



Analyst Presentation

June 25th, 2007



Historical Highlights

- 1911 Establishment of **Lavipharm**
- 1976 Dr. A. Lavidas with new management team
- 1977 Collaboration with L'Oreal - first to sell cosmetics through pharmacies in Greece
- 1979 Construction of plant for drugs & cosmetics' production
- 1985 Establishment of R&D department focused on drug delivery
- 1989 Establishment of **Laboratoires Lavipharm** in Paris
- 1993 Completion of transdermal production unit
- 1994 Establishment of the Joint Venture company Lavipharm Alliance Santé (**L.A.S.**) with Alliance Santé Distribution
- 1995 Listing of **Lavipharm S.A.** on the Athens Stock Exchange
Launch of nitroglycerin transdermal patch in Italy/France
- 1996 Purchase of U.S. based R&D unit specialised in TDDS (now **Lavipharm Laboratories Inc**)
- 1997 Launch of patented acne epidermal patch in 40 countries by L'Oreal



Historical Highlights

- 2003 Collaboration and License Agreement with GSK on pharmaceutical technology
Completion of the development of fentanyl transdermal system indicated for pain management by Lavipharma Laboratories Inc
- 2004 Lavipharma S.A. acquires the remaining 40% of the wholesale company L.A.S. SA from "Alliance Unichem"
Submission of the ANDA file for Lavipharma's fentanyl patch to the FDA
- 2005 Submission of the file in relevant European authorities
Collaboration agreement with Recordati for the promotion of the fentanyl patch in several European countries
- 2006 FDA approval to Lavipharma's generic fentanyl transdermal system to market in the United States
- 2007 Approval by the Greek Healthcare Regulator (EOF) to market Lavipharma's Fentanyl patch in Greece



Goals / Strategy

- Solidify our leading market position in the local market across the full spectrum of activities in the healthcare sector
 - Support strategic business units (cardiology, neurology, pain, dermatology, OTC)
 - Develop and commercialize in-house technology-driven products through strong international alliances
 - Further expand wholesaling and logistics activities
- Expand our international presence: fentanyl transdermal system, nitroglycerine transdermal system
- Strengthen our financial performance through sales' growth and consolidation of expenses
- Refinance short- term debt through share capital increase and mid- term bond issue



Operation Centers

Greece

- ◆ Headquarters
 - ◆ Production / Distribution
 - ◆ Commercial activity
- Pharma, OTC, Dermocosmetics,



France

- ◆ Dermocosmetics / Extraction technologies



U.S.A.

