

Date: April 21st, 2022
Location: TC REMEDIA, Romania
Participants:

Farmaceutica REMEDIA	Valentin-Norbert TARUS	president of the Board of Administrators/ General Director
	Adrian-Marcel PARVU	Board of Adminsitrators Member
	Elena CODREAN	Board of Adminsitrators Member/ Financial Director
	Zoe CHIRITA	Investor Relations Director
	Ruxandra TICA Florin CADIA	FR&DL Administrator Investor Relations Specialist
Financial Analysts	Ovidiu SERDEAN	IFB Finwest
	Florin TURCAS	IFB Finwest
Shareholders	Marian MARGARIT	
	Vlad CHILIAN	
	Dan MANDRU	

The conference starts with the introduction of the participants, both REMEDIA representatives and guests - investors and financial analysts.

Ms Elena CODREAN, Financial Director, opens the conference and presents the 2021 consolidated financial results. Turnover, revenue and cost structure, both operational and financial, as well as main indicators are presented.

Mrs Elena CODREAN, Financial Director, also presents the operational, sales and marketing activities in the 2021 CA report.

Mr. Florin CADIA, Responsible for Investor Relations, presents the shareholding structure of Farmaceutica REMEDIA SA, as of the reference date for the AGM of 20.04.2022.

Mrs. Elena CODREAN, Financial Director, presents information related to the dividend payment for 2021, in the amount of 0.05 lei/share, respectively the distribution of amounts from the undistributed profit of the previous year, 2020 and all the profit of 2021.

Ms Elena CODREAN, Financial Director, presents the Income and Expenditure Budget approved by the AGM for 2022.

Mrs Elena CODREAN, Financial Director, also presents the Investment Programme for 2022.

Mr. Florin CADIA, Responsible for Investor Relations, gives the word to the guests for questions.

Mr. Ovidiu SERDEAN, Financial Analyst, wants to discuss the future of the company, the results are OK, but he wants to know more about the future projects. At the moment

REMEDIA has 2 main business lines - the robot business and the distribution business. Are there plans to develop the distribution division or to sell it.

Mrs Elena CODREAN, Financial Director, answers that the distribution branch is to be consolidated by developing the hospital branch and by investing in logistics. The aim is to access several tenders, to hire staff for sales.

Mr. Dan MANDRU, investor, says he has questions about the future. He says that there is a forecast increase in income in the income and expenditure budget, quite a large increase, and wants to know what it is based on.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, intervenes and answers that it is an ambitious growth, but the market of medicines is big, about 4 billion euros, and REMEDIA is a small company, the growth is not noticeable; this is the advantage of a smaller company that can grow.

Mr. Dan MANDRU, investor, wants to know if the growth is in prices as well as volumes.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, mentions that the main growth is on hospitals, even if there are small margins, but The Health Insurance House/the State pays faster than independent pharmacies. There is also a 10% increase on distribution, with the launch of e-commerce. REMEDIA has developed an online shop platform, experimental for now, but can be accessed for testing. On the retail and pharmacy side the competition is high, the chances for REMEDIA are still through e-commerce, digitalization, introduction of robots.

Mr. Dan Mandru, investor, has questions about development. REMEDIA is a business that can grow, there are many development channels, he wants to test the e-shop, but wants to know if the prices are competitive with Dr Max and Tei.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, specifies that the online platform is not officially launched yet, but it can be checked at www.farmacileremedia.ro. Prices are competitive with Dr Max and Farmacia Tei.

Mr. Dan Mandru, investor, wants to know if the acquisition of PES is completed.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, answers that the documents for the acquisition of 50% of the share capital of PES have been finalized, so that REMEDIA is involved in the management of this company.

Mr. Dan Mandru, investor, wants to know what is the added value of this company.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, specifies that the transport of medicines is undertaken under a special regime, with controlled temperature, and PES has the necessary expertise for these transports, and outsourcing to PES is an optimization of the activity. Part of the employees of the logistics division and part of the trucks were transferred to PES, and part remained at REMEDIA for balancing shipments, interdepo transports, between the two main warehouses, the one in Deva and the one in Bucharest, as well as for emergencies.

Mr. Dan Mandru, investor, wants to know how many robots have been installed, if there are offers for other fields of activity that can use robots, not necessarily pharmaceutical.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, answers and explains how a robot works, and indicates the pharmacies where the robots sold by REMEDIA have been installed. There are 8 installations in total, so far they have been installed for Dr Max, but negotiations are ongoing with 3-4 other players on the market. There are also negotiations with discussion partners in Bulgaria.

Mr. Dan Mandru, investor, wants to know details about the exclusivity for robots, and what happens after its expiry.

Mr. Valentin-Norbert TARUS, President of the Board of Administrators, reminds that REMEDIA has exclusivity for 2 years for Romania, Bulgaria and Republic of Moldova, being BD Rowa partner, which means that REMEDIA buys and sells robots.

At the end of the 2 years of exclusivity, the continuation of the collaboration depends, in general, on the performance and considering that REMEDIA is doing well, is in parameters, we are convinced that we will remain partners and continue with BD Rowa.

In conclusion, Mr. Valentin-Norbert TARUS, President of the Board of Administrators, thanks everyone for their participation, ideas and suggestions.