



**AGREGATED FINANCIAL STATEMENTS  
FOR THE 9 MONTHS PERIOD ENDED 30 SEPTEMBER 2018**

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To the shareholders of Ropharma SA,  
Brasov, România

**ROPHARMA SA & ROPHARMA LOGISTIC SA**  
**STATEMENT OF INDIVIDUAL FINANCIAL POSITION**  
**AS OF SEPTEMBER 30, 2018**  
(in Ron, unless otherwise specified)

	Note	Q3 2017	Q3 2018	Δ	Δ %
<b>Operating income</b>					
Net sales revenues	3	359,550,859	399,918,814	40,367,955	11%
Other income	4	2,275,381	2,709,963	434,582	19%
<b>Total operating income</b>		<b>361,826,240</b>	<b>402,628,778</b>	<b>40,802,538</b>	<b>11%</b>
<b>Operating expenses</b>					
Cost of sales	5	294,163,271	328,308,066	34,144,795	12%
Wages and salaries	6	37,772,958	42,000,269	4,227,311	11%
Advertising and publicity		560,057	716,477	156,420	28%
(Gains) / losses on sale of non-current assets		(1,054,280)	(769,988)	284,292	-27%
External services		4,289,045	4,408,833	119,788	3%
Adjustments to current assets		(202,225)	108,780	311,005	-154%
Depreciation		4,376,393	4,593,797	217,404	5%
Other operating expenses	7	15,246,016	15,999,410	753,394	5%
<b>Total operating expenses</b>		<b>355,151,235</b>	<b>395,365,643</b>	<b>40,214,408</b>	<b>11%</b>
<b>Operating result</b>		<b>6,675,005</b>	<b>7,263,134</b>	<b>588,129</b>	<b>9%</b>
Financial income	8	234,677	352,318	117,641	50%
Financial expenses	8	734,497	919,533	185,036	25%
<b>Financial result</b>	<b>8</b>	<b>(499,820)</b>	<b>(567,215)</b>	<b>(67,395)</b>	<b>13%</b>
<b>Profit before tax</b>		<b>6,175,185</b>	<b>6,695,919</b>	<b>520,734</b>	<b>8%</b>
Income tax		978,256	1,375,141	396,885	41%
Deferred income tax		(22,830)	(236,804)	(213,974)	937%
<b>Net profit from continuing activities</b>		<b>5,219,759</b>	<b>5,557,581</b>	<b>337,822</b>	<b>6%</b>
Net result attributable to non-controlling interests		143,051	96,161	(46,890)	-33%
<b>Net result attributable to owners of the Group</b>		<b>5,076,708</b>	<b>5,461,421</b>	<b>384,713</b>	<b>8%</b>

**ROPHARMA SA & ROPHARMA LOGISTIC SA**  
**KEY INDICATORS**  
**FOR 9 MONTHS, AS OF SEPTEMBER 30 2018**

	<b>Q3 2017</b>	<b>Q3 2018</b>	<b>Δ</b>	<b>Δ %</b>
<b>I. PROFITABILITY RATIOS</b>				
<b>EBITDA</b>				
EBIT (A)	6,675,005	7,263,134	588,129	9%
Depreciation (B)	4,376,393	4,593,797	217,404	5%
<b>A+B in Ron</b>	<b>11,051,398</b>	<b>11,856,931</b>		
<b>EBITDA</b>				
EBITDA (A)	11,051,398	11,856,931	805,533	7%
Operating income (B)	361,826,240	402,628,778	40,802,538	11%
<b>A/B in %</b>	<b>3.1%</b>	<b>2.9%</b>		
<b>Gross Margin</b>				
Gross Margin (A)	65,387,588	71,610,749	6,223,161	10%
Net sales revenues (B)	359,550,859	399,918,814	40,367,955	11%
<b>(A/B) * 100</b>	<b>18.2%</b>	<b>17.9%</b>		
<b>II. ACTIVITY RATIOS</b>				
<b>Days sales of inventories</b>				
Inventories (A)	73,994,280	89,270,285	15,276,005	21%
Cost of sales	294,163,271	328,308,066	34,144,795	12%
<b>(A/B) in number of days</b>	<b>69</b>	<b>74</b>		
<b>Days Sales outstanding</b>				
Trade receivables (A)	76,767,338	115,100,814	38,333,476	50%
Operating income (B)	361,826,240	402,628,778	40,802,538	11%
<b>(A/B) in number of days</b>	<b>58</b>	<b>78</b>		
<b>III. RISC RATIO</b>				
<b>Interest cover ratio</b>				
EBIT (A)	6,675,005	7,263,134	588,129	9%
Interest expenses (B)	258,117	423,669	165,552	64%
<b>(A+B)/B in number of times</b>	<b>26.9</b>	<b>18.1</b>		

