

# Management Board interim report for the temporary unaudited annual consolidated financial statements for 2017 Medika d.d. Zagreb Group Medika



### Management interim report

# Comment on temporary unaudited consolidated financial statements for the fourth quarter of the year 2017

In accordance with the prescribed deadlines for submitting financial statements for the fourth quarter of 2017, Medika d.d. has prepared temporary unaudited consolidated financial statements which present approximate consolidated balance sheet as at 31 December 2017, approximate consolidated profit and loss statement for the fourth quarter of 2017, approximate consolidated statement of changes in equity and approximate consolidated statement of cash flow.

We point out that these consolidated financial statements are temporary and as such are not approved by the Supervisory Board. Furthermore, consolidated financial statements are unaudited and investors should not take them as a basis for their investment decisions, but they should merely use them as approximate info until the publishing of the final results, since there may be differences between temporary and final results.

Publishing of the final results (annual audited financial statements) for the Company and the Group is expected by 31 March 2018.

With the above stated, Management Board does not comment financial statements, but only presents key events for the Company and the Group in 2017.

### Key events

Total pharmaceutical market in 2017 has increased comparing to the previous year. At the same time, sales of Medika d.d. have increased slightly slower comparing to the market increase, which has not significantly influenced market share.

At General Assembly meeting held as at 18.05.2017 decisions were passed that influenced equity.

In equity, there was change in treasury shares and capital reserves due to the granting of treasury shares to the management.

The Company paid out the dividend in amount of HRK 2,000.00 per share based on the decision passed at the General Assembly held as at 19.12.2017.

Total indebtedness has decreased for HRK 139.9 million compared to the beginning of the year.

Value adjustment of financial assets was made in amount of HRK 50.0 million.

During 2017 Ljekarna Ana Pantelić was acquired and was merged into ZU Ljekarne Prima Pharme.



### Expected future development of the Group

The Company will continue with its core business: distribution of medicinal products and medical devices will strongly develop operations with products that make the core business of the firm.

Development strategy of ZU Ljekarne Prima Pharme is to expand network of pharmacies on the whole territory of Croatia.

### Treasury shares

As at 31.12.2017, the Company holds 1,440 treasury shares.

### Subsidiaries and associates

The Company has subsidiaries Zdravstvena ustanova Ljekarne Prima Pharme and Primus nekretnine d.o.o. Both subsidiaries are fully owned by the Company.

ZU Ljekarne Prima Pharme has 100% of ownership in subsidiaries ZU Ljekarne Delonga, ZU Ljekarne Ines Škoko and associate ZU Ljekarne Jagatić in which it holds 49% of ownership. During 2017 Ljekarna Ana Pantelić was acquired and was merged into ZU Ljekarne Prima Pharme.

### Related parties

The company with major voting rights, Auctor d.o.o. owns 47.38% of the Company and has 49.75% of shares with voting rights.

Pliva Hrvatska d.o.o., Zagreb owns 25.32% of the Company and has 26.59% of the voting rights. Given the share in the ownership and business transactions with the Company, Pliva Hrvatska has significant influence on the current operations of the Company.



### Financial risks and exposure to price risk, credit risk, liquidity and cash flow risk

Within financial risks, foreign exchange risk is significant. The Group realizes majority of its revenue on domestic market in Croatian kuna. The Group's purchase of goods is partly realised on the foreign market. The Group is therefore exposed to foreign exchange risk arising from various changes in foreign exchange rates mainly linked to the EUR. All borrowings are in Croatian kuna.

The Group has part of assets which are interest-bearing so the Group's income and operating cash flows are dependent of changes in market interest rates.

The Group's interest rate risk arises from short term and long term given loans and borrowings with variable interest rates. Borrowings with variable interest rates expose the Group to cash flow interest rate risk. Borrowings with fixed interest rates expose the Group to the fair value interest rate risk exposure.

The Group does not use derivative instruments to actively hedge cash flow and fair value interest rate risk exposure. However, the Group continuously monitors changes in interest rates. Various scenarios are simulated taking into account refinancing, renewal of existing positions and alternative financing.

Price risk arises from a continuous decrease in the price of HZZO's List of medicinal products and administrative approach in determining prices and margins of medicinal products. To lower this risk, the Group focused on increase of variety of products which are not limited by law in respect of the price of the product.

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

The most significant risk 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 liabilities.

