



***Company's and Group's
results for the period ended
30 September 2008***

November 2008



Overview of the results for the 9 months 2008

- During 9 months of 2008 Sanitas Group reached sales level of 282.9 mLTL and EBITDA of 73.7 mLTL;
- Group furthermore expanded its activities in all the regions;
- Sales of own products share in total sales increased comparing to the same period last year (80.8% vs. 78.3%);
- In order to minimise FX rate risk, Group shifted majority USD based sales to EUR based sales;
- In September the new factory in Kaunas (Lithuania) was opened.

Financial results

INCOME STATEMENTS (mLTL)	Group		Company	
	9 months 2008	9 months 2007	9 months 2008	9 months 2007
Sales	282.9	248.1	21.8	26.3
Cost of sales	(130.4)	(124.5)	(11.4)	(12.4)
Gross profit	152.5	123.6	10.4	13.9
Other income	2.7	3.3	0.3	2.0
Selling and distribution expenses	(75.7)	(49.1)	(2.9)	(1.4)
Administrative expenses	(36.5)	(23.6)	(15.6)	(7.0)
Other expenses	(0.2)	(0.6)	(0.4)	(0.1)
Operating profit	42.8	53.6	(8.2)	7.4
Financial income	1.0	0.3	-	10.0
Financial expenses	(29.3)	(17.5)	(1.6)	(1.5)
Financial activity	(28.3)	(17.2)	(1.6)	8.5
Profit (loss) before taxes	14.5	36.4	(9.8)	15.9
Income tax expense	0.9	(6.6)	1.4	(2.3)
Net profit (loss)	15.4	29.8	(8.4)	13.6
Basic and diluted earnings (loss) per share (in LTL)	0.50	0.96	-	-

Overview of main indicators

KEY INDICATORS (mLTL)	Group		
	9 months 2008	9 months 2007	Change
Sales	282.9	248.1	14.0%
Gross profit	152.5	123.6	23.4%
EBITDA	73.7	83.8	-12.0%
EBIT	42.8	53.6	-20.2%
EBT	14.5	36.4	-60.2%
Net profit	15.4	29.8	-48.2%

- **Main growth markets in 2008 were Poland (+16.7 mLTL of sales, compared to the same period in 2007) and Russia (+9.5 mLTL).**
- **Gross profit grew faster than the sales due to better capacity utilization in Jelfa (Poland) and due to changes in products portfolio (shift towards own products).**
- **In 2008 international company „Merrill Lynch International“ provided the Group the consulting services regarding Group strategic options. Expenses amounting to 7.4 mLTL related to this project were accounted in 2008 Q3 Group Administrative expenses.**
- **Financial expenses mainly increased due to Jelfa S.A. PLN loans repricing to EUR.**

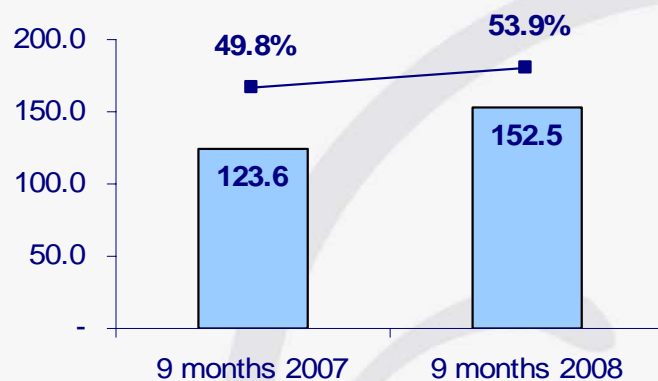
Margin dynamics

MARGINS	Group		mLTL	
	9 months 2008	9 months 2007	9 months 2008	9 months 2007
Gross profit margin	53.9%	49.8%	152.5	123.6
EBITDA margin	26.1%	33.8%	73.7	83.8
EBIT margin	15.1%	21.6%	42.8	53.6
EBT margin	5.1%	14.7%	14.5	36.4
Net profit margin	5.4%	12.0%	15.4	29.8