### 3. NET SALES REVENUES

	<u>Q3 2017</u>	<u>Q3 2018</u>	<u>Δ</u>	<u>Δ %</u>
Retail sales	247,707,570	265,616,409	17,908,839	7%
Distribution sales	112,439,060	134,992,320	22,553,259	20%
Discounts granted	(595,771)	(689,914)	(94,143)	16%
<b>TOTAL</b>	<b><u>359,550,859</u></b>	<b><u>399,918,814</u></b>	<b><u>40,367,955</u></b>	<b><u>11%</u></b>

### 4. OTHER INCOME

	<u>Q3 2017</u>	<u>Q3 2018</u>	<u>Δ</u>	<u>Δ %</u>
Rental	957,682	852,728	(104,954)	-11%
Services	1,029,081	1,461,616	432,535	42%
Other operating income	288,618	395,619	107,001	37%
<b>Total</b>	<b><u>2,275,381</u></b>	<b><u>2,709,963</u></b>	<b><u>434,582</u></b>	<b><u>19%</u></b>

### 5. COST OF SALES

	<u>Q3 2017</u>	<u>Q3 2018</u>	<u>Δ</u>	<u>Δ %</u>
Goods expenses	308,950,054	345,930,389	36,980,335	12%
Further discounts received	(14,786,783)	(17,622,323)	(2,835,540)	19%
<b>Total</b>	<b><u>294,163,271</u></b>	<b><u>328,308,066</u></b>	<b><u>34,144,795</u></b>	<b><u>12%</u></b>

### 6. WAGES AND SALARIES

	<u>Q3 2017</u>	<u>Q3 2018</u>	<u>Δ</u>	<u>Δ %</u>
Wages and salaries	28,741,538	38,008,260	9,266,722	32%
Luncheon vouchers	2,406,389	2,402,287	(4,102)	0%
Social security	6,625,030	734,445	(5,890,585)	-89%
Other social security expenses	-	855,277	855,277	n/a
<b>Total</b>	<b><u>37,772,958</u></b>	<b><u>42,000,269</u></b>	<b><u>4,227,311</u></b>	<b><u>11%</u></b>

## 7. OTHER OPERATING EXPENSES

	<u>Q3 2017</u>	<u>Q3 2018</u>	<u>Δ</u>	<u>Δ %</u>
Consumables	2,863,952	3,350,048	486,097	17%
Rental	6,476,640	6,754,212	277,572	4%
Maintenance	898,127	849,165	(48,963)	-5%
Utilities	1,486,360	1,762,685	276,325	19%
Insurance	379,865	263,031	(116,834)	-31%
Protocol	285,943	363,100	77,157	27%
Travel and accommodation	493,922	611,890	117,967	24%
Postal and telecommunications	339,895	345,358	5,462	2%
Bank fees and commissions	160,419	187,107	26,688	17%
Lawyer fees and related charges	327,643	143,544	(184,100)	-56%
Local taxes and other similar taxes	814,835	793,235	(21,600)	-3%
Other operating expenses	718,414	576,036	(142,378)	-20%
<b>Total</b>	<b><u>15,246,016</u></b>	<b><u>15,999,410</u></b>	<b><u>753,394</u></b>	<b><u>5%</u></b>

## 8. FINANCIAL INCOME AND EXPENSES

	<u>Q3 2017</u>	<u>Q3 2018</u>	<u>Δ</u>	<u>Δ %</u>
<b>Financial income</b>				
Interest income	5,493	18,904	13,411	244%
Foreign exchange gain	229,184	333,413	104,229	45%
<b>Total</b>	<b><u>234,677</u></b>	<b><u>352,318</u></b>	<b><u>117,641</u></b>	<b><u>50%</u></b>
<b>Financial expenses</b>				
Interest expense	182,651	324,091	141,440	77%
Foreign exchange loss	476,380	495,864	19,484	4%
Other expenses related to financing	75,465	99,578	24,112	32%
<b>Total</b>	<b><u>734,497</u></b>	<b><u>919,533</u></b>	<b><u>185,036</u></b>	<b><u>25%</u></b>
<b>Net financial result</b>	<b><u>(499,820)</u></b>	<b><u>(567,215)</u></b>	<b><u>(67,395)</u></b>	<b><u>13%</u></b>

We confirm that the individual financial statements are unaudited.

Mihai Miron  
CEO

Alin Rădășanu  
CFO