

I. Consolidated report

1. Executive summary

2012 total sales increased by 2.8 % in Euro terms (6.1 % in HUF terms) when compared to 2011. The Hungarian Forint weakened when compared to the base period impacting positively the top line and gross profit. Profit from operations decreased by 20.1 % in EUR terms (17.5 % in HUF terms). Favourable FOREX movements and milestones received in the 12 months to December 2012 period were more than offset by higher S&M and R&D expenditures. Additionally, significantly higher levels of one-off incomes were reported in the base period. **Esmya®** was launched in a number of EU member countries during the reported period.

2. Main financial indicators and exchange rates

	HUFm			EURm		
	2012	2011	Change	2012	2011	Change
	12 months to December		%	12 months to December		%
Total revenues	326,702	307,868	6.1	1,130.1	1,099.5	2.8
Gross profit	201,755	193,339	4.4	697.9	690.5	1.1
Gross margin %	61.8	62.8		61.8	62.8	
Profit from operations	50,284	60,927	-17.5	173.9	217.6	-20.1
Operating margin %	15.4	19.8		15.4	19.8	
Net financial income	886	(7,022)	n.a.	3.1	(25.1)	n.a.
Profit before income tax	51,513	49,671	3.7	178.2	177.4	0.5
Net income attributable to owners of the parent	50,777	49,281	3.0	175.6	176.0	-0.2
Net income margin attributable to owners of the parent %	15.5	16.0		15.5	16.0	
EBITDA	77,717	85,445	-9.0	268.8	305.2	-11.9
	HUF			EUR		
Basic EPS (HUF, EUR)	2,741	2,649	3.5	9.48	9.46	0.2
Diluted EPS (HUF, EUR)	2,724	2,644	3.0	9.42	9.44	-0.2
Average exchange rate* (EUR/HUF)				289.1	280.0	3.3

Note: * Current and historical average exchange rates are shown on page 9.

3. Sales by region

	HUFm				EURm			
	2012	2011	Change		2012	2011	Change	
	12 months to December		%		12 months to December		%	
Hungary	30,932	35,683	-4,751	-13.3	107.0	127.4	-20.4	-16.0
EU (*)	116,721	108,916	7,805	7.2	403.7	389.0	14.7	3.8
Poland	22,622	19,503	3,119	16.0	78.2	69.7	8.5	12.2
Romania	37,984	36,287	1,697	4.7	131.4	129.6	1.8	1.4
EU 9	23,106	21,369	1,737	8.1	79.9	76.3	3.6	4.7
EU 15	33,009	31,757	1,252	3.9	114.2	113.4	0.8	0.7
CIS	143,975	124,410	19,565	15.7	498.0	444.3	53.7	12.1
Russia	97,397	88,598	8,799	9.9	336.9	316.4	20.5	6.5
Ukraine	19,731	14,698	5,033	34.2	68.2	52.5	15.7	29.9
Other CIS	26,847	21,114	5,733	27.2	92.9	75.4	17.5	23.2
USA	16,123	20,513	-4,390	-21.4	55.8	73.3	-17.5	-23.9
RoW	18,951	18,346	605	3.3	65.6	65.5	0.1	0.2
Total	326,702	307,868	18,834	6.1	1,130.1	1,099.5	30.6	2.8

Note: * All Member States of the EU, except for Hungary.

4. Sales report

Sales amounted to HUF 326,702 million (EUR 1,130.1 million) in 2012, a 6.1 % increase (2.8 % in Euro terms) when compared with previous year. The Group recorded a positive performance in many of its key export markets.

In **Hungary** sales totalled HUF 30,932 million (EUR 107.0 million) in 2012, which represented a 13.3 % (16.0 % in EUR terms) decline compared to the level reported in 2011. Increased turnover of products launched in the past two years could not offset the negative impact arising from changes implemented during 2011 in the regulation of the market. A brief review of these regulatory changes are presented in Chapter 2.1.1.1 on page 19 of this report.

International sales amounted to EUR 1,023.1 million in 2012, an increase of EUR 51.0 million or 5.2 % over 2011. Sales in the CIS totalled EUR 498.0 million (US\$ 639.9 million), 12.1 % higher (in US\$ terms 3.4 %) when compared to 2011. In Russia a steady growth of 6.5 % in EUR terms was reported in 2012. A significant 20.0 % growth in US\$ terms (29.9 % in EUR terms) was reported in Ukraine in US\$ terms, while a 13.5 % increase in turnover in US\$ terms (23.2 % in EUR terms) was reported in the Other CIS republics. In 2012 increased activity in the Wholesaling business segment was also recorded in this region. The increase in turnover reported for the EU region (3.8 % in Euro terms) was primarily driven by higher sales levels recorded in Poland, but the EU 9 countries also significantly contributed to the higher sales levels achieved. The Wholesale and Retail business segment also recorded slightly higher turnover in Romania when compared to 2011. Sales recorded in the USA declined by 29.7 % in US\$ terms. Turnover reported in the Rest of the World region remained virtually flat (increased by 0.2 % in EUR terms) in 2012 when compared to 2011.

5. Costs, expenses, profits

Cost of sales amounted to HUF 124,947 million (EUR 432.2 million) in 2012, an increase of HUF 10,418 million (EUR 23.2 million) when compared to 2011. Sales of **Esmya**[®] for the indication of preoperative uterine fibrosis commenced in certain EU countries and thus the amortization of the amount relevant to European markets of the acquired intangible asset also commenced with effect from the second quarter. This amounted to HUF 1,791 million in 2012.

Gross margin in 2012 at 61.8 % decreased from the 62.8 % level achieved in the previous year. The increase in the share of sales arising from the Wholesale and Retail segment within total sales together with a further decline in the high margin US business and the **Esmya**[®]-related amortization pulled the total gross margin downwards. Positive developments, like a weaker HUF/EUR exchange rate together with a higher than average increase of turnover in the CIS countries could not offset the negative drivers of the gross margin.

Sales and marketing expenses amounted to HUF 92,694 million (EUR 320.6 million) in 2012, a 17.2 % (13.4 % in Euro terms) increase compared with 2011. The proportion to sales of S&M expenses was 28.4 % in the reported year. Sales and marketing costs were significantly higher when compared to the base period primarily due to the costs of our female healthcare sales network in Western Europe which was further expanded during the reported period together with marketing and promotion costs related to the launch of **Esmya**[®].

Amortisation of the marketing and intellectual property rights of the OC portfolio acquired from Grünenthal in the amount of HUF 4,355 million represented approximately 1.3 % of sales achieved in the reported year.

The annual registration fee payable in respect of medical representatives in Hungary amounted to HUF 431 million in 2012. In accordance with the most recent changes to the regulations we were able to offset the tax payable in 2012 on this ground by 90 % of tax liability of same kind incurred during 2011.

Administrative and general expenses totalled HUF 20,027 million (EUR 69.3 million) in 2012, representing a 17.9 % decrease (20.5 % in Euro terms) when compared with the levels recorded in the previous year. Expenses reported in 2011 included a one-off amount of time proportional liabilities associated with medium term PregLem management incentive schemes which created a high base while in 2012 costs decreased as a result of the implementation of a cost-cutting programme throughout the Group.

Research and development costs represented 11.9 % of sales and increased by 35.1 % to HUF 38,790 million (EUR 134.2 million) during the reported year. These costs include the ongoing clinical trials being carried out in co-operation with Forest Laboratories while R&D expenses of the Group also now include such costs of PregLem and biotechnological expenditures incurred both in Hungary and in Germany.

Other income and other expenses represented an income of HUF 40 million (EUR 0.1 million) in 2012, when compared to an expense of HUF 172 million (EUR 0.6 million) in the previous year. One-off milestone payments received during 2012 positively impacted the balance of this item although the break-up fee of HUF 8.1 billion paid by Genefar significantly improved the balance during the base period. Changes in the likelihood of payments in respect of deferred liabilities to previous owners of PregLem impacted negatively both 2011 and 2012. We accounted for an expense of HUF 5,041 million in 2011 while only HUF 654 million were expensed on this ground in the reporting year.

The 20 % tax obligation payable in respect of turnover related to reimbursed sales in Hungary amounted to HUF 487 million in 2012. In accordance with the most recent changes to the regulations we were able to offset the tax payable in 2012 on this ground by 90 % of tax liability of same kind incurred during 2011.

In accordance with the claw-back regime announced in Romania the authority establishes the amount of extraordinary tax to be paid based on the comparison of the subsidies allocated for reimbursed drugs and manufacturers' sales thereof. Such taxes were accounted for in the amount of RON 14.3 million during the reported year at those companies which belong to the Pharmaceutical segment of the Group.

