



FINANCIAL PERFORMANCE REVIEW
30.06.2018

INVESTOR CONFERENCE CALL
14 AUGUST 2018

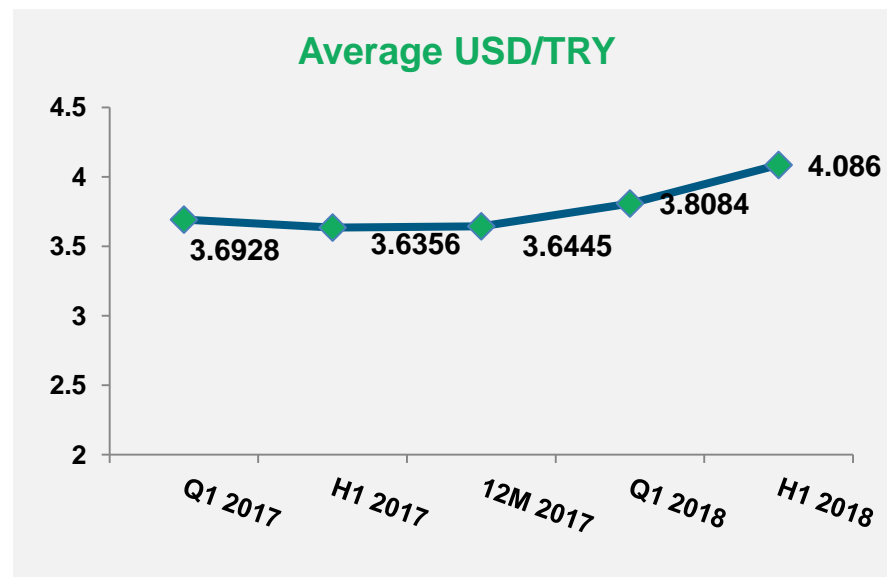
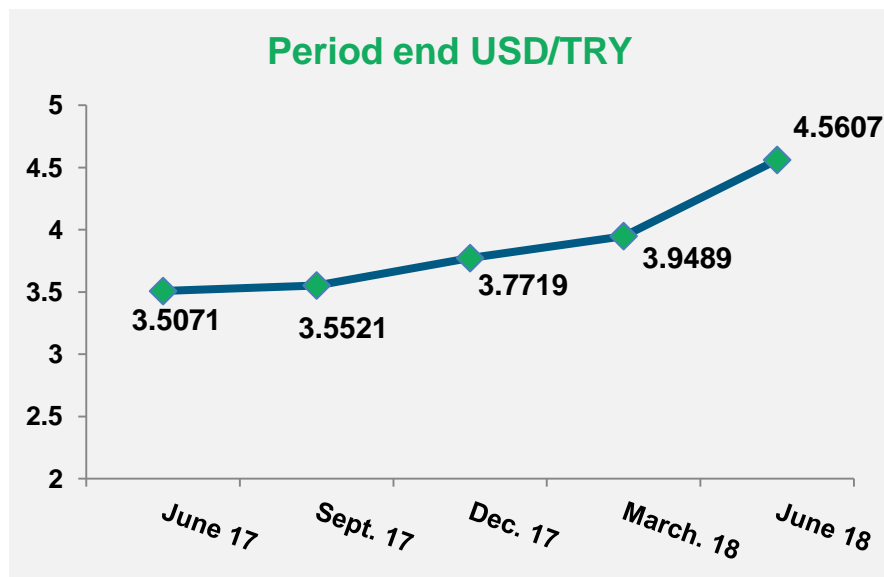
PHILIPP HAAS
CHAIRMAN & CEO

MESUT CETIN
DIRECTOR & CFO

USD / TRY Exchange Rate

➤ The period end USD/TRY exchange rate increased by 20.9%; 3.7719 as of 31 December 2017; 4.5607 as of 30 June 2018.

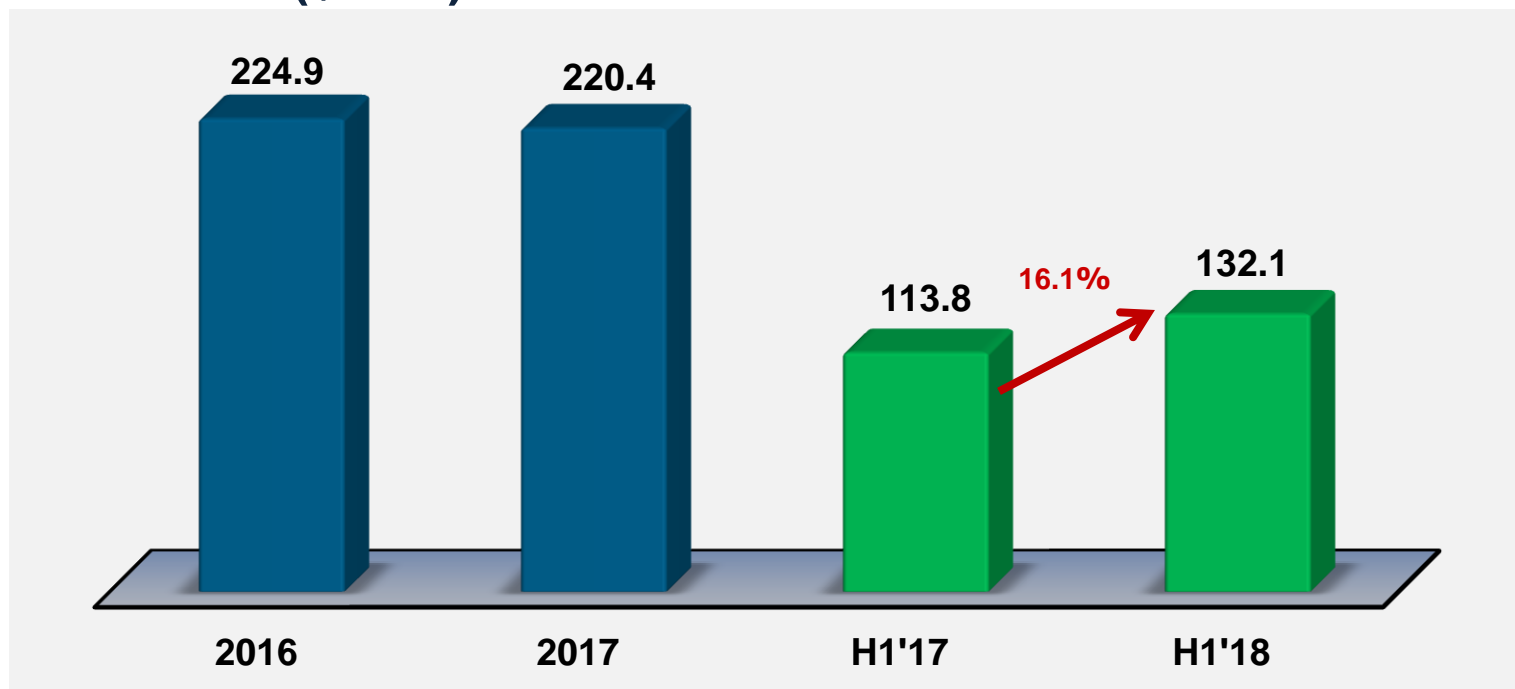
➤ The average USD/TRY exchange rate strengthened by 12.4%; 3.6356 for H1 2017; 4.0860 for H1 2018.



