

INTERIM REPORT for Q1 2012 Medika d.d. Zagreb



# Report Submitted by Member of the Management Board - Medika d.d.

# Comment on the result for the first quarter of 2012

Sales revenue of Medika in the first three months of 2012 is by 8.41% higher comparing to the same period of previous year.

The operative profit rate EBIT amounts to HRK 7.9 mil or 1.42% and EBITDA amounts to HRK 11.3 mil or 2.04 %.

The realized net profit amounts to HRK 3.3 mil. Although sales revenue shows growth comparing to the same period of previous year, realized net profit is lower due to the strong influence of lower sales margin. Since the exchange rate of euro was growing in the last quarter of 2011, purchase prices of inventory translated to kuna were higher which resulted in increased cost of goods sold. At the same time, sales prices remained at the same level which resulted in decreased sales margin.

Net finance expense are lower comparing to the same period of previous year due to the net positive exchange rate which show growth of HRK 1.8 million in the first quarter of 2012 comparing to the same period of the previous year. At the same time, interest expense is higher for HRK 894 thousand. Increase is result of the higher average indebtness during 2012 comparing to 2011 and growth of interest rates in 2012 comparing to the same period of previous year.

Key indicators	I-III 2012.	I-III 2011.	Change I-III 2012. / I-III 2011.
Sales revenue (000 HRK)	551,752	508,941	8.41%
EBITDA margin	2.04	3.55	-1.51
EBIT margin	1.42	2.79	-1,37
Net profit (000 HRK)	3,320	7,047	-52.89%

# Key events

Temporarily financing of new Governament resulted in lower collection of trade receivables. Since the cash inflow was lower, the Company increased its indebtness at business banks to maintain liquidity.

in the second quarter better collection of receivables is expected.



### Balance sheet

Total assets have grown by 6.6% comparing to previous year. Growth is caused by growth of short term receivables.

There is no significant change in the long term assets comparing to 31.12.2011, and accumulated depreciation and amortization had the biggest influence on decrease of tangible and intangible assets.

Inventory balance is higher for HRK 14.9 million or 8.02% comparing to previous year due to increased procurement due to sales growth.

Short-term assets amount to HRK 1 billion 640 million, whereof HRK 1 billion 214 million relate to trade receivables. Trade receivables increased by 10.86% comparing to the beginning of the year as a result of increase in sales and slower collection of receivables.

A short-term financial assets amount to HRK 24.6 million, whereof HRK 23.9 million relates to endorsed bills of exchange receivables. Bills of exchange as a payment instrument were endorsed to suppliers and one business bank. Given the fact that the risk of nonpayment is on the Company, at the same time, the Company recorded liability for endorsed bills of exchange in "Liabilities for securities". Comparing to the beginning of the year, receivables for endorsed bills of exchange are lower for HRK 14.2 million.

There is no change in capital and reserves.

There is no change in long term liabilities comparing to 31.12.2011 and they relate to long-term debt and long term finance lease.

Short-term liabilities amount to HRK 1 billion 548 thousand whereof HRK 1 billion 186 million relates to the liabilities to suppliers, HRK 324.4 million to debt (HRK 322,9 million relates to short term loans and HRK 1.5 million relates to finance lease), and HRK 23.9 million on liabilities for securities, as previously explained.



### Risks

The most significant risk for Medika d.d. business within market risks is a long collection period of receivables, especially HZZO and HZZO related receivables. Therefore, a significant amount of working capital is not available what has an influence on cash flows and timely settlement of Medika d.d. liabilities.

As these receivables are either dependent from or owned by State, risk of collection is not high, but this increases the need for future financing, which increases finance expenses.

Significant risk for Medika d.d. business is a continuous decrease in the price of prescription medication on HZZO list and administrative approach in determining prices and margins of medication. To lower this risk, Medika d.d. focused on increase of variety of products which are not limited by law in respect of the price of the product.