Profit from operations decreased by 17.5 % and amounted to HUF 50,284 million. In EUR terms it decreased by 20.1 % to EUR 173.9 million in 2012. The positive effects of the favourable trends in exchange rates experienced in the first half of 2012 together with milestone payments received during the reported period were offset by the increase in sales and marketing expenses and higher R&D spending. Additionally, extraordinary one-off incomes were received during the base period. The consolidated operating margin decreased to 15.4 % during the reported year from the 19.8 % reported in 2011. Following the acquisitions made in 2010 the amortization of both [Esmya](#) and the acquired OC portfolio were incurred as new cost items in the reported period and amounted to HUF 6,146 million.

Net financial income for the Group is analysed in detail in the following table:

	HUFm			EURm		
	2012	2011	Change	2012	2011	Change
	12 months to December			12 months to December		
Unrealised financial items	5,747	(13,025)	18,772	19.9	(46.5)	66.4
Reassessment of currency related trade receivables and trade payables	3,914	2,248	1,666	13.5	8.0	5.5
Reassessment of currency loans	(81)	132	-213	(0.3)	0.5	-0.8
Reassessment of credit	4,191	(5,504)	9,695	14.5	(19.7)	34.2
Reassessment of other currency related items	982	(537)	1,519	3.5	(1.9)	5.4
Unwinding of discounted value related to liability in respect of PregLem	(3,004)	(4,493)	1,489	(10.4)	(16.1)	5.7
Reversal of assessment of forward exchange contracts as of 1 Jan.	249	(64)	313	0.9	(0.2)	1.1
Result of unrealised forward exchange and swap contracts	(504)	(249)	-255	(1.8)	(0.9)	-0.9
Impairment loss of investments	-	(4,558)	4,558	-	(16.2)	16.2
Realised financial items	(4,861)	6,003	-10,864	(16.8)	21.4	-38.2
Result of realised forward exchange contracts	(138)	189	-327	(0.5)	0.7	-1.2
Exchange losses realised on trade receivables and trade payables	(3,908)	2,089	-5,997	(13.5)	7.5	-21.0
Exchange losses on conversion	(3,379)	1,744	-5,123	(11.7)	6.2	-17.9
Dividends	308	59	249	1.0	0.2	0.8
Interest income	4,645	3,415	1,230	16.1	12.2	3.9
Interest expense	(1,805)	(1,266)	-539	(6.2)	(4.6)	-1.6
Other	(584)	(227)	-357	(2.0)	(0.8)	-1.2
Net financial income	886	(7,022)	7,908	3.1	(25.1)	28.2

The net financial income in 2012 totalled HUF 886 million (EUR 3.1 million), reflecting an increase of HUF 7,908 million (EUR 28.2 million) when compared to a net financial loss of HUF 7,022 million (EUR 25.1 million) reported in 2011.

At the end of each reporting period foreign currency related assets and liabilities are routinely reassessed with the change in value being reflected as unrealised financial items. The total impact of such reassessments amounted to a gain of HUF 9,006 million (EUR 31.2 million) at the end of December 2012, an increase of HUF 12,667 million (EUR 44.3 million) when compared with the HUF 3,661 million (EUR 13.1 million) loss reported in 2011. An unwinding of discounted value related to a liability in respect of PregLem at a loss of HUF 3,004 million was partly offset by a gain accounted for as the revaluation of exchange rates applied to this liability included in the reassessment of other currency related items.

On 14 June 2011 Richter Gedeon Plc. and the European Investment Bank signed a EUR 150 million credit line contract aimed at the financing of Richter's original research activities targeting compounds, which are active in diseases of the Central Nervous System, together with the development of biosimilar products. A second tranche amounting to EUR 50 million was called on 30 January 2012.

Losses incurred on the realized financial items in 2012 reflect a significant strengthening of the HUF during the reported year when compared to 2011 year-end exchange rates. Exchange losses realized on trade receivables and trade payables amounted to HUF 3,908 million, while conversion of FOREX related items resulted in a loss of HUF 3,379 million.

In the second quarter 2012 following the European marketing authorization related to the first indication of **Esmya®** a milestone payment became liable and was paid to the previous owners of PregLem while in the third quarter a further milestone payment was paid in respect of a Phase III clinical trial of a long term on-off indication.

Income from associates amounted to a HUF 343 million (EUR 1.2 million) in 2012.

Profit before income tax amounted to HUF 51,513 million (EUR 178.2 million), an increase of HUF 1,842 million (EUR 0.8 million) compared with 2011.

With effect from 1 January 2012 the period of 100 % **Income tax** allowance ended for Gedeon Richter Plc leaving the Parent company subject to statutory income taxation in Hungary after providing for the deduction of expensed R&D costs from the tax base. In addition, in 2012 and 2013 the parent company is entitled for a further tax allowance related to the development of the biosimilar manufacturing unit in Debrecen. All other companies of the Group are subject to the statutory tax regulations in effect in their respective countries of incorporation. The balance of deferred tax was significantly improved both in the base period and in the reported period by the recalculation of such taxes in respect of PregLem.

Profit after taxation was HUF 50,492 million (EUR 174.7 million), HUF 1,039 million above (EUR 1.9 million below) the profit after taxation realized in 2011.

The above Profit after taxation includes income from **Non-controlling interests**, the balance of which amounted to a HUF 285 million (EUR 0.9 million) loss during 2012.

Net income attributable to owners of the parent increased by HUF 1,496 million (decreased by EUR 0.4 million) during the reported year to HUF 50,777 million (EUR 175.6 million). It represented 15.5 % of sales compared with the 16.0 % reported for the previous year.

6. Earnings per share

Basic earnings per share totalled HUF 2,741 per share (EUR 9.48 per share) in the reported year, a decrease of 3.5 % (0.2 % in Euro terms).

The weighted average number of shares outstanding during 2012 was 18,521,717 and 18,601,073 for 2011.

Diluted earnings per share amounted to HUF 2,724 per share (EUR 9.42 per share) in 2012, an increase of 3.0 % (decrease of 0.2 % in Euro terms) when compared with HUF 2,644 per share (EUR 9.44 per share) in the previous year.

The weighted average number of shares in issue both in 2012 and in 2011 was 18,637,486.

7. Balance sheet

Different levels of corporate taxation were applied to the Esmya intangible asset valuation and to the calculation of relevant deferred tax when PregLem was first introduced to the consolidated accounts of the Group. These have now been reassessed and unified. As a result certain audited figures for the years 2010 and 2011 have been restated. The value at which Esmya as an intangible asset was included in the accounts at the time of its purchase has decreased by HUF 5,577 million, while the relevant deferred tax has diminished by HUF 5,527 million. Goodwill, as a result of two changes in opposite directions has not been impacted materially: it grew by HUF 50 million. While the profit and loss statement for 2010 did not change, both the P&L and

Equity statements for 2011 were impacted to a small degree: Net profit decreased by HUF 99 million as a result of a change in the balance of the deferred tax in addition to a further HUF 13 million decrease in revaluation reserves. These changes have been reflected in the restated Balance sheet for the year 2011. The restated figures are included in the Consolidated Balance Sheet, Changes in equity statements, Profit and Loss and Cash flow statements on pages 10-15 respectively.

Total assets and total shareholders' equity and liabilities of the Group amounted to HUF 672,136 million on 31 December 2012, HUF 9,834 million, or 1.4 % lower than the restated figure for 31 December 2011.

Non-current assets amounted to HUF 377,932 million on 31 December 2012, 1.2 % above the restated amount as of 31 December 2011. The amount of Other financial assets increased due to higher levels of long term bonds together with a change in the fair value of Richter's share in the Russian wholesaler and retail Group, Protek. In accordance with IFRS 3 standards, the value of [Esmya®](#) has been accounted for as an intangible asset and has been reassessed according to IAS 21 standards with the amortization thereof having commenced as a result of the market launch of the product. These two items resulted in a HUF 6,176 million or 3.9 % reduction when compared to their 31 December 2011 restated value.

Current assets amounted to HUF 294,204 million and decreased by HUF 14,497 million (4.7 %) when compared to the level reported on 31 December 2011. The change was due mainly to the Cash and cash equivalents balance item, as Richter paid the tranches due in respect of the PregLem acquisition together with dividends as approved by the Annual General Meeting. At the same time, cash increased as a result of drawing down the second EIB credit tranche to the value of EUR 50 million in January 2012.

Capital and reserves of the Group increased by 6.3 % and amounted to HUF 520,505 million when compared to the restated balance as at 31 December 2011. Retained earnings increased by HUF 38,566 million and amounted to HUF 470,079 million partly offset by a HUF 12,495 million decrease reported in Foreign currency translation reserves.

Non-current liabilities of the Group on 31 December 2012 at HUF 94,346 million were HUF 8,258 million higher than the levels restated as of the end of the previous year. A second credit tranche of EUR 50 million drawn down in January 2012 in accordance with a credit line contract signed with the European Investment Bank and the reassessment of existing credits as at the year's closing date were the main reasons for this increase. Deferred tax liability decreased by HUF 4,527 million when compared to the restated amount as of 31 December 2011.

