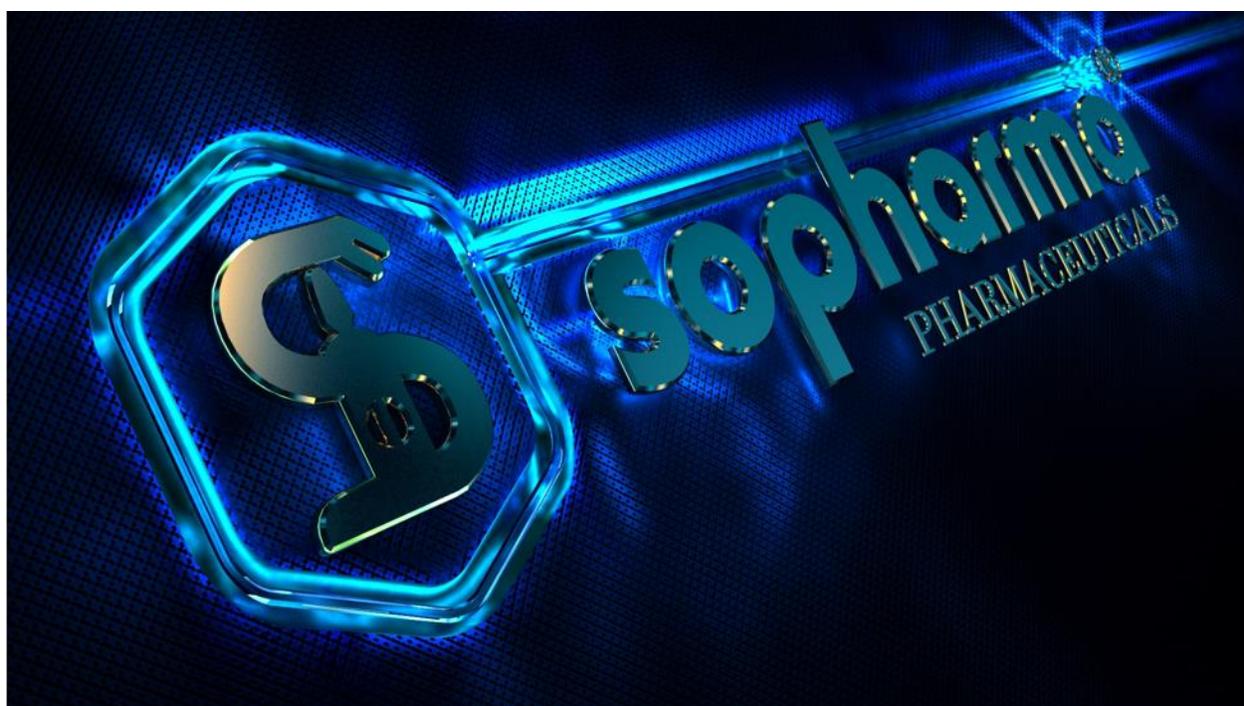


MANAGEMENT REPORT

Q1 2017



SOPHARMA GROUP

30 May 2018

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I. General information about Sopharma Group

1. Main activities

Sopharma Group (the Group) is a leading Bulgarian producer, exporter and local distributor of pharmaceutical products with a strong presence in Eastern and South-eastern Europe, offering a wide range of prescription medicines and OTC products.

The Group operates in the following areas:

- ✚ production of pharmaceutical products including medicines, primarily generics, herbal-based substances and food supplements, which is primarily done by Sopharma AD (the Company) and to a lesser extent by its production subsidiaries including Unipharm AD in Bulgaria and PAO Vitaminy in Ukraine;
- ✚ production of medicinal products and medicinal cosmetics, as plasters, bandages and sanitary-hygiene products focused on the production site in Sandanski city (after the merger of Medica AD in Sopharma AD);
- ✚ distribution of pharmaceuticals, medical supplies, sanitary materials, vitamins, food supplements and cosmetics, which is mainly performed by Sopharma Trading in Bulgaria, Lekovit D.o.o. in Serbia, Briz SIA in the Baltic region, and Brititrade SOOO in Belarus;
- ✚ production and distribution of non-pharmaceutical products, primarily medical supplies such as syringes and other disposables used in medicine, which is mainly performed by Momina Krepost AD, and other complementary activities to the production of pharmaceutical products and distribution of pharmaceutical products.

2. Registration and activity of the Company

Sopharma AD is a company registered in Bulgaria under the Provisions of the Commercial Law, with its registered office in Sofia, 16 Iliensko shose str.

Sopharma was established in 1933. The court registration of the Group is from 15 November 1991, decision №1/1991 of Sofia City Court. Sopharma AD is a public company under the Public Offering of Securities Act.

The Group conducts the production and marketing of medicinal substances and dosage forms; research, engineering and implementation activities in the field of phytochemistry, chemistry and pharmacy. Sopharma AD provides services related to production, as well as to ancillary and supporting activities.

Sopharma Group

3. Controlled companies

Sopharma Group consists of Sopharma AD and 48 subsidiaries, directly or indirectly controlled by the Company. In addition, the Group has investments in 3 joint ventures, and 1 associate.

Group	Interest as at 31.03.2018 in %
Sopharma Trading AD, Sofia, Bulgaria*	72.85
Biopharm Engineering AD, Sliven, Bulgaria	97.15
Pharmalogistica AD, Sofia, Bulgaria	89.39
Elektroncommerce EOOD, Sofia, Bulgaria	100.00
Sopharma Buildings REIT, Sofia, Bulgaria	40.38
Momina Krepost AD, Veliko Tarnovo, Bulgaria	93.55
Unipharm AD, Sofia, Bulgaria*	98.77
Phyto Palauzovo AD, Kazanluk, Bulgaria**	95.00
Sopharmacy EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 2 EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 3 EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 4 EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 5 EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 6, EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 7, EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 8, EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 9, EOOD, Sofia, Bulgaria**	72.85
Sopharmacy 10, EOOD, Sofia, Bulgaria**	72.85
Veta Pharma AD, Veliko Tarnovo, Bulgaria	99.98
Aromania OOD, Sofia, Bulgaria	76.00
Pharmastore 1 EOOD, Sofia, Bulgaria**	72.85
Pharmastore 2 EOOD, Sofia, Bulgaria**	72.85
Pharmastore 3 EOOD, Sofia, Bulgaria**	72.85
Pharmastore 4 EOOD, Sofia, Bulgaria**	72.85
Pharmastore 5 EOOD, Sofia, Bulgaria**	72.85
PAO Vitaminy, Uman, Ukraine	99.56
Sopharma Poland LLC, Warsaw, Poland in Liquidation	60.00
Sopharma Warsaw Sp. z. o. o, Warsaw, Poland	100.00
Sopharma Trading d.o.o. Belgrade **	72.85
BRIZ ZAO, Riga, Latvia	66.13
Brititrade SOOO, Minsk, Belarus**	52.90
Tabina SOOO, Minsk, Belarus **	53.71
Brizpharm SOOO, Minsk, Belarus**	31.45

