

# EastPharma



**CONSOLIDATED FINANCIAL RESULTS  
H1 2010 INVESTOR CONFERENCE CALL  
27 AUGUST 2010**

PHILIPP HAAS – CHAIRMAN & CEO  
MESUT CETIN – CFO

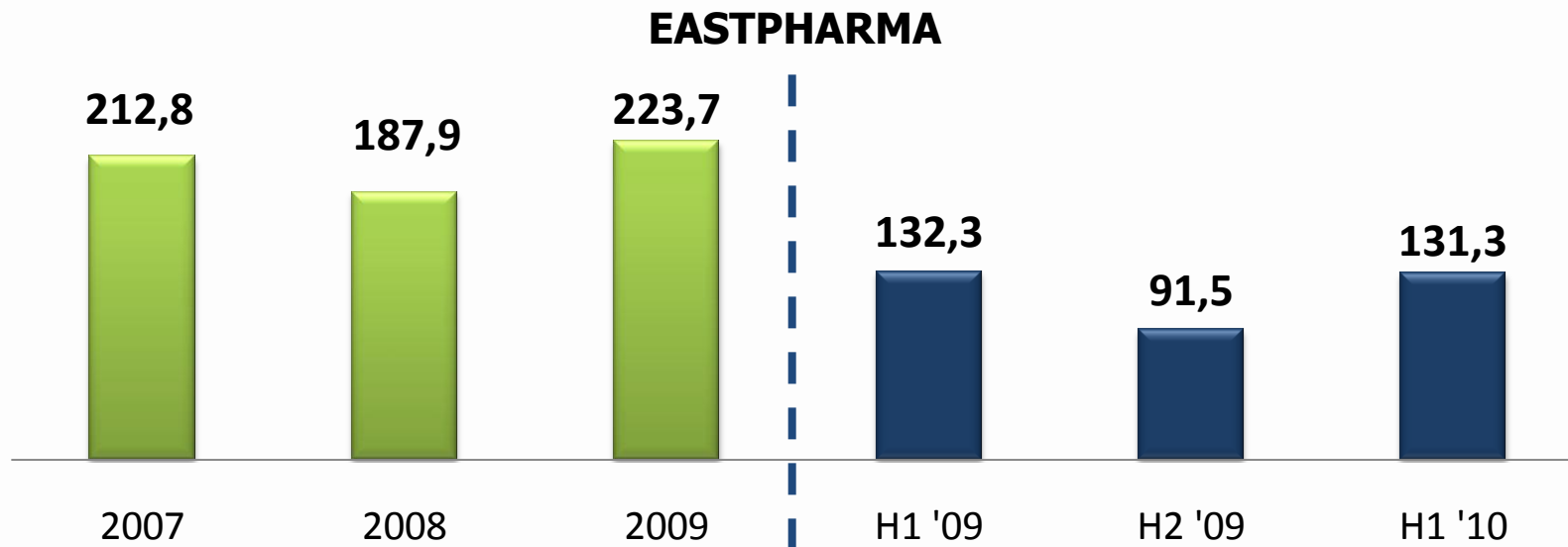
# EastPharma Consolidated IFRS Financial Results – H1 2010

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- Revenues in H1 2010 reached to US\$131.3m vs US\$132.3m in H1 2009
- EBITDA reached US\$19.0m in H1 2010
- Net profit in H1 2010 was US\$6.3m vs US\$2.9m in H1 2009

# EastPharma Consolidated IFRS Financial Results – H1 2010

Revenues : (\$, m)



