

30  
YEARS

# Remedia

Farmaceutica REMEDIA

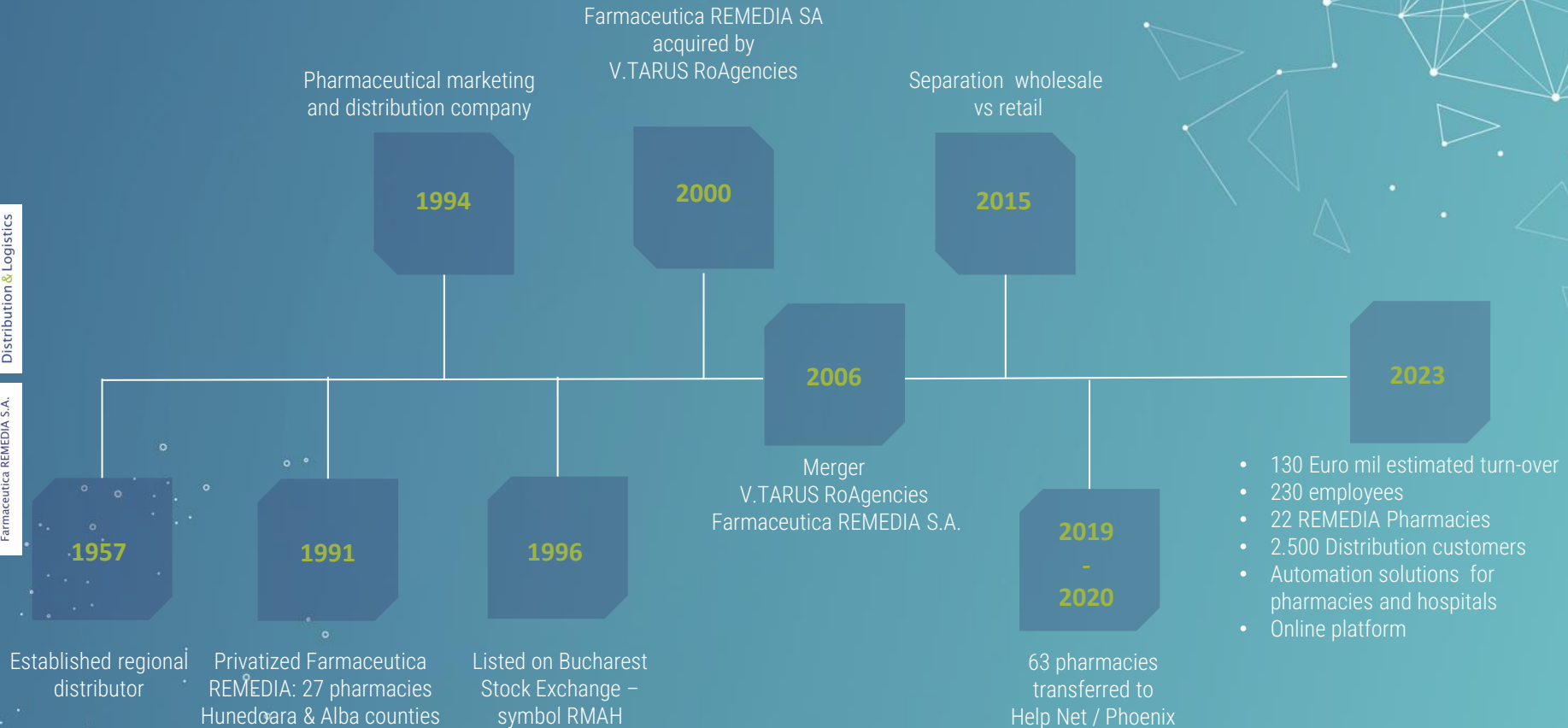
## COMPANY GROUP PROFILE

- January 2024 -



RMAH – symbol Bucharest Stock Exchange – [www.bvb.ro](http://www.bvb.ro)

# MILESTONES



# BUSINESS MODEL

**Remedia**  
Farmaceutica REMEDIA S.A.

- 22 REMEDIA Pharmacies
- Automation solutions for pharmacies & hospitals
- e-shop
- Healthcare Services

