



CORPORATE COMMUNICATION

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MEDIA RELEASE

Podravka Group business results for first six months 2012

- *total sales of Podravka Group in the first six months 2012 is the same as in this period last year*
- *Podravka Group profitability without non-recurring items is increasing*

Total sales of Podravka Group in the first six months 2012 was HRK 1,720.5 million, and is almost the same as in this period last year.

SBA Food and Beverages realized sales increase on foreign markets, for instance South East Europe (4%) with Bosnia and Herzegovina, Macedonia and Kosovo, followed by the markets of Western Europe, overseas countries and Far East (4%), with the biggest sales increase on the markets of Australia and USA and the markets of Eastern Europe (4%), with Russia recording the most significant sales increase.

In SBA Pharmaceuticals, significant growth is recorded on foreign markets (19%), mostly contributed by the markets of Russia and Bosnia and Herzegovina, and significant increase was also recorded by the markets of Serbia and Slovenia. Sales in the market of Croatia is also increasing, and in the observed period sales increase was 2%.

If total sales per markets is observed, in this period Podravka Group realized 3% sales decrease on domestic market, while foreign markets grew 2%.

Podravka Group operating profit is HRK 84.2 million, which is 18% decrease, while net profit in the first six months 2012 was HRK 39.1 million, which is 30% decrease compared to the same period last year, and net margin is 2.3%, which is 90bp decrease.

Podravka Group profitability without non-recurring items is increasing, EBITDA and EBIT as well, while net profit is almost the same as in this period in 2011.

SBA Pharmaceuticals realized in the first half 2011 one-off income from insurance refund amounting to HRK 23.7, which was positively reflected on the result in that period, while this year there are negative non-recurring items amounting to HRK 7.4 million, relative to severance payments.



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More information on Podravka Group business results in the first half 2012 you can find on Podravka web site at [Investors / Financial reports / Disclosure of financial results](#).