

Management Board interim report for the temporary unaudited annual consolidated financial statements for 2018 Medika d.d. Zagreb
Group Medika



Management interim report

Comment on temporary unaudited consolidated financial statements for the fourth quarter of the year 2018

In accordance with the prescribed deadlines for submitting financial statements for the fourth quarter of 2018, Medika d.d. has prepared temporary unaudited consolidated financial statements which present approximate consolidated balance sheet as at 31 December 2018, approximate consolidated profit and loss statement for the fourth quarter of 2018, 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 2019.

With the above stated, Management Board does not comment financial statements, but only presents key events for the Company and the Group in 2018.

Key events

Total pharmaceutical market in 2018 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.

In capital and reserves there is a change in treasury shares since Medika acquired 1,500 treasury shares on regulated market.

Total indebtedness has decreased for HRK 100.0 million compared to the beginning of the year.

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

ZU Ljekarne Prima Pharme acquired pharmacy in Bibinje.



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 31.12.2018, the Company holds 2,940 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.

Related parties

The company with major voting rights, Auctor d.o.o. owns 32.86% of the Company and has 36.40% of shares with voting rights.

Pliva Hrvatska d.o.o., Zagreb owns 25.32% of the Company and has 28.05% 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.

Director

Medika d.d.

Capraška

Appendix 1. Reporting period:		01.01.2018.	to	Ē	31.12.2018.	
Reporting period.		01.01.2016.	i.o	L	31.12.2010.	
	Quarto	erly financi	al statemen	ts TFI-POD		
Registration number (MB):	03209741	_				
Identification number of company (MBS):		_				
Personal identification number (OIB):	94818858923					
	MEDIKA d.d.					
Postal code and city:	10000		ZAGREB			
Address:	CAPRAŠKA 1					
e-mail:	medika.uprava@med	lika.hr				
web page:	www.medika.hr					
Code and name of municipality/city						
Code and county name:		GREB			Number of employees:	821
Consolidated statements:	YES				(end of reporting period) NKD code:	4646
Consolidated entities (according to IFRS):		Headquaters:		MB:	
ZU	Ljekarne Prima Pharme	e		Zagreb	0694975	
	ZU Ljekarne Delonga	a		Zagreb	1605747	
	ZU Ljekarne Ines Škoko	o		Zagreb	02708396	
F	Primus Nekretnine d.o.o	.		Zagreb	4439856	
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		1		1	4	
Bookkeeping service	:[]	J				
Contact person	RADMILOVIĆ DIJANA					
Telephone number	(only name of the conta	ct person)		Fax	012371441	
	: medika.uprava@med	lika hr		, av. F		
	HERCEG JASMINKO	211(4.11)				
Name	(authorised person)					
	ements (Balance sheet, P ancial statements)	rofit and loss acc	count, Cash flow	Med.	ements of changes in equity	
		M.P.	,	(sig	nature of authorised person)	

BALANCE SHEET balance as at 31.12.2018.

Issuer: MEDIKA d.d.	AOP	Previous	0
Description	mark	period	Current period
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	428,629,723	430.871.556
I. INTANGIBLE ASSETS (004 to 009)	003	189.795.652	192.909.706
Research and development	004		
2. Concessions, patents, licences, trademarks, software and other rights	005	120.922.555	124.154.642
3. Goodwill	006	68.212.973	68.212.973
Advances for intangible assets	007	163.350	17.280
5. Intangible assets under construction	008	496.774	524.811
6. Other intangible assets	009		
II. TANGIBLE ASSETS (011 to 019)	010	190.142.280	188.439.603
1. Land	011	25.226.916	25.226.916
2. Buildings	012	127.922.484	123.255.733
Equipment and machinery	013	12.153.061	16.759.305
Furniture, fittings and vechicles	014	14.703.992	14.563.096
5. Biological assets	015		
6. Advances for tangible assets	016	145.854	201.990
7. Tangible assets under construction	017	9.177.283	7.549.17
8. Other tangible assets	018	812.690	883.390
9. Investment property	019		
III. NON-CURRENT FINANCIAL ASSETS (021 to 028)	020	31.562.923	37.871.248
Investment in subsidiaries and associates	021		
2. Loans to related parties	022		
3. Equity investments	023	21.452.944	21.837.638
Loans given to participating parties	024		
5. Investment in securities	025		
6. Loans given, deposits and similar	026	10.109.979	16.033.610
7. Other non-current financial assets	027		
Investments at equity method	028		
IV. RECEIVABLES (030 to 032)	029	1.022.618	280.11
Receivables from related parties	030		
2. Receivables for credit sales	031		
3. Other receivables	032	1.022.618	280.11
V. DEFFERED TAX ASSET	033	16.106.250	11.370.88
C) CURRENT ASSETS (035+043+050+058)	034	1.615.425.845	1.551.081.31
I. INVENTORY (036 To 042)	035	307.213.094	346.266.40
1. Raw material	036	501.637	570.04
2. Work in progress	037		
3. Finished products	038		
4. Trade goods	039	302.956.948	342.478.81
5. Advances for inventories	040	3.754.509	3.217.55
6. Non-current assets available for sale	041		
7. Biological assets	042		
II. RECEIVABLES (044 to 049)	043	1.110.614.710	1.171.056.28
Receivables from related parties	044		
2. Trade receivables	045	1.079.444.732	1.152.163.70
Receivables from participaring parties	046	13.062.528	10.260.64
4. Receivables from employees	047	27.429	32.06
Receivables from the state and other institutions	048	4.973.583	7.426.81
6. Other receivables	049	13.106.438	1.173.07
III. CURRENT FINANCIAL ASSETS (051 to 057)	050	52.813.062	
Investment in subsidiaries and associates	051		
Loans to related parties	052		
3. Equity investments	053		
Loans given to participating parties	054		
Loans given to participating parties Investment in securities	055		
6. Loans given, deposits and similar	056	52.813.062	5.165.26
7. Other financial assets	057		
IV. CASH IN BANK AND ON HAND	058	144.784.979	28.593,36
D) PREPAID EXPENSES AND ACCRUED INCOME	059	780.889	
	060	2.044.836.457	
E) TOTAL ASSETS (001+002+034+059) G) OFF BALANCE SHEET ITEMS	061	121.247.906	