Separation of  
wholesale from  
retail activities  
– pursuant to  
legal  
regulations

**Remedia**  
Distribution & Logistics

- Distribution
- Hospital Business
- Logistic Services
- Regulatory Affairs
- Marketing & Promotion Activities



Medical Events  
Medical Publications

**TARUS**  
Media

the**bmj**

**MEDICA**  
ACADEMICA

**Mædica**  
a Journal of Clinical Medicine

# OUR NUMBERS

## NATIONAL COVERAGE



5 Logistic Centers  
ISO 9001 Certified



22 Remedia  
Pharmacies

# DISTRIBUTION & HOSPITALS



130 mil €

consolidated data

123 mil € TO (95%)

5% gross margin

2500

Customers

168

Employees

500

Hospitals



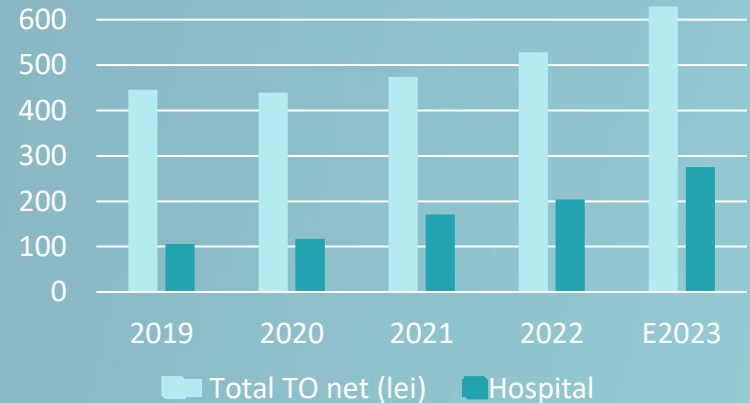
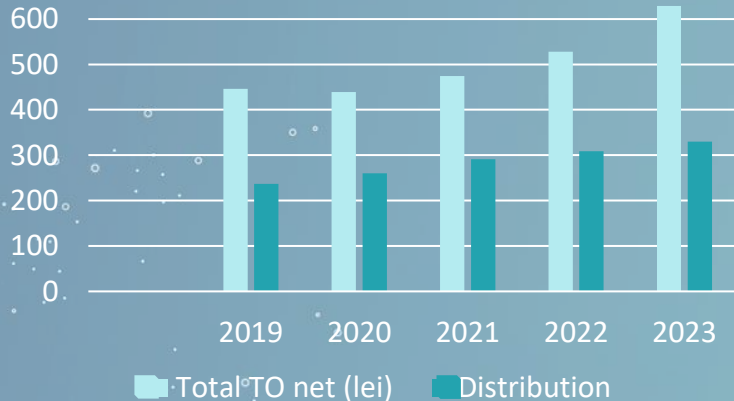
# DISTRIBUTION & HOSPITAL

Deliveries : + 2.500 pharma customers

Sales force: + 50 people

+ 500 hospitals

+ 3.200 biddings/year



# PHARMACIES & e-SHOP



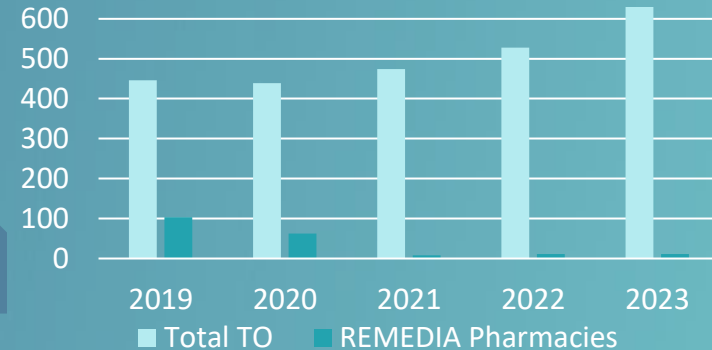
consolidated data

2 mil € TO (2%)