Sopharma Group

Sopharma Ukraine, Kiev, Ukraine	100.00
OOO Med-dent, Bobruisk, Belarus***	50.00
OOO Pharmacist Plus, Minsk, Belarus**	35.60
B000 SpetzApharmacia, Bobruisk, Belarus***	50.00
ZAO TBS Pharma, Vilnius, Lithuania**	33.73
OOO Bellerofon, Minsk, Belarus***	50.00
TOO Sopharma Kazakhstan, Almaty, Kazakhstan	100.00
ZAO Interpharm, Vitebsk, Belarus***	59.52
OOO Galenapharm, Pinsk, Belarus**	54.62
ODO Medjel, Minsk, Belarus**	55.55
ODO Alenpharm-Plus, Belarus**	52.24
OOO Pharmateia, Minsk, Belarus***	38.18
ODO Salius Line, Grodno, Belarus**	52.24
Rap Pharma International OOD, Kishinev, Moldova	51.00
Lekovit D.o.o., Sabac, Serbia**	50.96
OOO Zdorovei, Minsk, Belarus**	34.79
OOO Ivem i K, Minsk, Belarus**	42.83
OOO Ariens, Plotzk, Belarus**	35.20

*effective interest in percent

**indirect interest

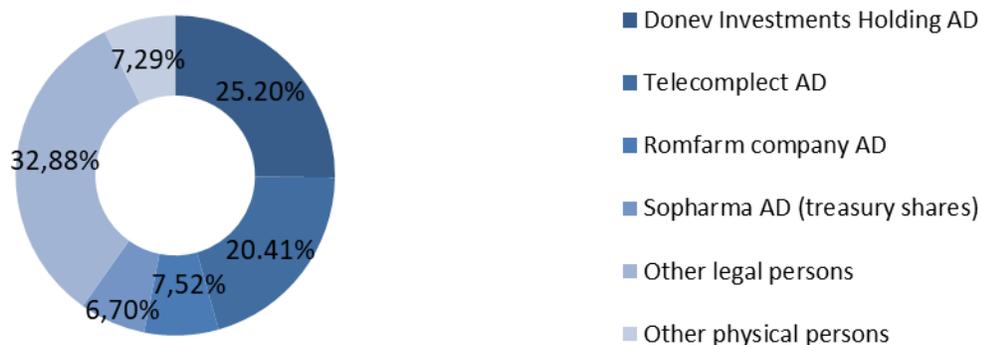
***joint venture

4. Board of directors

Sopharma AD has a one tier management system with a Board of Directors of five members as follows: Ognian Donev, PhD - Chairman and members Vessela Stoeva, Alexander Tchaushev, Andrey Breshkov and Ognian Palaveev. The company is represented and managed by the Executive Director Ognian Donev, PhD.

Members of the key management personnel of the Group include the disclosed in Note №1 Executive Director and members of the Board of Directors of the Group. Additionally, it includes the executive directors, the board of directors and the managers of subsidiaries of the Group.

5. Shareholder structure as at 31 December 2017



6. Employees

As at 31.03.2018, the average number of employees of Sopharma Group is 5 039 (compared to 4 895 in 2017). The average number of employees of Sopharma AD as at 31.03.2018 is 2 038 (at 1 953 in 2017) and of Sopharma Trading AD is 804 (compared to 749 in 2017).

The training programs offered to employees of the Company aim to develop employee competencies. The training policy is specifically aimed at providing high professional knowledge as well as in relation to the requirements for health and safety at work.

Employees are entitled to the higher additional remuneration required by applicable law on overtime, night shifts and work on Saturdays, Sundays and holidays. Employees who work under specific, harmful or dangerous conditions receive personal protective equipment and allowances.

II. Recent developments

1. Industrial activity

The company and its twelve manufacturing facilities are compliant with EU regulations and are located in Bulgaria and one facility in Ukraine certified and acknowledged by the local authorities and all countries from the CIS. With the exception of the facility in the Ukraine all other facilities have been examined and certified according to the EU GMP.

The production activities of the Group are carried out and developed in the following areas:

Sopharma Group

- ✚ production of pharmaceutical products;
- ✚ substances and preparations based on vegetable raw materials (phytochemical production);
- ✚ veterinary vaccines;
- ✚ infusion solutions;
- ✚ concentrates for hemodialysis;
- ✚ medical disposable products for human and veterinary medicine;
- ✚ injection molded products for the industry, agriculture and households.

Sopharma AD

The Company has a portfolio of more than 210 products: mainly generics and 15 original products, of which 12 products are phyto-based. The original products of the Group (and in particular Carsil and Tempalgin) are key contributors to its revenue from export markets, while for the domestic sales the most important products are generics, of which the leading drug is Analgin.

The product portfolio of Sopharma AD focuses on the following therapeutic areas: cardiology, gastroenterology, pain management, cough and cold, immunology and dermatology, respiratory tract and asthma, neurology and psychiatry, urology and gynecology.

The most significant pharmaceutical products in terms of their contribution to the amount of revenue are:

- ✚ Carsil - an original plant-based product used to treat gastro-enterological diseases (liver diseases);
- ✚ Tempalgin - an original analgesic (painkiller);
- ✚ Tabex - an original plant-based anti-smoking drug;
- ✚ Tribestan - an original plant-based product that stimulates the functions of the sexual system;
- ✚ Broncholitin - an original plant-based product used to suppress cough;
- ✚ Analgin - generic analgesic (pain reliever);
- ✚ Nivalin - an original plant-based product used for diseases of the peripheral nervous system;

- ✚ Methylprednisolone - a generic medicine for cases of severe allergies and certain life-threatening conditions.

Unipharm AD

Unipharm AD is a proven manufacturer of medicinal products meeting the high standards of Good Manufacturing Practice. The scope of activity of Unipharm AD is the production of pharmaceuticals, scientific research and experimental activity in the field of drug production, establishment of the quality of manufactured pharmaceuticals, sales and supply activities in the country and abroad. The company invests in manufacturing and science-based activities mainly in the field of generic products.

Products:

- ✚ Solid dosage forms
- ✚ Concentrates for hemodialysis
- ✚ Liquid dosage forms

The company's products are sold mainly on the Bulgarian market, but also in countries like Russia, Ukraine, Georgia and other CIS countries, Tunisia, Lithuania, Latvia, Poland and others.

Biopharm Engineering AD

Company is a fast-growing company. It has modern production units and is continuously expanding and modernizing its production capacities. The strategy of Biopharm Engineering AD is built using the market and technological advantages of the company. The company has a Good Manufacturing Practice Certificate (GMP). It is successfully developing in the following areas:

- ✚ Manufacture of infusion solutions;
- ✚ Production of injection solutions;
- ✚ Manufacture of veterinary medical preparations;

Main products

- ✚ Manufacture of infusion and injection solutions;
- ✚ Production of veterinary medicinal products - vaccines and diagnostic tools.

Main Markets

Sopharma Group

The manufactured infusion solutions are realized through Sopharma AD on both the Bulgarian and the international market. Veterinary medical products are available in Bulgaria and other European countries.

PAO Vitaminy AD

PAO Vitaminy manufactures and sells medicines, tablets, powders, oil solutions, syrups and tinctures. Production of PAO Medicines Vitamins is highly effective, of excellent quality, affordable prices and is sold successfully not only in Ukraine and the CIS.

At present, the production takes place in the following production sites:

- + for liquid dosage forms;
- + two production sites for solid dosage forms;
- + production site for extraction;
- + tincture production;
- + production of solutions;
- + production of powdered products.

