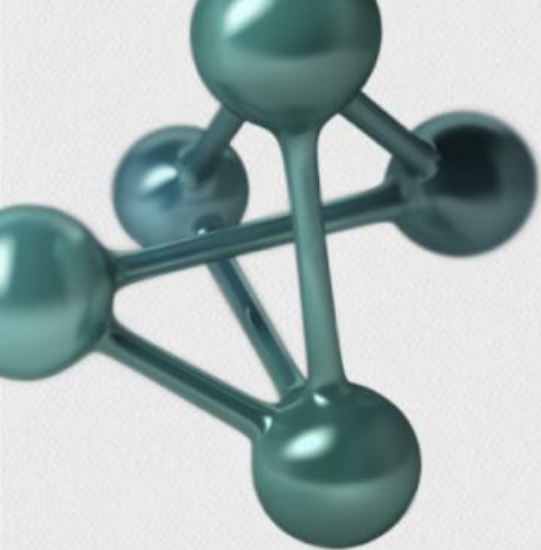


Webinar Presentation



4th quarter and
the whole 2015

March 14, 2016

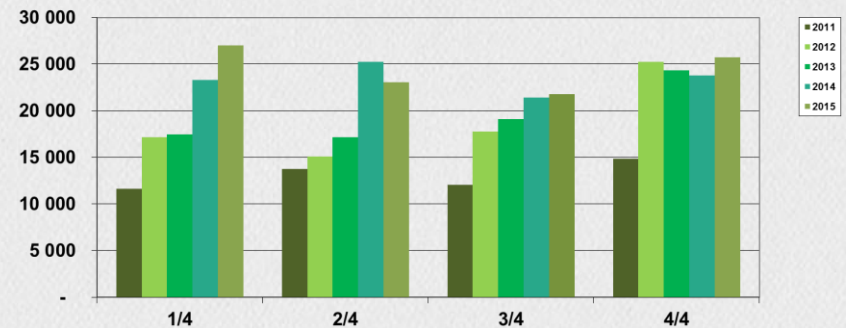


4th Quarter

Sales in 4th Quarter

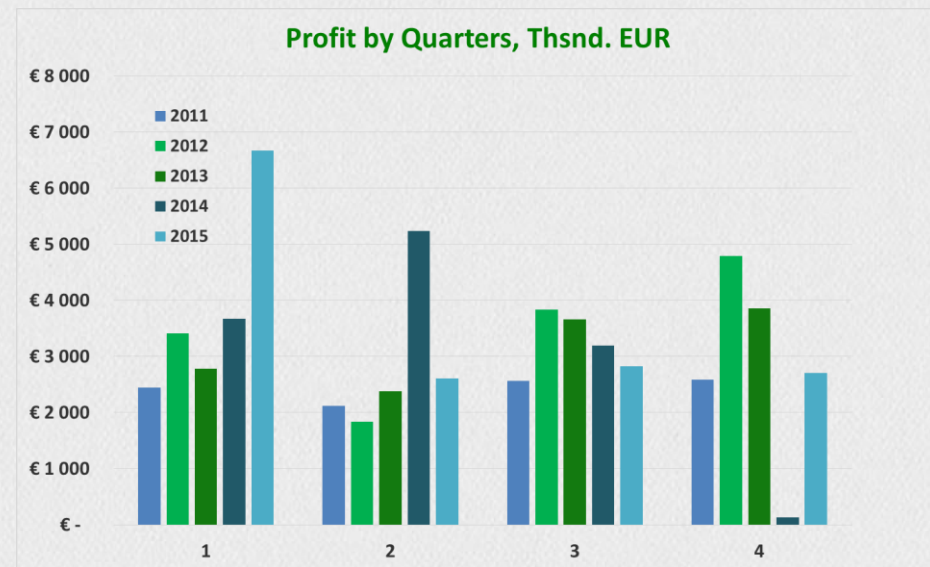
- Sales worth 25.7 million euros;
- Increase by 8% makes this the best fourth quarter in corporate history so far and the second best quarter in general;
- 4.7 million gross sales by pharmacies, more than 2.3 million is their contribution to consolidated sales;
- 1.5 million sales by Silvanols, 1.3 million is Silvanols' contribution to consolidated sales.

