



Celebrating 40 Years of Good Chemistry

Webinar Presentation 3rd quarter and 9 months of 2012

December 10, 2012





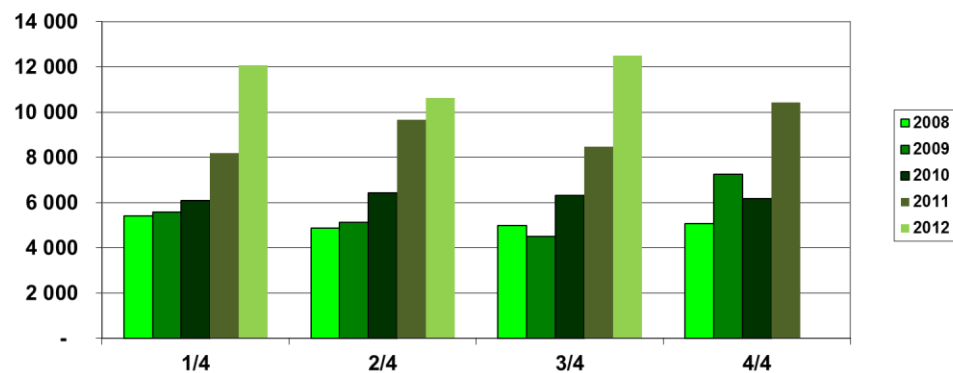
3rd Quarter

Sales in 3rd Quarter

Yet Another Record

- Sales worth 12.5 million lats (17.8 million euros);
- In terms of sales best quarter so far;
- Of this about 1.57 million lats are sales by pharmacies;
- Unexpectedly good for a 3rd quarter;
- 3rd quarter has never been best in sales in that year;

Sales by Quarters, Thsnd LVL

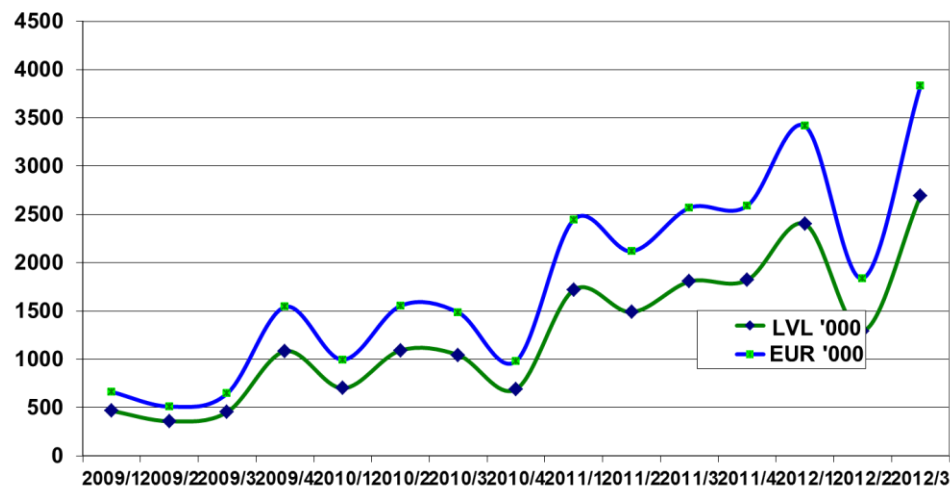


Profit of 3rd Quarter

Highest so far

- Preliminary at 2.7 million lats (3.8 million euros);
- Best so far, twice the amount of Q2 2012;;
- De-stocking of many wholesalers in Q2 resulted in re-stocking in Q3 for the season, this led to better sales and higher profits
- In Q3 profit margin of pharmacies slightly below 10%, still very close to expctations.