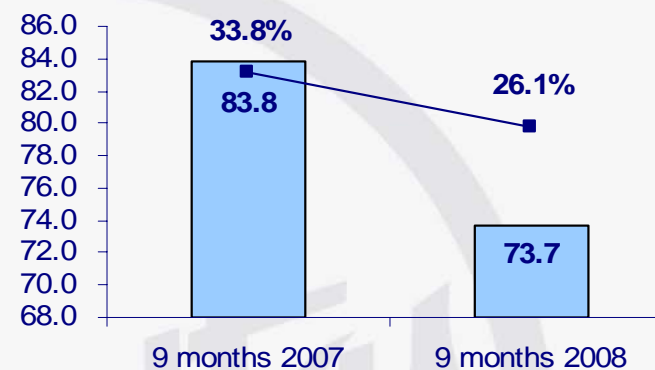
- Gross margin increased due to better structure of product portfolio. Revenues coming from contract manufacturing made 21.7% percent of total revenues during the 9 months of 2007 compared to 19.2% during the 9 months of 2008.
- EBITDA and EBIT margins mainly decreased due to:
 - increased Selling and distribution expenses (marketing promotion was expanded and Group representative offices, which were launched in last year worked in full capacities);
 - one-off expenses, related to Group strategic options review (ref. slide 4).
- **EBT margin decrease was also caused by high FX loss on Jelfa S.A. EUR loans.**