Sales by Quarters, Thsnd. EUR



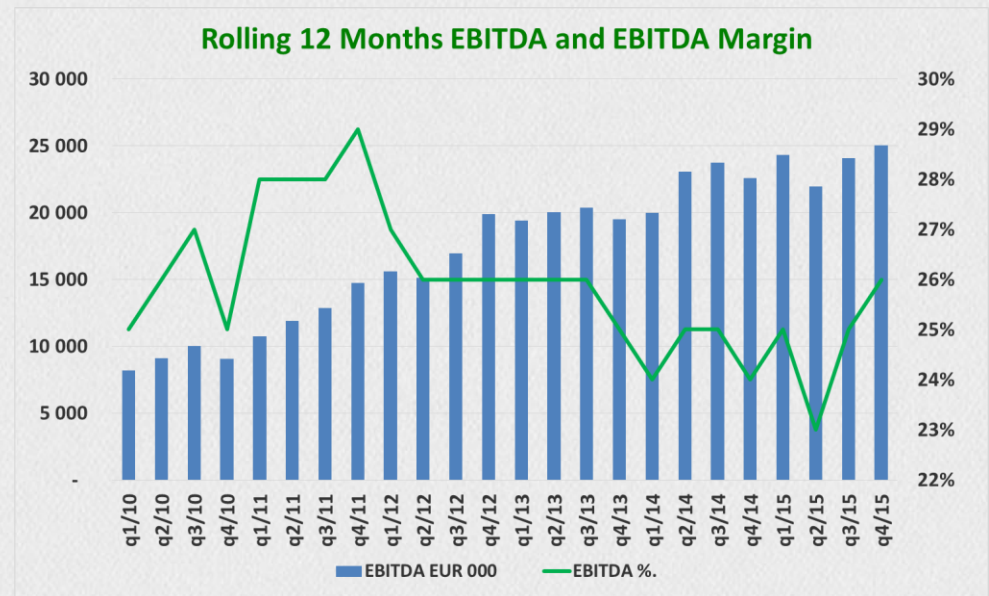
Profit of 4th Quarter

- Preliminary at 2.7 million euros, due to a very low base in 2014, represents an extremely impressive growth of more than 2000%
- 1.1 million euros provided for forex loss in Ukraine and 1.1 million euro provisions, previously made for Russian wholesaler Oriola were reversed;



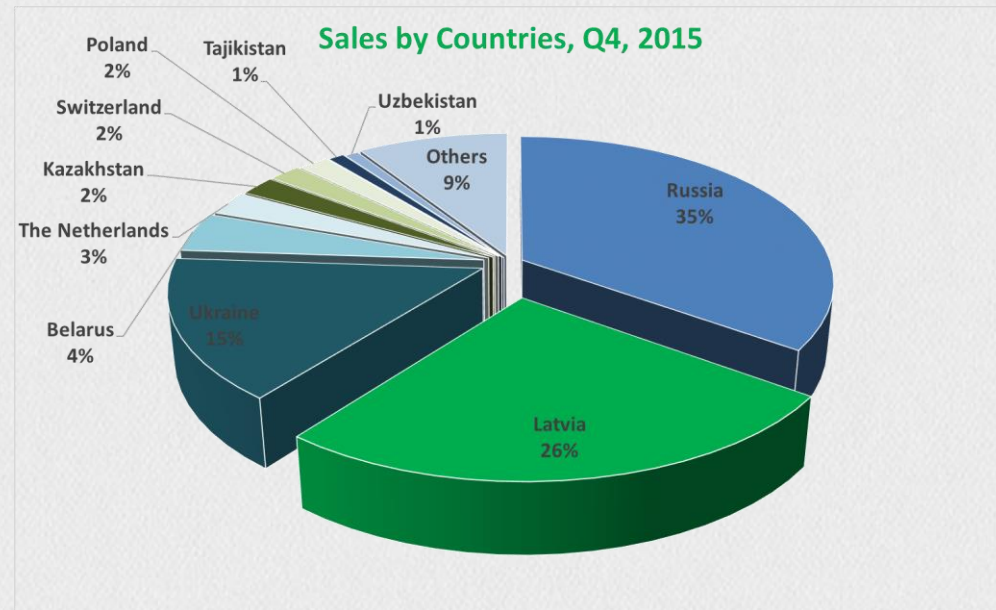
EBITDA and Margin

- For the first time 12 months EBITDA exceeds 25 million euros, making these, as previously expected;
- EBITDA margin approaching 26%, best since 2013.