As these receivables are directly or indirectly related to the receivables from the State institutions, the collection of these receivables should not be classified as a collection of receivables risk. This increases the need for additional financing, which increases finance expenses.

Jasminko Herceg, dipl.oec.

AGREB Capraška

Appendix 1.					-		
Reporting period:			1.1.2017.	<u>.</u> t	to [	31.12.2017.	
		Quarte	erly finaı	ncial staten	nents TFI-POD		
Registration number (MB):	032	209741	]				
Identification number of company (MBS):	080	027531	_				
Personal identification	9481	8858923	J				
Issuer: ME	EDIKA d	.d.			6		
Postal code and city:	10	0000	]	ZAGREB			
Address: CA	PRAŠK	(A 1					
e-mail:	edika.uı	prava@med	<u>lika.hr</u>				
web page:	vw.med	<u>lika.hr</u>					
Code and name of municipality/city:	133	ZAGREB					.25
Code and county name:	21	GRAD ZAG	BREB			Number of employees: (end of reporting period)	780
Consolidated statements:	YES	_				NKD code:	4646
Tvrtke subjekata konsolidac	ije (prem	na MSFI):		Sjedište	э:	MB:	
ZU Lje	karne P	rima Pharme	<b>a</b>		Zagreb	0694975	
:	ŽU Ljeka	arne Delonga	a		Okrug Gornji	1605747	
ZU	Ljekarn	ie Ines Škoko	) <u> </u>		Zagreb	02708396	2
Prin	nus nek	retnine d.o.o	.		Zagreb	4439856	
			1		1	2	
			1			*	
Bookkeeping service:							
Contact person: RA		VIĆ DIJANA e of the contac					
Telephone number: 01					Telefaks:	012371441	
e-mail:	edika.u	prava@med	<u>lika.hr</u>				
		JASMINKO d person)					
	nts (Bala	ance sheet, P	rofit and los	ss account, Cash	n flow statements, St	atements of changes in equit	ty
and Notes to financia 2. Interim report,	ai Stateri	ients)				10	
3. Statement of Liab	ility.				<sup>3</sup> <b>N</b>	Iedika d	d.d.
	2		M.P.	=	(siç	gnature of authorised person)	0

Jr. J.

### BALANCE SHEET

balance as at 31.12.2017.

AOP mark	Previous	
1 111417	period	Current period
2	3	4
004		
	400 000 004	420 000 722
		428.629.723
	188.121.405	189.795.652
	1	120,922,555
	<del> </del>	68,212,973
		163,350
	668.804	496.774
		190.142.280
		25.226.916
012	132,352,841	127.922.484
013	13.092,366	12.153.061
014	11,237,693	14.703.992
015		
016	3.497.127	145.854
017	5,557.090	9,177,283
018	821.670	812.690
019		
	26.390.065	31.562.923
	21 318 086	21.452.944
	21,310,000	21.402.044
	5 074 070	40 400 070
	5.071.979	10.109.979
	1.018.735	1,022.618
031		
032	1,018.735	1.022.618
033	1,523.993	16.106.250
034	1,742.543.057	1.615.425.846
035	277.022.681	307.213.094
036	493.692	501.637
037		
038	1	
	274.089.365	302,956,948
	2,439,624	3,754,509
	1	
	1 248 405 954	1.110.614.710
	- 1.2.700.004	1.110.014.110
	1 222 404 747	1.079.444.732
		13.062.528
		27.429
		4.973.583
		13.106.438
050	132.605.132	52.813.062
052		
053		
054		1
055		
056	132,605.132	52.813,06
057		1
	84,509,290	144.784.97
		2.044.836.45
061	137,321,182	<u> </u>
	014 015 016 016 017 018 019 020 021 022 023 024 025 026 027 028 029 030 031 032 033 034 035 036 037 038 039 040 041 042 043 044 045 046 047 048 049 050 051 055 056 057 058 059	002 408.839.901 003 188.121.405 004 005 119.575.339 006 67.663.564 007 213.698 008 668.804 009 010 191.785.703 011 25.226.916 012 132.352.841 013 13.092.366 014 11.237.693 015 016 3.497.127 017 5.557.090 018 821.670 019 020 26.390.065 021 022 023 21.318.086 024 025 026 026 5.071.979 027 028 029 1.018.735 030 031 031 032 1.018.735 033 1.523.993 034 1.742.543.057 035 277.022.681 036 493.692 037 038 040 2.439.624 041 042 042 044 041 042 044 041 044 044 044 044 044 044 044 044