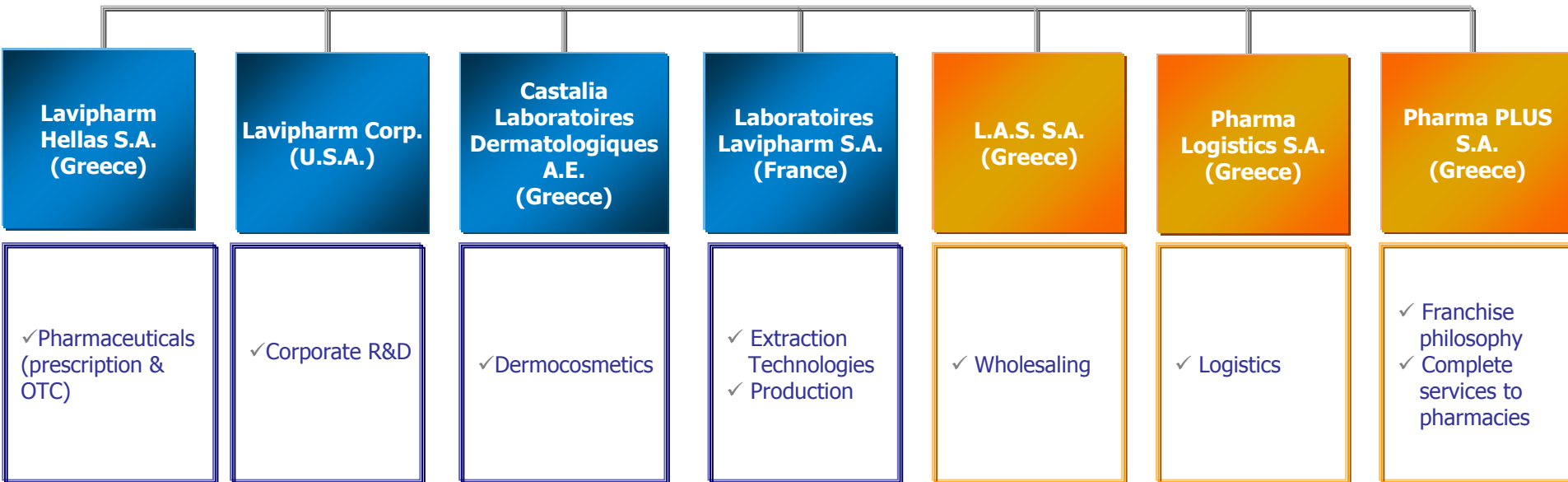
- ◆ Corporate R&D
- ◆ Pharma / OTC



Group Structure

LAVIPHARM S.A.