EastPharma Sales Performance (IFRS) – 30.06.2018

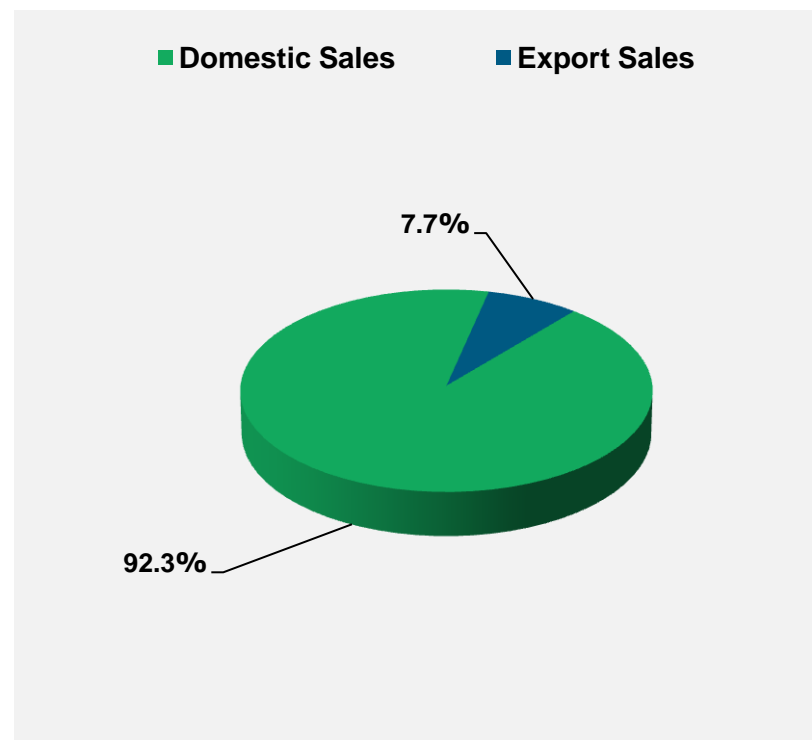
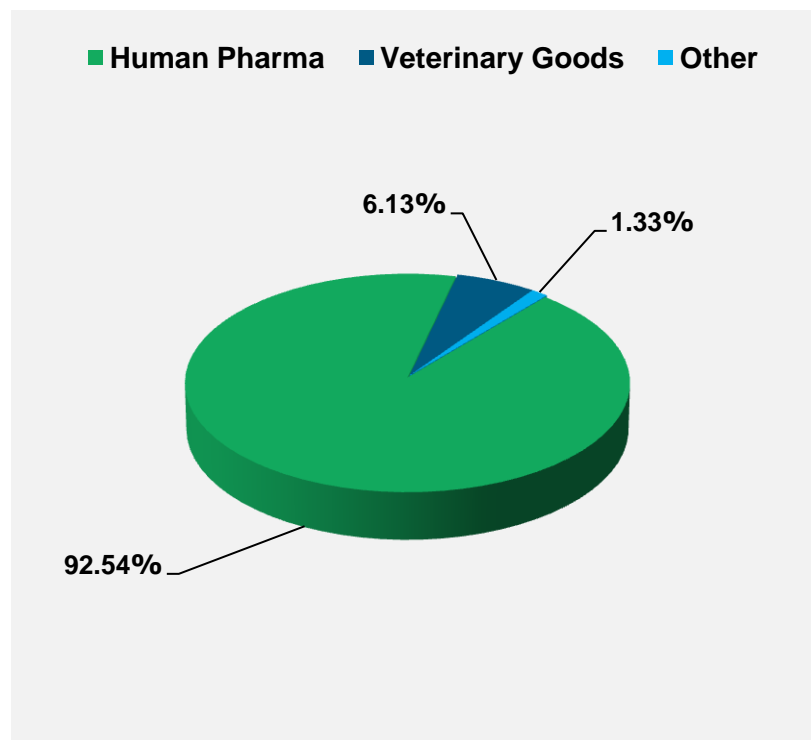
- Revenues in H1 2018 reached to US\$ 132.1mn (TRY 539.6mn) vs US\$ 113.8mn (TRY 413.6mn) in H1 2017.
 - 16.1% year-on-year increase in US\$
 - 30.5% year-on-year increase in TRY

Revenues : (\$. mn)