EQUITY AND LIABILITIES	T	100 000 000	450.925.989
A) CAPITAL AND RESERVES (063+064+065+071+072+075+078)	062	438.830.620	The same of the sa
I. SHARE CAPITAL	063	209.244.420	209.244.420
II. CAPITAL RESERVES	064	-7.657.921	-7.657.921
III. RESERVES FROM RETAINED EARNINGS (066+067-068+069+070)	065	83,475,954	61.886.379
1. Legal reserves	066	18.548.510	18.548.510
Reserves for treasury shares	067	48.811.980	48.811.980
3. Treasury shares	068	15.598.249	37.187.824
Statututory reserves	069		
5. Other reserves	070	31.713.713	31.713.713
IV. REVALUATION RESERVES	071		
V. RETAINED EARNINGS OR ACCUMULATED LOSS (073-074)	072	110.259.023	153.768.167
Retained earnings	073	110.259.023	153.768.167
2. Accumulated loss	074		
VI. PROFIT OR LOSS FOR THE PERIOD (076-077)	075	43.509.144	33.684.944
1. Profit for the period	076	43.509.144	33.684.944
2. Loss for the period	077		
VII. MAJNORITY INTERESTS	078		
B) PROVISIONS (080 To 082)	079	803,653	740.390
Provisions for retirement, severance oayment and similar	080	803.653	740.390
2. Tax provisions	081		
3. Other provisions	082		
C) NON-CURRENT LIABILITIES (084 to 092)	083	21.707.950	22.036.320
1. Liabilites to related parties	084		
2. Borrowings and deposits	085		
Liabilites to banks and other financial institutions	086	5.785.260	6.113.630
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 liabilities	091		
9. Deferred tax liabilitiy	092	15.922.690	15.922.690
D) CURRENT LIABILITIES (094 to 105)	093	1.579.398.372	1.511.901.989
Liabilities to related parties	094	118.412.210	72.678.512
Borrowings and deposits	095		
Liabilities to banks and other financial institutions	096	369.479.334	269.875.462
Liabilities for advances received	097	2.414.447	4.353.764
5. Trade payables	098	1,052,045,823	1.139.118.214
6. Liabilities for securities	099		*100.00.000.000.000.000.000.000
7. Liabilities to participating parties	100		
8. Liabilities to employees	101	10.602.471	11.107.205
Liabilities for taxes and contributions	102	12.037.394	13.266.373
	103	12,030.000	
10. Dividend payables 11. Liabilites for non-current assets available for sale	104	12,000.000	-
	105	2.376.693	1.502.459
12. Other current liabilities	106	4.095.862	2.246.592
E) DEFFERED INCOME AND ACCRUED EXPENSES	107	2.044.836.457	1.987.851.280
F) TOTAL EQUITY AND LIABILITIES (062+079+083+093+106)	107	121,247,906	132.109.570
G) OFF BALANCE SHEET ITEMS	108	121.247.500	102.100.070
SUPPLEMENT TO BALANCE SHEET (for consolidated financial statements)			
A) CAPITAL AND RESERVES	1 400	438.830.620	450.925.989
1. Attributable to equity holders	109	430.030.020	450.825,868
Attributable to minority interest	110		

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

PROFIT AND LOSS for the period from $\underline{01.01.2018.}$ to $\underline{31.12.2018}.$

Issuer: MEDIKA d.d.

