

# MANAGEMENT REPORT

Q3 2015



**SOPHARMA AD**

30 October 2015

## General information about Sopharma AD

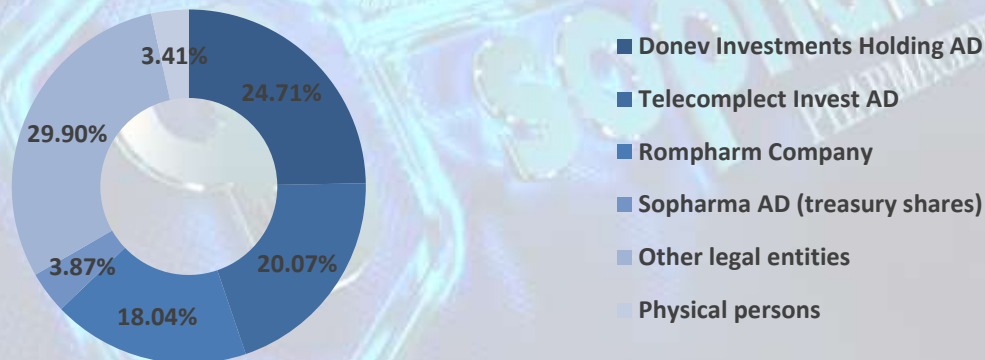
Sopharma AD is a company registered in Bulgaria under the Provisions of the Commercial Act, with its registered office in Sofia, 16Iliensko shose str.

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 phytochemistry, chemistry and pharmacy. Sopharma AD provides services related to production, as well as to ancillary and service activities.

The Company has marketing authorizations under the Law on Medicines and Pharmacies in Human Medicine for all products of its manufacturing nomenclature.

### Shareholder structure as at 30 September 2015



### Management Board

Sopharma AD has a one tier management system with a Board of Directors of five members as follows: Ognian Donev, PhD - Chairman and members Vessela Stoeva, Ognian Palaveev, Alexander Chaushev, Andrey Breshkov. The Company is represented and managed by the Executive Director Ognian Donev, PhD.

### Industrial activity

Sopharma AD has ten manufacturing facilities, which are compliant with EU regulations and are located in Bulgaria. The Company is the largest Bulgarian producer of ampoules and suppositories.

The Company carries out and develops production in the following areas:

- ✚ Substances and preparations based on vegetable raw materials (phytochemical production);
- ✚ Finished dosage forms including

- ✓ Solid tablets, coated tablets, coated tablets, capsules;
- ✓ Galenical - suppositories, drops, syrups, unguents;
- ✓ Parenteral - injectables, powders for injections lyophilic

The Company has more than 210 products in its portfolio: mainly generics and 15 original products, 12 products are phyto-based. The original products of the Company (and in particular Carsil and Tempalgin) are key contributors to its revenues from export markets, while for the domestic sales the most important products are generics, among which the leading medicine is Analgin.

The product portfolio of Sopharma AD is focused on the following therapeutic areas: cardiology, gastroenterology, pain management, cough and cold, immunology and dermatology, respiratory and asthma, neurology and psychiatry, urology and gynecology.

The most important pharmaceutical products in terms of their contribution to revenues are:

- + Carsil - original product plant-based, used to treat gastroenterological disorders (liver disease);
- + Tempalgin - original analgesic (painkiller);
- + Tabex – original plant-based drug used for smoking secession
- + Tribestan – original plant-based product, used for stimulation of the reproductive system
- + Broncholytin - original plant-based product used to suppress cough;
- + Analgin - generic analgesic (painkiller);
- + Nivalin – original phyto-based product, used in the treatment of the peripheral nervous system;
- + Methylprednisolone - generic drugs for cases of severe allergies and certain life-threatening conditions;

### Intellectual property

Although oriented towards generic pharmaceuticals, Sopharma AD is known for many years with its traditional production of several unique products based on plant extracts obtained by in-house-developed extraction technologies. In addition to trademark these products are protected with patent or corporate know-how.

For the distinguishing of the manufactured generic products Sopharma AD relies on brand names, all of which are registered trademarks of the Company.

In all the years of its existence, Sopharma AD generates and protects its intellectual property. As a result, the Company owns a large number of intellectual property assets, the majority being registered rights (trademarks, patents, designs) and few of which are unregistered items - mainly technologies.

These assets are the result of the policy of the Company towards product and technological improvement, and innovation in particular.

### Research and development

Sopharma AD focuses its R&D mainly on generics. The R&D projects are focused on finding and developing new formulas and compositions or physical properties (such as formulation or tablets) of the products in order to adapt them to current market needs. Strategic goal of Sopharma AD in the future is to achieve a stable result in developing eight to ten new products annually.

The Company mainly submits applications for marketing authorizations of new products, including new forms of products in Bulgaria and / or export markets and for existing products in new markets.

### Employees

As at 30 September 2015 the average number of employees of Sopharma AD is 2 047 (2014: 2 093). The table below shows the detailed information on the staff of the Company.

	30.09.2015	Share %
Number of employees 30.09.2015	1968	100%
Higher education	861	44%
Special education	48	2%
High school education	1020	52%
Primary school education	39	2%
Up to 30 years of age	223	12%
Between 31 - 40 years of age	440	22%
Between 41 - 50 years of age	629	32%
Between 51 - 60 years of age	558	28%
Over 60 years of age	118	6%
Women	1243	63%
Men	725	37%

Training programs offered to employees of the Company, aim at increasing their competence levels. The training policy is specifically aimed at providing high professional knowledge and improving awareness related to health and safety issues.

Employees are entitled to higher remuneration, required by applicable law for overtime, night shifts and working weekends and during holidays. Employees who work in specific, harmful or dangerous conditions receive personal protective equipment and allowances.

### *Significant events in the nine months of 2015*

On 9 January 2015 was held an Extraordinary General Meeting of Shareholders of Sopharma AD, which approved a decision for transformation of Sopharma AD through the merger of



Bulgarian Rose – Sevtopolis AD into Sopharma AD, as well as for the capital increase of Sopharma AD from 132 000 000 BGN to 134 798 527 BGN through the issuance of 2 798 527 new shares with a nominal value of 1 BGN and an emission value of 4.14 BGN, equal to the fair value of one share of Sopharma AD in relation to the merger of Bulgarian Rose – Sevtopolis AD. The entry in the Commercial Register was conducted on 26 February 2015. As at 6 March 2015 the new capital of 134 797 899 BGN was registered in the Central Depository AD. By Decision №216-E/25.3.2015 of the Financial Supervision Commission the emission is listed in the register of public companies of the FSC. From 9 April 2015 the emission of shares is admitted to trading on the BSE.