EastPharma Sales Performance (IFRS) – 30.06.2018

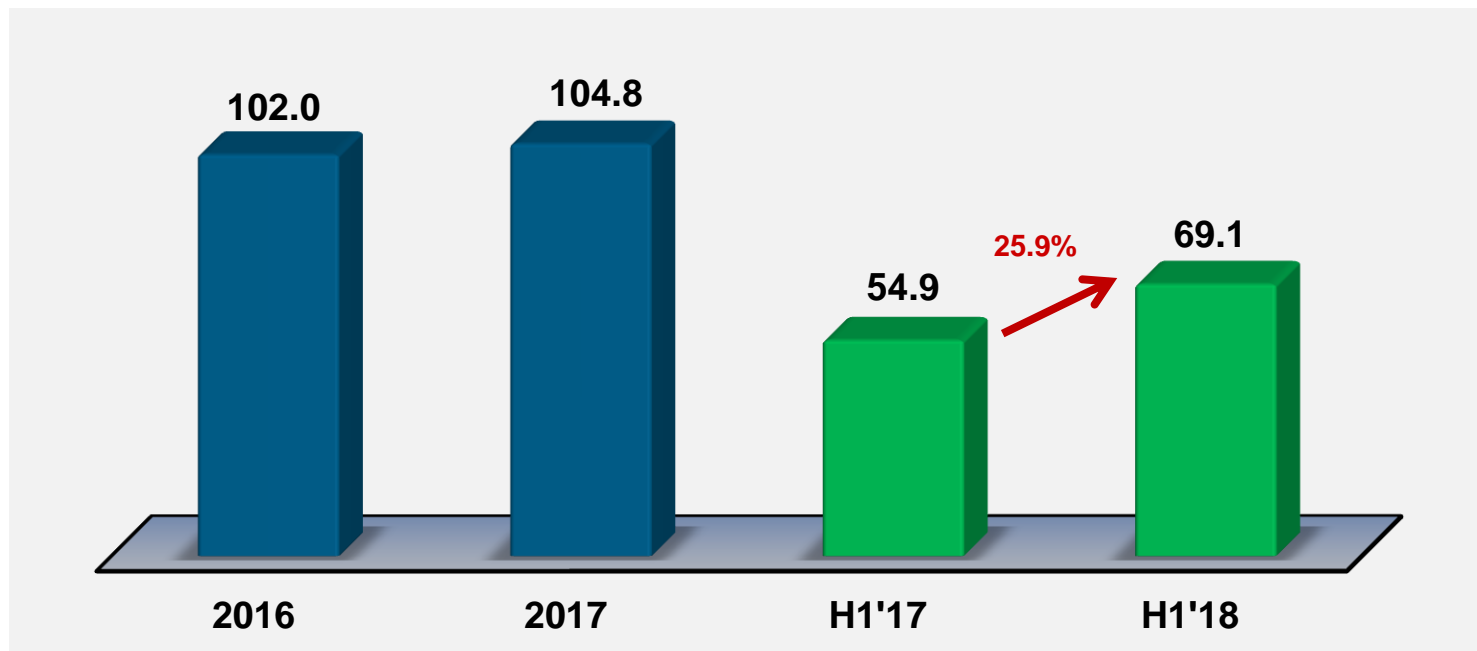
Revenues Breakdown:



EastPharma Financial Performance (IFRS) – 30.06.2018

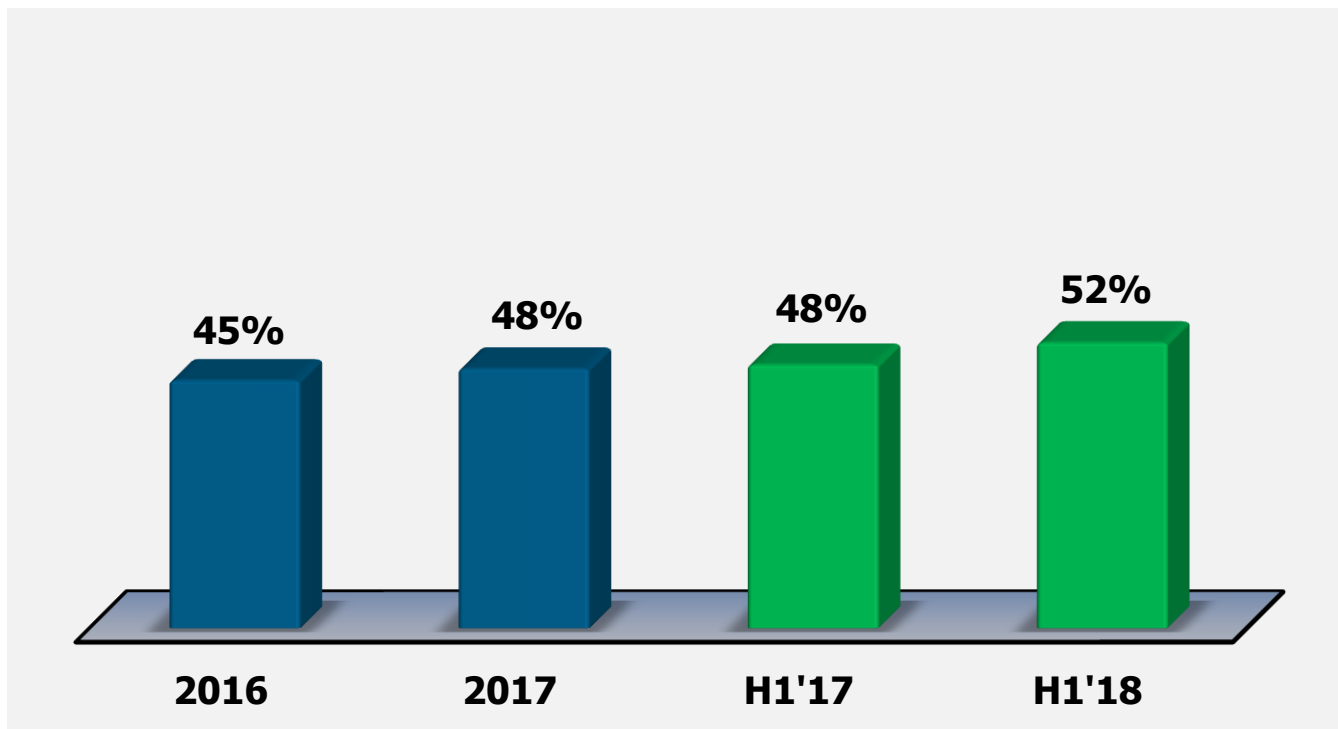
Gross Profit : (\$. mn)

- 25.9% year-on-year increase



EastPharma Financial Performance (IFRS) – 30.06.2018

Gross Profit Margin :



EastPharma Financial Performance (IFRS) – 30.06.2018

➤ OPEX Comparison: (\$. 000)

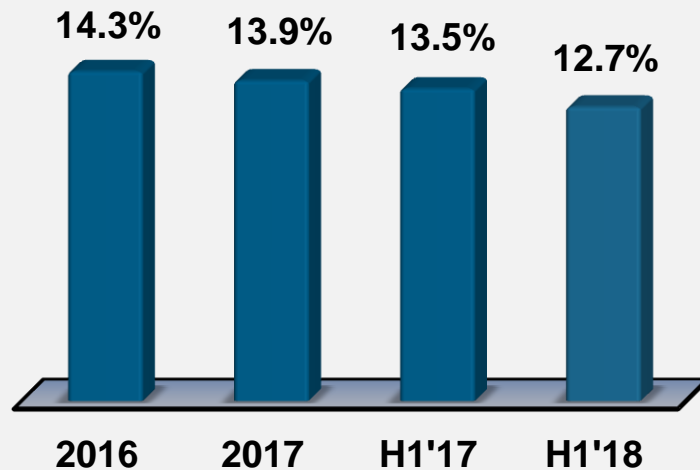
OPERATING EXPENSES

	<u>H1 2017</u>	<u>H1 2018</u>	<u>Change %</u>
S&M EXPENSES	(15,386)	(16,768)	9.0 %
G&A EXPENSES	(11,975)	(13,431)	12.2 %
R&D EXPENSES	<u>(4,502)</u>	<u>(4,598)</u>	2.1 %
	<u>(31,863)</u>	<u>(34,797)</u>	9.2%