Current liabilities of the Group at HUF 57,285 million on 31 December 2012 were 46.0 % lower than on 31 December 2011 mainly as a result of a payment made in respect of the acquisition of PregLem together with lower Trade payables.

8. Capital expenditure

Capital expenditure for the Group including payments for intangible assets totalled HUF 29,834 million compared to HUF 32,285 million reported for 2011. Capital expenditure linked to the development of biotechnology R&D facilities and manufacturing capacity in Hungary was HUF 4,394 million in 2012.

9. Corporate matters

9.1 Information regarding Richter shares

9.1.1 The total number of shares in issue (18,637,486) as at 31 December 2012 remained unchanged from the levels reported as at 30 September 2012.

9.1.2 The number of shares held by the Parent company in Treasury decreased during the fourth quarter of 2012.

	Ordinary shares				
	31 December 2012	30 September 2012	30 June 2012	31 March 2012	31 December 2011
Number	45,336	114,428	114,035	124,685	124,399
Nominal value (HUF '000)	45,336	114,428	114,035	124,685	124,399
Book value (HUF '000)	1,670,893	4,123,990	4,108,881	4,478,981	4,468,276

In addition, on 31 December 2012 the Group's subsidiaries held a total of 10,550 ordinary Richter shares, unchanged from their holding on 30 September 2012.

In accordance with a repurchase obligation stipulated in the programme approved by the Ministry of Finance related to employee share bonuses, the Company repurchased 237 shares from employees who resigned from the Parent company during the fourth quarter 2012.

The Company purchased 10,000 treasury shares on the Budapest Stock Exchange during the fourth quarter 2012 in addition to a further 33,875 shares on the OTC market.

Based on a decision of the Board of Directors of Gedeon Richter Plc., 67,523 shares held by the Company in Treasury were granted as bonuses during the fourth quarter of 2012 to qualified employees participating in the bonus share programme as well as to members of staff rendering outstanding performance.

In line with a programme approved by the National Tax and Customs Authority (NAV) in respect of the years 2012-2014 related to employee share bonuses, on 19 December 2012 the Company granted a total of 45,681 shares in respect of 4,750 of its employees for 2012. The value of these shares amounted to HUF 1,642 million. These shares will be deposited at the employees' individual securities accounts at UniCredit Bank Hungary Zrt. until 2 January 2015.

On 2 January 2013, following the expiry of the lock-up period the Company was able to remove all restrictions on 38,629 Richter ordinary shares granted to its employees on 20 December 2010 during the second year of a three-year programme approved by the Ministry of Finance in respect of years 2009-2011, thereby enabling these shares to be traded.

The total number of Company shares at Group level held in Treasury at 31 December 2012 was 55,886.

9.2 Share ownership structure

The shareholder structure as of 31 December 2012 is presented in detail in the following table:

Ownership	Ordinary shares Number	Voting rights %	Share capital %
Domestic ownership	6,160,077	33.15	33.05
State ownership total	4,704,028	25.31	25.24
out of which MNV Zrt.	4,703,921	25.31	25.24
out of which Municipality	107	0.00	0.00
Institutional investors	691,038	3.72	3.71
Retail investors	765,011	4.12	4.10
International ownership	12,392,915	66.70	66.50
Institutional investors	12,278,251	66.08	65.88
out of which Aberdeen Asset Mgmt. Plc.	2,372,669	12.77	12.73
out of which Skagen Kon-Tiki Verdipapirfond	997,104	5.37	5.35
Retail investors	114,664	0.62	0.62
Treasury shares (*)	55,886	0.00	0.30
Undisclosed ownership	28,608	0.15	0.15
Share capital	18,637,486	100.00	100.00

Note: * Treasury shares include the combined ownership of the parent company and subsidiaries.

Data in the above table were compiled based on the share registry amended with information provided by KELER Zrt. as clearing company, global custodians and nominees.

9.3 Extraordinary announcements

On 28 November 2012 Richter Gedeon Plc. and Forest Laboratories Inc., (NYSE: FRX) announced that Forest had previously submitted New Drug Application for Cariprazine for the Treatment of Both Schizophrenia and Manic or Mixed Episodes Associated with Bipolar I Disorder.

10. Historical exchange rates

10.1 At period end

	31.12.2012	30.09.2012	30.06.2012	31.03.2012	31.12.2011
EUR/HUF	291.29	283.71	288.22	295.60	311.13
US\$/HUF	220.93	219.17	229.13	221.60	240.68
CHF/HUF	241.06	234.51	239.88	245.33	255.91
EUR/US\$	1.32	1.29	1.26	1.33	1.29

10.2 Average

	2012 M12	2012 M9	2012 H1	2012 Q1	2011 M12
EUR / HUF	289.1	291.3	295.2	296.2	280.0
US\$ / HUF	225.0	227.3	227.7	225.4	201.0
EUR / US\$	1.28	1.28	1.30	1.31	1.39

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Balance Sheet

	31 December 2012 Unaudited HUFm	31 December 2011 Restated* HUFm	Change %
ASSETS	672,136	681,970	-1.4
Non-current assets	377,932	373,269	1.2
Property, plant and equipment	158,996	155,630	2.2
Investment property	1,361	1,379	-1.3
Goodwill	31,655	33,743	-6.2
Other intangible assets	149,490	158,748	-5.8
Investments in associates	2,115	1,754	20.6
Other financial assets	25,361	14,338	76.9
Deferred tax assets	3,652	3,605	1.3
Loans receivable	5,302	4,072	30.2
Current assets	294,204	308,701	-4.7
Inventories	64,136	63,437	1.1
Trade receivables	102,096	103,487	-1.3
Other current assets	15,873	10,873	46.0
Investments in securities	9,966	11,752	-15.2
Current tax assets	638	501	27.3
Cash and cash equivalents	101,495	118,651	-14.5
EQUITY AND LIABILITIES	672,136	681,970	-1.4
Capital and reserves	520,505	489,856	6.3
Share capital	18,638	18,638	0.0
Treasury shares	(1,716)	(4,513)	-62.0
Share premium	15,214	15,214	0.0
Capital reserves	3,475	3,475	0.0
Foreign currency translation reserves	9,203	21,698	-57.6
Revaluation reserve for available for sale investments	2,398	(32)	n.a.
Retained earnings	470,079	431,513	8.9
Non-controlling interest	3,214	3,863	-16.8
Non-current liabilities	94,346	86,088	9.6
Borrowings	73,163	62,226	17.6
Deferred tax liability	9,627	14,154	-32.0
Other non-current liabilities	11,556	9,708	19.0
Current liabilities	57,285	106,026	-46.0
Borrowings	148	164	-9.8
Trade payables	38,612	41,016	-5.9
Current tax liabilities	31	34	-8.8
Other payables	16,169	62,289	-74.0
Provisions	2,325	2,523	-7.8

* Note: for details on restatements see Chapter 7, Balance sheet, on page 6.

Prepared in accordance with IAS 34 Interim Financial Reporting.

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Consolidated statement of changes in equity

HUFm	Share capital	Share premium	Capital reserves	Treasury shares	Foreign currency translation reserves	Retained earnings	Revaluation reserve for available for sale investments	Attributable to owners of the parent	Non-controlling interest	Total
Balance at 31 December 2011	18,638	15,214	3,475	(4,513)	21,711	431,612	(32)	486,105	3,863	489,968
Impact of restatement*	-	-	-	-	(13)	(99)	-	(112)	-	(112)
Balance at 31 December 2011 (as restated)	18,638	15,214	3,475	(4,513)	21,698	431,513	(32)	485,993	3,863	489,856
Net profit	-	-	-	-	-	50,777	-	50,777	(285)	50,492
Exchange differences arising on translation of foreign operations	-	-	-	-	(12,495)	-	-	(12,495)	(364)	(12,859)
Revaluation reserve for available for sale investments	-	-	-	-	-	-	2,430	2,430	-	2,430
Comprehensive income at 31 December 2012	-	-	-	-	(12,495)	50,777	2,430	40,712	(649)	40,063
Treasury shares issued and purchased	-	-	-	2,797	-	-	-	2,797	-	2,797
Ordinary share dividend for 2011	-	-	-	-	-	(12,211)	-	(12,211)	-	(12,211)
Balance at 31 December 2012	18,638	15,214	3,475	(1,716)	9,203	470,079	2,398	517,291	3,214	520,505

* Note: for details on restatements see Chapter 7, Balance sheet on page 6.