The installments on the share capital of the newly founded in 2014 subsidiary Sopharma Kazakhstan at the amount of BGN 258 thousand (EUR 132 thousand) were partially paid in the period 26 January – 19 March 2015. On 14 May 2015 the capital of the founded subsidiary Sopharma Kazakhstani at the end of 2014, at the amount of BGN 502 thousand (EUR 257 thousand) has been paid in full.

On 28 January 2015 was held a hearing before the court in Poland in a lawsuit, filed by Sopharma AD, for recognition and enforcement of a decision of the Arbitration Court in Paris. The defendant in the case has submitted a refusal to recognize and comply with the decision. By decision from 25 February 2015 the court in Poland has ruled that the arbitration decision is subject to enforcement. This court ruling has not entered into force because of an appeal procedure.

On 17 March 2015 was concluded an extrajudicial agreement between Sopharma AD (as guarantor under a supply contract and universal successor of Bulgarian Rose – Sevtopolis AD, terminated due to its merger into Sopharma AD) and a company supplier of the merged subsidiary. The agreement settles all disputes between the parties, including the related collateral court cases. On the same date (17 March 2015), according to the agreements between the parties, Sopharma AD has paid the company supplier of Bulgarian Rose – Sevtopolis AD the amount of BGN 1,246 thousand (USD 673 thousand and EUR 4 thousand), representing the residue after a netting made between the parties. On 19 March 2015, each of the parties withdrew their appeals against court decisions on the cases and requested revocation of the collaterals imposed on them as well as repayment of guarantees given in connection with the collaterals.

On 19 March 2015, a contract was concluded between Sopharma AD and PAO Vitamini based on which the trade receivables of Sopharma AD, amounting to EUR 12,774 million, were transformed to their equivalent in Hryvnia - UAH 316,532 million. This right of receivable, in accordance with a Decision of the Board of Directors of Sopharma AD, dated 20 March 2015, was used as an additional contribution to the increase in the share capital of Sopharma Ukraine OOD, which at the end of March after the registration of the capital increase amounts to UAH 317 531 502.

On 23 March 2015 the Board of Directors of Sopharma AD took a decision for the conducting of the procedure, required by POSA, for a tender offer under Art. 149, para. 6 of POSA for the purchasing all shares of the other shareholders Momina Krepost AD, Veliko Tarnovo, UIC 104055543 by the majority shareholder Sopharma AD. The application for the tender offer was submitted to the Financial Supervision Commission on 24 March 2015. On 28 May 2015 the Financial Supervision Commission approved the application. The period of the tender offer started on 2 June 2015 and continues for 28 days.

On 19 May 2015 Sopharma AD finalized the sale of 75% of the capital of the subsidiary Extab Corporation. After the completion of the transaction Sopharma AD retains a 5% share in the capital of the company.

In May, in order to achieve synergy in the Sopharma Group, optimization of the management of products in the domestic market and higher efficiency of resources, the team responsible for the products produced by Sopharma AD and for the free market (OTC products) was transferred to Sopharma Trading AD. The management of both companies believes that this is a logical step in improving the performance and quality of work of the Group.

On the Annual General Meeting of Shareholder of Sopharma AD, conducted on 19 June 2015 in Sofia, 5 Lachezar Stanchev Str., were taken the following decisions:

- ✚ AGM approves the proposal by the Board of Directors for the distribution of the profit generated in 2014 and the undistributed profit from past periods as follows: net profit for 2014 amounts to 26 532 491.96 BGN /twenty-six million, five hundred and thirty-two thousand, four hundred and ninety-one leva and ninety-six stotinki/. The undistributed profit from past periods amounts to 2 620 712.71 /two million, six hundred and twenty thousand, seven hundred and twelve leva and seventy-one stotinki/. The total amount of the profit, subject to distribution, is 29 153 204.67 /twenty-nine million, one hundred and fifty-three thousand, two hundred and four leva and sixty-seven stotinki/. After the allocation of 10% to the statutory reserve, amounting to 2 915 320.46 BGN /two million, nine hundred and fifteen thousand, three hundred and twenty leva and forty-six stotinki/, from the remaining sum, amounting to 26 237 884.21 BGN /twenty-six million, two hundred and thirty-seven thousand, eight hundred and eighty-four leva and twenty-one stotinki/ shall be allocated to the additional reserves of the Company. No dividend shall be paid to the shareholders.
- ✚ AGM elects the audit company AFA OOD, with address of management Sofia, 38 Oborishte Str. for the audit and certification of the annual financial statements of the Company in 2015 in compliance with the proposal by the Audit Committee.
- ✚ Pursuant to art. 24, par. 3, letter B of the Articles of Association an additional fee of 1% /one percent/ of the net profit for 2014 according to the approved annual financial statements, shall be paid to the Executive Director of the Company.

- ✚ AGM approves the decision for the distribution of 2% /two percent/ of the net profit for 2014 among the members of the senior management of the Company in compliance with the requirements of art. 26a, item 12 of the Articles of Association of the Company.

In connection with the requirements of art. 37, par. 1 of Ordinance №13 for tender offers for the purchase and exchange of shares, Sopharma AD as a tender offeror, who has made a tender offer under art. 149, par. 6 of POSA to purchase all the shares of the other shareholders of Momina Krepost AD, informs on the following results of the tender offer:

- ✚ shareholders who have accepted the tender offer: 38 shareholders with a total number of shares: 211 991.
- ✚ as a result of the conducted tender offer and after completion of the transactions with shareholders who have accepted it, Sopharma AD holds directly 92.62% of the shares with voting right in the General Meeting of Momina Krepost AD.

On 16 July 2015 Sopharma AD bought 240 000 shares of the capital of Medica AD. After the transaction the share of Sopharma AD in the capital of Medica AD reached 36.10%.

On 28 July 2015 Sopharma AD bought 937,000 shares of the capital of Doverie United Holding AD. After the transaction the share of Sopharma AD in the capital of Doverie United Holding AD reached 14.898%.