2. Distribution

Sopharma Trading AD

The company is a leading distributor of pharmaceutical products and cosmetics in Bulgaria with a market share of pharmaceutical products of 21% (according to IMS). Sopharma Trading is the only distributor on the Bulgarian market of particular pharmaceutical products for several leading international pharmaceutical and other companies the field of healthcare such as Amgen, Astra Zeneca, GE Healthcare, Johnson and Johnson, Abbot Diagnostics, Hartmann, Novartis and Novo Nordisk.

The Group offers more than 10 000 products (particularly pharmaceutical products, medical equipment and devices, accessories, cosmetics, vitamins and food supplements) in its portfolio, including the brands of Sopharma, and holds exclusive rights for Bulgaria over brands of strategic partners such as Aboca, Colief, Jamieson, Planter's, Premax, Skincode, SVR Laboratories, US Pharmacia and Wyeth, specialized services (such as software solutions for pharmacies and advice and consulting services) and national logistics services. Sopharma Trading cooperates with more than 400 partners and over 3 000 clients.

SIA BRIZ, Latvia

Briz develops its activity in the following main directions:

- + Distribution of medicines and food supplements in the wholesale and retail segment;
- + Distribution of cosmetics and perfumery products in the wholesale and retail segment;
- + Registration of medicines in Latvia, Lithuania, Estonia, Belarus, Bulgaria;
- + Presentation of medicines manufactured in third countries to the European Union;
- + Marketing support for products on the mentioned markets;
- + Production.

The company is constantly developing, GMP certificates, GDP, import licenses for medicines manufactured in third countries in the EU, and a psychotropic license. The mission of the company is to meet the needs of customers in natural, effective and modern medicines and cosmetics, nutritional supplements that improve health and quality of life. The main objective of the company is to increase the portfolio of products of Sopharma AD in the markets of Latvia, Lithuania, Estonia and Belarus. In addition to representative, commercial and marketing services, the company successfully provides pharmacovigilance services to its customers.

3. Revision of the activities of the Group and the main risks it faces

Risks relating to the Group's business and the industry the Group operates in

- + The Group faces significant competition;
- + Part of Sopharma Trading's revenue in Bulgaria is generated by sales to state hospitals, which predetermines a high degree of business risk;
- + Reputation of the Group may be adversely affected by untrue or misleading information available on websites containing the name "Sopharma", including www.sopharma.com, which have not been authorized by the Group;
- + The Group is dependent on regulatory approvals;
- + Government regulations affecting the Group's business may change, thus possibly increasing compliance costs or otherwise affecting its operations;
- + Part of the Group's revenues, in particular in Bulgaria, depend on the inclusion of the Group's medicines on reimbursement lists;

- ✦ The Group's production facilities and processes are subject to strict requirements and regulatory approvals that may delay or disrupt the Group's operations;
- ✦ The Group's ability to pay dividends depends on a number of factors and there can be no assurance that the Group will be able to pay dividends in accordance with its dividend policy or at all in any given year;
- ✦ The Group is subject to operational risk, which is inherent to its business activities;
- ✦ The Group is subject to numerous environmental and health and safety laws and regulations and is exposed to potential environmental liabilities;
- ✦ Litigation or other out-of-court proceedings or actions may adversely affect the Group's business, financial condition and results of operations.

Risks relating to Bulgaria and other markets in which the Group operates

- ✦ The macroeconomic environment, particularly in Bulgaria, Russia and Ukraine, has a significant effect on the Group's operations and position;
- ✦ The political environment in Bulgaria has a significant effect on the Group's operations and financial condition;
- ✦ The political environment in the Group's export markets, especially in Russia and Ukraine, has a significant effect on the Group's operations and financial condition.
- ✦ Developing legal frameworks in some countries in which the Group sells its products, in particular Russia and Ukraine, may negatively impact the Group's operations in such countries;
- ✦ Risks relating to exchange rates and the Bulgarian Currency Board;
- ✦ Interpretations of tax regulations may be unclear and tax laws and regulations applicable to the Group may change.
- ✦ Risks related to the Bulgarian legal system;

Currency risk

The Group companies carry out their activities in active exchange with foreign suppliers and customers and are therefore exposed to currency risk.

Through the companies in Belarus and Ukraine, the group carries out business operations in these countries and, accordingly, has substantial exposures in Belarusian rubles and Ukrainian hryvnia. The currency risk is related to the negative movement of the exchange rates of these currencies against the Bulgarian lev in the future business operations, the recognized assets and liabilities in foreign currency and the net investments in foreign companies. The rest of the companies abroad are selling mainly on local markets, leading to currency risk and against their currencies – Serbian Dinar, Polish zloty, Lithuanian litas, US dollars, British pounds and Kazakhstan tenge, and for Kazakhstan the Group minimizes risk through forward transactions.

Most of the operations of the Group companies are usually denominated in Bulgarian leva and the Bulgarian lev is fixed to the euro, which reduces the potential currency volatility for these companies in the Group.

To control the currency risk, a system is in place throughout the Group for import planning, for foreign currency sales, as well as procedures for day-to-day monitoring of movements in the US dollar exchange rate and for control over pending payments. The exposures of the subsidiaries in Bulgaria to currency risk are insignificant as almost all sales are realized on the local market in Bulgarian leva. Imports of goods are fully realized in euro. Loans when denominated in foreign currency are mainly denominated in euro.

4. Analysis of the activities

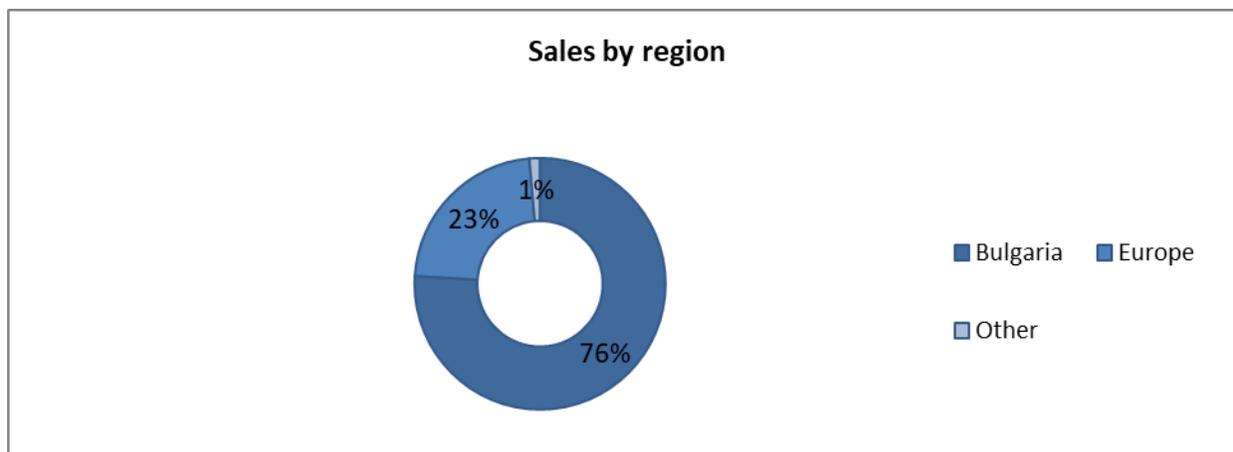
Key financial indicators

Indicator	1-3/2018 BGN '000	1-3/2017 BGN '000	Change %
Revenues from sales	292 863	239 728	22.2%
EBITDA	25 012	28 700	-12.9%
Operating profit	16 793	21 466	-21.8%
Net profit	13 654	18 184	-24.9%
CAPEX*	5 357	4 127	29.8%
	31.03.2018	31.12.2017	
	BGN '000	BGN '000	
Non-current assets	466 084	468 369	-0.5%
Current assets	521 986	512 364	1.9%
Owners' equity	517 087	503 110	2.8%
Non-current liabilities	76 239	80 061	-4.8%
Current liabilities	394 744	397 562	-0.7%