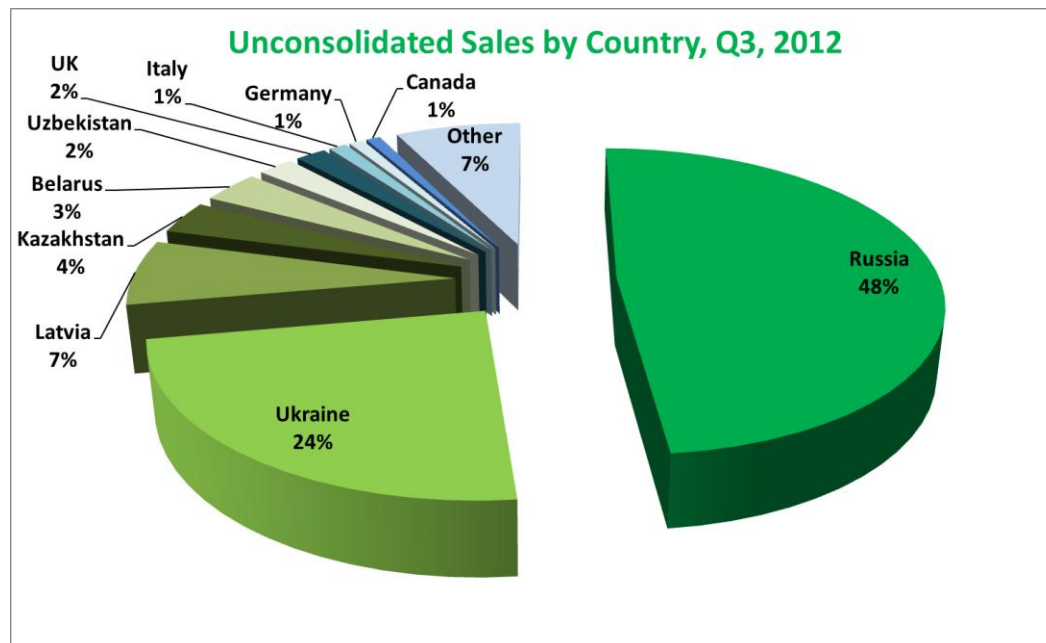
Profit by Quarters



Sales by Countries, Q3

West is Catching up

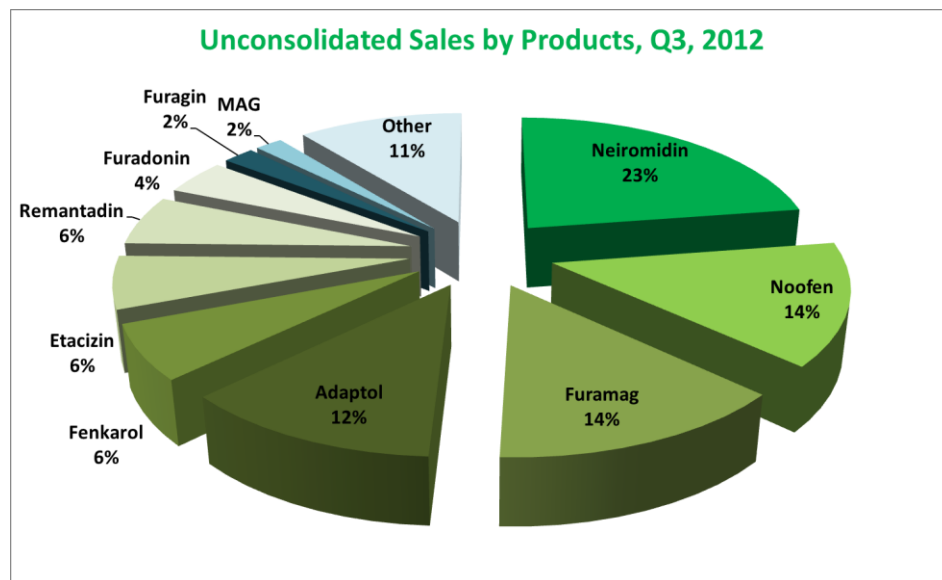
- Good performance in all key markets, except Belarus;
- Russia skyrocketing after somewhat weaker Q2;
- Uzbekistan closing in, 4 Western countries among top 10;



Sales by Products, Q3, 2012

Same Old Storry

- Still a good diversity, Neiromidin still the best selling;
- Furamag and Noofen both closing in a little;
- MAG fell, Remantadin grew;





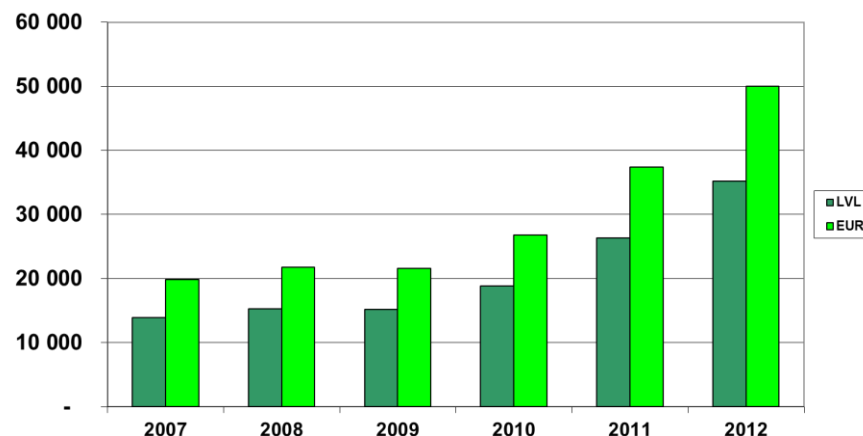
9 months

Sales in 9 Months

Doubled in Two Years

- Sales worth 35.2 million lats (50 million euros), or 34% higher than last year;
- Of this about 4.7 million lats are sales by pharmacies;
- Again - the best nine months so far, sales as high as entire 2011;
- Even unconsolidated 9 months sales are best ever – sales increased by 14%.