Currency risk is a significant financial risk. Most of inventories are purchased from foreign suppliers in foreign currencies. Additionally, part of borrowings from banks have exchange rate clauses. The Company does not use financial instruments to protect itself from currency risk.

Interest risk of the Company arises from received long term and short term borrowing, with a variable interest rate.

Majority of the credit risk relates to trade receivables. Credit risk is higher when dealing with pharmacies, which have potential going concern issue. Hospitals which have longer collection period do not have a going concern issue and collection issue.

# Expectations

Medika d.d. business plan for 2012 stipulates growth of sales. In accordance with the growth of sales, a higher market share is expected. The Company will continue with its core business: distribution of medications and medical products and will strongly develop operations with products that make the core business of the firm.

Jasminko Herceg, B.Econ. Board member

Appendix 1.					
Reporting period:		1.1.2012	to	31.3.2012	
	Quarta	ırly financia	l statements	TFI-POD	
Registration number (MB):	03209741	J			
Identification number of company (MBS):	080027531	_			
Personal identification number (OIB):	94818858923	J			
· · · · ·	MEDIKA D.D.				
Postal code and city:	10000	ZA	GREB		
Address: C	CAPRAŠKA 1				
e-mail: <u>  r</u>	nedika uprava@mec	lika.hr	<u> </u>		
web page: <u></u> l <u>v</u>	www.medika.hr				
Code and name of municipality/city:	133 ZAGREB				
Code and county name:	21 GRAD ZAG	REB		Number of employees:	353
Consolidated statements:	NO			(end of reporting period)  Code of NKD:	4646
Consolidating entities (ac	cording to IFRS):		Headquarters:	MB:	
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		[			
		1			
	***************************************				
	, , , , , , , , , , , , , , , , , , , ,				
Bookkeeping service:					
	RADMILOVIĆ DIJANA				
	only surname and nam	e of contact person	on)	Fax: 012371441	
Telephone number:		Allem has		Fax. 012371441	
<u>.</u> .	medika.uprava@med	undir			
	HERCEG JASMINKO authorised person)	***************************************			
and Notes to finan	nents (Balance sheet, F	Profit and loss acc	ount, Cash flow stal	tements, Statements of changes in equity	and the second s
Interim report,     Statement of Lia	ability.			edikaka	
		M.P.	**************************************	(signature of authorised person)	

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# BALANCE SHEET balance as at 31.03.2012