22 Remedia Pharmacies\*

62 Employees

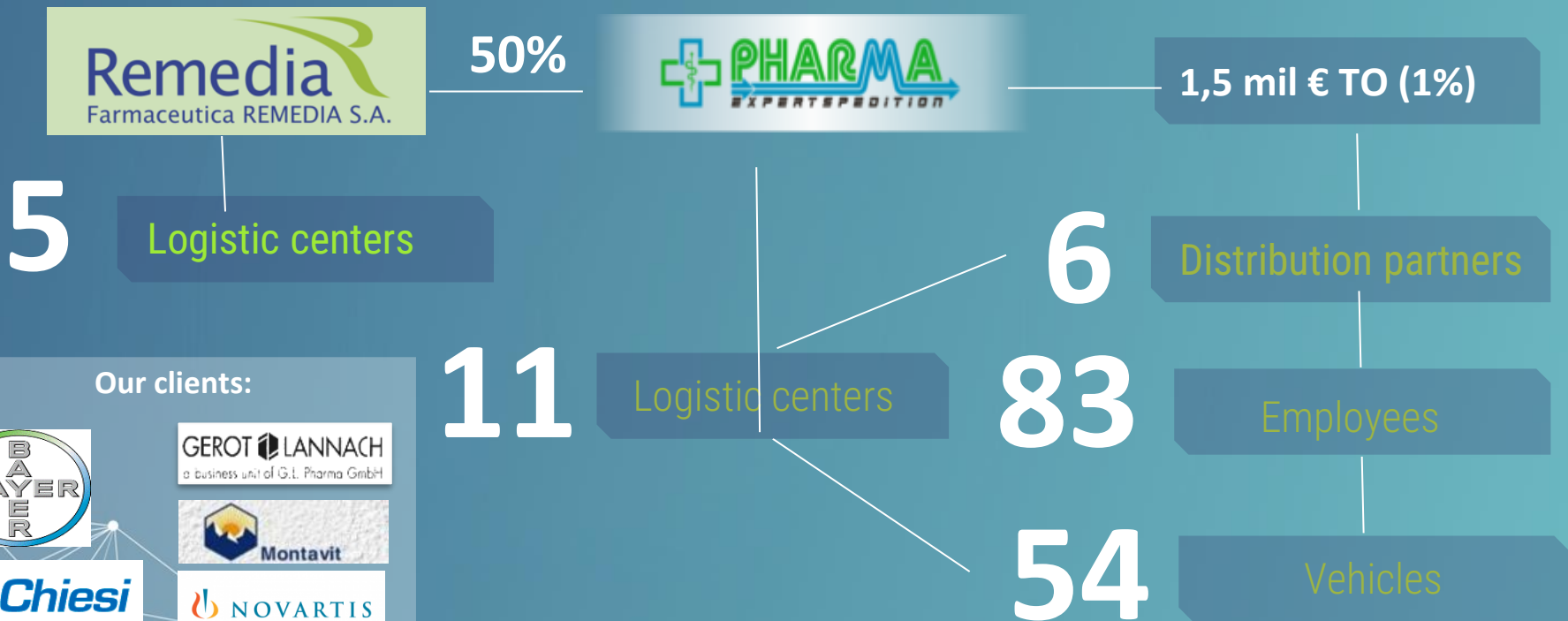
20% Gross margin



\*2019-2020: Farmaceutica REMEDIA S.A. transferred 63 pharmacies to Help Net / PHOENIX