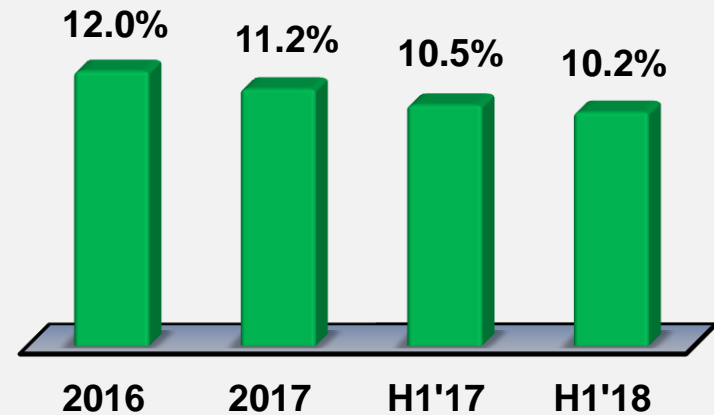
EastPharma Financial Performance (IFRS) – 30.06.2018

Expense Ratios :

Marketing Expenses:



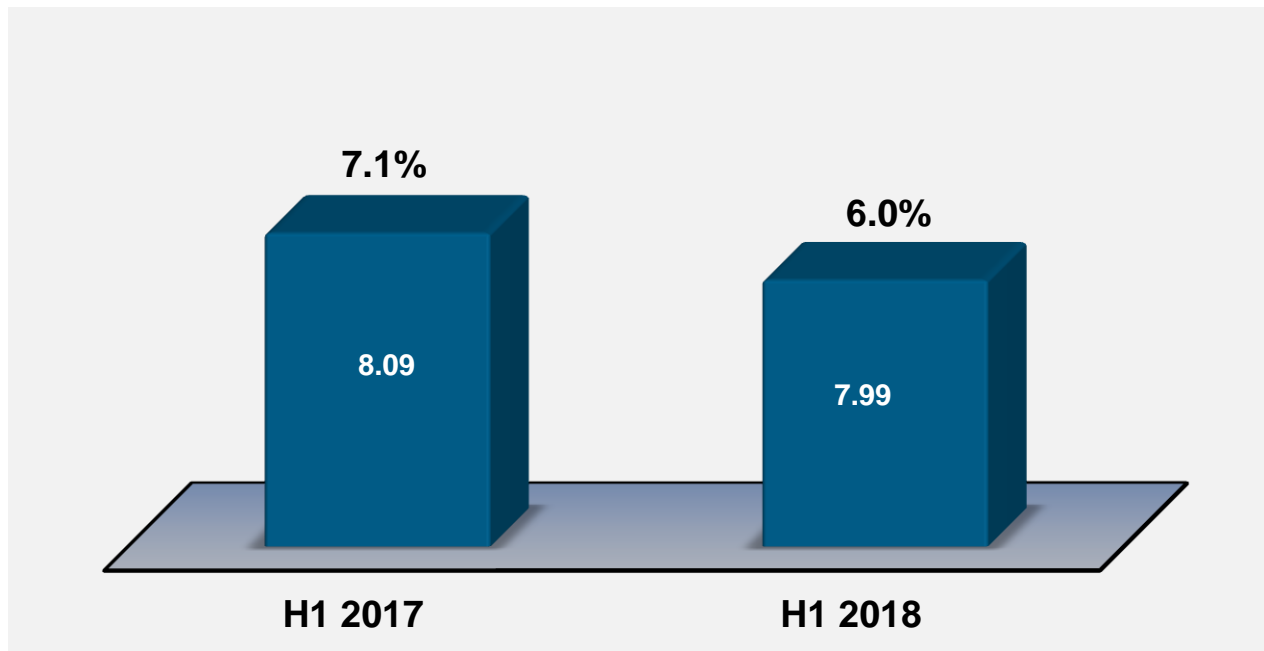
General Administration Expenses:



EastPharma Financial Performance (IFRS) – 30.06.2018

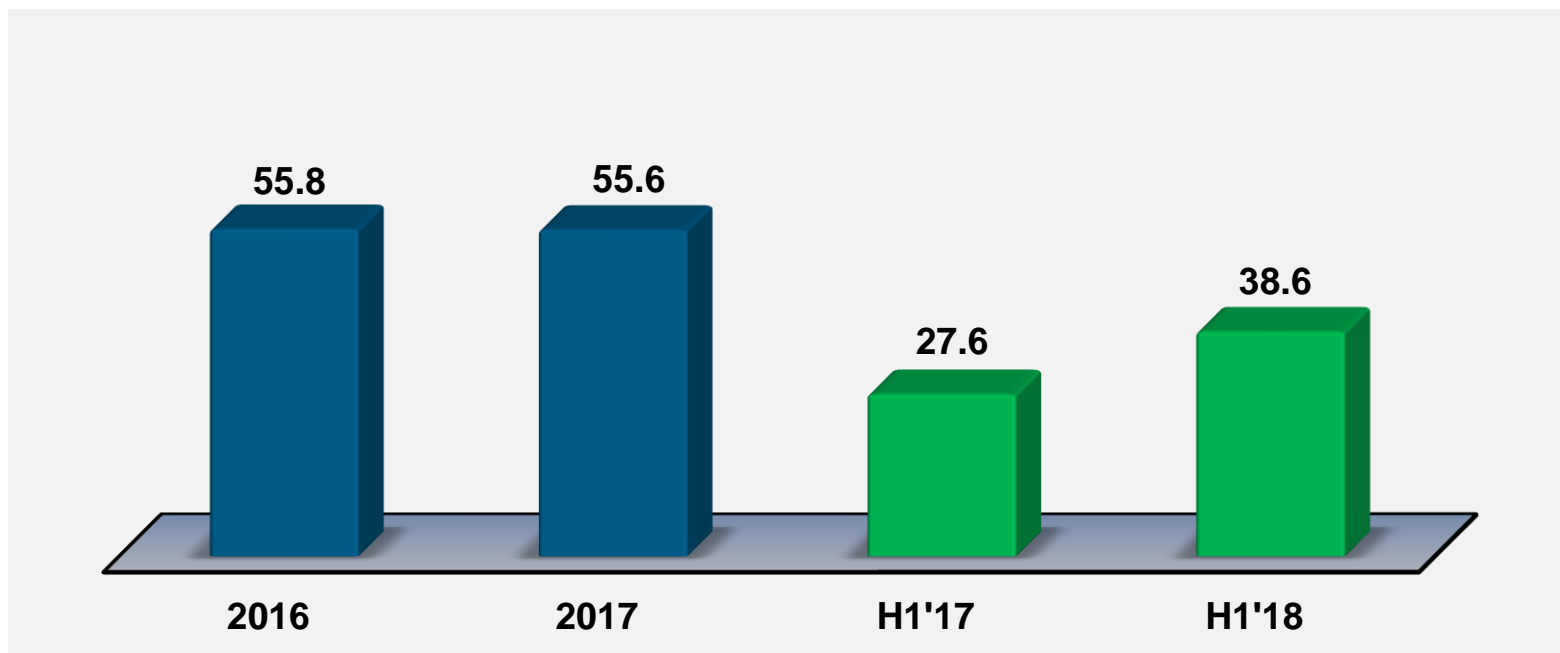
R&D Investments: (\$. mn)