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 Investor relations manager: Katalin Ördög

Income Statement

	12 months to December		
	2012 Unaudited HUFm	2011 Restated* HUFm	Change %
Total revenues	326,702	307,868	6.1
Cost of sales	(124,947)	(114,529)	9.1
Gross profit	201,755	193,339	4.4
Sales and marketing expenses	(92,694)	(79,120)	17.2
Administration and general expenses	(20,027)	(24,407)	-17.9
Research and development expenses	(38,790)	(28,713)	35.1
Other income and other expenses (net)	40	(172)	n.a.
Profit from operations	50,284	60,927	-17.5
Finance income	25,170	28,853	-12.8
Finance cost	(24,284)	(35,875)	-32.3
Net financial income/(loss)	886	(7,022)	n.a.
Share of profit of associates	343	(4,234)	n.a.
Profit before income tax	51,513	49,671	3.7
Income and deferred tax	1,802	2,696	-33.2
Local business tax	(2,823)	(2,914)	-3.1
Profit for the period	50,492	49,453	2.1
Profit attributable to:			
Owners of the parent	50,777	49,281	3.0
Non-controlling interest	(285)	172	n.a.
Statement of comprehensive income			
Profit for the period	50,492	49,453	2.1
Exchange differences arising on translation of foreign operations	(12,859)	21,263	n.a.
Revaluation reserve for available for sale investments	2,430	(3,388)	n.a.
Other comprehensive income	(10,429)	17,875	n.a.
Total comprehensive income	40,063	67,328	-40.5
Attributable to:			
Owners of the parent	40,712	66,905	-39.1
Non-controlling interest	(649)	423	n.a.
Earnings per share (EPS)	HUF	HUF	%
Basic	2,741	2,649	3.5
Diluted	2,724	2,644	3.0

* Note: for details on restatements see Chapter 7, Balance sheet on page 6.

Prepared in accordance with IAS 34 Interim Financial Reporting.

Company name: Gedeon Richter Plc.
 Company address: 1103 Budapest, Gyömrői út 19-21., Hungary
 Sector: Pharmaceutical
 Reporting period: January-December 2012

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Income Statement

	12 months to December		
	2012 Unaudited EURm	2011 Restated* EURm	Change %
Total revenues	1,130.1	1,099.5	2.8
Cost of sales	(432.2)	(409.0)	5.7
Gross profit	697.9	690.5	1.1
Sales and marketing expenses	(320.6)	(282.6)	13.4
Administration and general expenses	(69.3)	(87.2)	-20.5
Research and development expenses	(134.2)	(102.5)	30.9
Other income and other expenses (net)	0.1	(0.6)	n.a.
Profit from operations	173.9	217.6	-20.1
Finance income	87.1	103.0	-15.4
Finance cost	(84.0)	(128.1)	-34.4
Net financial income/(loss)	3.1	(25.1)	n.a.
Share of profit of associates	1.2	(15.1)	n.a.
Profit before income tax	178.2	177.4	0.5
Income and deferred tax	6.2	9.6	-35.4
Local business tax	(9.7)	(10.4)	-6.7
Profit for the period	174.7	176.6	-1.1
Profit attributable to:			
Owners of the parent	175.6	176.0	-0.2
Non-controlling interest	(0.9)	0.6	n.a.
Average exchange rate (EUR / HUF)	289.1	280.0	3.3
Statement of comprehensive income			
Profit for the period	174.7	176.6	-1.1
Exchange differences arising on translation of foreign operations	(44.5)	75.9	n.a.
Revaluation reserve for available for sale investments	8.4	(12.1)	n.a.
Other comprehensive income	(36.1)	63.8	n.a.
Total comprehensive income	138.6	240.4	-42.3
Attributable to:			
Owners of the parent	140.8	238.9	-41.1
Non-controlling interest	(2.2)	1.5	n.a.
Earnings per share (EPS)	EUR	EUR	%
Basic	9.48	9.46	0.2
Diluted	9.42	9.44	-0.2

* Note: for details on restatements see Chapter 7, Balance sheet on page 6.

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Income Statement

	October – December 3 months					
	2012	2011	Change	2012	2011	Change
	HUFm	Restated* HUFm	%	EURm	Restated* EURm	%
Total revenues	83,547	89,591	-6.7	295.4	293.7	0.6
Cost of sales	(32,041)	(33,565)	-4.5	(113.3)	(110.1)	2.9
Gross profit	51,506	56,026	-8.1	182.1	183.6	-0.8
Sales and marketing expenses	(23,407)	(21,197)	10.4	(82.7)	(68.8)	20.2
Administration and general expenses	(4,695)	(10,475)	-55.2	(16.7)	(35.7)	-53.2
Research and development expenses	(11,000)	(5,328)	106.5	(38.8)	(16.2)	139.5
Other income and other expenses (net)	(1,438)	(7,003)	-79.5	(5.0)	(25.8)	-80.6
Profit from operations	10,966	12,023	-8.8	38.9	37.1	4.9
Finance income	3,930	13,331	-70.5	14.2	45.7	-68.9
Finance cost	(3,581)	(16,773)	-78.7	(12.9)	(57.6)	-77.6
Net financial loss	349	(3,442)	n.a.	1.3	(11.9)	n.a.
Share of profit of associates	(119)	(1,924)	-93.8	(0.4)	(6.6)	-93.9
Profit before income tax	11,196	6,657	68.2	39.8	18.6	114.0
Income and deferred tax	3,338	3,249	2.7	11.5	11.7	-1.7
Local business tax	(731)	(848)	-13.8	(2.5)	(2.8)	-10.7
Profit for the period	13,803	9,058	52.4	48.8	27.5	77.5
Profit attributable to:						
Owners of the parent	13,686	8,966	52.6	48.3	27.2	77.6
Non-controlling interest	117	92	27.2	0.5	0.3	66.7

Earnings per share (EPS)	HUF	HUF	%	EUR	EUR	%
Basic	738	484	52.5	2.60	1.47	76.9
Diluted	734	481	52.6	2.59	1.46	77.6

* Note: for details on restatements see Chapter 7, Balance sheet on page 6.

Prepared in accordance with IAS 34 Interim Financial Reporting.

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Cash flow Statement

	12 months to 31 December	
	2012 Unaudited HUFm	2011 Restated* HUFm
Operating activities		
Net income attributable to owners of parent company	50,777	49,281
Depreciation and amortisation	27,125	24,459
Non cash items accounted through Comprehensive and Consolidated Income Statement	2,515	20,389
Net interest and dividend income	(4,953)	(2,208)
Income tax recognised through profit or loss	1,021	218
Changes in provision for defined benefit plans	(7)	13
Loss on disposal of property, plant and equipment and intangible assets	465	899
Impairment loss recognised on intangible assets	406	198
Impairment losses at investments	-	4,558
Movements in working capital		
Increase in trade and other receivables	(3,609)	(17,561)
Increase in inventories	(699)	(10,271)
(Decrease) / increase in payables and other liabilities	(48,776)	12,326
Interest paid	1,805	(1,266)
Income tax paid	(5,012)	(3,566)
Net cash flow from operating activities	21,058	77,469
Cash flows from investing activities		
Payments for property, plant and equipment	(24,022)	(26,617)
Payments for intangible assets	(5,812)	(5,668)
Proceeds from disposal of property, plant and equipment	531	494
Payments to acquire financial assets	(7,167)	(3,535)
Proceeds on sale of financial assets	25	8,321
Proceeds from loans	(1,230)	(1,376)
Interest and similar income	2,840	3,415
Dividend income	308	59
Net cash outflow on acquisition of subsidiaries	-	(14,555)
Net cash flow from investing activities	(34,527)	(39,462)
Cash flows from financing activities		
Proceeds from disposal of / (purchase of) treasury shares	2,797	(3,974)
Dividends paid	(12,206)	(15,994)
Other payments of financing activities	-	(371)
Proceeds from borrowings	15,129	15,088
Net cash flow from financing activities	5,720	(5,251)
Net (decrease) / increase in cash and cash equivalents	(7,749)	32,756
Cash and cash equivalents at beginning of year	118,651	75,600
Effect of foreign exchange rate changes on the balances held in foreign currencies	(9,407)	10,295
Cash and cash equivalents at end of period	101,495	118,651

* Note: for details on restatements see Chapter 7, Balance sheet on page 6.

Prepared in accordance with IAS 34 Interim Financial Reporting.

II. Report by business segment

1. Business segment information

The activities of Richter Group are presented in this Report along three operating segments. Those subsidiaries of the Group that are engaged in the core activities of research and development together with manufacturing and sale of pharmaceutical products have been classified as the Pharmaceutical segment. With effect from 1 January 2012 Management decided to reclassify to the Pharmaceutical segment those trading and marketing companies, previously classified as belonging to Other segment, which undertake direct sales and promotion of Richter products. The performance of those distributor and retail subsidiaries that represent the distribution chain in some of our markets and facilitate our products reaching final buyers are presented under the Wholesale and Retail segment. With effect from 1 January 2012 our Jamaican subsidiaries (realizing a turnover of EUR 11.1 million in the reported period) which carry out distribution, previously classified as belonging to the Other segment, were reclassified to the Wholesale and Retail segment. Finally, the Other segment relates to the business of those group members that do not belong to any of the above segments. These companies provide services to group members belonging to the Pharmaceutical segment. Note that for comparison purposes restated data for the base period has been provided in the 2012 quarterly reports. For the new segment classification see Appendix 1 on page 28.

