



**August 31, 2011**

### Company description

Alapis is a leading Greek group involved in the development, production, sale and marketing of pharmaceutical products.

### Share Data

Price (€)	
30/08/2011	0.18
# of shares	49,030,011
Capitalization (M €)	8.8
ATHEX	ALAPIS
REUTERS	ALAr.AT
BLOOMBERG	ALAPIS_GA
ISIN	GRS 322003013

### Key Figures & Ratios

P&L HIGHLIGHTS (Figures in € 000)	FY 2009*	FY 2010*
TURNOVER	946,268	859,566
EBITDA	259,623	168,992
EATAM	53,783	(65,868)
RATIOS (x)	FY 2009*	FY 2009*
P/E	164.09	n/a
P/BV	4.53	8.78
EV/EBITDA	36.55	56.58

(\*) Continued operations exclude the activity of organic products, liquid detergents, cosmetics, veterinary, medical devices & diagnostics. Results from continued operations are calculated excluding respective impairments, which for 2009 amount €3.1 mil. and for 2010 amount €840.5 mil.

Investment ratios computed at share price 0.18 (30/08/2011) and no. of shares 49,030,011.

### Key developments

- 6M 2011 **turnover from continuing operations**: EUR 339.6 mil. (-19.7% over 6M 2010), mainly due to:
  - the significant reduction in the prices of pharmaceutical products;
  - the limited liquidity in the market that resulted in a decrease in orders of public hospitals and private customers;
  - the delays in implementing the reforms (increase of generics penetration, new on line prescription system, establishment of a new procurement system for pharmaceutical products by state hospitals) that will transform the pharmaceutical sector and decrease healthcare spending.
- 6M 2011 **total consolidated turnover**: EUR 339.6 mil. (-34.5% over 6M 2010).
- 6M 2011 **results before interest, taxes, depreciation, amortization and investing results (EBITDA) from continuing operations**: losses of EUR 74.6 mil. (compared to earnings of EUR 138.5 mil. 6M 2010) mainly due to:
  - the new pricing environment in the pharmaceuticals industry;
  - the extraordinary non-recurring provision for bad collectible amounting EUR 64.9 mil.;
  - the restructuring cost in the pharmaceutical division;
  - the idle capacity cost that has further burdened production and distribution operating expenses.
- 6M 2011 **EBITDA excluding provision for bad collectible**: losses of EUR 9.7 mil.
- 6M 2011 **consolidated results after tax and minorities from continuing operations**: losses of EUR 167.4 mil. (6M 2010 profits of EUR 25.1 mil.).

### Pharmaceutical division

- Turnover**: EUR 325 mil. (-18.8% over 6M 2010)
- EBITDA**: losses of EUR 4.2 mil. (compared to earnings of EUR 133.5 mil. in 6M 2010) due to the institutional changes in the domestic pharmaceutical market as a result of the re-pricing of pharmaceutical products, changes in the positive list and the loss of some cooperations as a result of the Group's cash flow problems.

### Other activities division (Powder detergents)

- It is noted that the Company decided on March 31, 2011, to proceed with the discontinuation of its non-core activity of production of powder detergents.
- Turnover**: EUR 14.6 mil. (-35% over 6M 2010)
- EBITDA**: losses of EUR 70.4 mil. (over earnings of EUR 5.1 mil. in 6M 2010). Division's EBITDA was affected by the provision for bad collectible from NEOCHIMIKI SA amounting to 64.9 mil. €. Excluding this provision EBITDA stands at losses of EUR 5.5 mil.

### 2011 strategic objectives

- Strengthening of the Company's capital structure and further support of the working capital.
- Exploitation of opportunities arising from the new market conditions and strengthening of the Group's market shares.
- Optimization of the cost base of the Group.
- Expansion into new geographic markets by entering new trade agreements in the regions of South-Eastern Europe and the Middle East.

