

# The challenge for the brave

**Sopharma Pharmaceuticals**  
***Ognian Donev, PhD***  
***CEO and Chairman of the Board***

## Sopharma History

- Founded in 1933 as a small laboratory, Sopharma Pharmaceuticals is headquartered in Sofia, Bulgaria
- Between 1933 and 1953 it grew to the biggest pharmaceutical producer in the country
- In 1953 it was nationalized and became the main supplier for the Bulgarian market and the SEE countries
- In 2000 the company was privatized and since then more than 75 million EUR were invested in renovation, construction and R&D



# Sopharma Business Case

- The number one pharmaceutical producer in Bulgaria with a portfolio of 210 products
  - 25% original phyto based products
  - 65% branded generics
  - 10% by generic name
- Operating on 29 markets
  - 9% market share in value and 35% in units on the domestic Bulgarian market
  - Over 1% market share in value in Russia and Ukraine
  - Other main markets include Kazakhstan, Poland etc.
- 12 production facilities in Bulgaria, 1 in Russia, 1 in Ukraine and 1 in Serbia
  - Total capacity of solid forms production exceeds 3,5 billion tablets annually
  - Total capacity for ampoules was doubled in 2008 to reach 80 million ampoules annually
  - Other production facilities include ointments plant, suppositories, syrups etc.

# Management & shareholders

## Board of directors

PhD, Ognian Donev

Chairman and CEO

Vessela Stoeva

Deputy Chairman

Alexander Todorov

Member

Andrey Breshkov

Member

Unipharm AD

Member

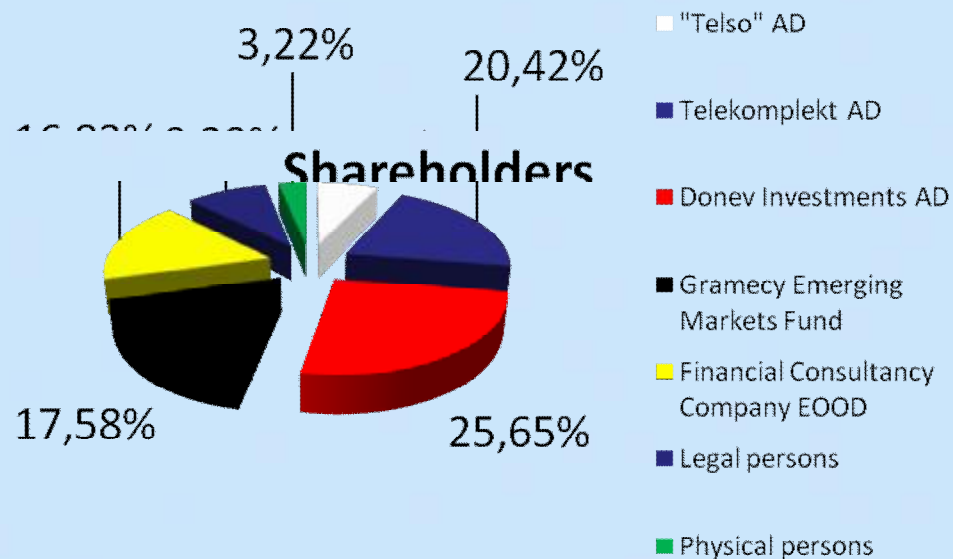
## Management

Boris Borisov, CFO

Minko Minkov, Production Director

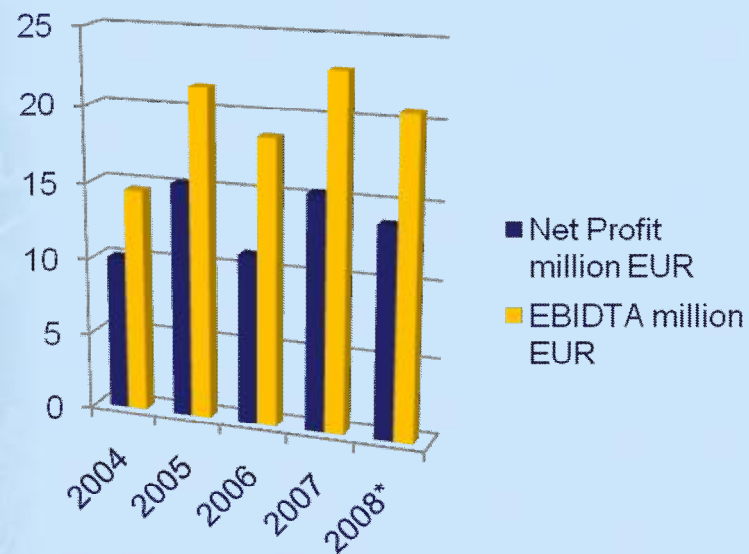
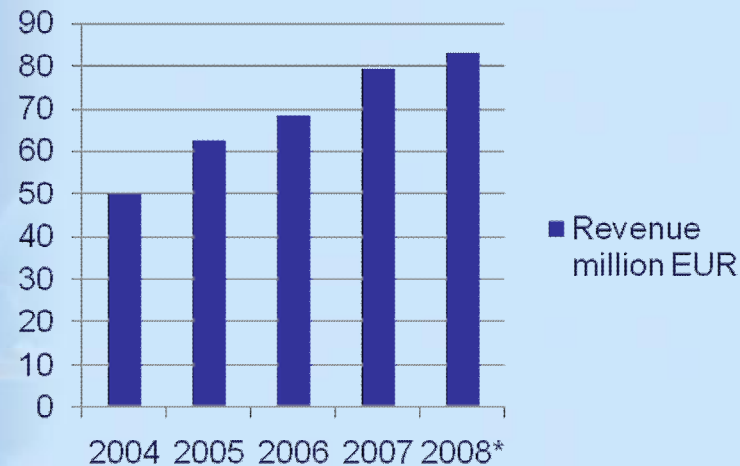
Dr. Vladimir Kosev, Marketing Director