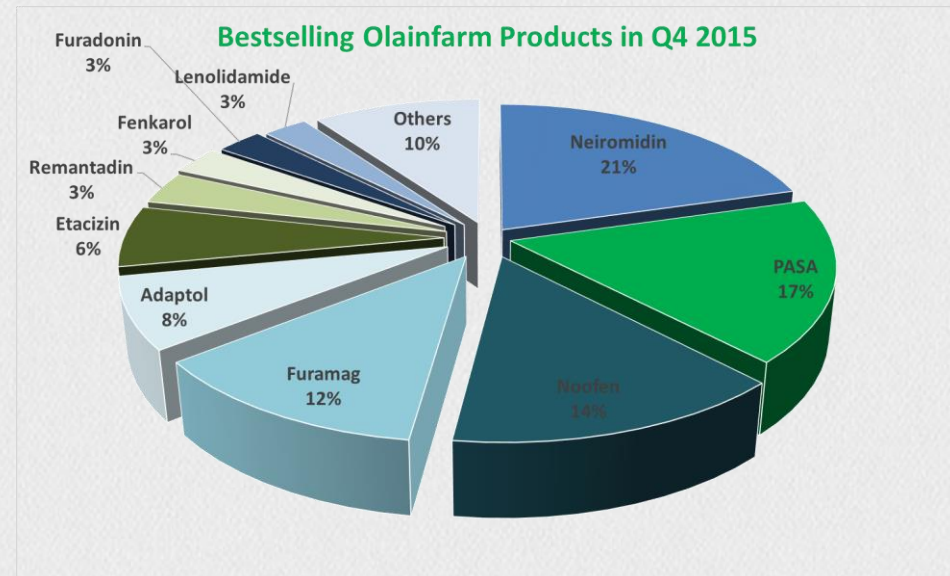
Sales By Countries, 4th Quarter

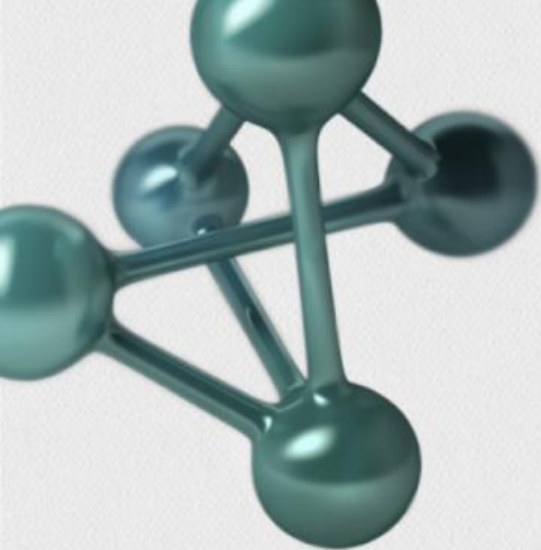
- 16 countries have been reported among monthly top 10 markets;
- Russia's, Latvia's and Ukraine's shares gained 2 pp each;
- Slightly greater concentration of sales in 3 major markets;
- Lithuania and Turkmenistan replaced by Switzerland and Tajikistan;



Sales By Products, 4th Quarter

- Neiromidin's share up to 21%, PASA up to 17%;
- Noofen, Furamag/Furasol, Furagin and Fenkarol reasonably stable;
- Adaptol lost third of its share, Etacizin lost one fourth;
- Remantadin returns to top list , as flu season approaches;
- Lenolidamide first time among top products