## H1 2010 Revenues Breakdown:

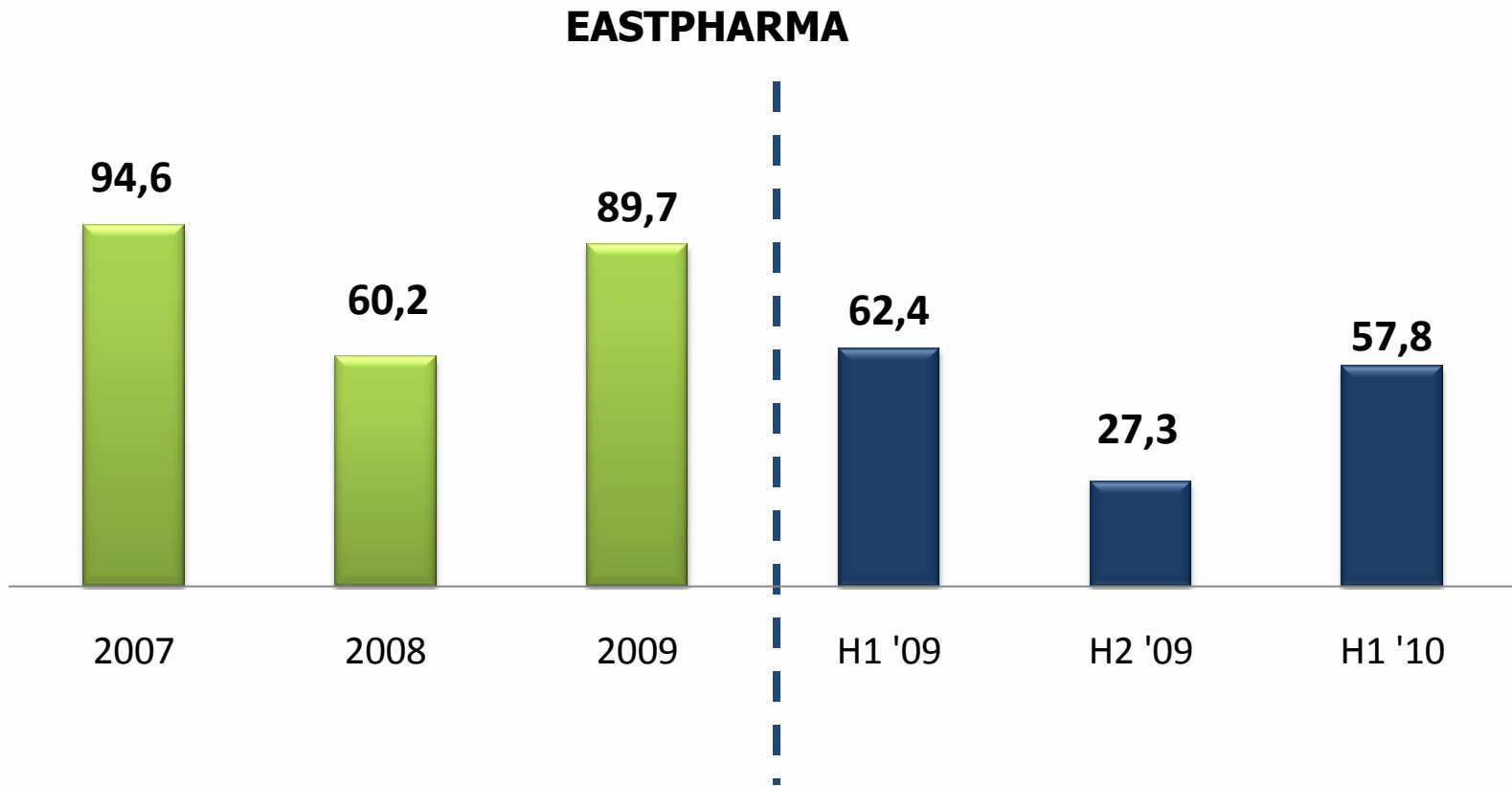
Human Pharma Revenue:	94%
Veterinary Products:	5%
Consumer Goods:	1%