Description	AOP mark	Previous	period	Current	period
		Cumulative	Quarter	Cumulative	Quarter
1	2	3	4	5	6
OPERATING REVENUES (112+113)	111	2.840.308.797	732.953.281	3.085.209.672	790.476.40
1. Revenues from sale	112	2.811.851.027	722.633.512	3.061.683.942	786,451,642
2. Other operating revenues	113	28.457.770	10.319.769	23.525.730	4.024.76
I. OPERATING EXPENSES (115+116+120+124+125+126+129+130)	114	2.751.779.047	710.449.249	2.992.211.254	768.727.04
1. Change in value of work in progress and finished goods	115				
2. Material expenses (117 to 119)	116	2.582.259.198	664.964.609	2.832.957.584	729.216.15
a) Raw materials	117	11.863.747	3.418.599	13.331.711	3.544.44
b) Cost of goods sold	118	2.530.724.830	648.243.622	2.780.749.020	714.448.83
c) Other expenses	119	39.670.621	13,302,388	38.876.853	11.222.87
3. Employee expenses (121 to 123)	120	101.135.145	25,609,611	101.944.634	26.188.72
a) Net salaries	121	61.384.232	15.624.902	62.291.252	16.222.27
b) Tax and contributions from salaries	122	25.658.368	6.456.025	26.049.501	6.572.03
c) Contributions on salaries	123	14.092.545	3.528.684	13,603,881	3.394.40
4. Depreciation and amortization	124	13,617,987	3.406.726	14.840.193	3.816.83
5. Other expenses	125	49.102.202	17.554.579	37.421.411	8.391.59
6. Impairment (127+128)	126	5,535,133	-1.215.658	3,981,709	657.24
a) of non-current assets (financial assets excluded)	127	704.994	704.994		
b) of current assets (financial assets excluded)	128	4,830,139	-1.920.652	3.981,709	657.24
7. Provisions	129	129,382	129.382	1.065,723	456,48
8. Other operating expenses	130				
III. FINANCE INCOME (132 to 136)	131	19,362,233	10.569.887	14.020,100	1.918.97
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	17.512.249	9.933.515	12,008,853	1.227.08
3. Share of profit from associate	134	339	339	1.937.528	618.17
4. Unrealised gains	135	CORNERS			
5. Other financial income	136	60,222	60,222	73,719	73.71
IV. FINANCE EXPENSES (138 to 141)	137	70.054,417	8,150,051	65,867,203	57.803.77
1. Interests, foreign exchanges and dividend from related parties	138		30,4,50,50,50,50		
2. Interests, foreign exchanges and dividend from non-related parties	139	20,054,417	8,150,051	15,860,509	7,803,77
3. Unrealised losses	140				
4. Other finance expenses	141	50,000,000		50,006,694	50,000.00
V. SHARE OF PROFIT FROM ASSOCIATE	142				
VI. SHARE OF LOSS FROM ASSOCIATE	143				
VII. EXTRAORDINARY - OTHER INCOME	144				
VIII. EXTRAORDINARY - OTHER EXPENSES	145	1			
IX. TOTAL INCOME (111+131+142 + 144)	146	2.859.671.030	743,523,168	3.099.229.772	792,395,37
X. TOTAL EXPENSES (114+137+143 + 145)	147	2.821.833.464	718.599.300	3.058.078.457	826.530.82
XI. PROFIT OR LOSS BEFORE TAX (146-147)	148	37.837.566	24.923.868	41,151,315	-34,135,44
1. Profit before tax (146-147)	149	37.837.566	24.923.868	41,151,315	
2. Loss before tax (147-146)	150	0	0	0	34.135.44
XII. INCOME TAX	151	-5.671.578	-8.438.954	7,466,371	-7,411.91
XIII. PROFIT OR LOSS FOR THE PERIOD (148-151)	152	43.509.144	33.362.822	33.684.944	-26.723.52
Mark Control (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990) (1990)	153	43.509.144	33.362.822	33.684.944	20.720.02
1. Profit for the period (149-151) 2. Loss for the period (151-148)	154	45.509.144	03,302,022		26,723.52

SUPPLEMENT TO PROFIT AND LOSS (for consolidated financial statements)					
XIV. PROFIT OR LOSS FOR THE PERIOD					
1. Attributable to equity holders	155	43.509.144	33.362.822	33.684.944	-26,723,529
2. Attributable to minority interest	156				
OTHER COMPREHENSIVE INCOME REPORT (for IFRS reporting)	***			in the second	
I. PROFIT OR LOSS FOR THE PERIOD (= 152)	157	43.509.144	33.362.822	33.684.944	-26.723.529
II. OTHER COMPREHENSIVE PROFIT/LOSS BEFORE TAX (159 to 165)	158	0	0	0	0
1. 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	43,509,144	33.362.822	33,684,944	-26,723,529
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	43,509,144	33.362.822	33.684.944	-26.723.529
2. Attributable to minority interest	170				

STATEMENT OF CASH FLOW - Indirect method for the period from 01.01.2018. to 31.12.2018.