In the following section we present key data by business segments.

HUFm	Pharmaceuticals		Wholesale and retail		Other		Eliminations		Group total	
	2012	2011*	2012	2011*	2012	2011*	2012	2011*	2012	2011
	12 months to December		12 months to December		12 months to December		12 months to December		12 months to December	
Total revenues	286,479	271,692	46,166	40,378	3,888	3,713	(9,831)	(7,915)	326,702	307,868
Gross profit	194,966	186,655	5,678	5,605	1,414	1,447	(303)	(368)	201,755	193,339
Profit from operations	51,000	63,160	(1,027)	(2,300)	167	275	144	(208)	50,284	60,927
Share of profit of associates	-	-	343	(4,234)	-	-	-	-	343	(4,234)
Number of employees at period end	9,293	8,997	1,451	1,421	358	355	-	-	11,102	10,773

Note: * Base period figures restated to reflect the segment reclassification of certain member companies of the Group.

2. Pharmaceuticals sales report

Sales in this pharmaceutical segment in 2012 totalled HUF 286,479 million (EUR 990.9 million), an increase of 5.4 % (2.1 % in Euro terms).

2.1 Pharmaceutical sales by region

	HUFm				EURm			
	2012	2011**	Change		2012	2011**	Change	
	12 months to December			%	12 months to December			%
Hungary	29,660	34,424	-4,764	-13.8	102.6	122.9	-20.3	-16.5
EU ^(*)	87,766	81,304	6,462	7.9	303.5	290.4	13.1	4.5
Poland	22,622	19,503	3,119	16.0	78.2	69.7	8.5	12.2
Romania	9,049	8,697	352	4.0	31.3	31.1	0.2	0.6
EU 9	23,106	21,368	1,738	8.1	79.9	76.3	3.6	4.7
EU 15	32,989	31,736	1,253	3.9	114.1	113.3	0.8	0.7
CIS	136,568	119,226	17,342	14.5	472.4	425.8	46.6	10.9
Russia	97,388	88,598	8,790	9.9	336.9	316.4	20.5	6.5
Ukraine	19,400	14,150	5,250	37.1	67.1	50.5	16.6	32.9
Other CIS	19,780	16,478	3,302	20.0	68.4	58.9	9.5	16.1
USA	16,123	20,513	-4,390	-21.4	55.8	73.3	-17.5	-23.9
RoW	16,362	16,225	137	0.8	56.6	57.9	-1.3	-2.2
Total	286,479	271,692	14,787	5.4	990.9	970.3	20.6	2.1
Average exchange rate (EUR/HUF)					289.1	280.0	9.1	3.3

Notes: *All Member States of the EU, except for Hungary.

**Base period figures restated to reflect the segment reclassification of certain member companies of the Group.

A list of products referred to in this report is presented in Appendix 2 on page 29.

2.1.1 Hungary

In **Hungary** sales totalled HUF 29,660 million (EUR 102.6 million) in 2012, a decline of 13.8 % (in Euro terms 16.5 %) when compared to 2011. Changes to the price regulations which were implemented gradually between the second and fourth quarters 2011 impacted adversely the Group's performance in 2012.

A new tender system introduced in 2011 aiming towards semestral price adjustments adversely affected several major Richter brands in Hungary. The price cuts applied during 2011 and early 2012 amounted to an annual revenue loss of more than HUF 3 billion by the end of 2012. Nevertheless a number of products showed significant sales growth during the reported period, notably a range of **oral contraceptives** and the cardiovascular product **Tanydon**.

Sales performance in Hungary was also negatively impacted by the termination of the licensing-in contract for **Avonex** and **Tysabri** with effect from 31 December 2011.

In 2012 the pharmaceutical market decreased slightly year-on-year, with sales of Richter products also falling behind the levels achieved in 2011 by 12.7 %. Richter is now the fifth player on the Hungarian pharmaceutical market with a 5.2 % share based on the latest available market audit (IMS) data for full year 2012. When considering only the market for retail prescription drugs, Richter qualified for third place with a market share of 7.1 %.

2.1.1.1 Hungarian regulatory environment

Extraordinary taxes

The 2007 drug economic act established that pharmaceutical companies were required to pay as a contribution to the nation's health care budget an amount equal to 12 % of the reimbursement based on manufacturer price levels to the Tax Authority. A medical representative fee was also reintroduced from 15 February 2009 in the amount of HUF 0.4 million per month per representative. Amendments to the law with effect from 1 July 2011 increased the 12 % tax to 20 % while the medical representative fee was doubled to HUF 0.8 million per month per representative.

Price regulations

Recent amendments to the law include:

- implementation of a preferred reference pricing range of 10 % above the reference price for both active substance reimbursement and therapeutic reimbursement groups, with any failure to keep the price within the preferred range resulting in a 15 % reduction in the reimbursement amount: manufacturers' price proposals are submitted via a "blind" auction system.
- introduction of an international reference pricing system with a 20 % ceiling above the average of the three cheapest prices of a given manufacturer applied in any of the EU countries to retain reimbursement status. This measure has yet to be put into practice as at the publication date of this quarterly report.
- on 18 June 2012 the Hungarian Parliament approved a new measure referred to as the Spanish model. Drug manufacturers are required to pay a 10 % rebate based on the retail price of the product (excluding reimbursement), with effect from 1 August 2012 in the case of such reimbursed products which have been marketed for a period of at least 6 years with a retail price exceeding HUF 1000 and which face no current generic competition. An estimated 1600 drugs are impacted by this measure. It is estimated that this measure implies an annual payment liability of approximately HUF 100 million for Richter.
- with effect from 1 August 2012 the wholesale markup for reimbursed drugs was reduced by regulation, the resulting difference being allocated to retailers.

R&D based tax allowances

Parliament passed an Act on 21 December 2011 which provides for a 20 %-60 %-90 % extraordinary tax deduction for those companies whose R&D reaches or exceeds 15 %-20 %-25 % of the reimbursement based on manufacturer price levels during 2011. An additional criterion for this allowance is a minimum level of personnel related expenditure established at 3 % for staff involved in R&D. Considering the above conditions Richter qualifies for the maximum available allowance i.e. 90 % of the tax liability incurred in respect of 2011; the scope of which having been extended in order to include rebates arising from the introduction of the so called "Spanish model" and also the financing of a potential overspending of the pharma budget.

Strategic agreement between Gedeon Richter and the Hungarian Government

On 2 November 2012 Richter signed a strategic agreement with the Hungarian Government which among other benefits established a transparent and sustainable system for the R&D based tax allowances including the carry of such allowances beyond the end of the financial year. The agreement is expected to contribute to the settlement in the medium and long term of the turmoil in the pharmaceutical market in Hungary. Details of the R&D based tax allowances were subsequently enacted by the Parliament and entered into force with immediate effect as of 28 December 2012.

2.1.2 European Union

Sales in the **European Union**, excluding Hungary, amounted to EUR 303.5 million in 2012, representing an increase of 4.5 % when compared to 2011.

In **Poland**, the largest market for the company in the region, the Group recorded sales of PLN 327.4 million (EUR 78.2 million) in 2012, an increase of 13.8 % in PLN terms (12.2 % in EUR terms) over the levels achieved in 2011. The reported good sales levels were primarily due to Richter's efficient promotional activities. The range of [oral contraceptives](#), [Aflamin](#), [Avonex](#), and [Spironol](#) contributed the most to the recorded good growth when compared to the sales levels achieved in the base period.

A new drug economic act came into effect on 1 January 2012 in Poland, resulting in a further tightening of the measures regulating the activity of pharmaceutical companies. The most important provisions of the act include a freeze of the national pharma budget at its 2011 level for three subsequent years. Should expenditures exceed this amount, manufacturers are required to pay in total half of the excess spending. The first generic product on the market cannot exceed 75 % of the price of the original drug and all subsequent competitors have to sell their products at lower prices. The deadline for a decision with respect to the inclusion of new products into the reimbursement list increased to 180 days, although manufacturers may ask for such inclusion at any time. Promotion activity (including such items as discounts and charity donations) for reimbursed products has been completely ruled out.

In **Romania** sales amounted to RON 139.4 million in 2012, a 5.8 % year-on-year increase compared with the performance in 2011. In EUR terms turnover slightly increased by 0.6 % and amounted to EUR 31.3 million. Increasing competition and excessive payment delays (up to 360 days or more) have characterized the Romanian pharma market together with sales held back as a consequence of bad debts as well as the distributors' high inventory levels.