Issuer: MEDIKA d.d.			
Description	AOP mark	Previous period	Tekuće razdoblje
1	2	3	4
ASSETS			
A) RECEIVABLES FOR SUBSCRIBED BUT NOT PAID-IN CAPITAL	001		
B) NON-CURRENT ASSETS (003+010+020+029+033)	002	235.450.613	1
I. INTANGIBLE ASSETS (004 to 009)	003	26.212.397	25.061.325
Research and development	004	14,164,717	13.013.382
Concessions, patents, licences, trademarks, software and other rights     Goodwill	005 006	11.929.586	1
Advances for intangible assets	007	11.525.300	11.525.560
Intangible assets under construction	008	118.094	118.357
6. Other intangible assets	009	1107001	
II. TANGIBLE ASSETS (011 to 019)	010	148.382.613	146.434.437
1. Land	011	15.994.715	15.994.715
2. Buildings	012	113.099.346	112.045.992
3. Equipment and machinery	013	6.098.713	5.758.027
4. Furniture, fittings and vechicles	014	9.872.591	9.141.182
5. Biological assets	015		
6. Advances for tangible assets	016	3.911	112.123
7. Tangible assets under construction	017	2.584.587	2.653.648
8. Other tangible assets	018	728.750	728.750
9. Investment property	019		
III. NON-CURRENT FINANCIAL ASSETS (021 to 028)	020	60.398.725	60.404.557
Investment in subsidiaries and associates	021	60.000.000	60.000.000
2. Loans to related parties	022		ļ
3. Loans given to minority interest	023 024		<u></u>
4. Loans given to participating parties	025		
5. Investment in securities     6. Loans given, deposits and similar	025	398.725	404.557
7. Other non-current financial assets	027	330.123	404.557
8. Investments at equity method	028	·	
IV. RECEIVABLES (030 to 032)	029	0	0
1. Receivables from related parties	030		
2. Receivables for credit sales	031		
3. Other receivables	032		
V. DEFFERED TAX ASSET	033	456.878	456.878
c) current assets (035+043+050+058)	034	1.522.695.393	1.639.770.031
I. INVENTORY (036 To 042)	035	185.941.455	200.850.688
1. Raw material	036	114.635	118.949
2. Work in progress	037		
3. Finished products	038		
4. Trade goods	039	183.227.276	
5. Advances for inventories	040	2.599.544	1.752.941
6. Non-current assets available for sale	041		
7, Biological assets	042	4 000 700 007	4 404 120 214
II. RECEIVABLES (044 to 049)	043	1.260.733.997 160.729.031	
Receivables from related parties	044 045	1.094.643.690	1
Trade receivables     Receivables from participaring parties	045	1.094.043.090	1,213.331.000
Receivables from employees	047	50.740	37.208
Receivables from the state and other institutions	048	3.328.648	
6. Other receivables	049	1.981.888	
III. CURRENT FINANCIAL ASSETS (051 to 057)	050	40.442.582	
1, Investment in subsidiaries and associates	051		
2. Loans to related parties	052		
3. Equity investments	053		
Loans given to participating parties	054		
5. Investment in securities	055	39.360.000	
6. Loans given, deposits and similar	056	1.082,582	714,129
7. Other financial assets	057		ļ
IV. CASH IN BANK AND ON HAND	058	35.577.359	j
D) PREAPID EXPENSES AND ACCRUED INCOME	059	608.660	4
E) TOTAL ASSETS (001+002+034+059)	060	1.758.754.666	
G) OFF BALANCE SHEET ITEMS	061	152.322.674	167.596.605

EQUITY AND LIABILITIES			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	309.402.019	312,721.949
L SHARE CAPITAL	063	60.388.000	60.388.000
II. CAPITAL RESERVES	064	-6.863.284	-6.863.284
III. RESERVES FROM RETAINED EARNINGS (066+067-068+069+070)	065	83.398.115	83.398.115
1. Legal reserves	066	7,277,713	7,277.713
2. Reserves for treasury shares	067	60.000.000	60.000.000
3. Treasury shares	068	15.676.088	15.676.088
4. Statututory reserves	069		
5. Other reserves	070	31.796.490	31.796.490
IV. REVALUATION RESERVES	071		
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	160.033.917	172.479.188
1. Retained earnings	073	160.033.917	172.479.188
2. Accumulated loss	074		
VL PROFIT OR LOSS FOR THE PERIOD (076-077)	075	12.445.271	3.319.930
1, Profit for the period	076	12.445.271	3.319.930
2. Loss for the period	077		
VII. MAJNORITY INTERESTS	078		
B) PROVISIONS (080 To 082)	079	420.100	420.100
Provisions for retirement, severance oayment and similar	080	420,100	420.100
2. Tax provisions	081		
3. Other provisions	082		
C) NON-CURRENT LIABILITIES (084 to 092)	083	11.150.740	11.140.283
1. Liabilities to related parties	084		
2. Borrowings and deposits	085		
3. Liabilities to banks and other financial institutions	086	11.150.740	11.140.283
4. Liabilities for advances received	087		
5. Trade payables	088		
6. Liabilitis for securities	089		
7. Liabilities to participating parties	090		
8. Other non-current liabilities	091		
9. Deferred tax liability	092	l	
D) CURRENT LIABILITIES (094 to 105)	093	1.434.866.863	1.547.613.502
1. Liabilities to related parties	094	291.556	478.140
2. Borrowings and deposits	095	201.000	
3. Liabilities to banks and other financial institutions	096	310.480.067	324.438.504
4. Liabilites for advances received	097	646.152	
5. Trade payables	098	1.070.620.610	1.185.938.467
6. Liabilitis for securities	099	38.010.000	23.850.000
7. Liabilities to participating parties	100	50.010.000	20.000.000
	101	6.518.126	6.352.410
8. Liabilities to employees 9. Liabilities for taxes and contributions	102	3.688.245	3 061.049
	103	1.034	1.034
10. Dividend payables	104	1.004	1.034
11. Liabilites for non-current assets available for sale	105	4.611.073	3,493,898
12. Other current liabilities		2.914.944	3.266.076
E) DEFFERED INCOME AND ACCRUED EXPENSES	106	1.758.754.666	1.875.161.910
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	152.322.674	1.875.161.910
G) OFF BALANCE SHEET ITEMS	108	102.322.074	107.086.00
SUPPLEMENT TO BALANCE SHEET (for consolidated financial statements)			
A) CAPITAL AND RESERVES	1 400	į r	
1. Attributable to equity holders	109	1	
2. Attributable to minority interest	110	<u> </u>	