*acquired tangible and intangible fixed assets

Indicator	1-3/2018	1-3/2017
EBITDA/Sales revenues	8,5%	12,0%
Operating profit / Sales revenues	5,7%	9,0%
Net profit/Sales revenues	4,7%	7,6%
Attracted capital / Equity	0,91	0,68
Net debt/EBITDA on annual basis	3,0x	2,6x

Revenue from sales of the Group increase by BGN 53.1 million or 22%, reaching BGN 292.8 million in Q1 2018 compared to BGN 239.7 million in Q1 2017. Sales of goods increased by BGN 63.8 million or 37%, reaching BGN 238.1 million in Q1 2018 compared to BGN 174.3 million in Q1 2017. Sales of finished products decrease by 10.7 million BGN, or 16%, to BGN 54.7 million in Q1 2018 compared to BGN 65.4 million in Q1 2017.



The contribution of sales in Bulgaria to the consolidated sales revenue in Q1 2018 amounted to 76%, increasing by 31% compared to Q1 2017. Sopharma has a 4% share of the Bulgarian pharmaceutical market in terms of value and a 13% share in terms of sold quantity (units). The positions of the main competitors of the Company in the country are as follows: Novartis – 7% (4% in units), Roche – 6% (0.3% in units), Actavis – 6% (11% in units), GlaxoSmithKline – 4% (3% in units), Abbvie – 4% (0% in units), Sanofi-Aventis – 4% (4% in units), Astra Zeneca – 3% (1% in units), Pfizer – 3% (1% in units), Bayer – 3% (2% in units).

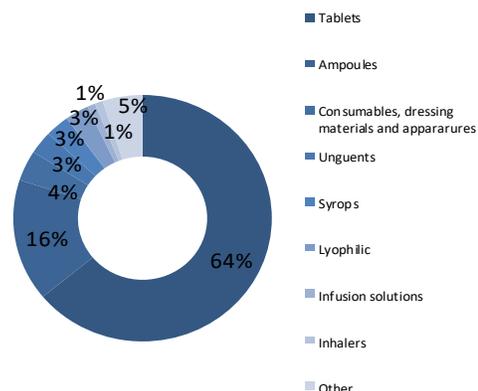
Revenues from sales of the Group in Europe amount to 23% of total consolidated sales revenues for Q1 2018 and increase with 3% compared to Q1 2017.

Sales by type of formulation

The reported revenue of the Group includes the following items: proceeds from the sale of finished goods and revenues from the sale of goods.

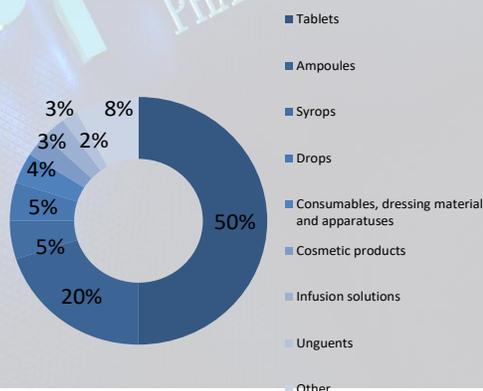
Income from the sale of finished goods includes revenues from the sale of products produced by the Company and the companies of the Group.

	1-3/2018	1-3/2017	Change
Revenues from products	BGN '000	BGN '000	%
Tablets	35 288	43 215	-18%
Ampoules	8 608	9 087	-5%
Consumables, dressing materials and apparatuses	2 423	1 888	28%
Unguents	1 731	3 173	-45%
Syrups	1 708	2 918	-41%
Lyophilic	1 507	1 710	-12%
Infusion solutions	486	268	81%
Inhalers	346	798	-57%
Other	2 610	2 337	12%
Total	54 707	65 394	-16%



Revenues from sales of goods include revenues from sales of goods to third parties distributed mainly by Sopharma Trading AD, Briz SIA and Brititrade SOOO.

Revenue earned from sale of goods	1-3/2018	1-3/2017	Change
	BGN '000	BGN '000	%
Tablets	120 253	84 489	42%
Ampoules	46 583	44 515	5%
Syrups	12 194	13 103	-7%
Drops	10 836	8 018	35%
Consumables, dressing materials and apparatuses	9 096	6 061	50%
Cosmetic products	8 386	3 002	179%
Infusion solutions	6 370	172	3603%
Unguents	5 997	4 447	35%
Others	18 441	10 527	75%
Total	238 156	174 334	37%



Other operating revenues

Other revenues	1-3/2018	1-3/2017	change	Relative share 2018
	BGN '000	BGN '000	%	%
Services rendered	1 277	813	57%	61%
Government grants	234	285	-18%	11%
Rents	212	175	21%	10%
Services related to social activities and events	151	149	1%	7%
Net loss from exchange rate differences under trade receivables and payables and current accounts	73	291	-75%	3%
Income from sales of LTA	37	63	-41%	2%
Profit / (loss) from sale of materials	15	19	-21%	1%
Written-off liabilities	9	8	13%	0%
Other (see Notes to the financial statements)	94	161	-42%	4%
Total other operating income	2 102	1 964	7%	100%

Other operating income increase by BGN 0.1 million, reaching BGN 2.1 million in Q1 2018, compared to BGN 2 million in Q1 2017 due to an increase in services rendered by BGN 0.5 million. Decrease by BGN 0.2 million in net losses from exchange rate differences under trade receivables and payables and current accounts.

Operating expenses

Operating expenses	1-3/2018	1-3/2017	change	relative share of expenses in 2018
	BGN '000	BGN '000	%	%
Changes in inventories of finished goods and work in progress	(10 228)	(3 877)	164%	-4%
Materials	24 033	24 999	-4%	9%
Hired services	16 870	13 710	23%	6%

Sopharma Group

Personnel	27 373	22 737	20%	10%
Depreciation and amortization	8 219	7 234	14%	3%
Carrying amount of goods sold	210 149	153 985	36%	76%
Other operating expenses	1 756	1 438	22%	1%
Total	278 172	220 226	26%	100%

Operating expenses in Q1 2018 increased by BGN 58 million or by 26% from BGN 220.2 million in Q1 2017 to BGN 278.2 million in Q1 2018. The change is a consequence of growth of sales and, respectively, of the carrying amount of goods sold by the group, an increase in the cost of hired services, personnel costs, depreciation.

The cost of materials (with a 9% share) decreased by BGN 1 million or 4% to BGN 24 million in Q1 2018 compared to BGN 25 million in Q1 2017. The cost of basic materials decreased by BGN 1.6 million or by 9%, the most significant impact being reported for the costs of solid chemicals and herbs, which decrease by BGN 1.9 million and BGN 0.4 million respectively. An increase is reported for the costs of electricity and auxiliary materials, spare parts, laboratory and technical materials, costs of heating, fuels and lubricants and others.