### 6M Financial results

(FYE: December) (Figures in € million)	H1 2010*	H1 2011	Δ (%)	H1 2010	H1 2011	Δ (%)
Turnover	422.7	339.6	-19.7%	518.4	339.6	-34.5%
Gross Profit	140.4	27.3	-80.6%	187.0	27.3	-85.4%
EBITDA	138.6	(74.8)	Losses	153.1	(74.8)	Losses
EBIT	71.5	(132.1)	Losses	73.4	(132.1)	Losses
EBT	44.9	(161.2)	Losses	49.5	(161.2)	Losses
EAT & Minorities	25.1	(167.4)	Losses	25.3	(167.4)	Losses
Margin Analysis %	H1 2010*	H1 2011		H1 2010	H1 2011	
Gross Profit	33.2%	8.0%		36.1%	8.0%	
EBITDA	32.8%	n/a		29.5%	n/a	
EBIT	16.9%	n/a		14.2%	n/a	
EBT	10.6%	n/a		9.5%	n/a	
EAT & Minorities	5.9%	n/a		4.9%	n/a	

\* Continued operations exclude the activity of organic products, liquid detergents, cosmetics, veterinary, medical devices & diagnostics  
EBITDA=Results before interest, taxes, depreciation and amortization

## Consolidated Income Statement

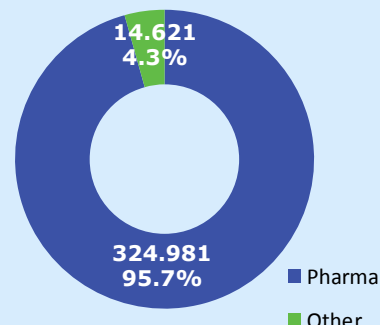
(FYE: December) (Figures in € 000)	H1 2009	H1 2009*	Q1 2010	Q1 2010*	Q2 2010	Q2 2010*	H1 2010	H1 2010*	Q1 2011	Q2 2011	H1 2011
<b>Turnover</b>	526,101	379,576	272,240	210,657	246,167	212,070	518,407	422,727	175,394	164,209	339,602
<b>Cost of Goods Sold</b>	-323,276	-261,739	-183,434	-150,919	-148,013	-131,430	-331,448	-282,349	-150,501	-161,803	-312,304
<b>Gross Profit</b>	202,826	117,837	88,805	59,738	98,154	80,640	186,959	140,378	24,893	2,406	27,298
<b>Other Revenues- (Expenses)</b>	2,022	2,146	1,067	1,020	1,645	641	2,712	1,661	3,057	608	3,665
<b>SG&amp;A Expenses</b>	-84,964	-36,704	-51,293	-26,829	-57,635	-43,678	-108,928	-70,507	-44,036	-119,021	-163,057
<b>Impairment of goodwill</b>	0	0	0	0	-7,373	0	-7,373	0	0	0	0
<b>EBITDA</b>	171,044	123,650	80,711	69,242	72,432	69,380	153,143	138,623	10,968	-85,750	-74,782
<b>Depreciation</b>	-51,160	-40,371	-42,131	-35,314	-37,642	-31,777	-79,773	-67,090	-27,054	-30,257	-57,311
<b>EBIT</b>	119,884	83,279	38,580	33,928	34,790	37,604	73,370	71,532	-16,086	-116,007	-132,093
<b>Total Financial Results</b>	-29,263	-23,766	-9,956	-8,670	-13,935	-17,964	-23,891	-26,635	-11,248	-17,876	-29,124
<b>EBT</b>	90,621	59,514	28,624	25,258	20,855	19,640	49,479	44,898	-27,334	-133,883	-161,217
<b>Taxation</b>	-15,961	-7,592	-8,163	-6,859	-16,100	-13,017	-24,263	-19,876	5,102	-11,281	-6,179
<b>Minorities</b>	-510	-510	1	1	-67	-67	-66	-66	-35	16	-19
<b>EAT &amp; Minorities</b>	75,171	52,432	20,460	18,399	4,822	6,689	25,282	25,088	-22,197	-145,180	-167,377