- H1 2018 R&D Investment / Revenues: 6.0%
- H1 2017 R&D Investment / Revenues: 7.1%



EastPharma Financial Performance (IFRS) – 30.06.2018

EBITDA : (\$. mn)



EBITDA Margin:	2016	2017	H1'17	H1'18
	24.8%	25.2%	24.3%	29.2%

➤ EBITDA is USD 38.6mn in 6M 2018 (EBITDA margin of 29.2% vs 24.3% in 6M 2017)

EastPharma Financial Performance (IFRS) – 30.06.2018

EBITDA :

US\$ (000)	<u>H1 2017</u>	<u>H1 2018</u>
Net Profit	13,174	18,280
Investment revenue	(7,899)	(10,930)
Finance cost	15,622	22,429
Tax expense	2,304	4,942
Depreciation	<u>4,435</u>	<u>3,834</u>
EBITDA	27,636	38,555

EastPharma Financial Performance (IFRS) – 30.06.2018

US\$	1 January – 30 June 2017	1 January – 30 June 2018
Revenue	113,758,580	132,132,624
Cost of sales	(58,887,574)	(63,070,713)
Gross profit	54,871,006	69,061,911
<i>Gross profit margin</i>	<i>48%</i>	<i>52%</i>
Operating expenses	(31,863,158)	(34,796,851)
Investment Revenue	7,898,892	10,929,970
Finance Cost (net)	(15,622,225)	(22,429,417)
Other gain and losses	194,137	455,831
Profit before tax	15,478,652	23,221,444
Tax expense	(2,304,389)	(4,941,861)
Current tax expense	(1,465,468)	(4,618,411)
Deferred tax expense	(838,921)	(323,450)
Net profit for the period	13,174,263	18,279,583

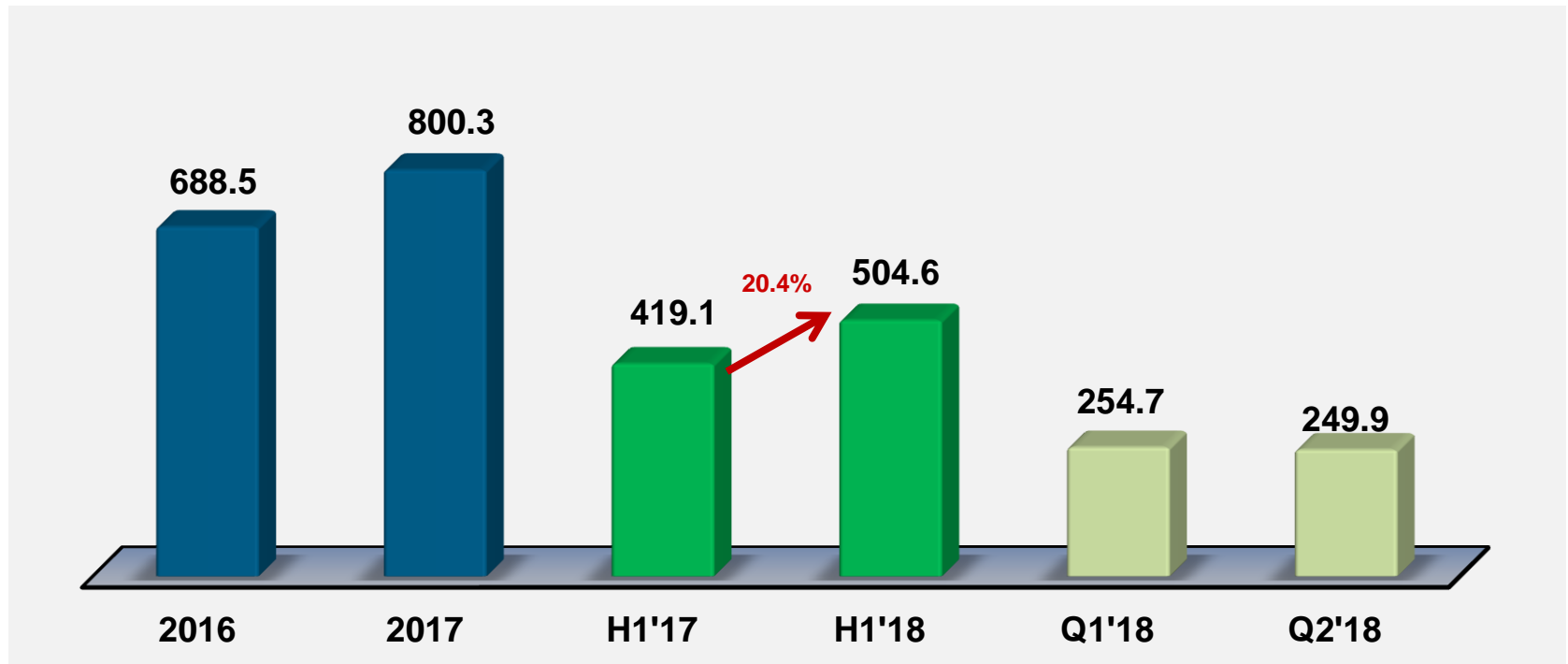
**DEVA Holding Financial Performance
(Capital Markets Board of Turkey - CMB)
30.06.2018**



DEVA Holding Sales Performance (CMB) – 30.06.2018

Revenues : (TRY. mn)