On 3 August 2015 Sopharma AD received a notice of disclosure of shareholdings under art. 145 of the POSA from Telecomplect Invest AD for the purchase of 108 700 shares. After the transaction the share of Telecomplect Invest AD in the capital of Sopharma AD reached 20.07%. The date of registration of the transaction in the Central Depository AD is 31 July 2015.

On 3 August 2015 Sopharma AD received a notice of disclosure of shareholdings under art. 145 of the POSA from Telso AD for the sale of 397 057 shares. After the transaction the share of Telso AD in the capital of Sopharma AD fell below 5%. The date of registration of the transaction in the Central Depository AD is 31 July 2015.

On a meeting on 18 September 2015 The Board of Directors took a decision to start a procedure of transformation of Sopharma AD under the conditions of Chapter XVI of the Commercial Act und art. 122 and following of the Public Offering of Securities Act, which shall be executed by merging in Sopharma AD of Momina Krepost AD and chose investment intermediary Elana Trading AD as a consultant in relation to the executing of the procedure of transformation. On 30 September 2015 Sopharma AD and Momina Krepost AD signed a Contract for transformation through merger in accordance with the requirements of art. 262d and following of the Commercial Act (CA), as a result of which all assets of Momina Krepost AD shall be transferred to Sopharma AD and the latter shall become its legal successor. Momina Krepost AD shall be terminated without liquidation. Pursuant to art. 124, par. 1 of the Public Offering of Securities Act (POSA) the Contract for transformation, as well as reports of the management bodies of the

companies involved in the transformation of the company under art. 262i of the CA and the report of the examiner under art. 262m of the CA have been submitted and are subject to approval by the deputy chairman of the Financial Supervision Commission, managing the "Investment Supervision" division.

The Board of Directors decided to appoint Ivan Badinski, MPharm, director of Cooperation and Licenses, Sopharma AD as procurator of the company. Mr. Badinski has been working in Sopharma AD since 1997. This fact was entered in the Commercial Register on 25 September 2015.

On 22 October 2015 Sopharma AD bought 3 080 000 shares of the capital of Medica AD. After the transaction the share of Sopharma AD in the capital of Medica AD reached 66.72%.

### New developments and products

✚ New products with marketing authorizations in the period January-September 2015:

Authorizations were received for the bringing to market of 5 new products for the Company – Paracedol suspension, Tuspan syrup, Desloratidin solution, Phynoten drops, and Videral drops.

✚ Expected in 2015

Two to three new products are expected to be introduced by the end of 2015.

✚ Developments

Around 15 production processes and technologies are in the process of transfer, validation and optimization. Pharmaceutical development is carried out of over 20 new products for the Company.

### Key financial indicators

Indicators	1-9/2015 BGN '000	1-9/2014 BGN '000	change %
Sales revenues	122 412	149 996	-18,4%
EBITDA	27 866	37 931	-26,5%
Operating profit	16 743	24 824	-32,6%
Net profit	28 001	30 976	-9,6%
CAPEX	10 150	6 668	52,2%
	<b>30.09.2015</b>	<b>31.12.2014</b>	



	BGN '000	BGN '000	
Non-current assets	407 696	375 678	8,5%
Current assets	186 394	196 239	-5,0%
Owners' equity	434 568	406 527	6,9%
Non-current liabilities	44 135	48 482	-9,0%
Current liabilities	115 387	116 908	-1,3%

Ratios	1-9/2015	1-9/2014
EBITDA / Sales revenues	22,8%	25,3%
Operating profit/ Sales revenues	13,7%	16,5%
Net profit/ Sales revenues	22,9%	20,7%
Borrowed capital/Owners' equity	0,37	0,47
Net debt/ EBITDA	4,1x	3,0x

## Review of risk factors

### Risks relating to the Company's business and the industry the Company operates in

- ✚ The Company faces significant competition.
- ✚ Reputation of the Company may be adversely affected by untrue or misleading information available on websites containing the name "Sopharma", including [www.sopharma.com](http://www.sopharma.com), which have not been authorized by the Company.
- ✚ The Company is dependent on regulatory approvals.
- ✚ Government regulations affecting the Company's business may change, thus possibly increasing compliance costs or otherwise affecting its operations.
- ✚ Part of the Company's revenues, in particular in Bulgaria, depend on the inclusion of the Company's medicines on reimbursement lists.
- ✚ The Company's production facilities and processes are subject to strict requirements and regulatory approvals that may delay or disrupt the Company's operations.
- ✚ 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.
- ✚ The Company is subject to operational risk which is inherent to its business activities.
- ✚ The Company is subject to numerous environmental and health and safety laws and regulations and is exposed to potential environmental liabilities.
- ✚ Litigation or other out-of-court proceedings or actions may adversely affect the Company's business, financial condition and results of operations.

### Risks relating to Bulgaria and other markets in which the Group operates

- ✚ The macroeconomic environment, particularly in Bulgaria, Russia and Ukraine, has a significant effect on the Group's operations and position.

- ✦ The political environment in Bulgaria has a significant effect on the Group's operations and financial condition.
- ✦ The political environment in the Group's export markets, especially in Russia and Ukraine, has a significant effect on the Group's operations and financial condition.
- ✦ Risks related to the Bulgarian legal system.
- ✦ Developing legal frameworks in some countries in which the Group sells its products, in particular Russia and Ukraine, may negatively impact the Group's operations in such countries.
- ✦ Risks relating to exchange rates and the Bulgarian Currency Board.
- ✦ Interpretations of tax regulations may be unclear and tax laws and regulations applicable to the Group may change.

### Currency risk

The Company performs its activities with an active exchange with foreign suppliers and clients. Therefore, it is exposed to currency risk mainly in respect of USD. The Company supplies part of its raw and other materials in USD. The currency risk is related with 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. The remaining part of Company operations are usually denominated in BGN and/or EUR. The Company sells some of its finished products in Russia in euro and thus eliminates the currency risk associated with the depreciation of the Russian ruble in the recent months. The accounts with subsidiaries in Ukraine are also denominated in euro. However, in connection with the instability in the country and the continued depreciation of the Ukrainian hryvnia, in order to minimize currency risk, the company conducts through its subsidiaries a currency policy, which includes the implementation of advance payments and shortening of the periods of delayed payments and immediate exchange of revenues in local currency in euros, as well as raising of the price mark-ups on products in order to compensate for possible future devaluation of the hryvnia. To control foreign currency risk, the Company has introduced a system for planning import supplies, sales in foreign currency as well as procedures for daily monitoring of US dollar exchange rate movements and control on pending payments.