EQUITY AND LIABILITIES			
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	455,027.473	438.830.620
I. SHARE CAPITAL	063	204.715.320	209.244.420
II. CAPITAL RESERVES	064	-8,312,744	-7.657.921
III. RESERVES FROM RETAINED EARNINGS (066+067-068+069+070)	065	85.852,773	83.475.954
1. Legal reserves	066	18.465.733	18.548.510
2. Reserves for treasury shares	067	48.811.980	48.811.980
3. Treasury shares	068	13.221,430	15,598.249
4. Statututory reserves	069		
5. Other reserves	. 070	31.796.490	31.713.713
IV. REVALUATION RESERVES	071		
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	117.255,820	110.259.023
1. Retained earnings	073	117,255,820	110.259.023
2. Accumulated loss	074		
VI. PROFIT OR LOSS FOR THE PERIOD (076-077)	075	55,516,304	43.509.144
1. Profit for the period	076	55.516.304	43.509.144
2. Loss for the period	077		
VII, MAJNORITY INTERESTS	078		
B) PROVISIONS (080 To 082)	079	951.636	803.653
Provisions (our 10 daz)     Provisions for retirement, severance oayment and similar	080	951.636	803.653
2. Tax provisions	081	001.000	000.000
3. Other provisions	082		
	083	32,086,546	21.707.950
C) NON-CURRENT LIABILITIES (084 to 092)	084	02,000,040	21.707.000
Liabilites to related parties	085		
2. Borrowings and deposits	086	16,163.856	5.785.260
3. Liabilities to banks and other financial institutions		10,103,630	3,763,200
4. Liabilites for advances received	087		
5. Trade payables	088		
6. Liabilitis for securities	089		
7, Liabilities to participating parties	090		
8. Other non-current liabilites	091		
9. Deferred tax liability	092	15.922.690	15.922.690
D) CURRENT LIABILITIES (094 to 105)	093	1.663.967.808	1.579.398.372
Liabilities to related parties	094	132.968,443	118.412.210
2. Borrowings and deposits	095		
Liabilites to banks and other financial institutions	096	497.052.038	369.479,334
Liabilites for advances received	097	1,442.225	2,414.447
5. Trade payables	098	1.006.069.951	1.052.045.823
6. Liabilities for securities	099		
7. Liabilities to participating parties	100		
8. Liabilities to employees	101	10.653.682	10.602.471
9. Liabilites for taxes and contributions	102	12.657.670	12.037.394
10. Dividend payables	103		12.030.000
11. Liabilites for non-current assets available for sale	104		
12. Other current liabilites	105	3.123.799	2.376.693
E) DEFFERED INCOME AND ACCRUED EXPENSES	106	1,430.054	4,095.862
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	2,153.463.517	2.044,836,457
G) OFF BALANCE SHEET ITEMS	108	137.321.182	121.247.906
SUPPLEMENT TO BALANCE SHEET (for consolidated financial statements)		·	
A) CAPITAL AND RESERVES			
1. Attributable to equity holders	109	455.027.473	438.830.620
Attributable to equity interest	110		
2. / Ballouteuro to Institution into too		·	

2. Attributable to minority interest

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

## PROFIT AND LOSS for period from 1.1.2017. to 31.12.2017.

issuer: MEDIKA d.d.