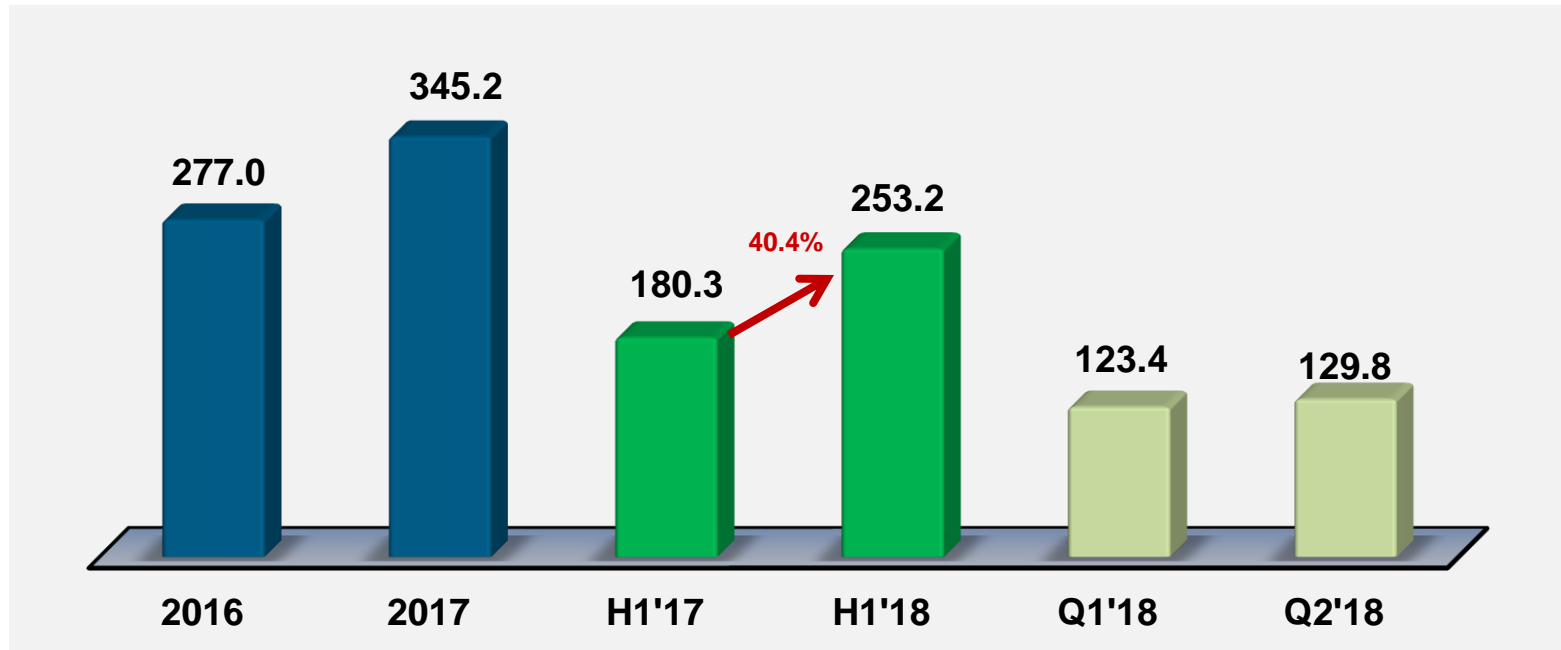
- 20.4% year-on-year increase
- 1.9% quarter-on-quarter decrease



DEVA Holding Financial Performance (CMB) – 30.06.2018

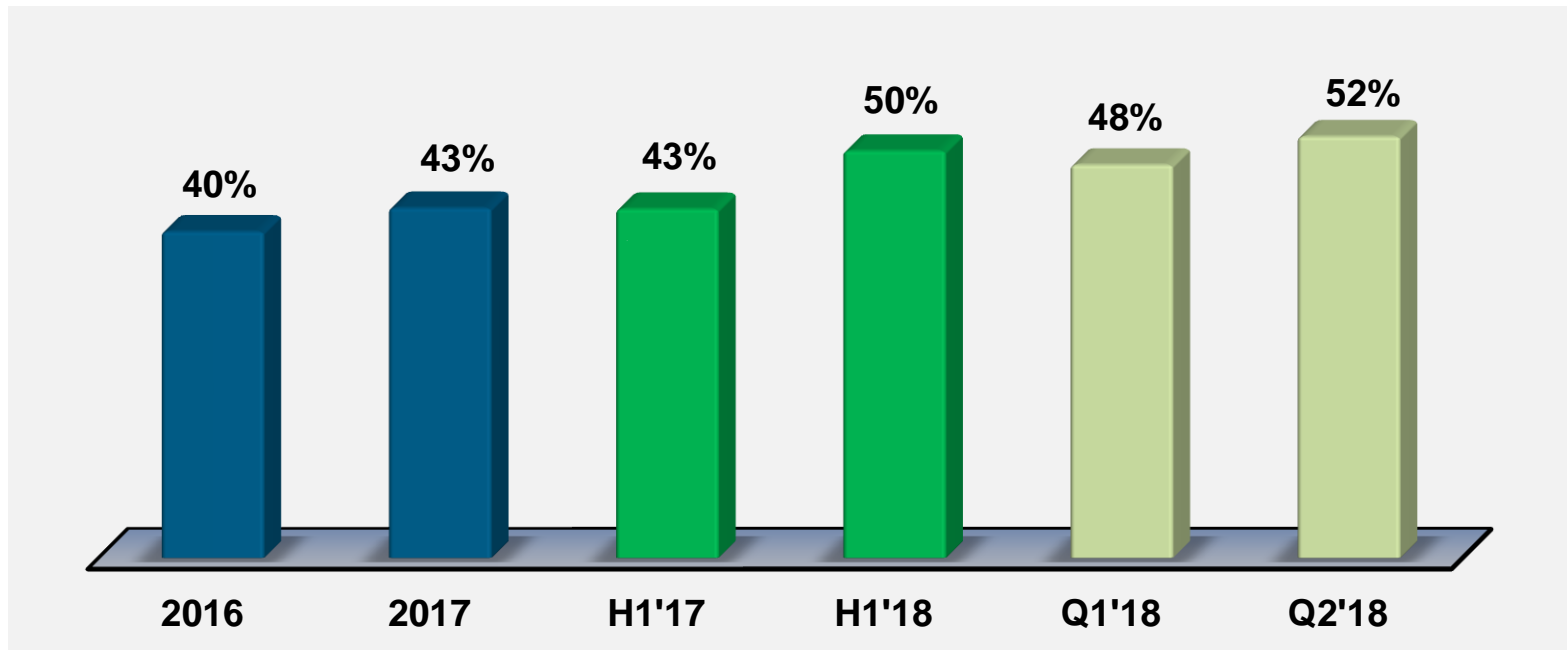
Gross Profit : (TRY. mn)

- 40.4% year-on-year increase
- 5.2% quarter-on-quarter increase



DEVA Holding Financial Performance (CMB) – 30.06.2018

Gross Profit : (TRY. mn)



DEVA Holding Financial Performance (CMB) – 30.06.2018

➤ OPEX Comparison: (\$. 000)

