

Grindex

JSC "Grindeks" 2015



Structure of the “Grindeks” Group

JSC “Tallinn Pharmaceutical Plant”

JSC “Kalceks”

“Namu apsaimniekosanas projekti” Ltd.

“Grindeks Rus” Ltd.

“HBM PHARMA” Ltd.

Branches and Representative offices

Lithuania, Estonia, Russia, Belarus, Ukraine,
Azerbaijan, Georgia, Uzbekistan, Moldova,
Kazakhstan, Armenia, Tajikistan, Kyrgyzstan



Turnover and profit

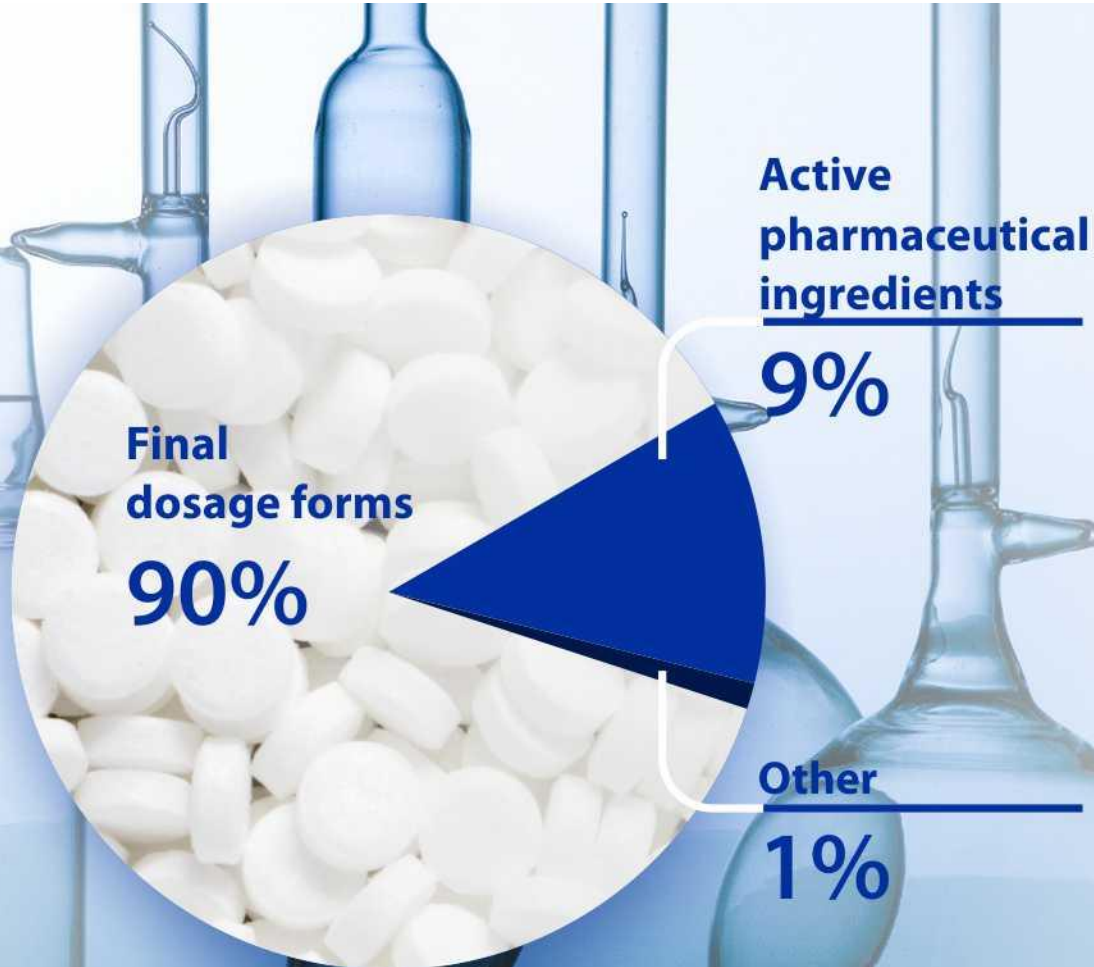
Turnover million, EUR



Profit million, EUR



Revenue breakdown by business area



Investments 2008 – 2015

million, EUR



TOP products

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Brand products

MILDRONATE®

FTORAFUR®



Prescription medication



Somnol®



Oxytocin-Grindeks



Rispaxol®



Cyclodol®

OTC products



Capsicam®



Viprosal B®



Sulfargin®

Food supplement



Apilak-Grindeks

Quality Management in 2015

- Recertification audits of ISO 9001:2008 and ISO 14001:2004
- Supervisory audit of LVS OHSAS 18001:2007
- New certification of LVS EN ISO 50001:2012 received
- Inspections by the State Agency of Medicines of Latvia
- 11 successful audits performed by “Grindeks” clients and cooperation partners
- 45 audits performed by “Grindeks” – 9 in Latvia and 36 abroad



Share price development in 2015

- Open: € 6.45
- Min: € 4.90
- Max: € 7.23
- Average: € 5.38
- Last: € 5.20
- Traded volume: 324 554
- Turnover: € 1,93 million
- Capitalisation: € 49.84 million
- EPS: € 0,10



“Grindeks” share price development in 2015 in comparison with Baltic market indexes



Index/Equity	01.01.2015	31.12.2015	+/-%
OMX Baltic Benchmark GI	566.56	648.32	14.43
OMX Riga	408.03	594.35	45.66
OMX Baltic Benchmark Cap PI	322.29	340.20	5.56
GRD1R	6.450 EUR	5.200 EUR	-19.38

Key achievements in 2015

- Remarkable sales results of final dosage forms in the Netherlands, Norway, Vietnam, Poland, France and Canada due to successful business diversification strategy and operations in the new markets
- Increased sales volume in Latvia by 41,6% in comparison with 2014
- Complementation of product range by introducing the final dosage form of UDCA (Ursodeoxycholic acid)
- Successful cooperation with the World Health Organization on supplies of the oxytocin injections



Future expectations for 2016

- Target markets for the business development – the European Union and Southeast Asia countries
- Increased sales volume in the European Union and Southeast Asia countries by 30%
- Start of sales of final dosage forms in Australia, Belgium and Nigeria
- 14 generics under development now – start of the registration procedure for 7 generics
- The registration of the final dosage form of UDCA (Ursodeoxycholic acid) in 9 European countries
- Extension of cooperation with the World Health Organization
- Continued optimization of the current assets and cost reduction in positions not related to the strategic development projects



Contacts



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