Description	AOP mark	Previous	period	Current	period
	man	Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
I. OPERATING REVENUES (112+113)	111	2,664.370.176	656.988.491	2,840.308.797	732.953.281
1. Revenues from sale	112	2.636,766,908	646,272,252	2.811.851.027	722,633,512
2. Other operating revenues	113	27.603.268	10.716.239	28,457,770	10.319.769
II. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	2.601.110.119	646.037,541	2.754.504.093	713,174.295
1. Change in value of work in progress and finished goods	115				
2. Material expenses (117 to 119)	116	2.431,803,636	595.043.669	2.582.259.198	664.964.609
a) Raw materials	117	12.430.555	3,363,784	11.863.747	3,418,599
b) Cost of goods sold	118	2.382.625.773	580,895,412	2,530,724,830	648.243.622
c) Other expenses	119	36.747.308	10.784.473	39,670,621	13.302.388
3. Employee expenses (121 to 123)	120	101,204,370	25.614.212	101.135.145	25.609.611
a) Net salaries	121	60.171.937	15.409.411	61.384.232	15.624.902
b) Tax and contributions from salaries	122	26.803.849	6,588,538	25.658.368	6.456.025
c) Contributions on salaries	123	14.228.584	3.616.263	14,092.545	3.528.684
4. Depreciation and amortization	124	13.860,058	3.345.550	13.617.987	3.406.726
5. Other expenses	125	41.810.774	16,145,881	51.827.248	20,279.625
6. Impairment (127+128)	126	11.254.989	4.711.937	5,535,133	-1.215.658
a) of non-current assets (financial assets excluded)	127	3.129.759	3.129.759	704.994	704.994
b) of current assets (financial assets excluded)	128	8.125.230	1.582.178	4.830,139	-1.920.652
7. Provisions	129	1,176,292	1.176.292	129,382	129.382
8. Other operating expenses	130	1			
III. FINANCE INCOME (132 to 136)	131	23.274.036	2.224.263	19,362.233	10.569.887
1. Interests, foreign exchanges and dividend from related parties	132			1.789,423	575.811
2. Interests, foreign exchanges and dividend from non-related parties	133	21,938,016	1.720.822	17.512.249	9.933.515
3. Share of profit from associate	134	1.235.600	403.021	339	339
4. Unrealised gains	135	46.128	46,128	60.222	60,222
5. Other financial income	136	54.292	54.292		
IV. FINANCE EXPENSES (138 to 141)	137	19,020.656	5.422.371	67,329,371	5.425.005
1. Interests, foreign exchanges and dividend from related parties	138				
2. Interests, foreign exchanges and dividend from non-related parties	139	19.020.656	5,422,371	17.329.371	5,425,005
3. Unrealised losses	140				
4. Other finance expenses	141			50,000,000	0
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	2.687.644.212	659.212.754	2.859.671.030	743.523.168
X. TOTAL EXPENSES (114+137+143 + 145)	147	2.620.130.775	651.459.912	2.821.833.464	718,599,300
XI. PROFIT OR LOSS BEFORE TAX (146-147)	148	67,513.437	7.752.842	37,837.566	24.923.868
1. Profit before tax (146-147)	149	67.513.437	7.752.842	37.837.566	24.923.865
2. Loss before tax (147-146)	150	0	0	0	0.400.55
XII, INCOME TAX	151	11.997.133	-1.323.404	-5.671.578	-8,438,954
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	55,516.304	9.076.246	43,509.144	33,362,822
1. Profit for the period (149-151)	153	55,516.304	9.076.246	43,509,144	33,362,822
2. Loss for the period (151-148)	154	0	0	0	0

SUPPLEMENT TO PROFIT AND LOSS (for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributable to equity holders	155	55.516.304	9,076,246	43.509.144	33,362,822
2. Attributable to minority interest	156				
OTHER COMPREHENSIVE INCOME REPORT (for IFRS reporting)					
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	55,516,304	9.076.246	43,509,144	33.362.822
II. OTHER COMPREHENSIVE PROFIT/LOSS BEFORE TAX (159 to 165)	158	0	0	0	0
Exchage differences on translation of foreign operations	159	-			
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				
III. TAX ON OTHER COMPREHENSIVE INCOME FOR THE PERIOD	166				
IV. NET OTHER COMPREHENSIVE PROFIT OR LOSS FOR THE PERIOD (158-166)	167	0	0	0	0
V. COMPREHENSIVE PROFIT OR LOSS FOR THE PERIOD (157+167)	168	55.516,304	9.076.246	43.509.144	33.362.822
APPENDIX to Other comprehensive income report (to be filled for consolidated financial st	atements)				
VI. COMPREHENSIVE PROFIT OR LOSS					
1. Attributable to equity holders	169	55,516,304	9.076.246	43,509.144	33.362.822
2. Attributable to minority interest	170				

### STATEMENT OF CASH FLOW - Indirect method

for the period from 1.1.2017. to 31.12.2017.