Note 1.: Supplement to balance sheet is filled for consolidated financial statements.

# PROFIT AND LOSS for period from 01.01.2012 to 31.03.2012

Description	AOP mark	Previous	period	Current s	eriod
WAY 17 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1		Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
OPERATING REVENUES (112+113)	111	510.580.541	510.580.541	554.153.736	554.153.73
1. Revenues from sale	112	508.940.821	508.940.821	551.751.870	551.751.87
2. Other operating revenues	113	1.639.720	1.639.720	2.401.866	2.401.86
I. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	496.351.564	496.351.564	546.265.569	546.265.56
1. Change in value of work in progress and finished goods	115				
2. Material expenses (117 to 119)	116	469.928.119	469.928.119	521.108.860	521.108.8€
a) Raw materials	117	2.041.878	2.041.878	2.402.738	2.402.73
b) Cost of goods sold	118	463.036.957	463.036.957	513.556.376	513.556.37
c) Other expenses	119	4.849.284	4.B49.284	5.149.746	5.149.74
3. Employee expenses (121 to 123)	120	12.564.433	12.564.433	12.481.379	12.481.37
a) Net salaries	121	7.167.271	7.167.271	7.101.452	7.101.45
b) Tax and contributions from salaries	122	3.554.719	3.554.719	3.548.171	3.548.17
c) Contributions on salaries	123	1.842.443	1.842.443	1.831.756	1.831.75
4. Depreciation and amortization	124	3,887,438	3.887.438	3.390.637	3.390.63
5. Other expenses	125	5.027.739	5.027.739	5.084.693	5.084.69
6. Impairement (127+128)	126	4.943.835	4.943.835	4,200.000	4.200.00
a) of non-current assets (financial assets excluded)	127				
b) of current assets (financial assets excluded)	128	4.943.835	4.943.835	4.200.000	4.200.00
7. Provisions	129				
,	130	l · · · · · · · · · · · · · · · · · · ·	·····		
8. Other operating expenses	131	951.578	951.578	2.052.044	2.052.04
III. FINANCE INCOME (132 to 136)  1. Interests, foreign exchanges and dividend from related parties	132	16.325	16.325		
	133	935.253	935.253	2.052.044	2.052.04
2. Interests, foreign exchanges and dividend from non-related parties	134	(I.J. 2.13)	3007.233	2.072.011	
3. Share of profit from associate	135			· · · · · · · · · · · · · · · · · · ·	
4. Unrealised gains		<b>!</b>			
5. Other financial income	136	5 440 400	5 140 400	E 407 454	5.197.45
IV. FINANCE EXPENSES (138 to 141)	137	5.113.420	5.113.420	5.197.454	J. 137.42
1. Interests, foreign exchanges and dividend from related parties	138			5.197.454	5.197.45
2. interests, foreign exchanges and dividend from non-related parties	139	5.113.420	5.113.420	5.197.454	5.197.45
3. Unrealised losses	140				
4. Other finance expenses	141				
V. SHARE OF PROFIT FROM ASSOCIATE	142				
VI. SHARE OF LOSS FROM ASSOCIATE	143				
VII. EXTRAORDINARY - OTHER INCOME	144				
VIII. EXTRAORDINARY - OTHER EXPENSES	145				
IX. TOTAL INCOME (111+131+142 + 144)	146	511.532.119	511.532.119	556.205.780	556,205.78
X. TOTAL EXPENSES (114+137+143 + 145)	147	501.464.984	501.464.984	551.463.023	551.463.02
XI. PROFIT OR LOSS BEFORE TAX (146-147)	148	10,067.135	10.067.135	4.742.757	4.742.75
1. Profit before tax (146-147)	149	10.067.135	10.067.135	4.742.757	4.742.75
2. Loss before tax (147-146)	150	0	0	0	
XII. INCOME TAX	151	3.020.140	3.020.140	1.422.827	1.422.82
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	7.046.995	7.046.995	3,319,930	3,319.93
1. Profit for the period (149-151)	153	7.046.995	7.046.995	3.319.930	3.319.90
2. Loss for the period (151-148)	154	0	0	0	

XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributable to equity holders	155				
2. Attributable to minority interest	156				
OTHER COMPREHENSIVE INCOME REPORT (for IFRS reporting)					
. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	7.046.995	7.046.995	3.319.930	3.319.93
I. OTHER COMPREHENSIVE PROFIT/LOSS BEFORE TAX (159 to 165)	158	0	0	0	
Exchage differences on translation of foreign operations	159			1	
2. Changes in revaluation reserves for non-current tangible and intangible assets	160				
3. Profit or loss from revaluation of financial assets available for sale	161				
4. Gains or losses from efficient cash flow hedging	162				
5. Gains or losses from efficient hedge of net investment abroad	163				
6. Share in other comprehensive profit/loss of associates	164				
7. Actuarial gains/losses on defined benefit plans	165				
II. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166				
V. NET OTHER COMPREHENSIVE PROFIT OR LOSS FOR THE PERIOD (158-166)	167	0	0	0	
V. COMPREHENSIVE PROFIT OR LOSS FOR THE PERIOD (157+167)	168	7.046.995	7.046.995	3.319.930	3.319.93
APPENDIX to Other comprehensive income report (to be filled for consolidated financial s	tatements)				
VI. COMPREHENSIVE PROFIT OR LOSS					
1. Attributable to equity holders	169				
2. Attributable to minority interest	170				

