

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

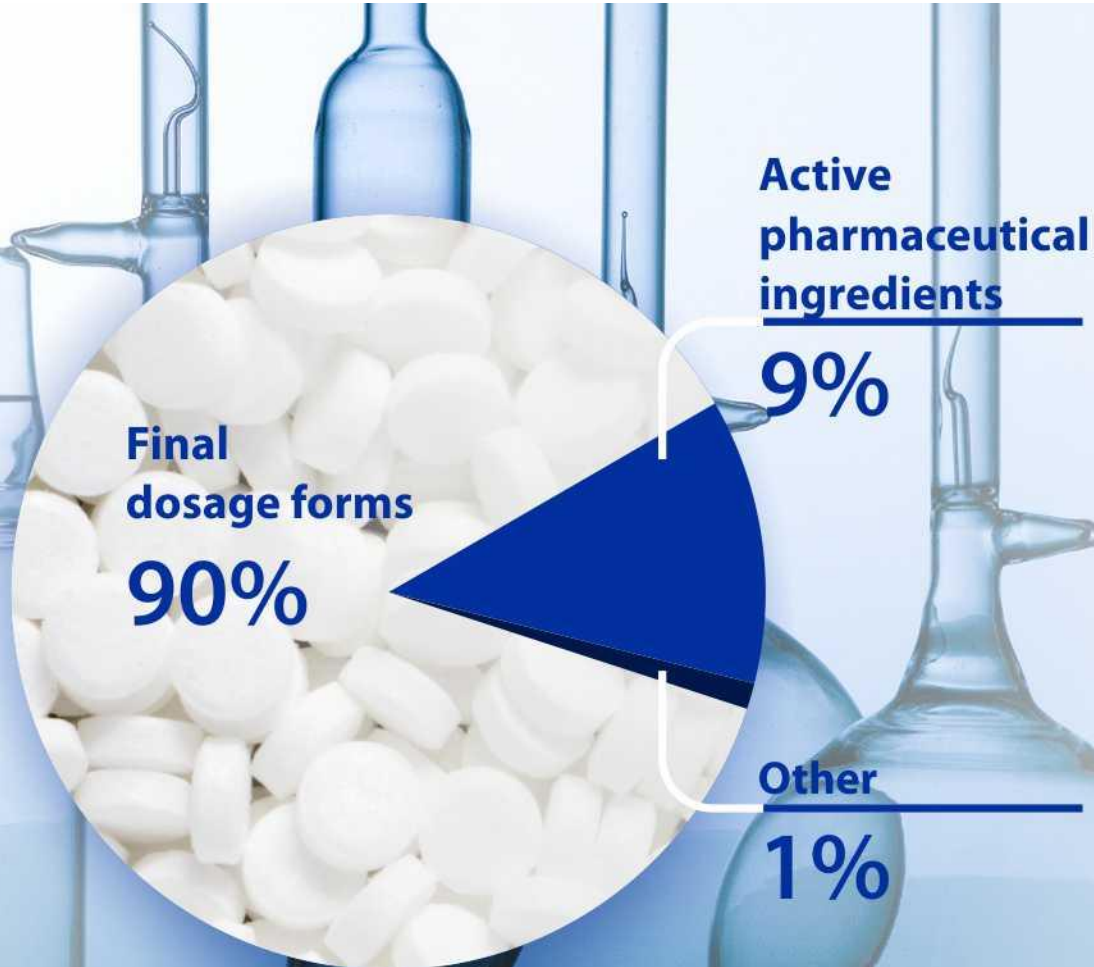
### Turnover million, EUR



### Profit million, EUR



## Revenue breakdown by business area



## Investments 2008 – 2015

million, EUR



# TOP products

Grindex

## 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 “Grindex” clients and cooperation partners
- 45 audits performed by “Grindex” – 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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