Issuer: MEDIKA d.d.	AOP	Previous	Current
Description	mark	period	period
1	2	3	4
CASH FLOW FROM OPERATING ACTIVITIES	-		
Profit before tax	001	37.837.566	41.151.315
2. Depreciation and amortisation	002	13.617.987	14.840.193
Increase of current liabilities	003	43.003.268	44.137.488
Decrease of current receivables	004	137.791.245	
5. Decrease of inventories	005		
6. Other increase of cash flow	006	59.035.058	27.393.227
I. Total increase of cash flow from operating activities (001 to 006)	007	291.285.124	127.522.223
Decrease of current liabilities	008		
2. Increase of current receivables	009		60.441.577
3. Increase of inventories	010	30.190.414	39.053.311
4. Other decrease of cash flow	011		
II. Total decrease of cash flow from operating activities (008 to 011)	012	30.190.414	99.494.888
A1) NET INCREASE OF CASH FLOW FROM OPERATING ACTIVITIES (007-012)	013	261.094.710	28.027.335
A2) NET DECREASE OF CASH FLOW FROM OPERATING ACTIVITIES (012-007)	014	0	0
CASH FLOW FROM INVESTING ACTIVITIES	•		
Proceeds from sale of tangible and intangible assets	015	4.572.178	1.418.467
Proceeds from sale of equity and debt securities	016		
3. Interest received	017	2.280.511	13.883.767
4. Dividends received	018		
5. Other proceeds from investing activities	019		
III. Total proceeds from investing activities (015 to 019)	020	6.852.689	15.302.234
Purchase of tangible and intangible assets	021	11.507.718	16.310.682
Purchase of equity and debt securities	022		
Other purchases resulting from investing activities	023	5.172.858	6.308.325
IV. Total purchases resulting from investing activities (021 to 023)	024	16.680.576	22.619.007
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	9.827.887	7.316.773
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from issuance of equity and debt securities	027		
2. Proceeds from borrowings	028	64.700.000	673,000,000
Other proceeds from financing activities	029	1.620.000	
V. Total proceeds from financing activities (027 to 029)	030	66.320.000	673.000.000
Repayments of borrowings	031	204.603.385	773.000.000
2. Dividends paid	032	45.954.000	12.030.000
Repayments of finance lease	033	3.411.753	3.282.606
Purchase of treasury shares	034	3.341.996	21.589.57
Other purchases resulting from financing activities	035		
VI. Ukupno novčani izdaci od financijskih aktivnosti (031 to 035)	036	257.311.134	809,902.181
C1) NET INCREASE OF CASH FLOW FROM FINANCING ACTIVITIES (030-036)	037	0	(
C2) NET DECREASE OF CASH FLOW FROM FINANCING ACTIVITIES (036-030)	038	190.991.134	136.902.18
Total increase of cash flow (013 - 014 + 025 - 026 + 037 - 038)	039	60.275.689	(
Total decrease of cash flow (014 - 013 + 026 - 025 + 038 - 037)	040	0	116.191.619
Cash and cash equivalents at beginning of the period	041	84.509.290	144.784.979
Increase of cash and cash equivalents	042	60.275.689	
Decrease of cash and cash equivalents	043		116.191.619
Cash and cash equivalents at end of the period	044	144.784.979	28.593.360

STATEMENT OF CHANGES IN EQUITY

Ç for the period from 01.01.2018.

31.12.2018.

Description	AOP	Previous	Current
TOUR DESCRIPTION OF THE PROPERTY OF THE PROPER	mark	period	period
1	2	3	4
1. Share capital	100	209.244.420	209.244.420
2. Capital reserves	002	-7.657.921	-7.657.921
3. Reserves from retained earnings	003	83.475.954	61.886.379
4. Retained earnings or accumulated loss	004	110.259.023	153.768.167
5. Profit or loss for the period	900	43.509.144	33.684.944
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	438.830.620	450.925.989
11. Foreign exchanges from the foreign investments	011		
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		
17 b. Attributable to minority interest	019		

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, 27 February 2019

Pursuant to the articles 462 to 471 of the Capital market Law (Official Gazette 65/18) 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 2018 present true and fair view of assets and liabilities, financial position, profit or loss of the Company and the Group.

The interim management report for the temporary unaudited financial statements for the period 01 January to 31 December 2018 presents 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.

Jasminko Herceg

Medika d.d.