# LOGISTIC ACTIVITIES

consolidated data





# MARKETING & PROMOTIONAL ACTIVITIES

1996

1997

2002

2005

2007

2014

2023

 **TRENKA**

**DR. F. KÖHLER CHEMIE**  
Apotheken

 **AURIGA**  
INTERNATIONAL

 **Gebro Pharma**

 **Nano Repro**

 **MEDIMAR**  
SOLUTIONS FOR YOUR SKIN

**Arômélia**  
PARIS

**ROWA WAGNER**



 **Pint-Pharma GmbH**

**DG**  
DOETSCH GREYER AG  
BEAUTY & BODY CARE - OTC - PHARMA

 **ATNAHS**

Prof. George Birkmayer  
**NADH**<sup>®</sup>

 **orthotech**

# REGULATORY AFFAIRS

Ongoing Registrations Agreements

**Santen**

**KLOSTERFRAU**  
HEALTHCARE GROUP



**IQVIA**

International  
**PharmaLex**  
YOUR PARTNER IN  
REGULATORY AFFAIRS

**ROWA WAGNER**

**PRO.MED.CS**  
Praha a.s.

**TRENKA**

**pharmaselect.**

**ArôméliA**  
PARIS

DR. F. KÖHLER CHEMIE  
Arzneimittel



**ATNAHS**

**ORGAN  
ASSIST**

Prof. George Birkmayer  
**NADH®**

**cassella  
med**

**Diva Farms**

**Kappler®**

# AUTOMATION SOLUTIONS for PHARMACIES

consolidated data

Since 2021 REMEDIA team installed robots in :

- 10 pharmacies in Romania
- 8 in Slovakia, Austria, Italy, Germany



3 mil € TO (2%)