Margin Analysis %	H1 2009	H1 2009*	Q1 2010	Q1 2010*	Q2 2010	Q2 2010*	H1 2010	H1 2010*	Q1 2011	Q2 2011	H1 2011
<b>Gross Profit</b>	38.6%	31.0%	32.6%	28.4%	39.9%	38.0%	36.1%	33.2%	14.2%	1.5%	8.0%
<b>SG&amp;A Expenses</b>	16.1%	9.7%	18.8%	12.7%	23.4%	20.6%	21.0%	16.7%	25.1%	72.5%	48.0%
<b>EBITDA</b>	32.5%	32.6%	29.6%	32.9%	29.4%	32.7%	29.5%	32.8%	6.3%	n/a	n/a
<b>EBIT</b>	22.8%	21.9%	14.2%	16.1%	14.1%	17.7%	14.2%	16.9%	n/a	n/a	n/a
<b>EBT</b>	17.2%	15.7%	10.5%	12.0%	8.5%	9.3%	9.5%	10.6%	n/a	n/a	n/a
<b>EAT &amp; Minorities</b>	14.3%	13.8%	7.5%	8.7%	2.0%	3.2%	4.9%	5.9%	n/a	n/a	n/a

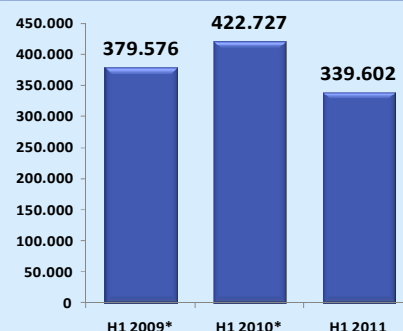
Period / Period %	H1 2009	H1 2009*	Q1 2010	Q1 2010*	Q2 2010	Q2 2010*	H1 2010	H1 2010*	Q1 2011	Q2 2011	H1 2011
<b>Turnover</b>	13.3%		15.6%	24.9%	-15.3%	0.6%	-1.5%	11.4%	-35.6%	-33.3%	-34.5%
<b>Gross Profit</b>	39.6%		8.1%	15.0%	-18.7%	22.3%	-7.8%	19.1%	-72.0%	-97.5%	-85.4%
<b>SG&amp;A Expenses</b>	71.8%		49.5%	48.8%	13.8%	133.9%	28.2%	92.1%	-14.1%	106.5%	49.7%
<b>EBITDA</b>	35.7%		6.4%	22.9%	-23.9%	3.1%	-10.5%	12.1%	-86.4%	Losses	Losses
<b>EBIT</b>	23.9%		-22.0%	-4.3%	-50.6%	-21.3%	-38.8%	-14.1%	Losses	Losses	Losses
<b>EBT</b>	0.4%		-20.5%	10.5%	-61.8%	-46.4%	-45.4%	-24.6%	Losses	Losses	Losses
<b>EAT &amp; Minorities</b>	6.0%		-33.6%	-13.6%	-89.1%	-78.5%	-66.4%	-52.2%	Losses	Losses	Losses

\* Results from continued operations (excluding the discontinued operation of organic products, liquid detergents, cosmetics, veterinary, medical devices & diagnostics)  
EBITDA=Results before interest, taxes, depreciation and amortization

## 6M 2011 Turnover breakdown (€000)



## 6M Turnover evolution (€000)

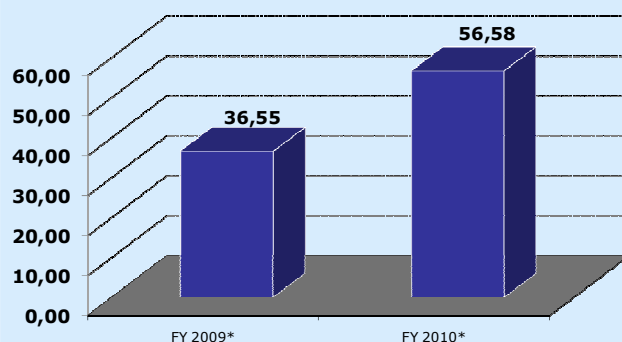


\* Results from continued operations (excluding the discontinued operation of organic products, liquid detergents, cosmetics, veterinary, medical devices & diagnostics)