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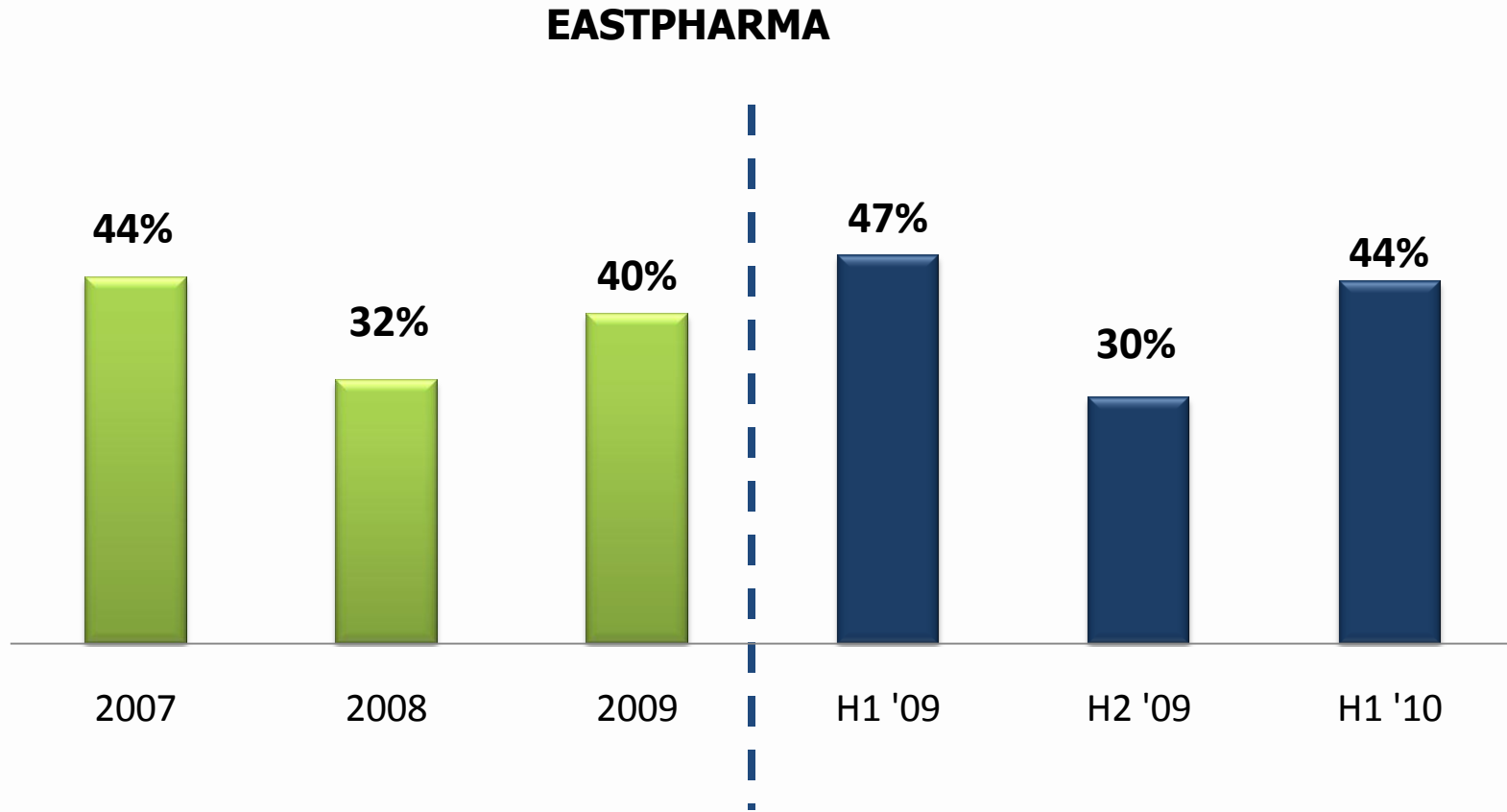
# EastPharma Consolidated IFRS Financial Results – H1 2010

Gross Profit : (\$, m)



# EastPharma Consolidated IFRS Financial Results – H1 2010

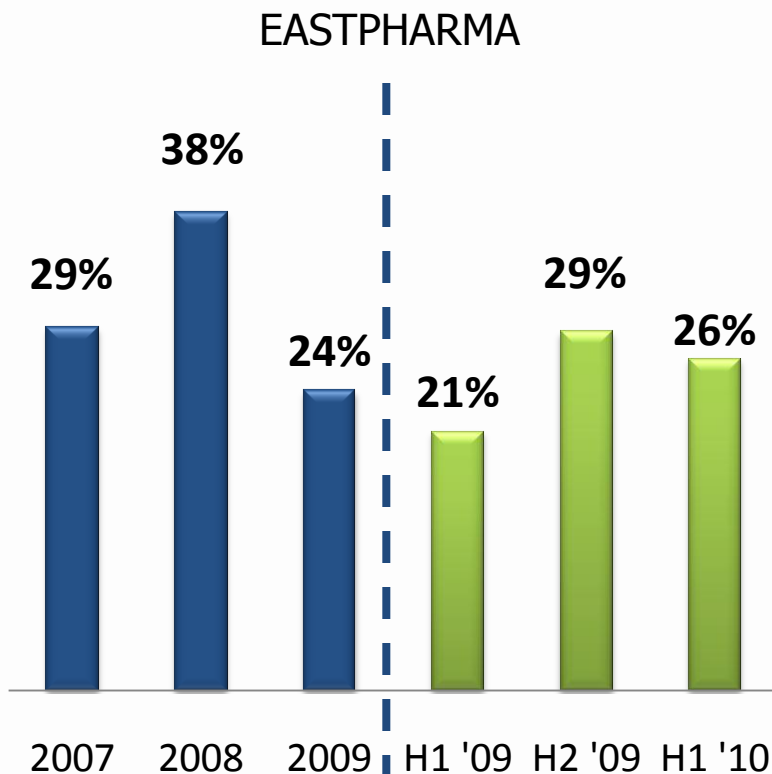
## Gross Profit Margin:



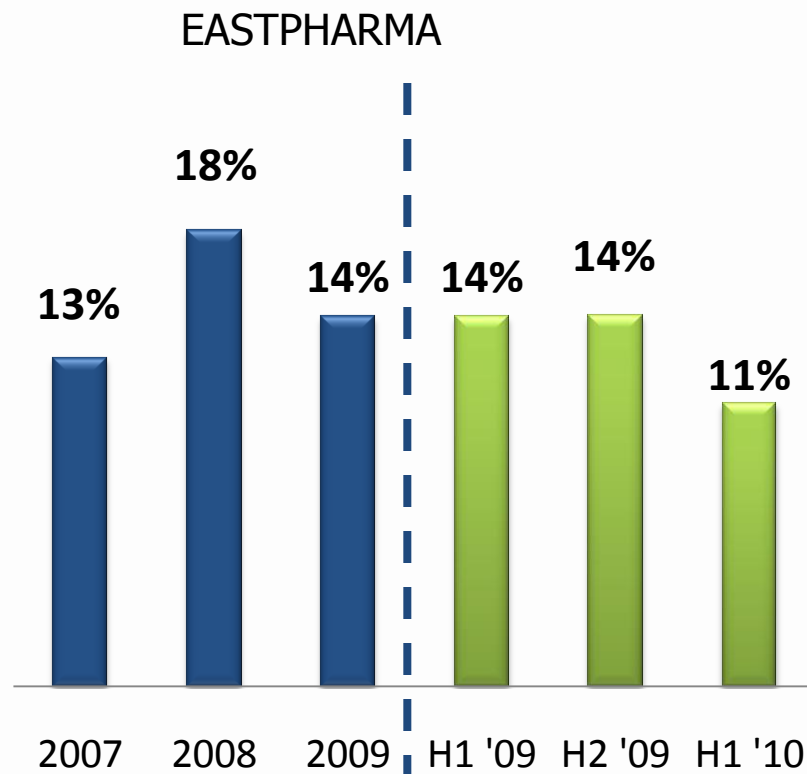
# EastPharma Consolidated IFRS Financial Results – H1 2010