Description	AOP mark	Previous period	Current period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES			
1. Profit before tax	001	67.513.437	37.837.566
2. Depreciation and amortisation	002	13.860.058	13.617.987
3. Increase of current liabilities	003	62.428.007	43.003.268
Decrease of current receivables	004	1,,	137.791.245
5. Decrease of inventories	005		
6. Other increase of cash flow	006		79.792.069
I. Total increase of cash flow from operating activities (001 to 006)	007	143.801.502	312,042,135
1. Decrease of current liabilities	008		
2. Increase of current receivables	009	239.103.333	
3. Increase of inventories	010	10,730,430	30.190.414
4. Other decrease of cash flow	011	9.383.115	21.943.012
II. Total decrease of cash flow from operating activities (008 to 011)	012	259.216.878	52,133,426
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	0	259.908.709
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	115.415.376	0
CASH FLOW FROM INVESTING ACTIVITIES			
Proceeds from sale of tangible and intangible assets	015	955.542	4.826,048
2. Proceeds from sale of equity and debt securities	016		
3. Interest received	017	14.864.114	11.637.924
4. Dividends received	018		
5. Other proceeds from investing activities	019	58.491.717	
III. Total proceeds from investing activities (015 to 019)	020	74,311.373	16.463.972
Purchase of tangible and intangible assets	021	19,914.154	14.964.612
2. Purchase of equity and debt securities	022		
Other purchases resulting from investing activities	023		5.172.858
IV. Total purchases resulting from investing activities (021 to 023)	024	19.914.154	20.137.470
B1) NET INCREASE OF CASH FLOW FROM INVESTING ACTIVITIES (020-024)	025	54.397.219	(
B2) NET DECREASE OF CASH FLOW FROM INVESTING ACTIVITIES (024-020)	026	0	3,673,498
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from issuance of equity and debt securities	027		
2. Proceeds from borrowings	028	592.495.052	64.700.000
Other proceeds from financing activities	029	1,039.998	
V. Total proceeds from financing activities (027 to 029)	030	587.000.000	64.700.000
Repayments of borrowings	031	440.252.982	204.603.385
2. Dividends paid	032	49.127.771	49,954,000
3. Repayments of finance lease	033	2,469.816	2.760.141
4. Purchase of treasury shares	034	4.524.533	3.341.996
Other purchases resulting from financing activities	035		
VI. Ukupno novčani izdaci od financijskih aktivnosti (031 to 035)	036	496,375.102	260.659.522
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	90.624.898	C
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)	038	0	195.959,522
Total increase of cash flow (013 – 014 + 025 – 026 + 037 – 038)	039	29.606.741	60.275.689
Total decrease of cash flow (014 - 013 + 026 - 025 + 038 - 037)	040	0	
Cash and cash equivalents at beginning of the period	041	54.902.549	84.509.290
Increase of cash and cash equivalents	042	29.606.741	60.275,689
Decrease of cash and cash equivalents	043		
Cash and cash equivalents at end of the period	044	84.509.290	144.784.979

# STATEMENT OF CHANGES IN EQUITY 1 from 1.1.2017. to 31.12.2017.

for the period from 1.1.2017.

Doctoring	AOP	Previous	Current
nesch	mark	period	period
	2	3	4
1. Share capital	001	204.715.320	209.244.420
2. Capital reserves	002	-8.312.744	-7.657.921
3. Reserves from retained earnings	003	85.852.773	83.475.954
4. Retained earnings or accumulated loss	004	117.255.820	110.259.023
5. Profit or loss for the period	900	55.516.304	43.509.144
6. Revaluation of tangible assets	900		
7. Revaluation of intangible assets	200		
8. Revaluation of financial assets available for sale	800		
9. Other revaluation	600		
10. Total capital and reserves (AOP 001 to 009)	010	455.027.473	438.830.620
11. Foreign exchanges from the foreign investments	011		A Participation of the Control of th
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
17 a. Attributable to equity holders	018		A make more of the special section of the spe
17 b. Attributable to minority interest	019		
The state of the s			

Balances that decrease equity are presented with the minus Data in AOP 001 to 009 are presented as the balance as at balance sheet date



Zagreb, 21 February 2018

Pursuant to the articles 401 to 410 of the Capital market Law (Official Gazette 88/08, 146/08, 74/09, 54/13, 159/13, 18/15, 110/15 and 123/16) Director Jasminko Herceg provides

### STATEMENT OF LIABILITY FOR PREPARING FINANCIAL STATEMENTS OF ISSUER

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

Temporary unaudited unconsolidated and consolidated financial statements for the period 01 January to 31 December 2017 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 temporary unaudited financial statements for the period 01 January to 31 December 2017 presents true and fair presentation of development and results of the operations and position of the Company and the Group with description of significant risks and uncertainties for the Company and the Group.

