

Date: August 12th, 2022
Location: TC REMEDIA, Romania
Participants:

Farmaceutica REMEDIA	Adrian-Marcel PARVU	Board of Adminsitrators Member
	Elena CODREAN	Board of Adminsitrators Member/ Financial Director
	Zoe CHIRITA	Investor Relations Director
	Ruxandra TICA	FR&DL Administrator
	Florin CADIA	Investor Relations Specialist

Financial Analysts	Florin TURCAS	IFB Finwest
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Shareholders Dragos Adrian BADOIU

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

Mr. Florin CADIA, Responsible for Investor Relations, presents the shareholding structure of Farmaceutica REMEDIA SA, as of the registration date for the payment of dividends, 19.07.2022, together with some statistical data related to the evolution of the number of shareholders.

Mrs. Elena CODREAN, Financial Director, presents the 2022 1st semester consolidated financial results. Turnover, revenue and cost structure, both operational and financial, are presented, as well as the main indicators and the breakdown of revenue by business segments.

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

Mr. Florin TURCAS, financial analyst, states that, from the breakdown by operations, it results that Remedias own pharmacies generated a loss of 2.000.000 lei on a profit of 4.600.000 lei, it results that 30% of the profit is lost on the pharmacy division; he wants to know if this is a recurring situation or if it is temporary.

Mrs. Elena CODREAN, Financial Director, answers that, in June-July, 3 new working points have been opened, where investments have been made, and the revenues will be recorded only in the second half of the year; regarding the pharmacy division, there are plans to make it profitable by retaining existing customers, attracting new customers.

Mr. Adrian BADOIU, investor, asks if inflation and price rises have affected the company's activity and if they will affect it in the second semester.

Mrs. Elena CODREAN, Financial Director, answers that energy costs, fuel costs, contracts with third parties, all costs have increased.

Mr. Adrian BADOIU, investor, wants to know if there are mechanisms to bring these increases in the price of pharmaceutical products.

Mrs. Elena CODREAN, Financial Director, answers that on the pharmaceutical industry, prices are regulated, not all cost increases can be transferred into prices, but REMEDIA will focus on cost reduction, sales growth to increase turnover and margin, internal organization efficiency. So far, in the first half year increases are covered and there are signs that they will be covered until the end of the year.

In conclusion, Mr. Florin CADIA, Responsible for Investor Relations, thanks everyone for their participation.