



OlainFarm

Webinar Presentation 1st quarter of 2012

June 2012



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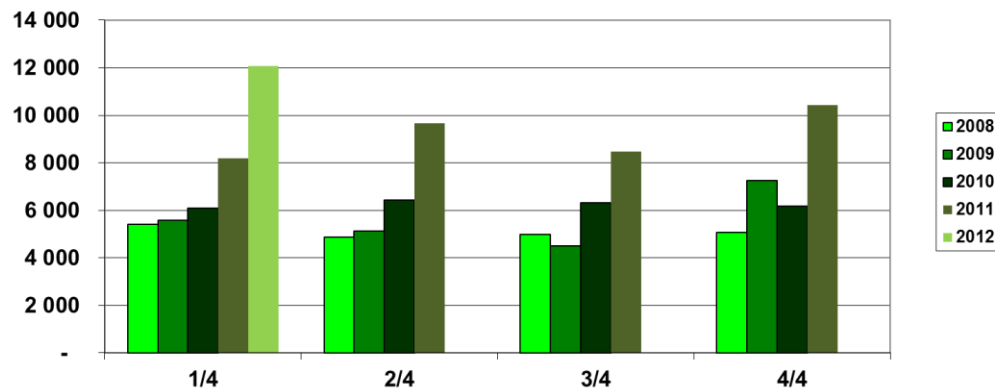
1st Quarter

Sales in 1st quarter

Yet another record

- Sales worth 12 million lats (17 million euros);
- Of this about 1.6 million lats are sales by pharmacies;
- Even unconsolidated sales are highest ever quarterly sales of the company;
- Twice as high as two years ago;
- Growth trend established earlier continues.

Sales by Quarters, Thsnd. LVL

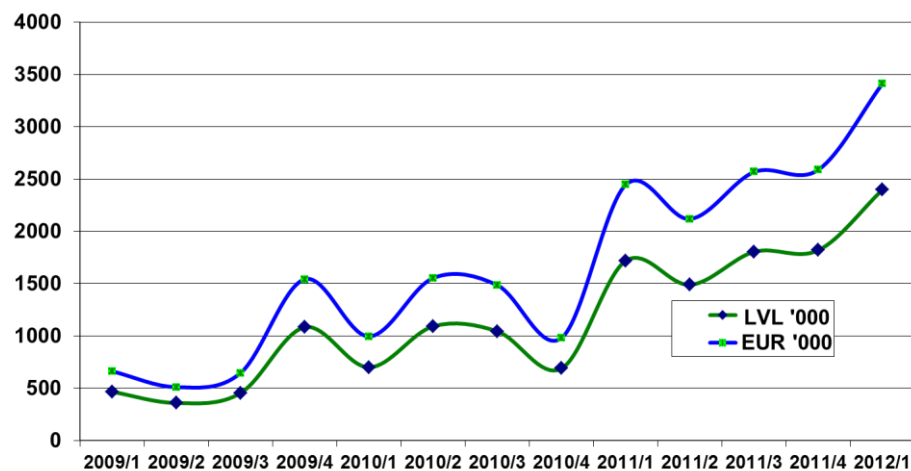


Profit of 1st quarter

Stable on new levels

- Preliminary at 2.4 million lats (3.4 million euros);
- Again, highest so far;
- Net margin is up due to high sales and economies of scale therefrom;
- Positive impact of consolidation is higher than initially expected.