### Credit risk

Credit risk is the risk that any of the Company's clients will fail to discharge in full and within the normally envisaged terms the amounts due under commercial receivables. The latter are presented in the statement of financial position at net value after deducting the impairment related to doubtful and bad debts. Such impairment is made where and when events have existed identifying loss due to uncollectability as per previous experience.

In the years of its trade experience, the Company has implemented different schemes of distribution to reach its efficient approach of today, in conformity with the market conditions, using various ways of payment as well as relevant trade discounts. The Company works on its main markets with counterparts with history of their relations on main markets, which include over 70 licensed Bulgarian and foreign traders of pharmaceuticals.

The cooperation with the National Health Insurance Fund and the state hospitals also require the implementation of deferred payments policy. In this sense, regardless of credit risk concentration, it is controlled through the choice of trade counterparts, current monitoring of their liquidity and financial

stability as well as direct communication with them and search of prompt measures on first indications for existing problems.

### Liquidity risk

Liquidity risk is the adverse situation when the Company encounters difficulty in meeting unconditionally its obligations within their maturity.

The Company generates and maintains a sufficient volume of liquid funds. An internal source of liquid funds for the Company is its main economic activity generating sufficient operational flows. Banks and other permanent counterparts represent external sources of funding. To isolate any possible liquidity risk, the Company implements a system of alternative mechanisms of acts and prognoses, the final aim being to maintain good liquidity and, respectively, ability to finance its economic activities. This is complemented by the monitoring of due dates and maturity of assets and liabilities as well as control of cash outflows.

### Risk of interest-bearing cash flows

Interest-bearing assets are presented in the structure of Company's assets by cash and loans granted, which are with fixed interest rate. On the other hand, Company's borrowings in the form of long-term and short-term loans are usually with a floating interest rate. This circumstance makes the cash flows of the Company partially dependent on interest risk. This risk is covered in two ways:

- a) optimization of the sources of credit resources for achieving relatively lower price of attracted funds;
- b) the combined structure of interest rates on loans, which consists of two components – a permanent one and a variable one, the correlation between them, as well as their absolute value, can be achieved and maintained in a proportion favorable for the Company. The permanent component has a relatively low absolute value and sufficiently high relative share in the total interest rate. This circumstance eliminates the probability of a significant change in interest rate levels in case of variable component updating. Thus the probability for an unfavorable change of cash flows is reduced to a minimum.

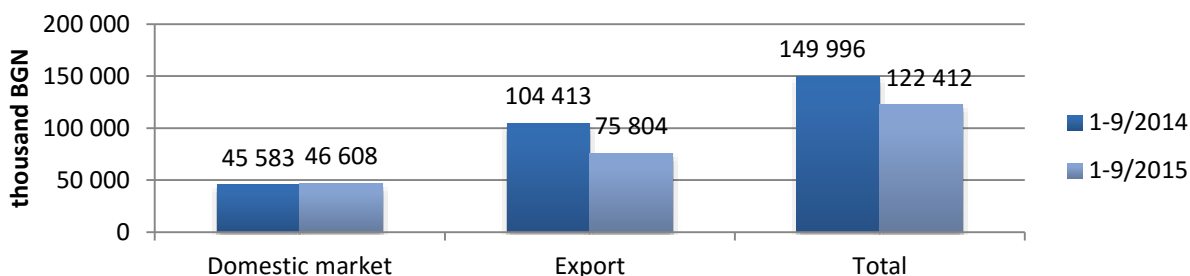
The Company's management currently monitors and analyses its exposure to changes in interest rates. Various scenarios are simulated taking into consideration refinancing, renewal of existing positions, and alternative financing. Based on these scenarios, the impact of a defined interest rate shift, expressed in points or percentage, on the financial result and equity is calculated. For each simulation, the same assumption for interest rate shift is used for all major currencies. The calculations are made for major interest-bearing positions.

## Operating results in the third quarter of 2015

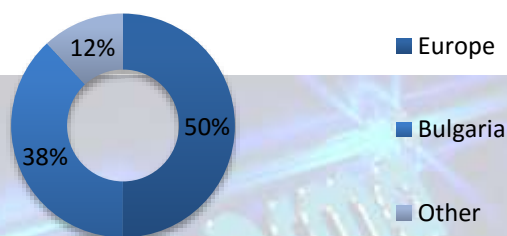
### Sales revenues

*Sales revenues of production decrease by BGN 27,6 million or 18%, reaching BGN 122,4 million at the end of the third quarter of 2015, compared to BGN 150 million at the end of the third quarter of 2014.*

Sales revenues



Revenues by market	1-9/2015 BGN '000	1-9/2014 BGN '000	Change %
Europe	61 246	91 367	-33%
Bulgaria	46 608	45 583	2%
Other	14 558	13 046	12%
<b>Total</b>	<b>122 412</b>	<b>149 996</b>	<b>-18%</b>



Europe

Revenues from sales to European countries decreased by 33% compared to the third quarter of 2014 due to the decrease of sales in Ukraine by over 60%. The access to the eastern territories is permanently restricted and sales there are difficult to conduct by the distributors and are in much smaller quantities. The revenue from sales in Russia decreased due to the volatility of the ruble, which required the revision of the prices of the products intended for the Russian market, as a result of which the Company limited the export to Russia in the third quarter of 2015. Sales to the Lithuania, Malta, Moldova have increased.

Bulgaria

The sales of Sopharma AD on the domestic market increased by BGN 1,0 million, or 2% and reached BGN 46,6 million at the end of the third quarter of 2015 compared to BGN 45,6 million at the end of the third quarter of 2014. The products with largest share of sales in the country are Analgin, Methylprednisolone, Vicetin, Flixotid, and Vitamin C. Sopharma AD has a 4% share of the total Bulgarian pharmaceutical market in value and 13% of sales in volume. The positions of the main competitors of the Company in the country are as follows: Roche – 6% (0,3% in units), Novartis – 6% (3% in units), GlaxoSmithKline – 5% (2% in units), Actavis – 4,5% (11% in units), Astra Zeneca – 3,3% (0,8% in units), Bayer – 2,5% (1,6% in units).