Goal: Lease Generation





# AUTOMATION SOLUTIONS for HOSPITALS

Hospital pharmacy

MEDICATION OF THE FUTURE

connected medication management from pharmacy to bedside



End-to-end medication  
safety & traceability



Advanced inventory  
optimisation



Improved efficiency



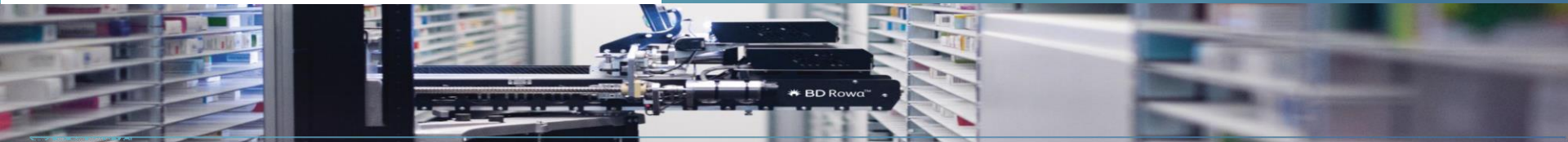
Pharmacy



Care areas



Patient

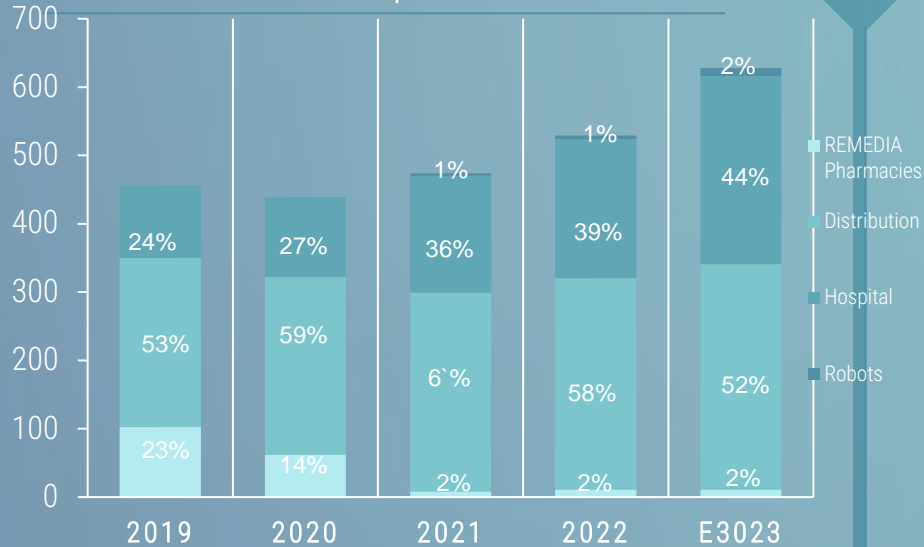


# GROWTH & PROFITABILITY

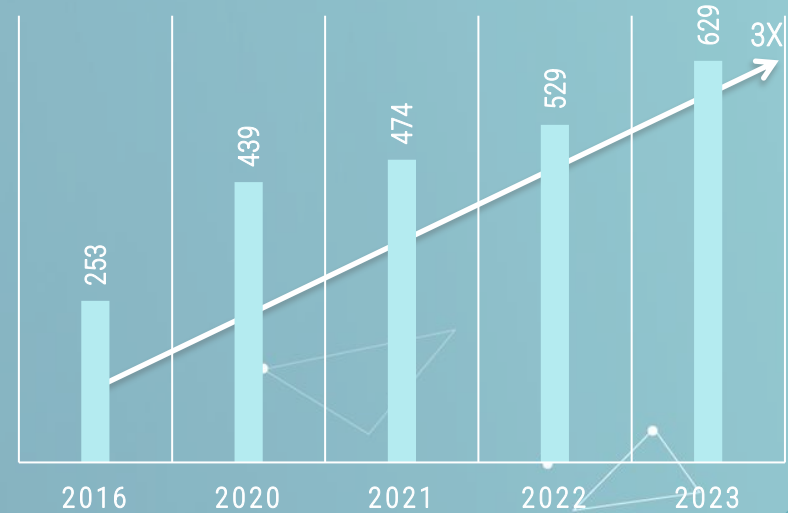


consolidated data

Business pillars



Sales of goods (mil. Lei)





# REMEDIA shares evolution\*



5,26%

Dividend yield

10 years

5,51%

Dividend yield

5 years

7,66%

Dividend yield

3 years

## REMEDIA 4th position of listed companies at BSE - 3 years\*

No	Company	Divident
1	Nuclearelectrica	8,80%
2	Conpet	8,46%
3	Transilvania Broker	8,22%
4	<b>Remedia</b>	7,66%
5	OMV Petrom	7,47%

## 4<sup>th</sup> position in TOP 10 positive dividend yield over the last 14 years 2009 – 2021\*

No	Company	Total ROI	years of ROI earned
1	Bittnet	1896%	6
2	Teraplast	1760%	13
3	Medlife	501%	5
4	<b>Remedia</b>	<b>471%</b>	<b>12</b>
5	Nuclearelectrica	440%	8
6	Transgaz	366%	13
7	Banca Transilvania	268%	14
8	Conpet	228%	8
9	Fondul Proprietatea	191%	10
10	Romgaz	105%	8

\*Newspapers publications

## Top 10 most profitable companies listed at BSE - dividend yield 2022\*

No	Company	Divident
1	Romcarbon	9,5
2	Alumil Rom Industry	9,5
3	Transilvania Broker Asig. Bistrita	9,2
4	Nuclear Electrica	8,5
5	Conpet	8,3
6	Comelf Bistrita	7,5
7	<b>Remedia</b>	<b>7,4</b>
8	AAGES Sangeorgiu de Mures	7,3
9	OMV Petrom	7,2
10	Transilvania Invest Alliance, Brasov	4,5

\*Ziarul Financiar 10.08.2021

\*Wall Street 27.05.2022

\*BRK Financial Group 9.04.2023







# TOP 10 Distributors in Romania by TO \*



\*Newspapers publications



## TOP 10 DISTRIBUTORS in Romania by TO - 2022\*

No	Company
1	Fildas
2	Mediplus*
3	Alliance Healthcare
4	Farmexim
5	Dona Logistics
6	Ropharma Logistic
7	Europahrm Holding
8	Bioeel Distributie
9	<b>Farmaceutica Remedia Distribution &amp; Logistics</b>
10	Ducfarm Logistic