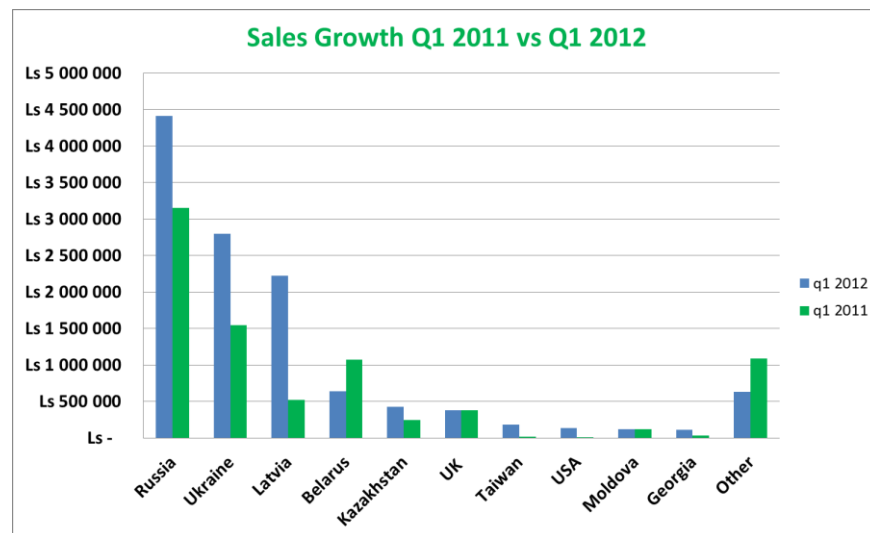
Profit by Quarters



Growth drivers: markets

Very strong in top countries

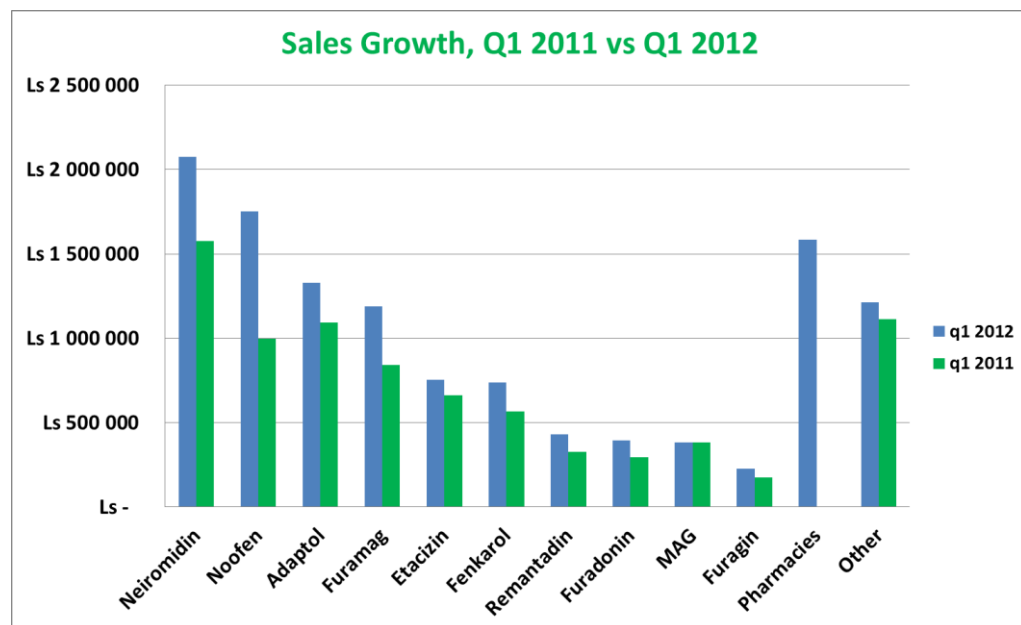
- All top 10 markets are growing, except Belarus;
- «Others» falling with overall growth means greater sales consolidation;
- Growth in Latvia particularly strong due to impact of pharmacies;
- Despite the high base, Russian sales continue skyrocketing.



Growth drivers: products

Growth throughout the list

- Absolutely all are growing;
- For best sellers – a double digit growth, for others, smaller, but even growth;
- Meldonium and memantine still are # 11 and # 12 respectively.





Update on recent events

Update for 2012

Keeping the momentum

- In april consolidated sales down 5%, 4 months on 4 months 32% growth;
- Since April 12, Finasta provides liquidity for Olainfarm shares, maintaining constant bid and ask worth 2000 LVL with the spread of 4%;
- AGM held on April 27 elected Mr. Talis Talents to be the new member of Supervisory Council;
- AGM also declared dividends for 2011. 6.16 santims per share will be paid, representing more than 2% yield, August 3rd set to be the record date and August 8th to be the payment date.
- On May 31st, capsules of Olvazol were registered in Ukraine;

Location of pharmacies

36 and counting



Questions and Answers

Are always welcome

- In between webinars, please contact me at:
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Thank you!

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