# STATEMENT OF CASH FLOW - Indirect method for period from 01.01.2012 to 31.03.2012

issuer: MEDiKA d.d.	AOP	T	
Description	mark	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
Profit before tax	001	10.067.135	4.742.75
2. Depreciation and amortisation	002	3.887.438	3.390.637
3. Increase of current liabilities	003	56.608.808	112.948.202
4. Decrease of current receivables	004		
5. Decrease of inventories	005	5.709.703	
6. Other increase of cash flow	006		
I. Total increase of cash flow from operating activities (001 to 006)	007	76.273.084	121.081.59
Decrease of current liabilities	008		
2. Increase of current receivables	009	88.834.513	140.402.24
3. Increase of inventories	010		14.909.23
4. Other decrease of cash flow	011	2.463.026	2.212.51
II. Total decrease of cash flow from operating activities (008 to 011)	012	91.297.539	157.523.99
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	0	
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	15.024.455	36.442.39
CASH FLOW FROM INVESTING ACTIVITIES			
Proceeds from sale of tangible and intangible assets	015	99.016	17.62
Proceeds from sale of equity and debt securities	016		
3. Interest received	017	99.099	80.11
4. Dividends received	018		
5. Other proceeds from investing activities	019		
III. Total proceeds from investing activities (015 to 019)	020	198.115	97.73
Purchase of tangible and intangible assets	021	611.767	330.37
2. Purchase of equity and debt securities	022		
Other purchases resulting from investing activities	023		
IV. Total purchases resulting from investing activities (021 to 023)	024	611.767	330.37
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES (020-024)	025	0	
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES (024-020)	026	413.652	232.63
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from issuance of equity and debt securities	027		
2. Proceeds from borrowings	028	63.654.955	83.138.80
Other proceeds from financing activities	029		
V. Total proceeds from financing activities (027 to 029)	030	63.654.955	83.138.80
1. Repayments of borrowings	031	57.231.700	68.301.89
2. Dividends paid	032	74.743	
3. Repayments of finance lease	033	494.067	520.26
4. Purchase of treasury shares	034		i
5. Other purchases resulting from financing activities	035		
VI. Ukupno novčani izdaci od financijskih aktivnosti (031 to 035)	036	57.800.510	68.822.15
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	5.854.445	14.316.64
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)	038	ó	
Total increase of cash flow (013 – 014 + 025 – 026 + 037 – 038)	039	0	
Total decrease of cash flow (014 – 013 + 026 – 025 + 038 – 037)	040	9.583.662	22.358.38
Cash and cash equivalents at beginning of the period	041	26.568.598	35.577.35
Increase of cash and cash equivalents	042		
Decrease of cash and cash equivalents	043	9.583.662	22.358.38
Cash and cash equivalents at end of the period	044	16.984.936	13.218.97

# STATEMENT OF CHANGES IN EQUITY n 1.1.2012 to 31.3.2012

for period from

Dogoriation	A P P	Previous period Current period	Current neriod
	mark		
	2	က	4
1. Share capital	001	60.388.000	60.388.000
2. Capital reserves	002	-6.863.284	-6.863.284
3. Reserves from retained earnings	003	83.398.115	83.398.115
4. Retained earnings or accumulated loss	400	160.033.917	172.479.188
5. Profit or loss for the period	909	12.445.271	3.319.930
6. Revaluation of tangible assets	900		
7. Revaluation of intangible assets	700		
8, Revaluation of financial assets available for sale	800		
9. Other revaluation	600		
10. Total capital and reserves (AOP 001 to 009)	010	309.402.019	312.721.949
11. Foreign exchanges from the foreign investments	5		1 100 100 100 100 100 100 100 100 100 1
12. Current and defferd tax (part)	012		
13. Cash flow hedge	013		
14. Cghanges of accounting policies	014		
15. Correction of material mistakes from previous period	015		
16. Other changes of equity	016		
17. Total increase or decrease of equity (AOP 011 to 016)	017	0	0
		- CEOCO CONTRACTOR	
17 a. Attributable to equity holders	018		
17 b. Attributable to minority interest	019		
THE PARTY OF THE P			

Stavke koje umanjuju kapital upisuju se s negativnim predznakom Podaci pod AOP oznakama 001 do 009 upisuju se kao stanje na datum bilance



Zagreb, 26 April 2012

Pursuant to the articles 407. to 410. of the Capital market Law (Official Gazette 88/08 and 146/08) Management Board member Jasminko Herceg provides

# MANAGEMENT BOARD'S STATEMENT OF LIABILITY

Consolidated and unconsolidated financial statements of Medika d.d. have been prepared pursuant to the International Financial Reporting Standards (IFRS) and Croatian Accounting Law.

Consolidated and unconsolidated financial statements for the period from 01 January 2012 to 31 March 2012 present complete and fair view of assets and liabilities, profit and loss, financial position and operations of the Company and the Group.

The interim management report for the period ended 31 March 2012 presents true and fair presentation of development and results of the operations of the Company and the Group with description of significant risks and uncertainties for the Company and the Group.

Jasminko Herceg Management Board member