



**Medika** d.d.  
Zagreb, Capraška 1

**INTERIM REPORT  
for first six months of 2011  
Medika d.d. Zagreb**

**July 2011**

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

### *Comment on the result for the first six months of 2011*

Sales revenue of Medika in the first six months of 2011 is by 7.5% higher comparing to the same period of previous year.

The operative profit rate EBIT amounts to HRK 21.3 mil or 2.04% and EBITDA amounts to HRK 28.9 mil or 2.76 %.

The realized net profit amounts to HRK 9.1 mil. The lower net profit comparing to the operative profit is result of net finance expense.

Net finance expense are lower comparing to the same period of previous year due to the lower level of debt during the first quarter comparing to the same period of previous year and lower contracted interest rates.

<b>Key indicators</b>	<b>I-VI 2011</b>	<b>I-VI 2010</b>	<b>Change I-VI 2011 / I-VI 2010</b>
Sales revenue (000 HRK)	1,043,207	970,517	7.49%
EBITDA margin	2.76%	2.16%	+0.59%
EBIT margin	2.04%	1.38%	+0.66%
Net profit (000 HRK)	9,070	7,605	19.26%

### *Key events*

Pharmaceutical market has shown growth in the first six months of 2011 comparing to the same period of previous year. Despite of sales revenue loss in Gradska Ljekarna Zagreb, sales revenue shows growth comparing to the same period of previous year. Since the percentage of sales revenue growth is higher than percentage of market growth, market share shows growth as well.

In February the long term loan in Medika d.d. in the amount of EUR 22.6 million was reprogrammed to a lower interest rate. At the same time, part of the loan in amount of EUR 6.7 million was converted to a short-term loan in Croatian kuna, which reduced currency risk exposure of Medika.