\*Pharmafarm transferred to Mediplus



\*Ziarul Financiar 21.06.2023

Farmaceutica Remedia	consolidated		
	dec.-21	dec.-22	Jun.-23
<b><i>Income Statement (Lei)*</i></b>			
Sales of goods	474.530.058	530,960,392	279,295,750
Discounts given	-1.703.397	-2,799,654	-1,074,068
Net Sales	472.826.661	<b>528,160,738</b>	<b>278,221,682</b>
COGS	445.101.829	495,526,556	263,392,587
Discounts Received	-8.738.510	-8,770,460	-4,956,529
Net COGS	436.363.319	<b>486,756,096</b>	<b>258,436,058</b>
Gross Margin	36.463.342	<b>41,404,642</b>	<b>19,785,624</b>
Gross Margin (%)	7,71%	7.84%	7.11%
Other Operating Revenues	5.123.315	11,040,025	6,983,302
Personnel	-19.465.138	-22,132,735	-11,037,911
Other Operating Expenses	-11.666.209	-19,498,589	-9,189,526
Total Operating Expenses	-31.131.347	<b>-41,631,324</b>	<b>-20,227,437</b>
EBITDA	10.455.310	<b>10,813,343</b>	<b>6,541,488</b>
EBITDA Margin	2,21%	2.05%	2.35%
Depreciation	-1.198.795	-4,016,528	-2,239,329
Provisions - net	-423.647	279,307	-40,743
Bad debts lost	-168.758	-327,615	-3,872
EBIT	8.664.110	<b>6,748,506</b>	<b>4,257,544</b>
EBIT Margin	1,83%	1.28%	1.53%
Financial Revenues	220.698	844,833	514,888
Financial Expenses	-377.581	-532,927	-205,403
Financial income	-156.883	311,906	309,485
EBT	8.507.227	<b>7,060,412</b>	<b>4,567,030</b>
EBT Margin	1,80%	1.34%	1.64%
Tax on Profit	-1.274.069	-1,251,279	-827,492
Net Profit	7.233.158	<b>5,809,133</b>	<b>3,739,538</b>
Net Profit Margin	1,53%	1.10%	1.34%

Farmaceutica Remedia	consolidated		
<b><i>Balance Sheet (Lei)*</i></b>	dec.-21	dec.-22	Jun-23
Total Assets	250.946.798	<b>286,204,891</b>	<b>281,093,837</b>
Cash	24.217.749	18,083,345	33,331,396
A/R (clients)	137.629.452	173,704,309	159,973,475
Inventory	40.600.994	46,262,314	38,596,821
Expenses in advance	2.186.689	829,696	583,807
Other Current Assets	3.656.825	2,840,680	3,819,880
Total Current Assets	208.291.710	<b>241,720,345</b>	<b>236,305,379</b>
Tangible Assets	41.463.376	42,308,176	43,338,289
Intangible Assets	767.967	798,254	725,240
Financial Investments	423.746	1,378,116	724,928
Total Long-Term Assets	42.655.089	<b>44,484,546</b>	<b>44,788,458</b>
A/P (suppliers)	176.037.147	209,969,435	202,322,209
Other ST payables	2.257.490	2,882,047	10,752,705
Payables to shareholders	327.582	327,582	379,265
ST Loans*			
Total Current Liabilities	178.622.218	<b>213,179,064</b>	<b>213,454,179</b>
LT Loans*	1.339.435	1,199,245	905,413
Other LT liabilities	2.544.268	3,175,842	3,578,618
LT Liabilities	3.883.703	<b>4,375,086</b>	<b>4,484,030</b>
Provisions	217.307	217,307.02	217,307
Share capital	9.548.082	9,548,082	9,548,082
Reserves & others	51.442.329	53,076,219	49,650,701
Profit	7.233.158	5,809,133	3,739,538
Equity	68.223.569	<b>68,433,434</b>	<b>62,938,321</b>
		0	0
Total Liabilities & Equity	250.946.798	<b>286,204,891</b>	<b>281,093,837</b>

# FINANCIAL STATUS

\* consolidated data





18,3 - 2020




16,7

2021

\* ESG risk rating published by BSE & Sustainalytics



## ENVIRONMENTAL POLICY

-  Annual carbon footprint reduction targets to approach the climate change
-  Waste management & carton boxes recycling
-  Conscious use of water & electricity





## SOCIAL RESPONSIBILITY

-  Respect and protection of human rights and health
-  Sustaining sport, education, scientific and artistic expression
-  Supporting voluntary community in green environment and climate protection



## GOVERNANCE

-  REMEDIA - TOP 10 companies for investor communication according to ARIR VEKTOR assessment in 2021 and 2022.
-  Health & Safety of our stakeholders – innovative solutions for the medication of the future for the patients benefit



**SUSTAINABLE  
DEVELOPMENT** GOALS

# THANK YOU!

[www.remedia.ro](http://www.remedia.ro)

[www.remediadl.ro](http://www.remediadl.ro)

[www.farmacileredia.ro](http://www.farmacileredia.ro)



• Remedia.Romania



• Farmaceutica REMEDIA SA

• Farmaceutica REMEDIA Distribution & Logistics SRL