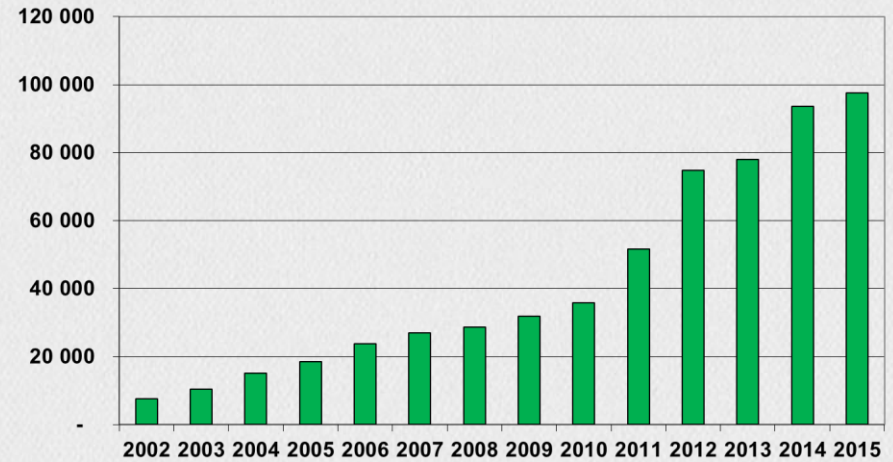


Whole 2015

Sales in 2015

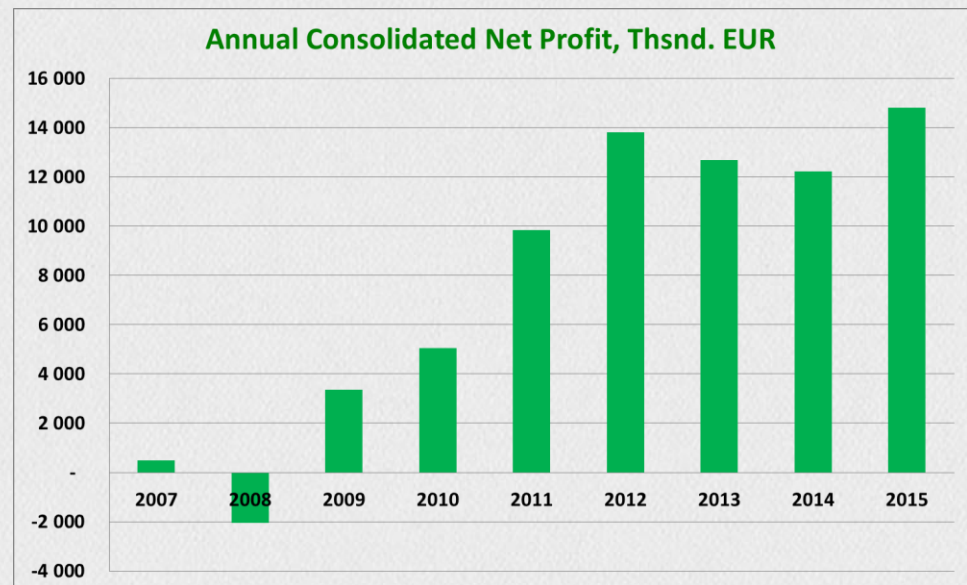
- Sales worth almost 98 million euros, or almost 98% of annual target of 100 million;
- Slight increase by 4% compared to 2014;
- Yet another sales record;
- About 16.9 million euro are gross sales by pharmacies, and about 8.5 million euro are net sales by pharmacies; figures for Silvanols are 4.4 million and 3.9 million respectively.