## Shareholders





## Facts & figures



- Revenues increase between 5-30% each year since the privatization of the company in the year 2000
- Investments increase more than 17 times since the privatization of the company in the year 2000
- Sopharma Group now includes more than 10 companies in related fields



## Sopharma Group includes:

- The number one national pharmaceutical wholesaler with 25% market share – Sopharma Trading AD
- 7 local and 3 foreign pharmaceutical and medical devices producers
- After the first hostile takeover in Bulgaria that took place in 2007 Doverie United Holding is controlled by Sopharma and related persons and over 30 companies from the Holding, including a private hospital, 3 pharmaceutical producers, a Health Insurance Fund etc. became part of Sopharma Group



## Featured & planned investments

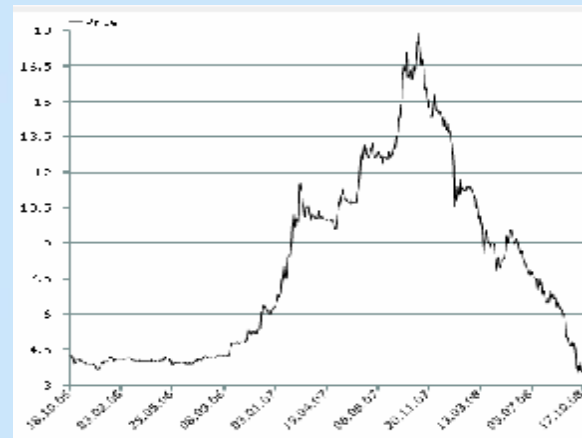
- Two important international acquisitions in the past 12 months:
  - Vitamini AD, Ukraine, 13<sup>th</sup> on the pharma market in Ukraine, 63 product registrations
  - Invanchich & Sons, Serbia, modern facilities in Belgrade, 21 product registrations
- In progress: State-of-the-art solid forms factory
  - 3 billion tablets annual capacity
- In progress: State-of-the-art fully automated retail warehouse
  - KNAPP technology, human hand does not touch the products

# Challenge for the brave

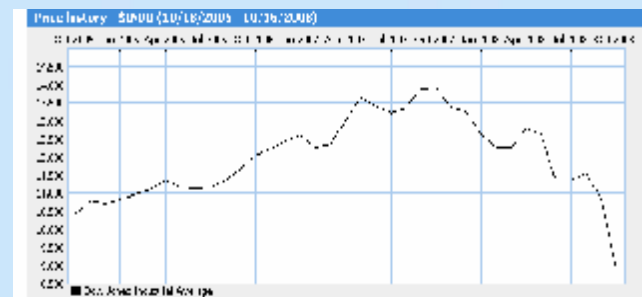
**SOPHARMA unconsolidated revenues mil. EUR**



**SOPHARMA Share Price since 10/05**



**DOW JONES INDUSTRIAL Index since 10/05**





## What is the “real” price per share of:

- The number ONE pharmaceutical producer with 9% market share on the domestic market, more than 1% market share in Russia and Ukraine and well established in 26 other countries recognized by partners as GSK, Novartis, JANSSEN – CILAG for co-production contracts
- The number ONE pharmaceutical producer owning the number ONE national pharmaceutical wholesaler with over 25% market share
- Group of companies with consolidated revenues exceeding 250 million EUR
- A mother company of a private hospital, health insurance fund, 7 established GMP certified pharma producers and medical devices producers etc.

**A CHALLENGE FOR THE BRAVE!**



**THANK YOU FOR YOUR ATTENTION!**

**Ognian Donev, PhD**

*CEO and Chairman of the Board*

Sopharma Pharmaceuticals

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