✓ Production, Exports & Services to Subsidiaries and Third Parties





Core Activities

I. Pharmaceuticals (prescription / OTC)

II. Dermocosmetics

V. Wholesaling / Services

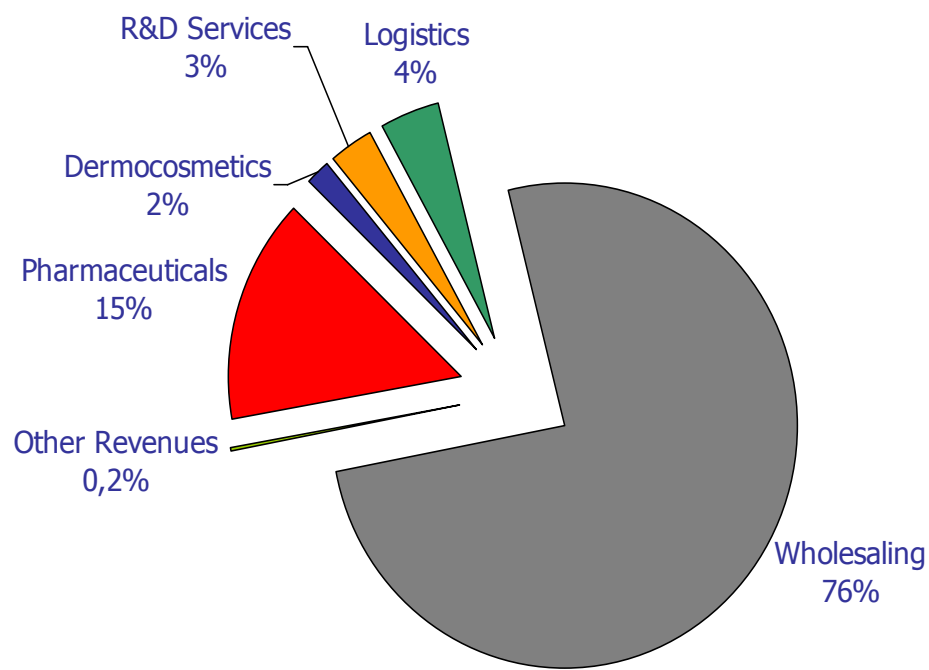
VI. Logistics



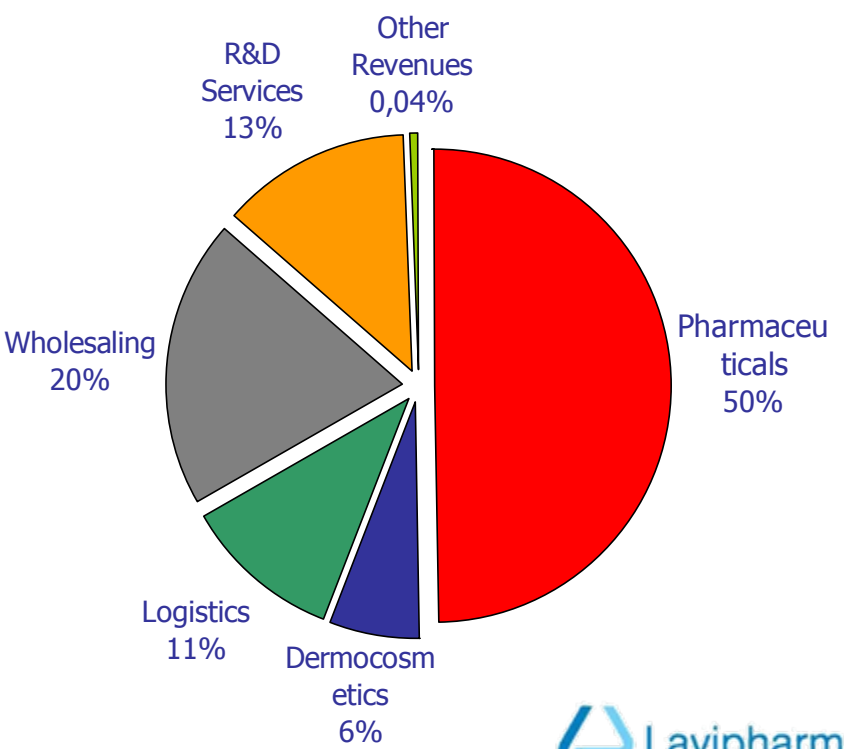
Sales & Gross Profit Analysis (12M, 2006)

By Business Activity

Sales



Gross Profit





Pharmaceuticals (Greece)

Lavipharm Hellas



ETHICAL DIVISION

- Leader in Antiseptics and Nitrate market (71% and 33%)
- Main cooperations : 3M, Sanofi-Aventis, GSK, Helsinn, Mundipharma, Pohl Boskamp

OTC DIVISION GREECE

- Main Products: ALGON, IVALITEN, LAXEMEL, LACTA, FEMARELLE
- Main Cooperations : So.Se.Pharm, Rolf Kullgren, Betafarma, NTC, Se-Cure Pharmaceuticals



Pharmaceuticals (International Products)



- **TRINIPATCH**
- **FENTADUR**
- **HYPERTENSION** (under development)



Pharmaceuticals New Products (Greece)

2007

- **Femarelle**
Gynecology/Menopause
- **Fentadur** (Fentanyl Patch)
Pathology/Strong Analgesic
- **Dixine** (Risperidone)
Psychiatry/Psychoses
- **Resostyl** (Selegiline)
Neurology/Parkinson disease
- **Gastrotuss** *
Gastroenterology/
Gastroesophageal reflux

2008

- **Toremol** (Glimepiride)
Pathology/Antidiabetic drugs
- **Tramadol**
Pathology/Analgesic
- **Propofol** *
Surgery/General Anesthetic
- **Topalgon**
General Medicine/
Anti-inflammatory
- **Hyalofemme**
Gynecology/Hyaluronic Acid
- **Lavie** *
Food Supplements

2009

- **Lavipress** (Amlodipine)
Cardiology/Hypertension
- **Antivix** (L-Cloperastine)
Pneumonology/Antitussive
- **Metronidazole** *
Dermatology/Injectable
Antifungal
- **Ciproflaxin**
Pneumonology/Injectable
Antibiotic
- **Alendronate**
Osteoporosis/Bone density
improve

(* TBD)

Pharmaceuticals New International Products



	Product	Projected Launch
Transdermal Systems	Pain Management (Fentanyl)	2007
	Hypertension – LAVI 117	2010
	Smoking Cessation – LAVI 141	2010
Patents	8 granted / 6 pending	
Thin Films	Smoking Cessation - LAVI 140	2009
	Cough & Cold – LAVI 303	TBD
	Cough & Cold – LAVI 305	TBD
	Metabolic Stimulant – LAVI 306	TBD
	Antistaminic LAVI 304	TBD
Patents	14 granted / 33 pending	