Annual Sales, Thsnd. EUR



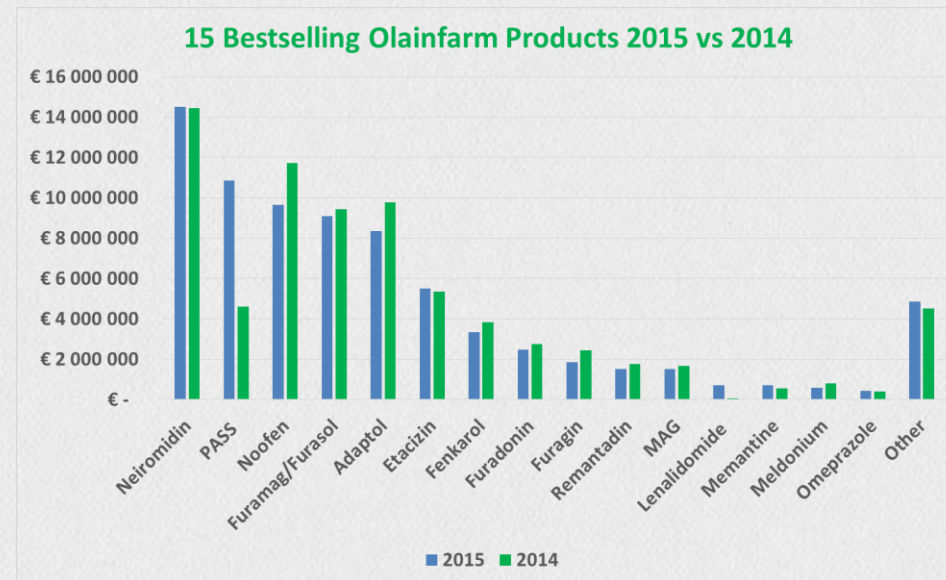
Profit of 2015

- Preliminary at 14.8 million euros;
- Increase by 21% compared to 2014;
- Falling slightly short of the profit guidance of 15 million;
- Helped significantly by forex gains of Q1, therefore might be difficult to repeat.