Sales in 9 Months , Thsnd.

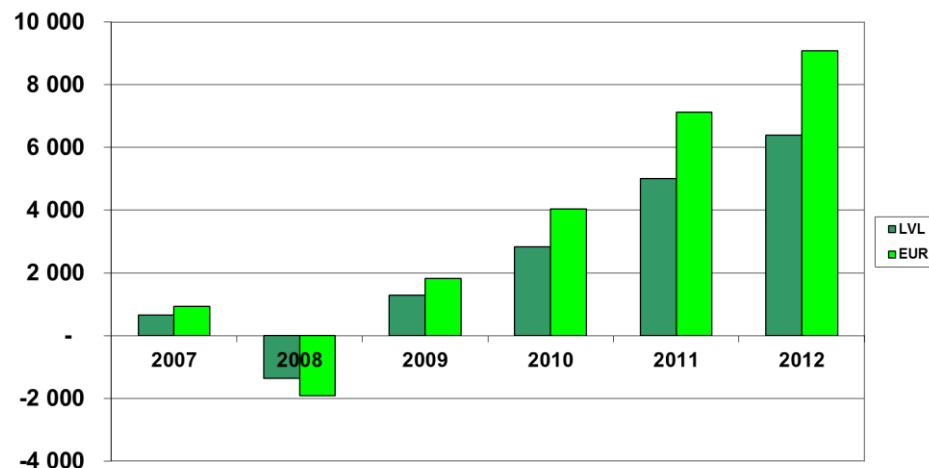


Profit of 9 Months

Right on Schedule

- Preliminary at 6.4 million lats (9.1 million euros);
- No adverse or favourable FX fluctuations in Q3;
- Yet again – best so far;
- Almost as high as entire 2011, twice as high as in 2010;
- 74.2% of annual profit target is met;

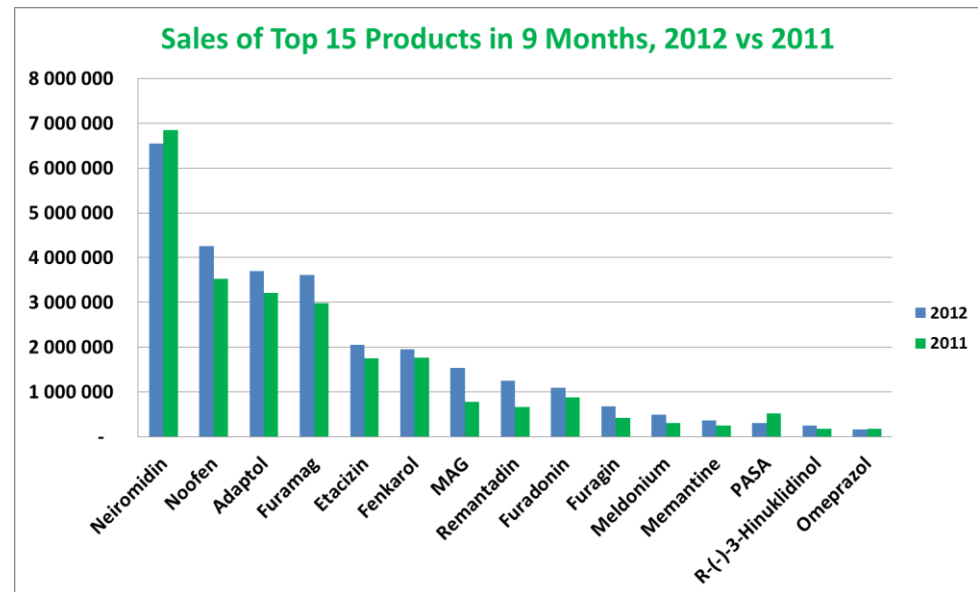
Nine Months Profit, Thsnd.