Turnover of the range of [oral contraceptives](#), of [Cavinton](#) (including [Cavinton Forte](#)), of [Mydeton](#) and [Moduxin](#) contributed most to sales levels achieved in 2012.

From 1 October 2009 the Government approved a claw-back regime in the range of 5-12 % (aimed at financing the overspending of the national pharmaceutical budget) to be paid to the National Health Insurance House by the manufacturers from sales of reimbursed drugs. On 1 October 2011 a new version of Romania's pharmaceutical claw-back mechanism came into force. The new measures apply to the suppliers of medicines that are partly or fully reimbursed and the overspending of the national pharmaceutical budget has to be paid for by these manufacturers based on their market shares. In line with the governmental decree published on 8 August 2012 further amendments were made to the claw-back mechanism. In the fourth quarters of 2012 in respect of the last two quarters Richter booked the claw-back tax imposed.

Despite strong competition and the various austerity measures introduced by the local governments Richter recorded steady growth in the **EU 9** region in the reported period. Sales

totalled EUR 79.9 million in 2012, 4.7 % higher than in the same period of last year. This area represented 26 % of the total EU region sales of the Group's pharmaceutical segment.

In the **Czech Republic** turnover in 2012 amounted to EUR 29.1 million, representing growth of 14.4 % over the sales levels achieved in the base period. The sales increase was mainly attributable to the range of [oral contraceptives](#), [Amlator](#), [Lunaldin](#), [Gordius](#), and [Kylotan](#) (including [Kylotan Plus](#)). In **Slovakia** turnover amounted to EUR 21.1 million in 2012 which was 4.9 % lower compared to 2011. Notwithstanding the overall decline a positive sales performance of [Protevasc](#), [Lunaldin](#) and [Tanydon](#) was recorded in the reported period. In the **Baltic States** sales amounted to EUR 16.7 million in 2012, EUR 0.4 million higher when compared to 2011. In **Bulgaria** sales totalled EUR 12.9 million in the reported period, representing growth of EUR 0.8 million when compared with turnover achieved in 2011.

In the 'traditional' **15 EU Member States** sales amounted to EUR 114.1 million in 2012, which represented virtually flat (0.7 % higher) sales levels compared to the previous year's performance. This region contributed 38 % of total EU pharmaceutical sales.

In **Germany** Richter Group reported sales of EUR 55.9 million in 2012, 17.3 % higher than in the base period. In **France** the Group's turnover amounted to EUR 15.0 million in 2012. Sales in **Italy** reached EUR 10.8 million while sales in **Belgium** totalled EUR 8.6 million in the reported period. Turnover in **Spain** reached EUR 5.6 million while it amounted to EUR 5.3 million in the **United Kingdom**.

2.1.3 CIS

Sales to the **CIS** in 2012 totalled EUR 472.4 million, representing a good growth of 10.9 % compared with sales levels achieved in 2011. Significant sales growth was achieved throughout the region in the reported period.

The relatively stable Rouble/Euro exchange rate and increasing crude oil revenues created a predictable and stable economic environment in **Russia** which also positively impacted the purchasing power. Sales totalled RUB 13.5 billion (EUR 336.9 million) in 2012, 3.8 % (in EUR terms 6.5 %) higher than in the base period. In spite of increasing generic competition the higher sales level was reached as a consequence of Richter's efficient promotional and commercial activities. Growth was realised primarily due to a good performance achieved by [Mydocalm](#), the range of [oral contraceptives](#) and [Mertenil](#).

A licensing agreement for [Suprax](#) was terminated during 2012 without having been prolonged. The consequences thereof impacted the second half of the reporting year.

In line with the Pharma 2020 strategy announced by the Russian Government which has as its objective the manufacturing of most essential medicines in Russia by 2016 Richter has been carrying out a multi-phase project which will further increase its Russian manufacturing and warehousing capacities.

Sales to **Ukraine** amounted to US\$ 86.2 million (EUR 67.1 million) in 2012. The substantial growth of 22.4 % (32.9 % in EUR terms) reported over 2011 was due to both Richter's efficient promotional activities and also some registration related one-off shipments. Political stabilisation in the country had a beneficial effect on the economic climate. Turnover of the range of [oral contraceptives](#), [Panangin](#), [Mydocalm](#) and [Cavinton](#) contributed most to the sales levels recorded.

Sales in **Other CIS republics** totalled US\$ 87.9 million (EUR 68.4 million) in 2012, good growth of 7.2 % (16.1 % in Euro terms) compared to 2011. Sales to this region increased in almost all countries and more than offset declines recorded in **Kazakhstan**, **Azerbaijan** and **Belorussia**.

2.1.4 USA

Sales in the **USA** totalled US\$ 71.7 million (EUR 55.8 million) in 2012, a decline of 29.7 % in US\$ terms (23.9 % in EUR terms). As indicated in previous reports revenues in connection with the drospirenone related profit sharing agreements declined further due to increased generic competition. Turnover of matured gynaecological products also showed a decline year on year. However significant sales growth of the finished form emergency contraceptive **Plan B OneStep** was recorded during the reported period.

2.1.5 Rest of the World

Sales in these countries amounted to EUR 56.6 million (US\$ 72.7 million) in 2012, a decline of 2.2 % (9.9 % in US\$ terms) when compared to 2011.

Notable sales levels in 2012 were achieved in **Vietnam** (EUR 6.8 million), in **China** (EUR 6.1 million), in **Serbia** (EUR 4.1 million) and in **Brazil** (EUR 3.4 million).

2.2 New product launches

In line with the strategic aim of renewing the product portfolio in all markets Richter introduced the following new products in the fourth quarter of 2012:

Country	Product	Active pharmaceutical ingredient	Therapeutic area
Hungary	Mistral	dienogest + 30mcg EE**	Gynaecology, oral contraceptive
Bulgaria	Ossica	ibandronate	Oncology / Gynaecology, osteoporosis
Portugal	Arankelle	drospirenone + 20mcg EE**	Gynaecology, oral contraceptive
Russia	Belara Sonirid Duo	chlormadinone + EE** finasteride + tamsulosine	Gynaecology, oral contraceptive Urology, benign prostate hypertrophy
Ukraine	Zilola*	levocetirizine	Antiallergic
Other CIS	Singlon	montelukast	Respiratory, antiasthmatic

Notes: * Licenced-in products
** ethynil estradiol

2.3 Female Healthcare

In recognition of the strategic importance to the Company of this therapeutic area a brief presentation of the Female Healthcare (FH) franchise is presented below. This therapeutic area includes the following product groups and therapeutic indications: oral contraceptives (OC), emergency contraceptives (EC), contraceptive devices (CD); menopausal care, pregnancy care and obstetrics, gynaecological infections, and other gynaecological conditions. Please refer to Appendix 3 on page 30 for a comprehensive list of major products belonging to this therapeutic field.

2.3.1 Female Healthcare sales by region

	HUFm				EURm			
	2012	2011**	Change		2012	2011**	Change	
	12 months to Dec			%	12 months to Dec			%
Hungary	4,486	4,486	0	0.0	15.5	16.0	-0.5	-3.1
EU (*)	37,194	33,311	3,883	11.7	128.7	119.0	9.7	8.2
Poland	4,073	3,289	784	23.8	14.1	11.8	2.3	19.5
Romania	2,110	2,109	1	0.0	7.3	7.5	-0.2	-2.7
EU 9	7,192	6,327	865	13.7	24.9	22.6	2.3	10.2
EU 15	23,819	21,586	2,233	10.3	82.4	77.1	5.3	6.9
CIS	29,695	24,708	4,987	20.2	102.7	88.2	14.5	16.4
Russia	22,840	20,084	2,756	13.7	79.0	71.7	7.3	10.2
Ukraine	3,207	2,121	1,086	51.2	11.1	7.6	3.5	46.1
Other CIS	3,648	2,503	1,145	45.7	12.6	8.9	3.7	41.6
USA	15,459	19,585	-4,126	-21.1	53.5	69.9	-16.4	-23.5
RoW	7,773	8,332	-559	-6.7	26.8	29.8	-3.0	-10.1
Total	94,607	90,422	4,185	4.6	327.2	322.9	4.3	1.3
Average exchange rate (EUR/HUF)					289.1	280.0	9.1	3.3

Notes: * All Member States of the EU, except for Hungary.

** Base period figures restated to reflect the segment reclassification of certain member companies of the Group.

2.3.2 Sales

2.3.2.1 Hungary

In **Hungary** FH sales totalled HUF 4,486 million (EUR 15.5 million) in 2012, representing a flat sales (in Euro terms a 3.1 % decrease) compared to the levels reported in 2011.