External services expenses account for 6% relative share of operating expenses and increased by BGN 3.2 million or by 23% to BGN 16.9 million for Q1 2018 compared to BGN 13.7 million for Q1 2017. The increase includes advertising costs of BGN 1.9 million, marketing services by BGN 2 million, rentals by BGN 0.8 million, consulting services by BGN 0.3 million, bank and regulatory fees by BGN 0.4 million, maintenance costs for buildings and equipment by BGN 0.3 million, subscription fees by BGN 0.3 million, making of medicines by BGN 0.3 million. Decrease is reported for the costs of forwarding and transport services by BGN 0.1 million, drug registration services and others.

Personnel costs (with a share of 10%) increased by BGN 4.6 million or by 20% to BGN 27.3 million in Q1 2018 compared to BGN 22.7 million in Q1 2017. The overall growth of these expenses is due both to the increase in the remuneration of the hired personnel and the increased staff in the Group as a result of the consolidation of new companies.

Other operating expenses (with a 1% share) increased by BGN 0.3 million or 22% from BGN 1.4 million in Q1 2017 to BGN 1.7 million in Q1 2018. Increase in costs for representative events, trainings, accrued impairment of current assets, net.

Depreciation costs (with a 3% share) increased by BGN 1 million or 13% from BGN 7.2 million in Q1 2017 to BGN 8.2 million in Q1 2018.

Financial Income and Expenses

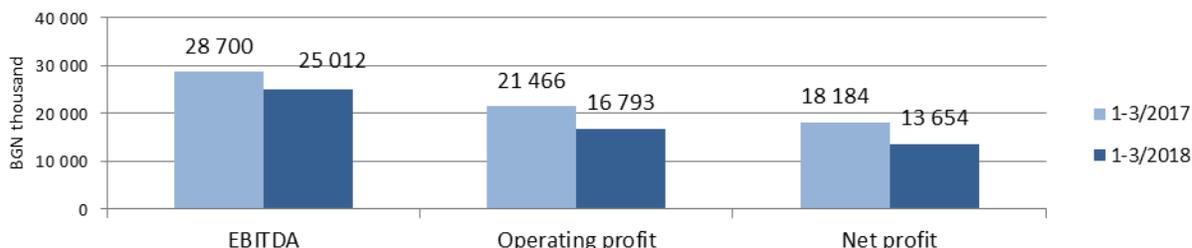
Finance income	1-3/2018	1-3/2017	change	relative share
	BGN '000	BGN '000	%	of revenue of
				2018
				%
Income from interest on arrears of trade receivables	534	953	-44%	66%
Interest income on granted loans	273	238	15%	34%
Interest on receivables on special contracts	-	12	-100%	0%
Interest income on bank deposits in securities	2	2	0%	0%
Total	809	1 205	-33%	100%
			change	relative share
				of expenses
Finance costs				in 2018
Interest expenses on loans	1 535	1 835	-16%	72%
Net loss on exchange rate differences on loans in foreign currencies	221	173	28%	10%
Bank fees on loans and guarantees	171	172	-1%	8%
Net loss on exchange differences on the disposal of a subsidiary	87	-	-	4%
Factoring interest costs	74	79	-6%	3%
Interest expense on finance lease	24	74	-68%	1%
Net loss on investments in securities	6	-	-	0%
Derivatives effects	2	97	-98%	0%
Total	2 120	2 430	-13%	100%

Financial revenue decreased by BGN 0.4 million to BGN 0.8 million in Q1 2018 compared to BGN 1.2 million in Q1 2017, mainly due to a decrease in revenue from interest on arrears of trade receivables by BGN 0.4 million.

Financial expenses decreased by BGN 0.3 million from BGN 2.4 million in Q1 2017 to BGN 2.1 million in Q1 2018, mainly due to a decrease in interest expense on loans received by BGN 0.3 million.

Net financial revenues (expenses) increased by BGN 0.1 million to BGN (1.3) million as at 31 March 2018 compared to BGN (1.2) million at 31 December 2017.

Financial result



Profit before interest, taxes and depreciation (EBITDA) decreased by BGN 3.7 million or 13%, reaching BGN 25 million in Q1 2018, compared to BGN 28.7 million in Q1 2017.

The operating profit decreased by BGN 4.7 million or 22% to BGN 16.8 million in Q1 2018 compared to BGN 21.5 million in Q1 2017.

Net profit decreased by BGN 4.5 million or by 25% to BGN 13.7 million in Q1 2018 compared to BGN 18.2 million in Q1 2017.

Assets

	31.03. 2018	31.12.2017	change	Relative share 2018
	BGN '000	BGN '000	%	%
Non-current assets				
Property, plant and equipment	315 923	317 620	-1%	68%
Intangible assets	61 674	63 449	-3%	13%
Goodwill	23 152	23 147	0%	5%
Investment property	9 811	9 811	0%	2%
Investments in associated companies and joint ventures	19 565	19 536	0%	4%
Available-for-sale investments	8 245	7 982	3%	2%
Long-term receivables from related parties	21 437	20 599	4%	5%
Other long-term receivables	4 808	4 883	-2%	1%
Deferred taxes	1 469	1 342	9%	0%
	466 084	468 369	-0.5%	47%
Current assets				
Inventories	224 473	218 109	3%	43%
Trade receivables	229 926	231 278	-1%	44%
Receivables from related parties	5 243	4 694	12%	1%
Other short-term receivables and assets	26 449	24 955	6%	5%
Cash and cash equivalents	35 895	33 328	8%	7%
	521 986	512 364	1.9%	53%
TOTAL ASSETS	988 070	980 733	0.7%	100%

Total assets increased by BGN 7.4 million or by 1%, from BGN 980.7 million as at 31.12.2017 to BGN 988.1 million as at 31.03.2018, due to an increase in current assets.

Non-current assets decreased by BGN 2.3 million or by 0.5%, mainly due to a decrease in the intangible assets by BGN 1.8 million as well as property, plant and equipment with BGN 1.7 million.

Property, plant and equipment decreased in the part of land and buildings, plant and equipment, and others. The decrease in intangible assets is due to a decrease of intellectual property rights by BGN 1.5 million and of software products by BGN 0.4 million.

Current assets increased by BGN 9.6 million or 2%, to BGN 522 million as at 31.03.2018 compared to BGN 512.4 million as at 31.12.2017 mainly in the part of inventories with BGN 6.4 million, other short-term receivables and assets with BGN 1.5 million and cash and cash equivalents by BGN 2.6 million. Receivables from associated companies increased by BGN 0.5 million in the part of provided commercial loans by BGN 0,5 million. The increase in inventories compared to 31.12.2017 is in the part of unfinished production, finished products and semi-finished products.

Trade receivables decrease by BGN 1.3 million in the part of customer receivables by BGN 6.5 million and increase in the part of advances provided, net by BGN 5.1 million.

Cash and cash equivalents increased by BGN 2.6 million as compared to 31.12.2017 and deposits amounting to BGN 2.9 million were provided at the end of the period to the amount of BGN 1.6 million and blocked cash to the amount of BGN 10.5 million, which are cash provided under the Escrow account under a contract for acquisition of shares by Lekovit OOD Serbia and the companies PharmaStore, Bulgaria.