Growth Drivers: Products

Widespread Growth

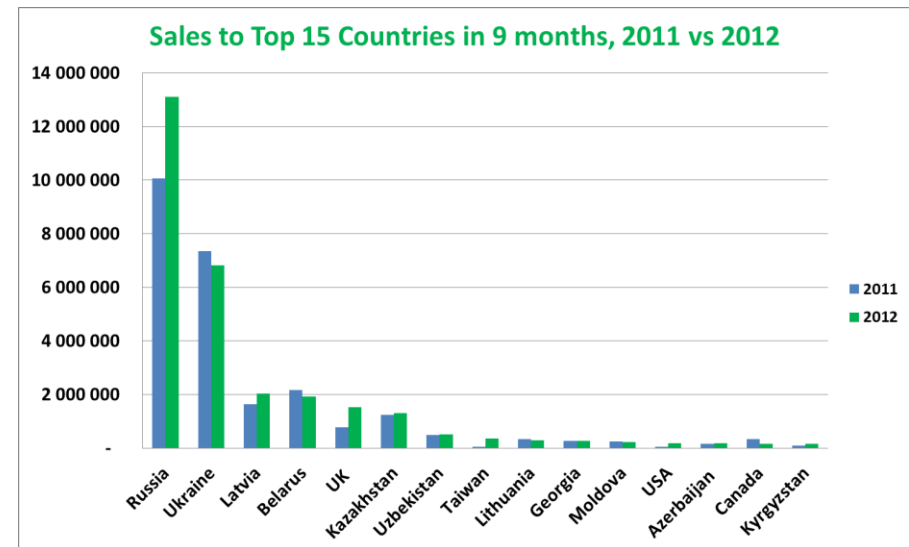
- 12 out of 15 are growing;
- Neiromidin sales are down 4%, compared to high base last year;
- All other key players grow by about 20%;
- Among other best growers: MAG +98%, Remantadin 89%; Furagin and Meldonium 62%.



Growth Drivers: Countries

Russia Skyrocketing

- Most countries growing;
- Russia demonstrates 30% growth, despite high base;
- Among other best growers: Taiwan 700%, US 250%, UK 100%, Kyrgyzstan 80%, Latvia 24%;
- From biggest markets Ukraine falling 7%, Belarus 11%, both compared to very high base last year.





Update on Recent Events

Update for October and November

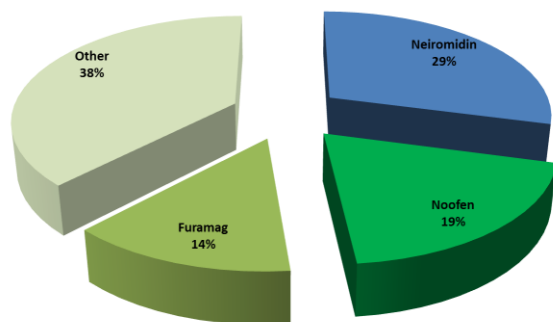
Keeping the Momentum

- Two more pharmacies purchased, one in Ogre and one in neighbouring Ciemupe, both combined are expected to add about 0.2 million lats in annual sales;
- Purchase brings the total number of pharmacies to 41;
- OlainFarm is a recipient of a Certificate of Appreciation from President Berzins of Latvia for Impressive Growth;
- OlainFarm is a recipient of an award as the best EBITDA maker among top 500 Latvian companies;
- Record sales achieved in October, as consolidated sales exceeded 6 million lats, representing 99% growth compared to October 2011. Includes about 200 000 lats of advanced shipments to Ukraine.

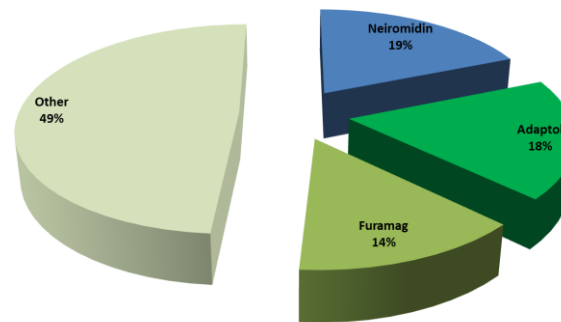
Top Products in Top Markets

Neiromidin Leads All the Way

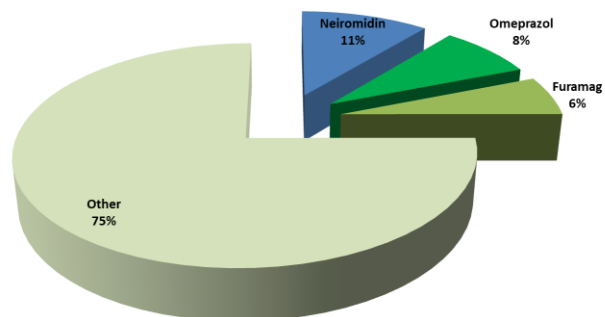
Top Products in Russia, 9m 2012



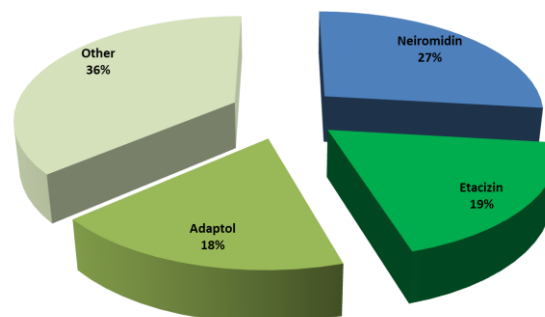
Top Products in Ukraine, 9m 2012



Top Products in Latvia 9m 2012



Top Products in Belarus, 9m 2012



Questions and Answers

Are always welcome

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Merry Christmas and a Profitable New Year!

Thank you!

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