Dermocosmetics

Castalia Laboratoires
Dermatologiques

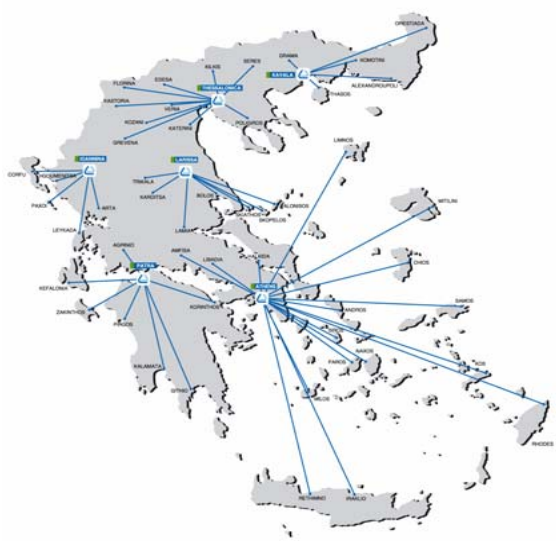


- PROMOTED BY DERMATOLOGISTS
- CLINICALLY TESTED
- SOLD EXCLUSIVELY IN PHARMACIES





Wholesaling / Services



LAS

- The only pharmaceutical wholesaler with 6 distribution centers in the largest Greek cities
- Fully automated
- ISO 9002 certificate for distribution
- Market share ~7%

Pharma PLUS

- Integrated I.T. system
- Purchasing Planning
- Educational programs
- Pioneer architectural proposal
- Business plan / Marketing Plan
- Space Management / Category Management



Logistics

Pharma Logistics

Major Customers



- Direct coverage to: Pharmacies (5.500 countrywide), all public and private hospitals and all wholesalers
- Market Share based on IMS data 2006 → 20%
- Distribution sites in Peania, Koropi and Salonica
- Own fleet of 19 trucks with full cold chain guarantee covering 75% of distributed volumes – rest by third party transporters
- New site planned to commence construction within 2007 in Avlonas, Attica to house approx. 15,000 pallets and over 6,000 SKUs