Group operating performance, mLTL

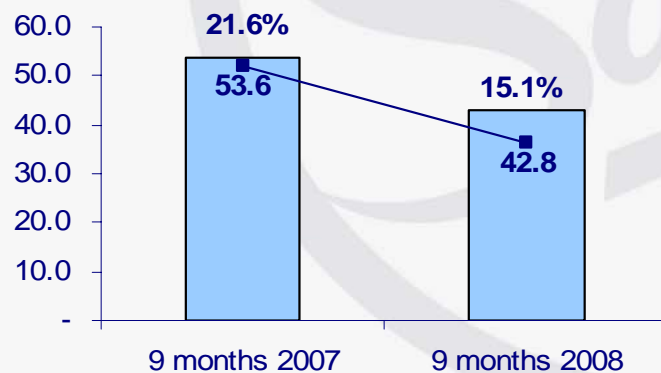
Gross profit and gross margin



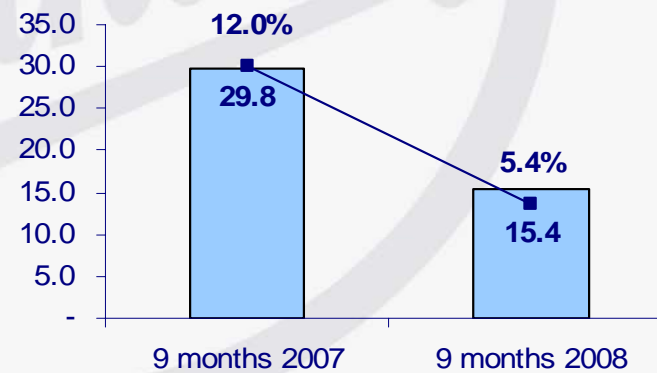
EBITDA and EBITDA margin



EBIT and EBIT margin



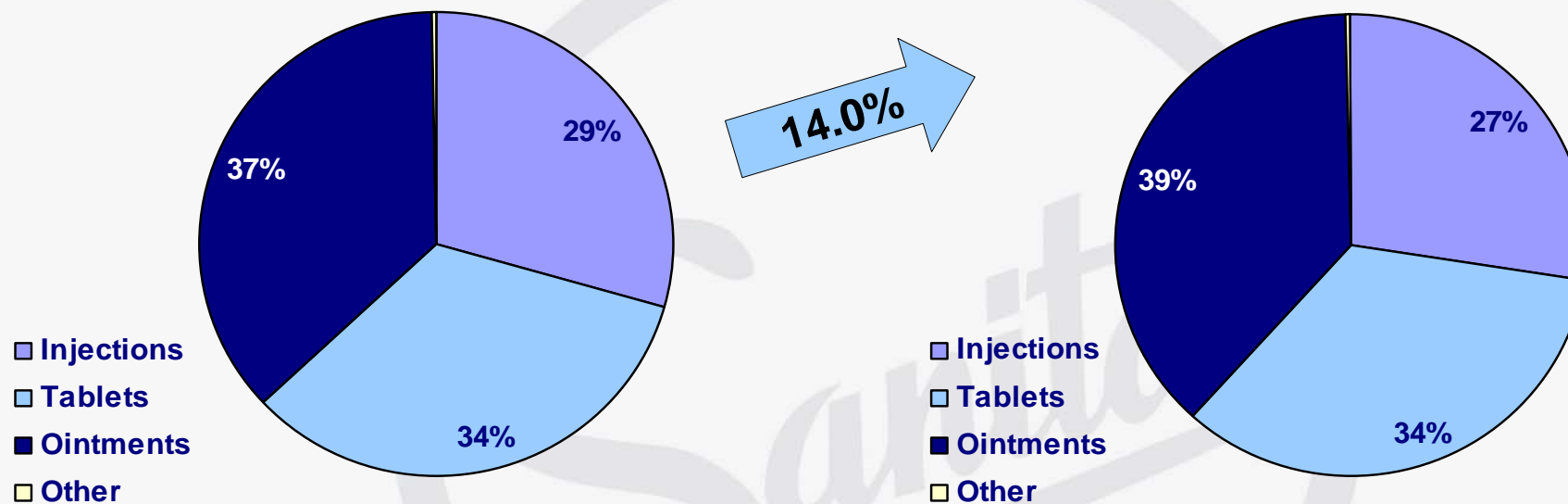
Net profit and margin



Group sales by products group

9 months 2007, 248.1 mLTL

9 months 2008, 282.9 mLTL

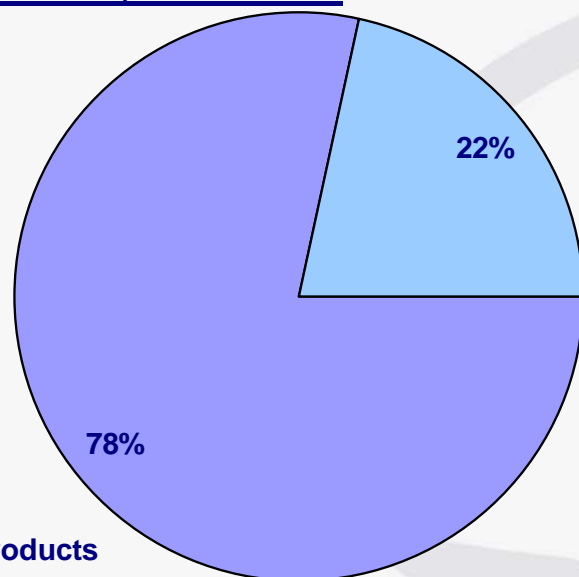


Total sales increased to 282.9 mLTL (by 14.0%).

Sales are presented net of all discounts.

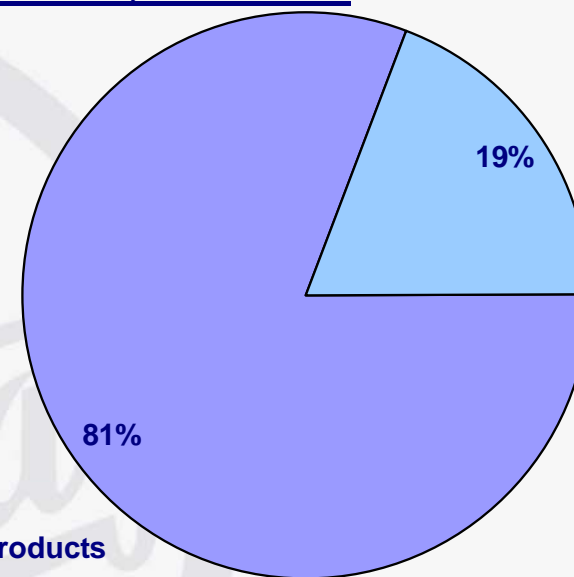
Group own products vs. contract manufacturing

9 months 2007, 248.1 mLTL



- Own products
- Contract sales

9 months 2008, 282.9 mLTL



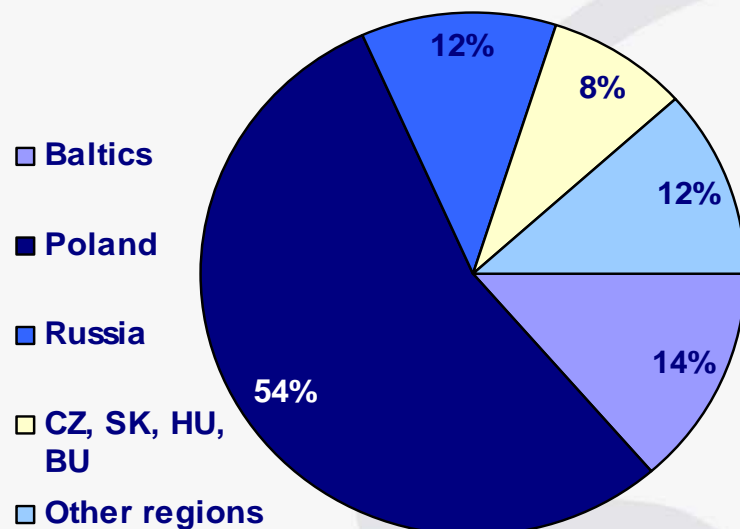
- Own products
- Contract sales

On a consolidated basis sales of own products grew by 17.6%, contract manufacturing remained at the same level as in previous year.