## Consolidated Statement of Financial Position

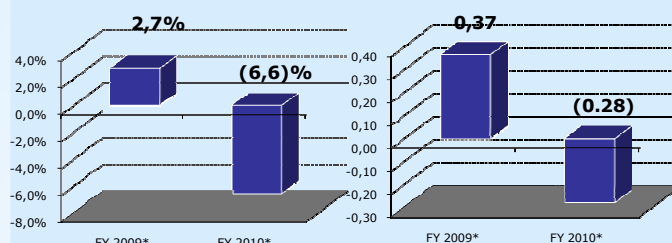
(Figures in € 000)	FY 2009	FY 2010	H1 2011
<b>ASSETS</b>			
<b>Non-current Assets</b>			
Tangible Assets	1,695,258	1,362,611	1,333,801
Intangible Assets	879,442	372,802	359,924
Other long-term assets	7,695	5,452	6,659
Deferred income taxes	10,532	20,998	22,517
<b>Total Non-Current Assets</b>	<b>2,592,926</b>	<b>1,761,863</b>	<b>1,722,901</b>
<b>Current Assets</b>			
Inventories	164,869	87,695	70,925
Trade accounts receivables	274,983	147,629	95,618
Other current assets	118,283	146,218	82,012
Cash and Cash equivalents	216,398	83,333	23,460
<b>Total Current Assets</b>	<b>774,532</b>	<b>464,875</b>	<b>272,014</b>
<b>TOTAL ASSETS</b>	<b>3,367,458</b>	<b>2,226,738</b>	<b>1,994,915</b>
<b>EQUITY &amp; LIABILITIES</b>			
Share Capital	588,360	588,360	14,709
Paid-in surplus	1,320,885	1,320,885	1,320,885
Adjustment's differences and other reserves	96,638	99,363	672,276
Own shares reserve	-91,610	-91,610	-91,610
Retained earnings	33,896	-911,434	-1,078,883
Minority interests	92	-31	25
<b>Total Equity</b>	<b>1,948,261</b>	<b>1,005,534</b>	<b>837,404</b>
<b>Non-Current Liabilities</b>			
Long-term borrowings at amortised cost	735,000	0	0
Deferred Tax Liabilities	106,674	102,826	109,144
Provisions for dismissal indemnities	8,264	4,447	4,322
Other long-term Liabilities	38,736	51,823	48,038
<b>Total Non-Current Liabilities</b>	<b>888,674</b>	<b>159,096</b>	<b>161,504</b>
<b>Current Liabilities</b>			
Trade accounts payable	252,260	151,822	134,432
Short-term borrowings	146,187	819,544	810,666
Income taxes payable	23,048	22,845	16,170
Accrued and other current liabilities	109,028	67,897	34,740
<b>Total Current Liabilities</b>	<b>530,522</b>	<b>1,062,108</b>	<b>996,008</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>3,367,458</b>	<b>2,226,739</b>	<b>1,994,915</b>

## EV/ EBITDA (x)



## ROE (%)

## EPS (€)



(\*) Results from continued operations. Exclude impairment charges of €3.1 mil. and €840.5 mil. for 2009 and 2010 respectively.

This presentation contains forward-looking statements. These forward-looking statements are based upon current expectations and assumptions regarding anticipated developments and other factors affecting the Group. They are not historical facts, nor are they guarantees of future performance. Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause actual results to differ materially from those expressed or implied by these forward-looking statements. Further details of potential risks and uncertainties affecting ALAPIS Group are described in the ALAPIS's filings with the Athens Exchange. These forward-looking statements are accurate as of the date of this presentation.

Additional information concerning the Financial Statements under I.F.R.S. can be found on the company's website: [www.alapis.eu](http://www.alapis.eu)