Liabilities and owners' equity

EQUITY	31.03. 2018	31.12.2017	change	From owners' equity 2018
	BGN '000	BGN '000	%	%
Equity attributable to owners of the parent				
Share capital	134 798	134 798	0%	26%
Reserves	53 454	53 576	0%	10%
Retained earnings	293 967	281 509	4%	57%
	482 219	469 883	3%	93%
NON-CONTROLLING INTEREST	34 868	33 227	5%	7%
TOTAL EQUITY	517 087	503 110	3%	100%

	31.03.2018	31.12.2017	change	% total liabilities 2018
	BGN '000	BGN '000	%	
LIABILITIES				
Non-current liabilities				
Long-term bank loans	47 273	50 526	-6%	10%
Deferred tax liabilities	13 393	13 704	-2%	3%
Long-term liabilities to personnel	5 403	5 458	-1%	1%
Finance lease liabilities	1 818	1 950	-7%	0%
Government grants	8 073	8 250	-2%	2%
Other non-current liabilities	279	173	61%	0%
	76 239	80 061	-5%	16%
Current liabilities				
Short-term bank loans	195 413	194 165	1%	41%
Current portion of long-term bank loans	14 212	14 478	-2%	3%
Trade payables	136 830	135 168	1%	29%
Payables to related parties	1 435	757	90%	0%
Payables on contract for factoring	15 493	19 403	-20%	3%
Payables to the personnel and for social security	12 943	12 895	0%	3%
Tax payables	5 974	7 375	-19%	1%
Other current liabilities	12 444	13 321	-7%	3%
	394 744	397 562	-1%	84%
TOTAL LIABILITIES	470 983	477 623	-1%	100%
TOTAL EQUITY AND LIABILITIES	988 070	980 733	0.7%	

The equity of Sopharma Group increased by BGN 14 million compared to 31.12.2017, mainly due to an increase in retained earnings. The non-controlling interest is increased by BGN 1.6 million. The equity related to the equity holders of the Company is 9% of the total equity and liabilities, and there is improvement in the financial autonomy of the Group. The latter increases by BGN 12.3 million mainly due to the undistributed profit.

Non-current liabilities decreased by BGN 3.8 million, or 5%, from BGN 80 million at the end of 2017 to BGN 76.2 million at 31.03.2018, mainly from a decrease in long-term bank loans with BGN 3.2 million.

Current liabilities decreased by BGN 2.8 million or by 1% compared to the end of 2017, mainly due to a decrease of payables on contract for factoring by BGN 3.9 million, tax payables by BGN 1.4 million, as well as other current liabilities by BGN 0.9 million. An increase is due to trade payables by BGN 1.7 million, payables to related parties by BGN 0.7 million and short-term bank loans by BGN 1.2 million. Total liabilities on bank loans, leasing and factoring of the Group

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decreasing by BGN 6.3 million compared to the end of 2017, with the net debt after deduction of cash and cash equivalents decreased by BGN 8.9 million.

Ratios

	31.03.2018	31.03.2017
ROE ¹	7,4%	13,0%
ROA ²	3,8%	6,8%
Asset turnover ³	1,14	1,07
Current liquidity ⁴	1,32	1,48
Quick ratio ⁵	0,75	0,92
Cash/current liabilities ⁶	0,09	0,08
Owners' equity/liabilities ⁷	1,10	1,46

¹ Net profit on an annual basis attributable to equity holders of the Company / arithmetic mean of non-minority interest for the last five quarters

² Net profit on an annual basis attributable to equity holders of the Company / arithmetic mean of total assets for the last five quarters

³ Revenue from sales on an annual basis / arithmetic mean of total assets over the last five quarters

⁴ Current assets / current liabilities

⁵ Receivables + Cash / Current liabilities

⁶ Cash / Current liabilities

⁷ Own capital / Liabilities

Cash flow

	31.03.2018 BGN '000	31.03.2017 BGN '000
Net cash flow from/(used in) operations	(25 761)	(11 413)
Net cash flow used in investment activities	(5 962)	(6 794)
Net cash flow (used in)/from financial operations	34 158	19 939
Net increase/(decrease) of cash and cash equivalents	2 435	1 732
Cash and cash equivalents on 1 January	22 614	22 339
Cash and cash equivalents on 31 March	25 049	24 071

Net cash flows in Q1 2018 generated by operating activities amounted to BGN 25.8 million outflow, from investment activity amounted to BGN 6 million outflow and from financial activity amounted of BGN 34.2 million inward flow. As a result of these activities, the cash and cash equivalents net increased by BGN 2.4 million and as at 31.03.2018 amounted to BGN 25 million compared to BGN 22,6 million at 01.01.2018.

Factoring inflow amounting to BGN 37.4 million are reported as cash flows from financing

activities. As a consequence, a significant decrease in net cash flows from operating activities is recorded at the expense of an increase in net cash flows from financing activities.

New developments and products

✚ New Products for the period January - March 2018

A Marketing Authorization has been granted for the medicinal product Tuspan Syrup (in Poland).

✚ New medicinal products introduced into production

For the period January – March – no new medicinal products introduced into production.

By the end of 2018, 2 to 5 new medicinal products are expected to be implemented.

✚ New registrations and re-registrations / changes

New registrations

Permissions for use for new destinations of 12 medicinal products - Deavit Neo 0.5 mg / ml oral drops, 10 ml; Allergosan 10 mg / g cream; Digoxin Sopharma 0.25 mg / ml solution for injection; Atropine Sopharma 1 mg / ml solution for injection; Felogel Forte 5% gel; Syafen 100 mg / 5 ml oral suspension; Phenobarbital Sopharma 100 mg / ml solution for injection; Sopharol 0.5 mg / ml oral solution; Analgin 500 mg tablets; Lidocaine Sopharma 10 mg / ml solution for injection; Lidocaine Sopharma 20 mg / ml solution for injection; Clenbuterol Sopharma 0.02 mg tablets.

Submitted to agencies of new destinations documents for the registration of 10 medicinal products.

Re-registrations / changes

Updated authorizations for use of 23 medicinal products.

Submission of documentation for the renewal of the Marketing Authorizations for 22 medicinal products to agencies.

✚ 220 changes have been made for medicinal products to agencies. There is a pharmaceutical development of 6 new medicinal products.

8 manufacturing processes and technologies have been transferred and validated / optimized.

5. Significant events in Q1 2018 and until the date of the interim consolidated management report

- ✚ On 30 January 2018, Sopharma AD received a notification for the Opening of a shareholding under Art. 145 of the Public Offering of Securities Act of ZUPF Allianz Bulgaria for the sale of 250 000 shares representing 0.19% with which the share participation of ZUPF Allianz Bulgaria in the capital of Sopharma AD reached 4.99%.
- ✚ On 23.02.2018 an Extraordinary General Meeting of the Shareholders of Sopharma AD, where the following decisions were taken: The GMS decided on the transformation by merger of Unipharm AD into Sopharma AD. As a result of the merger, the entire property of Unipharm AD will be transferred to Sopharma AD under the conditions of a general succession; Approved the Transformation Agreement through the merger of Unipharm AD with Sopharma AD, concluded on 14.09.2017 and of Supplementary Agreement No 1 of 08.11.2017 to it; Approves the Report of the Board of Directors of Sopharma AD to the shareholders of the company regarding the merger of Unipharm AD into Sopharma AD; Approves the Auditor's Report under Art. 262m of the Commercial Act on the transformation by merger of Unipharm AD into Sopharma AD; Adopted amendments to the Articles of Association of the Company which allow the payment of an interim dividend on the basis of a 6-month financial statement pursuant to the Public Offering of Securities Act .; It has adopted a resolution for the redemption of its own shares, on the grounds of Art.187b of the Commerce Act and Art.111, para 5 of POSA under the following conditions: up to 10% of the total number of shares issued by the Company but not more than 3% each calendar year; term of the redemption - no longer than 5 (five) years; minimum redemption price - not less than the nominal value per share of the company's capital; maximum redemption price - BGN 5.50 per share.
- ✚ On 23 February 2018 an Extraordinary General Meeting of Shareholders of Unipharm AD took place, where the following decisions were taken: GMS decided to transform through the merger of Unipharm AD into Sopharma AD. As a result of the merger, the entire property of Unipharm AD will be transferred to Sopharma AD under the conditions of a general succession; Approved the Transformation Agreement through the merger of Unipharm AD into Sopharma AD, concluded on 14.09.2017 and of Supplementary Agreement No 1 of 08.11.2017 to it; Approves the Report of the Management Board of Unipharm AD to the shareholders of the company, Art. 262i of the Commercial Law, on the transformation by merger of Unipharm AD into Sopharma AD; Approves the Auditor's Report under Art. 262m of the Commercial Law on the transformation by merger of Unipharm AD into Sopharma AD; GMS decided to terminate Unipharm AD without liquidation due to its transformation through merger into Sopharma AD.