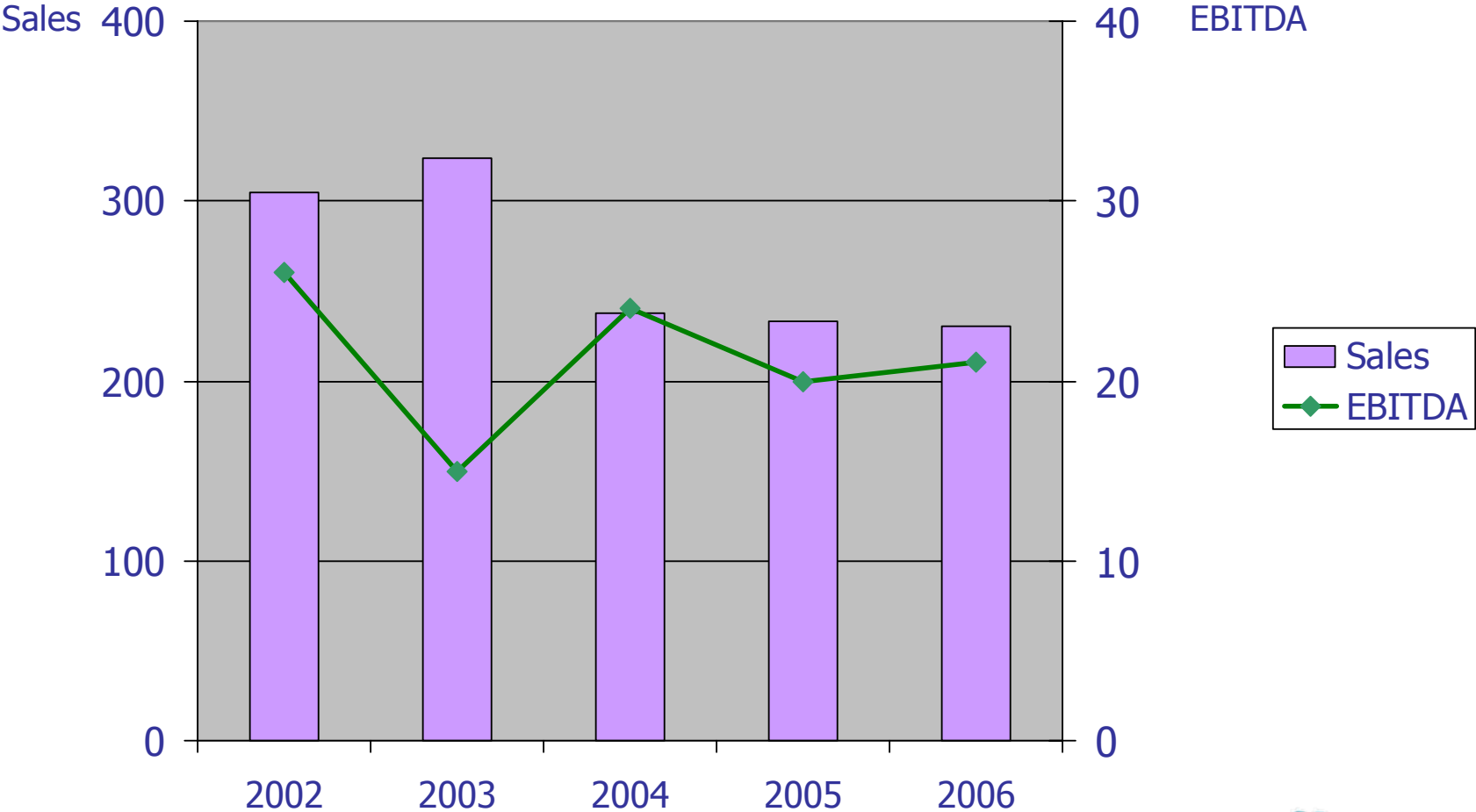


Key Financials / Lavipharm Group



5years' Consolidated Sales / EBITDA

(amounts in € millions)



12M 2006



P&L

Lavipharm Group

Lavipharm SA

	<u>2006</u>	<u>2005</u>	<u>%</u>		<u>2006</u>	<u>2005</u>	<u>%</u>
Sales	230,3	233,2	-1,3		48,6	54,9	-11,5
Gross Profit	43,3	38,7	12,0		14,6	11,7	25,5
EBITDA	20,6	20,5	0,8		16,4	9,8	67,6
PBT	4,4	6,6	-33,1		9,8	3,8	155,1
PAT	3,17	3,18	-0,3		7,4	2,5	195,4
PAT & MR*	2,71	2,66	2,2		-	-	-

* and minority rights

12M 2006



Balance Sheet

	<u>Lavipharm Group</u>			<u>Lavipharm SA</u>		
	2006	2005	%	2006	2005	%
Fixed assets	84,5	85,8	-1,4	164,4	161,9	1,5
Current assets	112,1	108,9	2,9	48,6	50,2	-3,1
Total assets	196,6	194,7	1,0	213,0	212,1	0,4
Total liabilities	186,6	186,6	0	92,5	99,0	-6,5
Net Equity	10,0	8,1	24,5	120,4	113,1	6,5



Q1 2007

P&L

Lavipharm Group

Lavipharm SA

	<u>2007</u>	<u>2006</u>	<u>%</u>		<u>2007</u>	<u>2006</u>	<u>%</u>
Sales	62,6	53,2	17,8		13,3	10,2	30,9
Gross Profit	13,2	8,7	51,9		3,4	2,8	21,1
EBITDA	6,2	4,6	34,2		1,3	3,7	-64,6
PBT	1,1	1,4	-18,5		-1,2	2,3	n/a
PAT	0,97	1,1	-14,7		-0,96	1,7	n/a
PAT & MR*	0,26	1,4	-81,8		-	-	-