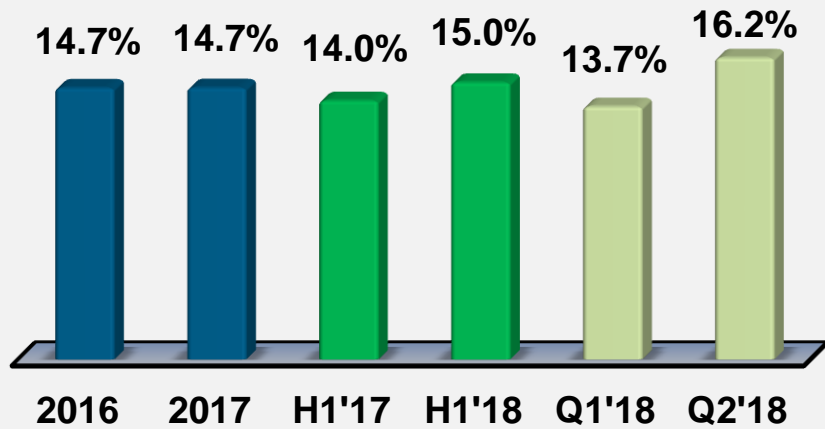
OPERATING EXPENSES

	<u>H1 2017</u>	<u>H1 2018</u>	<u>Q1 2018</u>	<u>Q2 2018</u>	<u>Yoy Change %</u>	<u>Qoq Change %</u>
S&M EXPENSES	(58,803)	(75,520)	(34,918)	(40,602)	28.4 %	16.3 %
G&A EXPENSES	(34,840)	(42,275)	(19,919)	(22,356)	21.3 %	12.2 %
R&D EXPENSES	(15,666)	(18,053)	(11,383)	(6,671)	15.2 %	(41.4)%
	<u>(109,309)</u>	<u>(135,848)</u>	<u>(66,220)</u>	<u>(69,629)</u>	<u>24.3%</u>	<u>5.1 %</u>

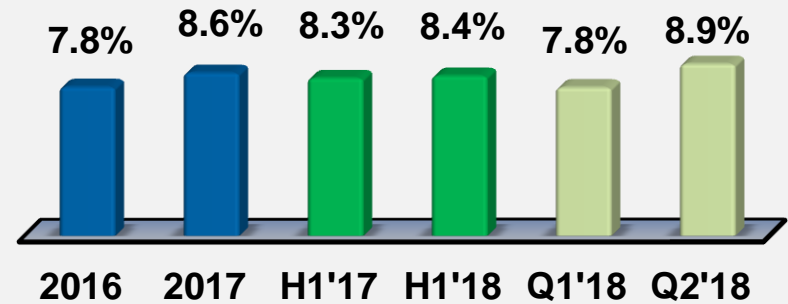
DEVA Holding Financial Performance (CMB) – 30.06.2018

Expense Ratios :

Marketing Expenses:



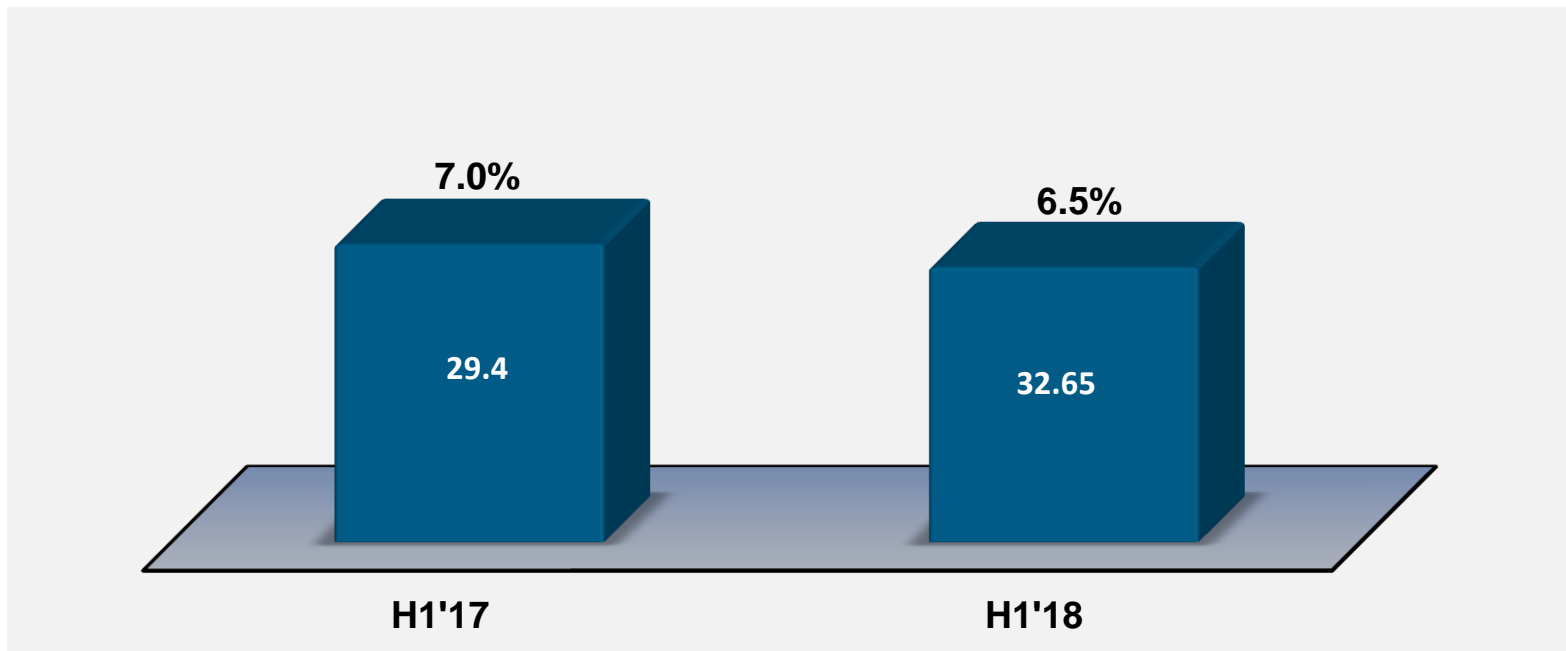
General Administration Expenses:



DEVA Holding Financial Performance (CMB) – 30.06.2018

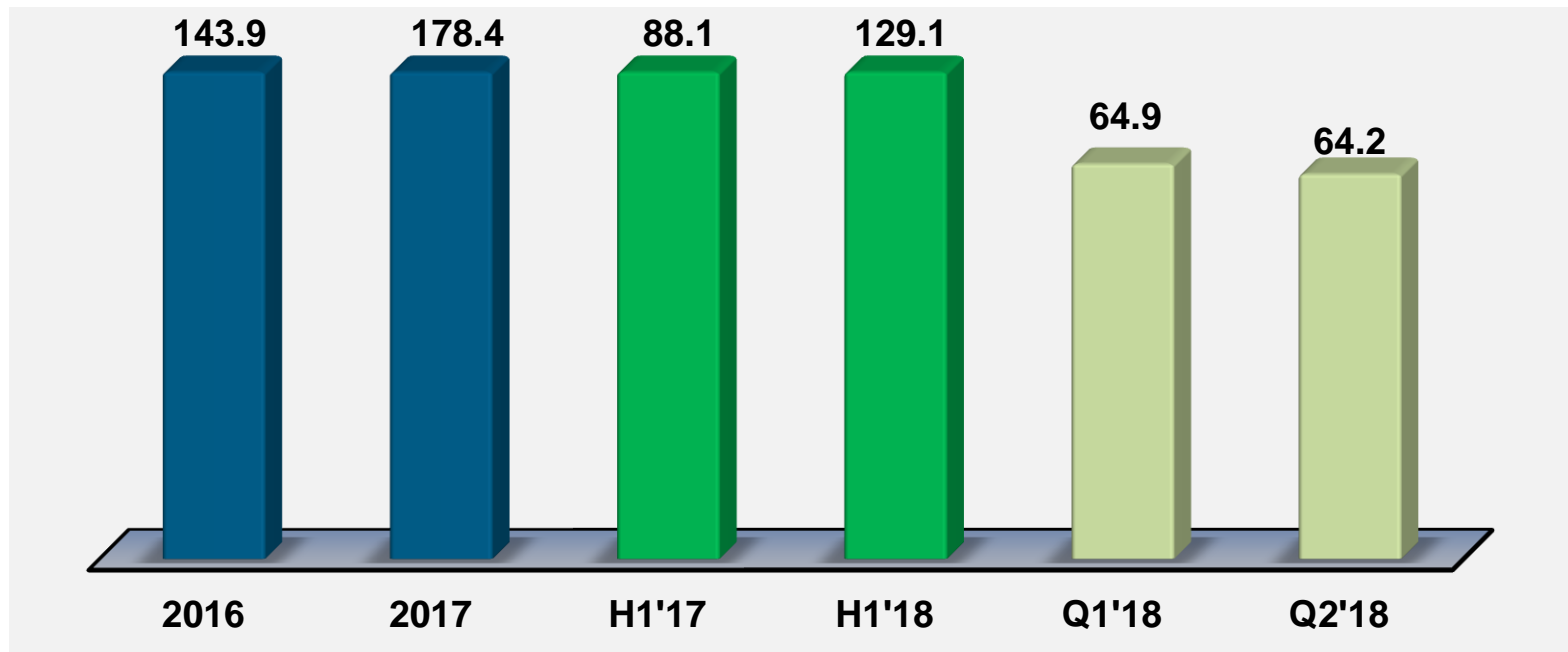
R&D Investments: (\$. mn)

- H1 2018 R&D Investment / Revenues: 6.5 %
- H1 2017 R&D Investment / Revenues: 7.0 %



DEVA Holding Financial Performance (CMB) – 30.06.2018

EBITDA : (TRY. mn)



Period	EBITDA Margin
2016	20.9%
2017	22.3%
H1'17	21.0%
H1'18	25.6%
Q1'18	25.5%
Q2'18	25.7%

➤ EBITDA is TRY 129.1mn in H1 2018 (EBITDA margin of 25.6% vs 21% in H1 2017)

DEVA Holding Financial Performance (CMB) – 30.06.2018

EBITDA :

TRY (000)	<u>H1 2017</u>	<u>H1 2018</u>	<u>Q1 2018</u>	<u>Q2 2018</u>
Net Profit	40,519	63,246	34,361	28,885
Finance expense / (income) (adjusted)*	28,746	36,795	16,407	20,388
Tax expense	4,933	14,145	7,568	6,577
Depreciation	<u>13,918</u>	<u>14,937</u>	<u>6,569</u>	<u>8,368</u>
EBITDA	88,116	129,123	64,905	64,218

DEVA Holding Financial Performance (CMB) – 30.06.2018

	<u>H1 2017</u>	<u>H1 2018</u>	<u>Q1 2018</u>	<u>Q2 2018</u>
Revenue	419,116,748	504,570,932	254,696,414	249,874,518
Cost of revenue (-)	<u>(238,835,306)</u>	<u>(251,380,781)</u>	<u>(131,283,727)</u>	<u>(120,097,054)</u>
GROSS PROFIT	180,281,442	253,190,151	123,412,687	129,777,464
Marketing. sales and distribution expenses (-)	(58,802,659)	(75,520,213)	(34,917,767)	(40,602,446)
General administration expenses (-)	(34,840,038)	(42,274,826)	(19,918,683)	(22,356,143)
Research and development expenses (-)	(15,666,545)	(18,053,456)	(11,383,387)	(6,670,069)
Other operating income / expenses (-)	3,947,366	5,552,184	2,714,161	2,806,023
OPERATING PROFIT	74,919,566	122,861,840	59,907,011	62,954,829
Income / expense from investing activities	<u>(513,640)</u>	<u>368,996</u>	<u>75,332</u>	<u>293,664</u>
OPERATING PROFIT BEFORE FINANCE EXPENSE	74,405,926	123,230,836	59,982,343	63,248,493
Finance expense (-)	<u>(28,953,837)</u>	<u>(45,840,466)</u>	<u>(18,053,810)</u>	<u>(27,786,656)</u>
Tax expense	(4,932,937)	(14,144,718)	(7,567,440)	(6,577,278)
Current tax expense	(3,122,182)	(16,941,868)	(9,969,729)	(6,972,139)
Deferred tax charge	(1,810,755)	2,797,150	2,402,289	394,861
PROFIT FOR THE PERIOD	<u>40,519,152</u>	<u>63,245,652</u>	<u>34,361,093</u>	<u>28,884,559</u>

Q&A session ?



THANK YOU FOR YOUR INTEREST

IR Contact Details:

Philipp Haas – Chairman & CEO (phaas@deva.com.tr)

Mesut Çetin – Director & CFO (mcecin@deva.com.tr)

Investor Relations

Email : ir@eastpharma.com



Halkalı Merkez Mah. Basın Ekspres Cad. No:1 34303 Küçükçekmece – İSTANBUL

Tel: 0 212 692 92 92

Fax: 0 212 697 00 24

www.eastpharma.com | www.deva.com.tr | www.sabailac.com.tr

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EastPharma



60 years...