✚ Due to the refusal issued by the Registry agency for the registration of the transformation through merger of Unipharm AD into Sopharma AD that started in September 2017, the Board of directors of Sopharma AD took a decision to close the previous and start a new procedure for transformation of Sopharma AD under the conditions of Chapter XVI of the Commercial Law and Art. 122 and et seq of the Public Offering of Securities Law, to be implemented through the merger of Unipharm AD, UIC 831537465, with headquarters and address of management in Sofia, Studentski district, Darvenitsa, 3 Trayko Stanoev Str. into Sopharma AD. The Board of Directors of the Company elects the investment intermediary Elana Trading AD, UIC 831470130, with headquarters and address of management in Sofia, 5, Lachezar Stanchev Str., as consultant in connection with the implementation of the transformation procedure.

✚ On 3 May 2018 Sopharma AD presented an invitation for the convening of a regular General Meeting of Shareholders and materials for a general meeting of the shareholders, which will be held on 15 June 2018. from 11:00 in 1756, 5 Lachezar Stanchev Str., with the following agenda: 1. Approval of the annual report of the Board of Directors on the company's activities in 2017; 2. Approval of the Annual Activity Report of the Investor Relations Director in 2017; 3. Approval of the Audited Annual Individual Financial Statement of the Company for the year 2017; 4. Approval of the Audited Annual Consolidated Financial Statement of the Company for 2017; 5. Approval of the Auditor's Report for the Audit of the Annual Financial Statements of the Company for 2017; 6. Approval of the Audit Report for the Audit of the Annual Consolidated Financial Statement of the Company for 2017; 7. Approval of a decision for distribution of the profit of the Company realized in 2017 and undistributed profits from previous periods as follows: The total amount of the profit to be distributed amounts to BGN 43,010,955.52 (forty three million ten thousand nine hundred fifty and five leva and fifty-two stotinki) of which BGN 42,237,884.12 (forty two million two hundred thirty seven thousand eight hundred eighty four and twelve stotinki) profits realized in 2017 and BGN 773,071.40 (seven hundred seventy-three thousand seven ten and one levs and forty cents) undistributed profits from past periods. After allocating 10% to a mandatory reserve, a dividend of BGN 0.11 per share is distributed. The amount left over after the allocation should be taken as an additional reserve of the company. The right to receive a dividend shall have the persons entered in the registers of the Central Depository as shareholders on the 14th day following the day of the General Meeting at which the Annual Financial Statement was adopted and a decision on the distribution of the profit was taken. The Company shall ensure the payment of the dividend voted to the shareholders at the General Meeting within 60 days of its execution. The costs of

dividend payment are at the company's expense. The payment of the dividend is made with the assistance of the Central Depository. The shareholders with open accounts with an investment intermediary will receive their dividend through the respective intermediary and those shareholders who do not use the services of an investment intermediary will receive their dividends from the branches of Eurobank Bulgaria AD (Postbank) in the country.

8. Approval of the Audit Committee's report on its activities in 2017;
9. Approval of a decision to discharge the members of the Board of Directors for their activity in 2017;
10. Selection of a registered auditor of the Company for 2018;
11. Approval of a report of the Board of Directors on the implementation of the Remuneration Policy of the members of the Board of Directors of the Company for 2017;
12. Determination of the remuneration of the members of the Board of Directors for 2018;
13. Approval of a decision under Article 24 (2) (B) of the Articles of Association of the Company for the payment of additional remuneration to the Executive Director;
14. Approval of a decision for determining a percentage of the profits made in 2017 to be distributed among the members of the senior management team of the company, subject to the requirements of Art. 26a, item 12 of the Articles of Association of the company;
15. Approval of a motivated report of the Board of Directors for transactions within the scope of Art.114, para 1 of the Public Offering of Securities Act;
16. Empowerment within the meaning of Art. 114, para 1 of LPOS regarding a transaction between Sopharma AD and Telecomplex AD;
17. Empowerment within the meaning of Art. 114, para 1 of LPOS on a transaction between Sopharma AD and Sopharma Trading AD;
18. Empowerment within the meaning of Art.114, para 1 of the Public Offering of Securities Act regarding the commitment of Sopharma AD as a co-debtor under an overdraft loan agreement between Eurobank Bulgaria AD as creditor and Momina krepost AD as a borrower;
19. Empowerment within the meaning of Art. 114, para 1 of LPOS regarding a transaction between Sopharma AD and Sopharma Real Estate AD;
20. Approval of a decision for granting shares in the capital of the company as a bonus for 2018 for the persons working in Sopharma AD on a labor contract or a management contract;
21. Miscellaneous.

- ✚ On 8 May 2018 Sopharma Buildings REIT presented an invitation for the convening of a regular General Meeting of Shareholders and materials for a general meeting of shareholders, which will be held on 21 June 2018. from 15:00 in Sofia-1756, Lachezar Stanchev №5, SBT, Building A, floor 20, with the following agenda: 1. Adoption of the Annual Report of the Board of Directors on the activity of the Company in 2017; 2. Approval of the Annual Activity Report of the Investor Relations Director in 2017; 3. Approval of the Auditor's Report for the Audit of the Annual Financial Statements of the

Company for 2017; 4. Approval of the Audited Annual Financial Report of the Company for 2017; 5. Approval of the audit committee's report for its activity in 2017; 6. Approval of the Report of the Board of Directors on the implementation of the Remuneration Policy of the Members of the Board of Directors of the Company for 2017; 7. Approval of a decision for the distribution of the financial result of the Company realized in 2017, namely: For the reason that the Company has completed the accounting year 2017 with a negative financial result, the loss for 2017, amounting to 65 736, 31 (sixty-five thousand seven hundred thirty-six leva and thirty-one stotinki) leva shall be covered by the accumulated reserves of the Company's Premiums Fund. "; 8. Approval of a decision to discharge the members of the Board of Directors of the Company for their activity in 2017; 9. Determination of the amount of the constant monthly remuneration of the members of the Board of Directors of the Company for 2018; 10. Selection of a registered auditor of the Company for 2018; 11. Miscellaneous.