2.3.2.2 European Union

FH sales in the **European Union**, excluding Hungary, amounted to EUR 128.7 million in 2012, representing an increase of EUR 9.7 million (8.2 %) when compared to 2011.

In the reported period sales of FH products represented 42 % of the turnover in this region.

FH sales in **Romania** increased by RON 0.6 million and amounted to RON 32.5 million (EUR 7.3 million) in 2012, while in **Poland** turnover increased by PLN 10.4 million totaling PLN 58.9 million (EUR 14.1 million) during the same period. In the **EU 9** region FH sales totalled EUR 24.9 million in 2012, 10.2 % higher compared to the previous year. With respect to

FH sales the EU9 countries altogether represented 19 % of the Group's EU sales. In 2012 OCs belonging to the acquired portfolio from Grünenthal also contributed EUR 2.3 million to FH sales achieved in the EU9 region.

Following the reclassification with effect from 1 January 2012 of the trading companies from the Other segment to Pharmaceutical segment, sales of the acquired OC portfolio are entirely reported now as belonging to the core Pharmaceutical segment. Base period data has been restated for comparison purposes.

In the **'traditional' 15 EU Member States** FH sales amounted to EUR 82.4 million in 2012, showing a EUR 5.3 million growth over the levels recorded in the previous year. This region contributed 64 % of total EU FH sales. Turnover of the acquired OC portfolio amounted to EUR 42.2 million in 2012 compared to EUR 52.5 million recorded in 2011. The year on year decline was primarily due to higher stock levels built towards the end of 2011. When sales of the acquired OC portfolio is deducted from the above figure FH sales revenue from this region amounted to EUR 40.2 million, 63.4 % higher than in 2011. The year-on-year increase is primarily due to recent OC launches in Western Europe.

In **Germany** Richter Group reported gynaecological sales of EUR 44.6 million, representing a EUR 6.9 million increase compared to 2011.

Sales of the acquired OC portfolio accounted in the 2012 for EUR 29.1 million in **Germany**, EUR 5.9 million in **Italy**, EUR 3.0 million in **Spain**, EUR 1.8 million in **Portugal** and EUR 1.5 million in **Austria**.

In **France** the Group's turnover arising from FH products amounted to EUR 12.0 million in 2012. The good performance is mostly related to the turnover of our generic drospirenone containing fourth generation OC together with desogestrel based [Azalia](#) on the French market.

2.3.2.3 CIS

FH sales to the **CIS** in 2012 totalled EUR 102.7 million representing an increase of EUR 14.5 million over the sales levels achieved in the prior year.

Turnover of gynaecological products represented 22 % of total CIS sales in 2012.

2.3.2.4 USA

FH sales in the **USA** totalled US\$ 68.7 million (EUR 53.5 million) in 2012, a 29.5 % decline in US\$ terms (23.5 % in EUR terms) when compared to the previous year.

Sales of FH products, including the profit sharing related to drospirenone, represented 96 % of US sales.

Growth in sales of the finished form emergency contraceptive [Plan B OneStep](#) was recorded during the reported period.

2.3.2.5 Rest of the World

FH sales in these countries amounted to EUR 26.8 million (US\$ 34.6 million) in 2012, a decline of 10.1 % (16.6 % in US\$ terms) compared to 2011.

2.3.3 Expanding the female healthcare product portfolio

2.3.3.1 Original research and product launch – Esmya®

The acquisition of PregLem, a Swiss research and clinical development oriented company made possible the inclusion of Female Healthcare as a therapeutic area of original research activity in addition to the existing therapeutic field of CNS within the original research activity carried on by Richter. **Esmya®**, developed by PregLem against uterine fibroids was filed in late 2010 for European registration. Following a positive EMA/CHMP opinion for **Esmya®** 5mg tablet for the pre-operative treatment of uterine fibroids (myomas) a marketing authorization was granted by the European Commission in late February 2012. The authorization is applicable for all Member States in the EU.

Esmya® was subsequently launched in mid March 2012 in Germany and in the UK. In both countries **Esmya®** was included in the reimbursement lists. Reimbursed status was granted in Austria with effect from 1 October 2012 and also in Denmark during October 2012.

In Spain, in Italy and in France such negotiations were commenced with the competent authorities.

Esmya® was introduced in Poland, in Hungary, in the Czech Republic in the second quarter and in the Baltic states, in Bulgaria, Romania and Slovakia in the third quarter. Reimbursement status was granted in Slovakia with effect from 1 January 2013 and in Hungary with effect from mid February. Given, however, a sensitive period of budgetary constraints, the likelihood of receiving reimbursement approvals is low in most of the mentioned countries.

Esmya® reported total sales of EUR 3.6 million at the end of 2012. Turnover recorded in Germany contributed the most to the achieved sales levels.

In order to expand the indication to meet the needs of a wider range of affected women Richter initiated Phase III clinical studies at the beginning of the third quarter to establish the long term (on-off) usage of **Esmya®** targeting a substantial recession of fibroid tumours consequently making surgical interventions unnecessary. The studies are expected to be completed by second quarter 2014.

2.3.3.2 Development – generic product launches

In line with the strategic aim of renewing the product portfolio in all markets the OC **Mistral** was launched in Hungary during the last quarter. Injectable **Ossica** was launched in Bulgaria in the fourth quarter while **Belara** was introduced in Russia. Additionally **Arankelle**, the fourth generation OC was also introduced in Portugal during the fourth quarter of 2012.

3. Pharmaceuticals – Operating profit and margin

Operating profit for the Group originated overwhelmingly from the Pharmaceuticals segment. Operating profit for this business segment amounted to HUF 51,000 million during 2012 and decreased by 19.3 % when compared to the previous year. Operating margin decreased to 17.8 % from the 23.2 % realized in 2011. Following the acquisitions made in 2010 the amortization of both *Esmya* and the acquired OC portfolio were incurred as new cost items in the reported period and amounted to HUF 6,146 million.

4. Wholesale and retail sales report

	HUFm				EURm			
	2012 12 months to December	2011**	Change		2012 12 months to December	2011**	Change	
				%				%
Hungary	407	553	-146	-26.4	1.4	2.0	-0.6	-30.0
EU (*)	32,448	30,760	1,688	5.5	112.2	109.8	2.4	2.2
Poland	-	-	-	-	-	-	-	-
Romania	32,448	30,760	1,688	5.5	112.2	109.8	2.4	2.2
EU 9	-	-	-	-	-	-	-	-
EU 15	-	-	-	-	-	-	-	-
CIS	10,097	6,359	3,738	58.8	35.0	22.7	12.3	54.2
Russia	-	-	-	-	-	-	-	-
Ukraine	225	438	-213	-48.6	0.8	1.6	-0.8	-50.0
Other CIS	9,872	5,921	3,951	66.7	34.2	21.1	13.1	62.1
USA	-	-	-	-	-	-	-	-
RoW	3,214	2,706	508	18.8	11.1	9.7	1.4	14.4
Total	46,166	40,378	5,788	14.3	159.7	144.2	15.5	10.7
Average exchange rate (EUR/HUF)					289.1	280.0	9.1	3.3

Notes: * All Member States of the EU, except for Hungary.

** Base period figures restated to reflect the segment reclassification of certain member companies of the Group.

The principal aim of the Wholesale and Retail companies is to support the sales levels of our products on the Group's selected traditional markets.

As indicated earlier, with effect from 1 January 2012, our Jamaican subsidiaries which carry out distribution, previously classified as belonging to Other segment, were reclassified to the Wholesale and Retail segment. For comparison purposes restated data for the base period is provided in the 2012 quarterly reports.

Sales amounted to EUR 159.7 million in 2012, an increase of 10.7 % compared to the previous year.

Our Romanian subsidiaries realized 70 % of the turnover in the Wholesale and Retail segment (RON 500.0 million), with the remainder primarily being invoiced by our subsidiaries in the CIS region. The sales growth in Romania was 7.3 % in RON terms (2.2 % in EUR terms) in 2012. The Romanian pharma market continues to be characterised by excessive payment delays (up to 360 days or more) to pharmaceutical companies due to continuing delays in payments to pharmacists from the National Health Insurance House.

5. Wholesale and retail – Operating profit and margin

The combined amount of operating profit from subsidiaries and the stakeholding proportional amount of income from associates operating in the Wholesale and retail segment totalled a HUF 684 million loss during the reported period.

The consolidated operating profit of subsidiaries belonging to this segment was a HUF 1,027 million loss, when compared to an operating loss of HUF 2,300 million realized in the previous year.

Disclosures

I, the undersigned declare, that Gedeon Richter Plc. takes full responsibility, that the interim management report published today, which contains the Group's 2012 full year results is prepared in accordance with the applicable accounting standards and according to the best of our knowledge. The report above provides a true and fair view of the financial position of Gedeon Richter Plc., comprises the subsidiaries included in the consolidation, contains an explanation of material events and transactions that have taken place during the reported period and their impact on the financial position of Gedeon Richter Plc. and its subsidiaries included in the consolidation.