## Expense Ratios :

### Marketing Expenses:

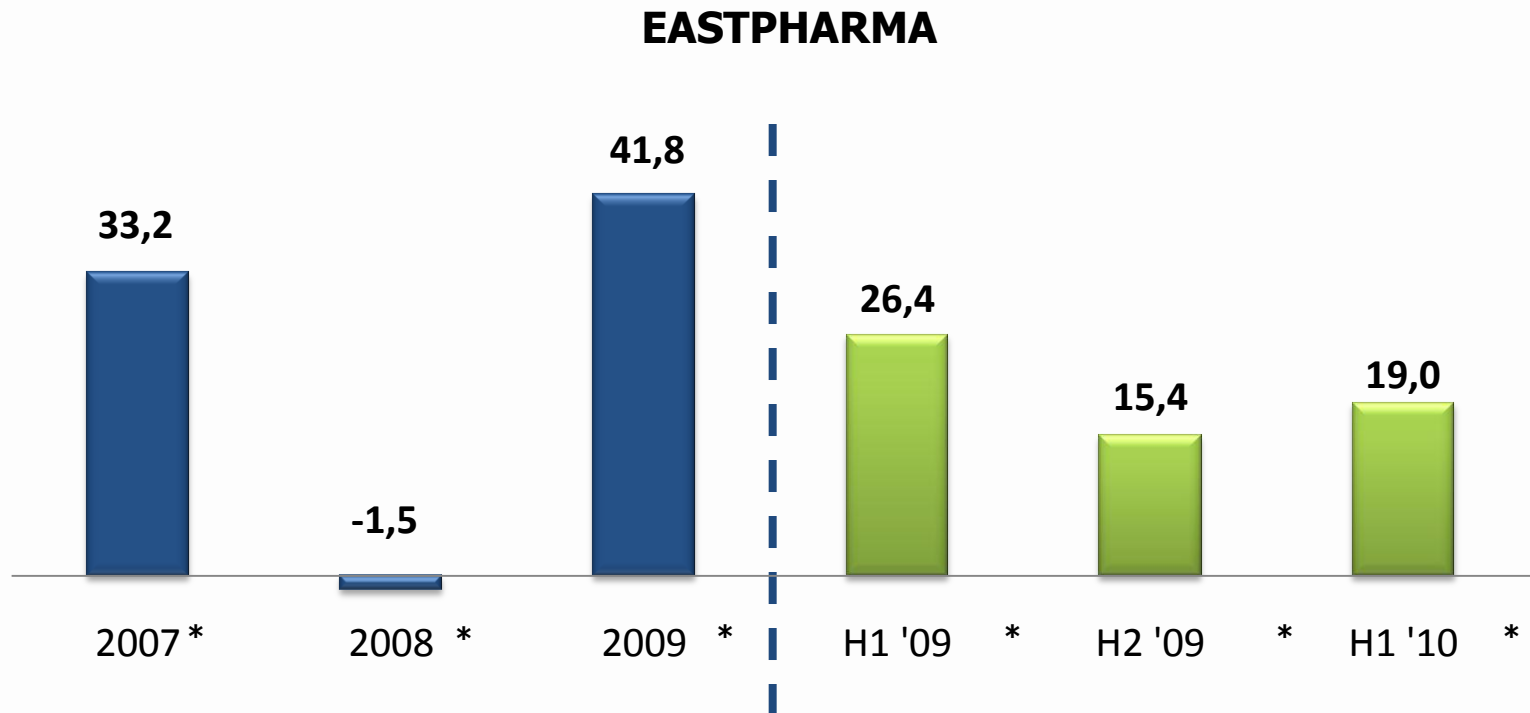


### General Administration Expenses:



# EastPharma Consolidated IFRS Financial Results – H1 2010

**EBITDA : (\$, m)**



**EBITDA  
Margin:**

15.6%

NM

18.7%

20.0%

16.8%

14.4%



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# EastPharma Consolidated IFRS Financial Results – H1 2010

US\$	<u>1 January – 30 June 2010</u>	<u>1 July – 31 December 2009</u>	<u>1 January – 30 June 2009</u>
Revenue	131.302.140	91.456.063	132.253.440
Cost of sales	(73.495.106)	(64.119.897)	(69.863.028)
Gross profit	<b>57.807.034</b>	<b>27.336.166</b>	<b>62.390.412</b>
<i>Gross profit margin</i>	<i>44%</i>	<i>30%</i>	<i>47%</i>
Operating expenses	(50.702.242)	(39.823.150)	(46.841.315)
Investment revenue	2.544.678	3.075.761	4.977.099
Finance costs	(4.926.803)	(8.371.779)	(14.056.171)
Other gains and losses	3.416.976	7.593.062	(2.888.277)
Profit/ (loss) before tax	<b>8.139.643</b>	<b>(10.189.940)</b>	<b>3.581.748</b>
Current tax expense	(443.718)	(506.594)	(392.953)
Deferred tax income	(1.435.926)	2.077.154	(281.196)
Tax income	<b>(1.879.644)</b>	<b>1.570.560</b>	<b>(674.149)</b>
Net profit/(loss) for the period	<b>6.259.999</b>	<b>(8.619.380)</b>	<b>2.907.599</b>





# New Products Acquisition

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- Deva Holding signed an asset purchase and sale agreement with Bristol-Myers Squibb Company on 15 July 2010 for the 9 pharmaceutical products on the exclusive basis in Turkey.
- Trademarks, and all the registrations and marketing authorizations granted by MoH of Turkey.
- Deva is also granted a license to use certain know how used in connection with the manufacture of the products.
- Approval of the Competition Board has been obtained from the Competition Board.
- In consideration of the transaction, US\$7m paid to Bristol-Myers Squibb Company in cash.



# ■ Q&A session

# THANK YOU FOR YOUR INTEREST

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