* and minority rights

Q1 2007



Balance Sheet

	<u>Lavipharm Group</u>			<u>Lavipharm SA</u>		
	<u>2007</u>	<u>2006</u>	<u>%</u>	<u>2007</u>	<u>2006</u>	<u>%</u>
Fixed assets	83,9	84,5	-0,8	163,9	164,4	-0,3
Current assets	121,6	112,1	8,5	50,6	48,6	4,1
Total assets	205,5	196,6	4,5	214,5	213,0	0,7
Total liabilities	194,4	186,6	4,2	95,1	92,5	2,7
Net Equity	11,1	10,0	10,3	119,5	120,4	-0,8



Business Plan 2007-2010

- ✓ Sustainable Sales Growth
- ✓ Significant EBITDA Increase
- ✓ Positive impact from USA activities
- ✓ New products, new markets, Avlona Logistics Center



Fentanyl patch U.S.A. market

Current annual market size: \$900 million (€700 million)

Current competitors: Mylan and Sandoz / J&J

Market share Scenarios for Lavipharm in 2007:

Market Share	10%	20%	25%
Sales (€ million)	33	66	83
EBITDA (€ million)	20	40	50

Assumptions:

- 1) Market size decreasing to \$700 mln (€550 mln) due to increased penetration of generic products.
- 2) Sales reflect net amounts accruing to Lavipharm i.e. in the 10% market share scenario, the wholesale amount is €55 mln of which $€55\text{mln} \times 60\% = €33\text{mln}$ accrue to Lavipharm
– The balance is to Dava (distributor).



Fentanyl patch European Market

- Current annual market size: €700 million.
- Competition: J&J and additionally (primarily in Germany) Ratiopharm, Hexal and Nycomed
- Lavipharm expected launch: 4Q 2007 - early 2008

