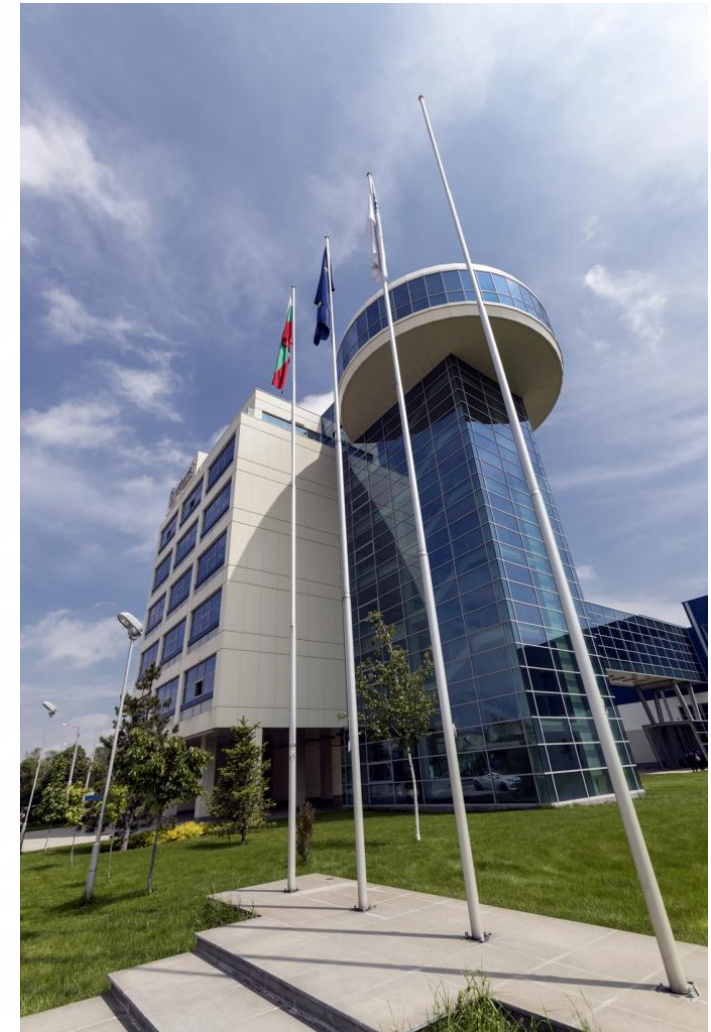
Significant events for the first half of 2019



- On 02.01.2019, the merger of OOO Med-dent, Belarus with BOOO SpetsApharmatsiya., Belarus was registered by merging the assets and liabilities of the two companies.
- On 15.01.2019, an agreement was signed for the acquisition of the non-controlling interest of the subsidiary Sopharma Trading AD in the capital of Lekovit D.O.O. at the rate of 30%.
- As at 30.01.2019 the share participation of ZLPF Allianz Bulgaria in the capital of Sopharma AD reached 5.09%.
- On 15.02.2019, was made a deal for disposal by Sopharma AD of 253,000 shares of the capital of Momina Krepost AD, with which the share of Sopharma AD in the capital of Momina Krepost AD drops from 93, 56% to 78.60%.
- On 27.02.2019 and 18.03.2019, the Board of Directors of the subsidiary Sopharma Trading AD decided to change the names of the companies Sopharma Trading Belgrade OOD, Serbia and Lekovit OOD, Serbia respectively to "Sopharma Trading Pharmaceuticals" and "Sopharma Trading".
- On 28.02.2019 in the Commercial Register is registered "Soparmacy 18" EOOD with sole owner of the capital of "Soparmacy" EOOD.



- On 07.03.2019, through its subsidiary SOOO Britetrade, Belarus, the Group acquired 25% of the capital of OOO Bellerofon, Belarus, as a result of which the parent acquires control and the company is classified as a subsidiary.
- As at 29.03.2019, after the sale of 126,626 shares of the capital of Momina Krepost AD, the share of Sopharma AD in the capital of Momina Krepost AD went below 75% - from 78.60% to 71.11%.
- As at 02.04.2019, after the acquisition of 127,000 shares of the capital of Momina Krepost AD, the share of Medical Supplies Ltd. in the capital of Momina Krepost AD reached 22.47% (380,000 shares).
- On 25.04.2019, Sopharma AD presented an invitation for the convening of a RGM of Shareholders and materials for GM of Shareholders.
- On 30.04.2019 Sopharma Buildings REIT presented an invitation for the convening of a regular RGM of Shareholders and materials for GM of shareholders, which will held on 11 June 2019.
- On 07.05.2019 Sopharma Trading AD presented an invitation for the convening of a regular RGM of Shareholders and materials for GM of Shareholders, which will held on 7 June 2019.
- On 13.05.2019 Momina krepost AD presented an invitation for the convening of a RGM of Shareholders and materials for GM of the shareholders, which will held on 14 June 2019.



Information about the shares of Sopharma AD



- The total number of shares is 134 797 899.
- Nominal value – BGN 1 per share.
- All issued shares are registered, dematerialized, ordinary and indivisible.
- Each share entitles one vote to the General Meeting of Shareholders, a right to dividend and a liquidation share.
- The shares of the Company are traded on the Bulgarian Stock Exchange - Sofia AD, the Main Market (BSE), the PREMIUM Shares Market and on the official market of the Warsaw Stock Exchange.



- Sopharma AD is one of the three Bulgarian companies included in the Central and Eastern European (CEE) index. WIG-CEE is calculated on a common yield basis and includes dividend yield and share subscription rights.

	31.03.2019	31.12.2018
Total number of issued shares	134 797 899	134 797 899
Average-weighted number of outstanding shares for the last four quarters	125 836 449	125 798 842
Number of shares outstanding at the end of the period	125 916 249	125 916 563
Net earnings per share in BGN ¹	0,250	0,225
Price per share at the end of the period in BGN	3,451	3,517
Price/Earnings ratio (P/E)	13,80	15,63
Book value per share in BGN ²	3,92	3,78
Price/Book value ratio (P/B)	0,88	0,93
Sales per share in BGN ³	9,53	9,36
Price per share / Sales per share(P/S)	0,36	0,37
Market capitalization in BGN	465 187 549	474 724 305

Review the main risks:

1. The Company faces significant competition.
2. The Company is dependent on regulatory approvals.
3. The Company's ability to pay dividends depends on a number of factors and there can be no assurance that the Company will be able to pay dividends in accordance with its dividend policy or at all in any given year.
4. Operational risk, which is inherent to its business activities.
5. The macroeconomic environment has a significant effect on the Group's operations and position.
6. Currency risk - The Company supplies part of its raw and other materials in USD. The currency risk is related to the adverse floating of the exchange rate of USD against BGN in future business transactions as to the recognized assets and liabilities denominated in foreign currency and as to the net investments in foreign companies.



Thank you for your time and attention!

Investor Relations Department

Sopharma AD

optimum
health
maximum
vitality

WWW.SOPHARMA.COM



sopharma[®]
PHARMACEUTICALS

ir@sopharma.bg

+3592 8134 556