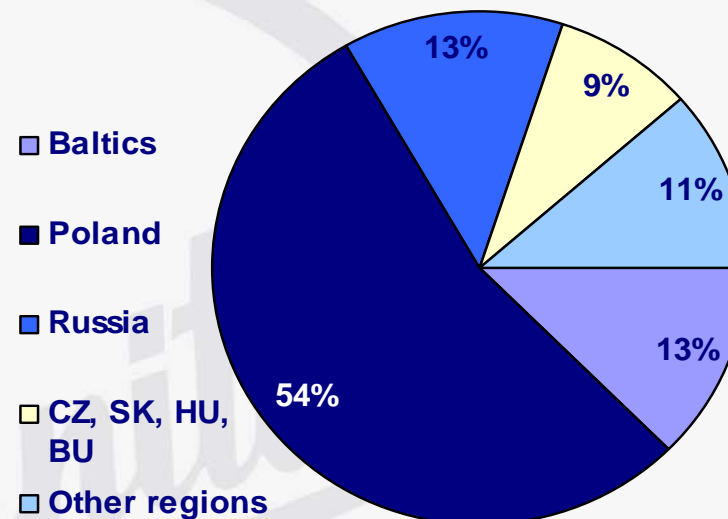
Own products comprised 81% of all sales. Sales of own products amounted to 228.5 mLTL during 9 months of 2008 (194.2 mLTL during 9 months of 2007). Contract manufacturing added 54.4 mLTL (53.9 mLTL last year) to total sales.

Group sales by geography

9 months 2007



9 months 2008



Group's sales in Poland grew by 16.7 mLTL (12.3%). The biggest growth in other regions was reached in Russia as a result of strengthened Moscow office team.

Poland and Russia

Poland



Russia

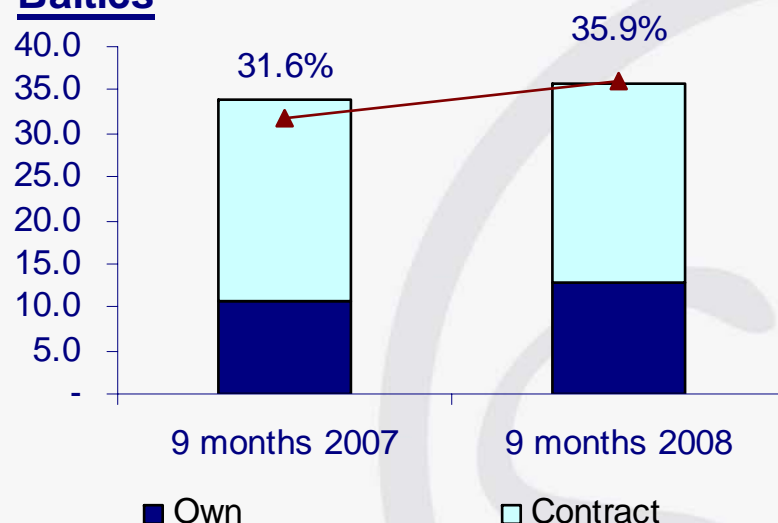


Group's revenues in Poland mainly come from sales of own products. Own products in Poland made 98.8% of all revenues during the nine months of 2008.

Only own products are sold in Russia. Sales in Russia grew by 33.1% and reached the level of 38.0 mLTL during the 9 months of 2008.

Baltics and other markets

Baltics



CZ, SK, HU, BU



Group's revenues in Baltic region grew by 5.1% up to 35.7 mLTL. Share of own products in total portfolio increased up to 35.9% during the 9 months of 2008.

Revenues in Czech Republic, Slovakia, Hungary and Bulgaria grew by 15.6% reaching total of 24.1 mLTL. Share of own products increased up to 41.6%, as we are focusing now on commercial sales in this region, which was not done last year.

Regulatory activities

MRP/ DCP approvals: 33 approvals received during the 9 months of 2008;

New registrations: 97 new dossiers compiled and 85 dossiers submitted for approval;

Renewals: 47 renewal files compiled, 34 submitted, 32 renewals approved;

Variations: 73 Type I variations and 9 Type II variations approved;

MRP variations: 56 Type I variations and 72 Type II variations approved.