Other markets

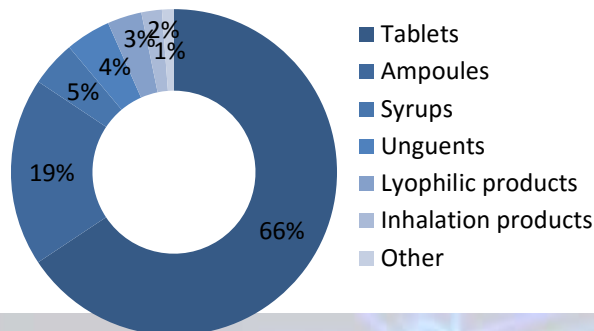
Revenues from other markets increased by 12% in the nine months of 2015. These mainly include revenues from sales in the Caucasus and Central Asia, which increased by 15% compared to the nine months of 2014, due to an increase of sales in Kazakhstan. Sales revenue in Uzbekistan, Georgia Armenia, Turkmenistan, Vietnam, and Croatia increased.



## Sales by type of formulation

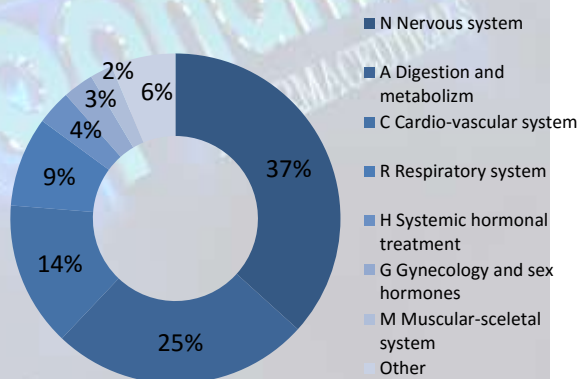
The highest share in the volume of sales are tablet forms, followed by ampoules, syrups, unguents, lyophilic products, and others.

Revenues by type of formulation	1-9/2015 BGN '000	1-9/2014 BGN '000	Change %
Tablets	80 391	105 939	-24%
Ampoules	22 879	23 606	-3%
Syrups	5 546	6 186	-10%
Unguents	5 490	5 836	-6%
Lyophilic products	4 170	4 791	-13%
Inhalators	2 486	2 379	4%
Other	1 450	1 259	15%
<b>Total</b>	<b>122 412</b>	<b>149 996</b>	<b>-18%</b>



## Sales by therapeutic group

Revenues by therapeutic group	1-9/2015 BGN '000	1-9/2014 BGN '000	Change %
N Nervous system	44 929	56 433	-20%
A Digestion and metabolism	31 039	42 061	-26%
C Cardio-vascular system	17 388	19 520	-11%
R Respiratory system	10 775	10 730	0%
H Systemic hormonal treatment	4 155	4 494	-8%
G Gynecology and sex hormones	3 690	5 410	-32%
M Muscular-skeletal system	2 696	3 238	-17%
Other	7 741	8 109	-5%
<b>Total</b>	<b>122 412</b>	<b>149 996</b>	<b>-18%</b>



## Other operating revenues

Other operating revenues	1-9/2015 BGN '000	1-9/2014 BGN '000	Change %	Share 2015 %
Income from services rendered	2 492	2 775	-10%	85%
Income from sale of products	587	424	38%	20%
Income from financing under European programs	224	134	67%	8%
Income from sale of materials	96	22	336%	3%
Net loss from exchange rate differences	(776)	(254)	206%	-27%
Other	293	176	66%	10%
<b>Total</b>	<b>2 916</b>	<b>3 277</b>	<b>-11%</b>	<b>100%</b>

Other operating income decreased by BGN 0,4 million or 11% from BGN 3,3 million in the third quarter of 2014 to BGN 2,9 million in the third quarter of 2015. The main contributors are net loss from exchange rate differences on commercial receivables, commercial liabilities, and current accounts, which increased by BGN 0,5 million, as well as income from services rendered, which decreased by BGN 0,3 million.

## Operating expenses

Operating expenses	1-9/2015 BGN '000	1-9/2014 BGN '000	Change %	Share 2015 %
Changes in the finished goods and work-in-progress inventory	(7 499)	(9 821)	24%	-7%
Materials	44 532	52 077	-14%	41%
External services	31 324	42 124	-26%	29%
Personnel	27 534	28 331	-3%	25%
Amortization	11 123	13 107	-15%	10%
Other operating income (expenses)	1 571	2 631	-40%	1%
<b>Total</b>	<b>108 585</b>	<b>128 449</b>	<b>-15%</b>	<b>100%</b>

The operating expenses decreased by BGN 19,8 million or 15% from BGN 128,4 million in the nine months of 2014 to BGN 108,6 million in the nine months of 2015, which is due to a decrease in material costs, hired services expenses, amortization, personnel and other costs.

	1-9/2015	1-9/2014	Change	Share
	BGN '000	BGN '000	%	2015
<b>Materials expenses</b>				
Main materials	33 482	39 341	-15%	75%
Spare parts, laboratory items and technical materials	3 674	4 609	-20%	8%
Electricity	3 300	3 101	6%	7%
Heat	2 595	2 873	-10%	6%
Fuels and lubricants	546	863	-37%	1%
Work cloths and personal safety equipment	476	547	-13%	1%
Water	407	599	-32%	1%
Scraping of materials	52	144	-64%	0%
<b>Total</b>	<b>44 532</b>	<b>52 077</b>	<b>-14%</b>	<b>100%</b>

*Cost of materials* (41% share) decreased by BGN 7,6 million or 14% from BGN 52,1 million in the nine months of 2014 to BGN 44,5 million in nine months of 2015. Costs of basic materials decreased by BGN 5,9 million, in the segments of substances, packaging materials, ampules, PVC and aluminum foil, liquid and solid chemicals.