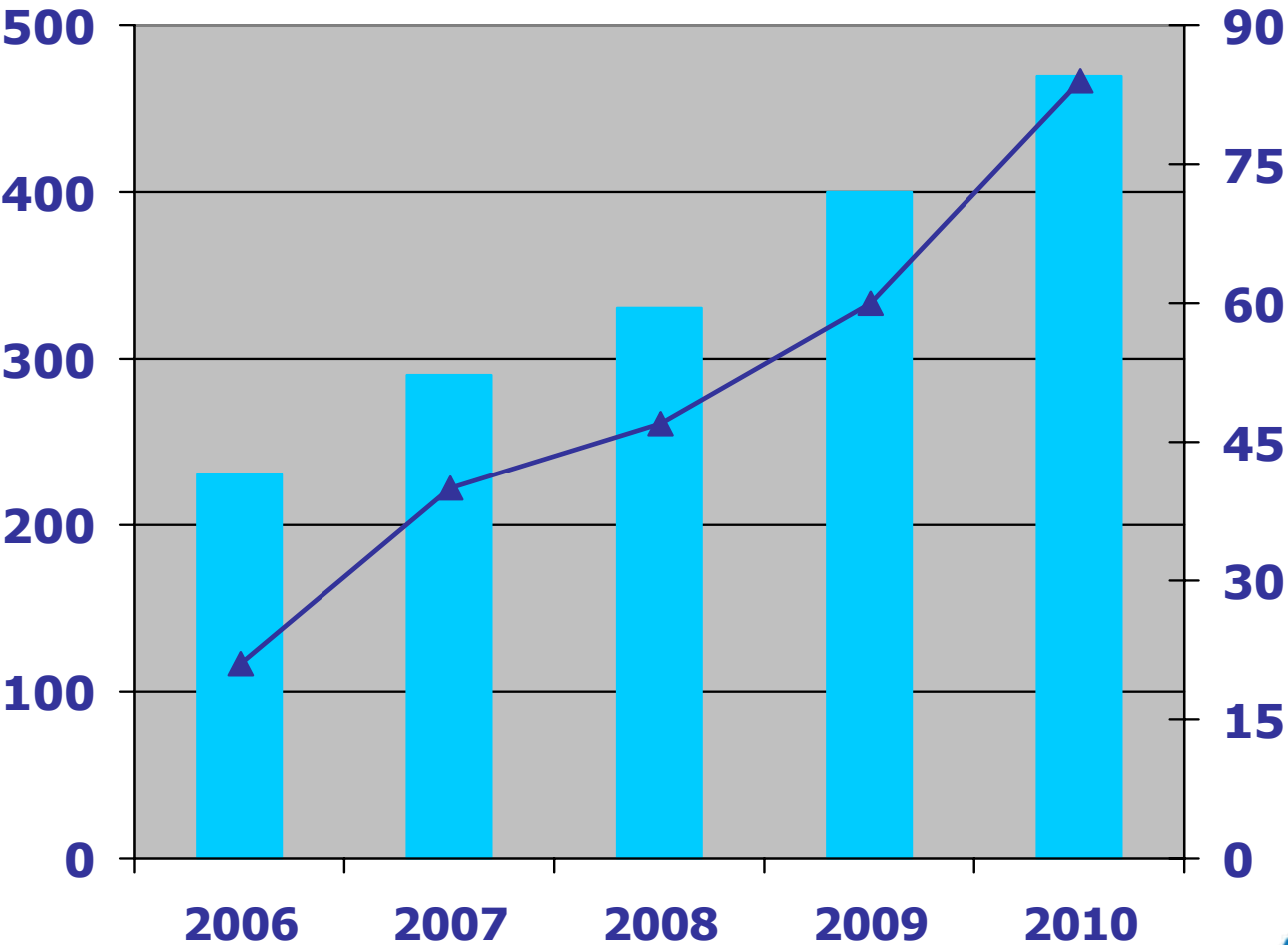


Business Plan 2007 -2010

Sales

EBITDA

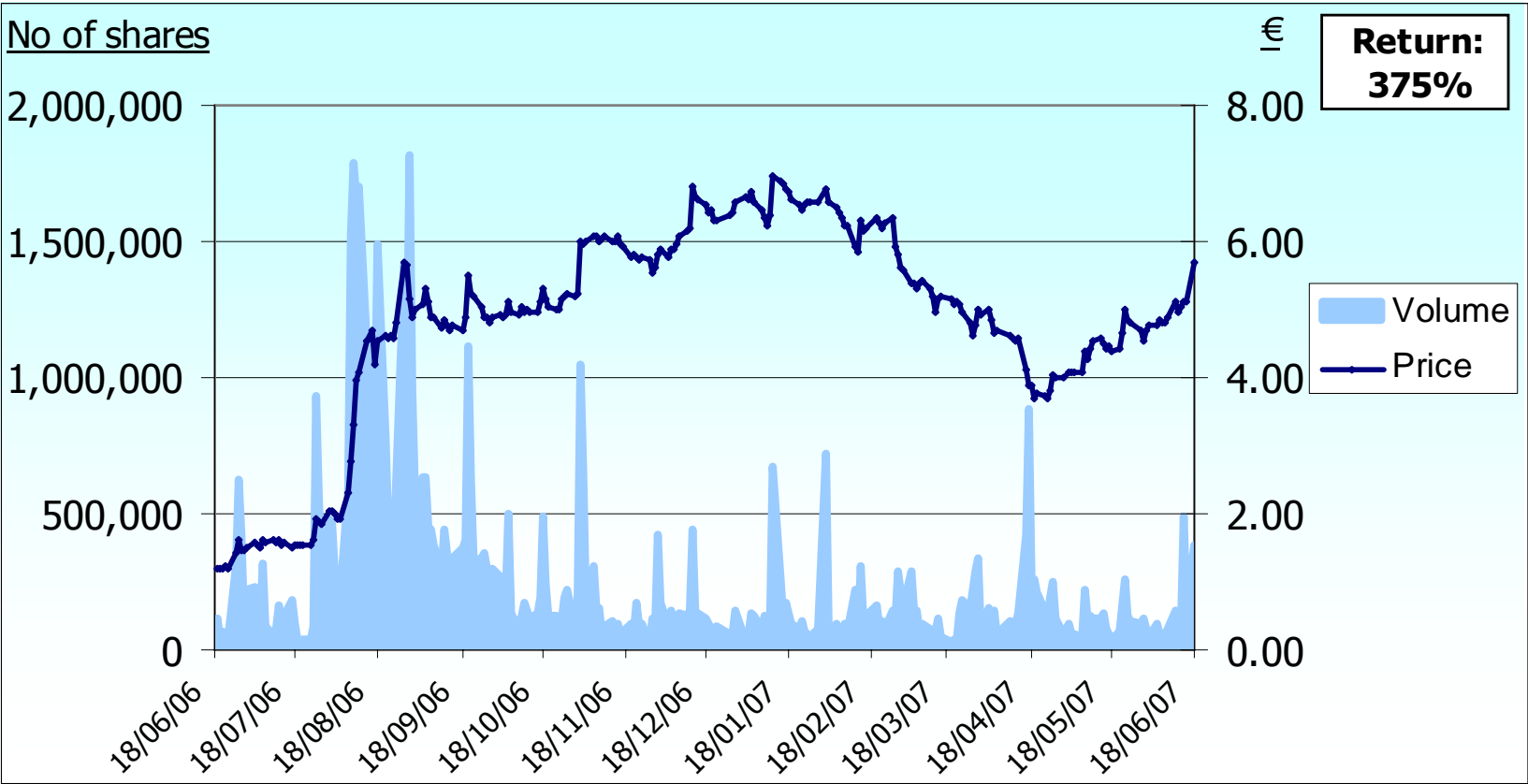
€ millions





Share Price & Volume

18/6/2006- 18/6/2007

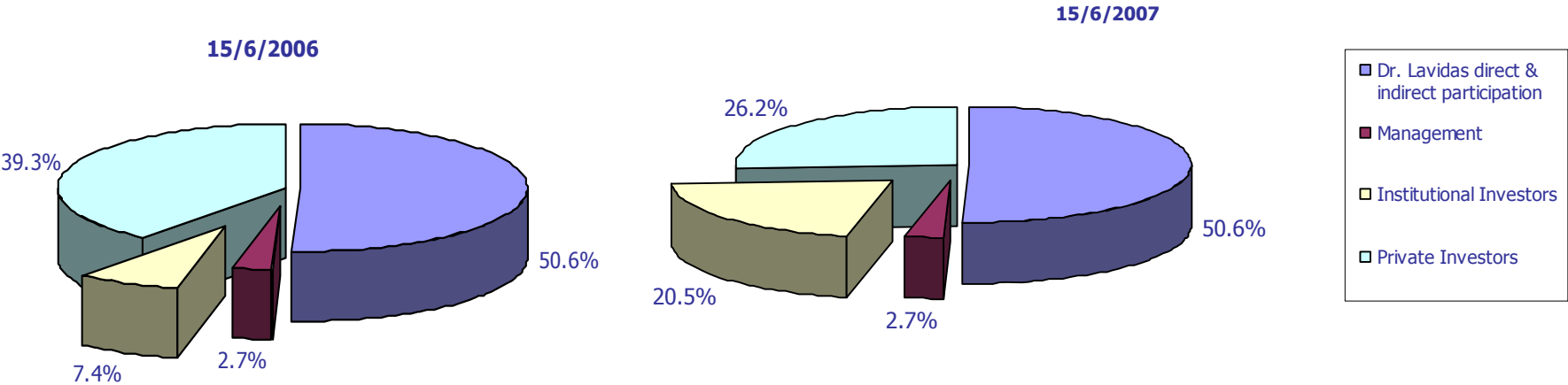




Share Data

- Average Price 12M ———→ €4,79
- Average Price 3M ———→ €4,58
- Average Daily Volume 12M ———→ 250.000
- Average Daily Volume 3M ———→ 148.000

Shareholders Structure





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