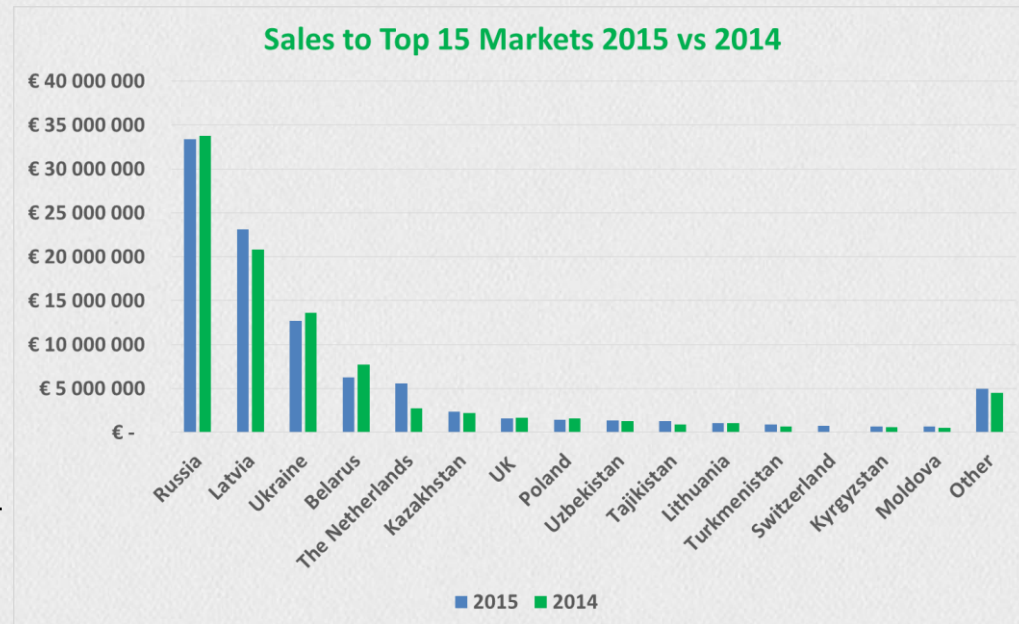
Growth Drivers: Products

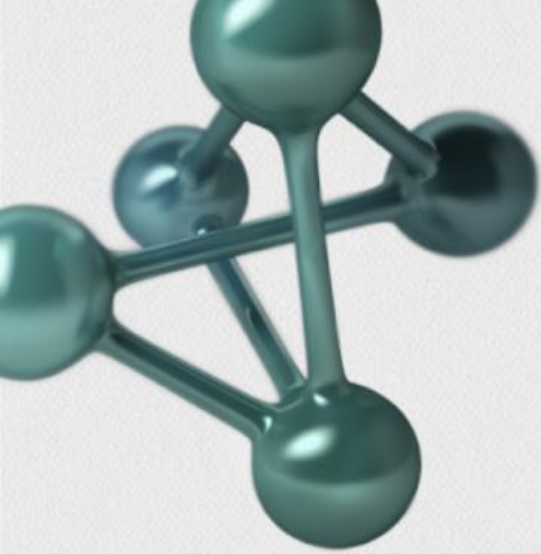
- Only 5 out of 15 growing;
- PASA still saves the day with more than 6 million euro growth;
- Other growth leaders: Lenalidomide by 652 thousand, Memantine by 154 k, others by 350 k;
- Noofen not falling any more, compared to 9 months; Furagin slightly recovered, Adaptol lost 1.4 million compared to 2014;



Growth Drivers: Countries

- 10 out of 15 countries growing;
- The falling ones are Ukraine, Belarus, Russia, UK, and Poland, of these Russia is almost flat;
- Top growers in nominal terms: The Netherlands + 2.9 million, Latvia + 2.3, Switzerland + 686 k, «Others» + 504k;
- Top decliners in nominal terms: Belarus – 1.4 million, Ukraine – 974k ,Russia, - 406k;
- The «falling» countries are big consumers of key products, hence significant reductions in sales of some products.





Update On Recent Events

Recent Events - Management

- In February 2016, upon mutual agreement, Ms. Marjana Ivanova – Jevsejeva (33) left the position of Member of the Board of Olainfarm;
- She was with the company about 3 months only;
- Mr. Olegs Grigorjevs (51) has been appointed by the Supervisory Council to be the new Board Member of Olainfarm;
- Mr. Grigorjevs has been in a system of Olainfarm since late 90s, recently he was occupying the position of company's Commercial director. nce.



Recent Events – Kivvi

- In January 2016, Olainfarm acquired 100% shares in Latvian producer of eco-cosmetics SIA Kivvi;
- Kivvi has more than 70 names in their portfolio, most of them certified by Eco-Cert, the most recognized international eco certification system;
- Company sells its products in 20 countries;
- Total sales in 2015 were 123 thousand euros;
- Significant synergies between Kivvi and other companies of the group, including production, sales, marketing and logistics.



Recent Events – Awards

- Special Award by Nasdaq Baltic as top performer in 10 years, both in investor relations and share performance;
- Voted 9th most attractive employer in Latvia;



Recent Events – Standalone Numbers

- Preliminarily: Parent company's sales:

85 000 000 EUR

or

98%
of target;

- Preliminarily: Parent company's profit:

14 000 000 EUR

or

100%
of target;

Recent Events – Dividend Debate

- Previously made promise of dividend payment from the profits of 2015 with a payout ratio of 17.5% still confirmed by the Board;
- Clear intention not to take any «dividend holidays» in coming years;
- Since company gets increasingly active in acquisitions and has several targets identified for next few years, one of proposals is to freeze the payout ratio at 15% for next three years.

Recent Events – Trasta Komercebanka

- Recently the licence of this bank got revoked;
- Olainfarm got some 150 000 EUR on its account in TKB at the time, which we are trying to withdraw;
- TKB was also providing factoring for Olainfarm's Ukrainian sales;
- Factoring payments were never collected upfront due to the costs, but rather it served more as a way to avoid a risk of non payment;
- Experience shows, that Ukrainian partners are perfectly able not only to service their current payments, but also to reduce their debt;
- In order to provide more security Olainfarm is now trying to agree on new factoring scheme with Ukrainian partners.

Recent Events – Meldonium

- Despite recent worldwide attention to Meldonium and its application, the company expects that the vast majority of patients using Meldonium produced by Olainfarm are using it for reasons unrelated to athletic performance;
- Whatever small segment of other users there might be, we do not expect the potential increase in consumption of the products by them to provide any significant increase in sales either of Meldonium or of the Company in general;

Q&A Session

- In between webinars, please contact me at:
 - Salvis.Lapins@olainfarm.lv;
 - Cellular: +371 2 6448873 ;
 - Twitter: @SalvisLapins or @OlainFarm;

Thank you!

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