	1-9/2015	1-9/2014	Change	Share 2015
	BGN '000	BGN '000	%	%
<b>Hired services expenses</b>				
Manufacturing of medicines	7 339	9 046	-19%	23%
Advertising	5 926	7 239	-18%	19%
Consultancy fees	2 583	10 315	-75%	8%
Maintenance of buildings and equipment	2 191	2 215	-1%	7%
Transportation	1 859	1 241	50%	6%
Logistics services on export and domestic market	1 785	2 131	-16%	6%
Rents	1 742	1 824	-4%	6%
Registration services and clinical trials	1 339	1 044	28%	4%
Local taxes and fees	884	875	1%	3%
Security	708	628	13%	2%
Medical services	601	551	9%	2%
Civil contracts	527	613	-14%	2%
Subscription fees	524	581	-10%	2%
State and regulatory taxes and local taxes	517	577	-10%	2%
Insurance	464	527	-12%	1%
Expense taxes	339	490	-31%	1%
Other	1 996	2 227	-10%	6%
<b>Other</b>	<b>31 324</b>	<b>42 124</b>	<b>-26%</b>	<b>100%</b>

*Hired services* have a 29% share of operating expenses and decreased by BGN 10,8 million or 26%, to BGN 31,3 million in the current period of 2015 compared to BGN 42,1 million in the nine months of

2014. The most significant impact have the decrease in consultancy services by BGN 7,7 million, as well as manufacturing of medicines and advertising.

Personnel expenses	1-9/2015	1-9/2014	Change	Share
	BGN '000	BGN '000	%	2015
Salaries	20 562	21 102	-3%	75%
Social insurance	3 768	3 921	-4%	14%
Social benefits and payments	1 450	1 524	-5%	5%
Performance-based bonuses	792	834	-5%	3%
Other	962	950	1%	3%
<b>Total</b>	<b>27 534</b>	<b>28 331</b>	<b>-3%</b>	<b>100%</b>

*Personnel costs* (with a share of 25% of operating expenses) decreased by BGN 0,8 million, or 3% from BGN 28,3 million in the nine months of 2014 to BGN 27,5 million in the nine months of 2015. Current salaries decreased by BGN 0,5 million.

Other expenses	1-9/2015	1-9/2014	Change	Share
	BGN '000	BGN '000	%	2015
Entertainment expenses	1 380	1 620	-15%	88%
Business trips	409	506	-19%	26%
Donations	295	123	140%	19%
Scrapping of long-term assets	191	0		12%
Training	162	91	78%	10%
Accrued (recovered) impairment of receivables, net	(1 219)	38		-78%
Other (see FS notes)	353	253	40%	22%
<b>Total</b>	<b>1 571</b>	<b>2 631</b>	<b>-40%</b>	<b>100%</b>

*Other operating expenses* (with a relative share of 1% of operating expenses) decreased by 1,1 million from BGN 2,6 million in the nine months of 2014 to BGN 1,6 million in the nine months of 2015, which is mostly due to recovered impairment of receivables, net by BGN 1,3 million.

*Costs of amortization* (with a relative share of 10% of operating expenses) decreased by BGN 2 million of 15% from BGN 13,1 million in the nine months of 2014 to BGN 11,1 million in the nine months of 2015.

### Financial income and expenses

Financial income	1-9/2015	1-9/2014	Change	Share
	BGN '000	BGN '000	%	2015
Income from share participations	7 881	6 361	23.9%	46%
Net gain from operations with securities	6 936	3 320	108.9%	40%
Income from interest on loans granted	2 395	2 303	4.0%	14%
<b>Total</b>	<b>17 212</b>	<b>11 984</b>	<b>44%</b>	<b>100%</b>



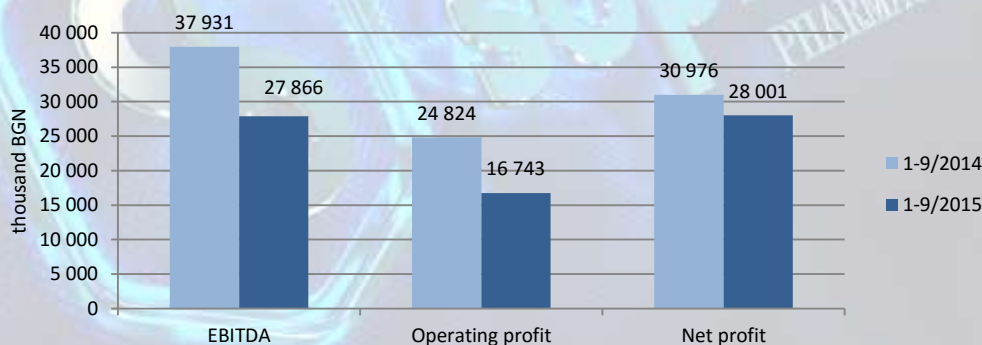
<b>Financial expenses</b>				
Expenses for interest on loans received	2 547	3 231	-21%	94%
Bank fees for loans and guarantees	212	139	53%	4%
Net loss from exchange rate differences on loans	75	68	10%	2%
Financial leasing expenses	12	15	-20%	0%
<b>Total</b>	<b>2 846</b>	<b>3 453</b>	<b>-18%</b>	<b>100%</b>

*Financial income* increased by BGN 5,2 million, or 44%, to BGN 17,2 million in the nine months of 2015 compared to BGN 12 million in the nine months of 2014. This is a result of an increase in net gain from operations with securities by BGN 3,6 million. Income from interest on loans granted increased by BGN 0,1 million and income from share participations by BGN 1,5 million.

*Financial expenses* decreased by BGN 0,6 million or 18% to BGN 2,8 million in the nine months of 2015 compared to BGN 3,4 million in the nine months of 2014. This decrease is mainly due to the change in expenses for interest on loans received by BGN 0,7 million.

*Net financial income (expense)* increased by BGN 5,8 million reaching BGN 14,4 million in the third quarter of 2015, compared to BGN 8,5 million in the third quarter of 2014.

### Financial result



*Profit before interest, taxes, depreciation and amortization (EBITDA)* decreased by BGN 10,1 million or 27%, amounting to BGN 27,9 million as at 30 September 2015, compared to BGN 37,9 million as at 30 September 2014.

*The operating profit* decreased by BGN 8,1 million or 33%, reaching BGN 16,7 million as at 30 September 2015, compared to BGN 24,8 million as at 30 September 2014.

*Net profit* decreased by BGN 3 million or 10% to BGN 28 million as at 30 September 2015 compared to BGN 31 million as at 30 September 2014.