- ✚ On 9 May 2018 Momina krepost AD - Veliko Tarnovo presented an invitation for the convening of a regular General Meeting of Shareholders and materials for a general meeting of the shareholders, which will be held on 14 June 2018. from 15:00 at 5000, Veliko Tarnovo, 23, Magistralna Street, with the following agenda: 1. Approval of the annual report of the Board of Directors on the activity of the company in 2017 together with the corporate governance statement and the non-financial declaration for 2017; 2. Approval of the Annual Activity Report of the Investor Relations Director in 2017; 3. Approval of the Audit Report for the Audit of the Annual Financial Statements of the Company for the year 2017; 4. Approval of the Audited Annual Financial Statement of the Company for the year 2017; 5. Approval of the Audit Committee's report on its activities in 2017; 6. Approval of a decision for allocation of the financial result / net loss of BGN 207 thousand / of the Company realized in 2017; 7. Approval of a decision on the discharge of the members of the Board of Directors for their activity in 2017; 8. Selection of a registered auditor for 2018; 9. Approval of a report on the implementation of the remuneration policy of the members of the Board of Directors of Momina Krepost AD for 2017; 10. Deciding on the extension of the current term of office of the Board of Directors for a new period of five (five) years from the date of expiration of the present mandate; 11. Determination of the amount of the permanent remuneration of the members of the Board of Directors and the Executive Director for 2018 12. Miscellaneous.

- ✚ Sopharma Trading AD presented an invitation for the convening of a regular General Meeting of Shareholders and materials for a General Meeting of Shareholders, to be held on 15 June 2018. 5, Lachezar Stanchev Str., Sopharma Business Towers, building B,

floor 3, with the following agenda: 1. Approval of the annual report of the Board of Directors on the activity of the company in 2017 year; 2. Approval of the Annual Activity Report of the Investor Relations Director in 2017; 3. Approval of the Auditor's Report on the Audit of the Annual Financial Statements of the Company for 2017; 4. Approval of the Audited Annual Financial Statements of the Company for 2017; 5. Approval of the Auditor's Report for the Audit of the Consolidated Annual Financial Statements of the Company for 2017; 6. Approval of the Audited Consolidated Annual Financial Statements of the Company for 2017; 7. Approval of the report of the Board of Directors under Art. 12, para. 1 of Ordinance No 48 of 20 March 2013 on the remuneration requirements; 8. Approval of the Audit Committee's report on its activities in 2017; 9. Approval of a decision for distribution of the Company's profit realized in 2017: The net financial result of BGN 14,581,004.27 / fourteen million five hundred eighty one thousand four leva and twenty seven stotinki / divided as follows: BGN 1 458 100,43 / one million four hundred and fifty-eight thousand one hundred and forty-three stotinki / shall be assigned to the Reserve Fund as a 10% reserve, 9 871 502,70 BGN / nine million eight hundred seventy and one thousand five hundred and two levs and seventy cents / to be distributed a cash dividend of the shareholders, BGN 3,251,401.14 / three million two hundred fifty one thousand four hundred and one levs and fourteen stotinki / to be taken as an additional reserve of the company. The proposed gross dividend per share is BGN 0.30 (thirty cents); 10. Approval of a decision to discharge the members of the Board of Directors for their activities in 2017; 11. Discharge of the members of the Board of Directors of Sopharma Trading AD due to the expiry of their mandate; 12. Election of members of the Board of Directors of Sopharma Trading AD and determination of their management guarantee; 13. Determined by the amount of the remuneration of the members of the Board of Directors for 2018; 14. Approval of a decision for the payment of variable remuneration to the Executive Director of Sopharma Trading AD; 15. Selection of a registered auditor of the Company for 2018; 16. Approval of the reasoned report of the Board of Directors under Art. 114a, para 1 of the Public Offering of Securities Act on the feasibility and conditions of transactions from the scope of Article 114, paragraph 1 of POSA; 17 - 35. Empowering the Board of Directors of the company to conclude transactions in the scope of Art.114, para 1 of POSA according to the motivated report of the Board of Directors from Section I to Section XIX. Sopharma Trading AD entered in the Commercial Register a subsidiary under the name Sopharmacy 16 EOOD and Sopharmacy 17 EOOD. They are based in Sofia, Izgrev district, 5 Lachezar Stanchev Str., Sopharma Business Towers, Building A, 12th floor and manager - Valeria Vidulova - Kaneva. Sopharmacy 16 EOOD will operate under UIC 205116765 and Sopharmacy 17 - UIC 205117397 In the meantime, the company also registered a change in the names of

the five companies Pharmastore. The new names are as follows: Pharmastore 1 EOOD - Sopharmacy 11 EOOD; Pharmastore 2 EOOD - Sopharmacy 12 EOOD; Pharmastore 3 EOOD - Sopharmacy 13 EOOD; Pharmastore 4 EOOD - Sopharmacy 14 EOOD; Pharmastore 5 EOOD - Sopharmacy 15 EOOD. All of them also have a management address in Sofia, Izgrev district, 5 Lachezar Stanchev Str., Sopharma Business Towers, A building, 12th floor and manager - Valeria Vidulova – Kaneva.

6. Transactions with related parties

The information concerning transactions with related parties is presented in details in the Notes to the financial report.

III. Information about the shares of Sopharma AD

The total number of shares issued by Sopharma, issued on 31.03.2018, is 134 797 899 with a nominal value of BGN 1 per share. All issued shares are registered, dematerialized, ordinary and indivisible, according to the Articles of Association of the Company. All issued shares are of one class. Each share gives equal rights to its holder in proportion to the nominal value of the share.

The shares of the Company are traded on the Bulgarian Stock Exchange - Sofia AD, the Main Market (BSE), the PREMIUM Shares Market and on the official market of the Warsaw Stock Exchange. The shares participate in the formation of the SOFIX, BGBX40 and BGTR30 indices of BSE - Sofia AD. The company's shares are included in the Dow Jones STOXX EU Enlarged Total Market Index with a weight of 0.11%, with a weight of 5% in Erste Bank Bulgaria Basket, in the Raiffeisen Bank's Raiffeisen Osteuropa Fonds certificate as well as in the new Dow blue-chip index Jones STOXX Balkan 50 Equal Weighted Index. Sopharma AD is one of the three Bulgarian companies included in the Central and Eastern Europe (CEE) Index. The index is called WIG-CEE and is the third after WIG-Poland and WIG-Ukraine, which is based on the country's country of origin. WIG-CEE is calculated on a common yield basis and includes dividend yield and share subscription rights.

Key indicators of the shares of Sopharma AD

	31.03.2018	31.03.2017
Total number of issued shares	134 797 899	134 797 899
Average-weighted number of outstanding shares for the last four quarters	128 180 525	128 995 575
Number of shares outstanding at the end of the period	125 763 733	129 984 317
Earnings per share in BGN ¹	0,275	0,44
Price per share at the end of the period in BGN	4,13	3,90
Price/Earnings ratio (P/E)	15,02	8,86

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Book value per share in BGN ²	3,83	3,65
Price/Book value ratio (P/B)	1,08	1,07
Sales per share in BGN ³	8,51	6,93
Price per share / Sales per share(P/S)	0,49	0,56
Market capitalization in BGN	556 715 333	525 711 806

¹Net profit for the last four quarters belonging to the equity holders of the Company / weighted average number of outstanding shares in the same period

² Equity, not including minority interest / number of outstanding shares at the end of the period

³ Revenue from sales for the last four quarters / number of outstanding shares at the end of the period

Trade with shares of Sopharma AD on Bulgarian Stock Exchange – Sofia AD for the period 01 January 2018 – 31 December 2018.




Ognian Donev, PhD
/Executive Director/