Budapest, 7 February 2013

Erik Bogisch
Managing Director

The financial statements in this report cover the activities of Gedeon Richter Group ('The Group' or 'Richter Group') and Gedeon Richter Plc. ('The Company' or 'Richter'). These interim condensed financial statements are prepared in accordance with IAS 34 Interim Financial reporting. EUR and US\$ amounts have been converted from HUF at average exchange rates for indicative purposes only. Restated financial statements for the twelve months period ended 31 December 2011 are unaudited. Financial statements for the twelve months period ended 31 December 2012 are unaudited. The Company has adopted the same accounting policies during the preparation of this interim report as for the preparation of the most recent annual financial report.

Appendix 1

Subsidiaries belonging to Richter Group

See below a list of those subsidiaries which are included in the consolidated accounts of Richter Group classified by segments:

Pharmaceuticals	Wholesale and retail	Other
Richter Gedeon Nyrt.	Gedeon Richter Farmacia S.A.	Reflex Kft.
ZAO Gedeon Richer-RUS	Pharmafarm S.A.	RG Befektetéskezelő Kft.
Gedeon Richter Romania S.A.	Armedica Trading S.R.L.	Richter Szolgáltató Kft.
Gedeon Richter Polska Sp. z o.o.	Gedeon Richter Ukrfarm O.O.O.	Nedermed B.V.
Richter Themis Ltd.	Richter-Lambron O.O.O.	Medimpex Japan Co. Ltd.
Gedeon Richter Pharma GmbH	Medimpex Jamaica Ltd.	GYEL Kft.
Gedeon Richter USA Inc.	Medimpex West Indies Ltd.	Medimpex Irodaház Kft.
Farnham Laboratories Ltd.	GR-Retea Farmaceutica S.R.L.	Chemitechnik Pharma Kft.
Gedeon Richter France S.A.R.L.	GR Aptyeke sp.O.O.O.	Cito-Trans Kft.
Gedeon Richter UK Ltd.	Richpangalpharma O.O.O.	Gedeon Richter UA V.A.T.
Gedeon Richter Iberica S.A.	Hungaropharma Zrt.	Richter-Helm BioLogics Mngt. GmbH
Richter-Helm BioLogics GmbH & Co. KG	Medservice Richter O.O.O.	Richter-Helm BioTec Mngt. GmbH
Medimpex UK Ltd.	Vita-Richter O.O.O.	Pharmapolis Kft.
Gedeon Richter Italia S.R.L.	Pesti Sas Holding Kft.	Cerorin Kft.
Gedeon Richter Slovakia s.r.o.	Pesti Sas Patika Bt.	Pharmatom Kft.
Gedeon Richter Austria GmbH	Salvia-Med Bt.	Humanco Kft.
Gedeon Richter (Schweiz) AG	Szondi Bt.	
Pharmarichter O.O.O.	Top Medicina Bt.	
PregLem S.A.	Pharmanet S.R.L.	
PregLem France SAS		
Richter Helm BioTec GmbH & Co. KG		
Gedeon Richter Rxmidas Ltd.		
Gedeon Richter Slovenija, trženje, d.o.o.		
Gedeon Richter Benelux SPRL		
Gedeon Richter Marketing Polska Sp. z o.o.		
Gedeon Richter Portugal, Unipessoal Lda.		
GRmidas Medical Service (China) Co. Ltd.		
Gedeon Richter Marketing ČR s.r.o.		
Gedeon Richter Nordics AB		

Appendix 2

Products and active ingredients

The following products are referred to in this report:

Product	Active pharmaceutical ingredients	Therapeutic area
Aflamil */ Aflamin* / Biofenac* Amlator / Duplecor	aceclofenac amlodipine + atorvastatin	Non-steroid antiinflammatory Cardiovascular, antihypertensive + cholesterol lowering
Arankelle	drospirenone + 20mcg EE**	Gynaecology, oral contraception
Avonex*	interferon beta-1a	CNS, Multiple sclerosis
Belara	chlormadinone + EE**	Gynaecology, oral contraception
Cavinton	vinpocetine	CNS, nootropic
Cavinton Forte	vinpocetine	CNS, nootropic
Esmya®	ulipristal acetate	Gynaecology, uterine myoma
Gordius	gabapentine	CNS, antiepileptic
Lunaldin* / Dolforin*	fentanyl	CNS / Oncology, opioid analgesic
Mertenil	rosuvastatin	Cardiovascular, cholesterol lowering
Mistral / Silhouette	dienogest + 30mcg EE**	Gynaecology, oral contraception
Mydocalm	tolperisone	Muscle relaxant
Ossica	ibandronate	Oncology / Gynaecology, osteoporosis
Panangin	asparaginates	Cardiovascular, cardiac therapy
Plan B OneStep	levonorgestrel	Gynaecology, emergency contraception
Protevasc	trimetazidine	Cardiovascular, cardiac therapy
Singlon	montelukast	Respiratory, antiasthmatic
Sonirid Duo	finasteride + tamsulosine	Urology, benign prostate hypertrophy
Spironol / Verospiron	spironolactone	Cardiovascular, diuretic
Suprax*	cefixime	Antibiotic
Tanydon	telmisartan	Cardiovascular, antihypertensive
Tysabri*	natalizumab	CNS, multiple sclerosis
Zilola	levocetirizine	Antiallergic

Notes: * Licenced-in products.

** ethynil estradiol.

Appendix 3

Female healthcare products and active ingredients

Brand name	Active ingredients	Product type
Oral contraceptives (OC)		
Volina / Midiana / Aranka / Maitalon 30	DRP+30mcg EE	Fourth generation
Symicia / Daylette / Volina Mite / Rezia / Maitalon 20 / Darylita / Dimia / Liladros / Arankelle	DRP+20mcg EE	Fourth generation
Regulon / Desorelle / Desmin 30	DSG+30mcg EE	Third generation
Novynette / Desmin 20	DSG+20mcg EE	Third generation
Azalia / Lactinette	DSG	Third generation
Lindynette 20 / Karissa	GST+20mcg EE	Third generation
Lindynette 30	GST+30mcg EE	Third generation
Milligest / Tristin / Perlean	GST+EE	Third generation
Rigevidon	LVG+EE	Second generation
Tri-Regol	LVG+EE	Second generation
Belara / Chariva / Lybella / Balanca / Belarina	CLM+EE	
Neo-Eunomin	BCLM+EE	
Eve 20	norethisterone+EE	First generation
Silhouette / Mistral	dienogest + 30 mcg EE	Fourth generation
Emergency contraceptives (EC)		
Postinor / Rigesoft / Levonelle-2 / Plan B	LVG (2x)	
Escapelle / Levonelle One-Step / Plan B One Step	LVG (1x)	
Ellaone*	ulipristal acetate	
Contraceptive device (CD)		
Goldlily / Silverlily	Cu+Au, Cu+Ag	IUD
Menopausal care		
Tulita / Minivel	norethisterone+estradiol	Hormone replacement therapy
Femseven*	estradiol hemihydrate	Hormone replacement therapy (patch)
Femseven Combi*	LVG+estradiol	Hormone replacement therapy (patch)
Triaklim	norethisterone+estradiol	Hormone replacement therapy
Pausogest	norethisterone+estradiol	Hormone replacement therapy
Goldar*	tibolone	Hormone replacement therapy
Estrimax	estradiol	Hormone replacement therapy
Ossica	ibandronate	Osteoporosis
Sedron / Ostalon / Siranin / Beenos	alendronate	Osteoporosis
Calci-Sedron-D / Ostalon Calci D	alendronate+Ca, vitamine D	Osteoporosis
Pregnancy care and Obstetrics		
Gravida*	vitamins	Pregnancy care
Oxytocin	oxytocine	Labour induction (injection)
Bromocriptin	bromocriptin mesilate	Prolactin inhibitor
Gynaecological infections		
Mycosyst	fluconazole	Antifungal
Gyno Femidazol	miconazole nitrate	Antifungal
Gynofort / Gynazol-1*	butoconazole nitrate	Antifungal (cream)
Klion D	metronidazole+miconazole	Antifungal
Other Gynaecological conditions		
Esmya®	ulipristal acetate	Uterine myoma
Norcolut	norethisterone	Premenstruation syndrome, mastodynia, dysfunctional uterine bleeding, endometriosis
Bulk Products		Oral contraception

Note: * Licenced-in products.

Abbreviations used:

LVG: Levonorgestrel
 EE: Ethinyl estradiol
 CLM: Chlormadinone

DRP: Drospirenone
 GST: Gestodene
 DSG: Desogestrel
 BCLM: Biphasic-chlormadinone