**Assets**

	<b>30.09.2015</b>	<b>31.12.2014</b>	<b>Change</b>	<b>Share</b>
	<b>BGN '000</b>	<b>BGN '000</b>	<b>%</b>	<b>2015</b>
<b>Non-current assets</b>				
Property, plant and equipment	209 654	211 056	-1%	51%
Intangible assets	2 516	3 210	-22%	1%
Investment property	22 365	22 368	0%	5%
Investments in subsidiaries	120 922	94 434	28%	30%
Investments in associated companies	10 994	7 015	57%	3%
Available-for-sale investments	5 924	4 439	33%	1%
Long-term receivables from related parties	32 283	33 150	-3%	8%
Other long-term receivables	3 038	6	50533%	1%
	<b>407 696</b>	<b>375 678</b>	9%	69%
<b>Current assets</b>				
Inventories	65 998	57 360	15%	35%
Receivables from related parties	83 364	99 505	-16%	45%
Commercial receivables	27 955	23 397	19%	15%
Other receivables and prepaid expenses	6 234	11 901	-48%	3%
Cash and cash equivalents	2 843	4 076	-30%	2%
	<b>186 394</b>	<b>196 239</b>	-5%	31%
<b>TOTAL ASSETS</b>	<b>594 090</b>	<b>571 917</b>	4%	100%

Total assets increased by BGN 22,2 million or 4%, reaching BGN 594,1 million compared to BGN 571,9 million as at 31 December 2014.

Non-current assets increased by BGN 32 million, or 8%, mainly due to an increase in investments in subsidiaries by BGN 26,5 million and investments in associated companies by BGN 4 million. There is a decrease in property, plant and equipment by BGN 1,4 million.

<b>Property, plant and equipment</b>	<b>30.09.2015</b>	<b>31.12.2014</b>	<b>Change</b>	<b>Share</b>
	<b>BGN '000</b>	<b>BGN '000</b>	<b>%</b>	<b>2015</b>
Land and buildings	114 257	116 590	-2%	54%
Machines and equipment	80 446	79 154	2%	38%
Other	6 533	8 124	-20%	3%
In process of acquisition	8 418	7 188	17%	4%
<b>Total</b>	<b>209 654</b>	<b>211 056</b>	-1%	100%

Property, plant and equipment increased in the portion of machines and equipment by BGN 1,3 million, in the portion in the process of acquisition by BGN 1,2 million, and decreased in land and buildings by 2,3 million and in the portion of other by 1,6 million BGN. Intangible assets decreased by BGN 0,7 million mainly in the part of intellectual property rights by BGN 0,3 million and software products by BGN 0,4 million.

## Sopharma AD

Investments in subsidiaries increased by BGN 26,5 million mainly due to an increase in the capital of Sopharma Ukraine and Momina Krepost AD. Investments in associated companies increased by BGN 4 million in relation to the acquisition of shares of Medika AD. The available-for-sale investments increased by BGN 1,5 million reaching BGN 5,9 million. Long-term loans to related parties decreases by BGN 0,9 million.

*Current assets* decreased by BGN 9,9 million or 5%, reaching BGN 186,4 million as at 30 September 2015 compared to BGN 196,2 million as at 31 December 2014.

Inventories	30.09.2015	31.12.2014	Change	Share
	BGN '000	BGN '000	%	2015 %
Finished products	31 988	22 282	44%	48%
Materials	26 942	25 754	5%	41%
Work in progress	3 359	5 303	-37%	5%
Semi-finished products	3 320	3 809	-13%	5%
Goods	389	212	83%	1%
<b>Total</b>	<b>65 998</b>	<b>57 360</b>	<b>15%</b>	<b>100%</b>

Inventories increased by BGN 8,6 million or 15% compared to 30 September 2014. There is an increase in finished products by BGN 9,7 million, materials by BGN 1,2 million and goods by BGN 0,2 million. Work in progress decreased by BGN 1,9 million and semi-finished products – by BGN 0,5 million.

Receivables from related parties decreased by BGN 16,1 million as a result of a decrease in receivables from sales of finished products and materials by BGN 15,4 million.

Commercial receivables increased by BGN 4,6 million, in the portion of receivables from customers by BGN 5,1 million.

Other receivables and advance payments decreased by BGN 5,7 million mainly in the portion of refundable taxes and advance payments.

Cash and cash equivalents decreased by BGN 1,2 million and as at 30 September 2015 amount to BGN 2,8 million, compared to BGN 4,1 million as at 31 December 2014.

## Liabilities and owners' equity

	30.09.2015	31.12.2014	Change	Share
	BGN '000	BGN '000	%	2015
<b>OWNERS' EQUITY</b>				
Share capital	134 798	132 000	2%	31%
Treasury stock	(17 597)	(17 203)	2%	-4%
Reserves	284 678	246 243	16%	66%
Retained earnings	32 689	45 487	-28%	8%
<b>TOTAL OWNERS' EQUITY</b>	<b>434 568</b>	<b>406 527</b>	7%	100%
	30.09.2015	31.12.2014	Change	Share
	BGN '000	BGN '000	%	2015
<b>LIABILITIES</b>				
<b>Non-current liabilities</b>				
Long-term bank loans	32 582	37 972	-14%	20%
Liabilities on deferred taxes	5 100	4 121	24%	3%
Government financing	3 743	3 968	-6%	2%
Long-term liabilities to the personnel	2 701	2 387	13%	2%
Financial leasing liabilities	9	34	-74%	0%
	<b>44 135</b>	<b>48 482</b>	-9%	28%
<b>Current liabilities</b>				
Short-term bank loans	92 229	90 761	2%	58%
Short-term part of long-term bank loans	7 363	7 431	-1%	5%
Commercial liabilities	5 322	7 909	-33%	3%
Liabilities to related parties	3 078	4 154	-26%	2%
Liabilities for taxes	1 077	938	15%	1%
Liabilities to the personnel and for social insurance	4 990	4 564	9%	3%
Other current liabilities	1 328	1 151	15%	1%
	<b>115 387</b>	<b>116 908</b>	-1%	72%
<b>TOTAL LIABILITIES</b>	<b>159 522</b>	<b>165 390</b>	-4%	100%
<b>TOTAL OWNERS' EQUITY AND LIABILITIES</b>	<b>594 090</b>	<b>571 917</b>	4%	

*Equity* increased by BGN 28 million or 7%, reaching BGN 434,6 million as at 30 September 2015 compared to BGN 406,5 million as at 31 December 2014 mainly as a result of an increase in reserves by BGN 38,4 million.

*Non-current liabilities* decreased by BGN 4,4 million or 9% to BGN 44,1 million at the end of the third quarter of 2015 compared to BGN 48,5 million as at the end of 2014 mainly due to a decrease of long-term bank loans by BGN 5,4 million.



## Sopharma AD

*Current liabilities* decreased by BGN 1,5 million or 1% to BGN 115,4 million at the end of the third quarter of 2015 compared to BGN 116,9 million as at the end of 2014. This is mainly due to a decrease in commercial liabilities by BGN 2,6 million and liabilities to related parties by BGN 1,1 million. The total exposition to bank loans of the Company as at 30 September 2015 decreased by around BGN 4 million compared to 31 December 2014.

Tax liabilities increased by BGN 0,1 million. Liabilities to personnel and for social security increased by BGN 0,4 million.

### Cash flow

	30.09.2015 BGN '000	31.12.2014 BGN '000
Net cash flow from/(used in) operations	2 598	5 481
Net cash flow used in investment activities	1 368	(8 490)
Net cash flow (used in)/from financial operations	(5 250)	(2 957)
<b>Net increase/(decrease) of cash and cash equivalents</b>	<b>(1 284)</b>	<b>(5 966)</b>
Cash and cash equivalents on 1 January	3 478	8 693
Cash and cash equivalents on 30 September	2 194	2 727

*Net cash flows* as at 30 September 2015 generated from operating activities amounted to BGN 2,6 million, net cash from investing activities BGN 1,4 million and financing activities BGN (5,3) million. As a result of these activities cash and cash equivalents mark a net decrease of BGN 1,3 million and as at 30 September 2015 amount to BGN 2,2 million compared to 3,5 million as at 1 January 2015.

### Ratios

	30.09.2015	31.12.2014	Change
ROE	5,7%	8,5%	-2,8%
ROA	4,0%	5,7%	-1,7%
Asset turnover	0,30	0,37	-0,07
Current liquidity	1,62	1,62	-
Quick ratio	1,04	1,19	-0,15
Cash/current liabilities	0,02	0,02	-
Owners' equity/liabilities	2,72	2,11	0,61

### Information about the shares of Sopharma AD

The total number of issued shares at 30 September 2015 of Sopharma AD is 134 797 899 with a nominal value of 1 BGN per share. All issued shares are registered, dematerialized, registered and indivisible. All issued shares are of one class. Each share gives equal rights to its owner, proportionate to the nominal share value. Shares of Sopharma AD are listed on the official market of the Bulgarian Stock Exchange - Sofia and the official market of the Warsaw Stock Exchange. Shares participate in the formation of the indices SOFIX, GBX40 and BGTR30 of the Bulgarian Stock Exchange - Sofia.

## Sopharma AD

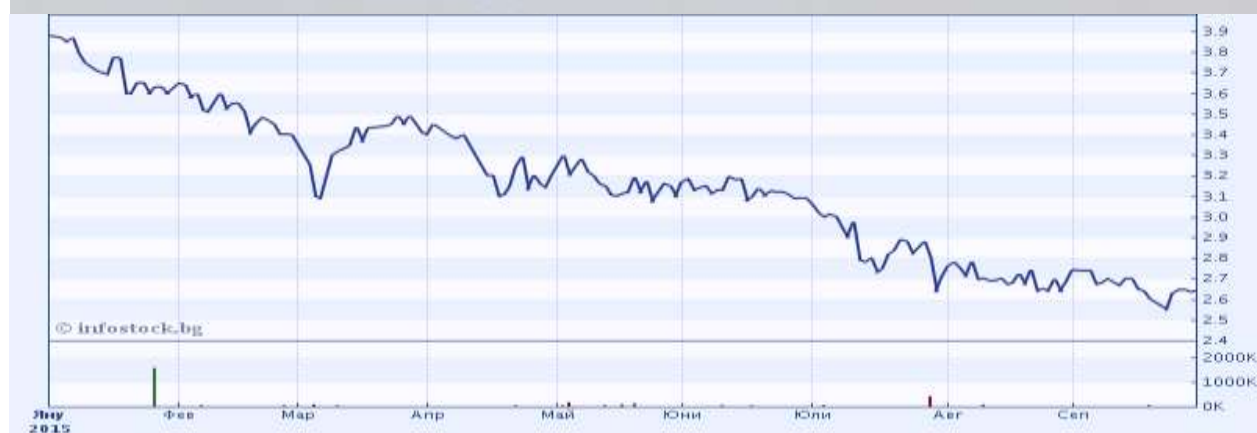
The Company's shares are included in the indices Dow Jones STOXX EU Enlarged, Total Market Index 0.11% weight, with a weight of 5% in the Erste Bank Bulgaria Basket, the certificate of Raiffeisenbank - Raiffeisen Osteuropa Fonds and the certificate ABN AMRO SOFIX - Open-end-certificate and the new blue-chip index Dow Jones STOXX Balkan 50 Equal Weighted Index.

Sopharma AD is one of the three Bulgarian companies included in an index for Central and Eastern Europe (CEE), which the Warsaw Stock Exchange started to calculate on 30 May 2012. The name of the index is WIG-CEE and it is the third one after WIG-Poland and WIG-Ukraine, which is based on the origin of companies by country. WIG-CEE is calculated based on total return and includes income from dividends and subscription rights.

### Key indicators of the shares of Sopharma AD

	30.09.2015	31.12.2014
Total number of issued shares	134 797 899	132 000 000
Average-weighted number of outstanding shares for the last four quarters	128 702 216	126 839 172
Number of shares outstanding at the end of the period	129 578 603	126 913 802
Earnings per share in BGN	0,183	0,255
Price per share at the end of the period in BGN	2,64	4,037
Price/Earnings ratio (P/E)	14,43	15,83
Book value per share in BGN	3,354	3,097
Price/Book value ratio (P/B)	0,79	1,30
Sales per share in BGN	1,342	1,642
Price per share / Sales per share(P/S)	1,967	2,46
Market capitalization in BGN	355 866 453	532 884 000

### Trade with shares of Sopharma AD on Bulgarian Stock Exchange – Sofia AD for the period 01 January 2015 – 30 September 2015





Ognian Donev, PhD  
/Executive Director/

